

# 商 答

CGCC VISION

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## 歐洲難民潮 孰危孰機

### Refugee Influx to Europe: Crisis or Opportunity?

中總換屆 會董選舉順利完成  
New CGCC Leadership Team Formed

掌握關鍵資源 成就創業契機  
Critical Resources: Key to Successful Startup



# 目錄 CONTENTS

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## 會長的話 CHAIRMAN'S MESSAGE

- 4** 承先啟後 迎新挑戰  
Inherit the Past and Usher in New Challenges

## 政經縱橫 SPOTLIGHT



- 6** 歐洲難民潮孰危孰機  
Refugee Influx to Europe: Crisis or Opportunity?
- 17** 港越經貿合作促區內發展  
Hong Kong-Vietnam Cooperation Drives Regional Development
- 22** 中國外交的國際和國家擔當  
Chinese Diplomacy: The International and National Commitments

## 第50屆會董會 THE 50TH COMMITTEE



- 27** 中總換屆 會董選舉順利完成  
New CGCC Leadership Team Formed
- 28** 楊釗回顧任內工作  
Charles Yeung Looks Back on his Chairmanship
- 33** 中總第50屆會董履新  
The 50th Committee Members Assume Office

## 新一代 YOUNG ELITES

- 41** 掌握關鍵資源 成就創業契機  
Critical Resources:  
Key to Successful Startup

## 商海導航 TALKING BUSINESS

- 46** K11之行：當商業遇上藝術  
The K11 Experience:  
When Commerce Meets Art
- 51** 科技延續花牌風華  
Technology Revitalizes the Flower Boards

### 商會快拍 CGCC SNAPSHOT



**56** 以球會友 商貿交流  
Business Networking through Golf Games

**58** 赴皖考察高新科技  
Studying New Technologies in Anhui

**60** 廣交會六十華誕迎貿易喜訊  
Favourable Trading News from Canton Fair  
60th Anniversary

**61** “綠色勁駒”奪中總盃  
“Green Dispatch” Won CGCC Cup

**62** 接待嘉賓  
Reception of Guests

**64** 會員活動  
Members' Activities

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蔡冠深 博士  
Dr Jonathan CHOI

# 承先啟後 迎新挑戰

## INHERIT THE PAST AND USHER IN NEW CHALLENGES

**在**中總成員鼎力支持下，本人十分榮幸再次擔任會長一職。面對近年經濟和社會形勢急速變化，我深明中總的角色將更形重要，我亦將竭盡所能，冀與大家同心攜手，既保持中總愛國愛港的優良傳統，並積極協助會員和工商界做好準備，應對各種挑戰，共同探索國家在推動“十三五”規劃、“一帶一路”建設以及經濟創新發展帶來的商機。

借此機會，我希望與各位分享我對經濟和營商環境的一些觀察，以及中總如何更有效發揮商會的功能作用，為會員提供適切支援。

### 應對營商環境變化

受到外圍經濟下行壓力增加、息率及匯率波動、以至環球政經局勢的影響，香港作為高度對外開放的經濟體，難免遇到考驗，特別是本港進出口、旅遊及零售消費表現持續下滑，更為企業經營增添不明朗因素。我們會時刻留意國際形勢變化對本港經濟、營商環境以至就業情況構成的影響，並充分利用商會網絡優勢，與各地政府及工商團體緊密配合，探索海內外市場發展機會。

我們亦會透過各項政策諮詢途徑，積極反映會員及工商界訴求，為香港發展建言獻策，包括就工時政策、退休保障及強積金對沖等對企業營運有着深遠影響的議題，為會員爭取合理權益。與此同時，我們也將繼續舉辦和參與不同論壇、考察及研討活動，協助會員了解市場訊息，為工商各業搭建溝通平台。

### 鞏固經貿橋樑角色

儘管外圍經濟持續不明朗，國家全面開展“十三五”規劃和積極推進“一帶一路”戰略部署，將為香港經濟帶來強大支持，香港作為促進內地與國際交流合作的“超級聯繫人”角色也會得到更大發揮。我

們將致力強化中總作為香港工商界參與國家發展的橋樑，透過加強與廣東自貿區合作、積極參與粵港澳大灣區的構思和建設，並密切留意 CEPA、服務貿易自由化、“滬港通”和“深港通”等政策的最新進展，全力協助會員在內地與香港深化經濟和金融合作過程中抓緊機遇。

此外，東亞地區近年已成為全球經濟增長的重要引擎，我們也會盡力協助會員參與其中，包括透過舉辦系列部長會議、研討和考察，加強會員進一步了解東亞市場發展狀況和“一帶一路”發展潛力，並探討為沿線地區提供更多培訓及交流活動，從中發掘合作商機。

### 配合創新發展步伐

隨着互聯網和科技的普及，創意創新將成為推動未來經濟發展的關鍵。我們將積極投放更多資源，提升中總及工商界的創新能力和競爭力，協助會員企業適應產業創新發展模式，例如透過提供培訓課程和交流項目，培育年輕專業人才的創新思維，並支援創意創新產業和初創企業發展，讓年輕人有更多參與甚至嘗試創業的機會，協助他們實踐理想，為配合經濟創新發展打好根基。

我們也會努力推動中總會務的革新和推進領導層年輕化，結合前輩先賢的寶貴經驗和年青一輩的創新思維，讓中總作為推動工商經貿發展的功能得以更有效發揮。

總括而言，新一屆會董會將秉持中總服務工商、積極參與香港和國家經濟建設、致力回饋社會等各項使命，全心全意為會員服務，並全力支持特區政府依法施政，團結會員和工商界力量，配合各項有利工商經貿和社會穩定發展的政策落實執行，共同構建更理想的營商前景。👉

“ 新一屆會董會將秉持中總服務工商、積極參與香港和國家經濟建設、致力回饋社會等各項使命，全心全意為會員服務。

*The new Committee will uphold the Chamber's missions to serve the business community, participate in Hong Kong and the country's economic construction, and contribute to the society. We will serve members wholeheartedly.* ”

With the full support of our members, I am honoured to serve again as the Chamber's Chairman. Faced with the rapid economic and social changes in recent years, I am well aware that the Chamber's role will be more important. I will do my best to join hands with all of you not only to maintain the Chamber's fine tradition of loving the motherland and Hong Kong, but also actively assist members and the business community to prepare for the various challenges, working together to explore the business opportunities arising from the country's "13th Five-Year" Plan, the "Belt and Road Initiative", and innovative economic development.

I would like to take this opportunity to share with you some of my observations on the economy and business environment, as well as how the Chamber can make more effective use of its role as a chamber of commerce to provide appropriate support to members.

#### Responding to changes in the business environment

Affected by the downward pressure on the external economy, fluctuations of interest rates and exchange rates, and global political and economic situation, Hong Kong as a highly open economy will inevitably encounter challenges. In particular, Hong Kong's imports, exports, tourism and retail consumption have continued to decline, adding uncertainties to business operations. We will keep watching on the impact of changes in the international scenario on Hong Kong's economy, business environment and employment situation. We will make full use of the Chamber's network to work closely with governments and business organisations worldwide to explore market opportunities at home and abroad.

We will, through various policy consultation channels, actively reflect the aspirations of our members and the business community. By giving suggestions on Hong Kong's development, we strive to pursue reasonable rights for members on matters which have far-reaching impact on business operations, such as the working hours policy, retirement protection and MPF hedging. At the same time, we will continue to organize and participate in different forums, visits and seminars to help members understand market developments, building a communication platform for the business community.

#### Strengthen bridging role for economy and trade

Despite the continuing uncertainties surrounding the external economy, the country's "13th Five-Year" Plan and the "Belt and Road Initiative" will provide strong support to Hong Kong's economy, and Hong Kong will play a greater role as a "super-connector" for promoting exchanges and cooperation between the Mainland and other countries. We are committed to strengthening the Chamber's role as a bridge between Hong Kong business community and their participation in national development. We will assist members to

capture the opportunities arising from the Mainland and Hong Kong's deepening economic and financial co-operation by strengthening collaboration with the Guangdong FTZ, actively participating in the conceptualisation and construction of the Guangdong-Hong Kong-Macau Bay Area, and pay close attention to the latest developments of policies such as the CEPA, liberalization of trade in services, Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect.

In addition, as East Asia has become an important engine of global economic growth in recent years, we will do our utmost to assist members to participate in it. Such assistance includes helping members further understand the developments of East Asian markets and the development potential of the "Belt and Road Initiative" through a series of ministerial meetings, seminars and visits, and considering more training and exchange activities in the regions along the "Belt and Road", from which to explore opportunities for cooperation.

#### Keeping pace with innovative development

With the popularity of the Internet and technology, creative innovation will become the key to driving future economic development. We will actively earmark more resources to enhance the innovation capacity and competitiveness of the Chamber and business community, and assist member companies to adapt to the innovative industrial development model. For example, we will train young professionals in innovative thinking by providing training courses and exchange programmes, and support the development of creative and innovative industries and start-ups, so that young people have more opportunities to participate in or even try to start a business to realize their ambitions, laying a solid foundation to support innovative economic development.

We will strive to promote innovation of the Chamber's undertakings and gear it towards a younger leadership. We will combine the valuable experience of our predecessors with the innovative thinking of the younger generation so that the Chamber can more effectively perform its function of promoting industrial and commercial development.

In summary, the new Committee will uphold the Chamber's missions to serve the business community, participate in Hong Kong and the country's economic construction, and contribute to the society. We will serve members wholeheartedly; fully support the HKSAR Government's administration in accordance with the law; and unite the strengths of members and the business community to support the implementation of various policies that are conducive to industrial and commercial development and social stability, jointly creating better prospects for business operations. 

# 歐洲難民潮 孰危孰機

## Refugee Influx to Europe: Crisis or Opportunity?



敘利亞難民成潮，大量難民湧進歐洲各國，尤以德國為甚。有經濟學者視難民潮為歐洲相關國家經濟發展的新動力，但早前歐洲發生多宗恐怖襲擊，加上難民與收容國之間的各種矛盾，即使他們對經濟有所助力，是否也是得不償失？

Syrian refugees are flocking to European countries and Germany is seeing particularly high numbers of new arrivals. Some economists believe the migrant influx can provide new growth momentum to the affected European countries; Europe, however, was hit by a series of terrorist attacks earlier and conflicts between refugees and their host countries are surfacing. While these migrants may contribute to economic development, is it too high a price to pay?





國際時事評論家關愚謙  
Kuan Yu-chien,  
International News Commentator

**德**國是一個人道、開放的國家，我們一定要接受世界上受苦受難的難民！我們必須要有仁慈心。於是，紅十字會和漢堡難民組織收到了居民自動送來的數不清的救濟物資，令人感動。就在這些“哈利路亞”歌聲中，漢堡銀河街左鄰右舍的居民，發出的聲音，恰恰是怨聲載道，好像將有大禍臨門。這也與德國媒體的報道有關。雖然就接受難民上，正反面的聲音都有，正面的很像天外之音，讚美人道主義。可是，那些反面的擔憂，佔了上風，使德國國民忐忑不安，不知所措！

### 人道與拒絕在拉鋸

中東來的難民潮，愈演愈烈。由敘利亞、伊拉克、利比亞、葉門、阿富汗來的的青壯年和摘掉蓋頭的婦女，儘管歐盟國家採取一切辦法，甚至給土耳其上億歐元鉅資，控制潮流，但這些亡命之眾，仍然扶老攜幼由海面進入，有的船隻拋錨浮在海面上，無水無食，你救還是不救？

## 德國面對難民忐忑不安

這樣下來，歐洲能有寧日？一些國家如波蘭、匈牙利，採取不接受歐盟分配難民的極端手段，造成盟內不和。有的說，難民來歐，會解決經濟危機？有的說，再隔一世紀，歐洲將是伊斯蘭的天下。目前，德國秋高氣爽，果樹滿園。我這個相信命運的人，正設法尋找高人，從易經八卦中破解難民潮之謎，對歐洲是吉兆還是凶兆？

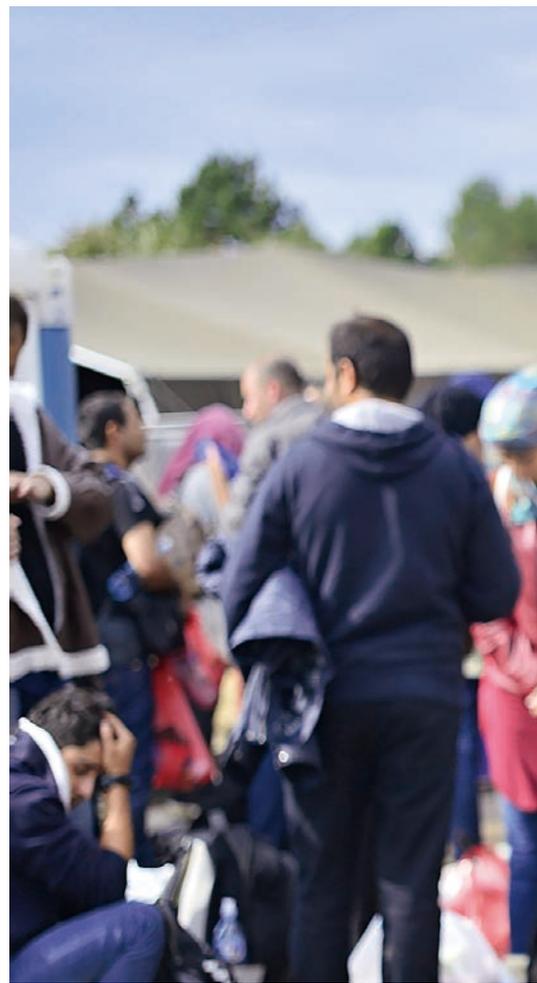
### 難民湧德百弊叢生

其實，我是多此一舉，德國在今年，誰都知道，並不會太好過。我最近把德國媒體這一兩個星期發出的擔憂，綜合成十條，就可知一般了。

- 1. 極端分子混入：**儘管德國最近一再嚴格控制難民流入，尤其害怕極端組織成員潛入國境，提出只有拿正式護照的人才有權申請難民。誰知德國內政部很快發現，邊界上申請難民的人，忽然手中紛紛持有敘利亞護照，而且不是假造的。這說明敘利亞政府也在支持難民入歐，解脫壓力。但是德國方面如何調查得到，護照裏面有否炫技？所用名字是真是假、有否 IS 恐怖分子混入？
- 2. 再不提宗教自由：**西方國家一再炫耀宗教自由，對中國指指點點，說限制宗教自由。現在他們、尤其是南德執政的基督教社會聯盟黨主席澤霍夫公開要求，凡是來巴伐利亞的外國難民，“都必須接受我們的文化”。也就是說，接受基督教文化，那麼伊斯蘭文化呢？現在德國社會上已經出現反對建造新的清真寺的國民呼聲。
- 3. 種族排外在升級：**德國排外的極端右派組織大有其人，尤其

是過去的東德，如 LEICA 技術中心的德累斯頓城，由於排外，宣傳種族歧視，連印度和中國的技術人員都不太願到那裏工作。現在這右派保守黨更是變本加厲，利用此機會，堅決反對接受難民，該黨的呼聲愈來愈高。

- 4. 工資差距拉大：**新來的移民，由於語言、文化、技術種種原因，當然拿不到如德國人同樣的工資水準，成為第二、第三、甚至第四種低下公民，久而久之，必然造成社會不穩定。



- 5. 如何處理兒童教育：**幾十萬外來移民進入德國，文化差距如此巨大，有的難民孩子從來沒有受過學校、幼稚園教育，外加語言不通，今後如何辦學？難道分開辦學？不論採取什麼樣的方式，都會出現民族矛盾。
- 6. 基礎文化太差：**即使在德國工廠裏當普通工人，也要運用電腦，才能掌握先進機器，更何況目前已進入高科技的互聯網和數位時代。難民只能到社會最低層打雜工，端盤洗碗掃街倒垃圾。久而久之，必然產生不滿。
- 7. 國家財政支出加大：**為了接受難民，生活補助、建房、建

校、師資、治安等，都要錢。都來自國民的稅收，還要減少國民的福利開支。造成社會壓力。

- 8. 被拒入境衍生仇恨：**已經批准入境的難民，由於家屬不能申請進入，開始浮躁不滿。那些長久在邊境等待入境的難民，一旦被拒絕，有的就會喪失理性，由不滿走向暴力，從感激走向仇恨。
- 9. 尋找非法出路：**不久前漢堡警方從40個批准的難民裏查獲有四人竟然找不到出路，走向販毒。這必會影響到將來的社會治安。

**10. 人販子猖獗：**目前的難民氾濫，令媒體回憶到百多年前的黑人被白人販子賣到美洲的情景。歐盟國家警方發現，有一批在歐洲的人口販子，利用中東戰亂，專門用船引渡中東難民逃亡歐洲，高價詐騙。其結果不堪設想。

諸位讀者，以上的幾點，只是我個人的綜合，其他問題還有很多。一個好好的、平靜的歐洲社會，被難民潮弄得雞犬不寧。搞得不好，歐洲聯盟內出現意見不一，議會內訌，有的保守政客，借此機會提出解散歐盟，那將是歐洲的一個大倒退，世界的一個大災難。👉



基於語言、文化差距，新移民往往成為四等公民，或造成社會不穩。  
Hindered by language and cultural barriers, new immigrants become fourth rate citizens and may lead to social instability.



