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December 2023

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香港總商會 1861



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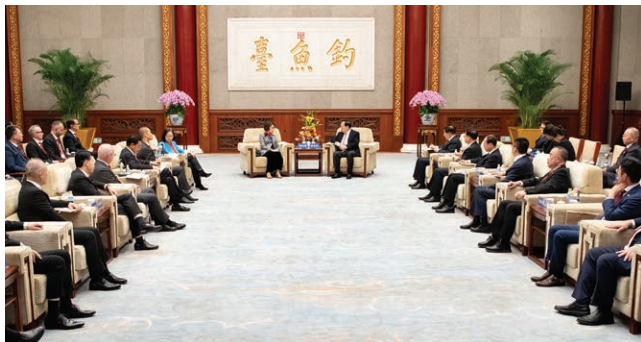
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Working Together for a Brighter Future

Hong Kong can continue to leverage its unique advantages for growth under 'one country, two systems'



攜手開創更光明未來

香港應充分發揮在「一國兩制」下獨有的優勢，實現持續增長

我很榮幸在上月率領總商會代表團訪問北京，並受到中央政府官員的熱烈歡迎。

在為期兩天的行程中，我們出席了多場會議，清楚了解到內地全力支持香港邁向高質量發展、繁榮和長遠增長。總商會和商界的貢獻亦受到高度肯定，儘管近年面對疫情、人才短缺和全球經濟不穩等挑戰，我們仍然馬不停蹄，為香港和國家的發展出力。

在國家的堅實支持下，香港作為國際金融中心，一直以金融、法律、物流和人才等領域的專業服務著稱，加上擁有獨立的司法體系和雙語普通法制度，這些優勢有助我們建立強大的國際網絡，為本地經濟蓬勃發展奠定根基。香港在「一國兩制」下可繼續發揮得天獨厚的優勢，擔當內地與世界各地之間的門戶角色。

與此同時，香港必須進一步融入國家發展大局。我認為香港正全力實踐這個目標，除了積極合作推動大灣區發展，亦透過專業服務和文化交流，與「一帶一路」國家加強聯繫。

香港作為通往內地和大灣區的超級聯繫人，以及「一帶一路」建設的重要節點，是區域

經濟合作框架中不可或缺的一部分。

事實上，香港在9月舉行第八屆「一帶一路高峰論壇」時，特首承諾會繼續向更多熱衷與香港和內地建立聯繫的「一帶一路」國家和地區推廣香港。他在上月出席總商會主辦的「商界聯席午餐會」時亦強調，希望能為本地和海外企業打開大門及搭建平台，以促進聯繫和增長。他還打趣道，本年度《施政報告》篇幅較長，是因為商界向他提呈了眾多提振經濟的良策。

中國正朝着全年5%的增長目標穩步邁進。為了實現高質量發展，內地當局正專注推動全球產業供應鏈發展，完善資金和技術流動。我們在北京與當局交流期間，亦談到發展綠色貿易和低碳技術對可持續發展十分重要。為此，中央政府正逐步放寬外國投資者在綠色發展、製造業和數碼經濟等重點產業的市場准入要求。

內地採取多管齊下的發展方式，前景可望一片光明。香港商界定當充分把握這些機遇，為香港和國家建設更美好的未來。

It was truly an honour to lead HKGCC's delegation to Beijing last month, where we received a warm welcome from Central Government officials.

During our many meetings over the two-day mission, it became extremely clear that the Mainland is strongly supportive of the high-quality development, prosperity and long-term growth of Hong Kong. Great appreciation was also shown for the Chamber and our business community, whose contributions to Hong Kong and the country have not slowed down despite the lean pandemic years, talent shortage and current global economic uncertainty.

As an international financial hub enjoying the unwavering backing of the Mainland, Hong Kong is renowned for its top-tier professional services in finance, law, logistics and talent, as well as an independent judiciary and a bilingual common law system. This has helped to forge the strong global connections through which the city has flourished. Under "one country, two systems," Hong Kong can continue to highlight its unique advantages while serving as a gateway between the Mainland and the world.

At the same time, Hong Kong must continue to strive for integration into overall national development. I believe that the city is already on track to achieve this goal through active collaboration in the development of the Greater Bay Area (GBA) as well as strengthening ties with Belt & Road countries through professional services and cultural exchanges.

In its role as a super-connector to the Mainland and the GBA, and as a key city for the Belt & Road Initiative, Hong Kong is integral

to the framework for regional economic cooperation.

In fact, at the Eighth Belt & Road Summit in Hong Kong in September, the Chief Executive vowed to continue promoting Hong Kong to more B&R nations and regions that want to establish links with Hong Kong and the Mainland. He also stressed at the Joint Business Community Luncheon organized by the Chamber last month that he wants to open doors and set the stage for local and overseas firms to connect and grow. He joked that his Policy Address was so long because he received so many good proposals from the business community to boost the economy.

China is on track to reach its annual growth target of 5%. In the pursuit of high-quality development, Mainland authorities are focusing on facilitating global industrial supply chains for the better flow of capital and technology. During our exchanges in Beijing, we also discussed the necessity of developing green trade and low-carbon technologies, which are important for sustainable growth. To that end, the Central Government is easing market access for foreign investors in green development, alongside important sectors such as manufacturing and the digital economy.

All these multi-pronged development plans in the Mainland will create a host of favourable prospects. The Hong Kong business community would do well to seize and build on these opportunities as we work towards a better future for our city and the nation.

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HKGCC

Hong Kong General Chamber of Commerce
香港總商會 1861

The Voice of Business 商界之聲

The Hong Kong General Chamber of Commerce has been representing and safeguarding the interests of business in Hong Kong since 1861.
自1861年起，香港總商會一直代表香港商界，致力捍衛企業的權益。



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《工商月刊》以環保信封寄發。這款信封以植物原料製成，成分包括大豆、小麥和粟米等。因此，新包裝除了可重用和防水，更為百分百可分解，符合嚴格的最新歐盟標準。總商會一直致力減少對環境的影響，感謝各位會員一如既往的支持。



Rendering Active Support to Make Big Strides

Hong Kong's business community can help to boost economic growth by supporting initiatives and grasping every opportunity that arises



積極配合 邁步向前

香港商界應積極配合政策措施，把握每個機遇，合力推動經濟發展

政府在 11 月將今年全年實質本地生產總值的增長預測下調，反映經濟復蘇速度不如理想。儘管當局已推出不同政策措施增強發展動能，商界亦要積極把握機遇，才能互惠共贏。

香港自去年 12 月起取消因新冠肺炎疫情而實施的社區隔離措施，社會復常至今一年，在疫情期間生意大受影響的餐飲、旅遊、零售等各行各業漸見起色。

然而，出口仍然疲弱，顯示經濟並未完全復蘇。政府今年 8 月預測全年實質本地生產總值的增長為 4% 至 5%，其後於 11 月進一步下調至 3.2%。基於外圍經濟環境、地緣政治緊張等因素，貨物出口持續受壓，訪港旅遊及本地消費仍然是經濟增長的主要動力。

為了擺脫疫情、提振經濟，政府早前相繼推出「開心香港」、「香港夜繽紛」等活動，在商界積極配合下，在短期內對帶旺市道起了一定作用。除了短期的刺激消費措施，政府為了促進長遠經濟發展，亦大

力招商引才。

為此，行政長官李家超先後率團到訪中東及東盟等地，為香港探尋商機。中東國家希望減少依賴石油，實現經濟多元及可持續發展；東盟國家則擁有豐富的自然資源；而香港在金融、商貿、創科、航運和物流等專業服務方面都具備優勢，而且背靠祖國，亦是粵港澳大灣區一分子。因此，這些經濟體和地區之間如能攜手合作，定可開創無限商機。

新一份《施政報告》提出多項吸引企業及人才來港的措施，在創新科技及文創產業等領域亦將成立辦公室推動業界發展，同時鼓勵發展本地特色旅遊，振興旅遊業；相信未來北部都會區發展項目不論在融資或建設等方面，商界都會有更大的參與空間。

縱有鴻圖大計，亦要落實執行。政府透過不同政策多管齊下提升香港競爭力，致力協助企業拓展商機，商界亦需積極配合，抓緊機會，否則經濟發展難以邁步向前。

Amid slower-than-expected economic recovery, the Government revised down its latest real GDP growth forecast for the year in November. While a slew of policy measures has been rolled out to create strong impetus for growth, the business community needs to proactively seize opportunities if a win-win outcome is to be achieved.

Hong Kong has returned to normalcy following the lifting of quarantine requirements last December. Since then, the F&B, tourism and retail sectors, which were hit particularly hard during the pandemic, have shown signs of gradual improvement.

Despite this, exports have remained weak, indicating the economy is yet to fully recover. In August, GDP growth in real terms for 2023 was forecast to be 4-5%, which was adjusted downward to 3.2% in November. Due to factors such as external economic conditions and geopolitical tensions, exports of goods have remained subdued, whereas inbound tourism and domestic consumption continue to be the key drivers of economic growth.

To revitalize Hong Kong in the post-pandemic era, the Government has launched various promotional events, including the "Happy Hong Kong" and "Night Vibes Hong Kong" campaigns. With active support from the business community, these initiatives have served to give a short-term boost to the market to a certain extent. In addition to short-term stimulating measures, the Government is also stepping up efforts to attract businesses and talent for long-term economic growth.

To this end, Chief Executive John Lee led delegations to the Middle East and ASEAN countries to explore business opportunities for Hong Kong. Countries in the Middle East are looking to diversify their economies away from oil dependence for sustainable growth, while ASEAN countries are rich in natural resources. Hong Kong also offers many advantages, such as professional services including finance, business and trade, I&T, aviation and logistics, coupled with its position in the Greater Bay Area and the backing of the motherland. As such, cooperation between these economies and regions will open up tremendous opportunities.

The latest Policy Address has introduced measures to attract businesses and talent. Dedicated offices will also be set up to foster the growth of I&T, cultural and creative industries. Meanwhile, developing tourism that focuses on local characteristics is encouraged to revive the tourism sector. With these developments ahead, there will be more room for business participation in the development of the Northern Metropolitan Area in aspects such as financing, construction, etc.

Any plan needs to be implemented for it to reap benefits. As the Government strives to enhance Hong Kong's competitiveness with a multi-pronged approach, the business community should play its part by grasping business opportunities as they arise. Otherwise, economic development will be hard to come by.

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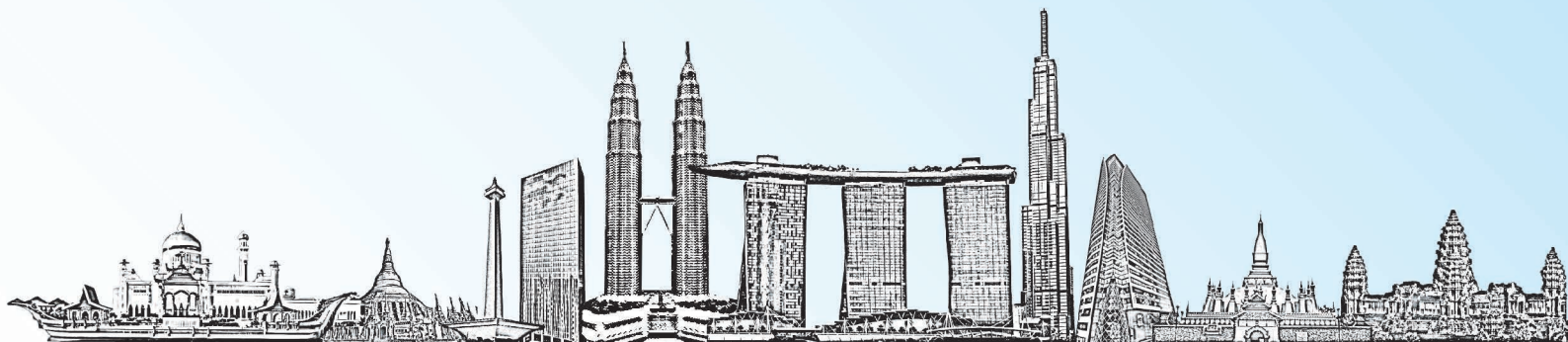
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A Year of Hope and Rewards

With Hong Kong reopening to the world, the Chamber worked hard to offer a varied calendar of events



希望與豐收的一年

隨着香港恢復對外開放，總商會全力為會員舉辦豐富的活動

2023 年即將落幕，是時候回顧我們過去一年的成績。香港在 2 月撤銷最後一項檢疫措施，惟經濟增長仍然有待回復到疫情前水平。不過，總商會一如既往地全力以赴，密鑼緊鼓舉辦各式各樣的活動。

有見經濟復蘇緩慢，我們除了再三促請政府支援本地企業，還提交逾 15 份回應文件和政策建議書，適時向政府進言獻策，其中以《財政預算案》和《施政報告》建議書為重中之重。我們亦為會員舉辦形形色色的活動，包括近 400 個培訓班、工作坊、研討會、午餐會和實地考察團等。

此外，我們先後與多位政府官員及駐港總領事會面，又接待了世界各地超過 40 位總領事和國家代表，並在 5 月舉辦酒會，款待歐洲多國駐港總領事。本會一直廣受歡迎的歡樂時光聚會亦正式回歸，年內我們聯同本港多個商會合辦聯誼活動，讓會員在輕鬆愉快的氣氛下與新朋舊友歡聚交流。

本會終於在 5 月圓滿舉行已停辦五年的「香港商業高峰會」。屆屆峰會以「香港邁進新紀元」為主題，邀得行政長官李家超和財政司司長陳茂波發表主題演講，探討香港作為頂尖金融中心，應如何應對商業環境中的挑戰。

本會亦籌辦了多個海外商務考察團，訪問中東、東盟地區和日本等地，並與沙特阿拉伯、

哈薩克斯坦、新加坡和越南的機構簽署合作備忘錄。由此可見，總商會致力提升香港的國際形象，協助企業加強聯繫和促進投資，同時向世界說好香港故事。

上月，總商會主席阮蘇少涓率領高層代表團訪問北京，期間拜訪了多位中央政府官員，深入了解到國家的最新發展和政策（詳情見第 8 頁）。同月，我們亦舉行了年度商界午餐會，邀來行政長官向企業高管、多國駐港總領事及商會領導團釋任內第二份《施政報告》。我們的各項青年計劃亦進行得如火如荼。由本會卓青社舉辦的「商業案例競賽」、「商校交流計劃」和「完美求職計劃」繼續為中學生和大專生提供實用的平台，透過一系列的挑戰、培訓和指導活動，讓他們一探商業世界的運作。

今年亦是「好市民獎勵計劃」（好市民獎）邁入金禧 50 周年。「好市民獎」於 1973 年由警察公共關係科創辦，總商會一直鼎力支持，獎勵和表揚為社會作出貢獻的市民。企業社會責任方面，我們透過與東華三院及香港愛護動物協會等本地機構合作，繼續積極連繫社區。

最後，踏入年末，又到了會員續會的時候。我衷心希望本會的工作和服務能惠益各位會員。展望 2024 年，總商會定當繼續盡心服務會員。我在此謹祝大家聖誕快樂、新年進步！

As 2023 draws to an end, it is time to review our accomplishments in the months gone by. While Hong Kong lifted the last of the quarantine measures in February, growth has yet to return to pre-pandemic levels. However, the Chamber kept up its good work and went full steam ahead with a packed calendar of events.

