

# 商 睿

CGCC VISION

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## 應對疫情 虛擬展覽成主流

### VIRTUAL EXHIBITIONS BECOME MAINSTREAM IN RESPONSE TO PANDEMIC

為國獻策 為港建言

Suggestions for Hong Kong and the Country

灣區機遇處處 青年轉守為攻

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袁武  
YUEN Mo GBS, JP

# 人大決定為港提供發展良機

## DECISION BY NATIONAL PEOPLE'S CONGRESS PROVIDES OPPORTUNITIES FOR HONG KONG'S DEVELOPMENT

**全**國人大通過完善香港選舉制度的決定，以及“十四五”規劃和2035年遠景目標綱要，對香港長遠經濟與社會穩定發展舉足輕重，前者對維護香港長期繁榮穩定發揮關鍵影響，後者更標誌着內地踏上全面建設現代化發展新征途，為香港融入國家發展大局開闢新契機。

### 體現“廣泛代表性”

人大常委會上月底全票通過《基本法》附件一及附件二的相關修訂，其中一個重點是擴大選舉委員會規模至1,500人，增加基層、地區組織和全國性團體香港成員代表等；立法會議席亦增至90席，包括加入選舉委員會40席，而功能界別和地區直選分佔30席和20席。我們認同相關安排可更廣泛涵蓋各個階層和界別人士，讓更多不同背景的精英和愛國愛港人士參與其中，符合“廣泛代表性”和“均衡參與”原則。

我們亦支持設立完善的候選人資格審查制度，包括引入維護國家安全委員會就參選人作出審查意見，再由資格審查委員會根據有關意見作出候選人資格確認，此舉可更客觀地完善資格審查的工作，確保所有參選人符合“愛國者治港”標準和要求。期望審查委員會廣泛吸納不同界別具代表性人士，以鞏固委員會的認受性和權威性，為香港長遠管治奠定重要基礎。

### 抓緊“十四五”機遇

有了完善和穩定的管治制度，香港便可集中精力發展經濟、促進社會民生建設。“十四五”規劃正好為香港融入國家發展提供重要平台。“十四五”提出加快構建以國內大循環為主體、國內國際雙循環相互促進的新發展格局。香港可扮演內需促進者，推動港商優勢產品擴大內銷，拓展進口分銷業務。港商更可加強對內地投資力度，配合國家推進新基建發

展，成為投資拉動“內循環”的重要力量，並發揮連繫國際的優勢，把香港打造成“雙循環”交匯點，進一步強化內地與世界市場接軌。

“十四五”亦支持香港建設國際創新科技中心。香港擁有雄厚科技基礎和高素質科技人才，在國家大力支持下，創科力量勢將大幅提升。香港可透過優惠政策，吸引更多國際及內地著名科技企業來港建立研發中心或集團總部，並吸納科技人才在港發展。深圳更是香港發展創科的好夥伴，雙方尤其可透過“港深創新及科技園”合作，共同完善上、中、下游創科產業鏈發展，為大灣區創科發展構建領先平台。

香港亦可為區內企業提供融資和金融相關的服務支援，期望特區政府與內地商討簡化審批手續，讓更多大灣區企業來港上市集資。金融機構也可通過即將開展的“跨境理財通”計劃，為大灣區居民提供更多跨境投資選擇，進一步鞏固香港作為國際離岸人民幣業務中心的地位。此外，特區政府應探討推動大灣區進一步開放互聯網和數據服務市場，設立配對基金和初創企業專項基金，支援香港科技公司赴大灣區投資，並與內地商討放寬跨境資金匯出限制、推動通關便利化等，讓區內人流、物流、資金流、訊息流進一步便捷流動，為粵港澳大灣區發展提供新動能。

我們期望，特區政府積極推動各界全面配合完善選舉制度的工作，並根據人大常委會公佈的《基本法》附件修訂細節，盡快落實本地立法和相關條例修改，並就具體內容向公眾加強宣傳推廣和解說，確保“愛國者治港”得到全面落實，為香港社會、經濟和營商發展締結繁榮穩定根基，助力香港更好融入國家發展大局，抓緊“十四五”規劃的重大機遇。🌀

“有了完善和穩定的管治制度，  
香港便可集中精力發展經濟、促進社會民生建設。  
*With an improved and stable administrative system,  
Hong Kong will be able to focus on economic development  
and social construction.*”

**T**he National People's Congress has passed the decision on improving Hong Kong's electoral system, and has also adopted the outline of the "14th Five-Year Plan" and the long-range objectives through 2035. Both have a decisive impact on the long-term economic and social development of Hong Kong. The former is crucial to maintaining the long-term prosperity and stability of Hong Kong, whereas the latter marks the Mainland's new journey toward the full construction of a modern country.

### Fulfilling the "broad representation" principle

A highlight of the decision on improving Hong Kong's electoral system is to expand the Election Committee to 1,500 members and the LegCo to 90 members. We agree that the arrangements will more broadly cover different social strata and sectors, allowing a greater number of elites and people who love the country and love Hong Kong from different backgrounds to run for the election. These arrangements are in agreement with the principles of "broad representation" and "balanced participation".

We also support the proposal to improve the system and mechanisms related to candidate qualification review to ensure that all candidates comply with the standard and requirements of the "patriots administering Hong Kong" principle. We hope representatives from different sectors will be allowed to become members of the candidate qualification review committee, so as to ensure its legitimacy and authority and to provide an important foundation for the city's administration in the long run.

### Seizing the opportunities offered by the "14th Five-Year Plan"

With an improved and stable administrative system, Hong Kong will be able to focus on economic development and social construction. The "14th Five-Year Plan" provides an important platform for Hong Kong to integrate into the country's development. Hong Kong can play the role of a domestic demand promoter by encouraging Hong Kong companies to boost the sale of their products that enjoy advantages in the Mainland's domestic market and to expand their import distribution businesses. Hong Kong businesses can also increase investment in the Mainland in alignment with the country's infrastructure development

and leverage their global connections to further line up the Mainland with the international markets.

The "14th Five-Year Plan" supports the development of Hong Kong into an international innovation and technology hub. When it comes to technology, Hong Kong enjoys a solid foundation and highly qualified talents. Through preferential policies, it will be able to attract more reputable international and Mainland tech companies to set up research centers and headquarters and tech talents to work in the city. Meanwhile, Hong Kong and Shenzhen – ideal partners in innovation and technology (I&T) development – can jointly enhance cooperation among upstream, midstream and downstream industries along the I&T industry chain to provide a leading platform for I&T development in the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area).

Hong Kong can also provide financing and other financial services to businesses in the Greater Bay Area. It is hoped that the HKSAR Government and the Mainland authorities can explore the possibility of simplifying relevant approval procedures to allow more companies based in the Greater Bay Area to be listed and raise funds in Hong Kong. Riding on the about-to-be-launched cross-boundary "Wealth Management Connect", financial institutions can provide residents of the Greater Bay Area with a wider range of cross-border investment choices. In addition, the HKSAR Government should look into lobbying the opening up of the Internet and data services market in the Greater Bay Area, and setting up a matching fund and dedicated start-up fund to help Hong Kong tech companies to invest in the Greater Bay Area. At the same time, it can liaise with the Mainland on relaxing the restrictions over cross-border fund remittance and streamlining custom clearance procedures, so as to facilitate even smoother flow of people, goods, capital and information in the Greater Bay Area.

We look forward to seeing the HKSAR Government actively undertake work to improve the electoral system and amend the relevant laws as soon as possible. We also hope it will further promote and explain the specific details in this area to the public, thereby laying the grounds for prosperous and stable social, economic and business developments in Hong Kong, as well as accelerating the integration of the city into the country's development and helping it grasp the immense opportunities brought by the "14th Five-Year Plan". 🌀



霍震寰 Ian Fok



蔡冠深 Jonathan Choi



曾智明 Ricky Tsang



王惠貞 Connie Wong



李應生 Tommy Li



胡曉明 Herman Hu



陳仲尼 Rock Chen



張學修 Charles Cheung



方文雄 David Fong



廖長江 Martin Liao

# 為國獻策 為港建言

## Suggestions for Hong Kong and the Country

本會多位首長身兼全國人大代表或全國政協委員，他們早前出席“兩會”，就國家及香港的經濟發展、社會民生，以至“後疫情時代”應對等議題發表己見，積極參政議政。

Many of the Chamber's office bearers are also NPC deputies or CPPCC National Committee members. Earlier, they attended the annual plenary sessions of the NPC and the CPPCC National Committee ("Two Sessions") to express their views on issues such as the economic development and social livelihoods of the country and Hong Kong as well as the response in the post-pandemic era, actively involving themselves in government and political affairs.

## 霍震寰：助力灣區科研 全面改善教育

**正** 以國際一流灣區為目標邁進的粵港澳大灣區，近年一直是“兩會”的討論重點。**本會永遠榮譽會長（全國人大代表）霍震寰**今年所提交的提案，亦與大灣區發展息息相關。

首先在科技發展方面，霍震寰認為儘管大灣區各類創新資源要素不失豐富，但在創新成果轉化率、科技創新政策供給、產學研合作、人才隊伍建設等方面仍有進步空間，故他建議可將港澳創新資源與大灣區實際結合，加大政策供給，加快創新要素聚集，助力大灣區的科技創新發展。

教育方面，霍震寰則留意到國家多年來開展國情教育，為促進香港同胞了解國家發展、增強國家認同感、推動人心回歸等均見積極。但國情教育亦有時未能及時生動反映國情新變化，多年來推動相關教育亦遇上不少阻力。有見及此，他認為一方面可從拓展項目內容、豐富項目形式等着手，以切合社會民生及青年職業發展需求的方向深化教育內涵。在宏觀方面，則以豐富宣傳教育形式，加強專業化管理，建立常態化交流機制，例如搭建粵港澳大灣區國情培訓交流基地等平台，建立官方、民間的常態化交流機制，推動各類交流活動有序開展。

一如以往，身為香港武術聯會會長的霍震寰對武術發展續有關注。他認為珠三角九市與港澳之間缺少武術文化交流，各地武協局限於關注當地武術發展，缺乏將嶺南傳統武術傳承擴展至大灣區、乃至世界的視野和格局，同時港澳武術青年發展方面亦見滯後。故他建議通過創建粵港澳大灣區傳統武術交流合作示範區、加強學校武術教育、多與“一帶一路”沿線國家進行武術交流等方案，以推進傳統武術的傳承與發展。

## 蔡冠深：疫情無礙議事 內外提振經濟

“十四五”規劃中，國內國際雙循環的經濟發展策略是其中一大焦點。**本會永遠名譽會長（全國政協常委）蔡冠深**於今屆“兩會”呈交的多份提案，主要針對國內經濟及推動區域合作建言。

在國內經濟方面，身兼粵港澳大灣區企業家聯盟主席的蔡冠深認為大灣區建設應對標歐盟，全面推動經濟運行的規則銜接、機制對接。他指出，經過半個多世紀的努力，歐盟近30個國家實現了不同主權國家之間貨物、服務、人員和資本的自由流動，達到世界上區域融合一體化發展的最高水平。相比於一國之下的粵港澳大灣區，11個中國城市

之間要素流動、人員往來便利還遠遠不如歐盟。這當中的差距，恰恰是改善提升的巨大空間。

他建議前海可作為試點，讓區內金融機構按照共同標準審批跨境金融服務。而香港與前海可以在中央批准下於金融領域建立兩地協同機制，允許資金在更大的範圍內雙向流通，同時支援金融人才和資訊在兩地自由流動。同時，他亦提出一系列方便兩地互通的措施，例如專業資格互認、放寬個人徵稅以及建立醫療綠色通道等。

蔡冠深並建議設立環渤海經濟圈智庫和企業家聯盟，以利用於早日形成南北兩大灣區加上長三角經濟帶的戰略佈局。他並提議建設寧夏黃河流域生態保護和高質量發展先行區，維護西北乃至全國生態安全。

有鑑於中國和越南是全球僅有的兩個有力地控制疫情、實現2020年國民經濟正增長的國家，蔡冠深建議在雲南自貿試驗區紅河片區設立“境內關外”特殊監管區，以建立面向東盟的加工製造基地、商貿物流中心和中越經濟走廊創新合作示範區。另外，蔡冠深亦留意到人工智能發展下的編程教育，乃全球教育中的全新方向，故他在提案中建議支持內地的優秀編程企業來港設立一帶一路編程研究中心，一方面提升鞏固香港和內地編程上領先地位，另一方面通過香港提升中國在編程領域為“一帶一路”沿線國家服務的能力。

他還指出今次“兩會”是全球疫情依然嚴峻下中國率先復常的標誌。緊湊的議程，結合視頻和連線等形式令六天半的會議極具成效。

## 曾智明：建設大灣區特色新型智庫

粵港澳大灣區是在“一個國家、兩種制度、三種貨幣、三個不同法域、三個獨立關稅區”的特殊環境下建設，所面臨的問題眾多且複雜，其中智庫的發展亦然。**本會副會長（全國政協委員）曾智明**認為，大灣區雖有不少智庫，但由於體制不同等原因，存在各自的問題。他建議，粵港澳三地政府要充分發揮各地智庫的優勢，全面建設有大灣區特色的新型智庫，提升自身的話語權，努力協助國家提升軟實力。

他續指出，2019年大灣區內30多家智庫簽訂了“大灣區智庫聯盟協議”，確定了加強合作、共同發展的目標。但因近年香港出現前所未有的黑暴事件，加上新冠肺炎疫情肆虐，令跨境的研究交流處於停頓狀態；此外，如何發揮三地智庫的各自優勢，共同進行大灣區建設研究等重大課題，也停留在規劃階段；同時，內地的一些研究限制，也應根據具體需要而有所放寬。

“至於香港方面，目前約有40多家智庫，研究領域涵蓋政治、經濟、民生、國際等，這些智庫利用香港國際聯繫廣泛等優勢，產生了一定的國際影響力，呈現多姿多彩的發展趨勢。但因香港智庫發展尚在起步階段，除了少數幾家得到大財團或實力雄厚人士支援之外，普遍規模較小。另外，香港智庫要與內地智庫開展合作研究，也有不少政策障礙，長遠將影響三地智庫共同進行大灣區建設研究以及新型智庫的建設。”

他建議應儘快完善大灣區智庫聯盟體制，採取特殊政策，支持港澳中小型智庫的發展，以充分發揮協同優勢；此外，國家有關方面亦應重點支持大灣區智庫聯盟，將一些國家級基礎研究項目委託給聯盟，爭取產生出更多智力研究成果，讓大灣區建設發展得更為順暢；長遠而言，應從國家層面制定決策規範，要求大灣區內的政府決策過程中，加入智庫諮詢環節，以充分發揮智庫的作用，提升智庫的層次和影響力。

## 王惠貞：在疫情常態化條件下 融入國家發展大局 全力發展經濟

香港前年經歷修例風波，接而再爆發新冠病毒，經濟民生遭受沉重打擊。本會副會長（全國政協提案委員會副主任、全國政協委員）王惠貞認為，香港可從四方面着手，務求儘快走出疫情、加快融入國家發展大局，全力振興經濟。首先，可推動香港成為國際認證中心。她指出港深創新科技園第一期基礎建設將在今年動工，惟現時很多產業審批標準在香港和內地並不一致，建議可在園區成立產業認證中心，爭取凡在中心審批通過的產品，皆可獲得內地相關機構認可，進而擴展到“一帶一路”沿線國家認可，相信將進一步吸引國內外高科技企業進駐，同時體現香港“一國兩制”的優勢。

第二，建議中資企業在香港發展高科技產業。目前在港上市的中資機構佔整體香港交易市場份額逾60%，對香港金融市場有舉足輕重影響，但其在港聘請的員工卻佔整體就業市場不足10%。王惠貞建議中資企業可利用河套地區發展高科技產業，擴大本地就業，吸引全球優秀人才。

第三，發揮香港國際金融中心功能，協助科創企業融資。王惠貞指出，過往科企多在美國上市融資，但因應美國制裁，估計不少企業將轉投香港上市，港交所可為此建立專為科企而設的上市版。在港中資金融企業亦可發揮自身優勢，大力發展外幣私募股權投資基金(PE fund)和風險投資基金(VC fund)，配合港交所上市平台，構建為科創企業提供融資服務的生態圈。

第四，王惠貞認為應研究在疫情新常態下新的生活及工作模式，以備疫情再發生時，可迅速啟動指揮中心應變，把疫情影響減至最低。雖然各國已陸續開始接種疫苗，但香港仍需嚴格防控，在本地“清零”後、國際社會仍未有效控制疫情前，對於外國入境人士仍要嚴格控制，以免疫情重臨。

## 李應生：振興中醫藥業 發揚灣區影視

身為業界代表，本會副會長（全國人大代表）李應生對參茸藥業自是長年關注，今年“兩會”他也就相關議題呈交提案。

李應生指，他前年已曾建議在香港製造並獲正式註冊的中成藥產品，可透過簡易註冊程式，在大灣區內先行先試銷售。疫情過後，振興經濟急不容緩，故他認為大灣區中醫藥發展高地方案必須加快落實到位，並達至雙迴圈經濟發展目的。他建議可規劃興建大灣區中醫藥城；加快落實港澳企業的優惠政策，放寬港澳企業在大灣區內經營條件，推動中醫藥高地建設有關中藥產業的政策儘快落地見效，振興香港中醫藥產業。另外他也留意到旅客目前難以攜帶自香港的燕窩產品進入內地，可見現行管理方案有必要重新檢視修訂。尤其是疫情過後，重振兩地經濟是當前急務，任何有利營商及惠民政策均宜加速辦理進行。

在創意產業方面，李應生指《粵港澳大灣區發展規劃綱要》曾提及要“推動粵港澳影視合作，加強電影投資合作和人才交流，支援香港成為電影電視博覽樞紐。”故他認為中央以及香港特區政府在政策和人力物力上應多加援助，例如放寬香港電影公司在內地從事電影行業的規限、成立大灣區電影審查局、影視產業聯盟、設立培訓課程、實踐影視製作資助計劃等，更可從而推廣旅遊業。他指香港作為大灣區其中一個核心引擎，是大灣區影視樞紐中的橋樑，相信香港能為內地影視文化注入新動能，發揮互補優勢，定可增強國家影視文化在國際層面的競爭力和影響力。

## 胡曉明：發展生物科技 堅守國家安全

國家如期實踐脫貧承諾，並新增逾千萬個就業崗位，本會副會長（全國人大代表）胡曉明認為成績值得鼓舞，更對國家未來充滿信心。在此情況下，他在生物科技產業、國家安全以及兒童產品安全等方面呈交了多份提案。

胡曉明指，縱使國家生物製藥產業已逐漸追上歐美大企業的開發進度，然而面對各國激烈的科技競爭下，他建議國家利用香港的國際網絡和信譽，協助內地生物科技產業融



資及獲取國際認可，加快補齊生物技術領域的短板。他並指，新冠疫情令大家更關注生物科技發展，建議國家在政策上大力支持香港打造國際生物科技轉化中心，吸引國際投資者投資中國生物科技公司，讓國際市場更廣泛的應用中國科研成果，既維護國家安全亦能賺得收益，締造雙贏。