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## 難民冒險精神或成經濟動力

任經濟學家米蘭奴域曾把世界各地人口收入數據集合統計，發現全世界的人與人之間的收入差距巨大，三分之二的收入不均來自國與國之間的收入差距，只有三分一來自國內的差距。那就是說，一個窮國的上層人士或富翁，收入往往比不上

一個富國的窮人。如要脫貧，最快速且有效的方法是移民到富國，這些地方有更先進的制度與科技生產力，有利人民發揮所長。”

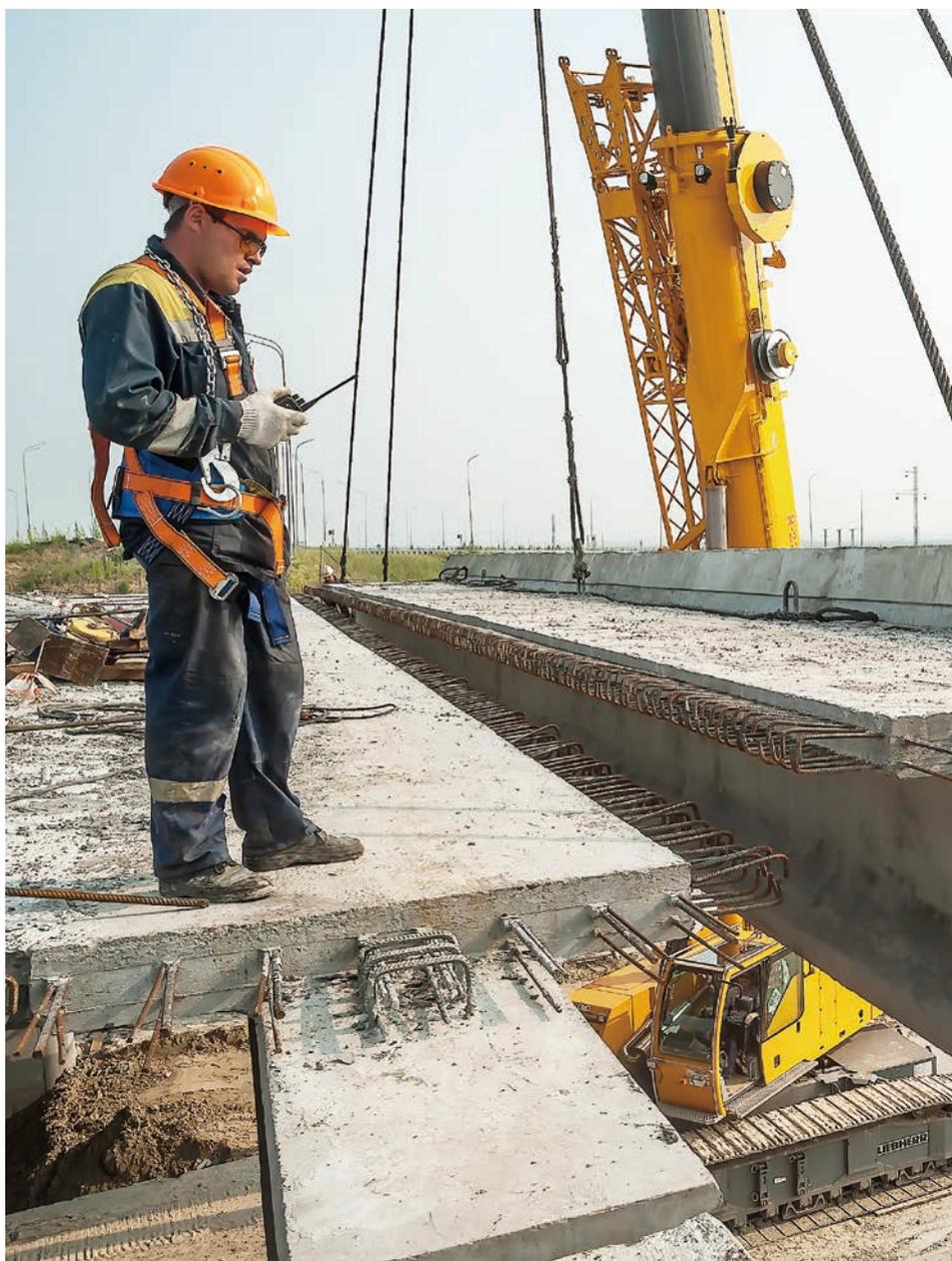
難民失去家園、流離失所，固然是人間慘劇，但雷鼎鳴坦言，他們亦

**自** 從阿拉伯之春於2010年底爆發後，大量飽受戰亂影響、流離失所的難民，從中東、非洲等地，經地中海和巴爾幹半島進入歐盟國家，尋求政治庇護和居留。據報道，在2014年，有逾28萬移民以非正規途徑進入歐盟國家，其中多數來自敘利亞、阿富汗等國家。

不少難民以德國為目的地，長途跋涉到巴伐利亞等地申請庇護。德國政府公佈2015年數據指，該年向德國申請庇護的人數達89萬人。難民成潮，湧入歐洲各國，對各國的政經環境皆造成重大挑戰。雷鼎鳴指出，有危自有機，目前以全世界範圍來說，資金並不缺乏，關鍵是人才資源。

### 難民具肯冒險的企業家精神

雷鼎鳴指出，難民是因戰亂逃到歐洲，“難民通常選擇經濟好、福利好及容易去的地方。世界銀行一位前



因此有機會獲得更好的生活。“原本敘利亞人民要申請到歐洲居住是十分困難。但若是難民，人類社會相對抱有同情心，難度大減。”雷鼎鳴引述經濟學大宗師佛利民的看法：“他是著名的自由主義者，認為只要政府不派發福利，大可讓難民自由選擇到任何地方。這段說話不同人有不同理解，但我相信佛利民並非信口開河。”百多年前，佛利民的父母便是從歐洲來到美國的

貧困新移民，在幅員廣大、當時自由度極高的美國勤奮工作，努力向上，終於創出一番事業。“佛利民目睹過新移民對這個世界最大的移民國家所作的貢獻，對他們有同情心是十分自然。”

雷鼎鳴相信，目前歐洲難民對於歐盟各國來說，帶來的作用是正面還是負面尚未肯定。“這個有點複雜，長遠來說，只要有足夠時間消

化，1%至2%新移民對經濟衝擊不會很大。當前世界不缺資金，缺的是人才，而難民當中不是沒有人才。”他形容，這些有能力、有勇氣逃到歐洲的難民“心態上敢去冒險”。“他們有企業家精神，若有機會可能新的居住地創業。就像中國上世紀來港的移民，有機會創造經濟奇蹟。雖然不是必然，但社會整體多了願意冒險的人，對發展還是有利。”

### 補充低技術勞工缺口

歐盟龍頭大國德國自去年8月開放邊境接受遠道而來的難民後，至今已收容超過110萬名難民。德國國內有不少聲音反映民間逐漸不勝負荷，更讓一些反難民、反伊斯蘭的極右政黨乘勢崛起。7月，德國於一周內連續發生三宗涉及難民和伊斯蘭極端主義的襲擊，更讓國內人心惶惶。縱然如此，根據民調機構佛爾沙研究中心的調查，69%德國人並沒有將恐襲威脅當成對德國總理默克爾的責難，可見德國人對難民還是相對包容。

不過，難民定居下來，會否搶走本地人的“飯碗”？雷鼎鳴相信影響有限。“這對低技術勞工的收入將有衝擊，但我不見得很大。歐洲發達國家如芬蘭、瑞典等，國內缺乏低技術勞工，本來就要從外地輸入，例如土耳其外勞。”雷鼎鳴認為，長遠來說，難民的正面影響將大於負面影響，“因為他們刻苦耐勞”。難民跟本土民眾的融合過程難免產生磨擦，生活困苦的難民甚至會犯罪，但他指犯罪只是個別例子，多數難民仍是相當努力安頓下來的。👉



當前世界不缺資金卻缺人才，難民當中不乏人才。

What the world lacks now is not caption but talent, and this can be found among the refugees.

## Kuan Yu-chien: Germany perturbed by the refugee issue

**G**ermany is a humane and open country. The Red Cross and refugee service groups in Hamburg are receiving endless supplies donated by citizens. Such kindness is indeed touching. However, residents of the neighborhood in Hamburg are full of grievances, which are somewhat triggered by media reports. While arguments both for and against accepting refugees have been voiced, the nays have the upper hand. This has made the German people very perturbed.

### Humanity and refusal in tug-of-war

The influx of Middle Eastern refugees is intensifying. Hordes of men in their prime and women who have chucked away their hijabs arrive from Syria, Iraq, Libya, Yemen and Afghanistan every day, despite that EU countries have used all the means possible to halt this wave. EU has even struck a multi-million-dollar deal with Turkey to control refugee influx, but these desperados, in family groups of old and young, just keep coming in from the sea. To save or not to save? That is the question.

Countries like Poland and Hungary are taking extreme measures and refusing to accept refugees allocated by the EU. Their actions have caused discord amongst EU members. Some say the refugees will help Europe solve its economic crisis; others say Europe will become a land of Islam in the next century.

### Migrant wave: problematic to Germany

To give an overall picture of the situation, I have summarized concerns expressed by the German media in recent weeks into ten headlines.

- 1. Extremists disguising as refugees:** Tightening control over refugee entries, Germany is granting refugee status only to holders of official passports. To its surprise, all migrants have authentic Syria passports overnight. This shows that the Syrian government is supporting this exodus, but how can the German authorities crack the mysteries behind these passports or verify the authenticity of passport holders' names? How would they know if the IS terrorists have mixed into the crowd?
- 2. No mention of religious freedom:** Western countries have always taken pride in their religious freedom, pointing their fingers at China for controlling the freedom of religion. Now these countries have changed their views. This is exemplified by a demand made openly that all foreign refugees arriving at Bavaria "must accept our culture" by Horst Seehofer, CSU leader and State Premier of Bavaria. In other words, refugees must accept Christianity. What about the Islamic faith then? Already, people are objecting to building new mosques in Germany.
- 3. Escalating racial exclusion:** Without any doubt, xenophobic extreme right-wing groups exist in Germany. The former East Germany, in particular, had a xenophobic history of advocating racial discrimination. It happened in Dresden, the technological hub of Leica, amongst other places. These right-wing conservatives are stepping up their actions today. They are using this situation to voice strong opposition to accepting refugees. These political parties are gaining popularity.
- 4. Widening wage gaps:** Hindered by language and cultural barriers and lacking adequate skills, new immigrants cannot enjoy local German's level of pay. They become second, third or even fourth rate citizens. Given time, this issue will lead to social instability.
- 5. The issue of children's education:** Migrants in their thousands have arrived in Germany. The cultural difference is immense and some refugee children have never been to school or kindergarten. Language barrier is also a problem. Should Germany set up special schools just for these children? No matter what solution they adopt, racial conflicts are unavoidable.
- 6. Poor basic education:** In Germany, even a factory worker is expected to be computer literate, especially in this high-tech digital age of the Internet. As such, refugees will only be hired as low-class handymen. Given time, there are bound to be grievances.
- 7. Higher state fiscal spending:** To absorb migrants, Germany is incurring considerable expenses in living subsidies, housing, new schools, teacher training and public order. These expenses are from tax revenue and also public welfare cuts. This has created social pressure.
- 8. Hatred arouse from refusal of entry:** Some refugees in Germany are separated from their families who do not qualify for admittance. Aggravation and grievances are boiling up. At their wit's end, those who have waited a long time at the border may turn violent if they are eventually denied entry. Gratitude can easily turn into hatred.
- 9. Illegal livelihood:** Recently, the Hamburg police arrested four men, who were among the 40 accepted refugees, for drug offence. Without any means of livelihood, they have become drug pushers. Cases like this will definitely affect law and order in the future.
- 10. Human trafficking running rampant:** The current refugee crisis reminds the media of human trafficking in America





新華社 Xinhua

more than a century ago when black victims were traded by white dealers. Police of EU countries have found that a group of human traffickers in Europe are capitalizing on the ongoing armed conflicts in the Middle East. They are offering vessels to ship refugees to Europe at high prices, resulting in disastrous consequences.

Readers should note that the above is only my personal synthesis of issues. There are many other issues that require resolution. Once a nice and peaceful place, Europe is now in turmoil because of the refugee crisis. If mishandled, this situation will lead to competing views within the EU and internal strife in the Council. Some conservative politicians may use this chance to propose dissolving the EU. Such a big step backward for Europe would prove catastrophic for the whole world.

### Francis Lui: Migrants' Venturing Spirit and Economic Momentum

**S**ince the Arab Spring broke out in late 2010, masses of refugees have been fleeing from the Middle East and Africa. War-ravaged and homeless, they make their way through the Mediterranean and the Balkans to seek political asylum and abode in EU countries. Reports show that in 2014 more than 280,000 migrants gained entry to EU countries through illegitimate channels. Most of them are from countries like Syria and Afghanistan.

Germany is the final destination for many refugees. According to 2015 data published by the German government, 890,000 people applied for asylum in Germany. The

influxes of migrants to European countries are posing huge challenges to the political and economic environment. Lui points out that crisis and opportunity always come hand in hand. Today, capital is adequate on a worldwide basis; the main concern is human resources.

### Refugees embody entrepreneurship

Lui points out that refugees are fleeing from war in their own countries. He said, "Refugees usually head for places with good economy, good social welfare and easy access. Former World Bank economist Branko Milanovic has compiled income statistics of worldwide populations and found that the upper-class or the rich in a poor country often earns less than the poor in a rich country. The quickest way to get out of poverty is emigrating to a rich country."



It is tragic that refugees have lost their homes, but Lui says frankly they also have better life prospects. "It would have been very difficult for Syrians to apply for residence in Europe. With the refugee status, it becomes much easier because of compassion in human societies." Lui quoted the view of eminent economist Milton Friedman, "He is renowned for his liberal thinking. He once said we should allow refugees to pick their destinations freely as long as they do not ask for government aids. I don't think it was an off-the-cuff remark." Friedman's parents were poor new immigrants from Europe who arrived in America more than a hundred years ago. They worked hard in the US to climb the social ladder and excelled in their careers. "Friedman saw how new immigrants have contributed to this biggest country of migrants. It is only natural that he sympathizes with them."

Lui thinks the effects of the Europe migrant wave remain uncertain at this moment.

They can be either positive or negative. "In the long run, as long as there is enough time to digest them, 1% to 2% of new immigrants would not have any significant impact on the economy. What the world lacks now is not capital, but talent, and this can be found among the refugees." According to Lui, refugees in Europe "have a risk-taking mentality." He said, "They have an entrepreneurial spirit. Given the chance, they would start businesses in their new places of abode. Just like new immigrants who came to Hong Kong from the mainland in the last century, they might create economic miracles. While the outcome is uncertain, this extra source of risk takers is definitely instrumental to growth and development."

#### Narrowing the low-skilled labor gap

As the leading power of EU, Germany has received more than 1.1 million refugees since opening up the border to migrants from distant places last August. Voices of the German public reflect that they are

finding this burden hard to bear. People are panic-stricken as three attacks involving refugees and Islamic extremism occurred during one week in July. Still, a poll conducted by Forsa finds that 69% of the German population do not blame Chancellor Merkel for the terrorist attacks. It goes to show the German people are relatively accommodating to the refugees.

However, will refugees compete with the locals for jobs when they have successfully settled down? Lui believes the impact will be limited. "Earnings of low-skilled workers may be affected, but not considerably. Developed European countries like Finland and Sweden are so short of low-skilled workers that they have to import them from overseas." Lui feels that in the long run positive impacts of refugees will outweigh negative ones "because they are prepared to work hard and assiduous." There will inevitably be conflicts when migrants are integrating into the society, yet the majority of these newcomers will try their best to settle down in their new homes. 🔄

# 港越經貿合作促區內發展

## Hong Kong-Vietnam Cooperation Drives Regional Development



阮春福 Nguyen Xuan Phuc



袁國強 Rimsky Yuen



蔡冠深 Jonathan Choi



武進祿 Vu Tien Loc

港越經貿交流日趨頻繁，不僅有利促進兩地經濟發展，同時更推動區內各經濟體的互動合作。早前本會便與越南工商會在港舉辦“港越商界交流會”，邀請港越政商領袖共同探討兩地在經濟、貿易等多方面的合作前景。

The Chamber recently co-hosted the “Hong Kong – Vietnam Business & Investment Forum” with the Vietnam Chamber of Commerce and Industry (VCCI) in Hong Kong. Political and business leaders of the two places were invited to discuss the prospects for economic, trade and other cooperation, and to promote the interaction and collaboration of economies in the region.