Besides constantly lobbying the Government to support local businesses amid slow economic recovery, we provided timely input through over 15 consultations, proposals and policy submissions, with the Budget and Policy Address at the top of the list. We also offered a wide range of activities for our members and managed to organize nearly 400 training sessions, workshops, seminars, roundtables and site visits.

We had productive meetings with Government officials and Consuls General in Hong Kong, and hosted over 40 Consuls General and country representatives from around the world, in addition to an exclusive cocktail reception in May with Consuls General of European countries. Our ever-popular happy hours with other chambers of commerce also returned, offering a great atmosphere for networking and meeting friends old and new.

After five long years, we restarted the Hong Kong Business Summit, which was a resounding success! Held in May under the theme "Hong Kong: A New Era," with Chief Executive John Lee and Financial Secretary Paul Chan giving key speeches, the conference looked at how Hong Kong, as a premier financial hub, can manage the challenges of today's business environment.

We also undertook strategic business missions overseas, from the Middle East to the ASEAN region and Japan, and signed Memorandums of Understanding with organizations in Saudi Arabia, Kazakhstan, Singapore and Vietnam. These reflect the Chamber's determination to

promote Hong Kong's international status, grow connections and boost investment, while sharing good stories about our city with the world.

Last month, Chamber Chairman Betty Yuen led a high-level delegation to Beijing, where they met Central Government officials to find out more about the nation's developments (turn to page 8 for the full report). Also in November, we proudly hosted our traditional Business Community Luncheon for the Chief Executive, who outlined his second Policy Address to a distinguished audience of business executives, Consuls General and leaders of chambers of commerce.

The Chamber's youth-focused programmes are also thriving. Organized by our Young Executives Club, the Business Case Competition, Business-School Partnership Programme and the Pitch Perfect Programme continue to serve as useful platforms for secondary and tertiary students to learn about the corporate world, via real-world challenges, training and mentorships.

This year also brings up the 50th anniversary of the Good Citizen Award (GCA), which HKGCC has supported since its launch in 1973. Organized by the Police Public Relations Branch, the GCA rewards citizens who have contributed to the community. On the CSR front, we continued to connect with the community through collaborations with local organizations, such as Tung Wah Group of Hospitals and the SPCA Hong Kong.

Last but not least, the year-end is when memberships are renewed, and I fervently hope that you have truly benefited from our hard work and services. Looking ahead to 2024, the Chamber will continue to serve you in the best way possible. Here's wishing everyone a joyful Christmas and a new year that brings growth, prosperity and happiness.

Patrick Yeung
楊偉添
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High-level Mission to Beijing 北京高層訪問團



Visit to the historic Djaoyutai State Guesthouse, a famous diplomatic enclave on the banks of Yuyuantai Lake in western Beijing.
一行參觀位於北京西城湖畔的釣魚臺國賓館。該建築群歷史悠久，是國家領導人進行外交活動的重要場所。

Leaders of HKGCC and international chambers in Hong Kong were given a comprehensive overview of the latest developments in the Mainland on a two-day business trip to the capital

總商會及駐港國際商會的領導在為期兩天的訪京行程期間，
全面掌握內地的最新發展

The Central Government's strong support of long-term development in Hong Kong, China's future policy direction, and recognition of the Chamber's role in the city's economic growth were the key takeaway messages from HKGCC's high-level mission to Beijing on 9-10 November.

Led by HKGCC Chairman Betty Yuen, the delegation of Chamber leaders as well as heads of international chambers in Hong Kong called on various government ministries and departments in the capital.

Welcoming the delegation at the historic Diaoyutai State Guesthouse, a diplomatic complex in the city's western suburbs, Xia Baolong, Director of

the Hong Kong and Macao Affairs Office of CPC Central Committee, acknowledged the Chamber's important role in promoting Hong Kong's economic and trade development over the past 162 years. He also recognized its contributions to the city's prosperity and stability.

To support Hong Kong in better integrating into the overall national development, he encouraged the full and faithful implementation of the principle of "one country, two systems." He also emphasized that business leaders should take a proactive role in the development of the Greater Bay Area (GBA) and the high-level opening-up of China.



Xia Baolong, Director General of the Hong Kong and Macao Affairs Office of CPC Central Committee, told HKGCC Chairman Betty Yuen and the delegation that Hong Kong business leaders should take a proactive role in the development of the GBA and the high-level opening-up of China.

中央港澳工作辦公室主任夏寶龍向總商會主席阮蘇少涓及團員表示，香港商界領袖應積極參與大灣區發展及中國高水平對外開放。



Chamber Chairman Betty Yuen (left) with Wang Ping, Director General of the Third Bureau of the United Front Work Department of CPC Central Committee and Secretary General of the China Overseas Friendship Association.

總商會主席阮蘇少湄（左）與中央統戰部三局局長、中華海外聯誼會秘書長王萍會晤。

Leaders of international chambers in Hong Kong also joined HKGCC's trip to Beijing, which included meetings, site visits and networking sessions.

多位外國駐港商會領導亦有隨總商會代表團赴京訪問，期間參加了多場會議、實地考察活動和聯誼聚會。

Xia said the Central Government recognizes the immense added-value that Hong Kong as a financial hub generates for the nation, especially with its international expertise and professional services such as finance, law, logistics and talent, among others.

Expressing optimism about Hong Kong's future development, Xia said he had utmost confidence in HKSAR Chief Executive John Lee and his governing team, as well as the advantages of "one country, two systems," which the wider business community in Hong Kong has always supported, and which foreign firms in the city leverage for long-term growth. He also reiterated that there was no need for foreign investors to worry about any changes to the business environment in Hong Kong. Last, but not least, the Central Government was positive about the outlook for Hong Kong and would continue to provide unwavering support for the growth and prosperity of the city. Speaking at the meeting, Yuen said that as a highly open and externally oriented economy, Hong Kong was vulnerable to factors such as geopolitical tensions, economic





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The delegation with Xia Baolong at the Diaoyutai State Guesthouse. Below, in an exchange with the Chamber Chairman, Xia acknowledged HKGCC's historic role in Hong Kong's economic development. 夏寶龍在釣魚臺國賓館接見訪問團。下圖：夏主任與總商會主席交流期間，肯定總商會長久以來在香港經濟發展中的角色。

uncertainty, inflation and rising interest rates, which have impacted recovery. Coupled with intense global competition and acute talent shortage, Hong Kong was indeed facing a hard time, she added.

Yuen also emphasized that China's stable development served as a strong and reliable backing for Hong Kong. "As such, the business community agrees that we should dovetail with the country's strategy of high-quality development to integrate into the overall national development by actively taking part in the development of the GBA and the Belt & Road," she said.

Shared Future to Benefit All

Although the world had seen all kinds of challenges throughout its history, overall development was on an upward spiral, said





Wang Ping, Director General of the Third Bureau of the United Front Work Department of CPC Central Committee and Secretary General of the China Overseas Friendship Association. She added that the Chamber's position echoed President Xi Jinping's idea of building a common community with a shared future for mankind, which requires the removal of various barriers in terms of system, economy, culture and nature. This would facilitate the flow of people, goods and capital, and ultimately, economic and trade development around the globe.

She also noted that interconnectivity via the internet was essential to building a community with a shared future in cyberspace, and therefore integral to socioeconomic development and international cooperation. She said China would continue to pursue high-level opening-up to create new opportunities for the world. Meanwhile, we should keep sharing good stories of Hong Kong and the country to Asia and the world for a win-win outcome.

Important Player in Global Supply Chains

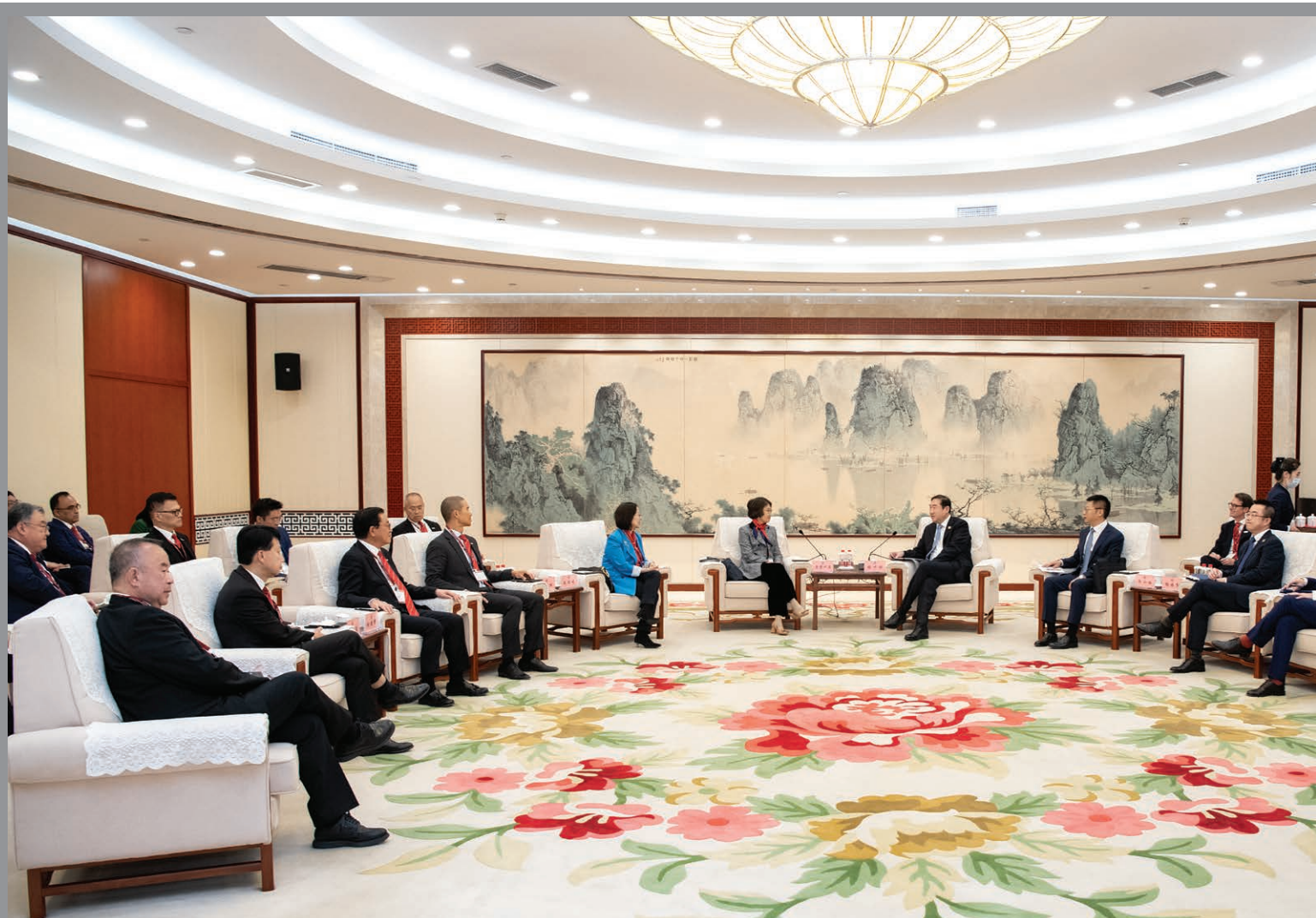
With China recording 5.2% GDP growth year-on-year in the first three quarters, the economy is continuing to improve, and is on track to reach its annual growth target of 5%. Zhang Shaogang, Vice Chairman of China Council for the



Delegates enjoyed a first-hand experience of the state-of-the-art technology at Zhongguancun Plaza Exhibition Center, and learned about the innovative achievements of local tech companies based there.

團員在中關村展示中心體驗頂尖科技，並了解當地科技企業的創新科研成果。





Promotion of International Trade, said all 39 major industries had experienced growth, especially high-tech manufacturing, which was sustaining very rapid growth. As the world's second-largest economy and consumption market, China is a major player and advocate of the global industrial supply chains, facilitating the flow of capital, industrial capacity and technology. Zhang explained that supply chain interconnectivity would pave the way for a bright future of "Chinese-style modernization" and contribute to the prosperity of the world.

Livelihood Projects in B&R

Pan Jiang, Deputy Director-General of the Department of International Cooperation of the National Development and Reform Commission said President Xi was highly invested in the socioeconomic development in Hong Kong.

Pan referenced the report of the 20th National Congress last year, which indicated the Central Government's full support for Hong Kong to better integrate into national development. Plans to foster socioeconomic growth would strengthen Hong Kong's global status in areas such as finance,

trade, maritime, innovation and technology.

As this year marks the 10th anniversary of the Belt and Road Initiative, Pan said China had not only taken forward many "high-end" international projects in its process of opening up, but had also participated in many "small yet smart" livelihood projects. The country would work to expedite the development and implementation of these "small yet smart" projects to further enhance the role of the Belt & Road to promote growth in various areas, from livelihood to green development.



At a meeting with Zhang Shaogang, Vice Chairman, the China Council for the Promotion of International Trade, the two sides discussed China's role as an important player in global supply chains and interconnectivity.

代表團會見中國國際貿易促進委員會副會長張少剛，雙方討論中國在全球供應鏈及國際聯通方面的重要角色。

Robust Green, Low-carbon Economy

Long Guoqiang, Vice President, the Development Research Centre of the State Council, pointed out that the country has witnessed obvious changes in the structure of its export products. In the past, China mainly exported low-end products. With its manufacturing sector expanding rapidly thanks to improving skill levels, high-tech industries have become a key direction for China's exports.

Going forward, China will step up efforts to promote green trade, green investment, the development

and application of low-carbon technologies and products, as well as international cooperation in green development to achieve sustainable growth.

Long said the transition to a green and low-carbon economy has presented tremendous opportunities in green services, technology and development for countries around the world.

The business community in Hong Kong should proactively grasp new opportunities arising from the green economy by accelerating the development of a robust green and low-carbon economic system.

Easing Market Access for Foreign Investment

Appreciating the important contributions that Hong Kong entrepreneurs have made to the country's social and economic growth despite the challenging global landscape, Fan Shijie, Director General, Department of Taiwan, Hong Kong and Macao, Ministry of Commerce, said foreign trade in China would be on the uptick in the long term, given its solid foundation. China will further ease market access for foreign investors and ramp up efforts to lure investment to areas such as manufacturing, digital economy and green development, with a view to driving high-quality development in commerce and trade for mutual benefits.

Upon returning from the mission, Yuen expressed gratitude to the Central Government for its strong support for Hong Kong's development and emphasis on the city's international status. The "one country, two systems" principle, which has remained unchanged, served to instill confidence in the business community in Hong Kong. Meanwhile, China's steady progress, with investment focusing on green and digital economic development, would create significant business opportunities. Hong Kong businesses have to seize these opportunities by integrating with national development.

During the mission, the delegation also met Yuen Wai Yin, Deputy Director of the Office of the Government of the HKSAR in Beijing. Both sides discussed and shared views on current economic issues in Hong Kong and the Mainland. They also attended a networking dinner with the Hong Kong Professionals (Beijing) Association, and met members of the Hong Kong Association of China Business in Beijing.