至於國家安全方面，胡曉明認為香港目前雖已由亂轉治，然而捍衛國家主權的工作絕不能鬆懈。故他建議國家容許港澳公民自願服兵役，履行保家衛國的重任。他認為這做法既有助建立香港年輕人的國家觀念，亦有利推動香港國安法的實施。更進一步，若青年自願服兵役可由國家負擔大學學費，以期吸引更多愛國新一代。此外，他亦建議國家指導香港建設國家安全教育基地，並提供培訓及考核，為香港學校提供顧問指導及協助，以彌補目前香港國家安全教育之不足。

另外胡曉明亦留意到兒童產品仍存安全隱患，危害兒童的身體健康和人身安全，也嚴重影響中國製造的形象。因此，他建議兒童產品必須加強監管及嚴厲執法，加強與業界人士的交流及合作，並不斷完善法律法規、安全標準，為我們下一代提供品質安全及效用優良的產品。

胡曉明認為今年參與“兩會”充分感受到國家規劃上的前瞻性及指導性，能為香港未來整體的規劃發展指引方向。其中最值得關注的是國家銳意構建產業體系新支柱謀劃未來產業，為香港商界提供啟發及指導方向。

## 陳仲尼：加強監管創新金融

本會副會長（全國政協委員）陳仲尼表示，近年大量智慧型新技術在金融領域廣泛應用，創造出一系列全新的金融業態。但另一方面，監管發展滯後，令民間金融科技公司發展幾乎接近沒有監管，這既是早前 P2P 網上借貸泡沫爆破的原因，也是類似螞蟻集團這種大型金融科技公司過度杠杆膨脹的關鍵。

“目前越來越多科技公司涉足各類創新金融領域，造成跨界混業經營情況，部分根本上已經成了金融機構，但它們在資本金比率、風險管理方面，卻完全沒有監管指標對其進行監管，所以其擴張速度比傳統金融機構急且快，最終發展成小型金融風波而爆破。因此當局必須關注這些重大的

金融監管漏洞，消除創新金融科技所帶來的系統性隱患。”他認為，過往銀保監會、證監會等監管部門各管一方，在以往分業明顯的舊時代基本能勝任監管要求。但近年隨着個體和企業對投資理財意識增強、融資需求的提升，銀行、證券公司、保險公司、貸款公司、私募基金、互聯網平台等紛紛涉足信貸、資產管理、投資銀行等各類金融業務，形成金融混業經營的局面。在此背景下，過去的監管理念變得不完全適用。因此中國要加速監管制度改革，實現對金融業務的全面監管。

他建議可根據金融活動的性質進行監管，對那些能清楚了解本質的創新金融業務，可按照與傳統金融業相同規則監管；至於尚未清楚的創新金融產品或服務，可以通過“監管沙箱”限定風險範圍，讓其可在毋需完全符合監管規定的環境下，邀請有限數目的客戶參與金融科技專案的試行。惟金融平台要訂明保障客戶、風險管理措施，以減低相關風險。

## 張學修：推動海南自貿港與大灣區協同發展

本會副會長（全國政協委員）張學修指出，2018年以來，海南省在推進自由貿易港建設方面取得積極成效。他認為粵港澳大灣區是中國開放程度最高、經濟活力最強的區域之一，在國家發展大局中具有重要戰略地位。在此背景之下，海南應進一步考慮，如何推動自貿港建設與大灣區實現協同一體化發展。

香港是全球最自由的經濟體之一，擁有高度國際化、市場化、法治化的營商環境以及遍佈全球的商業網絡。張學修認為，海南可借鑒香港的制度經驗，建設符合自身發展定位的自貿港，同時應考慮加大稅收政策的優惠力度，降低企業和個人所得稅稅率；此外，應進一步開放全島自由銷售進口免稅商品，大幅提升離島免稅限額，增加免稅商品品種並簡化購買程式；同時進一步擴大國際遊客落地簽與免簽的適用範圍，積極引進外籍和港澳台專業人才在海南就業和居留。

此外，亦應在基礎設施、金融服務、科技教育等領域，加快推進與大灣區的協同一體化發展。“海南應進一步完善與大灣區互聯互通的海陸空交通基礎設施建設，並與中央有關部門協調，加快離岸金融業務試點，加快依法合規在海南設立國際能源、航運、大宗商品、產權、股權、碳排放權等交易場所，探索與大灣區實現差異化分工、一體化發展的金融業發展模式。”

而在醫療旅遊消費領域，亦可與大灣區加強合作，建設具有世界影響力的國際旅遊消費中心。張學修指出，在大灣



區城市當中，尤其是香港，擁有高品質、高標準的醫療服務實力，海南應充分利用優越的生態環境，進一步擴大醫療旅遊試點，擴大對應用高端醫療裝備、新藥品的政策支持，與大灣區以合辦醫院、設置分醫院等多種形式籌建新型醫療旅遊消費中心。

## 方文雄：國家致力實現中華偉大復興

本會永遠榮譽會長（全國政協委員）方文雄指出，今年“兩會”重點之一，是審議第十四個五年規劃和2035年遠景目標。“十四五”規劃是2035年遠景目標的開局，也是中國GDP力求重返全球第一的決勝衝刺階段，備受國內外關注。

中國政府從1953年起制定“五年計劃”，但到了2006年，“計劃”一詞改為“規劃”，一字之變反映出中國由計劃體制逐步向市場經濟轉型。今年又有新猷，“十四五”規劃有些方面不再設硬指標，屬性分為預期性、約束性，不設具體的GDP成長目標，因為“十四五”規劃主體是推動高品質發展，經濟增速不再是核心問題。

方文雄續指出，“‘十四五’規劃期內有危有機、有利有弊，中美兩國世紀大博弈將持續激烈，但國內形勢較為穩定，過去數十年經濟飛速發展所帶來的問題如環境破壞、



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腐敗、貧窮等，多已獲得基本控制與改善，有利於構建以國內大循環為主體、國內國際雙循環相互促進的新發展格局，可應對美國針對中國而主導的‘脫鉤’戰略。”但長期而言，中國出生率持續下降，人口紅利將逐步減少，今後國家必須追求高質量發展，以創新驅動經濟，才能推動人口紅利轉向“人才紅利”，實現關鍵核心技術的重大突破，希望到2035年實現進入創新型國家前列之遠景目標。

“我們的偉大復興不僅僅是GDP，在知識經濟時代，文化軟實力在綜合國力競爭中日益重要，我們還需要提倡社會文明、提升國民質素，縮小貧富差距、完善民生福祉，建設生態文明，優化產業和能源結構，廣泛形成綠色低碳生產生活方式，為全球應對氣候變化作出大貢獻。”他希望中國在各方面都走向世界前列，以實現中華盛世的恢宏格局。

## 廖長江：推動香港專業界人士參與大灣區建設

專業服務業是先進經濟體的重要指標之一，而粵港澳大灣區內擁有多元化的專業服務業以及大量高端人才，故本會常董（全國人大代表）廖長江認為，粵港澳三地應透過錯位發展、互惠互利，共同打造大灣區國際專業服務中心。

廖長江指，香港專業服務業人才具視野，富經驗，這是香港的獨特優勢。在“十四五”時期，香港的專業服務業能夠為國家經濟發展和進一步對外開放發揮積極作用。故他希望國家進一步擴大向港資企業的開放，為香港各個專業界別的人士到內地發展，尤其是在大灣區內執業，提供更多政策便利。

他認為可從幾方面入手，例如推動大灣區內專業資格互認。他觀察到香港法律、建築及保險等專業界別的人士仍未能和內地同行享有同等待遇，其他專業界別要進入大灣區發展也存在不同程度的限制。故他建議就不同界別遇到的問題展開調研，按各個專業的實際情況，逐步解決長期以來“大門已開，小門未開”的問題。

此外，廖長江亦建議建立專業服務中心，為有意在大灣區發展的香港和其他地區的專業人士提供政策諮詢、培訓和企業對接服務，簡化跨境業務重新申請各類牌照的複雜流程。而統一的資訊平台，使不同界別的企業和人才可以透過網站、微信群組、手機程序等多種形式，尋找適合的合作夥伴，實現資源配對，也方便政府推行支持計劃。同時，他也提出豁免漫遊收費、提供稅務優惠、改善交通基建及建設宜居生活圈等建議，便利專業人士工作和生活，減少其於大灣區發展後顧之憂。📍



## Ian Fok: Optimizing education with Greater Bay Area research deliverables

**M**arching boldly towards the goal of becoming a world-class international bay area, the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) has been a hot topic at the Two Sessions in recent years. At this year's sessions, **Ian Fok, the Chamber's Life Honorary Chairman (Deputy to the NPC)**, submitted a proposal closely connected to the development of the Greater Bay Area.

Firstly, on the front of technology development, Fok says while the Greater Bay Area boasts dynamic and essential innovation resources, there is scope for improvement in the transfer rate of innovation results, technology innovation policy provision, collaboration between the industrial, academic and research sectors, as well as professional team building. He therefore suggests linking up Hong Kong and Macao's innovation resources with the Greater Bay Area while strengthening policy provision and accelerating the consolidation of innovation fundamentals to drive technology and innovation development in the Greater Bay Area.

On the education front, Fok notes that national studies have been actively promoted over the years to help Hong Kong compatriots understand the latest national developments, strengthen their national identity and develop popular willingness to accept Hong Kong's reunification with China. Nevertheless, such education may not timely reflect the latest changes in the national situation, and national education initiatives have met resistance over the years. Addressing this issue, Fok suggests to expand program contents and present them in different forms. Educational contents should be enhanced to align with social, livelihood and youth vocational development needs. Macro measures should include introducing varied forms of publicity and education, strengthening professionalized management,

and setting up normalized exchange mechanisms. Examples include building a Greater Bay Area National Studies Exchange Platform, establishing formal and non-formal normalized exchange mechanisms, and launching exchange activities in an orderly manner.

As always, as President of the Hong Kong Wushu Union, Fok closely follows the development of martial arts. He notices a lack of martial arts exchange between the nine Pearl River Delta cities and Hong Kong and Macao. Local martial arts associations are only interested in their own wushu development and there is no vision or structure to promote the Lingnan martial arts heritage in the Greater Bay Area and the rest of the world. Youth martial arts development in Hong Kong and Macao is also lagging. Fok proposes to set up a traditional martial arts exchange and cooperation demonstration zone, step up martial arts education in schools and increase martial arts exchange with Belt and Road countries to encourage succession and development of tradition martial arts.

## Jonathan Choi: Two Sessions not hindered by pandemic, boosting economy internally and externally

The dual-circulation economic development strategy is one of the focal points in the 14th Five-Year Plan. **Jonathan Choi, the Chamber's Permanent Honorary President (CPPCC National Standing Committee Member)**, presented several proposals at this year's Two Sessions, mainly focusing on China's economy and promoting regional cooperation.

Regarding China's economy, Choi, who is also the Chairman of the Guangdong-Hong Kong-Macao Bay Area Entrepreneurs Union, believes that the construction of the Greater Bay Area should use the



European Union (EU) as a benchmark, comprehensively promoting the alignment of rules and mechanisms for economic operation. He noted that after more than half a century of efforts, the nearly 30 EU countries have realized the free movement of goods, services, people, and capital among different sovereign states, reaching the highest level of integrated regional development in the world. In contrast, in the Greater Bay Area, which is under one country, the convenience of factor movements and people-to-people exchanges among the 11 Chinese cities is far inferior to the EU. Such a gap precisely presents a huge potential for improvement.

He suggested that Qianhai could serve as a testbed for financial institutions in the region to review and approve cross-border financial services in accordance with common standards. For Hong Kong and Qianhai, with the approval of the central government, they can establish a coordination mechanism between the two places in the financial sector to allow two-way circulation of funds on a larger scale, while supporting the free movement of financial talents and information. At the same time, he proposed a series of measures to facilitate interconnection between the two places, such as mutual recognition of professional qualifications, relaxation of personal taxation and establishment of green channels for medical care.

Choi also suggested setting up a think tank and an alliance of entrepreneurs in the Bohai Bay Economic Rim to facilitate the early formation of a strategic layout covering the north and south bay areas and the Yangtze River Delta Economic Belt. He also suggested establishing a pioneer zone for ecological protection and high-quality development of the Yellow River Basin in Ningxia to safeguard ecological security in the northwest and the whole country.

Given that China and Vietnam are the only two countries in the world that have effectively contained the pandemic and achieved positive economic growth in 2020, Choi suggested setting up a special regulatory zone that is “within the national territory but

outside the customs territory” in the Honghe area of the Yunnan Pilot Free Trade Zone to set up a processing and manufacturing base for ASEAN, a business logistics center and a demonstration area for innovation and cooperation in the China-Vietnam Economic Corridor. In addition, Choi noted that coding education amid the development of AI is a new direction in global education. Therefore, in his proposal, he suggested supporting outstanding coding companies from the Mainland to come to Hong Kong to set up a coding research center for the Belt and Road, which would enhance the leading position of Hong Kong and the Mainland in coding and improve China’s ability to serve the Belt and Road countries in the field of coding through Hong Kong.

He also noted that this year’s Two Sessions is a sign that China has taken the lead in recovering from the severe global pandemic. The compact agenda, combined with video and online methods, made the six-and-a-half-day sessions extremely effective.

### Ricky Tsang: Setting up new-type think tanks with Greater Bay Area characteristics

As it is built in a special environment featuring “One Country, Two Systems, three currencies, three different jurisdictions and three separate customs zones”, the Greater Bay Area faces numerous and complex issues, including the development of think tanks.

**Ricky Tsang, the Chamber’s Vice-chairman (CPPCC National Committee Member)**, believes that although there are many think tanks in the Greater Bay Area, they have their own problems due to different systems and other reasons. He suggested that the governments of Hong Kong, China and Macao should fully harness the strengths of local think tanks, setting up a new type of think tanks in the Greater Bay Area to strengthen their voice and strive to help the country improve its soft power.

He added that the Think Tank Alliance Framework Agreement that over 30 think tanks in the Greater Bay Area signed in 2019 had set the goal of strengthening cooperation and co-development. However, cross-border research exchanges are at a standstill due to the unprecedented violent confrontations in Hong Kong in recent years and the raging COVID-19 pandemic. In addition, major issues such as how to leverage the respective strengths of the local think tanks in the three places to jointly carry out research on the construction of the Greater Bay Area are also stuck at the planning stage. At the same time, some research restrictions on the Mainland should be relaxed according to specific needs.

“As for Hong Kong, it has over 40 think tanks with research areas covering politics, economy, people’s livelihood, international affairs, etc. Through Hong Kong’s strengths such as its extensive international contacts, these think tanks generate a certain degree of international influence and show a variety of development trends. However, as the development of think tanks in Hong Kong is still in its infancy, they are generally small in scale, with the exception of a few supported by large consortia or well-resourced individuals. In addition, there are many policy obstacles for Hong Kong’s think tanks to carry out cooperative research with those on the Mainland, which in the long run will affect the think tanks in the three places in conducting joint research on the construction of the Greater Bay Area as well as the development of new-type think tanks.”

He suggested improving the Greater Bay Area’s think-tank alliance system as soon as possible, adopting special policies to support the

development of small and medium-sized think tanks in Hong Kong and Macao to fully harness the strength of synergy. In addition, relevant authorities of the country should focus on supporting the Greater Bay Area's think tank alliance, entrusting some national-level basic research projects to the alliance to produce more intellectual research results so that the construction of the Greater Bay Area will progress more smoothly. In the long run, decision-making norms should be formulated at the national level, requiring the governments in the Greater Bay Area to include think tank consultation in the decision-making process in order to give full play to the role of think tanks to raise their level and influence.

### Connie Wong: Integrate into the country's development landscape for full economic development under pandemic

Hong Kong's economy and people's livelihood have suffered a heavy blow due to the anti-amendment protests the year before and then the COVID-19 pandemic. **Connie Wong, the Chamber's Vice-chairman (Deputy Director of the Committee for Handling Proposals of the CPPCC and CPPCC National Committee Member)**, believes that Hong Kong can focus on four areas to get out of the COVID-19 pandemic and integrate into the country's development landscape to fully revitalize its economy as soon as possible. First, Hong Kong can establish itself as an international certification center. She noted that the Hong Kong-Shenzhen Innovation and Technology Park will commence the first phase of infrastructure construction this year, but currently, many industry approval criteria are not consistent between Hong Kong and the Mainland. She suggested to set up an industry certification center in the Park and strive for all products certified by the center to be recognized by relevant Mainland institutions, and then to be recognized by countries along the Belt and Road. She is convinced that this will further attract domestic and foreign high-tech enterprises to set up in Hong Kong, while exemplifying Hong Kong's strengths under "One Country, Two Systems".

Second, she suggested Chinese companies to develop high-tech industries in Hong Kong. At present, Hong Kong-listed Chinese companies account for over 60% of the overall Hong Kong trading market share and have a significant impact on the Hong Kong financial market, but their employees in Hong Kong account for less than 10% of the overall job market. Wong suggested that Chinese companies can use the Lok Ma Chau Loop to develop high-tech industries, expand local employment and attract global talents.

Third, harness Hong Kong's role as an international financial center to help technology innovation companies raise funds. Wong noted that in the past, technology innovation companies mostly got listed in the US for financing. However, due to US sanctions, she expected that many companies would switch to get listed in Hong Kong. For this purpose, the Hong Kong Stock Exchange can set up a listing board specifically for technology innovation companies. Chinese financial companies in Hong Kong can also leverage their strengths to vigorously develop foreign-currency PE funds and VC funds, and in conjunction with the listing platform of the Hong Kong Stock Exchange, build an ecosystem that provides financing services for technology innovation companies.

Fourth, Wong suggested to explore new ways of living and working under the new normal amid the COVID-19 pandemic in order to quickly activate the command center to minimize the impact should there be another outbreak. While various countries have begun COVID-19 vaccinations, Hong Kong still needs strict prevention and

control. Even after Hong Kong achieves "zero infection", as long as the international community has not yet effectively contained the pandemic, it still needs to practice strict control of foreigners entering its territory to avoid a resurgence of the pandemic.

### Tommy Li: Revive the Chinese medicine industry and drive development of the movie and television industry in the Greater Bay Area

As a member of the trade, **Tommy Li, the Chamber's Vice-chairman (Deputy to the NPC)**, closely follows the development of the Chinese herbs and medicine industry. During this year's Two Sessions, he submitted a proposal on this issue.