### 阮春福：強化交流有利區域經貿合作

**越**南總理阮春福表示，近年越南發展勢頭良好，去年錄得6.5%經濟增長，人均GDP達5,600美元，通脹維持較低水平，加上正值人口的黃金時代，有利經濟全速發展。他強調，越南政府將個體私營經濟視為國家發展的動力，為求確保所有公民均可依法經營的自由，政府一直要求各地方政府關注並為投資者化解困難，早前就對《投資法》進行修改，試圖打造一個開放及穩定的投資環境，保障投資者及企業的財產權。與此同時，越南正進行大幅度改革，尤其是稅收及電子清關的行

政手續等方面。在越南發展過程中，阮春福期望外國對陸路、鐵路、水路等交通方面及其他基礎設施建設領域開展投資。

阮春福又透露，月前率團訪華，曾與國家主席習近平等領導人會面。他於席上分享外交成果，預期隨着越南對華出口訂單增加，2016年雙邊貿易額將可達至1,000億美元，並指出中越達成明確合作方向，特別是深化經貿互利合作，將為促進兩國達致更有效、更有質量及更長遠的發展奠定重要基礎。



今次是阮春福自本年4月正式就任後，首次率領官方代表團訪港。他直言訪問目標是促進越南與香港企業之間的經營投資合作活動。他期望未來香港能加強與東盟經濟體的合作，並歡迎香港企業前往越南投資，彼此開拓金融、保險、航運、農產品加工等領域的合作空間。最後，他寄語兩地合作未來更上層樓：“越南政府把你們的成功作為我們的成功，把你們的失敗作為我們的失敗。憑着越南的區位優勢，讓越南政府、企業和香港的企業共同合作努力，打開新的空間。”

### 袁國強：港優勢可助越企業進軍內地

署理行政長官袁國強則強調，越南作為香港在東盟的重要貿易夥伴，兩地經貿關係一直穩定發展。2015年，越南是香港第九大貿易夥伴，雙邊貿易額超過160億美元，而香港更是越南第六大直接投資來源地，本年首四個月於當地的投資金額已達2億美元。過去五年，港越雙邊商品貿易每年平均增長18%，而服務貿易亦年均增長14%。

“過去十年，越南為全球經濟發展最快的地區之一。我們歡迎越南企業前來，尋求更多貿易與投資的機會。”袁國強指出，香港作為國際金融中心和最大的離岸人民幣中心，擁有法治、低稅率和簡單稅制等優勢，而且在知識產權保障、資金和信息自由流動等領域都佔領先地位。在“一國兩制”之下，本港享有接軌內地的交往及地理優勢，因而成為進軍內地市場的最佳平台。他表示，去年中越貿易中有近89億美元的往來是經由本港進行，佔兩地貿易的9%。在國家“一帶一路”戰略下，香港可發揮在基建融

資、會計、法律調解等專業服務的明顯優勢，以迎合“一帶一路”沿線國家對金融與專業服務的殷切需求，並在強化中越企業合作過程中提供專業支援。

事實上，過去兩年東盟已超越歐美，成為本港第二大商品貿易夥伴，僅次於內地。袁國強相信，隨着《東盟香港自由貿易協定》稍後正式落實，將有助進一步刺激區內的貿易和投資增長。

### 蔡冠深：工商界扮演推動角色

本會永遠名譽會長蔡冠深致開幕辭時指出，香港與越南一直保持緊密的經貿往來聯繫。隨着區內經濟進一步融合發展，香港和越南可積極加強合作，透過發揮各自的獨特優勢，共同擔當東亞地區經貿投資往來合作的推動者，並引領區內企業在“一帶一路”、“兩廊一圈”等區域合作框架尋找投資和發展機遇。他認為，商會及工商團體在促進營商往來合作方面一直扮演關鍵角色，相信透過簽署合作備忘錄，不單有助進一步鞏固兩地工商界的合作關係，更為區域經濟開拓更龐大的發展空間。

### 武進祿：推動越港企業合作共贏

越南工商會主席武進祿指出，香港和越南是重要的合作夥伴，三十年前越南實行改革開放，當時已透過香港這個平台走向世界。時至今日，香港作為國際金融中心，眾多跨國企業總部選址於此，足見香港優勢猶在。他表示，進一



步深化越南與中國包括香港的全面戰略合作關係，有助達成越南決心發展成為東盟之中最具競爭力國家的遠景。越南工商會樂意作為越南與香港企業的橋樑，並加強與香港企業家交流，為促成兩地企業合作創造有利條件。📍

### Nguyen Xuan Phuc: Strengthened interaction favorable for regional collaboration

**A**ccording to **Nguyen Xuan Phuc, Prime Minister of Vietnam**, Vietnam has seen strong development momentum during the past few years. In addition to recording an economic growth of 6.5% and a per capita GDP of USD 5,600 last year, inflation has also been contained at a low level. Added with the current demographic golden age, the country is well positioned for full-throttle economic development. Nguyen stressed that the government has always required local governments to solve problems for investors. For example, the *Law on Investment* has been amended recently to create an open and stable investment environment. At the same time, Vietnam is undergoing a reform in taxation and electronic customs clearance. Nguyen looks forward to seeing foreign investments launching in roads, railways and marine transport, as well as construction of other infrastructures.

Nguyen also talked about the Chinese delegation led by himself a few months ago. They were met by Chinese President Xi Jinping and other leaders. Nguyen shared the outcomes of his diplomatic visit, saying that the expected increase in Vietnam's export orders to China will push the bilateral trade volume of 2016 to about USD 100 billion. He also pointed out that China and Vietnam have agreed on a well-defined direction for cooperation, which will facilitate long term development of the two countries.

Nguyen frankly said that the objective of the visit was to promote collaboration in operation and investment between Vietnamese and Hong Kong companies. He hoped that Hong Kong can strengthen its cooperation with ASEAN in the future, and he welcomed Hong Kong companies to invest in Vietnam, so that both sides could explore on collaborative opportunities in the scopes of finance, insurance, shipping, agricultural produce processing, etc. Lastly, he is keen to see Hong Kong and Vietnam taking their cooperation to the next level in the future, "The government of Vietnam regards your success as our success, and your failure as our failure. Leveraging on Vietnam's regional advantage, the Vietnamese government, its companies and Hong Kong companies will be able to open up a new vein for growth together."

### Rimsky Yuen: Hong Kong can help Vietnamese companies expand into the Mainland

**Rimsky Yuen, Acting Chief Executive of the HKSAR**, emphasized that Vietnam is Hong Kong's important trade partner in ASEAN, and the trade relationship between the two places has been steadily developing. In 2015, Vietnam was Hong Kong's 9th largest trade partner; bilateral trade volume exceeded USD 16 billion. On the other hand, Hong Kong is Vietnam's 6th biggest source for foreign direct investment, contributing USD 200 million to the country during the first four months of this year. Bilateral merchandise trade between Hong Kong and Vietnam has recorded an average annual growth of 18% in the last five years; service trade also grew 14% each year on average.

Yuen said, "Over the past ten years, Vietnam has become one of the fastest growing economies in the world. We welcome Vietnamese companies to come to Hong Kong and look for more trade and investment opportunities." Yuen pointed out that as an international financial center and the largest offshore RMB center, Hong Kong has a sound legal system, low tax rates and a simple

tax system to offer. It is also a leader in areas such as intellectual rights protection, and free flow of funds and information. Under the framework of “one country, two systems”, Hong Kong enjoys the advantages of connections with the Mainland and geographical proximity. Last year, about USD 8.9 billion worth of China-Vietnam trade was conducted through Hong Kong, representing 9% of trade between the two countries. Under China’s “Belt and Road” strategy, Hong Kong is able to address the need for finance and professional services of countries along the “belt and road”, and to provide professional support in the cooperation between Chinese and Vietnamese companies.

In fact, ASEAN has already taken over Europe and the U.S. in the past two years, and became Hong Kong’s second largest merchandise trade partner. Yuen believed that as the ASEAN-Hong Kong Free Trade Agreement soon comes into effect, trade and investment growth in the region will be further stimulated.

### **Jonathan Choi: The business sector plays a facilitator’s role**

In his opening remarks, **the Chamber’s Permanent Honorary President Jonathan Choi** pointed out that Hong Kong and Vietnam have always maintained close connection in trade and commerce. As the economies in the region further integrate and develop, Hong Kong and Vietnam can leverage on their own unique

edges and jointly become the facilitators for trade and commerce investment; exchange and cooperation in the East Asian region. The two places can also take the lead to guide companies in the region to look for investment and development opportunities in regional cooperation frameworks such as “Belt and Road” and “Two Corridors and One Circle”, etc. He believed that the signing of the memorandum of understanding on cooperation does not only help further fortify the business cooperation of the two places, but will also be able to explore even bigger and broader room for development in regional economy.

### **Vu Tien Loc: Driving collaboration between Vietnamese and Hong Kong companies will result in win-win situation**

**Vu Tien Loc, Chairman of Vietnam Chamber of Commerce and Industry (VCCI)**, commented that Hong Kong and Vietnam are important trade partners. Thirty years ago, when Vietnam was reforming and opening up, the country had already reached out to the world through the Hong Kong platform. Vu said that further deepening the all-round strategic cooperative relationship between Vietnam and China (including Hong Kong) helps achieve Vietnam’s determination to become the most competitive country in ASEAN. VCCI is willing to act as a bridge between Vietnam and Hong Kong companies, and it envisages strengthening communication with Hong Kong companies to create favorable conditions for cooperation amongst companies of the two places. 



## 中國外交的國際和國家擔當

### Chinese Diplomacy: The International and National Commitments

“十八大”以來，國家主席習近平把握國際形勢，統籌國內國外兩個大局，開創出外交的新局面，當前國家的外交大致可分成兩個層面：國際擔當與國家擔當。

Since the 18th CPC National Congress, President Xi Jinping has leveraged on his thorough understanding about the international situation and created a new landscape for diplomacy. There are two aspects in Chinese diplomacy at present: international commitments and national commitments.

國

際擔當指中國積極維護世界和平發展，推動完善全球治理的努力，外交部駐港特派員公署副特派員佟曉玲指出，箇中重點為“應時”及“順勢”兩方面。“國際金融危機至今已有八年之久，但世界經濟仍未重回正軌。目前世界經濟增長乏力，國際金融市場波動，大宗商品價格震盪，貿易投資低迷，多種深層次、結構性問題亟待解決；與此

同時，地區性熱點問題不斷，地緣衝突、氣候變化、難民危機等都增加了全球的不穩與不確定。當此之時，國際社會期盼出現英雄，對中國抱有高度期待。”

### 涉足國際 應時順勢

佟曉玲又提到，“改革開放以來，內地保持三十多年的雙位數經濟增長，世界各國紛紛搭乘中國發展的順風車，由此讓內地經濟對世界經濟的穩定與拉動作用更為突出。”世銀預測，2018年內地經濟對世界的貢獻率將達26.4%，更高於美國的15.7%。近年內地在全球治理亦見重要參與，於南蘇丹糾紛、阿富汗和談、伊朗核問題、敘利亞反恐等全球性問題都發揮大國作用。展望未來，國家展現更大的國際擔當自然是順勢而為，而最近於杭州舉行的G20峰會，以及總理李克強出席聯合國大會並出訪美國、加拿大、古巴均可見端倪。

### G20 謀發展新路向

佟曉玲引述G20峰會發表的《二十國集團領導人杭州峰會公報》及當中的28份具體成果文件，總結出增長、治理、開放、發展四個要點：

**增長：**推動世界經濟發展的主要引擎進入換檔期，未來有需要開闢新的增長空間與動力，而杭州峰會達成的結果為“創新之路”與“改革之路”，未來將聚焦創新、新工業革命、數字經濟三大行動計劃，通過結構性改革提高世界經濟中長期潛力。

**治理：**國際社會對變革全球治理體系的呼聲越來越高，習近平提出，全球經濟治理應以平等為基礎，以開放為導向，以合作為動力，以共享為目標，共同構建的全球格局應以公正高效的金融、開放透明的貿易投資、綠色低碳的能源、包容聯動的發展為優先。

**開放：**2015年全球貿易增長為負13.6%，僅次於2009年環球金融危機，而各國貿易保護主義抬頭，甚至出現去全球化聲音。杭州峰會推動《二十國集團全球貿易增長戰略》一致同意加強多邊貿易體制，延長不採取新的保護主義措施的承諾至2018年。

**發展：**杭州峰會是G20歷史上發展中國家參與最廣泛的一次峰會。作為最大的發展中國家領袖，習近平促成了與美俄兩國元首的會晤，同時亦分別會晤印度、印尼、韓國、埃及、土耳其、南非等多國領導人，達成深化合作的共識。

### 出訪美洲 多層次交流

佟曉玲亦闡述李克強的訪問美州之旅與背後契機。訪美期間，李克強與美國總統奧巴馬的會面中，確保中美關係係總統大選後平穩過渡；訪加期間，中加雙方亦同意要開創兩國關係的黃金時代，改變過往起伏不定的狀況；古巴之行作為中古建交後的首次到訪，雙方簽署近30項合作協議，而中方將藉自身改革開放的經驗，協助古巴推動改革進程。

### 外交要服務內政

佟曉玲指出，國家擔當指外交的國家屬性，外交是內政的延續，外交要服務內政。為深化內地改革，外交部在國家擔當上有五大任務：

**堅定外界對中國經濟發展信心：**“信心比黃金重要。”習近平在G20峰會的各個場合的講話中，鮮明展示中國的道路自信、理論自信、制度自信、

文化自信，表達自身改革發展對世界經濟的貢獻。

**推動“一帶一路”建設：**在內地經濟下行壓力增加之際，堅持“一帶一路”建設，開展跨國互聯互通，提高貿易及投資合作水平，有利於實現中國與世界經濟的再平衡。香港可透過“一國兩制”的制度優勢，發揮獨特而重要的作用。

**加快推進自貿戰略：**外交部正着力打造立足周邊、輻射全球的自由貿易網絡。中韓與中澳自貿協定相繼簽署，中國—東盟自貿協定升級版談判完成，中新自貿協定升級談判準備工作亦加緊推進，區域全面經濟夥伴關係談判取得重大進展。

**更重視維護國家海外利益：**每年中國公民出境人次已達1.2億，非金融類直接投資亦達1,200億美元，一個龐大的“海外中國”已然形成。因此，中央政府有責任亦有義務維護國家海外利益，外交部去年已處理近6萬宗涉及中國公民權益的領事保護案件，全球領事保護熱綫亦處理來電逾10萬次。

**推進人民幣國際化進程：**人民幣剛於上月正式納入SDR籃子，增強各國對內地經濟前景的信心。而深港通與滬港通的落實俱有助提高國際對人民幣的信任與接受，作為全球最大人民幣離岸中心，香港在人民幣國際化過程中將大有可為。

佟曉玲希望，隨着中國綜合實力和國際影響力不斷增強，未來能為全球經濟治理貢獻中國人理念，為全世界、全人類和平發展而努力，實現“天下為公，世界大同”理念。

“International commitments” mean the efforts actively made by China to safeguard the peaceful development of the world and to promote all-round enhancement in global governance. **Tong Xiaoling, Deputy Commissioner of the Office of the Commissioner of the**

佟曉玲  
Tong Xiaoling



**Ministry of Foreign Affairs in the HKSAR,** pointed out that the foci in this aspect should be “timeliness” and “following the prevalent trend”. Tong commented, “The world economy is yet to get back on track ever since the international financial crisis broke out; the international financial market remains highly volatile, and there is a pressing need to resolve a series of deep-rooted and structural issues. Meanwhile, incessant regional hot issues, geopolitical conflicts, climate change and the refugee crisis are all contributing to global instability and uncertainty. At a moment like this, the international community is longing to see the emergence of a hero. It has high expectations on China.”

### Going with the flow on the global stage

Tong added, “China has maintained double-digit economic growth for more than 30 years ever since it began national reform and opening up. Countries around the world have been benefiting from the stabilizing effect and growth traction brought about by the Mainland’s economy to the global one.” According to the projection of the World Bank, the Chinese economy will be contributing 26.4% to the world in 2018, outnumbering the 15.7% of the U.S. In recent years, the Mainland has also taken a major part in governing the world; it has played an important role in the Iranian nuclear crisis and the anti-terror fight in Syria. Looking ahead, it will only be natural for China to demonstrate even stronger international commitments. Signs of this direction are becoming more evident from the G20 Hangzhou Summit, Premier Li Keqiang’s presence at the General Assembly of the United Nations and his visit to the US, Canada and Cuba.