The trip included a tour of the Exhibition Center at the Zhongguancun National Innovation Demonstration Zone – a major technology hub that is home to nearly 22,000 companies – and a lunch meeting with various enterprises operating in the zone.

總商會於11月9至10日率領高層代表團訪問北京，行程期間接收到的主要訊息，是中央政府將全力支持香港的長遠發展、堅定貫徹中國未來的政策方向，以及充分肯定總商會在香港經濟發展中的角色。

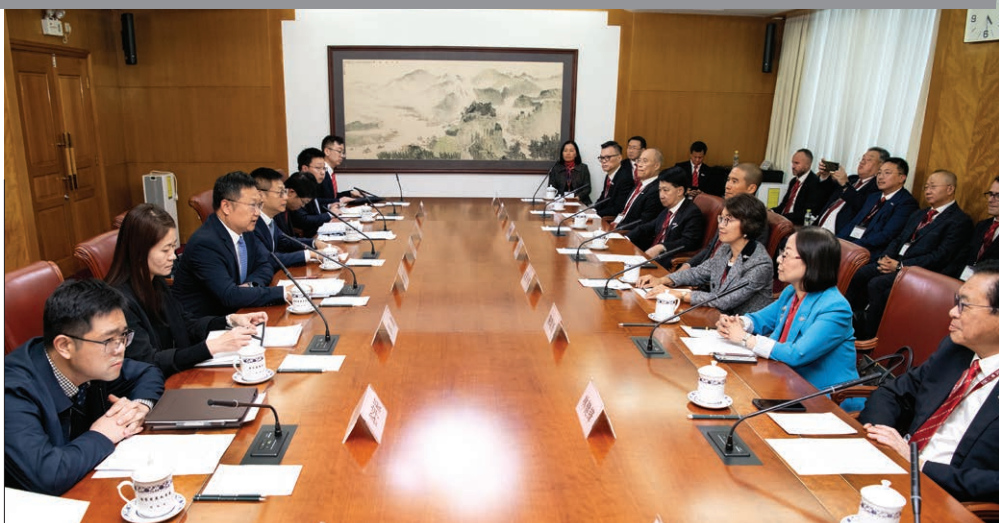
是次高層訪問團由總商會主席阮蘇少涓率領，成員包括總商會領導及駐港國際商會的主管，先後拜訪了多個國家部委機構。

中央港澳工作辦公室主任夏寶龍在位於北京西城的釣魚臺國賓館接見訪問團。會上，夏寶龍充分肯定總商會在過去162年來在推動香港經貿發展方面發揮的重要作用，以及長期以來對維護本港繁榮穩定作出的積極貢獻。

他勉勵團員繼續全面準確貫徹「一國兩制」方針，支持香港更好融入國家發展大局，又強調商界領袖應積極參與粵港澳大灣區（大灣區）建設及中國高水平對外開放。

他談到香港作為金融中心，中央政府看重本港為國家創造的龐大附加價值，尤其是在金融、法律、物流和人才等領域的國際視野和專業服務。

夏寶龍看好香港的未來發展：首先是對香港特區行政長官李家超及其管治團隊充滿信心；其次是「一國兩制」



Constructive meetings were held with the National Development and Reform Commission. 代表團與國家發展和改革委員會會晤。

帶來的優勢——香港廣大商界一直予以支持，而外國企業亦視之為留港長遠發展的有利條件，因此海外投資者無需擔心香港的營商環境出現任何變化；最後是中央政府對香港的前景有信心，並將繼續堅定不移支持本港繁榮發展。

阮蘇少涓在會上指出，香港是高度開放的外向型經濟體，面對當地地緣政局複雜緊張，全球經濟動盪不穩，以及通脹和加息等因素，以致復蘇進度緩慢。加上全球競爭加劇，人才嚴重短缺，香港確實舉步維艱。

她強調國家穩步發展，是香港強大可靠的後盾，「因此商界都認為要配合

國家的高質量發展戰略，透過深入參與大灣區和『一帶一路』建設，從而融入國家的發展大局。」

構建人類命運共同體、實現互利共贏

中共中央統戰部三局局長、中華海外聯誼會秘書長王萍表示，儘管在人類及世界發展歷史上會經歷很多風浪，但整體發展是螺旋上升的。她又稱，總商會的定位體現了習近平主席所宣導的人類命運共同體，而構建人類命運共同體需要打通各種壁壘，包括制度、經濟、文化及自然等限制，讓人流、物流及資金流都能流通，進而促進全球經貿發展。

她還提及推動互聯網互聯互通是構建網路命運共同體的重要舉措，對促進經濟增長、社會發展和深化國際交流合作至關重要。她表示，中國將繼續推進高水平對外開放，為世界開創新機遇。與此同時，我們應繼續向亞洲以至全球各地說好香港和國家故事，實現互利共贏。

全球供應鏈重要參與者

中國首三季度國內生產總值（GDP）按年增長5.2%，經濟持續恢復向好，有望實現5%左右的全年增長目標。中國國際貿易促進委員會副會長張少剛



Officials at the Ministry of Commerce forecast that China's foreign trade would see an increase in the long term.

商務部官員預測中國對外貿易長遠將繼續增長。



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指出，內地全部39個工業大類均實現增長，高技術製造業維持快速增長。

中國作為世界第二大經濟體和消費市場，一直是全球產業供應鏈的重要參與者和維護者，有助聯通全球資金流、產業流及技術流。張少剛解釋，供應鏈互聯互通將把國家帶往中國式現代化，為邁向全球共同繁榮的美好未來鋪路。

「一帶一路」民生項目

國家發展和改革委員會國際司副司長潘江表示，習主席高度重視香港的社會經濟發展。

他引述去年黨的二十大報告，說明中央政府明確支持香港更好融入國家發展大局。該報告對推動香港社會經濟發展作出了重要的部署，這將提升本港在金融、貿易、航運及創新科技等領域的國際地位。

今年是共建「一帶一路」倡議十周年，潘江表示中國在對外開放的過程中不僅推進了許多大型國際基建項目，也參與了不少「小而美」的民生工程。國家未來將加速推進落實「小而美」項目建設，進一步提升「一帶一路」對改善民生和推動綠色發展等方面的促進作用。

建立健全綠色低碳經濟體系

國務院發展研究中心副主任隆國強談到出口產品結構變化顯著。過去，中國出口主要集中在低端製造業；隨着國家製造技術水準不斷提高，帶動業界急速發展，高端技術產業已成為中國出口的主要方向。

未來，中國將大力推動綠色貿易、綠色投資及低碳技術和產品的發展應用，同時加強綠色發展的國際合作，實現可持續增長。

隆國強認為，綠色低碳轉型為世界各國帶來了重大機遇，包括綠色服務、綠色技術及綠色發展方式。



The delegation also enjoyed networking events with representatives from Hong Kong Professionals (Beijing) Association and the Hong Kong Association of China Business in Beijing.

團員與駐京的香港專業人士（北京）協會和香港內地經貿協會的代表聯誼交流。

香港商界應積極把握綠色經濟的新機遇，加快建立健全的綠色低碳經濟體系。

放寬外資市場准入

國家商務部台港澳司司長樊世傑讚揚香港企業家對內地社會經濟發展作出的重要貢獻。他也談及內地外資產業基礎雄厚，將維持長期向好的態勢。中國將進一步放寬外資市場准入，並加大力度引導外資投向先進製造業、數碼經濟和綠色發展等領域，以推動經貿高質量發展，實現互惠共贏。

阮蘇少涓結束訪京之行回港後表示，感謝中央政府一直以來對香港的支

持，重視香港的國際地位。「一國兩制」維持不變，給予香港商界莫大信心。與此同時，中國不斷進步，尤其集中投放資源推動綠色及數碼經濟發展，這將帶來龐大的商機。香港商務必抓緊機遇，融入國家發展。

此行，團員亦拜會了香港特區政府駐北京辦事處副主任阮慧賢，雙方就當前香港及內地的經濟議題深入探討交流。他們還出席香港專業人士（北京）協會的聯誼晚宴，又與香港內地經貿協會的代表會面。

代表團一行亦參觀了北京中關村國家自主創新示範區展示中心。該科技園區有近22,000家高新技術企業進駐，團員藉機與區內企業共膳交流。



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Hong Kong: Capitalizing on RCEP

香港：把握《區域全面經濟夥伴關係協定》的機遇

It is vital to remain committed to bringing more opportunities to RCEP businesses to strengthen

Hong Kong's ties with bloc members

香港應繼續為RCEP企業帶來更多機遇，以加強與成員國的聯繫

Hong Kong joining the Regional Comprehensive Partnership (RCEP) will not only bring about more opportunities and benefits to the Hong Kong economy and its many businesses, but also serve to accelerate the growth and development of RCEP member countries.

As a strategically located international finance, business and investment hub, Hong Kong is a super-connector, linking key markets with one another. It also doubles as the international gateway to the vibrant and rapidly growing Guangdong-Hong Kong-Macao Greater Bay Area (GBA) and Mainland China, making it the ideal springboard for RCEP businesses to access and expand in the vast China market.

At the Hong Kong Trade Development Council (HKTDC), we have always championed new market diversification for Hong Kong SMEs, and so RCEP was promoted as attractive new markets to look at, even if their traditional markets are in the United States or Europe. As the world's largest trade pact, the RCEP has

many advantages – especially for SMEs – including a chapter on e-commerce.

The international fairs and conferences HKTDC organizes annually are important platforms for businesses around the world to connect, build ties and seize opportunities. We are keen to increase RCEP participation at events in which we showcase Hong Kong's unique business and investment platform.

For example, at the Eighth Belt and Road Summit held in Hong Kong in September, more than 10 memoranda of understanding (MoU) and agreements were signed with RCEP member countries and businesses in various areas, including innovation and technology, retail, infrastructure, environmental and industrial development. Furthermore, cooperation agreements were signed on promoting data centre infrastructure and economic development in the Mekong Delta region between Hong Kong company NDN Group and Vietnam's Innovation Centre, and on autonomous indoor service robots

between Hong Kong Rice Robotics Limited and New Zealand RCR Infrastructure Limited.

Business matching and deal-making are central to our events. The HKTDC has successfully helped facilitate deal-making that benefits the countries or regions involved. For example, our teams facilitated an airport expansion project in Thailand, a new toll road in Myanmar and a new, affordable cancer laboratory in Vietnam. We also facilitated the building of data centre infrastructure in ASEAN to catalyse their digital economy. We can help RCEP businesses with their business matching and deal-making, to help them access and expand in Hong Kong, the GBA and wider China market.

Aside from the fairs and conferences, high-level and industry-specific business missions to RCEP countries are also organized year-round. For example, the Think Business, Think Hong Kong (TBTHK) campaign, which was held in Bangkok in July, connected Hong Kong businesses with their RCEP counterparts to explore and seize opportunities in fintech,



supply chain management and sustainable development.

Other campaigns include Building for the Future, focusing on infrastructure and real estate related services (IRES), as well as Resolve2Win, which promotes Hong Kong's legal and dispute resolution services, from which RCEP businesses can continue to benefit. The HKTDC also stages product showcases and Hong Kong pavilions at leading fairs in RCEP countries to strengthen ties with RCEP businesses across various sectors.

RCEP marks the first time Mainland China, Japan and Korea are in a single free trade bloc, and Hong Kong joining the world's largest trade pact will enable all RCEP members to

have greater and easier access to do business and expand via the city.

RCEP members are already entitled to preferential treatment when trading among one another. Looking ahead, RCEP will eventually eliminate more than 90 per cent of tariffs on imports between its members, to further facilitate trade and investment flows among them. Hong Kong joining the bloc will not only benefit from this development, but also offer many arising opportunities for RCEP members to easily seize.

Hong Kong's merchandise trade with Korea and Japan reached \$399 billion and \$390 billion, respectively, in 2021, which is expected to grow with the opportunities RCEP offers. According to an HKTDC research

report released in May, around 90 per cent of Japanese companies in Hong Kong were doing business with at least one RCEP market, and 61.5 per cent have plans to expand their RCEP business operations through their Hong Kong office within the next three years.

We also have year-round promotion programmes to entice Japanese companies to leverage the Hong Kong platform to expand their business to the mainland and ASEAN, including in the food and sake industry, silver market, healthcare products and technology. In regard to Korea, the HKTDC will organize signature outreach events to engage business leaders from Korea and Hong Kong for high-level exchanges.

香港加入《區域全面經濟夥伴關係協定》(RCEP)除了為本地經濟和企業帶來種種機遇及益處,亦有助RCEP成員國加快增長和發展。

香港地理位置優越,既是國際金融、商業和投資中心,亦是連接主要市場的超級聯繫人。此外,粵港澳大灣區和中國內地活力充沛、發展蓬勃,香港作為通往這些地區的國際門戶,是RCEP企業進入這個龐大市場的理想跳板。

香港貿易發展局(貿發局)一直協助香港中小企發展多元化市場,鼓勵企業放眼傳統歐美市場以外的機遇,RCEP自然成為具吸引力的新市場。RCEP是全球規模最大的貿易協定,能為中小企帶來莫大裨益,包括開創電子商貿新機遇。

貿發局每年舉辦多個國際展覽和會議,為世界各地的企業提供對接交流、建立聯繫和把握機遇的重要平台。我們積極提高RCEP成員國在這些活動的參與度,以推廣香港作為得天獨厚的商貿投資平台優勢。

舉例說,香港於9月舉辦第八屆「一帶一路高峰論壇」,與RCEP成員國和企業簽署十多份合作備忘錄及協議,涵蓋創新科技、零售、基建、環境和工業發展等不同領域。此外,港企NDN Group與越南創新中心簽訂合作協議,合力推動湄公河三角洲地區的數據中心基建和經濟發展;香港Rice Robotics Limited與新西蘭RCR Infrastructure Limited亦簽署自動室內服務機械人合作協議。

商貿配對和項目對接是貿發局活動的重點環節,促成多個合作項目,令有關國家或地區受惠。例如,我們的團隊促成了泰國機場擴建項目、緬甸新收費道路及越南的癌症實驗室。我們亦在東盟協助建造數

Hong Kong joining the RCEP will give members greater and easier access to do business and expand via the city.