Li reveals that he proposed a simplified registration program two years ago for Chinese patent medicine produced in Hong Kong to be marketed in the Greater Bay Area on a trial basis. Given the urgency to restart the economy when the pandemic ends, he stresses the need to implement the Guangdong-Hong Kong-Macao Greater Bay Area Chinese Medicine Highlands Construction Plan at the earliest possible date. Such a move can also support the development of China's dual-circular economy. He suggests to plan a Greater Bay Area Chinese Medicine City, promptly put in place a preferential policy for Hong Kong and Macao companies, relax regulation of Hong Kong and Macao companies operating in the Greater Bay Area, and push forward policies for building a Chinese medicine highland to revive Hong Kong's Chinese medicine industry. He also notes that visitors have trouble bringing bird's nest products purchased from Hong Kong into the Mainland, which indicates that administrative measures require review and amendment. As it will be a priority in the post-pandemic period to revive the economy of both Hong Kong and the Mainland, any business and social benefiting policies should be executed as quickly as possible.

Regarding the creative industries, Li points out that the Outline Development Plan for the Guangdong-Hong Kong-Macao Greater Bay Area contains several recommendations, including forging cooperation between the movie and television industries of Guangdong, Hong Kong and Macao; strengthening movie investment, collaboration and talent exchange; and supporting Hong Kong's role as a hub of movie and television fairs. As such, he thinks the Central and HKSAR Governments should provide greater policy, resources and manpower support, such as relaxing restrictions on Hong Kong movie companies participating in the mainland movie industry, establishing a Greater Bay Area movie censorship authority and a movie and television industry alliance, launching training programs and rolling out a subsidy scheme for movie and television productions. There are also opportunities to promote tourism. He says Hong Kong as a core engine of the Greater Bay Area is a bridge in its movie and television hub. He believes Hong Kong can inject new momentum to invigorate the mainland movie and television culture. By complementing each other's advantages, we can make China's movie and television culture more competitive and influential in the international arena.

### Herman Hu: Develop biotechnology and uphold national security

The country has delivered on its promise to lift itself out of poverty and to create over 10 million new jobs. **Herman Hu, the Chamber's Vice-chairman (Deputy to the NPC)**, believes that



胡經昌 Henry Wu

the achievements are encouraging, and he has full confidence in the country's future. In this context, he submitted several proposals in the areas of biotechnology industry, national security, and safety of children's products.

Hu noted that the country's biopharmaceutical industry has gradually caught up with the progress of large European and US companies. Nevertheless, faced with the intense technological competition from various countries, he suggested the country use Hong Kong's international network and reputation to help the Mainland biotechnology industry raise funds and gain international recognition to overcome its shortcomings in the field of biotechnology at a faster pace. He also noted that the COVID-19 pandemic has made people pay more attention to the development of biotechnology, and he suggested the country give strong policy support to Hong Kong to build an international biotechnology transformation center and attract international investors to invest in Chinese biotechnology companies, enabling the wider application of China's scientific research results in the international market to both safeguard national security and generate profits, thus creating a win-win situation.

As for national security, Hu believes that although Hong Kong has shifted from chaos to governance, efforts to safeguard national sovereignty must not be slackened. Therefore, he suggested that the country allow Hong Kong and Macao citizens to volunteer for military service to perform the important task of defending the country. He believes that this approach will help establish the concept of nation state among Hong Kong's young people and facilitate the application of the Hong Kong National Security Law. Furthermore, if young people volunteer for military service, the country can pay for their university education with a view to attracting a new generation of patriots. He also suggested that the

country guide Hong Kong to build a national security education base, provide training and assessment, and offer advisory guidance and assistance to Hong Kong schools to make up for the current deficiencies in Hong Kong's national security education.

Hu also noticed that children's products still pose safety risks, which endanger the health and personal safety of children and seriously affect the image of Made in China. Therefore, he suggested that children's products must be better regulated and subject to strict law enforcement, communication and cooperation with industry players must be strengthened, and laws, regulations and safety standards must be continuously improved to provide our next generation with products that are of high quality, safe and effective.

Hu believes that his participation in this year's Two Sessions enabled him to fully appreciate the forward-looking and guiding nature of the country's plans, which can guide Hong Kong's overall planning and development in the future. The most noteworthy of which is the country's determination to build new pillars for the industrial system to plan for future industries, which provide inspiration and guidance for the Hong Kong business community.

## Rock Chen: Strengthen regulation of innovative finance

**Rock Chen, the Chamber's Vice-chairman (CPPCC National Committee member)**, said that a large number of smart new technologies have been widely used in the financial field in recent years, creating a series of brand-new financial businesses. On the other hand, regulatory development has been lagging behind, leading to an almost unregulated development of private financial technology (fintech) companies, which is not only the reason for the



earlier bursting of the online P2P lending bubble, but also the key to the excessive leverage employed by large fintech companies like Ant Group.

“Increasing numbers of tech companies are now involved in various innovative financial fields, resulting in cross-industry mixed operations. Some of them have basically become financial institutions, but they are completely not subject to regulation in terms of capital ratios and risk management. As a result, they expanded more hurriedly and quickly than traditional financial institutions, and eventually a small financial bubble was formed and then burst. Therefore, the authorities must pay attention to these major financial regulatory loopholes and address the systemic risks posed by innovative financial technologies.”

In his view, regulators such as the China Banking and Insurance Regulatory Commission and the China Securities Regulatory Commission have been basically able to fulfill their respective regulatory duties in the old days when the division of business was obvious. However, in recent years, as individuals and businesses have become more aware of investment and wealth management and their needs for financing have increased, banks, securities companies, insurance companies, loan companies, private equity funds, internet platforms, etc. have become engaged in various types of financial business such as credit, asset management and investment banks, leading to a situation of mixed financial operations. Against this backdrop, regulatory concepts of the past are no longer fully applicable. Therefore, China needs to accelerate regulatory system reform to achieve comprehensive regulation of financial businesses.

He suggested regulating according to the nature of financial activities. For those innovative financial businesses whose nature can be clearly understood, they can be regulated according to the same rules as those for traditional financial businesses. For innovative financial products or services whose nature is not yet clear, they can be subject to a “regulatory sandbox” to limit the scope of risks, so that a limited number of customers can be invited to participate in the trials of fintech projects without fully complying with regulatory requirements. However, financial platforms must adopt customer protection and risk management measures to reduce associated risks.

### Charles Cheung: Promote co-development between Hainan Free Trade Port and Greater Bay Area

**Charles Cheung, the Chamber’s Vice-chairman (CPPCC National Committee Member)**, noted that Hainan Province has achieved positive results in promoting the construction of a free trade port since 2018. In his view, the Greater Bay Area, as one of the most open and economically dynamic regions in China, has an important strategic position in the country’s development landscape. Against this background, Hainan should further consider how to promote the construction of the free trade port to achieve coordinated and integrated development with the Greater Bay Area.

As one of the freest economies in the world, Hong Kong has a highly international, market-oriented, rule-of-law business environment and a global business network. Cheung believes that Hainan can learn from Hong Kong’s institutional experience to

build a free-trade port that meets its development orientation. It should also consider stepping up preferential tax policies to reduce corporate and personal income tax rates. In addition, it should further open up the sale of imported duty-free goods across the island, significantly raise the limit on offshore duty-free purchases, increase the variety of duty-free goods, and simplify the purchasing process. At the same time, it should further expand the scope of application of visa-on-arrival and visa exemption for international tourists, and actively attract professionals from foreign countries, Hong Kong, Macao and Taiwan to work and reside in Hainan.

In addition, it should accelerate coordinated and integrated development with the Greater Bay Area in areas such as infrastructure, financial services and technology education. “Hainan should further improve its sea, land and air transportation infrastructure interconnected with the Greater Bay Area. It should also coordinate with the relevant departments of the Central Government to speed up the pilot of offshore financial businesses, speed up the establishment of legitimate exchanges for international energy, shipping, commodities, property rights, equity and carbon emission rights, and consider putting in place a financial industry development model for differentiated division of work and integrated development with the Greater Bay Area.”

## David Fong: The Country strives for great rejuvenation of China

**David Fong, the Chamber's Life Honorary Chairman (CPPCC National Committee Member)**, noted that one of the key points of this year's “Two Sessions” was the deliberation of the 14th Five-Year Plan and the long-range objectives through the year 2035. The 14th Five-Year Plan, which not only marks the beginning of the long-range objectives through the year 2035, but also signifies the decisive stage in which China strives to return its GDP to the world's top position, has attracted much domestic and international attention.

The Chinese Government began to formulate the “Five-Year Plan” in 1953. In 2006, it started to shift China from a planned system to a market economy. It has again introduced new initiatives this year. It no longer set hard targets in some aspects of the 14th Five-Year Plan. Instead, the targets are divided into indicative and binding targets. It also did not set a specific GDP growth target, as economic growth is no longer a core issue because the main focus of the 14th Five-Year Plan is to promote high-quality development.

Fong added: “There will be challenges and opportunities, merits and drawbacks during the 14th Five-Year Plan period. Interaction and counteraction between China and the US will continue to be intense, but China's internal situation will be relatively stable. The problems caused by rapid economic development in the past decades, such as environmental damage, corruption and poverty, have been basically controlled and eased, which is conducive to building a new development paradigm in which the domestic market is the mainstay while letting internal and external markets boost each other. This should be able to deal with the ‘decoupling’ strategy led by the US against China.” However, in the long run, China's birth rate will continue to decline and the benefits it gets from its huge population will gradually decrease. Therefore, the country must pursue high-quality development and drive the economy with innovation in order to switch its source of benefits from its huge population to talents and achieve major breakthroughs in key core technologies, with the aim to achieving its long-range objective of moving to the forefront of innovative countries by 2035.

“Our great revival is not just in GDP. In an era of knowledge-based economies, cultural soft power is increasingly important in the competition of comprehensive national strength. We also need to promote social civilization, improve quality of the citizens, narrow the gap between the rich and the poor, improve people's well-being, build ecological civilization, optimize industrial and energy structures, and broadly shape green, low-carbon production and lifestyles to contribute significantly to the global response to climate change.” He hopes that China will be at the forefront of the world in all aspects in order to realize the magnificent pattern of China's prosperity.

## Martin Liao: Encourage Hong Kong professionals to take part in developing the Greater Bay Area

Professional services are a key indicator of an advanced economy. Given that the Greater Bay Area is home to diverse professional service sectors and a huge pool of high-end talents, **Martin Liao, the Chamber's Standing Committee Member (Deputy to the NPC)**, thinks Guangdong, Hong Kong and Macao should create mutual benefits and advantages through coordinated development. Together, we can build an international center of professional services in the Greater Bay Area.

According to Liao, Hong Kong professional service sectors are backed by people of broad vision and experience. This is a unique advantage of Hong Kong. In the 14th Five-year Plan period, Hong Kong's professional services made active contributions to our country's economic growth and further opening. He therefore hopes to see more opening measures and policy provisions for Hong Kong businesses to facilitate professionals of different disciplines to seek career opportunities on the mainland, particularly for professional practice in the Greater Bay Area.

He suggests mulling measures in several aspects, such as introducing mutual recognition of professional qualifications within the Greater Bay Area. He notices that legal, architecture and insurance professionals from Hong Kong are not enjoying equal treatment as their mainland peers, while professionals of other disciplines face various restrictions when seeking development in the Greater Bay Area. He recommends conducting investigative studies to address discipline-specific issues based on actual circumstances. This would solve the problem of “opening the big door but not the small ones” in the long run.

In addition, Liao suggests to set up a professional services center to provide advice on government policies, training and business matching service to professionals from Hong Kong and other regions planning for career development in the Greater Bay Area. Efforts should also be made to streamline the complex process of re-applying for permits and licences to operate cross-border business. Moreover, with a centralized information platform in place, businesses and professionals of different disciplines can identify cooperation partners through various channels, such as websites, WeChat groups and mobile apps. Such a platform will also facilitate resource matching as well as government support initiatives. Liao also proposes to waive mobile roaming charges and offer tax incentives, while improving transport infrastructure and building a pleasant living circle to make working and living more desirable so they would not have reservations about planning their careers in the Greater Bay Area. 🌀



## 完善選舉制度 提升議會品質 Improving the Electoral System to Raise Legislative Quality

### 霍震寰：反映中央對香港愛護有加

#### Ian Fok: Testament of the Central Government's care and concern for Hong Kong

對於中國崛起，國際早有戒心，香港無可避免成為棋子。在外部勢力參與下，近年香港亂象叢生，情況令人擔心。沒有安定，難有繁榮，故從早前的香港國安法，至最近的完善選舉制度，中央明知出手惹來外國指責，乃是萬不得已之舉，可見中央對香港實在愛護有加。冀盼今後社會逐漸由亂轉治，議會可造就均衡參與，再度選賢任能，吸引更多人才為香港的未來建言獻策。

The international community has long been wary of China's rise. Hong Kong is inevitably a piece in this game of chess. As a result of external intervention, Hong Kong has seen chaos and commotions in recent years and the situation is worrying. Knowing that prosperity is not possible without stability, the Central Government introduced the National Security Law earlier and lately improved the electoral system, even though such moves would attract accusations from foreign powers. There was no alternative and it is evident that the Central Government loves and cares about Hong Kong. I hope our society will gradually resume order as chaos stop, and the councils will provide opportunities for balanced participation. When good and able people are appointed to office, more talented candidates will be attracted to offer advice and suggestions for the future of Hong Kong.

### 蔡冠深：確保香港長治久安

#### Jonathan Choi: Ensure Hong Kong's long-term peace and security

全國人大高票通過《完善香港特區選舉制度的決定》，蔡冠深認為充分體現了包括香港同胞在內的全體中國人民切實維護國家主權、安全、發展利益的集體意志。它大大拓展了香港社會各界均衡有序的政治參與，保障了香港居民的民主權利和民主質量，使選舉委員會更加符合香港的實際情況，更加具有廣泛的代表性。相信可有效解決近年立法會泛政治化和香港社會內耗不斷的困局。

In Choi's view, the NPC's overwhelming adoption of the Decision on improving the electoral system of the HKSAR fully embodies the collective will of all Chinese people, including Hong Kong compatriots, to effectively safeguard the country's sovereignty, security, and development interests. It has greatly expanded the balanced and orderly political participation of all sectors of Hong Kong society and guaranteed the democratic rights and quality of Hong Kong residents, making the election committee more broadly representative and more in line with of Hong Kong's actual situation. He is convinced that it can effectively address the issues of general politicization of the LegCo and the endless social discord in Hong Kong in recent years.

## 曾智明：保障“一國兩制”行穩致遠

### Ricky Tsang: Ensure the stability and long-term development of “One country, Two Systems”

從2014年“佔中”到2019年反修例風波，可清楚看到外國勢力在港滲透十分嚴重，加上部分反對派議員與之相勾結，令香港的繁榮穩定受到嚴重損害。例如每次立法會討論重大法案，反對派為了個人政治利益，必定會運用各種手段拖延、阻礙，甚至透過極端的拉布行為，令立法會運作陷入癱瘓；也有部分議員透過宣誓儀式等，公然散播港獨主張，凸顯“一國兩制”確實存有漏洞。這次人大通過“完善香港選舉制度決定”，不但有助解決回歸以來政治上存在的問題，也有助“一國兩制”回歸初心，行穩致遠。

From the “Occupy Central” incident in 2014 to the anti-amendment protests in 2019, it is clear that foreign forces have very deeply infiltrated Hong Kong and some opposition lawmakers have colluded with them, thereby seriously undermining Hong Kong’s prosperity and stability. For example, every time a major bill was discussed at the Legislative Council, in their own political interests, they would inevitably use various means to delay, hinder or even, through extreme filibustering, cripple the functioning of the Legislative Council. Some legislators also openly advocated Hong Kong independence at the oath-taking ceremony, highlighting the loopholes in “One Country, Two Systems”. The NPC’s adoption of the decision on improving Hong Kong’s electoral system will help not only solve the problems in the political system existing since the reunification, but also return “One Country, Two Systems” to its original purpose to achieve stability and long-term development.

## 王惠貞：有效堵塞選舉制度漏洞

### Connie Wong: Effectively plug loopholes in the electoral system

這次全國人大的決定，有利於香港全面貫徹“一國兩制”、“港人治港”、高度自治的方針，維護國家主權、安全、發展利益。近年來香港虛耗在政治爭議中，以致很多民生關注的問題如房屋、醫療，未能得到解決，經濟發展嚴重受損，鄰近的深圳發展早已經超越香港。2019年“攞炒派”推動街頭黑暴，讓香港陷入連續多月的暴亂，市民生命財產無法保障，反映香港選舉制度存在明顯的漏洞和缺陷。是次人大決定有效堵住相關制度漏洞，將有利確保“愛國者治港”，保持香港長期繁榮穩定。

The NPC’s decision will help Hong Kong fully implement the policies of “One Country, Two Systems”, “Hong Kong governed by Hong Kong people” and “high degree of autonomy”, and safeguard the country’s sovereignty, security and development interests. In recent years, Hong Kong has been stuck wastefully in political disputes. As a result, many livelihood issues, such as housing and medical care, have been left unresolved and its economic development has been severely impaired, with the development of neighboring Shenzhen now long surpassing Hong Kong. In 2019, the “mutual destruction faction” pushed for violent street confrontations, plunging Hong Kong into months of unrest, with people’s lives and property on the brink of disaster, which showed up the obvious loopholes and shortcomings in Hong Kong’s electoral system. The NPC’s decision effectively plugs the loopholes in the system, which will help ensure “Patriots administering Hong Kong” and maintain Hong Kong’s long-term prosperity and stability.

## 李應生：可集中精力為香港未來謀福祉

### Tommy Li: Focused efforts can be made to build a bright future for Hong Kong

這次決定確實完善了過往的選舉制度，標誌着香港的政治體制將會重回正軌，可令港人能選出更富廣泛代表性的人士參政，並確保愛國愛港人士為港出力，得使香港能保持長期繁榮穩定。此外，增設資格審查委員會，可杜絕反中亂港分子參與，能省卻一些無謂的爭拗，好讓大家集中精力和時間為香港未來建設、為市民大眾謀福祉而努力。人大常委會修改基本法附件一和附件二絕對是有權有責，冀望特區政府盡快據此完善香港特區法律，規管相關選舉活動。

This decision has certainly improved the old electoral system. It shows that Hong Kong’s political system is coming back on track. The people of Hong Kong can elect broadly representative candidates to participate in government and political affairs, and ensure that Hong Kong will be served by patriots who love the HKSAR. It is vital to Hong Kong’s long-term prosperity and stability. The introduction of a candidate qualification review committee will make it impossible for anti-China trouble makers to take part. It will also avoid unnecessary fall outs so we can focus time and effort on building a bright future for Hong Kong and benefiting the society. The NPC Standing Committee definitely has the authority and duty to amend Annex I and Annex II to the Basic Law. I hope the HKSAR Government will improve the law of the Hong Kong Special Administrative Region and regulate electoral activities as soon as possible.