### New development directions explored at G20

Tong cited the *G20 Leaders’ Communique Hangzhou Summit* and 28 summit documents with solid outcomes and summarized four main points, namely: growth, governance, openness and development.

**Growth:** The global economy needs to explore new horizons and momentum for growth for the future. As projected by the outcomes of the Hangzhou Summit, the future will focus on three main action plans: innovation, the new industrial revolution and the digital economy.

**Governance:** The call for a reformed global governance system from the global community is getting stronger. Xi Jinping suggested that the governance in the

global economy should be built based on the principles of fairness, openness, collaboration and sharing. The jointly constructed global set up should be prioritized with impartial and highly efficient finance; open and transparent trade and investment; eco-friendly and low carbon energy; and inclusive and integrated development.

**Openness:** Global trade growth dropped by 13.6% in 2015, and trade protectionism is on the rise in many countries. In the *G20 Strategy for Global Trade Growth* promoted at the Hangzhou Summit, the goals of strengthening multilateral trade systems and commitment to hold back protectionist measures until 2018 were unanimously agreed.

**Development:** In the history of G20, the Hangzhou Summit is the one that developing countries were most broadly involved. As the leader of the largest developing country, Xi facilitated the meeting of the US and Russian heads of state and met with the leaders of India, Indonesia, Korea, Egypt, Turkey, and South Africa, etc, gaining their consensus in deepened collaboration.

### Visit to the Americas enabled multi-level exchange

Tong also elaborated on Li Keqiang’s visit to the Americas and the opportunities behind the tour. The meeting between Li and US President Barrack Obama ensured stable transition in the Chinese-US relationship after the presidential election. On the other hand, China and Canada have agreed to open up a golden era for their bilateral relationship and bring about a change to the drifting conditions of the past. The visit to Cuba was the first since China and Cuba established diplomatic relations. The two countries signed some 30 cooperative agreements. Leveraging on its own experience, China will be assisting Cuba in driving the country’s reform.

### Diplomacy must serve home affairs

Tong pointed out that national commitments refer to the national attributes in diplomacy, which is an extension of home affairs and should be serving home affairs. To deepen the reform of China, the Ministry of Foreign Affairs has five missions in the scope of national commitments:

**Fortifying external trust on economic development in China:** “Trust is more valuable than gold.” In his speeches made at various occasions at G20, Xi clearly

demonstrated the confidence of China, showing how the country has contributed to the global economy through its own national reform.

**Propelling the construction of “the Belt and Road”:** Faced with stronger downward pressure, the Chinese economy will benefit from the continual construction of “the Belt and Road”, which will also promote the rebalancing of both the Chinese and global economies. Hong Kong will be able to exert its function through “one country, two systems”.

**Accelerating the free trade strategy:** The Ministry of Foreign Affairs is actively working on establishing free trade networks that are based on neighboring countries and radiate across the globe. The China-Korea and China-Australia free trade agreements were signed; and the upgraded negotiations of the China-ASEAN free trade agreement have been concluded. Significant progress has been made in the negotiation for comprehensive economic partnerships in the region.

**Attaching more importance to uphold the country’s interests in foreign countries:** With about 120 million Chinese people travelling outbound every year, a huge “overseas China” has already been formed. The Central Government is responsible to uphold its interests in foreign countries. Over the past year, the Ministry of Foreign Affairs processed close to 60,000 cases that involved consular protection; more than 100,000 calls were handled by the Global Emergency Call Center for Consular Protection and Services.

**Expediting the internationalization of RMB:** Both RMB’s official inclusion in the SDR basket last month and the implementation of Shenzhen-Hong Kong Stock Connect and Shanghai-Hong Kong Stock Connect will help enhance the trust and acceptance of RMB at the global level. Hong Kong will have quite a role to play in the process of RMB’s internationalization.

Tong hopes that as China’s integrated strength and international influence constantly increase, the country is going to contribute ideas of the Chinese people in governing the global economy in the future. China will also work on the peaceful development of the world and the human race to actualize the philosophy of “an equitable world with universal harmony”. 🌐

# 中總換屆 會董選舉順利完成

## New CGCC Leadership Team Formed



**本**會第49屆會董任期於10月底屆滿。在較早前的會員大會上，本會推舉出21名第50屆選舉委員會委員，負責辦理第50屆會董選舉事宜。

在選舉委員會的主持及監督下，選任會董、常務會董及首長選舉先後於10月順利進行。蔡冠深當選會長，八位副會長包括連任的袁武、林樹哲、曾智明、王國強，以及新當選的劉鐵成、王惠貞、李應生及楊華勇。同時，共45名會員獲選為常務會董，118名會員獲選為選任會董。新一屆會董任期已於11月1日展開。

第48、49屆會長楊釗、副會長李德麟、莊學山、盧文端及馬忠禮退任後將榮任永遠榮譽會長，繼續為本會服務。

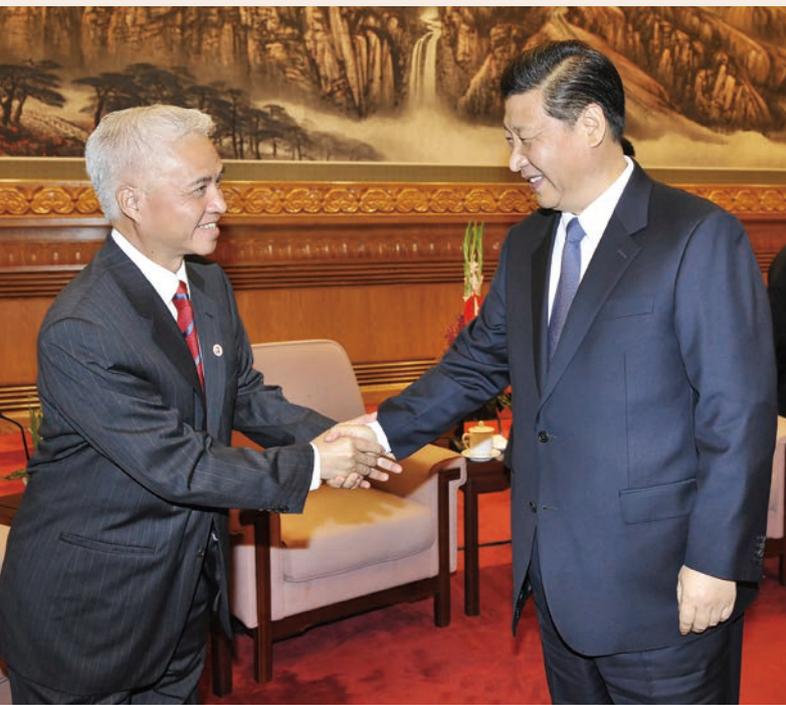
楊釗祝賀蔡冠深膺選新一屆會長，並祝願新一屆首長及會董會為本會會務持續發展、香港社會繁榮穩定作出更大貢獻。退任前，楊釗接受《商薈》訪問，回顧四年來的工作，並暢談擔任會長的感受（內容詳見P.28-32）。🔗

**T**he term of office of the Chamber's 49th Committee Members expired at the end of October. In the general meeting held earlier, 21 members were elected to serve on the Election Committee tasked with the election for the 50th term Committee Members.

Hosted and supervised by the Election Committee, the elections for the Chamber's 50th term Committee Members, Standing Committee Members and Chairmen have smoothly completed in October. **Jonathan Choi** was elected Chairman; **Yuen Mo, Lam Shu-chit, Ricky Tsang** and **Wong Kwok-keung** were re-elected Vice-chairmen while **Brandon Liu, Connie Wong, Tommy Li** and **Johnny Yu** were newly elected Vice-chairmen. Meanwhile, 45 and 118 members were respectively returned as Standing Committee Members and Committee Members. The term of office of the new Committee Members started on 1 November 2016.

The 48th and 49th Chairman **Charles Yeung**, Vice-chairmen **William Lee, Chong Hok-shan, Lo Man-tuen** and **Lawrence Ma** retired and act as Life Honorary Chairman.

Yeung congratulated Jonathan Choi for being elected Chairman. He is confident that the new Chairman, Vice-chairmen and Committee Members will make further contribution to the growth of the Chamber, as well as to the prosperity and stability of Hong Kong. On the eve of his retirement as Chairman, Yeung was interviewed by *CGCC Vision* to recapitulate his four years' work and share his feelings as the leader of CGCC (For details, please refer to P.28-32). 🔗



與時任國家副主席習近平握手。  
Shaking hands with Xi Jinping, the then Vice-president of China.

(2011/11)



出席首屆華僑華人工商大會獲總理李克強接見。  
Prime Minister Li Keqiang meets Yeung in the 1st Overseas Chinese Industrial and Commercial Congress.

(2015/7)

## 楊釗：為國為民服務 積累精神財富 Charles Yeung: Accumulating Spiritual Wealth; Serving Country and People





率中總代表團訪京時與委員長張德江握手。  
Shaking hands with Chairman of the Standing Committee of the National People's Congress Zhang Dejiang during the Chamber's trip to Beijing. (2015/7)



獲全國政協主席俞正聲接見。  
Meeting with Chairman of Chinese People's Political Consultative Conference Yu Zhengsheng. (2013/5)

第48及49屆會長楊釗在任期間，承繼輝煌，力獻新猷，懋績惠澤工商各界。所謂一日修來一日功，在楊釗眼中，帶領中總四載歲月意義不小，內裏盡是智慧圓融。

Charles Yeung, the 48th and 49th Chairman of the Chamber, had rolled out numerous new initiatives for the benefit of the business community during his tenure. As the saying goes, one day's cultivation has one day's merit. In the eyes of Yeung, leading the Chamber over the past four years has great significance and has been filled with wise harmony.

### 感謝支持 難忘政改

“多謝大家！”離任在即，楊釗認為四年會長工作能順利完成，必須感激各方支持。當中包括特區政府、中聯辦、外交部駐港特派員公署、駐港部隊、副會長、常委、會董們及會員，乃至秘書處員工。同時亦要感謝各大商會及商界朋友的支持，才能取得良好的成績。

感恩背後，於今回首，日子雖似彈指而逝，然而思之仍不乏風雨。例如政

改，就是楊釗在任期間其中一個至為難忘的片段。2013年5月，中總在香港六張主要報紙刊登聲明，標題是“尊重法律 依法行事”，反對街頭抗爭，成為首個展開“香港政改討論”的團體。“可以說，我們在反對‘佔中’活動中打響了第一槍。”

2015年7月，也就是政改不通過之後，楊釗率領中總組團訪問北京，獲全國人大委員長張德江接見，這是自政改結束後由張委員長接見的第一團。張委員長在接見之中，對特區政

府兩年多的政改畫上了句號，表達了中央的“五個始終堅持”，希望香港繼續發揮自身優勢，發展經濟，改善民生。楊釗認為，政改雖然未獲通過，但由始至終他一直帶領中總堅定支持政府，總算克盡己任。

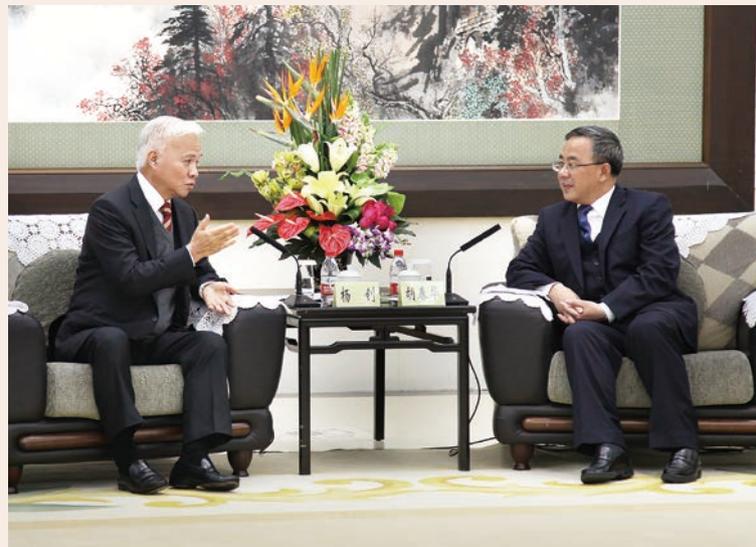
### 心繫國是 不懈耕耘

楊釗說，仰賴各方配合，他這四年間取得的實質工作成果不少，無負中總百年的根深葉茂。例如在本港方面，每年年初中總均聯同幾大商會，分別合辦行政長官《施政報告》及《財政預算案》的午餐講座，為工商界營造與政府交流的機會，形成一股支持特區政府依法施政的商界力量。此外，每年1月舉辦“中總論壇”，邀請財政司司長作為午宴演講嘉賓。在2013年及2015年，分別與多個團體合辦《中國情·中國夢》及“香港各界紀念抗戰勝利七十周年”大型展覽，使讓青年一代認識國家，牢記歷史。

中總與內地關係密切，故楊釗任內亦致力與之聯繫。例如每年3月舉辦“解讀兩會論壇”，邀請內地專家學者



率中總代表團訪滬時獲上海市市委書記韓正接見。  
Receiving by Secretary of the CPC Shanghai Municipal Committee Han Zheng during the Chamber's trip to Shanghai. (2014/4)



與廣東省省委書記胡春華會面。  
Meeting with Secretary of the CPC Guangdong Municipal Committee Hu Chunhua. (2014/12)

演講，向香港工商各界分析兩會的報告。他亦多次率團訪問北京、上海及廣東省等，獲政協主席俞正聲以及政治局委員韓正、胡春華接見。自1957年春季創辦以來，中總六十年來沒間斷參加廣交會，楊釗亦秉承傳統率團赴會。去年8月，他更成功邀請澳門中總加入“兩岸四地經貿論壇”，推動四地的經貿交流合作。

放眼海外，楊釗任內中總亦不停朝着國際化目標邁進。例如繼續成為“世界華商大會”三位召集人之一，為全球華商提供交流平台。為加強與東盟國家聯繫，前年、去年及今年中總分別在吉隆坡、新加坡及胡志明市舉辦午餐演講會。

### 喜慶慈善 碩果累累

每年的喜慶活動，例如中總新春酒會、與工商界合辦的“香港工商界慶祝國慶酒會”以至115週年慶祝酒會等，均邀請到重要嘉賓主禮。至於慈善活動方面，例如一系列“愛心行動”以及響應扶貧委員會的“築福香港”活動，也邀請到委員會主席、政務司司長林鄭月娥主禮。楊釗在任期間，共舉辦40多場愛心活動，招待逾2萬名弱勢市民，並為各項慈善、公益、賑災等活動，合共捐助超過4,000萬元。而且，在其帶領之下，中總大力

支持公益金百萬行，於2014至2016年連續三年取得港島、九龍區百萬行最高籌款機構冠軍。

中總向來重視工商人才培訓，楊釗指其任內，中總共舉辦了31期研討班，為內地培訓幹部和企業管理人員達897人。對於這位於年輕時把握機會力創一片天的企業家來說，教育是他極為重視的一環。多年來，中總資助大學生教育的金額已超過3,700萬元，受惠學生近5,000人。連續八年

獨家贊助“少年太空人體驗營”活動中，每年有30名少年受惠，至今已有240名中學生參加，撥款共計830萬元。

### 驪歌雖奏 收穫豐厚

前瞻未來，楊釗認為對接國家戰略，包括“十三五”規劃、“一帶一路”、服務貿易自由化以及廣東自貿區建設等方面，適時開拓，會是中總未來可以發揮所長的方向。



向行政長官梁振英致送揮春，答謝他出席2013年《施政報告》午餐會演講。  
Yeung presents a spring scroll to Chief Executive CY Leung as a token of appreciation for his speech at the luncheon on Policy Address. (2013/1)



出席120屆廣交會時與廣東省省長朱小丹（左三）合影。  
Pose with Governor of Guangdong Zhu Xiaodan (third from left) in the 120th Canton Fair.

(2016/10)

多次北上訪問，屢獲重要領導接見，楊釗對於中總工作備受國家肯定感到喜悅。“中央政治局常委七名領導之中，習近平、李克強、張德江及俞正聲都曾經分別接見過我，其次，特首梁振英也向我頒發金紫荊星章，以上一切，對我來說，是人生的無上榮耀。”他自言，事業取得了一定的成績，就要回饋社會。中總會長一職，正好使他有機會服務香港市民，服務國家。充實的四載歲月，使楊釗實踐

了為國家為香港貢獻一己力量的宏願。故他總結說：“這就是我物質財富之外的精神財富。”

Grateful for support; constitutional reform unforgettable

“Thank you all!” Charles Yeung, the Chamber’s outgoing Chairman, said that he had to thank all parties for their support, which enables him to succeed in his

four-year tenure. They include the HKSAR Government, Liaison Office of the Central People’s Government, Office of the Commissioner of the Ministry of Foreign Affairs in the HKSAR, People’s Liberation Army Hong Kong Garrison, as well as the Chamber’s Vice-chairmen, Standing committee members, Committee members, members and Secretariat staff.