香港加入RCEP後,將有助成員國更易透過本港經商及擴展業務。



據中心基礎設施,推動當地數碼經濟發展。透過商貿配對和項目對接,我們可協助RCEP企業在香港、大灣區和國內其他省市擴展業務。

除了舉辦展覽和會議,我們亦定期組織高級別和行業代表團訪問RCEP成員國。舉例說,「成就機遇·首選香港」推廣活動於7月在曼谷舉行,讓港企與RCEP企業建立聯繫,共同探索並把握在金融科技、供應鏈管理和可持續發展方面的機遇。

其他項目包括為基礎設施及房地產服務業而設的「未來建設 建設未來」推廣計劃,以及推廣香港法律和爭議解決服務的「解決爭議·共創雙贏」外訪活動,讓更多RCEP企業可受惠於這些服務。貿發局亦會參與RCEP成員國的大型展覽,透過展出產品和設立香港館,與區內各行各業加強聯繫。

RCEP是首個包括中國內地、日本和韓國在內的自由貿易協定,如香港加入這個全球規模最大的貿易區,將有

助RCEP全體成員國更易透過香港營商和拓展業務。

現時,RCEP成員國之間進行貿易時均可享有優惠待遇。展望未來,RCEP最終將取消區內九成或以上商品的進口關稅,進一步促進成員國之間的貿易投資往來。香港加入RCEP不但能從中受惠,亦能為RCEP成員國帶來源源不絕的新機遇。

香港與日韓兩國的商品貿易額於2021年分別達到3,990億港元和3,900億港元,預期RCEP將帶來更多機遇,推動貿易額進一步增長。貿發局在5月發表的研究報告顯示,約九成在港日企與至少一個RCEP市場經商,另有61.5%計劃於未來三年透過香港辦事處擴展區內業務運作。

我們經常舉辦推廣活動,鼓勵日本企業以香港作為平台,擴充業務至內地和東盟,包括食品和清酒業,以及銀髮市場的保健產品和技術。韓國方面,貿發局將舉辦大型外展活動,邀請韓國與香港的商業領袖進行高級別交流。

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Reigniting the Night Economy

重振夜經濟

Hong Kong, like Japan and the United Kingdom, is facing an uphill struggle to restore the vibrancy of its nightlife due to changing consumer behaviour in the post-pandemic world

隨着消費者行為在後疫情時代出現變化，香港與日本和英國一樣，正設法搞活多姿多彩的夜生活，惟過程困難重重

December is upon us – a festive season synonymous with gatherings and parties. Hong Kong, known as the “City that Never Sleeps,” was once renowned for its vibrant nightlife, characterized by bustling economic activity. Restaurants and bars operated round the clock and were often packed with customers.

However, the city has experienced a significant downturn during the three long years of the pandemic. Despite society returning to normal, nightlife has remained stagnant. The Government has acknowledged the lack of momentum and has taken action by launching the “Night Vibes Hong Kong” campaign, which

kicked off in mid-September. This initiative aims to entice people to venture out and revive the city’s once renowned nightlife buzz.

Changing Lifestyle Habits

There is a growing belief that the lifestyle habits of many individuals in Hong Kong have experienced a significant transformation in the wake of the pandemic. As a result, people are now out less frequently during the evening, leading to adjustments in the operating hours of local shops, restaurants and malls. This, in turn, has limited the options available, presenting a challenge for the city’s evolving nightlife scene.

Supporting this notion, the Mastercard Economics Institute released a report in May that examined the behaviour of Hong Kong consumers. The study revealed that while dining out remains an integral part of Hong Kong’s social culture, the implementation of social distancing restrictions during the pandemic has sparked a shift towards home cooking. This has led to a noticeable decrease in dining-out expenditures, accompanied by an increase in spending at grocery stores. These emerging habits are likely to stay in post-Covid Hong Kong.

Hong Kong is not alone in facing this challenge; other international destinations are also grappling with a similar issue. Despite their unique characteristics, the struggle to rejuvenate the night economy is a shared experience.

In the United Kingdom, the pandemic has had a profound and lasting impact on the £66 billion night-time economy over the past three years. Despite various towns and cities launching individual strategies in recent years to support recovery, the evolving late-night habits of consumers and the ongoing cost-of-living crisis continue to

While Hong Kong’s night economy has undeniably suffered from the pandemic, it has also opened the door to long-term transformation and upgrading.



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Photo: HKTB

pose significant post-pandemic challenges. Recent figures released by the Night Time Industries Association, in collaboration with research agency CGA, reveal that since June 2020, more than a third of nightclubs have permanently closed their doors. In just the past year, 120 nightclubs have shut down, leading to a record low of 873 nightclubs as of June 2023.

Japan hasn't been spared either. The pandemic-induced shift in consumer behaviour has resulted in underwhelming performances of izakaya bars and karaoke parlours. Added to this, the increasing prevalence of remote work has particularly affected nightlife in city centres, which heavily

relied on office workers as their main customers for after-work socializing. Despite some signs of recovery in the consumer market, izakaya bars are still only operating at 70 per cent of their pre-pandemic capacity, while karaoke parlours are struggling at just 30 per cent.

What's Next?

The pandemic has brought about lasting changes in our lives, resulting in significant structural shifts in society. Consumer behaviour has undergone a transformation, with a greater emphasis on social interaction, new experiences, and a heightened focus on mental health and wellness. Workstyles have also experienced

changes, particularly with the widespread adoption of remote working.

As the saying goes, "In every crisis, there lies an opportunity." While Hong Kong's night economy has undeniably suffered from the pandemic, it has also opened the door to long-term transformation and upgrading. Although the effectiveness of the "Night Vibes Hong Kong" campaign is yet to be determined, it should be recognized as an initial phase of revitalization efforts. It is crucial to explore ways to attract a diverse range of customers and showcase the international appeal of Hong Kong's nightlife to win customers back.

又到了充滿節日氣氛的 12 月，每年的這個月最適合與親友共聚，享受派對時光。香港曾有「不夜城」之稱，以五光十色、繁華熱鬧的夜生活享負盛名，通宵營業的餐廳和酒吧經常門庭若市。

不過，經歷了三年漫長的疫情，香港市道已大不如前。即使社會已全面復常，夜生活仍然未見起色。有見夜經濟復蘇乏力，政府於 9 月中推出「香港夜繽紛」活動，鼓勵市民外出消遣玩樂，令香港夜生活重拾昔日光輝。

生活習慣轉變

愈來愈多人認為，許多香港市民的生活習慣在疫情後大幅改變。人們現已減少在晚上外出，本地商舖、餐廳和商場因而調整營業時間，導致選擇減少，窒礙本港夜經濟復蘇。

Mastercard 經濟研究所於 5 月發表一份探討香港消費者行為模式的報告，當中的研究結果亦與這個觀點一致。報告指出，外出用餐仍然是香港社交文化的重要組成部分，但在疫情期間實施社交距離限制，令不少人養成了在家下廚的習慣。這導致餐飲場所消費大跌，而雜貨店的消費則增加。相信這些新習慣會在後疫情時代維持下去。

疫情無疑令香港夜經濟大受打擊，但也帶來長遠轉型升級的契機。



Photo: HKTB

這個挑戰並非香港獨有，其他國際都會也面對類似的困境。這些城市儘管各有特色，它們設法重振夜經濟時卻同樣舉步維艱。

在英國，疫情在過去三年對每年為當地創造 660 億英鎊收入的夜間經濟造成深遠的影響。儘管近年各市各鎮紛紛推出政策推動夜經濟復蘇，但消費者的夜間生活習慣改變，加上生活成本危機持續加劇，令疫後經濟復蘇挑戰重重。英國組織 Night Time Industries Association 與調查機構 CGA 聯合公布的最新數據顯示，自 2020 年 6 月起，逾三分之一的夜店（nightclub）結束營業，單在過去一年就有 120 家夜店倒閉；截至 2023 年 6 月，全國夜店數目跌至 873 家的新低。

日本亦不能倖免，疫情促使消費者行為轉變，居酒屋和卡拉 OK 場所生意慘淡。此外，遙距工作模式日漸盛行，

對市中心夜經濟的影響尤甚，因為這些地區的主要客群為公餘後尋求消遣聯誼的上班族。雖然消費市場漸見起色，惟居酒屋的客流仍只有疫情前的七成，卡拉 OK 場所更只有三成。

下一步如何走？

疫情已對我們的生活造成長遠影響，導致社會出現重大的結構轉變。消費者變得更注重社交互動和嶄新體驗，也日益關注精神健康。隨着遙距工作成為新常態，工作模式亦有所改變。

常言道：「有危自有機」。三年疫情無疑令香港夜經濟大受打擊，但也帶來長遠轉型升級的契機。儘管「香港夜繽紛」的成效有待觀察，我們應視之為重振夜經濟的第一步。香港必須設法吸納不同類型的訪客，並向國際社會展現香港夜經濟的魅力，方可吸引更多訪客重臨。



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卡內基訓練提供企業培訓課程，讓參加者學以致用，大幅提升表現

“Skill comes from practice” is an ancient Chinese proverb, but the world, particularly the business environment, is changing faster than ever. Success not only relies on skills but also mindset, attitude and competitiveness.

“By providing comprehensive training programmes in leadership and management, effective presentations, relationship selling and team engagement, Dale Carnegie Training equips individuals and organizations with the necessary skills and mindset to thrive in today's dynamic business environment,” said Andrew Yeung, Director

of Training. “We believe in building positive relationships, which leads to profitable results.”

Established in 1912, the company's belief in the power of self-transformation has acted as a springboard to millions of success stories. With a presence in 80 worldwide locations serving more than 9 million graduates, the industry leader offers innovative and tailored corporate training solutions to enhance competitiveness and unleash the potential of human resources.

“We believe that the key to our success lies in our commitment to providing

positive, participative and practical training experiences to our clients. We prioritize involvement and engagement and participants throughout the learning process,” said Yeung. “We also recognize that participants need to be able to apply what they learn in real-world situations in order to drive meaningful performance changes. To that end, our training programmes are highly practical and designed to create a motivating environment to inspire participants with the enthusiasm to learn.”

There is no doubt that the more professional skills an organization can count on,

the more prepared it will be for rapid future changes, leading to more opportunities to thrive and grow in the long-term. In the ever-evolving training consultancy sector, Dale Carnegie Training stands out by creating transformative learning experiences, and goes beyond the delivery of information when digital training options have become prevalent. It leverages technology and its Performance Change Pathway™ to drive real change in individuals and organizations.

“By fostering a positive and participative learning environment and prioritizing

俗語有云「熟能生巧」，但世界瞬息萬變，尤其是商業環境，成功不僅靠技巧，思維、態度和競爭力亦缺一不可。

卡內基訓練企業培訓總監楊日藍表示：「我們的培訓課程內容全面，涵蓋領導及管理才能、高效匯報、關係建立和團隊合作等範疇，協助個人和機構掌握各種重要的技能和思維方式，務求在現今不斷變化的商業環境中保持領先。我們相信建立正向關係能帶來莫大裨益。」

卡內基訓練於1912年成立，秉持自我轉化的信念，至今促成的成功故事達數以百萬計。該公司在全球各地設有80個辦事處，為超過900萬名畢業生提供度身定做的創新企業培訓方案，以加強競爭力，釋放無限潛能。

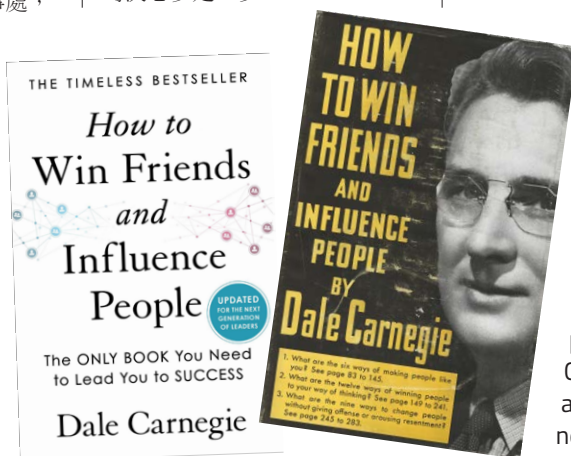
practicality, we ensure that participants can apply what they learn in real-world situations, leading to meaningful performance change," Yeung explained.

The company's expertise and global reach make it a trusted partner for organizations seeking talent development and corporate learning solutions. With over 2,700 certified trainers and a storied history, the company has collaborated with Fortune 500 corporations, government agencies and organizations across various industries.

"Our ISO-certified system for developing professional

楊日藍說：「我們認為公司的成功之道，在於我們堅持為客戶提供正向、互動和實用的培訓體驗。我們着重學員在學習過程中投入參與。」他解釋：「我們明瞭，學生要學以致用，才能發揮成效。因此，我們的培訓課程講求實用，透過打造啟發性的環境，激發參加者的學習興趣。」

毫無疑問，一間機構掌握的專業技能愈多，自然愈能駕馭未來轉變，長遠而言迎來更多發展契機。面對培訓顧問行業不斷演變，卡內基訓練能脫穎而出，全憑公司提供革新的學習體驗；在電子培訓大行其道的今天，該公司決心多走一步，



trainers ensures the highest quality of training delivery," said Yeung. "The company's ability to tailor training solutions to fit the unique needs of each organization has resulted in measurable improvements in business outcomes."

Looking ahead, Dale Carnegie Training remains committed to its mission: to empower individuals and organizations for success. "We plan to leverage our Performance

務求在傳授知識以外，再結合科技和「績效提升路徑™」，推動個人和組織持續革新，發揮實效。

楊日藍解釋：「我們着力營造積極互動的學習環境，而課程亦以實用為本，確保學員能實踐所學，大幅提升績效。」

憑藉豐富的專業知識和廣泛的環球網絡，卡內基訓練為機構提供人才發展及企業培訓方案，是可堪信賴的合作夥伴。該公司歷史悠久，旗下坐擁超過2,700名認證導師，曾為多家《財富》500強企業、政府機構和各行各業的公司提供培訓。

楊日藍說：「我們的專業導師培訓系統經ISO認證，確保課程質素優良。我們因應

Change Pathway™ and global learning management platform, Dale Carnegie eVolve, to address the learning needs of both in-person and online learners. Additionally,

a new public programme course will equip individuals with essential competencies for effective communication and relationship-building in the age of rapid change," Yeung added.

每個組織的個別需要量身定做培訓方案，令業務績效顯著提高。」

展望將來，卡內基訓練將繼續貫徹使命，致力協助個人和機構邁向成功。楊日藍補充：「我們計劃利用『績效提升路徑™』和全球學習管理平台『Dale Carnegie eVolve』，滿足市場對實體和網上學習的需求。我們亦將推出全新的公共項目課程，協助個人掌握有效溝通和建立關係的必要技巧，應對這個瞬息萬變的時代。」

楊日藍表示公司希望藉着加入總商會，加強與商界的聯繫。「作為總商會會員，我們渴望將業務網絡擴大至覆蓋香港的跨國企業之餘，亦盼望廣結中小企業。此外，我們可透過總商會了解最新商業趨勢，並與志同道合的專業人士交流合作，一同推動業務發展，邁向成功。」

Yeung said the company joined the HKGCC to strengthen its relationship with the business community. "Being a Chamber member, we hope to expand our network with not only multinationals in Hong Kong but also SMEs. Through the Chamber, we could gain valuable insights into the latest business trends, and collaborate with like-minded professionals who share a passion for business success and development."

Company : Dale Carnegie Training
公司名稱：卡內基訓練
HKGCC Membership No. 總商會會員編號：HKD0818
Established 創辦年份：1912
Website 網站：dalecarnegie.com.hk

Pursuing Educational Excellence



追求卓越教育

Asia International School Limited draws from the 450-year heritage of Harrow School in the UK for its institutions in various locations, including Hong Kong and the Greater Bay Area

亞洲國際學校有限公司傳承英國哈羅公校 450 年的佳績，在香港和大灣區等地點擴展學校網絡

The HKSAR Government, in its attempt to attract enterprises and talent, is committed to developing a vibrant international school sector to help meet demand for international school places from non-local families living in Hong Kong as well as those moving here for work or investment.