## 胡曉明：杜絕外部勢力操縱香港

### Herman Hu: Prevent external forces from manipulating Hong Kong

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由國家主導完善香港選舉制度具有必要性及迫切性，過程合憲合法合情合理。它充份體現國家堅決要幫助香港撥亂反正，堵塞選舉制度的漏洞，重拾以愛國者為主體的“港人治港”政治原則和標準，以確保只有愛國者才能晉身執政行列，杜絕外部勢力再次借不愛國、反中亂港及激進分離份子操縱、綁架香港的機會。只有加快融入國家發展大局，搭上國家經濟快車，香港未來才会有希望。

It is necessary and urgent for the country to lead the improvement of Hong Kong's electoral system, and the process is constitutional, legal, fair, and reasonable. It fully embodies the country's determination to help Hong Kong bring order out of chaos, plug the loopholes in the electoral system, and restore the patriots-focused "Hong Kong people ruling Hong Kong" political principles and standards to ensure that only patriots can remain in power while eliminating the opportunity for external forces to manipulate and kidnap Hong Kong through non-patriotic, anti-China and radical separatists. Hong Kong's future promises will materialize only if it accelerates its integration into the country's development landscape and embarks on its rapid economic track.

## 陳仲尼：有助“一國兩制”撥亂反正

### Rock Chen: Help "One Country, Two Systems" bring order out of chaos

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總的來說，這次中央的出發點是希望撥亂反正，重新把“一國兩制”導向正確的方向和軌道，行穩致遠。同時也顯示中央正視並決心解決一些香港回歸以來累積的問題。這次人大的決定，在制度方面有效防止了反中亂港、甚至港獨勢力進入管治架構的問題。但這只是最基本的要求；下一步還要看往後的選舉中，能否選出有才幹、有政治能力、有承擔及真心真意服務市民的人，並好好地督促、提升特區政府的施政水平，為香港市民謀福祉。

In general, the Central Government's starting point is to bring order out of chaos and re-direct "One Country, Two Systems" to the right direction and onto the right track for stability and long-term development. It also shows that the Central Government is facing up to and resolving some of the problems that have accumulated since Hong Kong's return. The NPC's decision effectively prevents anti-China radicals and even Hong Kong independence forces from entering the governance structure in terms of systems. But this is only the most basic requirement. The next step is to see whether people who are talented, politically competent, committed and genuinely want to serve the people can be elected in future elections, and effectively monitor and improve the HKSAR Government's level of governance for the benefit of the Hong Kong people.

## 張學修：“愛國者治港”乃天經地義

### Charles Cheung: "Patriots administering Hong Kong" is justified

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很高興看到“愛國者治港”標準、選舉制度改革得到中央政府高度重視。香港是國家一部分，落實“愛國者治港”乃天經地義之事，只有“愛國者治港”，才能保證國家主權安全和發展利益，保證香港長期繁榮穩定，確保“一國兩制”行穩致遠。而落實“愛國者治港”，關鍵在於選舉制度改革，並從法律層面加以完善，保證愛國者主導香港行政、立法、司法、教育、公營機構，把黑暴、攬炒、港獨人士清除出局，如此方能有效維護香港政治穩定。

I am pleased to see that the "patriots administering Hong Kong" standard and the reform of the electoral system have received great attention from the Central Government. As Hong Kong is a part of the country, realizing "patriots governing Hong Kong" is a matter of course. Only "patriots administering Hong Kong" can safeguard the country's sovereignty, security and development interests, guarantee Hong Kong's long-term prosperity and stability, and ensure the stability and long-term development of "One Country, Two Systems". The key to realizing "patriots administering Hong Kong" lies in the reform of the electoral system and improving it on the legal level to ensure that Hong Kong's administrative, legislative, judicial, educational, and public institutions are led by patriots, while people who advocate violent confrontation, mutual destruction and Hong Kong independence are cleared out. Only in this way can Hong Kong's political stability be effectively maintained.



胡錫平 / Henry Wu

## 方文雄：社會穩定是改善民生之基石

### David Fong: Social stability is the cornerstone of improving people's livelihood

香港近年遭受一連串政治動亂破壞，社會撕裂、經濟重創，痛定思痛，深切體會到社會穩定才是發展經濟、改善民生的基石。中央提出“愛國者治港”，正是對症下藥解決香港困境之良策。事實上，“一國兩制”倡導者鄧小平先生早年已強調過：“必須由以愛國者為主體的港人來治理香港”。希望大家以國家利益及市民福祉為重，放下歧見、理性務實，推動香港早日重回發展正軌，以繁榮穩定新局面證明“一國兩制”的優越性與生命力，為祖國統一大業起良好示範作用。

In recent years, Hong Kong has suffered a series of political turmoil, social divisions and economic devastation. It is only through a deep appreciation of social stability that Hong Kong can develop its economy and improve its people's livelihood. The Central Government's proposal of "patriots administering Hong Kong" is the best solution to Hong Kong's plight. Indeed, Mr Deng Xiaoping, the advocate of "One Country, Two Systems", stressed in the early years that "Hong Kong must be governed by patriotic Hong Kong people". Hopefully, everyone will place the interests of the country and the well-being of the people as the priority, put aside differences and be rational and pragmatic to bring Hong Kong back on track for development as soon as possible, proving the superiority and vitality of "One Country, Two Systems" with renewed prosperity and stability to set a good example for the country's reunification endeavor.

## 廖長江：引領香港重回發展軌道

### Martin Liao: Putting Hong Kong back on the right track

其實“愛國者治港”早於80年代曾由鄧小平提出，並非新概念。隨着2013年政改，至後來的“佔中”與反修例風波，加上外部勢力等因素影響，香港政局與“一國兩制”之初衷愈走愈遠，故中央不得不正本清源、撥亂反正。基於中國為單一制國家，權力向來是從上而下，故今次完善選舉制度以落實統治權是無可厚非，並不是一種苛求。事實上，人大常委會委員長栗戰書宣佈決定通過之後，會議現場掌聲雷動，足證大家盼待今次決定可令香港重回發展軌道。

Advocated by Deng Xiaoping in the 1980s, "Hong Kong to be ruled by patriots" is not a new concept. Following the 2013 political reform and the later "Occupy Central" and anti-extradition law amendment controversies, plus the impact of intervention by external forces, the political situation was shifting increasingly away from the original intention of "One Country, Two Systems". The Central Government had to put things right to get back to the origin. China is a country with a single system governed by top-down authority. The perfecting of Hong Kong's electoral system to exercise rule is beyond reproach. It is not an excessive demand. As a matter of fact, when NPC Standing Committee Chairman Li Zhanshu announced the passing of this decision, he was given a round of applause. It is evident that everyone hopes this decision will put Hong Kong back on the track for future development.



本會首長等多位成員於3月31日出席由財政司司長主持的交流會，就選舉委員會和立法會的組成、選舉辦法等細節交流意見。  
The Chamber's Office-Bearers and Members participated in the exchange session hosted by the Financial Secretary on 31 March. They exchanged views on issues of the composition of Election Committee and LegCo and methods for electing.

# 齊“撐”完善選舉制度

## Support for Improving the Electoral System

全國人大會議表決通過完善香港選舉制度的決定，本會表示全力支持，認為通過相關修訂，有助確保“愛國者治港”得到全面體現和落實，為香港社會、經濟和營商發展構建更繁榮穩定根基。

The Chamber fully support the decision to improve the electoral system of Hong Kong passed by the NPC earlier. It ensures the implement of “patriots administering Hong Kong” and consolidates the social and economic foundation for Hong Kong’s prosperity.

**六大商會全力支持**  
全國人大常委會就完善香港選舉制度  
通過修訂基本法相關附件

**我們認同**

- 擴大選舉委員會規模和職能，涵蓋各個階層和界別人士，符合「廣泛代表性」和「均衡參與」原則；
- 增加立法會議席，助吸納更多不同背景精英，進一步提升立法會代表性；
- 設立資格審查委員會，確保參選人符合「愛國者治港」標準和要求。

**我們期望**

- 各界全面配合完善香港選舉制度的相關工作，根據基本法附件修訂細節，盡快啟動本地立法工作；
- 各界攜手努力，貫徹落實「愛國者治港」原則，推動「一國兩制」行穩致遠，維護香港繁榮安定。

**六大商會全力支持**  
全國人大通過完善香港選舉制度的決定

貫徹「愛國者治港」原則，令「一國兩制」實踐行穩致遠  
讓國家安全和香港長治久安得到更有效的保障  
並推動經濟重拾動力，實現繁榮穩定

本會先後兩次與本港主要商會刊登聯合聲明，表達對人大決定的全力支持。With several major chambers in Hong Kong, the Chamber published joint declaration on newspaper twice for supporting the decision passed by the NPC.



**早**前香港各界人士及團體成立“撐全國人大決定完善選舉制度”連線，發起一系列宣傳解讀和線上線下簽名行動。本會首長及一眾成員積極響應是次活動，並身體力行到各區街站擔任義工，協助收集簽名，並向市民講解是次人大決定的正當性和必要性。由3月11日至21日共11天，最終線上線下合共收集簽名逾200萬個，足見廣大市民表達支持完善選舉制度的意願。

**E**arlier, people from different sectors and associations initiated “Supporting NPC’s Decision to Improve the Electoral System”, an online campaign that publicized and explained the issue and called for online and offline signing to show support. Office-Bearers and Members of the Chamber responded actively and helped out as volunteers at street counters to collection signatures and explain to the public the legitimacy and necessity of NPC’s decision. Over eleven days from 11 to 21 March, an aggregate of over 2 million signatures were collected via online and offline channels, demonstrating the people’s will to improve Hong Kong’s electoral system.





# 應對疫情 虛擬展覽成主流

## Virtual Exhibitions Become Mainstream in Response to Pandemic



疫情之下，全球各地的商貿展覽或延期、或取消，但不同業界的採購需求依然存在。不少大型展覽均移師網上舉行，繼續為工商各業提供寶貴的接洽平台，預計疫情過後，虛擬展覽亦會成為主流，與實體展覽並存發展。

In the midst of the pandemic, trade exhibitions around the world have been postponed or cancelled, while many large-scale exhibitions have moved online. Virtual exhibitions will likely become mainstream and co-exist and develop with physical exhibitions after the pandemic is over.

## 周啟良：綫上綫下混合模式將成大勢

Benjamin Chau: Mixed Online/Offline Format will be General Trend



周啟良 Benjamin Chau



新增3D 虛擬攤位吸引買家注目。  
The newly-added 3D virtual booths attracted buyers' attention.

**展**覽一向是中小企爭取訂單的主要渠道，香港貿易發展局（下稱貿發局）每年舉辦多項國際性的展覽，滙聚海內外的展商和買家。去年受疫情影響，不少港商在綫上尋找新買家和訂單，貿發局即時變陣，加強網上服務，如將實體展覽整合並改於網上進行、推出升級版貿發網採購平台，為買賣雙方提供新渠道，打破地域限制，盡量將疫情帶來的衝擊減至最低。

香港貿易發展局副總裁周啟良預料，網上加實體的混合模式展覽將成為新趨勢，貿發局就此配備了不同的服務，如推出人工智能商貿配對平台“商對易”、3D 虛擬展覽攤位、產品視頻製作服務、“貿發網採購”平台等。

### 平台功能撮合買賣雙方

“商對易”平台利用大數據及人工智能作自動配對，提升配對效率，亦為買家和供應商提供會議安排、實時聊天、視像會議及電子名片互換等網上自助的功能。在“夏季採購匯 | 網上展”及“秋季採購匯 | 網上展”期間，分別為買家及展商安排了逾4,500場及9,000場視像會議。

“相較在實體展覽等待買家到訪，網上展的供應商則可主動出擊，與各地

買家接洽，提高合作機會。”周啟良形容箇中最大的挑戰是時差，“幸好歐美買家非常體諒，願意遷就時間，大部分網上視像會議都在香港時間午夜前舉行。”另外，為了避免供應商和買家預約視像會議後失約，貿發局更發動全球50個辦事處，安排人手在預定時間前溫馨提示，確保雙方出席視像會議。

對參展商而言，網上宣傳技巧、產品展示方式要令人眼前一亮亦相當重要。因此，貿發局的產品視頻製作服務，協助仍未掌握短片製作技巧又資源不多的參展商，以視頻模式凸顯產品特色，為日趨數碼化的採購模式作好準備。貿發局亦推出免費支援服務“T-box 升級轉型計劃”、免費綫上研討會、“數碼學堂”及“網購學院”等教學資源，裝備中小企化身成為“電子商貿達人”。

### 實體展覽價值無可替代

回顧過去一年的經驗，周啟良指網上展覽具有獨特優勢，例如一些以往只有實體展覽的創意行業，在虛擬展覽的平台有更大的發揮空間。“以往時裝展因場地所限，最多只能夠招待約1,000名現場觀眾。受疫情影響，我們將去年九月舉行的CENTRESTAGE移師網上舉行，特地到清水灣電影製片廠，以綠幕拍攝，再以電腦特技

效果注入不同主題，製作了六場結合數碼與實體元素的時裝滙演。”這些時裝滙演展示了逾40位本地及亞洲時裝設計師的作品，吸引超過38萬人次收看。

但他強調，實體展覽依然是不可代替，亦非所有展覽也適合在網上舉行，珠寶展便是一例，因貴價珠寶需要近距離觀察寶石色澤、清淨度，亦要試戴款式設計是否合意，難以透過螢幕可作比擬。另一例子則是每年吸引過百萬人進場的書展。周啟良說：“書展除了是書籍銷售平台，期間舉辦的作家講座等文化活動，更令書展成為城中的文化盛事、家人和朋友聚會的活動，更吸引內地、台灣，以至東南亞等地的讀者參與，這些也不是單純網上書展可以滿足。”不過，貿發局在書展網站及流動應用程式增設全新的“網上書展”欄目，“參展商名錄”頁面集合參展商旗下的網上銷售平台，亦增設了“文化線上行”專頁，讓書迷可瀏覽一系列由合作夥伴提供的網上閱讀、博物館展覽及文化活動資源，包括過往十年的書展經典講座錄影片段。

因此，周啟良相信在疫情過後，未來的展覽會以實體與網上混合模式舉行，相輔相成，O2O 採購將成為新趨勢。他強調，即使恢復舉辦實體展覽後，貿發局仍然會定期舉辦不同主題

的網上採購會，配合各行業的採購周期，為供應商帶來額外接觸環球買家的機會，並計劃在實體展覽中新增虛擬展台、現場直播產品推介會及產品演示，助供應商向未來來港參與展覽的海外買家推廣產品。

As exhibitions have always been the main channel for SMEs to win orders, the Hong Kong Trade Development Council (HKTDC) organizes numerous international exhibitions every year. Last year, due to the pandemic, the HKTDC promptly changed its course and stepped up online services, e.g. consolidating the physical exhibitions and shifting them online as well as launching an upgraded version of “hktcdc.com Sourcing” to provide a new channel for buyers and sellers.

**Benjamin Chau, Deputy Executive Director of the HKTDC**, anticipates that mixed-format (online plus physical) exhibitions would become a new trend. The HKTDC has different services for this, including Click2Match (an AI-enabled business matching platform), 3D virtual exhibition booths, product video production service, and the “hktcdc.com Sourcing” platform.

### Platform functions for matching buyers and sellers

Leveraging big data and AI for automatic matching, the Click2Match platform also offers buyers and suppliers online self-service functions for meeting scheduling,

live chat, etc. During the online Summer and Autumn Sourcing Weeks, over 4,500 and 9,000 video meetings were arranged for buyers and exhibitors respectively.

“Suppliers at the online fairs were able to proactively engage with buyers from all over the world to improve opportunities for collaboration.” According to Chau, the biggest underlying challenge was time difference. “Fortunately, buyers in Europe and the US were willing to accommodate the time zone differences, so most online video conferences were held before midnight Hong Kong time.” In addition, to prevent suppliers and buyers from missing a scheduled video conference, the HKTDC mobilized 50 offices around the world to arrange for staff to send reminders in advance of the scheduled time to ensure that both parties attend the video conference.

Online promotional techniques are also important to exhibitors. In this regard, the HKTDC’s product video production service helps exhibitors who still do not have sufficient skills and resources to produce short videos to highlight the features of their products in a video format. The HKTDC has also launched training resources such as T-box (Transformation Sandbox, a free support service), free online seminars, Digital Academy and E-tailing Academy to equip SMEs to become “e-commerce experts”.

### Value of physical exhibitions irreplaceable

Looking back at the experience of the past year, Chau noted that online exhibitions have unique advantages and certain creative industries have more room to flex their muscle on the virtual exhibition platform. For example, a fashion show, having shifted

online, showcased the works of over 40 local and Asian fashion designers and attracted over 380,000 viewers. Such a viewership figure cannot be matched by physical shows.

However, he stressed that physical exhibitions are still irreplaceable and not all exhibitions are suitable to be held online. Jewelry exhibitions are a case in point, as people have to examine expensive pieces of jewelry closely as well as try them on to see if the style and design are appealing to them. Another example is the book fair. Chau said: “Activities such as writers’ talks held during the book fair not only make the fair a grand cultural event in the city, but also attract the presence of readers from places such as Mainland China, Taiwan and Southeast Asia.” Nevertheless, the HKTDC has added a brand-new Book Fair Online section to enable participants to look for exhibitors’ online retail platforms and browse different e-reading resources, museum exhibitions and cultural activities provided by partners, including video footage from some of the most popular seminars held at the fair over the past decade.

Therefore, Chau believes that after the pandemic is over, future exhibitions will be held in a mixed physical and online format and O2O sourcing will become a new trend. He stressed that even after the resumption of physical exhibitions, the HKTDC will still regularly organize online sourcing fairs with different themes to provide suppliers with additional opportunities to engage with global buyers. It also plans to add virtual booths, live streaming of product presentations and product demonstrations to physical exhibitions to help suppliers promote products to overseas buyers who are unable to come to Hong Kong for the exhibitions.



“秋季採購匯 | 網上展”匯聚了來自33個國家及地區、2,600多家展商，吸引超過27,000名來自132個國家及地區的優質登記買家在網上採購洽商。The “Autumn Sourcing Week | ONLINE” brought together over 2,600 exhibitors from 33 countries/regions and attracted over 27,000 premium registered buyers from 132 countries/regions to source and negotiate online.



網上展期間推出人工智能商貿配對平台“商對易”，讓買賣雙方透過視像會議在疫情下繼續洽商。Click2Match, an AI-enabled business matching platform, was launched during the online exhibitions to enable buyers and sellers to continue negotiations via video conferences amid the pandemic.