Constitutional reform has been one of the most memorable episodes during Yeung’s tenure. In May 2013, the Chamber published a statement in the newspapers,



“CEPA 10年論壇”嘉賓及論壇講者合照，其中主禮嘉賓包括政務司司長林鄭月娥（前排右九）、國家商務部副部長高燕（前排右八）、廣東省副省長招玉芳（前排左七）及中聯辦副主任殷曉靜（前排右七）。

Guests and speakers of “CEPA in a Decade” pose on the stage. Officiating guests include Chief Secretary for Administration Carrie Lam (ninth from right, front row), Vice-Minister of Commerce of PRC Gao Yan (eighth from right, front row), Vice-Governor of Guangdong Province Zhao Yufang (seventh from left, front row) and Deputy Director of Liaison Office of Central Government in HKSAR Yin Xiaojing (seventh from right, front row).

(2013/8)



在“家家同樂賀端陽”活動中，與政務司司長林鄭月娥（中）一起向基層家庭分享人生經驗。  
Together with Chief Secretary for Administration Carrie Lam (middle), Yeung shares experiences with the grassroots families in “Family Joy on Dragon Boat Festival”.

(2014/6)

firing the first shot in opposition to the Occupy Central movement. In July 2015, after the constitutional reform package was rejected, Yeung led a delegation to Beijing, where they met with Zhang Dejiang, Chairman of the Standing Committee of the National People's Congress of China. Yeung believes that although the constitutional reform package was voted down, he had, on the whole, made his best efforts by unremittingly leading the Chamber to give firm support to the Government.

### Dedicated to state affairs with unremitting efforts

Yeung said that substantive results had been achieved during his four-year tenure, e.g. staging lunch seminars on the Policy Address and Budget with several major chambers of commerce, and holding the CGCC Forum in January every year. In 2013 and 2015, the Chamber jointly organized several large-scale exhibitions with a number of organizations, including “China Love • China Dream” and “Hong Kong Commemorates the 70th Anniversary of Victory in Anti-Japanese War”.

As for the Mainland, the Chamber held the “Insights into China’s Two Sessions” forum in March every year and Yeung also led a number of delegations to Beijing, Shanghai and Guangdong. Over the past 60 years, the Chamber has participated in every

Canton Fair and, upholding the tradition, Yeung led delegations to attend the Fair. Last August, he successfully invited the Macao Chamber of Commerce to join the “Forum on Economic Ties among the Mainland, Taiwan, Hong Kong and Macau” to promote economic and trade exchanges and cooperation among the four places.

With regard to overseas, Yeung led the Chamber to continue being one of the three convenor organizations of the World Chinese Entrepreneurs Convention. In addition, the Chamber held lunch seminars in Kuala Lumpur, Singapore and Ho Chi Minh City in 2014, 2015 and 2016, respectively.

### Fruitful festive and charitable activities

The Chamber invited VIPs as officiating guests of its annual festive activities. As for charitable activities, there was, for example, a series of events of the “We Care • We Share” Campaign; also in response to the Commission on Poverty’s “Bless Hong Kong Campaign”, the Chamber invited Chief Secretary for Administration Carrie Lam as the officiating guest. During Yeung’s tenure, the Chamber held more than 40 events under the “We Care • We Share” Campaign. Yeung also steered the Chamber to support the Community Chest’s “Walk for Millions” event. The

Chamber was the top fundraising organization for the “Hong Kong and Kowloon Walk for Millions” for three consecutive years in 2014, 2015 and 2016.

During Yeung’s tenure, the Chamber held a total of 31 workshops to train a total of 897 cadres and business managers for the Mainland. Over the years, the Chamber had spent more than HK\$37 million to sponsor university education, benefitting nearly 5,000 students. At the same time, the Chamber was the exclusive sponsor of the “Young Astronaut Training Camp” for eight consecutive years.

### A fruitful and rewarding tenure

Looking ahead, Yeung believes that aligning with the country’s initiatives, including the “13th Five-Year Plan”, “the Belt and Road”, liberalization of trade in services and Guangdong Free Trade Zone, can be the Chamber’s direction in the future.

Yeung is very pleased with the recognition given by the country for his efforts as he was invited to meet with key leaders during his many visits to the Mainland and was also awarded a GBS medal by Chief Executive CY Leung. Being the Chairman of the Chamber gave Yeung an opportunity to serve the Hong Kong people. His fulfilling four-year tenure also enabled him to realize his ambition of doing his part to contribute to the country and Hong Kong. 🇭🇰

# 中總第50屆會董履新

## The 50th Committee Members Assume Office

**第**50屆會董已於11月1日履新，就職典禮將於12月2日假香港會議展覽中心舉行。新一屆會董會將秉承前輩先賢愛國愛港的優良傳統，齊心合力，協助會員及企業應對挑戰，拓展商機，為香港及國家經濟繁榮發展再作應有的貢獻。

**T**he 50th term Committee Members assumed office on 1 November 2016 and the inaugural ceremony will be held on 2 December 2016 at the Hong Kong Convention and Exhibition Centre. Uphold CGCC's fine tradition of loving the nation and Hong Kong, the new Committee shall work together to help CGCC members and enterprises address challenges, capture opportunities and make further contribution to the economic prosperity of Hong Kong and the country.

### 會長 Chairman

蔡冠深博士 金紫荊星章 銅紫荊星章 太平紳士  
Dr Jonathan Choi GBS, BBS, JP



蔡冠深籍貫廣東中山，於1997年加入本會，歷任選任會董、副會長及第46、47屆會長。蔡冠深現任新華集團主席，業務涵蓋海產食品、房地產、基建、金融財務、高新科技及傳媒文化等。

蔡冠深現任全國政協教科文衛體委員會副主任、全國政協第12屆委員。他熱心服務本港，現時擔任香港特區經濟發展委員會委員和香港貿發局理事會理事。他亦積極推動香港和內地與外地交流，現任亞太經合組織商貿諮詢理事會中國香港代表、2016年二十國集團工商界活動(B20)中小企業發展工作組聯合主席、香港越南商會會長、香港·韓國商會創會會長及香港-東盟經濟合作基金會理事會主席。

此外，他曾獲多家大學頒授榮譽博士學位、香港理工大學院士、廣州市榮譽市民及瀋陽市榮譽市民等榮譽。

Jonathan Choi, with his ancestral home in Zhongshan, Guangdong, joined the Chamber in 1997. He has been the Chamber's Committee Member, Vice-chairman, 46th and 47th Chairman.

Choi is Chairman of the Sunwah Group, a conglomerate with principal businesses of seafood and foodstuff, real estate, financial services, infrastructure, technology and media.

Choi is Deputy Director of the CPPCC Committee of Education, Science, Culture, Health and Sports and Member of the 12th CPPCC National Committee. Choi is keen on serving Hong Kong, he is Council Member of the Economic Development Commission of HKSAR and Hong Kong Trade Development Council. Choi is equally active in fostering the interactions of the Mainland and Hong Kong with the overseas regions. He is Hong Kong, China's Representative of Asia-Pacific Economic Cooperation (APEC) Business Advisory Council, Co-chairman of SME Development Taskforce of B20 2016 Host Committee, Chairman of Hong Kong - Vietnam Chamber of Commerce, Founding Chairman of Hong Kong - Korea Business Council and Council Chairman of Hong Kong - ASEAN Economic Co-operation Foundation.

Choi has been given different honors including Honorary Doctorate Degree from various universities, Fellow of the PolyU, Honorary Citizen of Guangzhou and Shenyang.

## 副會長 Vice-chairman

袁武先生 金紫荊星章 太平紳士  
Mr Yuen Mo GBS, JP



袁武籍貫廣東東莞，於1991年加入本會，歷任常務會董及副會長。

袁武現任招商局集團有限公司顧問，該集團業務包括航運物流、交通基建、工業投資、經濟開發區開發、房地產及金融。袁武致力促進內地與香港交流，曾任港區全國人大代表——召集人。他現時擔任香港中國企業協會司庫。

Yuen Mo, with his ancestral home in Dongguan, Guangdong, joined the Chamber in 1991. He has been the Chamber's Standing Committee Member and Vice-chairman.

Yuen is Consultant of China Merchants Group Ltd, an enterprise with businesses including shipping, infrastructure, industrial investment, economic zone development, property and finance.

Yuen is keen on fostering the interaction between the Mainland and Hong Kong. He has been Deputy to the 11th NPC (Convenor of Hong Kong Deputies). He is currently Treasurer of the Hong Kong Chinese Enterprises Association.

## 副會長 Vice-chairman

林樹哲先生 金紫荊星章 銀紫荊星章  
Mr Lam Shu-chit GBS, SBS



林樹哲籍貫福建南安，於2006年加入本會，曾任常務會董及副會長。

林樹哲現為南益織造有限公司董事長，並兼任南益實業（集團）有限公司董事長，業務為毛衣物和成衣的製造、出口及加工。

林樹哲現為全國政協第12屆常委。他也是中華海外聯誼會副會長、香港福建社團聯會榮譽主席及全國僑聯常委，致力服務僑胞。此外，林樹哲擔任香港友好協進會副會長、港區省級政協委員聯誼會創會會長等職務。

Lam Shu-chit, with his ancestral home in Nanan, Fujian, joined the Chamber in 2006. He has been Standing Committee Member and Vice-chairman of the Chamber.

Lam is Chairman of South Asia Knitting Factory and Chairman of South Asia Textiles (Holdings) Ltd. The companies engage in the manufacturing, export and processing of knitwear and garments.

Lam is Standing Committee Member of the 12th CPPCC National Committee. He is keen on serving overseas Chinese, holding different positions such as Vice-chairman of the China Overseas Friendship Association, Honorary Chairman of the Hong Kong Federation of Fujian Associations, and Standing Committee Member of the All-China Federation of Returned Overseas Chinese. Lam is also Vice-chairman of the Friends of Hong Kong Association and Founding Chairman of the Hong Kong CPPCC (Provincial) Members Association.

## 副會長 Vice-chairman

曾智明先生  
Mr Ricky Tsang

曾智明籍貫廣東梅州，於1992年加入本會，歷任選任會董、常務會董及副會長。

曾智明現為金利來集團有限公司副主席及行政總裁，該集團業務包括服裝服飾銷售，以及物業投資與發展。

曾智明現為全國政協第12屆委員及廣州市政協第12屆委員。他活躍於香港與內地工商界，在多個機構擔任職務，包括廣東省工商業聯合會（總商會）副主席、廣州市工商業聯合會副主席、廣州外商投資企業商會會長、香港客屬總會執行主席。此外，他亦為廣東省歸國華僑聯合會副主席、廣州市青年聯合會副主席及百仁基金副主席。

曾智明曾獲頒香港青年工業家獎（2008），亦為廣州和梅州市榮譽市民。

Ricky Tsang, with his ancestral home in Meizhou, Guangdong, joined the Chamber in 1992. He has been Committee Member, Standing Committee Member and Vice-chairman of the Chamber.

Tsang is Deputy Chairman & CEO of Goldlion Holdings Ltd, a company engaging in the sale of apparel and accessories as well as property investment and development.

Tsang is Member of the 12th CPPCC National Committee and Member of the 12th CPPCC Guangzhou Municipal Committee. Active in the business communities of Hong Kong and the Mainland, he holds various positions including Vice-chairman of the Guangdong Federation of Industry & Commerce, Vice-chairman of the Guangzhou Federation of Industry & Commerce, Chairman of the Chamber of Commerce of Guangzhou Foreign Investment Enterprises, and Executive Chairman of Hong Kong Hakka Associations. Tsang is also Vice-chairman of the Guangdong Province Federation of Returned Overseas Chinese, Vice-chairman of the Guangzhou Youth Federation, and Vice-president of the Centum Charitas Foundation.

Tsang has received the Hong Kong Young Industrialist Award (2008) and is an Honorary Citizen of Guangzhou and Meizhou, China.

## 副會長 Vice-chairman

王國強博士 金紫荊星章 銀紫荊星章 太平紳士  
Dr Wong Kwok-keung GBS, SBS, JP

王國強籍貫廣東東莞，於2003年加入本會，歷任選任會董、常務會董及副會長。

王國強現為金城營造集團主席兼行政總裁，該集團業務包括供電系統、電力、建築、土木、機械及照明工程。

王國強現為全國政協文史及學習委員會副主任、第12屆全國政協委員，亦為中華海外聯誼會常務理事。王國強熱心貢獻國家，亦積極參與本港事務，現為香港廣東社團總會榮譽主席兼首席會長及香港專業人士協會創會首席會長。

王國強為東莞市榮譽市民。他曾獲多家本地及海外大學頒贈榮譽，也是香港工程師學會“工程師名人堂”得獎人。

Wong Kwok-keung, with his ancestral home in Dongguan, Guangdong, joined the Chamber in 2003. He has served as Committee Member, Standing Committee and Vice-chairman in the Chamber.

Wong is Group Chairman & CEO of the Kum Shing Group, the business of which covers power system, electrical, building, civil engineering, mechanical and lighting works.

Wong is Deputy Director of the Committee for Learning and Cultural Historical Data of CPPCC National Committee, Member of the 12th CPPCC National Committee, and Executive Director of the China Overseas Friendship Association. Besides contributing to the Mainland's development, Wong takes an active part in Hong Kong affairs by serving as Honorable Chairman & Principal President of the Federation of Hong Kong Guangdong Community Organizations and Founding Principal President of the Association of Hong Kong Professionals.

Wong is an Honorary Citizen of Dongguan, China. He has been awarded various honors by a number of local and overseas universities. He has also been recognized as Awardee of Hall of Fame by the Hong Kong Institution of Engineers.

## 副會長 Vice-chairman

劉鐵成先生 太平紳士  
Mr Brandon Liu JP



劉鐵成籍貫上海，於1997年加入本會，歷任選任會董及常務會董。

劉鐵成現為東方石油有限公司董事總經理，該集團業務包括石油貿易、石油化工產品製造及分銷、船舶及倉庫的投資及管理。

劉鐵成現為太平洋經濟合作理事會中國太平洋經濟合作全國委員會工商委員會顧問委員、香港工業總會（能源及電力）主席以及全港各區工商聯名譽會長。在專業領域以外，他也熱心教育事務，現為香港浸會大學基金會榮譽主席、上海交通大學校董、大連海事大學客座教授以及上海交通大學愛菊助學基金創辦人。

Brandon Liu, with his ancestral home in Shanghai, joined the Chamber in 1997. He has served as Committee Member and Standing Committee in the Chamber.

Liu is Managing Director of Feoso Oil Ltd, an enterprise of which engages oil trading, manufacturing and distribution of petrochemicals, investment and management of shipbuilding and warehouses.

Liu is Advisory Board Member of Business Forum of China National Committee for Pacific Economic Corp of Pacific Economic Cooperation Council, Chairman (Energy & Power) of Federation of Hong Kong Industries and Honorary President of Hong Kong Commerce and Industry Association. Apart from professional area, he has a keen interest in education by serving as Honorary President of Hong Kong Baptist University Foundation, Governor of Shanghai Jiao Tong University, Visiting Professor of Dalian Maritime University and Founder of Shanghai Jiao Tong University Aiju Student Aid Fund.

## 副會長 Vice-chairman

王惠貞女士 銀紫荊星章 太平紳士  
Ms Connie Wong SBS, JP



王惠貞籍貫廣東潮陽，於2008年加入本會，歷任選任會董及常務會董。

王惠貞現為王新興有限公司董事總經理，該集團業務包括製造及出口各款成衣、酒店、物業租賃。

王惠貞現為全國政協第12屆委員及廣西政協第11屆常委，亦為中華全國婦女聯合會常務委員。王惠貞熱心於本地及社團事務，現為獎券基金諮詢委員會委員及法律援助服務局委員，亦為九龍社團聯會理事長、香港廣西社團總會永遠會長及港區省級政協委員聯誼會政制及內地事務委員會主任。

Connie Wong, with her ancestral home in Chaoyang, Guangdong, joined the Chamber in 2008. She has served as Committee Member and Standing Committee in the Chamber.

Wong is Managing Director of Wong Sun Hing Ltd, the business of which covers manufacturing and export of clothing, hotels and properties rental.

Wong is Member of the 12th CPPCC National Committee and Standing Committee Member of the 11th CPPCC Guangxi Zhuang Autonomous Regional Committee and Standing Committee Member of the All-China Women's Federation. Wong is keen on participating in local and communities' affairs. She is Committee Member of Lotteries Fund Advisory Committee and Legal Aid Service Council. She is also the President of Kowloon Federation of Associations, Permanent Chairman of Federation of HK Guangxi Community Organizations and Officer of Constitutional and Mainland Affairs Committee of HKCPPCC (Provincial) Members Association.