Among the 54 international schools in Hong Kong offering non-local curriculum to more than 40,000 students in the 2023/24 school year, Harrow International School Hong Kong

is the first and only British international boarding and day school.

It is one of the many institutions owned and operated by Asia International School Limited (AISL). Founded in 1997, the AISL network extends from Thailand and the Mainland to Hong Kong and Japan, and includes Harrow International Schools (English National Curriculum, IGCSE and A Level), Harrow LiDe Schools (Bilingual Curriculum, IGCSE and A Level), Harrow Hong Kong Children School (Hong Kong

Curriculum and DSE/IB), and Harrow Little Lions Early Years Centres.

"We draw on the 450-year heritage of Harrow School in the United Kingdom and embrace the Harrow School values of 'courage, honour, humility and fellowship,'" said AISL Chairman Dr. Rosanna Wong. "We are committed to the highest standards and quality of education for all students, driven by our vision of delivering educational excellence for life and leadership."

In AISL's continued commitment to excel, it is essential to embrace values that foster growth and the development of students, values that have been the guiding principles of the AISL Group and its schools, which enjoy a close-knit partnership with Harrow School in the UK.

"Our schools are supported by rigorous educational quality assurance to ensure that the performance meets 'Harrow standards.' This assurance encompasses various aspects, from school



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香港特區政府正積極招商引才，並全力支持國際學校體系蓬勃發展，以滿足市場對國際學校學額的需求，讓在港居住的非本地家庭及來港工作或投資人士的子女就學。

在 2023/24 學年，香港共有 54 家國際學校為四萬多名學生提供非本地課程，其中哈羅香港國際學校是首家亦是唯一的英國國際寄宿及全日制學校。

哈羅香港國際學校是亞洲國際學校有限公司 (AISL) 擁有及經營的眾多學校之一。AISL 於 1997 年成立，業務網絡遍及泰國、中國內地、香港和日本，旗下學校包括哈羅國際學校 (英國國定課程、國際中等教育普通證書課程及英國普通教育文憑高級程度課程)、哈羅港人子弟學校 (香港課程、香港中學文憑課程及國際文憑課程) 及哈羅小獅幼兒園。

AISL 主席王葛鳴博士表示：「我們傳承英國哈羅公校 450 年的教育傳統，秉持哈羅公校的核心價



值——勇氣、榮譽、謙和及互助。我們致力為所有學生提供最優質的教育，引領他們邁向豐盛人生及發揮領導才能。」

AISL 力臻至善，箇中關鍵在於促進學生的成長和發展，而這一直是 AISL 集團和旗下學校的指導原則。此外，學校亦與英國哈羅公校保持密切聯繫。

王葛鳴解釋：「我們的學校均受到嚴格的教育品質監控，確保各

方面的表現符合『哈羅標準』，包括學校管理、教師招聘、教學質素和督導定期視學等不同範疇。」

追求卓越的學術成就是學校的優先要務，而培養領導才能和價值同樣重要，讓學生為投身社會做好準備。

王葛鳴說：「AISL 的成功歸因於我們高瞻遠矚，提供與時並進的教育服務。集團扎根亞洲逾

25 載，業務至今已擴展至多個大城市，其中大灣區勢將成為人才培訓的樞紐，因此我們已於深圳和珠海開辦學校。」AISL 多年來屢獲殊榮，包括《福布斯》雜誌、京領和新學說等教育資源和服務平台的獎項和肯定。

近年內地對國際化人才的需求日增，多家國際學校有見及此，亦進駐了一些主要城市，其中包括今年 9 月開學的深圳前海哈羅港人子弟學校。為配合中國的發展策略，哈羅禮德學校開辦專為中國學生而設的雙語課程，旨在培育具備國民身份認同和國際視野的未來領袖。

「我們致力提供全人教育，透過利用每間 AISL 哈羅學校所處的豐富多元文化環境，協助學生發掘個人興趣，在音樂、體育、藝術和創科等不同領域發揮潛能。」她續道：「我們希望透過加入總商會，與港企建立聯繫，探索合作機遇和潛力，進一步推動我們在大灣區的策略發展。」

management and teacher recruitment to monitoring teaching qualities and regular visits by governors,” Wong explained.

While academic excellence is prioritized, it is also equally important to cultivate leadership attributes and values to ensure students are prepared for life beyond the classroom.

“AISL’s success is attributed to our forward-looking approach that keeps our educational offerings abreast of trends. In its more than 25 years in Asia, the group has expanded to multiple major cities. With schools in Shenzhen and Zhuhai, it also

has a presence in the Greater Bay Area (GBA), which is poised to become a hub for nurturing future talent,” Wong said. AISL has also received several awards and accolades over the years from Forbes as well as educational resources and service platforms such as KingLead and NewSchool Insight Media.

In recent years, with the rising demand for globalized talents in the Mainland, several new schools have been established in key cities, including Harrow Hong Kong Children School Shenzhen Qianhai that was opened in September this year. In an effort to contribute to China’s

strategic development, Harrow LiDe Schools offer bilingual curriculum specifically designed for Chinese students, aiming at nurturing future leaders with a sense of national identity and a global outlook.

“Dedicated to offering a holistic education, we leverage on the diverse and culturally rich geographical location of each AISL Harrow School to enable students to

explore their interests as well as maximize their capabilities in various domains such as music, sports, arts, technological innovation, and many other spheres,” Wong said. “We look forward to connecting with Hong Kong companies through HKGCC membership for collaborative opportunities, and to explore partnership potential to align with our strategic development in the GBA.”

Company : Asia International School Limited

公司名稱：亞洲國際學校有限公司

HKGCC Membership No. 總商會會員編號：HKA0980

Established 創辦年份：1997

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China Committee 中國委員會

China Committee Vice Chairman Edmond Yew represented the Chamber at the Liaoning-Hong Kong Investment and Cooperation Briefing Session on 27 October. Jin Guowei, Vice Governor of Liaoning Province, said Hong Kong is the largest source of foreign investment in Liaoning, with over 13,000 companies so far accounting for 27% of the total number of enterprises. The event was organized by the Department of Commerce, Liaoning Province.

遼寧省商務廳於 10 月 27 日舉辦「遼寧—香港投資合作說明會」，由中國委員會副主席姚逸明代表總商會出席。遼寧省副省長靳國衛指出，香港是遼寧最大的外資來源地，當地累計共有逾 13,000 家港資公司，佔全省企業總數的 27%。

Hong Kong and Humen signed six projects with a total investment amount of over HK\$7 billion at the Humen Investment Promotion Session on 31 October. Sectors covered included covering medical, renovation of industrial land, commercial residences, electronic information projects, etc. China Committee Vice Chairman Felix Lee joined the event, which was organized by Humen People's Government.



中國委員會副主席李家聰於 10 月 31 日出席由虎門鎮人民政府主辦的「打造軌道上的灣區——虎門投資推介會」。會上，香港與虎門簽署了六份項目合約，總投資額超過 70 億港元，涵蓋醫療、翻新工業用地、商業住宅、電子信息項目等產業。



Chamber Chairman Betty Yuen led a high-level delegation to Beijing on 9-10 November. During the two-day trip, the 30-member delegation called on leaders of various government ministries and departments, including Xia Baolong, Director, Hong Kong and Macao Affairs Office of the State Council. Members also visited the Exhibition Center of the Zhongguancun National Innovation Demonstration Zone, and met with representatives from Hong Kong Professionals (Beijing) Association and the Hong Kong Association of China Business in Beijing.

總商會主席阮蘇少涓於 11 月 9 至 10 日率領 30 人高層代表團訪問北京。在為期兩天的行程期間，代表團先後拜訪國務院港澳事務辦公室主任夏寶龍、多個政府機關和部門領導。團員還參觀了北京中關村國家自主創新示範區中心，並與駐京的香港專業人士（北京）協會和香港內地經貿協會的代表會面。

A Belt and Road Cultural Exchange Banquet was held in Hong Kong on 13 November to showcase the rich heritage and tourism sector of Belt and Road countries as well as Hong Kong's diverse diaspora. Edmond Yue, General Committee member and Belt & Road Working Group Co-convenor, and Wendy Lam, Director of Policy and Research, attended the event. The banquet was organized by the Hong Kong office of the Ministry of Foreign Affairs, China, and the Belt and Road General Chamber of Commerce.

總商會理事兼一帶一路工作小組召集人余國賢和政策及研究總監林婉梅於 11 月 13 日出席「『帶路』文化聚香江」文化晚宴。是次晚宴由外交部駐港特派員公署和一帶一路總商會合辦，展現了「一帶一路」國家豐富的文旅特色，以及香港的多元共融文化。

Members attended the First Anniversary of the Consultative Committee on Fujian-Hong Kong Cooperation (Fuzhou New Area) and 2023 Fuzhou New Area Investment Promotion Conference on 20 November.

多名會員於 11 月 20 日參加由福州新區閩港合作諮詢委員會舉辦的「福州新區閩港合作諮詢委員會成立一周年暨 2023 年福州新區招商推介會」。

Felix Lee, Vice Chairman of the China Committee, and members learned about the investment environment in Chongqing at the Chongqing-Hong Kong Investment Seminar on 21 November in Hong Kong.

中國委員會副主席李家聰和多名會員於 11 月 21 日出席在香港舉行的「渝港投資懇談會」，了解重慶的投資環境。

To celebrate its second anniversary, the Consultative Committee on Guangdong – Hong Kong Cooperation (Guangzhou Nansha) organized a seminar and exchange event on 21 November to highlight Nansha's latest policies and help members understand the new changes. An on-site visit was also arranged for members after the seminar. HKGCC is a member of the Consultative Committee.

廣州南沙粵港合作諮詢委員會為慶祝成立兩周年，於 11 月 21 日舉行「南沙最新政策解讀和對接交流會」，介紹南沙的最新政策，並協助會員了解有關變動。其後，會員獲安排參加實地考察活動。總商會為委員會成員之一。

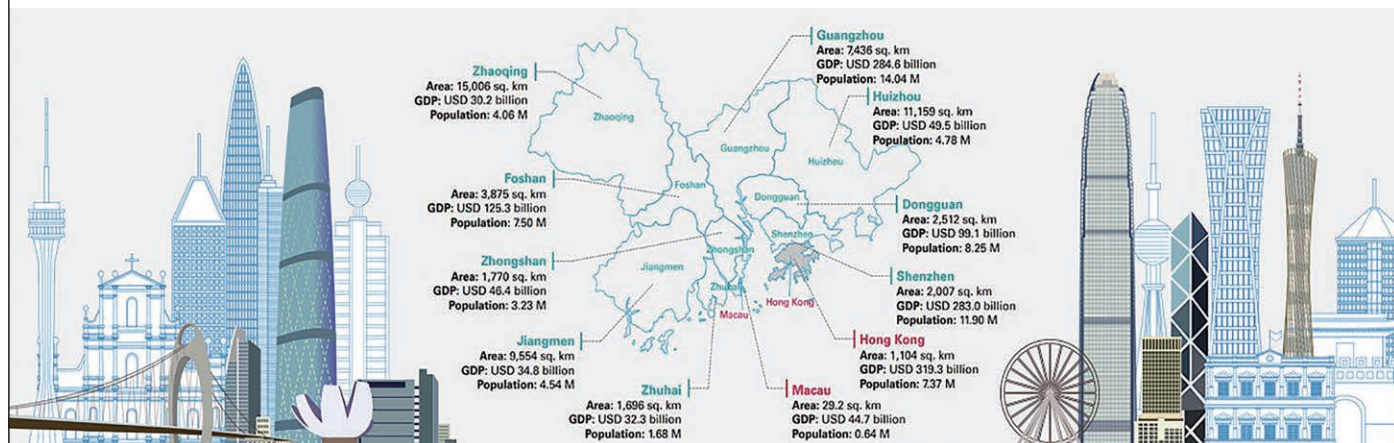


Chamber Chairman Betty Yuen and 40 members attended the 26th Beijing-Hong Kong Economic Cooperation Symposium, which was held on 29-30 November. Launched in 1997, the annual symposium has become an important platform for promoting economic and trade cooperation between Hong Kong and Beijing. HKGCC was a co-organizer of the event.

總商會主席阮蘇少涓和 40 名會員出席於 11 月 29 至 30 日舉行的「第 26 屆北京·香港經濟合作研討洽談會」。一年一度的洽談會自 1997 年首辦以來，已成為促進京港經貿合作的重要平台，總商會為協辦單位之一。



HKGCC GREATER BAY AREA CORNER 香港總商會粵港澳大灣區資訊





Chamber Council Welcomes Chief Executive

HKSAR Chief Executive John Lee called on the Chamber on 22 November to exchange views on economic development and future plans covering a wide range of sectors. HKGCC's Deputy Chairman Agnes Chan hosted the meeting, which was attended by General Committee members and several former HKGCC Chairmen.

總商會諮議會歡迎特首到訪

香港特區行政長官李家超於11月22日到訪總商會，就經濟發展及多個行業的未來計劃交流意見。是次會議由總商會常務副主席陳瑞娟主持，一眾理事及多位前任主席亦有出席。

Americas Committee 美洲委員會

Mexico: The Hottest Place for Businesses

墨西哥：營商熱點

It was an honour to welcome Jesús Seade Kuri, Mexico's Ambassador to China, and Consul General Pablo Macedo Riba to the Chamber on 26 October. They were received by CEO Patrick Yeung, Americas Committee Chairman Evaristo Treviño Berlanga, and Vice Chairmen Mark Michelson and Susana Muñoz Enríquez.

The Ambassador said he was excited to be in Hong Kong again, and hoped to expand business and cultural exchanges between the two economies. Just as Hong Kong serves as a gateway to the Mainland, Mexico is the hottest entry point into the world's largest market, the United States.

Backed by the inclusion of a broader, more precise trade agreement in the form of the United States-Mexico-Canada Agreement (USMCA), which replaced the North America Free Trade Agreement (NAFTA) in 2020, investors now have added security as USMCA includes a chapter on rules-based dispute resolution.



墨西哥駐華大使施雅德及駐港總領事 Pablo Macedo Riba 於10月26日到訪總商會，由總裁楊偉添、美洲委員會主席 Evaristo Treviño Berlanga、副主席麥高誠及穆思思接待。

施雅德對重臨香港感到興奮，並希望兩地能擴大商業及文化交流。正如香港是通往內地的大門一樣，墨西哥亦是進入全球最大市場——美國的熱門切入點。

隨着《美國—墨西哥—加拿大協定》（USMCA）於2020年取代了《北美自由貿易協定》（NAFTA），新協議除了內容更廣泛、更精確，更加入了有章可循的爭議解決機制，投資者現可獲得更大的保障。

Belt and Road Working Group 一帶一路工作小組



Meeting with Commissioner of Belt and Road Office 與新一帶一路專員會面

Nicholas Ho, the new Commissioner of Belt and Road Office, called on the Chamber on 3 November to outline the office's focus for the coming year. Chamber CEO Patrick Yeung, Belt & Road Working Group Co-Convenor Edmond Yue and Asia, Africa & Middle East Committee Chairman Jonathan Lamport welcomed the Commissioner and his colleagues.

Ho explained that the BRI's focus has shifted from mega-scale projects to smaller ones, as many large infrastructure projects and facilities built over the past 10 years since the project's launch have been completed. As a result, smaller projects can develop business more easily and cheaply.