## 黃卓琛：虛擬展覽突破時地且減省成本

Sum Wong: Virtual Exhibitions Overcome Time and Place Limitations and Reduce Costs



黃卓琛 Sum Wong

疫情下，全球各地不少商貿展覽延期或取消、或移師網上舉行。智能活動管理軟件平台 EventX 協助各行業客戶舉辦虛擬展覽或新聞發佈會，不但在在疫情下可繼續收宣傳及交流之效，更能減低成本，預期在疫情緩和後，不少企業將同步採用虛實活動方案，而發佈會及講座移師線上平台更會成為新趨勢。

疫情期間，展覽業進入冰河時期，**EventX 聯合創辦人及行政總裁黃卓琛**坦言，為尋找生存空間，業界開始借助科技，將展覽等活動轉移至線上舉行。“大部分新客戶都是首次舉辦虛擬展覽，當團隊與他們合作時，為讓他們理解有關活動做法，除提供個案分享及建議，也會安排教學。以菲律賓客戶為例，公司協助他們舉行虛擬新聞發佈會，不但提供虛擬展覽方案，還指導他們如何吸引全球媒體關注，達到最大宣傳效果。”

### 虛擬攤位具吸引力

至於展覽規模方面，黃卓琛指視乎客戶種類而定，其中貿易展覽會的主辦方，一般舉辦規模較大的活動，經轉化為線上虛擬攤位，可吸引多達數百間公司參與；另有一些企業客戶，如微軟和南華早報等，則需推行市場推廣活動，團隊普遍會利用如聊天機械人等數碼工具及數碼行銷方式，協助他們與客戶溝通和進行銷售。



提及開發新技術及多元方案，黃卓琛表示，貿易展覽會主辦方的展覽需要很多攤位，並要配合一些市場推廣活動、研討會及記者招待會等即時串流活動，故對寬頻有龐大需求，故軟件的穩定性和數據安全尤其重要，如何利用數碼工具加強參展商和出席者的溝通並進行行銷亦同樣備受關注。

### 實時通訊功能突破時地限制

“為提高與會者之間的互動，我們增設了視像及其他實時通訊功能，對平台運算能力與網絡流量的要求會更高，要確保平台服務保持穩定表現，以至達到低延遲效果並不容易。”他補充，由於虛擬會議的用戶可能來自世界各地，地區網絡連線速度與效率有所不同，在此情況下，EventX 特別依靠由 AWS (Amazon Web Services) CloudFront 提供的內容傳遞網絡 (CDN) 服務，成功將串流影片的延遲率減少 70%。

相對傳統展覽，黃卓琛認為，虛擬展覽有其獨特優勢，首要是全球各地的人都能參展或出席活動，更可節省海外參加者越洋赴會的交通時間及整個旅程所需的開支。此外，虛擬世界存

在很多數據，能有效地為活動主辦方作出一些配對，為他們推薦一些合適的參加者。

### 疫情過後仍有需求

有研究顯示，現時活動軟件在亞洲的年消費額，總值逾十億美元，為全球增長速度最快的地區。黃卓琛指其團隊亦發現，與疫情前相比，不少首次舉辦虛擬活動的展覽商或國際活動商，經初試啼聲後，均發現不只成本下降，瀏覽量也大增，故相信疫情過後，實體展覽逐漸復甦，不少企業仍然在線上線下同時舉行活動，或將線上活動視為“Plan B”方案，以提高參與自由度及解決場地問題，並可視為應對突如其來狀況的解決方案。

“以 Zoom 為例，疫情期間用戶的使用量大增，但不代表疫情緩和後，他們便不再使用這類可連繫各地與會者的會議軟件；同一道理，目前網上展覽始終未能完全取代實體展覽，因網上形式難以為參與者帶來親身接觸及互動的機會，但對若干發佈會及講座活動而言，移師至線上已成新趨勢。”黃卓琛相信，企業同步選用虛實活動方案將會是未來的大趨勢。🔄



EventX, a smart event management software platform, helps customers in various industries hold virtual exhibitions or press conferences, which not only enables them to continue generating publicity and communication effects amid the pandemic, but also reduce costs. Many businesses will likely simultaneously adopt virtual and physical event solutions after the pandemic eases off.

**Sum Wong, Co-Founder and CEO of EventX**, said that businesses have begun to shift events such as exhibitions online in order to survive during the pandemic. “Most of our new clients are holding virtual exhibitions for the first time, so our team will arrange for training on top of providing case sharing sessions and recommendations when working with them.”

### Virtual booths have appeal

As for the scale of exhibitions, Wong noted that it depends on the type of customer. For example, trade show organizers generally hold large-scale events which, when shifted to online virtual booths, can attract the participation of as many as hundreds of companies. Another example is that some corporate customers, such as Microsoft and South China Morning Post, need to launch marketing events, so his team will generally use digital tools such as chatbots and digital marketing methods

to help them communicate with and sell to customers.

With regard to the development of new technologies and diversified solutions, Wong said that trade show organizers require a lot of real-time streaming activities that place a very high level of demand on broadband capacity, so software stability and data security are particularly important, as is the use of digital tools to help exhibitors communicate with and market to attendees.

### Real-time communication functions overcome time and place limitations

“To improve the interaction among participants, we have added video and other real-time communication functions, which will place higher demands on the platform’s computing power and network traffic as it is not easy to ensure stable performance of the platform’s services.” He added that EventX has succeeded in reducing streaming latency by 70%, relying specifically on the Content Delivery Network (CDN) service provided by AWS (Amazon Web Services) CloudFront.

In Wong’s view, virtual exhibitions enable people from all over the world to participate in exhibitions or attend events, saving overseas participants’ travel time and expenses for the entire trip. In addition, there are a lot of data in the virtual world

that can enable effective matching and recommend suitable participants for event organizers.

### Demand will remain even after the pandemic is over

Studies have shown that annual spending on event software totalled over USD1 billion in Asia, making the continent the fastest growing region for such products in the world. Wong said his team has found that many exhibitors or international event operators that held virtual events for the first time saw not only lower costs but also a significant increase in the number of visits compared with before the pandemic. Therefore, he believes that after the pandemic is over and physical exhibitions gradually resume, many businesses will still hold events online and offline concurrently or regard online events as a “Plan B” to increase the freedom of participation and resolve venue issues or regard them as a solution to unexpected situations.

“Currently, online exhibitions have not completely replaced physical exhibitions as it is difficult for the online format to provide participants with hands-on and interaction opportunities. However, for certain press conferences and seminars, it has become a new trend to shift online.” Wong is convinced that the simultaneous use of virtual and physical event solutions will be the general trend in the future. 🔄

# 會員調查： 企業對經濟及業務前景審慎

## Member Survey: Businesses are Cautious About Economic and Business Prospects

**為** 了解中總會會員對經濟與營商環境展望，本會於2月進行意見調查<sup>1</sup>。受訪會員對今年香港經濟及業務經營前景取態審慎，面對疫情仍然反覆，會員冀特區政府採取更果斷措施控制疫情，讓經濟民生盡快回復正常。此外，不少港商對粵港澳大灣區抱持正面態度，準備投入大灣區拓展業務。

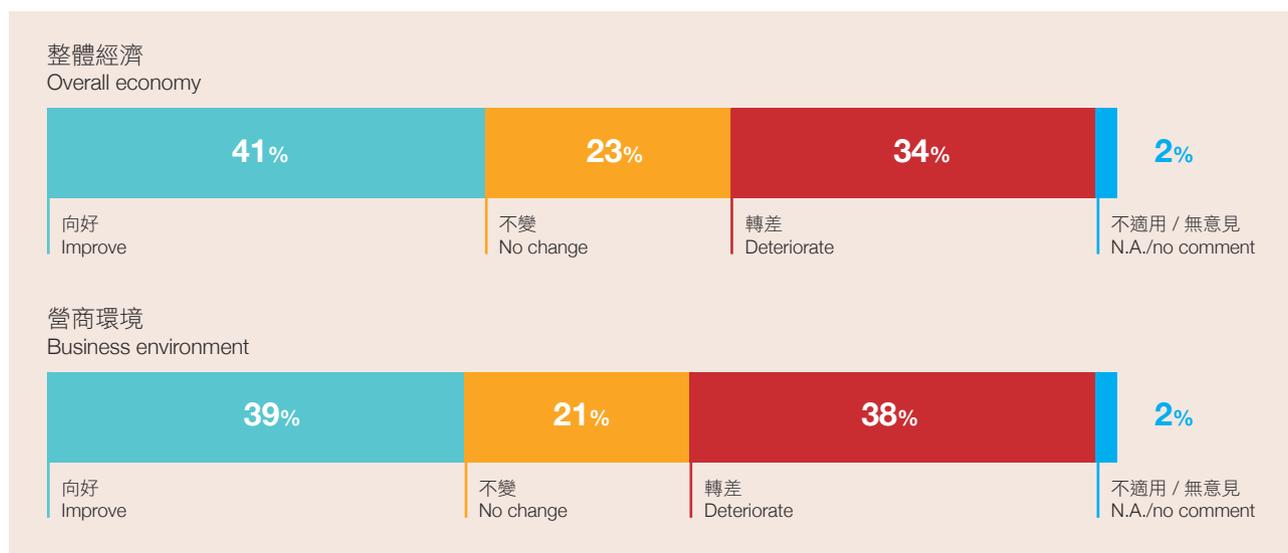
To understand its members' views on the prospects for the economic and business environments, the Chamber conducted a member survey in February<sup>1</sup>. Respondents were cautious about Hong Kong's economic and business prospects this year. Faced with the ongoing resurgent COVID-19 pandemic, they hoped that the HKSAR government would take more decisive measures to contain the pandemic so that the economy and people's livelihood will return to normal as soon as possible. In addition, many Hong Kong businesses are positive about the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) and are prepared to invest in the area to expand or develop their business.

### 經濟及營商展望

#### Economic and business prospects

與2020年相比，預期今年香港整體經濟及營商環境會出現甚麼變化？

Compared with 2020, what changes are expected in Hong Kong's overall economic environment and business environment this year?



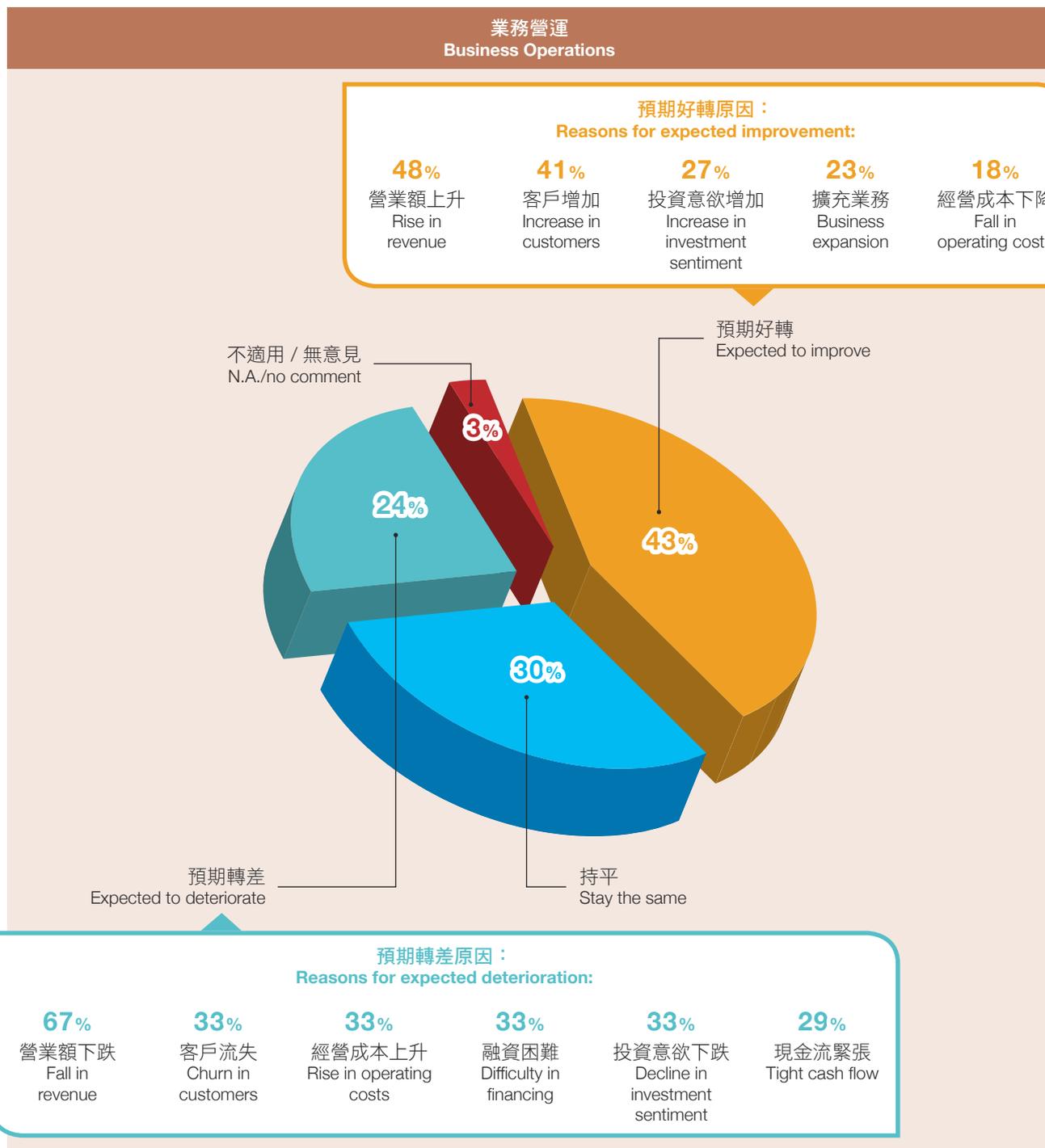
四成受訪會員預期整體經濟 (41%) 及營商環境 (39%) 向好，惟亦有超過三分之一受訪會員認為整體經濟 (34%) 及營商環境 (38%) 會轉差。

Four out of ten respondents expected the overall economy (41%) and business environment (39%) to improve, while more than three out of ten believed that the overall economy (34%) and business environment (38%) will deteriorate.

<sup>1</sup> 調查於2021年2月4日至26日進行，共收到103名會員回覆。  
The survey was conducted from 4 to 26 February 2021 and received responses from 103 members.

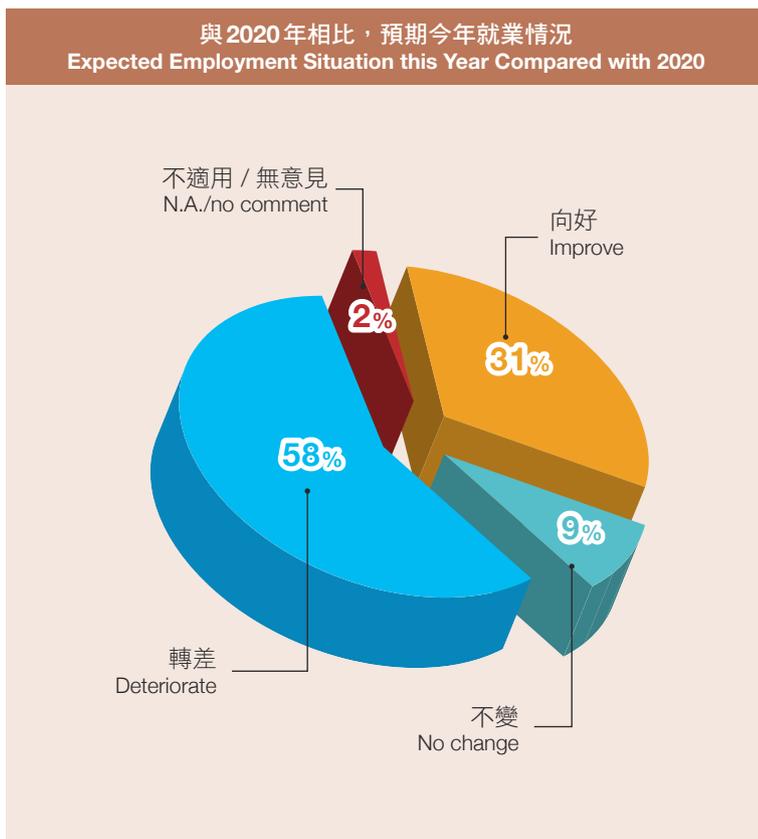
與2020年相比，預期今年公司業務營運將轉好或是轉差？

Compared with 2020, are your company's business operations expected to improve or deteriorate this year?



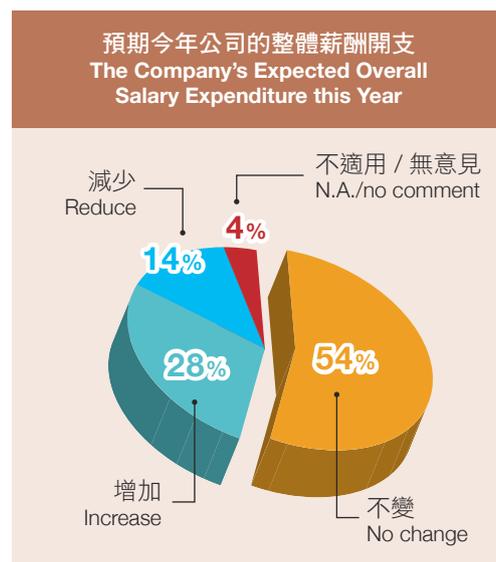
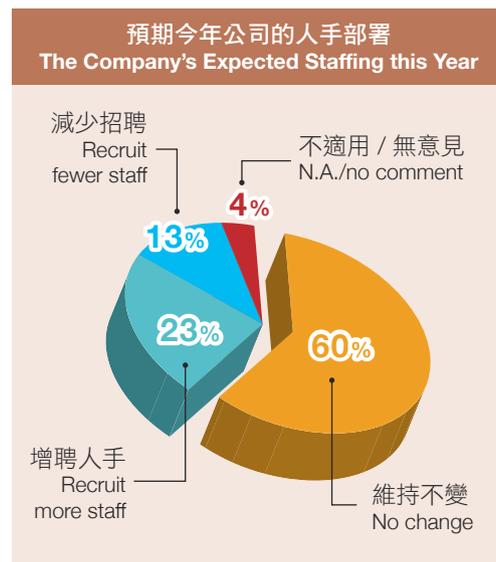
四成多 (43%) 受訪會員預期今年公司業務營運將轉好，主要預估營業額上升 (48%)、客戶增加 (41%) 等；惟預期業務營運將轉差的受訪會員亦約佔四分之一 (24%)，他們主要擔心營業額下跌 (67%)。三成受訪會員預期業務營運狀況持平。

Over four out of ten (43%) of respondents expected their company's business operations to improve this year, mainly with an expected increase in revenue (48%) or an expected increase in customers (41%); however, about one out of four (24%) respondents expected business operations to deteriorate, with a decline in revenue (67%) their main worry. Three out of ten respondents expected business operations to remain at the same level.



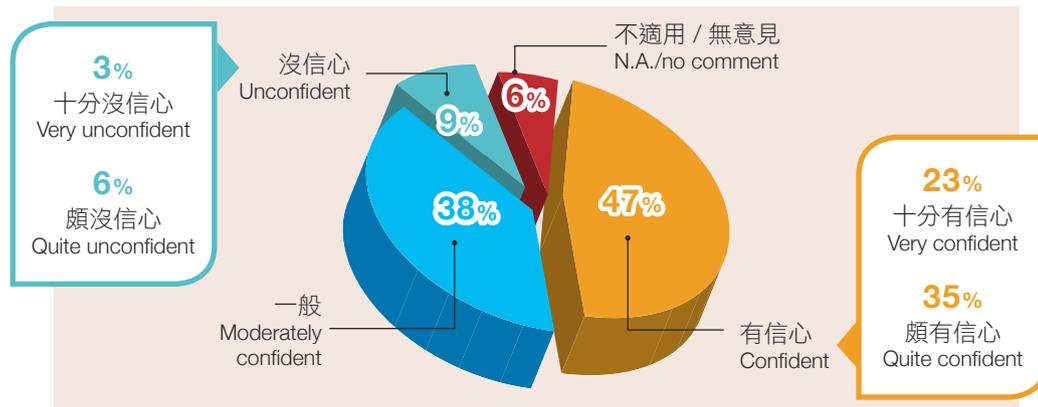
受訪會員對今年的就業情況較審慎，近六成 (58%) 擔心今年的就業情況將會轉差，預期向好的有三成 (31%)；他們普遍維持今年公司的人手部署 (60%) 和整體薪酬開支 (54%) 不變。

Respondents were more cautious about this year's employment situation, with nearly six out of ten (58%) worried that it would worsen, while three out of ten (31%) expected it to improve. They would generally keep the company's staffing (60%) and overall salary expenditure (54%) unchanged this year.