## 副會長 Vice-chairman

李應生先生 銅紫荊星章 榮譽勳章 太平紳士  
Mr Tommy Li BBS, MH, JP



李應生籍貫廣東南海，於1991年加入本會，歷任團體會董、選任會董及常務會董。

李應生現為百成堂集團主席，該集團業務包括出入口、批發零售中成藥、中藥滋補產品及燕窩等。

李應生現為雲南政協第11屆委員暨港區召集人。他致力服務於業界相關組織，現為中醫中藥發展委員會委員、創新科技署中藥研究及發展委員會委員及香港中藥業協會創會會長。此外，李應生熱心於本地旅遊與青年事務，他亦為香港旅遊發展局新旅遊產品發展計劃評審委員會主席、優質旅遊服務協會顧問、香港島校長聯會名譽會長及中區少年警訊名譽會長會名譽顧問暨名譽會長。

李應生為香港浸會大學榮譽大學院士，並曾獲頒聖約翰官佐勳銜。

Tommy Li, with his ancestral home in Nanhai, Guangdong, joined the Chamber in 1991. He has served as Association Committee Member, Committee Member and Standing Committee in the Chamber.

Li is Chairman of Pak Shing Tong Group, an enterprise with businesses including import & export and wholesale & retail of Chinese patent medicine, supplements and bird's nest.

Li is Member & Convenor for the Hong Kong Members of the 11th CPPCC Yunnan Provincial Committee. Li is committed to serve in his related industry organizations, he is Member of Chinese Medicine Development Committee and Committee on Research and Development of Chinese Medicines of ITC and Founding President of Hong Kong Chinese Medicine Industry Association. Besides, Li has a keen interest on local tourism and youth development. He is Chairman of New Tour Product Development Scheme of Hong Kong Tourism Board, Adviser of Quality Tourism Services Association, Honorary Chairman of Hong Kong Island School Heads Association and Honorary Advisor & Honorary President of Central District JPC Honorary President's Council.

Li is Honorary University Fellowship of Hong Kong Baptist University. He has been awarded St John Officer Brother as well.

## 副會長 Vice-chairman

楊華勇先生 太平紳士  
Mr Johnny YU JP



楊華勇籍貫福建晉江，於2000年加入本會，歷任選任會董及常務會董。

楊華勇現為香江國際有限公司執行董事，該集團業務包括製造及出口成衣、茶業及地產投資。

楊華勇現為湖北省政協第11屆委員、百仁基金副會長及香港中華廠商聯合會常務會董。此外，楊華勇活躍於青年工商界，他現任香港菁英會榮譽主席、香港湖北聯誼會青年委員會主席及香港青年協進會副會長。

Johnny Yu, with his ancestral home in Jinjiang, Fujian, joined the Chamber in 2000. He has served as Committee Member and Standing Committee in the Chamber.

Yu is Executive Director of HKI Co Ltd, an enterprise with businesses including manufacturing and export of clothing, tea businesses and property investments.

Yu is Member of the 11th CPPCC Hubei Provincial Committee, Vice-president of the Centum Charities Foundation and Executive Committee Member of the Chinese Manufacturers' Association of Hong Kong. Besides, Yu takes an active part in industrial and business sector of youth. He is Honorary President of the Y Elites Association, President of Youth Committee of Hong Kong Hubei Fraternity and Vice-president of Hong Kong Youths Unified Association.

## 常務會董 Standing Committee Member

方文雄	David Fong	余國春	Yu Kwok-chun	廖長江	Martin Liao
林廣明	Lin Guangming	陳南祿	Philip Chen	黃士心	Wong See-sum
余鵬春	Yu Pang-chun	朱蓮芬	Chu Lien-fan	劉宇新	Lau Yue-sun
胡曉明	Herman Hu	周娟娟	Chow Kuen-kuen	李引泉	Li Yinquan
許智明	Hui Chi-ming	黃英豪	Kennedy Wong	梁偉浩	Leung Wai-ho
羅富昌	Lo Foo-cheung	鄧楊詠曼	Dan Yang Wing-man	梁海明	Raymond LEUNG
葉成慶	Simon Ip	顏寶鈴	Pauline Ngan	梁鳳儀	Anita Leung
謝湧海	Tse Yung-hoi	施展熊	Sze Chin-hung	伍威全	Wilson Wu
高敏堅	Mickey Ko	何志佳	Nelson Ho	梁亮勝	Leung Leung-shing
劉志強	Lau Chi-keung	包靜國	Peter Pao	范仁鶴	Philip Fan
司徒源傑	Szeto Yuen-kit	陳智文	Stephen Tan	陳仲尼	Rock Chen
吳惠權	Ricky Ng	鍾偉平	Chung Wai-ping	李國雄	Li Kwok-hung
李文俊	Raymond Lee	于善基	Joseph Yu	蔡關穎琴	Janice Choi
邱建新	Qiu Jianxin	李德剛	Alfred Lee	范佐華	Vincent Fan
陳光明	Johnny Chan				

莊成鑫 (香港中華出入口商會) Chong Shing-hum (The Hong Kong Chinese Importers' and Exporters' Association)

張夏令 (香港中國企業協會) Zhang Xialing (The Hong Kong Chinese Enterprises Association)

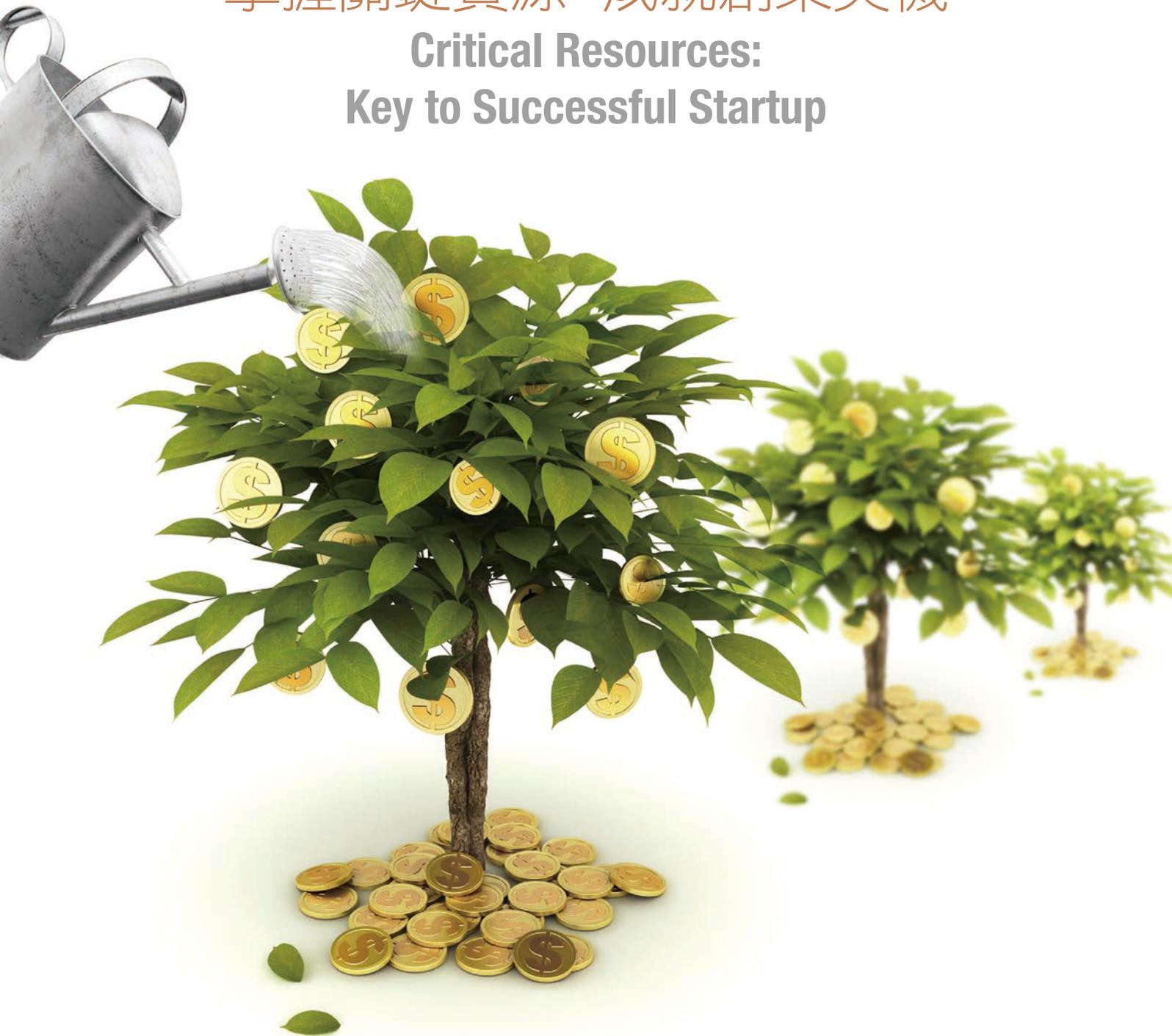
## 選任會董 Committee Member

鄭家純	Henry Cheng	何超瓊	Pansy Ho	林建岳	Peter Lam
張學武	Zhang Xuewu	李慧琼	Starry Lee	高美懿	Margaret Ko
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張賽娥	Cheung Choi-ngor	雷添良	Tim Lui	藍 屹	Lan Yi
李子良	Li Tze-leung	方紅光	Fang Hongguang	王 偉	Wang Wei
壽福鋼	Shou Fugang	周莉莉	Lily Chow	劉坤銘	Roger Lau
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龍子明	George Lung	朱永強	Chu Wing-keung	簡松年	Tony Kan
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黃楚恒	Stanely Wong	劉永強	Lau Wing-keung	貝鈞奇	Pui Kwan-kay
鍾立強	Raymond Chung	陳 耘	Cora Chan	林宣亮	Alfred Lin
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王啟達	Dickson Wong	彭楚夫	Pang Chor-fu	傅承蔭	William Fu
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楊俊傑	Yeung Chun-kit	林增榮	Alexander Lam	王振宇	Benjamin Wong

陳東岳	Tony Chan	林雲峯	Bernard Lim	黃偉深	Wilfred Wong
張慶華	Cheung Hing-wah	胡劍江	Michael Woo	李國強	Edward Lee
林家禮	George Lam	陳立德	Chan Lap-tak	霍啟文	Fok Kai-man
黃進達	Jason Wong	梁香盈	Sabrina Leung	林智彬	Lawrence Lam
古賢倫	Antonio Koo	馬塘宜	Lawrence Ma	許寶月	Hui Po-yuet
黃達堂	Wong Tat-tong	周雯玲	Irene Chow	黃天祥	Wong Tin-cheung
李惟宏	Robert Lee	郭 庶	Kuo Shu	林鎮洪	Lam Chun-hung
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葉振都	Adrian Yip	莊家豐	Edwin Chong	蔡雋思	Johnson Choi
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何文煊	Ho Man-huen	樊敏華	Kevin Fan	楊凱榮	Kevin Yeung
甘志成	Kam Chi-sing	李賢勝	Lesile Lee	謝禮明	Roger Tse
張嘉裕	Cheung Ka-yue	陳建年	Kenneth Chan	張洪鈞	Cheung Hung-kwan
林菁菁	Lam Jingjing				

# 掌握關鍵資源 成就創業契機

## Critical Resources: Key to Successful Startup



創業家即使充滿創意，若缺乏資金和人脈，機會也會白白流失。但有天使基金負責人表示，創業家只要擁有“關鍵資源”，資金和人脈等問題自可迎刃而解。

Head of Angel Investment Foundation says that with “critical resources” in hand, business starters can easily address capital and social network issues.



沈偉銓 Ivan Shum

## 甚麼是“關鍵資源”？天使投資基金會聯合創辦人沈偉銓說：

“那可能是一些技術、一些數據，這些東西因欠缺下游配套，故難以商業化。”他憶述一次跟年輕人交流的經驗：“一個年輕人想辦一家網店，以一個區的社群為銷售目標，希望打造‘甚麼甚麼’。我跟他直言這個計劃不太吸引，因為你想打造‘甚麼’跟我沒有關係。”他指出，創業家在尋找天使投資者時，重點是要告訴投資者擁有哪些獨特的關鍵資源。“比方說要打造大埔區社群生活需要的網店，你要告訴我市場是否真的有這個需要？是否實體市場出現問題，缺少網店便買不到東西？或是落區十分困難？這些問題的答案我不知道，所以需要由你來告訴我。”

### 了解市場 回應投資者疑問

“你必須知道哪個區、哪幢大廈、甚麼人需要甚麼東西，哪些商家願意放他們的貨物上架，有多少成本、利潤？創業家可利用自己的時間搜集這些資料，因為這階段並不需要投資，並可趁此建立資料庫和人脈。這些資訊日後便成為他們的關鍵資源。”沈偉銓稱，只要創業家擁有關鍵資源，即使缺乏資金、技術和有經驗的營運管理團隊也沒關係，因為基金一概可以提供。“基金能找到不同類型的投資者，我們看重的是有否擁有關鍵資源。”

每個孵化項目視乎行業，其關鍵資源亦不盡相同。沈偉銓指出，天使投資基金會已投資約20個孵化項目，業務林林種種，如仲裁、包裝食品網絡、跨境電商、醫療檢測等不同範疇。“他們的共通點就是擁有關鍵資源卻發揮不到，而我們的責任正是將其商業化，使其可以發揮出來。這就是我們最想做的。”沈偉銓接觸較多是創新科技類別的創業者。“因科技項目的入場門檻相對較低。一個團隊如掌握高端的開發技術，整個過程可以只是幾個人的事，門檻遠比開一家大型餐館、工廠低。”

### 非一般的天使基金

沈偉銓以前是風險投資基金經理，對種子基金的A輪、B輪投資審批饒有經驗，兩年前自立門戶，與其他投資者共同創辦天使投資基金會。“我們希望投資一些更早期、在A輪之前的項目，協助創業者規劃、塑造更好的項目。”自2014年起，創業潮流席捲本港，在創科局成立前後，眾多初創項目如雨後春筍般湧現，這類協助創業的資源越來越多。但沈偉銓發現，市場上很少投資者花心機思考如何重新整合及規劃各個項目，並再作投資。“傳統的天使投資要求創業者有一個完整的團隊，計劃經過周全考慮並確信可行，投資者才會提供資金與輔導，以助發展。我們基金會卻嘗試將不同項目的關鍵因素重新創造，幫助他們進行業務規劃，改善投資項目。”

目前，天使投資基金會提供一些資助計劃和免息創業貸款計劃，用以支援雄心壯志的創業者，將心中的創業意念付諸實行。“我們最希望孵化項目能專注在自身的資源、優勢和專業上工作，其他則由我們處理。基金會提供資金，更提供各種支援。這種投資和管理同時參與的模式，與一般天使投資有所不同，這點亦是創業者喜歡我們的原因。”

沈偉銓認為，坊間很多創業失敗的例子，在於創業者既要專注項目本身，



亦要兼顧其他事務，如與股東溝通、市場研究、品牌宣傳、人員管理等。“他們管理這些事務已花費大量精力，本身的項目反而着力不多，結果拖慢了公司的發展步伐。”

### 善用資源 靈活發展

天使投資的失敗個案在市場上並不罕見，沈偉銓的應對方法是為投資項目設定一定靈活性。“我們投資的孵化項目有機會塑造成其他相關項目，而引入的客戶群、資源等亦有機會塑造成另一種產品，因此基金會投資發展的項目即使最後失敗或造成部分損



失，改變策略後仍可有發展其他產品。”沈偉銓強調，孵化項目的成長需要時間，但若成功，讓新意念發光發熱，對公司股東以至社會都裨益匪淺。

**W**hat are “critical resources”? Angel Investment Foundation co-founder Ivan Shum explained, “They can be technologies or data. Something that lacks the downstream support required for commercialization.” He points out that when business starters approach angel investors, the most important thing is to demonstrate what

unique critical resources they possess. “For example, if you want to set up an online store that caters to everyday needs of the Tai Po community, you have to tell me is there really such a market demand? Are there problems in the brick and mortar market and consumers can’t get what they want unless there are online stores? Or is it very difficult to get around in the community? I don’t have the answers to these questions. That’s why you have to tell me.”

#### Understanding the market and answering investors’ questions

Shum further points out, “Business starters can acquire this information in their own time because they don’t need any investment at this stage. They can also

build databases and social networks in the process. This information will become their critical resource in the future.” He says as long as there are critical resources, business starters can proceed even if they don’t have capital, technology or an experienced business management team. The Foundation can provide everything. “The Foundation can identify different types of investors. What’s important is whether there are critical resources.”