He also emphasized the importance of magnifying Hong Kong's role as an interconnector to benefit from the BRI by facilitating business and trade in both inbound and outbound investments. He also shared that two major themes going forward will be green and sustainable development, and the digital economy.

The Chamber agreed to work more closely with the BRO to help members explore new markets and opportunities in light of more FTAs expected to be signed in the coming years, not least RCEP.

新任「一帶一路」專員何力治一行於11月3日到訪總商會，介紹「一帶一路」辦公室來年的工作重點，由總商會總裁楊偉添、一帶一路工作小組共同召集人余國賢和亞洲、非洲及中東委員會主席林偉全接待。

何力治解釋，「一帶一路」倡議的重心現已從超大型項目轉向小型工程。自倡議提出以來，許多大型基建項目和設施在過去十年相繼落成，有助推展各類小型項目，以更容易、成本更低的方式拓展業務。

他亦強調香港加強作為聯繫人的角色十分重要，透過便利「一帶一路」國家的商貿活動，促進境內外投資，我們將可從中受惠。他還指出，綠色和可持續發展以及數碼經濟是未來發展的兩大方向。

預料香港將於未來數年簽署更多自由貿易協定，包括加入《區域全面經濟夥伴關係協定》。有見及此，總商會將與「一帶一路」辦公室加強合作，協助會員探索新市場和機遇。

COMMITTEE CHAIRMEN 委員會主席



Americas Committee
美洲委員會
Mr Evaristo Treviño Berlanga



Asia, Africa & Middle East
Committee
亞洲、非洲及中東委員會
Mr Jonathan Lamport
林偉全先生



China Committee
中國委員會
Mr Eric Fok
霍啟山先生



HKCSI – Executive
Committee
香港服務業聯盟 – 執行委員會
Mr James Tong
唐偉邦先生



Digital, Information &
Telecommunications
Committee
數碼、資訊及電訊委員會
Ms Elsa Wong
黃玉娟女士



Economic Policy
Committee
經濟政策委員會
Mr Jim Taylor
戴樂生先生



Environment &
Sustainability Committee
環境及可持續發展委員會
Prof Ir Steve Wong
黃兆輝教授



Europe Committee
歐洲委員會
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Financial & Treasury
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金融及財務服務委員會
Mr Jack Chan
陳凱先生



Industry & Technology
Committee
工業及科技委員會
Mr Victor Lam
林凱章先生



Legal Committee
法律委員會
Mr Nick Chan
陳曉峰先生

Meeting with Pictet Group 與瑞士百達集團會面

We had an interesting exchange on the global economy and economic outlook with Renaud de Planta, Senior Managing Partner, Pictet Group, and his team on 8 November. Chamber Chairman Betty Yuen and Deputy Chairman Agnes Chan, together with General Committee members hosted a breakfast for the executives and updated them on developments in Hong Kong and the region.

Founded in 1805, Pictet Group is an investment-led service company offering wealth management, asset management and related services.



瑞士百達集團高級合夥人彭禮諾及其團隊於 11 月 8 日出席早餐會，就全球經濟環境和經濟展望交流意見。總商會主席阮蘇少涓、常務副主席陳瑞娟及多位理事主持活動，並介紹香港和區內的最新發展。

瑞士百達集團於 1805 年成立，是一家以投資為主導的服務公司，提供財富管理、資產管理及相關服務。

Economic Policy Committee 經濟政策委員會

Committee Chairman Jim Taylor debriefed members on Chief Executive John Lee's Policy Address 2023-24 at a meeting on 7 November. Chamber CEO Patrick Yeung also outlined his vision for the Chamber and the committee's role in supporting future plans.

在 11 月 7 日的會議，委員會主席戴樂生向會員講解行政長官李家超發表的 2023-24 年度《施政報告》重點，總商會總裁楊偉添亦概述總商會的未來發展計劃，以及委員會在協助實踐這些計劃方面的角色。

HKCSI – Executive Committee 香港服務業聯盟—執行委員會

Louis Chan, Deputy Director of Research, HKTDC, gave a presentation on the latest developments of the Belt and Road initiative at the Executive Committee meeting on 27 October.

香港貿發局研究副總監陳永健出席執行委員會 10 月 27 日的會議，介紹「一帶一路」倡議的最新發展。

Environment & Sustainability Committee 環境及可持續發展委員會

Earlier this year, Hong Kong Exchanges and Clearing (HKEX) put forward a proposal to make it mandatory for all companies listed in Hong Kong to include climate-related disclosures in their ESG reports. If approved, these mandatory disclosure rules will be implemented from as early as 1 January 2024.

Kelly Lee, HKEX's Senior Vice President of Policy and Secretariat Services, Listing, provided an overview of the proposals and their implications for businesses at a seminar on 17 October. She was joined by Alexander Chan, Invesco's Head of ESG Client Strategy APAC, and Pat Woo, KPMG Hong Kong's Partner and Head of ESG, for a panel discussion on the challenges and best practices in ESG reporting, as well as the support measures available for SMEs to expedite their green transitions.

香港交易所（港交所）於今年初建議要求所有在香港上市的公司在其環境、社會及管治（ESG）報告中披露氣候相關信息。倘提案獲得通過，強制披露規定最快將於 2024 年 1 月 1 日生效。

港交所上市科政策及秘書服務高級副總裁李婉愉出席 10 月 17 日的研討會，簡介建議內容及其對企業的影響。其後，她與景順 ESG 客戶策略亞太區總監陳浩揚及畢馬威香港合夥人兼 ESG 主管吳柏年進行小組討論，探討 ESG 報告的挑戰和最佳實務，以及支援中小企加快綠色轉型的措施。

COMMITTEE CHAIRMEN 委員會主席



Manpower Committee
人力委員會
Mr Jeff Tang
鄭添之先生



Membership Committee
會員關係委員會
Ms Agnes Chan
陳瑞娟女士



Real Estate & Infrastructure Committee
地產及基建委員會
Prof Eric Ma
馬紹祥教授



Retail & Tourism Committee
零售及旅遊委員會
Ms Nikki Ng
黃敏華女士



Shipping & Transport Committee
船務及運輸委員會
Mr Mark Slade
司馬文先生



Small & Medium Enterprises Committee
中小型企業委員會
Ms Angela Wai Yin Lee
李慧賢女士



Taxation Committee
稅務委員會
Mr Wayne Lau
劉穎先生



Taiwan Interest Group
台灣小組
Mr P C Yu
余鵬春先生



Women Executives Club
卓妍社
Ms Tammy Wu
吳丹女士



Young Executives Club
卓青社
Ms Olivia Kung
龔海欣女士



Chamber CEO Talks Economy in 'EyE on You' Interview 總商會總裁應邀出席《EyE on U容來熙往》訪談節目

HKGCC CEO Patrick Yeung shared his views on Hong Kong's economy and business environment during an interview with "EyE on U" hosts Eunice Yung and Edward Leung. Yeung, who took up the role of CEO in August, also discussed his priorities for the Chamber in the upcoming months. The episode is available to watch on DotDotNews.

總商會總裁楊偉添接受《EyE on U 容來熙往》節目專訪，與主持容海恩和梁熙分享對香港經濟和營商環境的看法。在8月接任總裁一職的楊偉添亦談及總商會未來數月的工作重點。該集節目可在點新聞平台觀看。

Financial & Treasury Services Committee 金融及財資服務委員會

The Chamber submitted its response to HKEX's Consultation Paper on GEM Listing Reforms on 6 November. In its submission, the Chamber acknowledged the importance of HKEX's efforts to reform the GEM regime in enhancing its attractiveness to growth and small and medium sized companies (SMEs), and expanding their capital acquisition channels.

However, it believes that existing proposals should be expanded in scale and scope to have a meaningful impact on SMEs and better demonstrate HKEX's commitment to supporting the sector's growth and development, which underpins the prosperity of Hong Kong's economy and standing as an international financial centre.

The Chamber also makes four key recommendations to facilitate the achievement of the foregoing goals, including reducing the cost of a GEM listing, relaxing financial eligibility requirements for GEM, reducing the profit requirement for entry to the Main Board, and enhancing promotion of GEM to SMEs through outreach activities.

總商會於11月6日就港交所GEM上市改革的諮詢文件提交回應。總商會認同，港交所提出改革GEM機制有助提升市場對成長型公司和中小企業的吸引力，以及拓展企業獲取資金的渠道。

不過，本會認為現行建議的規模和範圍應予擴大，使中小企能夠受惠，並展示港交所支持業界成長發展的決心，因為業界是促進本地經濟繁榮、鞏固香港國際金融之都地位的基石。

本會亦就如何實現這些目標提出四大建議，包括降低GEM上市成本、放寬GEM上市的財務要求、降低主板上市的盈利要求，以及加強向中小企宣傳和推廣GEM。

CEO Presents ESG Awards

總裁頒發環境、社會及管治獎項

Chamber CEO Patrick Yeung delivered an inspiring keynote address at the presentation ceremony of the First ESG Excellence Awards and EDigest Outstanding Listed Enterprises 2023 on 22 November.

Organized by Economic Digest and CUHK Business School, the Awards recognize enterprises that have made remarkable strides in environmental protection, social responsibility and corporate governance, as well as contributed significantly to Hong Kong's sustainable development.

總商會總裁楊偉添於 11 月 22 日出席「ESG 卓越企業大獎」暨「經一傑出上市企業 2023」頒獎典禮，並發表主題演講。

獎項由《經濟一週》及香港中文大學商學院合辦，表揚在環境保護、社會責任和企業管治方面成就卓越，以及為香港邁向可持續發展作出重大貢獻的企業。



Student Programme / Engagement 學生活動



Business Case Competition: Full Steam Ahead! 「商業案例競賽」如火如荼！

We successfully conducted campus promotions for the Business Case Competition 2023 through a series of in-class presentations and roadshows at Hong Kong universities between late October and November. These events provided an excellent platform for students to learn about the competition. The presentations were well received and generated a lot of excitement, with the students participating enthusiastically. The roadshows greatly extended the competition's reach, engaging a wider audience and creating a buzz on each campus.

總商會在 10 月底至 11 月期間為「商業案例競賽」展開一連串的校園宣傳活動，包括在本港各大專院校的課堂上進行簡介，並在校園內設置展覽攤位，讓學生了解比賽詳情。這些校園推廣活動反應熱烈，學生積極投入其中，大大增加了「商業案例競賽」的曝光率。

Small & Medium Enterprises Committee 中小型企業委員會

Vice Chairmen Thomas Su, Vikky Tam and Simon Hui joined the Hong Kong Small and Medium Enterprises Shenzhen Delegation to Qianhai on 1 November. Organized by the Trade and Industry Department, the 60-member group learned about Shenzhen's latest development plans, relevant policies and business environment.

委員會副主席蘇裕康、譚秀芳和許雅賢於 11 月 1 日參與「香港中小企業深圳考察團」。是次活動由工業貿易處主辦，一行 60 人代表團了解到深圳前海的最新發展規劃、相關政策和營商環境。

The graduation ceremony of the first round of the Strive & Rise Programme Teen was held on 4 November. Around 20 Chamber enterprises supported the programme by providing guidance for students. General Committee member Roy Ng represented the Chamber at the event.

第一屆「共創明『Teen』計劃」畢業典禮於 11 月 4 日舉行，由理事伍俊達代表總商會出席。計劃獲 20 多家總商會會員公司支持，為學生提供指導。

Chamber Signs MoU with IETD in Vietnam

The Chamber was delighted to sign a Memorandum of Understanding with the Institute for Economics and Trade Development (IETD) in Vietnam to enhance trade and investment opportunities as well as people-to-people links between the two economies.

HKGCC General Committee member Edmond Yue and IETD Director Nguyen Thi Hang signed the agreement during the Vietnam-Hong Kong Business & Investment Matching session held in Ho Chi Minh City on 20 November.

Yue said Hong Kong investors value Vietnam as one of the ASEAN region's most attractive and vibrant markets. "Hong Kong businesses are increasingly interested in investment and trade with Vietnam, and want to visit manufacturing plants and projects calling for investment to promote cooperation opportunities," he said.

The event was jointly organized by IETD, the Vietnam Trade Office in Hong Kong, and the Chamber's Young Executives Club (YEC), which was on a two-day business mission to Ho Chi Minh City. The delegation was led by YEC Chairman Olivia Kung and Yue (the full report will be featured in the January Bulletin).



總商會與越南經貿發展研究所簽署合作協議備忘錄

總商會很高興與越南經貿發展研究所（IETD）簽署合作協議備忘錄，以促進兩地的貿易投資機遇和人員聯繫。

總商會理事余國賢於11月20日在胡志明市舉行的越南香港商業投資配對會上，與IETD所長 Nguyen Thi Hang 簽署合作協議備忘錄。

余國賢表示，越南作為東盟區內最富吸引力、最具活力的經濟體之一，香港投資者十分重視這個市場。他說：「香港企業對在越南投資和貿易的興趣日增，並希望實地視察當地正在招商引資的廠房和項目，以促進合作機遇。」

是次活動由IETD、越南駐香港貿易辦事處及總商會卓青社聯合舉辦，由卓青社主席龔海欣及余國賢率領商務代表團，一連兩天考察胡志明市。（詳情將載於本刊1月號）

Smart City Working Group 智慧城市工作小組

The Live Showcase Tour at Ricoh Hong Kong on 8 November was a revelation in digital workplace solutions.

Members of the Smart City Working Group and Industry & Technology committees, led by Convenor Patrick S. Lee, experienced first-hand the company's new digital office space and got to try out smart pods, intelligent visitor management system, and interactive whiteboards. Such tech-savvy workplace solutions serve as an inspiration to leverage innovative technologies and create hybrid workplaces for better productivity and employee engagement.



理光香港「智能工作間」展示的辦公室方案令人眼界大開。

智慧城市工作小組召集人李世賢於11月8日率領工作小組和工業及科技委員會的成員參觀理光香港的全新數碼工作間，親身體驗各項設施，例如智能會議艙、智能訪客管理系統，以及配備互動電子白板等技術的會議室。這些高端辦公室方案利用創新技術，打造混合式工作間，以提升企業生產力，促進員工互動合作。

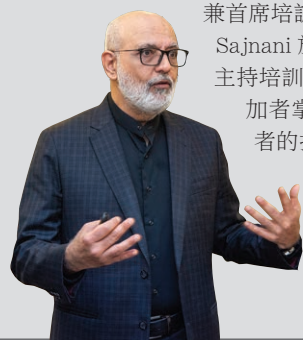
Talent Development 人才發展

Influencing without Authority 權力以外的影響力

At a training session on 10 November led by Raju Sajnani, Director and Lead Trainer of EHP Hong Kong Ltd, participants honed their skills in successfully influencing stakeholders, as well as managing resistance when interacting with external parties.

EHP Hong Kong Ltd 總監
兼首席培訓師 Raju

Sajnani 於 11 月 10 日
主持培訓課程，協助參
加者掌握影響持份
者的技巧，以及如
何應對外
來阻力。



How to Speak with Gravitas and Presence 莊重大方的談話技巧

Rebekah James, Executive Consultant of Connect Communication, gave participants a masterclass on how to build self-confidence at a workshop on 1 November, and shared some vocal techniques to help establish a trustworthy image.