**對今年公司的經營發展信心如何？**

**How confident are you in your company's business growth this year?**



綜合而言，受訪會員對今年公司的經營發展頗為正面，近一半 (47%) 表示具有信心，表示沒有信心的不足一成 (9%)。

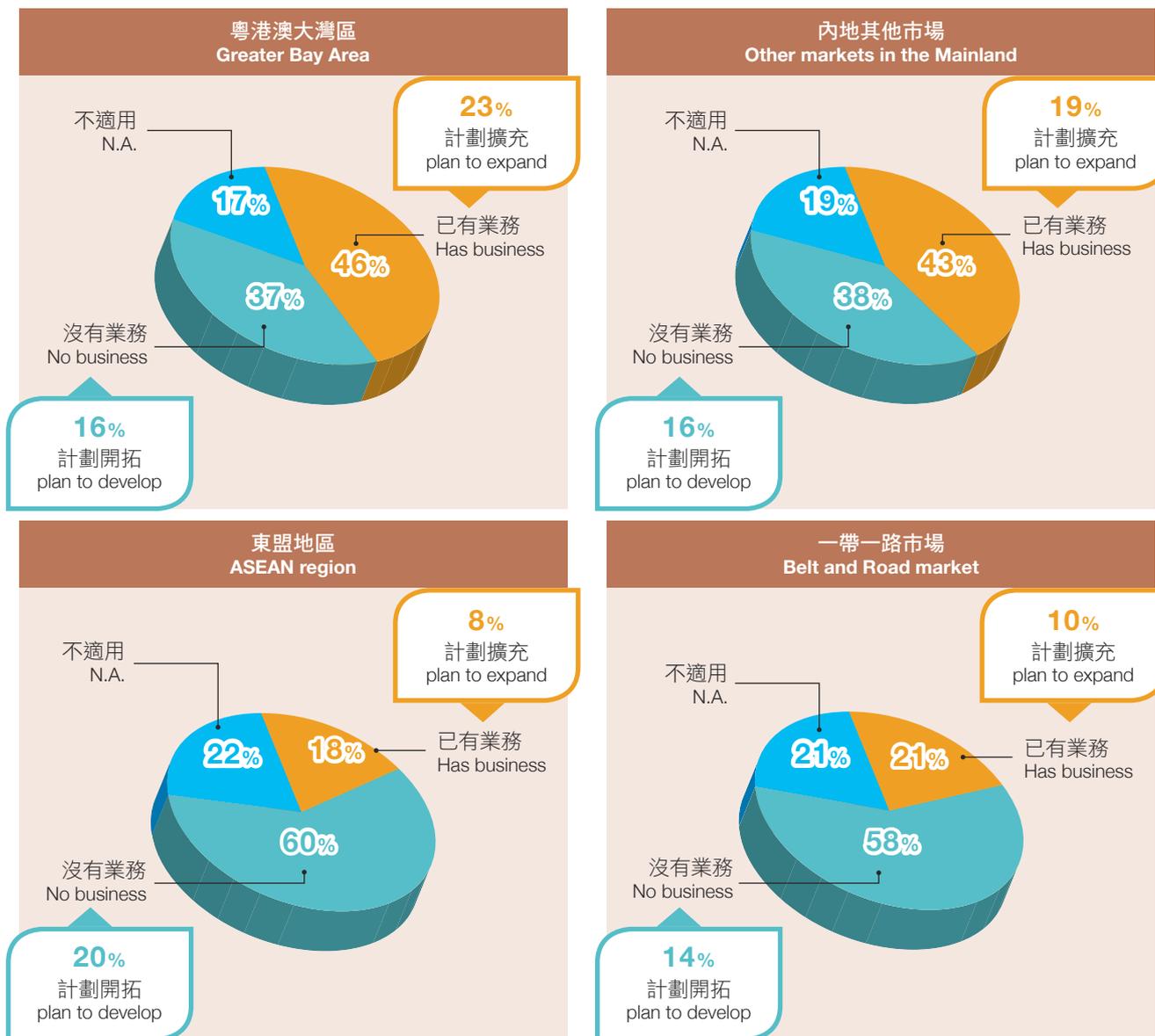
On the whole, respondents were quite positive about the company's business growth this year, with nearly half (47%) expressed confidence, while fewer than one out of ten (9%) expressed no confidence.

## 探索市場發展空間

### Exploring space for market development

貴公司是否有參與下列市場，或計劃開拓／擴充相關業務？

Does your company participate in the following markets, or plan to develop/expand the relevant businesses?



面對環球經濟新格局，積極探索內地及其他區域市場，將為本港工商界推動業務持續發展帶來新契機。約一半受訪會員現時已有參與大灣區 (46%) 及內地其他市場 (43%)。內地是最多會員欲拓展的市場，近四成 (39%) 擬進一步擴充或開拓大灣區業務，35% 受訪會員亦考慮擴充或開拓內地其他市場。相對而言，約兩成受訪會員在東盟 (18%) 或一帶一路市場 (21%) 擁有業務，考慮擴充或開拓相關市場則分別佔 28% 及 24%。

Faced with the new global economic landscape, actively exploring the Mainland and other regional markets will bring new opportunities for Hong Kong's industrial and commercial sectors to promote sustainable business development. About half of respondents are already participating in the Greater Bay Area (46%) and other markets in the Mainland (43%). The Mainland is the market where the most respondents want to tap into, with nearly four out of ten (39%) intending to further expand or develop their businesses in the Greater Bay Area and 35% considering to expand or develop their businesses in other markets in the Mainland. Relatively, about two out of ten respondents have businesses in ASEAN (18%) or the Belt and Road market (21%), while 28% and 24% are considering expanding or developing their businesses in the relevant markets, respectively.

## 冀為業界提供具體支援

## Hoping for specific support for the business community

過去一年，本港經濟面對前所未見挑戰，不少行業備受新冠疫情嚴重打擊。特區政府積極推動防疫抗疫工作，並為受影響的工商各業提供支援，協助企業渡過難關。

Hong Kong's economy has faced unprecedented challenges and many industries have been hit hard by COVID-19 over the past year. The HKSAR Government has been actively promoting pandemic prevention and control efforts and providing support to affected businesses to help them get through the difficult times.

受訪會員認為特區政府應採取更果斷措施應對疫情，讓經濟及民生發展盡快回復正常，並適時推出更多企業支援措施，協助適應短中長期營商環境變化，提升香港整體競爭力。

Respondents believed that the HKSAR Government should take more decisive measures to cope with the pandemic so that the economy and people's livelihood will return to normal development as soon as possible, and introduce more support measures for businesses in a timely manner to help them adapt to changes in the business environment in the short, medium and long term, and enhance Hong Kong's overall competitiveness.

期望特區政府推出的措施： Measures expected the government could provide:	佔受訪會員百分比 (%) Percentage of members surveyed (%)
盡快落實內地與香港健康碼互認互通安排 Implement the mutual recognition system for the health codes of the Mainland and Hong Kong as soon as possible	87%
加強疫苗接種的配套預備及宣傳工作 Strengthen the preparation and publicity for COVID-19 vaccination	80%
善用國家抗疫經驗，加強與國家合作推動疫情防控工作 Leverage the country's experience in combating the pandemic and strengthen cooperation with it on pandemic prevention and control	77%
優化“中小企融資擔保計劃”，加大“百分百擔保特惠貸款”額度 Enhance the “SME Financing Guarantee Scheme” and increase the loan amount of “Special 100% Loan Guarantee”	50%
提供稅務優惠，加強對外推宣傳，吸引海內外投資者來港 Provide tax incentives and strengthen external publicity to attract domestic and foreign investors to Hong Kong	49%
優化創科、醫護人才輸入政策，為企業增聘科研人才提供資金補貼 Improve the policies for bringing in I&T and healthcare, and offer financial subsidies for businesses to recruit more scientific research talents	44%

此外，受訪會員普遍期望特區政府能提供更多政策支援，協助企業拓展大灣區、內地及海外市場。

In addition, respondents generally hoped that the HKSAR Government would provide more policy support to help businesses tap into the Greater Bay Area, the Mainland and overseas markets.

期望特區政府提供政策支援： Policy supports expected the government could provide::	佔受訪會員百分比 (%) Percentage of members surveyed (%)
進一步擴大與國家金融市場互聯互通 Further expand interconnection with the country's financial markets	54%
協助港商構建有效銷售渠道和網絡，成立專責部門解決經營操作問題 Assist Hong Kong businesses in establishing effective sales channels and networks, and set up a dedicated department to solve operational problems	54%
促進大灣區跨境要素流動便利化 Facilitate the flow of cross-border factors in the Greater Bay Area	50%
提供市場考察、一站式市場資訊及業務拓展支援服務 Provide market research, one-stop market information and business development support services	46%
與大灣區建構統一產品標準，提供更有效和簡便的商品銷售認證標準 Establish unified product standards with the Greater Bay Area to facilitate simpler and more effective product certification	46%
與當地政府商議，為港商投資當地市場提供更多稅務優惠和營商便利 Discuss with local governments to provide more tax incentives and business facilitation for Hong Kong businesses to invest in the local markets	44%

## 中總建議

### The Chamber's recommendations

受訪會員雖然對整體經濟和營商環境抱持審慎態度，但普遍對公司今年的經營前景具信心，冀特區政府採取更果斷措施應對疫情，讓工商各業經營盡快回復正常，並提供更多支援措施，協助企業開拓內地特別是大灣區市場商機。

本會認同當前首要工作是要遏止疫情，各項刺激經濟和企業支援措施才能真正發揮功效，各界才可聚焦推動疫後經濟發展，抓緊國家“十四五”規劃和“雙循環”發展新格局帶來的機遇。

本會在推動後疫情經濟發展和推動港商拓展大灣區市場提出以下建議：

Although respondents were cautious about the overall economy and business environment, they were generally confident of the business prospects for their company this year. They hoped that the HKSAR government would take more decisive measures to deal with the pandemic so that business operations in various industries can return to normal as soon as possible, and provide more support measures to help businesses tap into the business opportunities in the Mainland, especially in the Greater Bay Area.

The Chamber agrees that the current priority is to successfully curb the pandemic. It is only then that the various economic stimulus and business support measures can be truly effective and all sectors can focus on promoting post-pandemic economic development and capture the opportunities arising from the country's "14th Five-Year Plan" and new "dual circulation" development paradigm.

The Chamber has the following recommendations for post-pandemic economic development and Hong Kong businesses to tap into the Greater Bay Area market:

#### 提振疫後經濟發展

##### Boosting post-pandemic economic development

- 投放更多財政資源、採取更果斷措施控制疫情，加強檢測追蹤、疫苗接種配套及宣傳，盡快斷絕傳播鏈，達致“清零”目標。

Allocate more fiscal resources and take more decisive measures to contain the pandemic by stepping up testing, contact tracing, and vaccination support and publicity to cut off the transmission chain to achieve the goal of “zero infection” as soon as possible.

- 加快發放電子消費券流程，並考慮聯同零售及餐飲業舉行大型優惠推廣活動，進一步改善市面氣氛。

Speed up the process of issuing electronic consumption vouchers and consider holding large-scale promotional activities with the retail and F&B industries to further improve the market atmosphere.

- 進一步提高中小企融資擔保的最高貸款額並延長還款年期，協助中小企穩定資金流，緩解經營和資金周轉壓力。

Further increase the maximum loan amount for SME financing guarantees and extend the repayment period to assist SMEs in stabilizing cash flow and alleviating the pressure on operation and capital turnover.

- 盡快與內地落實健康碼互通安排，給予已接種疫苗的兩地居民豁免檢疫，讓跨境人員往來和經貿活動回復正常。

Implement the mutual recognition system for the health codes of the Mainland and Hong Kong as soon as possible, granting vaccinated residents of the two places exemption from quarantine so that cross-border personnel travel and economic and trade activities can return to normal.

#### 深化與大灣區融合

##### Deepening integration with the Greater Bay Area

- 加快香港與大灣區跨境基建融合，強化高鐵網絡連接並全面實施“一地兩檢”。

Accelerate the integration between Hong Kong and the Greater Bay Area in cross-border infrastructure, strengthening the high-speed rail network connectivity and fully implementing the co-location arrangement.

- 協助港商在大灣區和其他內地城市構建銷售網絡，成立專責部門解決實際操作問題，提供一站式市場資訊和業務拓展支援。

Assist Hong Kong businesses in establishing sales networks in the Greater Bay Area and other Mainland cities, set up a dedicated department to solve practical operational problems, and provide one-stop market information and business development support.

- 深化香港與大灣區科技產業合作，在河套深港科技創新合作園區開展內地企業與香港科研人才配對，強化產學研合作。

Deepen cooperation between the science and technology industries of Hong Kong and the Greater Bay Area, providing matching of scientific research talents between Mainland and Hong Kong enterprises in the new Shenzhen-Hong Kong Innovation and Technology Co-operation Zone in the Lok Ma Chau Loop for stronger industry-academia-research cooperation.

- 在“大灣區青年就業計劃”基礎上，推動粵港政府設立長期的就業機制和特別稅務優惠，為香港年輕人在灣區就業創業和生活提供更多誘因與支援。

On the basis of the “Greater Bay Area Youth Employment Scheme”, encourage the Guangdong and Hong Kong governments to establish a long-term employment mechanism and special tax concessions to provide more incentives and support for young Hong Kong people to find employment or start business and live in the Greater Bay Area.

# 陳茂波：預算案着重有效分佈資源

## Paul Chan: Budget Focuses on Judicious Allocation of Resources



**本**會聯同多家商會合辦“財政預算案網上研討會”，邀請財政司司長陳茂波闡述本年度《財政預算案》。

陳茂波表示，香港經濟今年繼續面臨重大挑戰，在失業率升至7%以上的同時，他更指由於推出逆周期財政措施和經常開支持續上升，故預計今年赤字為1,016億元，相等於本地生產總值3.6%。而財政儲備預計將跌至9,027億元，在兩年間從相等於23個月政府開支的水平顯著降至13個月。

在此艱難情況下，陳茂波指本年度財政預算案着重明智分佈資源以利民紓困，並協助企業應對當前的經濟困境，為疫後復甦作好準備。他亦提到會加快步伐推動數碼經濟，例如向貿發局撥款3.75億，資助開發虛擬平台。此外政府亦將發展綠色和可持續金融、建設綠色城市、推動新能源運輸。

對於政府的財政狀況，陳茂波預計將面對連續四年赤字，而政府開支料將進入整固期。他認為長遠財政承擔必須與收入增長相適應，同時他盼望香港能保持經濟發展與活力，尋找新的增長點以提高收入。  
(12/3) 

**T**he Chamber joined a number of chambers to host the Joint Business Community Budget Speech Webinar. **Paul Chan, Financial Secretary**, was invited to expound the Government's *Budget* this year.

Chan said Hong Kong's economic is still facing enormous challenges this year. While the unemployment rate rises to more than 7%, because of the countercyclical fiscal policies and increases in normal expenditure, the budget deficit for the coming financial year is estimated to be 101.6 billion, accounting for 3.6% of GDP. Hong Kong's fiscal reserves are expected to be HKD 902.7 billion. It dropped sharply from the equivalent of 23 months of government expenditure to just 13 months.

In preparing this *Budget* during these hard times, Chan put the focus on making judicious allocation of resources for alleviating people's hardship and preparing for the post-pandemic economic recovery. Chan has also mentioned about boosting digital economy. For example, he will allocate HKD 375 million to HKTDC to enhance its capability to develop virtual event platform. Besides, the government will also develop green and sustainable finance, green city and promote renewable energy in transport.

For the Government's financial position, Chan expects Hong Kong to record a deficit for four consecutive years afterwards and the government expenditures are expected to enter in the consolidation mode. As for future increase in spending, Chan said the government should be more mindful of the long-term affordability. He hopes Hong Kong could be able to maintain the growth and vibrancy of the economy and identify new areas of economic growth for increasing revenue. (12/3) 

# 灣區機遇處處 青年轉守為攻

## Opportunities for Hong Kong Youth Abound in the Greater Bay Area

早前公佈的《施政報告》宣佈推出“大灣區青年就業計劃”，鼓勵同時在本港和內地擁有業務的企業，聘請本港大學畢業生並派駐大灣區城市工作，期望為青年人帶來更廣闊的發展空間。為此本會特舉辦專題講座，深入介紹計劃內容，望吸引更多企業和青年人積極響應。

As earlier announced in the *Policy Address*, the Greater Bay Area Youth Employment Scheme (“the Scheme”) was launched to encourage enterprises with operation in both Hong Kong and the Greater Bay Area to recruit and deploy local university graduates to work in the Greater Bay Area Cities. The Chamber has organized a seminar to offer in-depth briefing about the Scheme.