Shum says Angel Investment Foundation has invested in about 20 incubation projects of various sectors to date. “These starters have one thing in common. They all have critical resources but fail to materialize their business ideas. Our job

is to commercialize their ideas and bring them into play. That's what we want to do." Most business starters approaching Shum belong to the creative technology sector. He says, "Admission threshold for technology projects is relatively low. The whole process can involve just a few people, which is a much lower threshold than that for setting up a large restaurant or factory."

### The unique angel investment foundation

A former venture capital fund manager, Shum is highly experienced in reviewing round A and round B seed fund investments. He set up his own business two years ago and co-founded Angel Investment Foundation with other investors. "We wish to invest in early-stage, pre-round A projects so we can help business starters plan and engineer their projects more successfully." Since 2014, Hong Kong has seen a big startup wave. Indeed, new startup projects emerged in great numbers just before and after the establishment of the Innovation and Technology Bureau

(ITB), and more and more resources are now available to support business starters. However, Shum noticed that very few investors in the market would make effort to restructure and plan every project and engage in reinvestment. "Traditional angel investors expect business starters to have a complete team, and the proposals must be carefully thought out and confirmed to be viable. Our foundation does it differently. We try to recreate the critical factors of different projects to help proponents with business planning so they can improve their projects."

Angel Investment Foundation currently offers funding schemes and interest free startup loan schemes. Shum says, "What we want most is to let incubation projects stay focused on their own resources, advantages and professional work. We'll handle all the rest. The Foundation can provide capital and other supports. This engagement in both investment and management is different from the ordinary angel investor approach. And that's the reason why business starters like us."

Shum feels that many startups fail because the entrepreneurs have to deal with other matters while trying to concentrate on the project itself. "They have little energy left for the project because handling all these matters are draining them. The company's growth is sluggish as a result."

### Effective use of resources and a dynamic approach to development

In response to those unsuccessful cases, Shum suggests flexibility in all investment projects. "Incubation projects that we invest in can be shaped into other related projects, and the client bases and resources we introduced can also be transformed to create other products. For this reason, even if the Foundation's investment projects fail or sustain some loss at the end, we can still readjust our strategies to promote the development of other products." 



## K11之行：當商業遇上藝術

### The K11 Experience: When Commerce Meets Art

K11 購物藝術館座落尖沙咀繁華鬧市，卻在娛樂消費之外，融入藝術元素。本會文化產業委員會早前組團參觀 K11，體驗如何透過商業與藝術的結合，迸發嶄新火花。

A delegation of the Chamber's Cultural Industries Committee recently visited the K11 Shopping Mall in Tsimshatsui to discover how commerce and art can be brought together to create new sparks.



胡玉君（前排左五）Rebecca Woo（fifth from left, front row）

**K11**是零售業一個革命性的改變，因為這個改變融合了藝術與奢華兩個元素。在這前提下，K11的營運模式必須有別於傳統的商場，**K11香港區營運董事胡玉君**稱這模式為“Museum with Retail Concept”。“我們把商場視為博物館般打理，只不過從中融入購物元素，與其他純粹加入藝術成分的商場的經營模式截然不同，主次有別。”

### 展覽重視培育本地藝術家

K11以藝術博物館為主調，其中一大特色自然是商場內紛陳的藝術展品。由本地藝術家李展輝設計的《都市一隅一花》以着色不鏽鋼打造而成，高逾8米，矗立地庫中央，別具氣勢。遊客除可近距離欣賞展品，或拍照留念，亦可於旁邊的座椅休憩，大大拉近藝術與生活的距離。

商場中亦設有近3,000呎的藝術空間，定期舉辦展覽，以本地年青藝術家作品為主。胡玉君表示，相對於上海K11更多舉辦藝術大師的展覽，香港K11着重推動本地藝術，希望投放更多資源發展本地藝術，提供平台讓他們把想法向大眾表達。K11方面亦會邀請海內外的優秀藝術家與本地藝術家合作，透過彼此交流擴闊視野，提升作品水準。市民可以透過參與“藝遊K11”導覽，在藝術導賞員的介紹下參觀場內特色展品。

胡玉君提到，K11亦致力提升年青一代對藝術的投入。Art Infinity提供專為幼稚園至小學學生而設的全面藝術課程，啟發兒童創意；而Art Keen的目標則為中學至大學年青人，內容比較應用性質，例如聽取由畫廊東主分享開辦畫廊的經驗，又或講解藝術公

關的工作，指導他們藝術行業中的不同出路。

### 搜羅精品 打造品牌

現時K11每月錄得150萬客流，數字仍見單位數百分比增長，出租率達100%。K11配合商場主題開設Design Store，產品由採購部門從本地及內地搜羅而來，部分更與藝術家聯乘推出。Artisanal Curiosity Cabinet亦引入各國珍品，例如早前的法國頂級刀具品牌Laguiole en Aubrac就是品牌獨家代理。多樣化的獨特商品為顧客提供更多元的體驗。

外間可能僅視K11為一家別具特色的商場，但創辦人、新世界集團執行副主席兼聯席總經理鄭志剛卻存有更大的願景。胡玉君強調，“K11不是物業發展，而是一個品牌經營”。因

此，K11在物業以外亦涉獵零售，甚至擁有自己的生產及批發團隊。在品牌打造上，K11於武漢擁有自己的藝術村，於北京亦設有環保體驗館，建構出品牌的三個核心：藝術、人文、自然。

### 拿捏藝術、推廣、銷售的平衡

K11的成功之道在於融合藝術與消費，但平衡兩者絕不容易。胡玉君指出，K11擁有自己的獨立藝術部門，與市場推廣部門分割。因此推廣活動可以藝術作為主調，輔以其他元素，例如上月舉辦的“Take a Seat”展覽以傢具藝術為主題，展出由知名設計師及香港高等科技教育學院師生所設計的跨世代作品，同場又展示德國藝廊 LUMAS 的當代藝術照片，供有興趣人士選購。而遊客在參觀過程中可光顧商場特設的 Pop-up Café，享受別具風味的咖啡、甜品及小食。整個展覽的概念成功平衡藝術、推廣以及銷售等方面的要求。

胡玉君表示：“K11目標對象為八十後為主的千禧世代，他們於工作上已具相當經驗，亦有經濟基礎，甚至已為人父母，對生活要求講究。”為了吸引遊客，K11投放很多資源於數位市場推廣，贏得社交平台上的不少注意，例如 Wechat 關注人數已突破 300 萬，Facebook 上的追隨者亦達 12 萬，於本地商場而言名列前茅。未來 K11 計劃於內地擴展業務，預計來年將落成廣州、瀋陽、武漢三大項目，然後再於未來把業務拓展至北京、天津、寧波三地。

本會常董、文化產業委員會副主席司徒源傑總結是次參觀之旅為一次“超現實及有靈感的想像體驗”：“鄭志剛先生開創的 K11 概念融合購物與藝術，將藝術帶入大眾之中，經驗十分豐富。這個概念極具發展潛力，可向外持續伸延發展，而最令人欣慰是它於香港誕生。”



《都市一隅·花》The Root

**K11** is a revolutionary transformation of retail approach because it juxtaposes Arts and Lux. **Rebecca Woo, Operation Director (Hong Kong) of K11 Concepts Limited**, calls it a 'Museum with Retail Concept'. She said, "We managed the mall like a museum; only that there is a shopping element."

### Exhibitions: nurturing local artists

K11 is based on an art museum concept. Art works on display in the mall are naturally a major feature. Towering 8m tall in the middle of the basement, *The Root*

projects. The public can join the K11 Art Tour to see featured art exhibits in the mall. There are special art guides to present every piece on display.

Woo says K11 also wishes to arouse young people's interest in art. "Art Infinity" offers a wide range of children art courses. Catering to age groups from kindergarten to primary school, these courses aim to inspire creativity. "Art Keen", on the other hand, targets at youths in secondary school and university. Course contents are more application-oriented, giving guidance to developing a career in different areas of art.

While people may think K11 is just a shopping mall with special character, Adrian Cheng, its founder and Executive Vice-chairman and Joint General Manager of New World Development, has a much more ambitious vision. Woo stressed, "K11 is not a property development, but a brand that we build and manage." On the brand building front, K11 has its own art village in Wuhan and an Eco Home in Beijing. Together, they make up the brand's three core elements: art, people, and nature.

### Balancing art, marketing and sales

It is not easy to strike a balance between art and consumer spending. According to Woo, K11 has an art division that is independent of marketing. Such a setup allows promotional events to adopt art themes and complement them with other elements. For instance, furnishing art was the main theme of "Take A Seat" organized last month. Cross-generation works by famous designers and local students were exhibited side by side. Also featured were shoppable contemporary photographic works by German gallery LUMAS. Visitors can buy coffee and snacks at a pop-up café set up by the mall while enjoying the exhibition. This holistic exhibition concept successfully balances the requirements of art, marketing and sales.

Woo said, "The millennial generation is K11's target group, mainly the post-80s. They are reasonably experienced in their careers and have solid financial foundation." To attract visitors, K11 has invested heavily in digital marketing. Wechat followers have now crossed the 3 million mark; Facebook followers have also reached 120,000. K11 plans to expand business on the mainland. Three major projects in Guangzhou, Shenyang and Wuhan will be complete next year. Further projects will expand the K11 map to Beijing, Tianjin and Ningbo.



"Take a Seat" 展覽

designed by local artist Danny Lee is an installation of coloured stainless steel. Visitors can appreciate this art piece at close range or take photographs. There are chairs for them to enjoy a moment of leisure, narrowing the distance between art and everyday life.

There are nearly 3,000 sf of art space in the mall where exhibitions are held regularly. Works of local young artists are the main highlights. According to Woo, K11 plans to allocate more resources to develop local arts, providing a platform for local artists to present their perspectives to the public. K11 will also promote exchange between outstanding artists from Hong Kong and overseas by engaging them in collaborative

### Building a brand with fine products from around the world

K11 currently has a monthly customer flow of 1.5 million, and the figure is growing in single digit percentage. Letting rate is an impressive 100%. Design Store is a unit introduced by K11 under the general theme of the mall. Products are sourced locally and in the Mainland by the procurement division, including some crossover collections by individual artists. Artisanal Curiosity Cabinet is another unit that introduces refined goods from overseas. One example is the French knife collection by Laguiole en Aubrac, of which K11 was the sole agent. Merchandize diversity and uniqueness can enrich customers' retail experience.

**Szeto Yuen-kit, the Chamber's Standing Committee Member and Vice-chairman of Cultural Industries Committee**, sums up this visit as a "surreal and inspirational experience of imagination". He said, "The K11 concept developed by Cheng combines shopping and art. It brings art to the public and offers a rich and vibrant experience. It is a concept of great development potentials, capable of sustainable growth and expansion. And it is most gratifying that the idea was born in Hong Kong." 📍

# 科技延續花牌風華

## Technology Revitalizes the Flower Boards



左起：第三代東家李嘉偉、第二代李志海及李寶蘭、第三代黎俊霖。  
From left: Lee Ka-wai, Lee Chi Hoi, Lee Pao-lan and Lai Chun-lam.

### 八十後活化六十載老店

# 本

地花牌製作行業，李炎記穩執牛耳。開業於1954年，今已由第三代傳人黎俊霖打理。接手傳統行業，這位八十後付出無盡心力。

黎俊霖兩年前接手李炎記，對行業一竅不通，只得從頭學習。年輕人涉足傳統行業，好處是能帶來新思維。鑑於第二代傳人李寶蘭寫字數十載，肌骨操勞日久，親書花牌已覺吃力，便決意把李寶蘭的墨跡存入電腦，原版印出，省卻提筆之勞。

有謂“古老當時興”，潮流永遠是去而復返。數十年前的傳統花牌，注入了新元素，又一次煥發時代魅力。

As the saying goes, “things from the past can become trendy again”. Trend is always a cycle of rising and falling. Injected with a new element, traditional flower boards popular decades ago are once again glowing in modern glamour.

書法，是花牌的靈魂所在。李炎記的開山祖師李錦炎，只唸過四年私塾，卻通曉文墨。一手典麗書法，是李炎記鎮店之寶。以前他用漿糊寫了底字，女兒李寶蘭就糊上棉花，變相日

夜觀摩父筆，後來正式提筆亦深得真傳。黎俊霖笑說，他喜歡李寶蘭的字甚於李錦炎，因為看來更工整。李寶蘭卻謙稱：“爸爸的字更好，尤其是小楷，毛筆寫來非常好看。”



時代廣場“龍獅盛宴”展覽中，特邀李炎記以傳統技藝人手製作的花牌。  
At “The Blessing of Dragon and Lion” exhibition held in Times Square, Lee Yim Kee was invited to demonstrate the craft of handmade flower boards.

不過黎俊霖強調，他依然免不了要學寫字，畢竟有些字師傅不曾留下手跡。每遇李寶蘭寫了新字，黎俊霖就趕緊存入字庫，拾遺補缺。李寶蘭稱讚這位傳人：“他既要出外搭棚掛牌，又要接生意、學寫字。接手兩年，進境如此，已經很有本事了。”

黎俊霖還為李炎記開設了 Facebook 專頁，至今已有近千人“讚好”。早前國慶，李炎記就拍攝了短片，在專頁上展示為國慶活動製作的花牌，將傳統手藝呈現於新一代面前。

### 新一代客人 新一套思維

以前造花牌重視傳統中文禮儀，今已漸漸失落。李寶蘭慨嘆，凡致贈花牌，上款必用尊稱，下款卻萬不可與受者爭榮，妄自加上“先生”、“博士”等。如此抬舉自己，是為失儀。李炎記遇過客人堅持下款寫上尊稱，屢勸不果，就寧願不接這種生意。否則別人看見，不怪贈者，只怪李炎記沒有提醒客人，任由客人丟人現眼。

不過，時代改變亦非無好處。近年流行懷舊，大家又開始想到造花牌。甚

至連開演唱會，都有人以花牌為賀，既得體又特別。

商場和大機構偶爾也湊湊懷舊的熱鬧，李炎記就多了點意外收穫。例如今年農曆新年，時代廣場就舉行“龍獅盛宴”展覽，把李炎記的花牌製作技藝拍下影像，希望這個文化傳統得以紀錄及流傳。本來花牌在新界最多人認識，市區卻少見蹤影。這類活動，既是招徠人客的噱頭，也是李炎記宣傳業務的良機。

為別於一般廣告，也有傳統品牌如八珍甜醋，特意請李炎記造花牌宣傳產品。黎俊霖覺得，李炎記可以乘近年的懷舊潮流，改良設計，力圖重現舊時花牌的巧手優美，弘揚雅緻傳統。李寶蘭嘆道，花牌始終是傳統的好看，“一旦創新太過，就不是那回事了。”

### 披荊斬棘的舊時歲月

李炎記當年草創，已是闖家勞苦。兄長負責搭棚，李寶蘭負責寫字，父親接待客人。“其實為了謀生，我們家

對工作也沒怎麼挑，不獨是造花牌。”直到酒樓興起，李炎記才順勢轉型，專門造花牌。

“那時花牌愈來愈受歡迎：娶媳婦、新店開張、過時過節都會造，而且政府規例還遠沒今天嚴格，花牌可以在街上四處放。”幾十年來，屯門、元朗一帶，乃至上水、大埔、粉嶺，遠及離島，要造花牌，一定想到李炎記。“新客人是有的，不過大多還是熟客。”

花牌裝飾繁多，李錦炎懂得親削竹蔑，紮製麒麟、孔雀頭，手法爛熟於心，寸寸信手即成，不費思量。李寶蘭幾十年後憶起，還是嘆服。“他對成品極為執着，要求盡善盡美。”

### 面對挑戰 盡力而為

因為成品質優，李炎記得以屹立數十年，但佳作紛呈，又每每遭對手盜用。因此，黎俊霖特意為李錦炎創作的“飛龍在天”龍柱申請註冊商標。龍柱鱗片乃人手所繪，栩栩如生，嘆為觀止。



國慶慶祝活動花牌。  
Flower board for National Celebration.



近年材料愈見昂貴，又遠不如舊時耐用。黎俊霖說，以前新加坡來紙，廿年如新，新貨用一兩次便脫色。一整個花牌算下來，單是紙張、手工已經耗本不菲。加上懸掛花牌需要高空搭棚，聘請師傅代勞費用不菲，他和拍檔只好親身上陣。

黎俊霖慨嘆，造花牌這一行招聘艱難，因為需要學習的技藝多，日曬雨淋少不免。加上在旺季打醮、國慶、新年需要趕工，一年只有一兩個月比較清閒。遇着立法會、同鄉會等有就職典禮，更沒淡季可言。如此下來，年輕一代自會另覓出路。

本來為勢所逼，理應提價。可是面對街坊熟客，道理往往拗不過人情。縱然如此，李炎記卻始終不肯將貨就價。因此，李炎記卻仍須為稻梁而憂。不過黎俊霖仍決意堅守行業：“還可以做多久，便做多久。”

### Post-1980er revitalizes a 60-year-old business

Lee Yim Kee Flower Shop is, without doubt, the leader of the local flower board making industry. Opened in 1954, the business is now run by **third-generation successor Lai Chun-lam**. The post-1980er has been devoting huge efforts to the traditional business after taking over.