Connect Communication 行政顧問 Rebekah James 主持 11 月 1 日的工作坊，教授如何建立自信，並與參加者分享建立可靠形象的談話技巧。

Taxation Committee 稅務委員會

The first Ad Hoc Budget Task Force met on 26 October to discuss fiscal policies to support the initiatives unveiled by the Chief Executive in his Policy Address 2023-24.

《財政預算案》特別工作小組於 10 月 26 日舉行首次會議，討論如何採取財政政策來配合行政長官在 2023-24 年度《施政報告》提出的措施。

Women Executives Club 卓妍社



At the WEC meeting on 12 October, Chamber CEO Patrick Yeng and Executive Committee members discussed the future planning of events, with special focus on the Greater Bay Area, Belt & Road as well as ESG with regard to board diversity. At the same meeting, Tammy Wu was re-elected Chairman, while Christabel Lee, Diana Wong were re-elected Vice Chairmen. Michelle Cheng was newly elected Vice Chairman.

在 10 月 12 日的會議，總商會總裁楊偉添及行政委員會成員商討未來活動計劃，重點包括大灣區、一帶一路及透過董事會多元化實踐環境、社會及管治（ESG）方針。會上，吳丹獲選連任主席，李尚玉和王淑筠獲選連任副主席，鄭詩韻則當選副主席。

Raising a Glass to Wine Tasting 舉杯細酌

Our wine glass tasting workshop with Riedel on 21 November was a hit!

Kick-started by Austrian Trade Commissioner Jennifer Veigel, the session had members enjoying the sensory experience of pairing sauvignon blanc, oaked chardonnay, pinot noir and cabernet sauvignon with various glasses.

Suresh Kanji, General Manager of Town House, distributor for the 265-year-old Austrian glassmaking company, explained how the shape and size of glassware can affect your favourite red or white, and used a double decanter to demonstrate how decanting wine can make a difference.

As a bonus, participants got to take home a set of four Veloce wine glasses from one of Riedel's finest collections.



總商會在 11 月 21 日與 Riedel 合辦品杯工作坊，反應熱烈。

奧地利貿易專員 Jennifer Veigel 為活動揭開序幕後，會員以不同酒杯配搭白蘇維濃、橡木桶熟成夏多娜、黑比諾和赤霞珠，享受豐富的感官體驗。

奧地利酒杯製造商 Riedel 擁有 265 年歷史，其代理商 Town House 總經理 Suresh Kanji 講解酒杯的形狀和大小如何影響紅白酒的味道口感，並利用雙重醒酒器示範醒酒的作用。

活動結束後，參加者更獲贈 Riedel Veloce 系列一套四款頂級酒杯套裝作為紀念。

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Championing a Results-centric Approach 以結果為目標 貫徹施政方針

Chief Executive John Lee delved into the key features of his Policy Address 2023-24 at HKGCC's annual Joint Business Community Luncheon

行政長官李家超出席總商會年度商界聯席午餐會，闡釋 2023-24 年度《施政報告》的重點內容

Outlining his second Policy Address at the HKGCC Joint Community Business Luncheon on 16 November, Chief Executive John Lee highlighted the importance of cultivating a results-oriented culture in administration, and the role of the business community and its visionary leaders in paving the way for a better Hong Kong.

The event was attended by Chamber leadership, international and local business executives, Consuls General, as well as chambers of commerce in Hong Kong.

Promising to keep his speech short – a lighthearted reference to his over three-hour-long Policy Address at LegCo in October – Lee said it was good to see Hong Kong on the world centre stage again.

"In just the past three weeks since my Policy Address, a series of mega-scale and international events have drawn a variety of policymakers, game-changers and talents from around the world to Hong Kong," said Lee.

Hong Kong has successfully played host to a slew of international events this year. These include the Global Financial Leaders' Investment Summit, which attracted 300 leaders from 160 institutions; Hong Kong Legal Week, which featured a judicial summit by the UN Commission on International Trade Law and registered more than 11,000 participants; and Hong Kong FinTech Week with its audience of over 30,000.

Sports fans also got to revel in the return of the Hong Kong Golf Open and the Cross-Harbour Race, while the night economy was given a boost by the Wine & Dine Festival at Central Harbourfront, which saw a turnout of over 140,000.

Lee said these mega events had served to bolster inbound tourism and private consumption, giving a solid boost to the local economy. In the third quarter this year, real GDP grew by 4.1 per cent year-on-year. Also in the third quarter, private consumption expenditure rose 6.3 per cent from a

year ago. Overall investment expenditure rebounded sharply by 18.4 per cent.

However, he warned that the economy was not out of the woods just yet.

"We recently revised downwards our 2023 full-year GDP growth forecast to 3.2 per cent, from the previous estimate of between 4 and 5 per cent growth," said Lee. "This, for the most part, reflects external headwinds that we are facing, notably increasing geopolitical tensions and tight financial conditions that may continue to weigh on goods exports and investment sentiment."

Noting the mixed and complex global economic picture, Lee

said he remains steadfast in his governance blueprint to President Xi Jinping's the principles for the current-term SAR Government. These included the implementation of the "one country, two systems" principle, allowing Hong Kong to confidently focus on serving as a value-adding conduit for trade, investment and talent between the Mainland and the rest of the world.

"We can count on the full support of the Central Government, and foster even closer people-to-people, business-to-business and government-to-government links between the Hong Kong SAR and the Mainland," said Lee. "This will ensure





confidence and stability. This also helps local and international firms to tap into the vast opportunities in the Guangdong-Hong Kong-Macao Greater Bay Area and throughout the Mainland.”

Hong Kong’s tried and trusted systems also offer overseas companies a familiar business environment and a level playing field underpinned by a

robust common law system, and a judiciary that exercises its powers independently. Lee pointed out that according to the 2023 Rule of Law Index published by the World Justice Project, Hong Kong ranked 23rd out of 142 countries and jurisdictions, putting the city in the top one-fifth.

And as one of the freest economies in the world,

Hong Kong counts among its value-adding advantages many free trade agreements signed with 20 economies and investment deals with 32 economies around the world. Lee also expressed optimism for Hong Kong to enter the Regional Comprehensive Economic Partnership (RCEP).

Lee underlined the importance of a results-

driven administration and community. “I am happy with the progress that we have made in cultivating a result-oriented culture within the Hong Kong SAR Government,” he said. “This is a core element of further improving governance, as mentioned by President Xi last year.”

Meanwhile, the Government is working to attract strategic enterprises to Hong Kong. So far, the Office for Attracting Strategic Enterprises (OASES) has made contact with over 200 strategic enterprises around the world, of which 30 are planning to establish their foothold or expand their operations in Hong Kong, Lee revealed. This represents a total of more than \$30 billion of new investment in Hong Kong, and the creation of about 10,000 jobs.

Another area of importance is the headquarters economy. Lee said around 9,000 companies from the Mainland and overseas had established operations in Hong Kong, with around 1,400 operating



as regional headquarters. Companies are also being encouraged to re-domicile in Hong Kong, in particular those with a business focus in the Asia-Pacific region.

Lee said the Government's strategies to attract skilled professionals to the city have been extremely successful. Enhanced talent schemes attracted over 180,000 applications in the first 10 months of 2023. More than 110,000 have been approved, and some 70,000 people have already arrived – double the annual target of 35,000.

The Top Talent Pass Scheme launched last year has seen the addition of eight top-ranked institutions, allowing eligible graduates from 184 institutions in China and around the world can apply to stay in Hong Kong for two years. Lee said more than 43,000 applicants have been approved – including former NBA basketball star Stephon Marbury, who intends to support the development of the sport in Hong Kong.

Lee explained that foreign staff of companies registered in Hong Kong could also apply for a multiple-entry visa to the Mainland, while visa policies for talent from Vietnam, Laos and Nepal have been relaxed.

Looking ahead to the city's long-term growth and economic capacity, Lee discussed the Northern Metropolis, whose "scope, complexity and potential,"



which he described as all huge. At about one-third of Hong Kong's total landmass, the Northern Metropolis will eventually be home to about 2.5 million people and create some half a million jobs. He stressed that while the project would be completed over a few decades, it was "vital for Hong Kong's future."

He also applauded the business community and its visionary leaders for their role in driving economic development and paving the way for a better Hong Kong.

After the address, the Chief Executive fielded a range of questions on various topics from the audience, including measures to tackle talent shortage especially in mid-level management; the differences between the New Industrialization and Re-Industrialization funding schemes; and the impact of the Northern Metropolis.



總商會於11月16日舉行年度商界聯席午餐會，行政長官李家超應邀闡述任內第二份《施政報告》內容，並強調建立「以結果為目標」的管治文化至關重要，與此同時，商界與一眾高瞻遠矚的領袖亦擔當重要角色，合力為香港建設更美好的未來。

是次活動的與會者包括總商會領導、國際及本地企業高管、多國總領事和本港商會代表。

李家超10月在立法會發表《施政報告》，宣讀時間超過三小時，他承諾這次將作簡短致辭，又表示很高興看到香港重返世界舞台的中心。

特首說：「在《施政報告》發表後短短三星期內，香港舉行了一連串的大型國際盛事，吸引全球各地的政要商賈和專才到訪。」

今年香港成功主辦多項國際盛會——來自160家機構的300名領袖於「國際金融領袖投資

峰會」聚首一堂；「香港法律周」期間舉行了「聯合國國際貿易法委員會亞太司法高峰會」，合共逾11,000人參加；而「香港金融科技周」吸引超過30,000人參與。

此外，「香港高爾夫球公開賽」和「維港渡海泳」等賽事先後復辦，讓一眾體育迷為之振奮；於中環海濱舉行的「香港美酒佳餚巡禮」亦有助促進夜經濟，共有超過14萬人次進場。

李家超表示，這些大型活動有助帶動入境旅遊和私人消費，提振本地經濟。在今年第三季度，實質本地生產總值和私人消費開支分別按年增長4.1%和6.3%，整體投資開支更大幅回升18.4%。

不過，特首亦提醒一眾來賓，現時經濟尚未走出困境。

他指出：「我們最近將2023年全年經濟增長預測由原先的4%至5%下調至3.2%，主要原因是

我們正面臨外圍逆風，包括地緣政治關係日趨緊張，以及財政狀況緊絀，這或會繼續拖累貨物出口和投資意欲。」

面對錯綜複雜的全球經濟環境，李家超表示他為香港制定管治藍圖時，一直堅守國家主席習近平為今屆特區政府提出的方針。這包括落實「一國兩制」原則，使香港有信心繼續擔當內地與世界各地之間的門戶角色，在貿易、投資和人才方面創優增值。

他說：「在中央政府的全力支持下，香港特區與內地在人員、企業和政府之間的聯繫將更趨密切。這除了能維持信心和穩定，亦可助本地和國際企業把握粵港澳大灣區和全國市場的龐大機遇。」

香港的制度建基於穩健的普通法制度及獨立的司法系統，一直行之有效，深受信賴和推崇，為海外企業提供熟悉的營商環境和公平競爭的市場。特首指出，根據世界正義工程公布的《2023年法治指數》，香港在全球142個國家和地區中排名第23位，位居前五分之一。

香港作為全球最自由的經濟體之一，擁有眾多附加優勢，其中包括與20個經濟體簽署了多項自由貿易協定，並與32個經濟體簽訂投資協定。此外，李家超對香港加入《區域全面經濟夥伴關係協定》持樂觀態度。

他亦強調以結果為目標的管治文化和社區參與十分重要。他說：「我很高興能在香港特區政府內部逐步建立以結果為目標的文化。正如習主席於去年指出，這是進一步完善管治的要素。」

與此同時，政府正着力招攬重點企業來港設立業務。李家超指出，引進重點企業辦公室已接觸世界各地超過200間重點企業，其中30間正計劃落戶香港或在

港擴充業務，涉及超過300億元新投資額，預計將提供約10,000個就業機會。

另一重點領域是發展總部經濟。特首表示，現時本港約有9,000間內地和海外企業，其中約1,400間以香港為地區總部。政府亦鼓勵在外地註冊的公司，尤其以亞太區為業務核心的企業，將註冊地遷至香港。

他指出政府吸引技術專才來港的策略大舉成功。在2023年首十個月，經優化的人才入境計劃合共接獲超過18萬宗申請，其中逾11萬宗獲批，約七萬人已抵港，比全年目標35,000人翻倍。

去年推出的「高端人才通行證計劃」已增加八間頂尖院校，容許內地和海外184間大學的合資格畢業生留港兩年。特首表示，現時已有超過43,000宗申請獲批，包括計劃來港推動本地體育發展的前NBA球星馬布里。

李家超解釋，在港註冊公司的外國人員亦可申請「一簽多行」簽證前往內地，越南、老撾和尼泊爾的人才簽證政策亦已放寬。

展望香港的長遠增長和經濟容量，李家超談到北部都會區發展，形容項目涉及的「範圍、複雜程度和潛力」均極其龐大。北部都會區佔全港面積約三分之一，最終可容納約250萬人口，並創造約50萬個職位。他強調，儘管需時數十年建成，項目「對香港的未來至關重要」。

他亦讚揚商界和一眾高瞻遠矚的商業領袖，他們積極推動經濟發展，為建設更美好的香港作出貢獻。

特首在致辭後回應與會者的提問，內容涵蓋不同議題，包括應對人手短缺（尤其是中級管理層）的措施、「新型工業化資助計劃」與「再工業化資助計劃」的差異，以及北部都會區的影響等。



International Business Community 國際商界看好香港前景



The heads of several international chambers shared their key takeaway messages from meetings with Central Government officials during HKGCC's business mission to Beijing last month.

Speaking at a press conference on 24 November, the heads of the Italian, Canadian, British, European and German chambers in Hong Kong said they were appreciative of the Central Government's efforts to engage with Hong Kong and international businesses operating here.

HKGCC Chairman Betty Yuen, who led the mission, said one of the main messages of the mission was that the "one country, two systems"

principle would remain unchanged, providing great confidence for the city's business community.

In a broader perspective, President Xi Jinping's and U.S. President Joe Biden's meeting at the APEC Summit in San Francisco indicated that cooperation was in their best interests. "This signals a positive outlook for Hong Kong as a super-connector between the Mainland and the world," said Yuen.

With geopolitics reshaping the business landscape, it was suggested that instead of countries focusing on decoupling or de-risking, perhaps taking a debugging approach to identify problems and see how those can be

removed from the relationship would be more useful for all parties.

Speakers also said the Chamber's recent Business Prospects Survey showed that some businesses in Hong Kong are cautiously optimistic about growth, with 37% of respondents expecting an increase in turnover in 2024 compared to 2023.

However, since the survey was conducted in early November, before the notable warming in U.S.-China relations after the APEC summit, the prevailing sentiment could have potentially improved since then.

The talks with the Central Government during the two-day trip ranged from

macro topics such as current geopolitics to matters closer to Hong Kong and its business community.

The international chambers said they would continue to stress the advantages Hong Kong offers under "one country, two systems" to their stakeholders in Europe and boost international perception of Hong Kong.