張建宗 Matthew Cheung



孫玉菡 Chris Sun



許柏坤 Charles Hui

## 張建宗：冀青年抓緊歷史機遇

香港特別行政區政務司司長張建宗表示，粵港澳大灣區建設是國家進一步改革開放的重大發展戰略，亦是香港在疫情後恢復經濟動力的重點方向，由特區政府主導的“大灣區青年就業計劃”不但協助本港企業拓展業務，並鼓勵青年到內地發展事業、深入了解大灣區的最新發展，達至企業、青年互惠共贏，內地、香港相輔相成的效果。他期望香港青年能抓緊歷史機遇，繼續發揮本港獨特優勢，促進區內深度融入以及區域經濟協同發展。

## 孫玉菡：助青年融入灣區發展

勞工處處長孫玉菡指出，大灣區增長潛力巨大，特區政府透過是次計劃不但提供定額津貼以及在內地生活的支援，長遠亦計劃與社會各界進一步合作，深化各項便利措施，讓本港青年更快融入大灣區發展，把握學習、就業、生活三方面的黃金機遇，盡展所長。他透露，截至二月底，計劃已收到200家企業合共逾1,500個職位申請，其中近800個為創科相關職位，可見區內創科發展機遇之龐大。

## 許柏坤：冀企業及年青人踴躍參與

“大灣區青年就業計劃”於今年1月8日正式推出，合共提供2,000個名額，其中700個為創科職位。勞工處助理處長許柏坤表示，大灣區發展潛力巨大，土地面積超過50個香港，而人口更是香港的十倍。“由於疫情關係，本港青年就業問題日益嚴峻，本計劃將支援青年到大灣區城市工作、發展事業，有助他們開拓更廣闊的出路。”

許柏坤續指出，有關企業的申請條件，基本上只有一個，就是需同時在香港和大灣區內地城市擁有業務；至於大學畢業生方面，申請者只需為香港居民，持有香港或外地的



林至穎 Gordon Lam



李文果 Travis Lee

大學、大專院校學士以上資格，並在2019至2021年間畢業即可。“選擇這三年的畢業生，主要考慮到他們未有足夠的工作經驗，在當前經濟環境下，求職未必太容易，故期望透過計劃協助他們發展事業之餘，也拓闊視野。”

他續闡釋，參與計劃的企業需按香港的勞工條例，以不低於月薪18,000元聘請大學畢業生；而每聘請一名畢業生，將會從政府獲得每月10,000元津貼，最長為期18個月。“考慮到在香港的大學畢業生，平均起薪約一萬多元，如到大灣區工作，可能有其他額外開支，例如住宿、交通等，因此定了一個稍高的月薪，期望可吸引更多畢業生踴躍參與。”

## 林至穎：香港青年有其優勢

近年大灣區創科發展一日千里，其中深圳更發展成全國科技中心，反觀香港的創科發展較為滯後。香港廣東青年總會副主席兼民生政策委員會主任林至穎則指出，香港其實具備不少優勢，如香港的大學在前期科研的表現相當出色，培育大量創科人才，比如無人機企業大疆、人工智能巨擘商湯等科企的創辦人，他們最初都在香港的大學擔任研究生，參與科研項目，其後在深圳成功創業。

他認為，不少大灣區的企業都樂於聘請香港的青年人，“目前廣州正發展高端智能製造，並劃出一片區域，希望促進



香港和廣州之間在此領域的合作，這對香港青年而言是一大機遇。因香港在工業設計方面，其實名列亞洲前茅，如理工大學的工業設計十分優秀，也一直與順德、佛山等製造業重鎮合作。故香港青年在修畢相關專業後，大可考慮到大灣區闖一闖，視野也必豁然開朗。”

大灣區在高科技領域領先全國，但林至穎補充，整個科技產業鏈中還涉及眾多專業服務的配套，這正正是香港強項。這次政府推出“大灣區青年就業計劃”着實是一大契機，讓本港年青人可藉此機會在大灣區中一展所長。

## 李文泉：宜先了解內地稅務制度

稅務差異是其中一個令有意往內地發展的香港年青人最為關注的問題。畢馬威稅務合夥人李文泉表示，說起內地稅務問題，通常大家的疑慮甚多，因內地的累進稅率最高可達45%，而香港最極端的情況也只是15%。“如到內地工作，稅負會否大大增加？但大家可以放心，稅務在大灣區規劃中是一個很重要的配套，因此推出不少針對港人的稅務優惠。而適逢2019年內地出台稅改文件，亦令港人到內地工作保障大大增加。”

李文泉表示，甚至有某些情況下是無需繳稅，僱傭形式是當中的關鍵。“如工作合約是在香港簽訂、香港支薪的話，

回內地工作則有機會無需繳稅。而上述稅改文件中亦規定，如在內地停留不足24小時，則不作一天計算，可無需報稅。”舉例說，如在深圳南山區從事創科工作，每天從香港即日來回，便無需繳付內地稅項。若在內地停留的時間較長，則無可避免需要繳稅，但在新稅法下亦與過往有別，會從日子上計算，仍有機會獲得稅務扣減。

現時大灣區有不少針對境外高端人才的補貼，廣州、深圳、珠海等九個主要城市，都已推出相關稅務優惠，令其所繳納的稅款不高於15%，貼近香港稅率。因此，李文泉認為香港青年人若到大灣區工作，對稅務問題無需過於憂慮。

上述內容為本會創科及創意文化委員會及青年委員會合辦的專題講座之撮要。

## Matthew Cheung: Youth could seize historic opportunity

**M**atthew Cheung, Chief Secretary for Administration of the HKSAR, said that the Greater Bay Area Youth Employment Scheme spearheaded by the SAR government is not only helping Hong Kong companies expand their business, but also encouraging young people to pursue their career in the Mainland and to gain in-depth understanding about the

latest development of the Greater Bay Area. He hopes that Hong Kong youth can seize such a historic opportunity and contribute to deepening Greater Bay Area integration, as well as the synergistic development of the regional economy.

## Chris Sun: Helping youth to participate in Greater Bay Area development

According to **Chris Sun, Commissioner for Labour**, the SAR government will be granting a fixed allowance through this scheme. It will also offer support to participants' living in the Mainland. In the long run, further cooperation with different sectors has been planned so that various convenience measures can be strengthened. These will facilitate the swift integration of local youths into the development of the Greater Bay Area. He revealed that as at the end of February, the Scheme has received more than 1,500 job openings offered by 200 companies. Amongst them, close to 800 posts are related to technology and innovation. This is yet another proof of the vast innotech development opportunities available in the region.

## Charles Hui: Active participation by companies and youths encouraged

**Charles Hui, Assistant Commissioner for Labour**, sees immense potentials in Greater Bay Area development. "The pandemic has created an increasingly difficult employment context for the youth of Hong Kong. This scheme will support young people to work in Greater Bay Area cities and pursue their careers, which could help them exploit and broaden more possibilities."

Hui added that corporate applicants must be operating in Hong Kong and a Greater Bay Area city. As for university graduates, the applicant has to be a Hong Kong resident graduating between 2019 and 2021 who owns a bachelor's or above qualification awarded by a local or foreign university / tertiary institution. "Graduates from these three years are selected since they do not have much working experience, and it may be slightly more difficult for them to find a job under current economic circumstances."

He further explained that participating enterprises shall engage the eligible graduates under Hong Kong Law, offering them a monthly salary of not less than HKD18,000. The government will grant a monthly allowance of HKD10,000 to the enterprises for each graduate engaged up to 18 months. "The higher salary was set after considering the average starting salary of local university graduates and additional expenses. We hope this could attract more graduates to take part in the Scheme."

## Gordon Lam: Competitive strengths of Hong Kong young people

**Gordon Lam, Vice Chairman of the Hong Kong Guangdong Youth Association and Chairman of its Livelihood Policies Committee**, pointed out that Hong Kong has many competitive

strengths. For example, the universities in Hong Kong have produced stellar performance in early-stage research and development. They are also the cradle to many technology and innovation talents, including the founders of drone manufacturer DJI and AI giant SenseTime.

He reckons that many companies in the Greater Bay Area are keen on employing Hong Kong's youth. "Guangzhou is currently developing high-end smart manufacturing. This is in fact a huge opportunity for the youth of Hong Kong, because Hong Kong is an Asian leader in industrial design, and has been cooperating with important manufacturing cities such as Shunde and Foshan. Therefore, a Greater Bay Area career is very worth considering for Hong Kong youth."

The Greater Bay Area is also a national leader in the high-tech domain. Lam added that the entire technology industrial chain involves a whole range of supporting professional services – an area that Hong Kong is particularly strong in.

## Travis Lee: Learn more about Mainland tax systems

Hong Kong youths aspiring to develop their career in the Mainland are often concerned about the differences in taxation. According to **Travis Lee, Partner of the Greater Bay Area Tax Practice at KPMG**, the progressive tax rates in the Mainland could be as high as 45%, but the most extreme case in Hong Kong is merely 15%. "Is the tax burden much heavier for someone working in the Mainland? We can be rest assured that taxation is a critical element in the planning of the Greater Bay Area. As such, quite many tax incentives targeted for Hong Kong people have been rolled out."

Lee said that in some cases, no tax would be payable for working in the Mainland. The mode of employment is key. "If the employment contract is signed in Hong Kong and the salary is paid in Hong Kong, then no tax is payable for working in the Mainland. It is also stipulated in the aforementioned tax reform documents that any visit to the Mainland that lasts for less than 24 hours is not counted as a day and therefore is not subject to tax filing." For example, if you have a technology and innovation job in the Nanshan District of Shenzhen, and you commute daily to and from Hong Kong, then, there is no need to pay Mainland taxes.

At present, the Greater Bay Area offers some subsidies that are targeted for overseas high-end talents. The nine major cities have rolled out relevant tax incentives such that the tax payable by a Hong Kong person working in the Mainland would be no higher than 15%, which is very close to the tax rate of Hong Kong. Therefore, Lee reckons that Hong Kong youth working in the Greater Bay Area do not need to worry too much about tax matters. 

This is an abstract of a seminar jointly organized by the Chamber's InnoTech, Creativity and Culture Committee and Young Executives' Committee.

# 引入失業援助金必須三思

## Unemployment Assistance Must be Considered Thoroughly



立法會功能界別商界（第二）議員 廖長江  
 Martin Liao, Legislative Council Member,  
 Commercial (Second) Functional Constituency

當局應該多聆聽市民的聲音，按形勢所需不斷優化政策措施，更貼地及更有成效地為民紓困，自然可以減少民間躁動。

The authorities shall listen more attentively to the public's voice and continuously optimize policies and measures according to the latest circumstances. They should alleviate the hardships of the people with a more down-to-earth and more effective approach. By doing so, public grievances could be reduced.

在 這場新冠病毒世紀疫症下，全球經濟去年陷入了二戰以來最嚴重的衰退，香港的就業市場亦應聲進入寒冬。不少基層和中產家庭因而已經多個月收入大減甚至零收入，要節衣縮食，甚至有人被迫首次嘗到露宿滋味，對於能否捱過“疫境”感到絕望。故此，加強支援他們可謂本港社會官、民、勞、資各方不言而喻的共識。在三月中立法會會議的議程上，亦有一項主題為“支援失業及就業不足人士”的議員議案，並且議案在修正後獲得多個黨派的議員支持及通過。不過，議案中最受外界關注、有關設立失業援助金的建議，本港整體社會其實仍須三思。

## 通過議案惹關注

當日我在該項議案辯論發言時，已經特別提出大家對失業援助金這類較複雜和對整體社會有深遠影響的建議，應該先考慮清楚才決定。簡單來說，本港應否架床疊屋，在失業綜援制度之外另設失業綜援金已經甚具爭議。提議訂立失業援助金者，很多是詬病失業綜援有標籤效應或是申領門檻過高。但若是為了某些人的標籤而另設一個制度，豈不是反而會強化社會對綜援的標籤嗎？若是真的認為社會已存有嚴重的標籤效應，致力消除這標籤豈不才是積極正面，亦是對綜援申領者公平的做法嗎？

在這個議案，有議員提議設立失業援助金，有的指明是“臨時的短期的”，亦有指明是“上限九千元，發放期為六個月”的“失業及停工現金津貼”。但試想，若這個失業援助金屬長期，如何達致可持續性呢？是否要仿照外國經驗，在香港引進多一套勞、資供款的制度？若由政府派發的短期失業援助金，那麼是訂一套較寬鬆的資產門檻，或是失業者都有份呢？雖說是“短期”，但是失業率回落的速度難料，政府當局早前亦表明以現時的情況估計，難以樂觀失業率能在三年之內重返5%以下，更何況疫情亦有可能再反覆，屆時通過設立“短期”失業援助金的議員是否仍能堅持要它維持是一項短期措施？抑或最終“短期”可能會變“中期”甚至“長期”？

## 關鍵問題未解答

事實上，現時社會已經有聲音提出失業援助金將來應過渡為恆常計劃。兜兜轉轉，社會仍然要面對如何達致失業援助金制度可持續的問題。但是在辯論中，均未見這些關鍵問題得到圓滿解答。勞工及福利局局長在回應議案時亦表示，沒有一個國家會設立毋須供款及毋須經濟審查的公共失業援助制度，並重申失業援助金在本港並不可行。

不同派別想加強支援失業市民的良好意願，是無可置疑的。事實上，他們



在該議案提出的一些建議，我早前亦有向政府提出，包括創造更多年青人的實習機會；盡快實施粵港澳健康碼互認制度，恢復三地經濟活動以激活香港經濟、創造就業等，這些都是很值得政府積極跟進。但是我們必須記取歷史上西方福利主義拖垮經濟的教訓，保持明辨慎思，慎防走向高福利社會，損害香港本身獨特制度的競爭優勢。

## 切忌病急亂投醫

在疫情爆發後這短短一年間，香港的失業率已倍增至7.2%，達到沙士以來的新高，涉及超過26萬人；就業不足率亦升至4%，涉及超過15萬人。香港特區政府與各地政府一樣，為了抗疫財政已越見緊絀。既要力推逆周期措施以振興經濟，但是亦沒有忽視支援失業市民，多管齊下推出了不少措施，包括在防疫抗疫基金下推出兩輪“保就業”計劃，資助向數以百萬計僱員支薪；又加強協助市民持續就業和增值，前後推出六萬個臨時職位，及三期“特別、愛增值”計劃四萬個培訓名額，並提升津貼額；又加強經濟援助失業人士，放寬失業綜援的資產限額一年。去年失業綜援個案總數

便按年增加五成五，每名失業成年人每月連同租金津貼等收到的金額約為五千元。最近預算案再提出為急需周轉的失業人士提供低息甚至免息貸款八萬元的途徑。

說到底，大家的目標是相同的，就是要切實支援真正有需要的家庭渡過難關。當局應該多聆聽市民的聲音，按形勢所需不斷優化政策措施，更貼地及更有成效地為民紓困，自然可以減少民間躁動，免卻社會病急亂求醫之弊。

**U**nder the situation of the novel coronavirus pandemic of the century, the global economy has entered the most serious recession since World War II. The job market in Hong Kong is also in a dire state. Many low-income and middle-class families have been living frugally after months of reduced or zero income. Some have even become homeless for the first time. People are experiencing a deep well of despair, wondering how to overcome the pandemic. It is self-evident that strengthening support to those people is indeed the common goal of different parties of the Hong Kong society, including the government, the public, employers and employees. On the

agenda of the mid-March LegCo meeting, the motion “supporting the unemployed and underemployed” moved by a councilor earned the support of and was passed by fellow councilors from different camps after some amendments. Under this motion, there was a suggestion to establish an unemployment assistance. While this idea caught the most external attention, it is indeed a measure that the Hong Kong society should rethink and reconsider thoroughly.

### Passed motion catching public attention

When I spoke during the motion’s debate, I specifically said that any decision on suggestions with profound implication (such as unemployment assistance), should only be made after thorough consideration. To put it simply, it is quite controversial that whether a separate unemployed cash allowance should be established outside of the current unemployed Comprehensive Social Security Assistance (CSSA) system. Many of those who proposed to set up the unemployment assistance criticized the “labelling effect” of the unemployed CSSA, or that the threshold for application is being too high. However, if another system is set up as a response to the labelling by some people, would it not further worsen such social labelling of CSSA? If serious labelling is evident, the positive way to tackle the issue is to work to eliminate the labelling. Would this not be fairer for CSSA applicants?

For this motion, some councilors proposed to set up an unemployment assistance. Some specifically mentioned that this is “temporary and short-term”, while some other specified it as “a cash allowance for unemployment and suspension of work, subject to a ceiling of HKD9,000 for a six-month payment period”. Let us consider this. If the unemployment assistance is a long-term one, how can it be sustained? Should we learn from foreign experiences and introduce a system to Hong Kong such that both employees and employers could make contributions to this system? If this is to be a short-term unemployment assistance given out by the Government, then should a more relaxed asset threshold be set up, or should this be a measure applicable to all unemployed? Although the assistance is said to be “short-term”, it is difficult to estimate how quickly would the unemployment rate ebb. Based on the current situation, the government had indicated earlier that they are not optimistic to see unemployment rate returning to

under 5% within the next three years, not to mention the uncertainties deriving from the volatility of epidemic circumstances. Councilors who proposed to approve of establishing a “short-term” unemployment assistance cannot be sure whether this measure would only last for a short time. It is questionable that “short-term” may become “medium-term” or even “long-term” eventually.

### Key questions yet to be answered

As a matter of fact, some citizens are proposing that the unemployment assistance should gradually become a permanent scheme in the future. Dragging on the issue, the society must still face the question of how to achieve a sustainable unemployment assistance system. Yet, during the debate, any good solutions to these key questions were still yet to be seen. In response to the motion, Secretary for Labour and Welfare said that no single country would set up a public unemployment assistance system that requires no contribution or no financial means test. He also reiterated that unemployment assistance is not feasible in Hong Kong.

It is undeniable that different camps have the good intention to strengthen the support for the unemployed. In fact, I had already proposed some of the suggestions in the aforementioned motion to the Government earlier on. For example, I proposed to create more internships for young people; to implement mutual recognition of a “health code” for the Guangdong-Hong Kong-Macau area such that economic activities of the three locations can be reinvigorated and Hong Kong’s economy can be reactivated, and more job opportunities can be created. The government should actively follow up with these suggestions. However, we must also remember the lessons learnt from the West, i.e. welfare programs could be a drag on the economy. We should keep a clear and sound mind and be careful not to become a society offering too much welfare because this could harm the competitive advantage of Hong Kong’s unique system.

### Resources should not be allocated without a clear direction

In only a year’s time after the outbreak of the epidemic, the unemployment rate of Hong Kong has doubled to 7.2%, marking a new high since SARS and affecting more than 260,000 people. The

underemployment rate has also surged to 4%, affecting more than 150,000 people. Similar to the governments of other locations, the HKSAR Government facing more budgetary constraints as a result of fighting COVID-19. On one hand, it has to roll out counter-cyclic measures to revive the economy, and on the other, it has not overlooked the importance of supporting unemployed citizens. Multi-pronged measures were implemented: two tranches of the “Employment Support Scheme” under the “Anti-epidemic Fund” supported the wages of millions of employees; assistance to strengthen citizens’ continued employment and value addition were also provided by some 60,000 temporary positions; 40,000 training seats were made available under three phases of the “Love Upgrading Special Scheme”, with an increased training allowance. Financial assistance for the unemployed was also strengthened by relaxing the asset limits for the unemployed CSSA. Last year, the number of unemployed CSSA cases increased 55% year on year. Each unemployed adult received around HKD5,000 every month (including rental and other allowances). Lately, a proposal to offer unemployed citizens with a low-interest (or even no interest) loan of up to HKD80,000 was also raised in the *Budget*.

All in all, we have one common goal, that is to help families with genuine need to get through such trying times. The authorities should listen to the views of the people, and continuously optimize policies and measures according to the latest circumstances. They should alleviate the hardships of the people with a more down-to-earth and more effective approach. By doing so, public grievances could be reduced, and the society would not be wrongly allocating resources on remedial measures that may not work. 📞

This is a free translation. For the exact meaning of the article, please refer to the Chinese version.

如對上文內容有任何意見，歡迎向廖長江議員反映。  
Should you have any comments on the article, please feel free to contact Mr Martin Liao.