Two years ago when he took over Lee Yim Kee, Lai started to store **second-generation successor Lee Pao-lan's** calligraphic works in a computer so that her original works can be used for printing without having to produce them repeatedly.

Calligraphy is the soul of flower boards. Lee Yim Kee founder Lee Kum-yim's classical and elegant calligraphic works are the treasures of the shop and he had handed down his authentic techniques to his daughter Pao-lan. Lai said that he prefers Lee Pao-lan's works to Lee Kum-yim's as their brushstrokes are neater, but Pao-lan said, "My father's calligraphy is better; especially regular script in small characters, his brushstrokes are very nice."

However, Lai stressed that he still has to learn calligraphy. After all, some of the master's original works had not been

passed down. Every time Pao-lan has new works of calligraphy, he will quickly save them in the database to fill the gap.

Lai has also set up a Facebook page for Lee Yim Kee, attracting nearly 1,000 likes so far. Earlier during the National Day holiday, Lee Yim Kee shot a short film on the flower boards specially produced to celebrate the National Day in order to present the traditional craft to the new generation on the Facebook page.

### New generation of customers with new set of ideas

In the past, flower board making attached great importance to traditional Chinese etiquette, which has been gradually lost. Pao-lan said that on a flower board used as a gift, an honorific title such as "Mr" or "Dr" must be used for the recipient, but not for the sender. Using an honorific title for the sender is like battling for the limelight with the recipient, which is impolite. Lee Yim Kee had come across customers who insisted on using an honorific title for the sender and would rather not take the business if they turned a deaf ear to repeated advice. This is because people who get to see the mistake will not blame the sender. Instead, they will blame Lee Yim Kee for not reminding the customer and let the customer make a fool of themselves.

Occasionally, shopping malls and large organizations will join in the retro fun, which gives Lee Yim Kee unexpected returns. For example, during this year's Lunar New Year, Times Square held The Blessing of Dragon and Lion exhibition, where images of Lee Yim Kee's flower board crafting techniques were recorded in order to spread this cultural tradition.

Lai believes that Lee Yim Kee can take advantage of the current retro trend to improve its product design. It is his intention to reproduce the dexterous beauty of flower boards of the past so that the elegant tradition can be carried forward.

### Blazing old times

During its startup phase, in order to survive, Lee Yim Kee was not choosy about the kind of work it accepted, so it did not only make flower boards. It only specialized in flower board making when the restaurant business had emerged. For the past decades, people would think of Lee Yim Kee when they wanted to make flower boards. Lai said, "There are new customers, but most are regular ones."

### Making the best efforts in response to challenges

Excellent works are always illicitly copied by rivals. Therefore, Lai specifically applied for a registered trademark for the "Flying Dragon in the Sky" column created by Lee Yim Kee. The breathtaking, lifelike scales on the dragon column are hand-painted.



In recent years, materials have become not only increasingly expensive, but also far less durable than they were in the past. In addition, it is expensive to employ people to hang flower boards which need high-altitude scaffolding. Hence, he and his partner have to do it themselves. Lai lamented that it is difficult to recruit people for the flower board making business. Lee Yim Kee is always busy for ten out of 12 months of the year, so the younger generation will naturally look for other jobs instead.

It makes business sense that Lee Yim Kee should raise prices due to circumstances beyond its control. However, when it comes to maintaining relationship with regular customers, common business sense has become secondary. Even so, Lee Yim Kee has always refused to sacrifice quality to keep prices low. If this goes on, Lee Yim Kee has to worry about its sustainability as a business. Nevertheless, Lai is still determined to stick to the business: "I will carry on as long as possible." 🔄

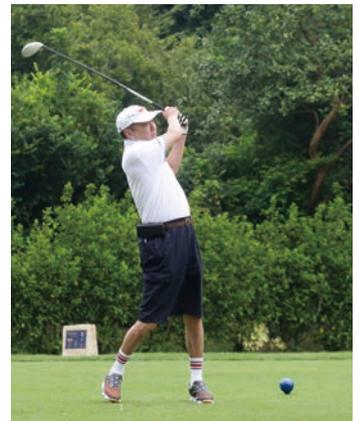


## 以球會友 商貿交流 Business Networking through Golf Games

“是夜高朋滿座，身為召集人我真榮幸！聽說今晚獎品數量比在場嘉賓人數還要多呢。！擔任本會高球小組召集人的**常董范佐華**致辭時笑道，並邀請各國嘉賓明年再臨：“明年我希望找來更多獎品，更多贊助！”全場嘉賓隨即拍手稱好。

佐華、**羅富昌**及**王惠貞**主持開球禮，為中總2016年度領事高球賽揭開序幕。主客雙方混合組成13隊作賽，加拿大、德國、印尼、韓國、緬甸、新西蘭、泰國、新加坡、南非、美國、越南等多國領事及商會均派代表參賽。球賽氣氛熱烈，各人在賽後晚宴上亦言談甚歡，增進友誼。  
(13/10) 📍

賽事假香港高爾夫球會舉行，多國駐港領事館及外國商會負責人應邀參加。本會永遠名譽會長**蔡冠深**、常董**范**





“As the convener, it’s truly my honour to have so many friends here! I was told that there are more prizes than people here.” **The Chamber’s Standing Committee Member Vincent Fan**, who was also Convener of the Chamber’s Golf Group said. He invited the participating guests to come again next year: “We’ll have more prizes and more sponsorship.” His words were greeted with a peal of applause.

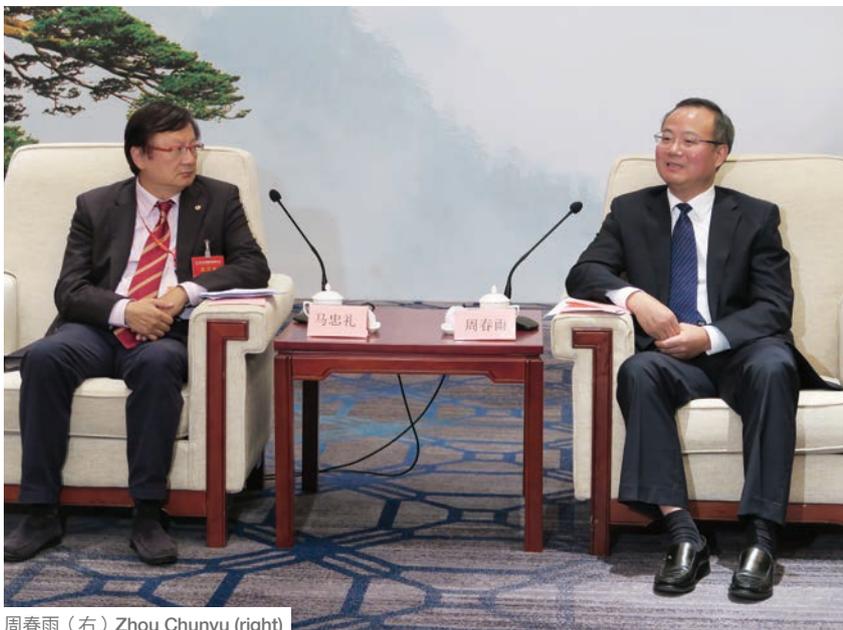
The tournament was held at the Hong Kong Golf Club, participated by representatives from consulates and foreign chambers of

commerce in Hong Kong. The tournament was kick-started by **the Chamber’s Permanent Honorary President Jonathan Choi**, Standing Committee Member Vincent Fan, **Lo Foo-cheung** and **Connie Wong**. Playing in the games were 13 teams formed in mixed combinations of the hosts and foreign guests from, among other countries, Canada, Germany, Indonesia, Korea, Myanmar, New Zealand, Thailand, Singapore, South Africa, the US and Vietnam. After the games, a networking dinner was arranged for the golfers to foster friendship through chit chats. (13/10) 📍





## 赴皖考察高新科技 Studying New Technologies in Anhui



周春雨（右）Zhou Chunyu (right)

由本會副會長馬忠禮及長三角委員會主席謝湧海率領，本會長三角委員會組織考察團赴安徽考察訪問，並出席於合肥舉行的“2016中國國際徽商大會”，與安徽省副省長周春雨會面，就安徽作為“一帶一路”和長江經濟帶建設重要節點與香港的經貿合作機遇交流意見。團員先後出席徽商大會開幕式主旨論壇暨簽約儀式，以及跨國公司安徽行午餐會，期間與副省長張曙光、馬鞍山市市長左俊見面。此外，團員並赴黃山、蕪湖兩市考察，與黃山市市長孔曉宏、蕪湖市副市長汪華東等會面。在皖期間，考察團先後參觀智能語音技術企業、機械人產業園、食品電商公司、紅酒文化產業園區、以及旅遊設施等。(17-21/10) ↻

Led by the Chamber's Vice-Chairman Lawrence Ma and Chairman of YRD Committee Tse Yung-hoi, the Chamber organized a study tour to Anhui. The delegation participated in Investment and Trade Expo 2016 in Hefei and met **Vice-Governor of Anhui Zhou Chunyu** to discuss about Anhui's orientation in "the Belt and Road"

Initiative and the province's economic and trading cooperation with Hong Kong. Members of the tour attended keynote forum cum contract signing ceremony of Investment and Trade Expo and a luncheon. Meanwhile, the delegation met **Vice-Governor of Anhui Zhang Shuguang** and **Vice-Mayor of Maanshan Zuo Jun**. Besides, the delegation visited Huangshan and Wuhu and met **Mayor of Huangshan Kong Xiaohong** and **Vice-Mayor of Wuhu Wang Huadong**. During the time in Anhui, the delegation visited intelligent speech technology enterprises, robot industrial park, food e-commerce company, red wine industrial park and the facilities for tourists. (17-21/10) 📍



# 廣交會六十華誕 迎貿易喜訊 Favourable Trading News from Canton Fair 60th Anniversary



鍾山(中) Zhong Shan (middle)



朱小丹(左三) Zhu Xiaodan (third from left)

**本**會會長楊釗率領代表團出席“第120屆中國進出口商品交易會”(“廣交會”)開幕式，期間與商務部國際貿易談判代表、副部長鍾山，廣東省省長朱小丹、副省長何忠友，廣州市副市長蔡朝林等領導會面。談到廣交會60周年，朱小丹指港澳朋友一直不離不棄，是廣交會的中堅力量。至於廣東目前加工貿易面臨挑戰，他希望加快“轉移”和“轉型”，使在粵港企有更好的發展預期，增添信心，走出困難時期。鍾山則希望香港可以利用既有優勢，配合廣東省將推行的優惠政策，參與國家“一帶一路”建設和對外開放，培育外貿新優勢。

在穗期間，代表團還應邀出席由廣州市工商聯舉辦的“慶祝第120屆中國進出口商品交易會開幕宴會”，本會副會長曾智明於活動上代表致辭。(15/10) 

**L**ed by the Chamber's Chairman Charles Yeung, a delegation was formed to attend the opening reception of the 120th session of the China Import and Export Fair ("Canton Fair") and meet with **Representative of China International Trade and Vice-Minister of Commerce Zhong Shan, Governor of Guangdong Zhu Xiaodan, Vice-Governor of Guangdong He Zhongyou, and Vice-Mayor of Guangzhou Cai Chaolin.** Zhu said the compatriots in Hong Kong and Macau were constant companion throughout the past 60 years, they have been a pillar of Canton Fair. For the challenges facing by processing trade in Guangdong, Zhu hoped that "Shifting" and "Transformation" of the industry could be accelerated, in order to allow the Hong Kong enterprises in Guangdong to equip themselves better from predicament. Zhong suggested Hong Kong to make use of their existing advantages and the preferential policies that are going to be carried out in Guangdong to participate in the establishment and opening of China's "The Belt and Road" Initiative in order to cultivate new advantages for foreign trade.

During the time in Guangzhou, the delegation also attended a dinner reception celebrating the opening of the Canton Fair, which was hosted by the Guangzhou Federation of Industry and Commerce. **The Chamber's Vice-chairman Ricky Tsang** addressed the reception. (15/10) 



“綠色勁駒”  
奪中總盃  
“Green Dispatch”  
Won CGCC Cup

“香 港中華總商會盃賽”假沙田馬場舉行，賽駒“綠色勁駒”奪魁而回，馬主獲本會會長楊釗頒贈獎盃。副會長曾智明、王國強、馬忠禮，永遠榮譽會長林廣兆及會董、會員等80多人出席是次活動，場面熱鬧。(16/10) 📷

The Chinese General Chamber of Commerce Cup race was held at the Shatin Racecourse. “Green Dispatch” claimed the first place and the Chamber’s Chairman Charles Yeung presented the Cup to the horse owner. Among the spectators were Vice-chairmen Ricky Tsang, Wong Kwok-keung, Lawrence Ma, Life Honorary Chairman Lam Kwong-siu and other committee members. Some 80 attendees joint the event and shared an entertaining moment together. (16/10) 📷





廣西壯族自治區主席陳武（左）表示，廣西以面向東盟為重點的對外開放合作，實際上需要通過借助粵港澳來實現，希望深化與香港的合作，通過CEPA在廣西的實施，帶動兩地現代服務業的交流合作，並期望香港發揮在金融、物流等的優勢，推動桂港兩地共同發展。（11/10）

**Chen Wu (left), Chairman of Guangxi Zhuang Autonomous Region**, stated Guangxi's opening to the outside world with its ASEAN-oriented cooperation is in fact necessary to be achieved through the assistance of Guangdong, Hong Kong and Macau. He hopes to deepen the cooperation with Hong Kong and promote the exchange and cooperation between the two places through Guangxi's implementation of CEPA. Chen expects Hong Kong's advantageous position in finance and logistics would catalyse the development of both sides.



1



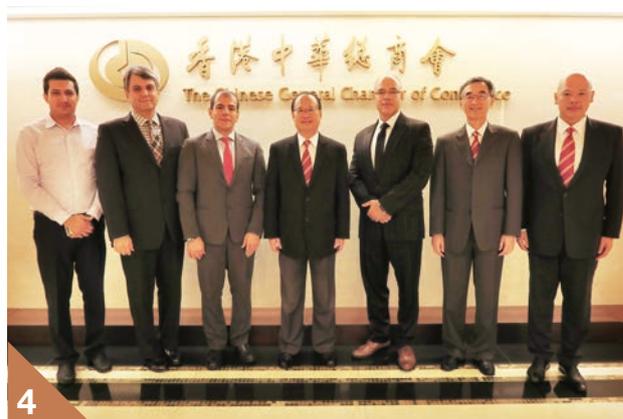
2

## 接待嘉賓 Reception of Guests



3

1. 普洱市市長楊照輝（左）（19/10）  
Yang Zhaohui (left), Mayor of Pu'er
2. 馬來西亞中華總商會總會長戴良業（左）（26/10）  
Datuk Ter Leong Yap (left), President of the Associated Chinese Chambers of Commerce and Industry of Malaysia
3. 越南工商會執行副主席段維蘊（左二）（6/10）  
Doan Duy Khuong (second from left), Executive Vice-president of Vietnam Chamber of Commerce and Industry
4. 伊朗商業投資商會會長 Hajizadeh Livar（右三）（6/10）  
Hajizadeh Livar (third from right), Chairman of Iranian Chamber of Commerce & Investment



4

## 會員活動 Members' Activities



1

1. 婦女委員會舉辦以“網絡資料安全”為題的專題午餐會，了解網絡世界中個人資料之風險與保障方法。(13/10)

To understand the risks of online personal information and the ways for getting rid of them, the Ladies' Committee held a luncheon about internet information security.



2

2. 對外事務委員會舉行以“墨西哥：拉美市場的跳板”為題的專題午餐會，介紹當地產業發展概況。(18/10)

The External Affairs Committee organized a luncheon for introducing the current development of industries in Mexico.

3. 本會青年委員會與澳門中華總商會青年委員會合辦足球友誼賽，切磋球技之餘，亦增進彼此交流。(19/10)

The Chamber's Young Executives' Committee played a friendly football match with the Youth Committee of Macao Chamber of Commerce for fostering mutual communication.



3

4. 中西區聯絡處舉辦長洲南環島遊活動，參加者一同漫遊家樂徑，飽覽島上風光，並同進晚餐。(15/10)

The Central and Western District Liaison Group organized a tour to southern Cheung Chau. They walked along the hiking trail and admired the scenery there.



4