The mission to Beijing was a unique experience for many delegates, who saw firsthand the willingness of the Central Government to listen to the Hong Kong business community. There is also a lot of support for international businesses in Hong Kong as well as those looking to enter the Mainland.

Positive about Hong Kong



From left, Alex Tam, Chairman, Canadian Chamber of Commerce in Hong Kong; Paul McComb, Executive Director, British Chamber of Commerce in Hong Kong; Agnes Chan, Deputy Chairman, HKGCC; Betty Yuen, Chairman, HKGCC; Jeffrey Lam, LegCo Rep, HKGCC; Iñaki Amate, Chairman, European Chamber of Commerce in Hong Kong; Johannes Hack, President, German Chamber of Commerce, Hong Kong; Davide De Rosa, President, Italian Chamber of Commerce in Hong Kong & Macao (Zoom).

左起：香港加拿大商會主席譚建中、香港英商會執行董事麥冠明、香港總商會常務副主席陳瑞娟、香港總商會主席阮蘇少涓、香港總商會立法會代表林健鋒、香港歐洲商務協會主席 Iñaki Amate、香港德國商會主席赫佐漢、香港及澳門意大利商會主席戴偉德（視像發言）。

Xia Baolong, Director of the Hong Kong and Macao Affairs Office of CPC Central Committee, told delegates that Hong Kong's contribution to the nation, through its international talent, investment and capital, was key to China's high-level opening up.

During meetings, it was also stressed that Hong Kong plays an important role in the overall development of China, especially as a gateway to the Greater Bay Area, which offers opportunities to investors. The international chambers said they were eager to continue cooperating and looked forward to more such exchanges.

多個國際商會的領導蒞臨總商會，分享上月參加總商會北京商務訪問團期間，多位中央官員傳達的重要訊息。

在 11 月 24 日舉行的記者招待會，意大利、加拿大、英國、歐洲和德國駐港商會的領袖表示，他們感謝中央政府重視與港企及在港經營的國際企業交流溝通。

訪問團團長、總商會主席阮蘇少涓指出，北京之行帶出的其中一個主要訊息，是「一國兩制」原則將維持不變，這給予本港商界莫大信心。

對外方面，國家主席習近平與美國總統拜登在三藩市亞太經合組織峰會上會晤，顯示友好合作符合兩國的最大利益。阮蘇少涓解釋：「這反映香港作為內地與世界各地之間的超級聯繫人，前景一片樂觀。」

隨着地緣政治因素已重塑營商環境，有意見認為各國與其將焦點集中在脫鉤或去風險化，不如以除錯方式找出問題所在，再研究如何消除關係中出現的障礙，這對各方更為有利。

有講者亦指出，總商會最近進行的「商業前景問卷調查」顯示，部分港企對來年經濟增長審慎樂觀，其中有 37% 受訪公司預料 2024 年營業額會較 2023 年增加。

不過，由於今次調查在 11 月初進行，即亞太經合組織峰會閉幕之後，中美關係顯著回暖之前，此後市場氣氛可能已經改善。

在為期兩天的訪問期間，代表團與中央政府探討的議題包括地緣政治最新發展等宏觀課題，以及關乎香港和商界的切身議題。

一眾國際商會表示，他們將繼續向歐洲持份者強調香港在「一國兩制」下的優勢，並協助改善國際社會對香港的印象。

此行為許多團員帶來了難得的體驗。他們親身了解到中央政府十分樂意聽取香港商界的意見，同時大力支持在港營商和有意進入內地市場的國際企業。

中央港澳工作辦公室主任夏寶龍向代表團一行提及，香港在國際人才、投資和資金方面對國家作出的貢獻，對中國高水平對外開放至關重要。

在多場會議上，官員均強調香港在國家整體發展中扮演重要角色，特別是作為大灣區的門戶，能為投資者提供機遇。國際商會表示渴望保持合作，期望未來有更多類似的交流機會。



Connecting Greek and Hong Kong F&B Firms 連繫希臘與香港餐飲企業

Olives, fruity olive oil, feta, ouzo and even wine from a Greek monastery were just some of the amazing products showcased at the Chamber's F&B business matching session on 20 November.

Stratos Pourzitakis, Vice Chairman of the Europe Committee, welcomed the delegation, which was led by Yannis Patsiavos from the Greek-German Chamber of Commerce and Industry. Both sides provided updates on the respective economies before getting down to a full morning of business.

This is the third time HKGCC has organized one-on-one business-matching sessions for HKGCC members, allowing them to connect directly with the Greek companies.

總商會於 11 月 20 日早上舉辦餐飲商貿配對活動，邀來希臘代表團展示各式各樣的優質產品，包括橄欖、果香橄欖油、羊奶芝士、茴香酒和希臘修道院釀製的葡萄酒。

在活動開始前，歐洲委員會副主席 Stratos Pourzitakis 接待希臘-德國工商會代表 Yannis Patsiavos 一行，雙方介紹各自經濟的最新發展。

是次活動為總商會第三次舉辦的一對一商貿配對活動，讓會員有機會直接與希臘企業聯繫洽商。





Baijiu Appreciation Workshop 白酒鑒賞工作坊



Chamber members and CEO Patrick Yeung had an enjoyable time learning how to recognize the different ingredients used in the production of baijiu (traditional Chinese liquor) at an appreciation and blind-tasting session on 8 November.

Haoyu Zhang, Brand Ambassador of Guizhou Zhenjiu, a baijiu brand under the ZJLD Group, taught the participants how to identify and rate three sauce aroma spirits – Zhen 15, Zhen 30 and Maotai – using their sense of smell. Zhang also shared about the company's history and achievements over the past 65 years.

總商會會員和總裁楊偉添於11月8日參與品酒及蒙瓶試飲會，了解到如何辨別中國傳統白酒的釀造原料。

是次活動由珍酒李渡集團旗下的貴州珍酒品牌大使張浩宇主持，他指導參加者運用嗅覺來辨認及評鑒三款醬酒——珍十五、珍三十及茅台，還分享了該公司在過去65年來的歷史和成就。



Teeing Off for a Day of Fun

高爾夫球同樂日



Chamber staff and their guests had a fun morning learning how to golf at The Jockey Club Kau Sai Chau Public Golf Course on 4 November.

After a useful lesson with Coach Robert, they had plenty of fun getting into the swing of things at the range. The day ended with a delicious lunch buffet at the club's banquet room and a leisurely stroll around Sai Kung city centre.

總商會一眾員工及親友於11月4日早上前往賽馬會滘西洲公眾高爾夫球場，學習高爾夫球的基本技巧。

在 Robert 教練的指導下，團員於練習場盡情享受揮桿的樂趣。其後，一行在球場宴會廳品嚐豐富美味的自助午餐，並於西貢市中心共享悠閒時光。





MARK YOUR DIARY



YEC CHRISTMAS DINNER

Dec 1 7:00 pm



HKGCC
Hong Kong General Chamber of Commerce
香港總商會 (1861)

Christmas Cocktail Reception

Dec 5 6:00 - 8:00 pm

COMMITTEE MEETINGS

Check with secretariat for details

AMERICAS

Presentation by U.S. Consulate Chief Commercial Consul on U.S.-Hong Kong Trade and Economic Outlook

Dec 5 11:00 am

EUROPE

Ireland's Business Environment and Opportunities

Dec 7 11:30 am

MANPOWER

Dec 8 4:00 pm

DIT

Briefing on I&T Initiatives in the 2023 Policy Address

Dec 12 2:30 pm

SME

Hong Kong Export Credit Insurance Corporation on its Latest Measures

Dec 12 4:00 pm

CHINA

Latest Developments of the Guangdong-Macao In-depth Cooperation Zone in Hengqin

Dec 13 11:00 am

INDUSTRY & TECHNOLOGY

HKPC Leads the Development of Hong Kong as an International I&T Centre

Dec 29 3:00 pm

"CEO 123 Tell Me More Series"
Hong Kong Past & Future Through the Eyes of Simon Murray

SPEAKER: SIMON MURRAY

Monday, 4 December 2023 12:30pm - 2:00pm

WORKSHOPS & SEMINARS

Visit website for full details and to register



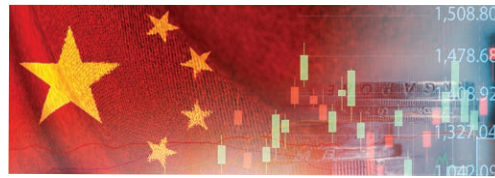
AMERICAS COMMITTEE'S KNOWLEDGE SHARING SESSION: PRESENTATION BY U.S. CONSULATE CHIEF COMMERCIAL CONSUL

Dec 5 11:00 - 11:40 am



LEARN AND CONNECT: HOW YOUR BUSINESSES CAN SUCCEED IN DIGITAL TRANSFORMATION

Dec 7 4:30 - 6:15 pm



THE FUTURE OF CHINA'S ECONOMY - SEMINAR BY EMBA PROFESSOR, PEKING UNIVERSITY HSBC

Dec 5 2:00 - 5:00 pm

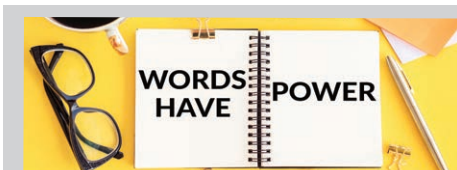


ENTERING THE BEPS 2.0 PILLAR TWO ERA: UNVEILING THE NEW TAX LANDSCAPE AND IMPACTS

Dec 11 10:30 am - 12:00 pm

TRAINING

Visit website for full details and to register



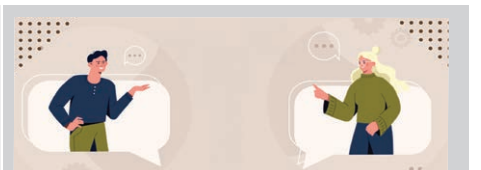
PERSUASIVE PROPOSALS

Dec 6 2:00 - 6:00 pm



EXERCISING INFLUENCE AT THE WORKPLACE

Dec 7 9:30 am - 5:30 pm



HOW TO HANDLE DIFFICULT CONVERSATIONS: STRATEGIES FOR EFFECTIVE COMMUNICATION

Dec 13 2:30 - 5:30 pm



TRAINING & DEVELOPMENT

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Exercising Influence™ at the Workplace




Are you struggling to gain support from colleagues, senior management or external partners? Do team members only do as you ask because you are the boss? Are you attempting to persuade people to align with your priorities? With Exercising Influence™, a leading global influencing skills training programme developed by US-based Barnes & Conti, you will learn how to develop tactics and behaviours to “get your ideas into action through others” – whether you are seeking approval and alignment, requesting resources, or encouraging participation in initiatives.

在職場發揮影響力

你是否難以獲得同事、管理層或同行的支持？團隊成員只因你是上司才聽命行事嗎？你需要說服他人向共同目標邁進嗎？Exercising Influence™是由美國Barnes & Conti推出的國際領先影響力培訓課程，教授提升影響力的策略和行為，從爭取通過或資源、尋求共識及鼓勵參與等方面，講解如何「透過他人將想法化為行動」。

 7/12/2023 (9:30 a.m. – 5:30 p.m.)

 English 英語

 Member 會員 \$3,880
Non-member 非會員 \$4,880



Trainer 導師：
Anthony Brophy
Principal Consultant,
HR Solutions
首席顧問

How to Handle Difficult Conversations: Strategies for Effective Communication 如何應對棘手對話： 有效溝通策略





How one conducts a conversation in the workplace can greatly impact not only people's feelings and actions, but also team management and the overall success of an organization. There are always challenging messages to deliver in our daily lives, such as bad news or project issues, or sensitive topics to broach. If you are interested in learning how to manage difficult conversations skillfully and improve your Emotional Intelligence (EI), this interactive workshop is for you.

在職場對話的方式除了影響他人的感受和行為，亦會影響團隊管理和組織整體的成功。我們在日常生活中經常需要傳遞棘手的訊息，例如壞消息、項目問題或敏感話題。如有興趣學習應對棘手對話的技巧和提高情商（EI），請即參加是次互動工作坊。



Trainer 導師：
Lalita Raman
CEO and Executive Communications Coach,
Transitions Intl Ltd
總裁及資深行政人員教練

 13/12/2023 (2:30 – 5:30 p.m.)

 English 英語

 Member 會員 \$850
Non-member 非會員 \$1,050



Training course venue: HKGCC Theatre, 22/F United Centre | 培訓課程地點：金鐘統一中心22樓香港總商會演講廳

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Hong Kong General Chamber of Commerce
香港總商會 1861

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四大設計方針
4 KEY DESIGN
PRINCIPLES



靈活應用
ADAPTABILITY



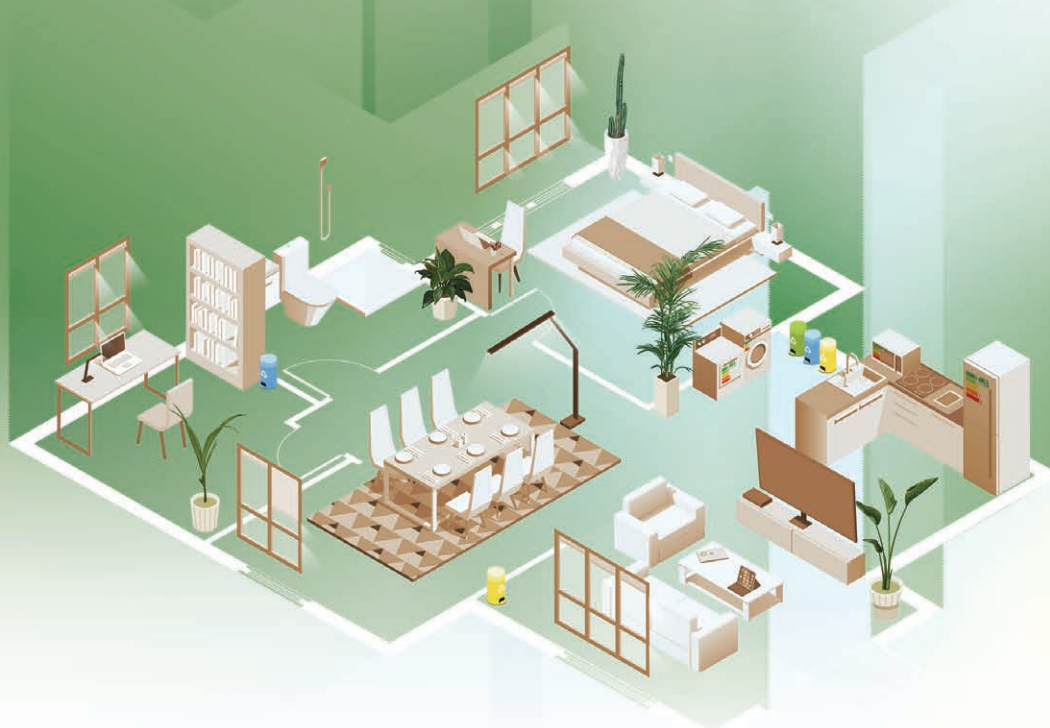
簡化流程
SIMPLIFICATION



具體清晰
CERTAINTY



以人為本
HUMAN-CENTRIC



建設可持續建築環境
由綠色室內空間做起

A Sustainable Built Environment
Begins at Green Interior Spaces