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## 智能餐飲共享平台 解決上班族“覓食難”

### Smart Co-dining Platform Ends Lunchtime Blues for Office Workers

上班族每到午飯時間都遇上“覓食難”的煩惱，無論是堂食或外賣都相當費時。從事零售業多年的**林韋鋒**因此便萌生創立便當提取機的念頭，全港首創智能餐飲共享平台 EC BENTO 於2019年初正式登場，讓大家輕鬆省時便能品嚐各種美食。

What and where to eat for lunch is a real issue for every office worker. Getting a meal is a time-consuming exercise both for dining-in and takeaway. With years of experience in retailing, **Jerry Lam** came up with the idea of selling bento box meals with pick-up machines. First of its kind in Hong Kong, his smart co-dining platform EC Bento debuted in 2019.



林韋鋒 Jerry Lam

**共**享概念近年非常盛行，出門乘車有 Uber，旅行住宿有 Airbnb，但在芸芸共享經濟應用之中，卻沒有與飲食相關的。林韋鋒認為，共享餐飲大有可為，團隊亦積極把握契機創業，眼見大眾在疫情下更注重衛生，而其創立的便當提取機正好讓大家吃得安心，減低感染的風險。

### 自定餐食及取貨點

EC BENTO 的便當提取機與一般食物售賣機不同。林韋鋒指出，一般食物售賣機售賣的食品類型有限，用家也需將冷藏的便當加熱才能食用。而他們的便當提取機則打破常規，積極與各大餐廳合作，特設手機應用程式，列出餐廳菜單，用家可彈性選擇想吃的便當及取餐的時間、地點。“每日餐單款式皆有不同，還有多國口味照顧不同顧客的需要，即使天天點餐都有新鮮感。每部便當提取機都設有保溫功能，飯盒到手時保證‘熱辣辣’。”

林韋鋒表示，食品每天新鮮製造，由專業物流隊伍將食物送到熱食便當提取機上架，訂餐、運送、上架至取餐均以智能控制，能有效維持食物質素。他透露，由於並非所有供應商的食物都適合存放於便當提取機，因此每款食物上架前都要經過多重測試。



每部機都設有保溫功能，飯盒到手時保證“熱辣辣”。  
Every machine has a keep-warm function to ensure meal boxes come out steaming hot.

### 吸引各界邀請合作

餐廳的營運成本高，尤其在疫情的影響下，很多“餐廳仔”陷入困境，林韋鋒坦言，希望能幫助他們拓展生意。“平台能解決很多餐廳送餐的難題，亦有助他們接觸不同地區的客戶，同時省卻很多人工成本，務求在低成本又無需實體店的支援下，提升餐廳的生意額。”此外，人工智能系統除了能確保食物質素及運作流程順利外，餐廳透過所收集的客戶數據可更了客戶的喜好及習慣，從而推出更能迎合市場的菜單。

EC Bento 便當提取機在全港已有 25 個提取點，多數設置在工商業區的辦公室、工廠大廈，為一眾上班族服務，“一小時的用餐時間其實很短，如能快速取餐，吃完後還有半小時休息。”林韋鋒又指，便當提取機最近進駐香港大學，除了與餐廳合作，亦有不少發展商、企業主動邀請洽談合作事宜，之後或會進駐商場、住宅等。

### 較外賣平台有優勢

現時外賣點餐平台發展蓬勃，亦已成為不少人的習慣，但林韋鋒認為，他們的優勢不減，“因外賣平台往往受到地區限制，而且當外送員將食物送抵時，食物可能已經半溫不熱，又有‘倒汗水’，影響食物質素和進食體驗，而透過 EC BENTO 點餐則可解決以上問題。”

目前 EC BENTO 的用戶已有 17,000 人，林韋鋒指平台的生意在“疫”市有所增長，他對公司的發展前景感到樂觀，“即使在後疫情時代，一日三餐依然是基本需要，我們能提供更多、更快的食物選擇，相信無人會抗拒。”

**S**haring economy applications come in all forms nowadays but none of them are related to food catering. Lam sees great opportunities in co-dining. The COVID-19 pandemic has heightened hygiene concern and his bento box

pick-up machines can ensure safe meals with minimum infection risk.

### Personalized meals and pick up points

EC Bento's bento box pick-up machines are no ordinary food machines. As Lam points out, these bento box pick-up machines literally "think out of the box". Teaming up with restaurants and supported by a mobile app with a menu of different daily offers, EC Bento gives customers full flexibility to choose what, when and where they want to eat. "Our menu is updated daily and caters to individual needs by offering international cuisine. Every pick-up machine has a keep-warm function to ensure meal boxes come out steaming hot."

Lam says food is freshly prepared daily and delivered by a professional logistics team to the pick-up machines for collection. The whole process, from meal ordering, transportation, loading into the pick-up machines and meal collection, is performed by intelligent control to maintain good food quality. According to Lam, not all

meals from all suppliers are suitable to be supplied by pick-up machine and repeated tests are necessary before a meal goes on sale.

### Attracting more partners of various sectors

The pandemic has put many small restaurants in difficulties. Lam says frankly he wants to help them open up new business channels, "The platform is the solution to many restaurants that find it hard to handle food deliveries. They can also reach customers in many districts while saving on manpower cost." Apart from ensuring food quality and smooth operation, the AI system also collects customer data to inform restaurants of diners' preferences and habits. They can enhance their menus to suit the market.

EC Bento pick-up machines are located at 25 collection points across Hong Kong. Most of them are set up in office and industrial buildings in business and industrial areas to serve office workers. "The one-hour lunch break is really short. Getting your meal quickly means you can chill out for half an hour after enjoying your

meal." Lam says the self-help pick-up machines have caught the eye of developers and companies. Many have approached EC Bento voluntarily to discuss cooperation. The machines may be introduced in shopping malls and residential developments in the future.

### Advantage over food delivery platforms

Food delivery platforms are developing very quickly at the moment but Lam does not think that would undermine EC Bento's advantage. "Food delivery platforms are often hindered by territorial restrictions. By the time the delivery man arrives, the food may have gone half cold with condensation on the cover. There are no such issues when you order a meal at EC Bento."

Currently, EC Bento has 17,000 users. Lam points out that business has been growing in the pandemic and he is optimistic about development prospects. "Even when the pandemic is over, we can still offer wider and faster food choices. I don't think anyone would say no to that." 



平台能幫助餐廳接觸不同地區的食客，跨區將食物送到食客手上。

The platform can connect restaurants with customers in different areas and make inter-district food deliveries.



## 智慧農業 欣欣向榮

### The Smart Farming Boom

身處香港這寸金尺土的“石屎森林”，耕地猶如奢侈品，農業發展亦如行業之明日黃花。綠芝園創辦人兼行政總裁譚嗣篆卻反其道而行，大力發展“科技農耕”，實行“自己菜自己種”。時至今日，公司已成為農業科技的領頭羊，更吸引美國、日本等地專才來訪“偷師”。

Farming has always been given the cold shoulder in Hong Kong, but **Gordon Tam, Founder and CEO of Farm66**, decided to stem the current. Making great efforts to develop high-tech agriculture, his company is now Hong Kong's agritech leader and receives professionals from America and Japan who come to learn from its successful model.



譚嗣篆 Gordon Tam



**求**學時期，譚嗣篆在美國華盛頓州立大學修讀建築及室內設計，趁着暑假到該大學農業部任兼職一年多，對當地農地生產力、人手等精準投入甚感訝異，“當地農場一望無際，但全自動化管理”，由此漸對農業科技感興趣。97年畢業後回流香港，先後參與內地各扶貧及教學交流工作，萌生透過改善農業發展，助有需要者脫貧的念頭。

譚嗣篆坐言起行，報讀理工大學可持續市區發展碩士課程，在研究觀塘活化工廈的作業中，突發奇想構思室內種植的可行發展。適時譚嗣篆食物敏感，對所有含化學成份的蔬果食物均要敬而遠之，加上社會對食物安全及環境保護的意識日增，因此實行“自己菜自己種”，開啟“科技農夫”之路。

### 傳統智慧與創意結合

2013年，譚嗣篆與志同道合的拍檔成立綠芝園，專注發展室內種植，在觀塘租用2,000呎工廈單位搭建層架種菜，惟受室內空間限制，缺乏陽光及水質問題，導致種植已久仍未見發芽。

譚嗣篆想到當年祖父說過如農地在魚塘旁，農產品會格外優質。於是結合傳統智慧，研發了“魚菜共生生態循環技術”，應用多層式層架種植，底

層養魚，魚的排泄物經過植物床裏硝化菌轉化，通過水管，變成層架上方的植物可吸收的肥料。植物吸收氮肥後，同時淨化水質，為魚提供良好的生活環境，形成良性循環，解決室內種植的水質問題。

針對室內種植缺乏陽光問題，譚嗣篆研發“節能LED光波種植技術”，應用不同光譜的顏色燈光照射農作物，配合室內適宜生長的濕度及溫度，無添加的農作物收成日益穩定。以上兩個室內種植技術現已申請專利。

### 獲阿里巴巴創業者大獎

解決室內種植的根本問題後，譚嗣篆與團隊仍未停步，積極研究精準種植，包括全自動化種植生產系統、大數據管理系統、生物科技+AI人工智能數據分析技術等，實行全自動化科技管理，透過使用適合在市區內應用的可持續農業養殖及種植系統，提高生產效率，並確保農產品的質量和衛生安全。

2017年，綠芝園從逾千個競爭對手中突圍而出，奪得“阿里巴巴創業者基金環球創業比賽大獎”，獲注資逾100萬美元，隨後獲“數碼港培育計劃”支援發展業務，遷

入面積達20,000平方呎的大埔工業邨廠房，公司發展前景逐漸明朗清晰。農業科技亦漸受社會注重。

### 產品質優獲消費者支持

談及創業路，譚嗣篆直言並非一帆風順，室內有機水耕農地理念創新，未





獲社會大眾普遍認識，曾因在工廈種植，疑違犯土地用途而被“釘契”。幸經協調後，政府有關部門將“以科技為基礎的作物及水產養殖生產”列作“非污染工業用途”，他笑言“終於可以光明正大在室內耕作了”。

綠芝園現種植的蔬菜種類已有50種，長成時間約25至35日，比傳統種植需時縮短約一半，生產過程中的用水量減少約95%，每年每平方英尺的產量高60倍。蔬菜質量亦獲消費者支持，並向本地多間中高檔超市和五星級酒店作穩定供貨。

### 吸納新血 冀輸出“港菜”

“過去香港農產品種類繁多而優質，如元朗絲苗米便非常有名，只是隨着社會經濟步伐發展，本地農業備受冷待，缺乏年輕人投入，出現產業斷層”。譚嗣篆相信發展室內農耕科技，不但可吸引有志於科技發展的年輕新血加入，也解決室外種植的污染問題，植物不再受時節、季節、溫度等限制，“不用坐天打卦”，可望重振並打響“香港製作”品牌的農產品。

譚嗣篆透露，現與橫琴國際科技創新中心協商，租借九萬呎單位設種植廠

房，希望未來向廣州、澳門等地輸出“港菜”的同時，亦開展中醫藥種植及藥效研究，與毗鄰的中醫藥科技產業園產生協同效應，推動中醫藥產業化。

**D**uring his school days in the US, Tam had a summer part-time job at the agriculture department of his university for over a year. He was amazed by the highly focused deployment of farmland productivity and manpower in America and found great interest in agritech. After returning to Hong Kong following his graduation in 1997, he took part in poverty alleviation and teaching exchange activities on the Mainland. These experiences inspired him to promote farming as a means to help the needy and lift people out of poverty.

Translating words into action, Tam took an MSc degree course on sustainable urban development at PolyU where he came up with the brilliant idea of developing indoor farming. Troubled by food allergies at the time, he had to stay away from vegetables and other food products containing chemicals. His personal predicament plus the increasing public awareness for food safety and environmental protection motivated the plan of “growing your own vegetables”. That marked the beginning of his career as a “high-tech farmer”.

### When traditional wisdom meets innovation

In 2013, Tam founded Farm66 with like-minded partners to develop indoor farming. They leased a 2,000 sf unit in an industrial building in Kwun Tong which was set up for multilayer vertical farming. However, due to space constraints, poor sunlight and water quality issues, seeds failed to sprout for a long time.

Tam sought help from traditional wisdom and devised an aquaponic eco-cycle. The vertical planting racks house fish culture ponds at the bottom. Waste produced by fish is treated into a fertilizer that can be absorbed by the plants above. By absorbing the nitrogenous fertilizer, the plants filter the water to create a favorable habitat for the fish. A positive eco-cycle is formed.

As for the lack of sunlight in the indoor farm, Tam solved the problem with “energy-efficient LED wavelength farming”, his own invention based on wavelength technology. The plants receive a spectrum of light in different colors, complemented by the right humidity and temperature for optimal

growth. The result is healthy vegetables free of additives. Harvest has become increasingly stable and patents for the two indoor farming technologies mentioned above have been applied.

### Alibaba Jumpstarter Awards Winner

As the operation got underway, Tam and his team concentrated on precision planting and introduced fully-automated high-tech management. By dint of a sustainable aquaponic system suited to the urban environment, production efficiency was improved to ensure quality, hygiene and safety of farm crops.

In 2017, Farm66 clinched Alibaba Entrepreneurs Fund's Jumpstarter Award after beating more than 1,000 competitors, winning investment funding of over USD1 million. Subsequently, the company joined the Cyberport Incubation Programme, which provided financial support for relocation to a 20,000 sf factory unit in Tai Po Industrial Estate. It opened up a clear and promising path for future growth.

### Quality products earning consumers' support

Looking back to his startup story, Tam admitted it was not smooth sailing all the way. When they first farmed in an industrial building, they were imposed an encumbrance registration at the Land Registry for breaching lease conditions. Fortunately, after negotiating with the relevant authority, the company was later given permission to do so. He recalled with joy that they could finally farm indoors legitimately.

Farm66 now offers 50 different vegetables which take between 25 and 35 days to grow, cutting production time by half as compared to traditional farming. Up to 95% less water is consumed during the farming process, and the annual output per square foot is 60 times higher. Their quality veggies are well received by consumers. Today, Farm66 has regular orders to supply mid-market and high-end supermarkets as well as five-star hotels in Hong Kong.

### Attracting new blood with a goal to export Hong Kong vegetables

"Hong Kong used to produce a wide range of fine farm crops. Yuen Long rice, for example, was very famous. Sadly, industry faults appeared as the city advanced socially and economically." Tam believes indoor farming can attract young career seekers and at the same time solve various pollution issues associated with outdoor farming. Crops are no longer restricted by time intervals, seasons or temperature. He hopes to revive the "made in Hong Kong" brand name for agricultural products.

Tam revealed that Farm66 is currently discussing with Hengqin International Hi-tech Innovation Park for leasing a 90,000 sf unit as an indoor farming plant. The plan is to export "Hong Kong veggies" to Guangzhou and Macao in the future and launch studies into cultivating Chinese medicine herbs and plants as well as their therapeutic efficacy. These efforts will work in synergy with the Traditional Chinese Medicine Science and Technology Industrial Park to promote the industrialization of Chinese medicine. 



## “三八”國際婦女節專題講座 International Women's Day Seminar



梁愛詩 Elsie Leung



蔡關穎琴 Janice Choi Kwan



魏欣（左一）Wei Xin (first from left)

香港工商界婦女紀念“三八”國際婦女節籌備委員會舉行紀念“三八”國際婦女節專題講座，邀請原全國人大常委會基本法委員會副主任梁愛詩擔任主講嘉賓，以“婦女在完善香港選舉制度的角色”為題作主題分享。

籌委會亦邀請了行政長官林鄭月娥、全國政協梁振英副主席夫人梁唐青儀、外交部駐香港特派員公署楊義瑞署理特派員夫人魏欣、律政司司長鄭若驊、食物及衛生局局長陳肇始、原全國人大常委范麗蓉及民政事務局長謝潔凜擔任主禮嘉賓，親臨現場參與主禮或透過視像方式，一同紀念婦女節。

The Preparatory Committee of Women in the Business and Industry Sector in Hong Kong for Commemoration of the International Women's Day organized a Seminar to commemorate the International Women's Day, **Elsie Leung, Former Deputy Director of the Basic Law Committee of the Standing Committee of the NPC** was invited as keynote speaker to share her view on the topic "The Role of Women on Improving Electoral System".

Among others, the Preparatory Committee also invited **Carrie Lam, Chief Executive of the HKSAR; Regina Leung, Wife of the Vice-Chairman of the CPPCC C Y Leung; Wei Xin, Wife of the Acting Commissioner of Office of the Commissioner of the Ministry of Foreign Affairs of the PRC in Hong Kong Yang Yirui; Teresa Cheng, Secretary for Justice; Sophia Chan, Secretary for Food and Health; Rita Fan, Former Member of the NPC Standing Committee and Cherry Tse, Permanent Secretary for Home Affairs** as officiating guests. (27/3)

# 與外國商會 交流

## Meeting with Foreign Chambers



香港韓人工商會會長羅正柱 (右) (4/3)  
Na Jeong Ju (right), Chairman of the Korean Chamber of Commerce in Hong Kong

**本**會對外事務委員主席葉少明連同副主席林增榮、李惟宏、凌俊傑、甘志成及楊凱榮與多間本地外國商會會面，期望加強彼此聯繫，開拓新的合作機會，例如疫情過後聯合組團視察大灣區投資機會、與內地商家建立聯繫並為雙方會員提供商貿配對和產品推廣會等。(4/3-16/3) 🔄

**D**errick Yip, Chairman of the External Affairs Committee; Alex Lam, Robert Lee, Clarence Ling, Roger Kam and Kevin Yeung, Vice-Chairmen of the Committee, met with a number of foreign chambers in Hong Kong in order to strengthen mutual connection and to explore cooperation opportunities. They discussed about the post-pandemic schedules, such as arranging study trip to the Greater Bay Area, building connections with mainland businesses and facilitating business matching and product promotion services for their members. (4/3-16/3) 🔄



香港加拿大商會會長 Amelie Dionne-Charest (左) (11/3)  
Amelie Dionne-Charest (left), Chairman of the Canadian Chamber of Commerce in Hong Kong



香港新加坡商會副會長 Basil Hwang (左) (11/3)  
Basil Hwang (left), Vice-Chairman of the Singapore Chamber of Commerce (Hong Kong)



香港日本工商會議所會長吉村德一郎 (左三) (16/3)  
Tokuichirou Yoshimura (third from left), Chairman of the Hong Kong Japanese Chamber of Commerce & Industry



香港德國商會行政董事艾文 (右二) (30/3)  
Wolfgang Ehmann (second from right), Executive Director of the German Chamber of Commerce Hong Kong

# 接待嘉賓 Reception of Guests



1. “一帶一路”專員葉成輝（左）(26/2)  
Denis Yip (left), Commissioner for Belt & Road
2. 匈牙利副總領事 Gergely Granyak（左二）(12/3)  
Gergely Granyak (second from left), Deputy Consul-General of Hungary in HKSAR
3. 香港城市大學副校長楊夢甦（左三）(19/3)  
Michael Yang (third from left), Vice-President of the City University of Hong Kong