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CHIEF EXECUTIVE ADDRESSES BUSINESS COMMUNITY
行政長官與商界會面

December 2024

HKGCC: The Voice of Business in Hong Kong

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ASEAN'S RISING STARS
東盟新星

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CHAIRMAN'S NOTE 主席之言

Collaborating for a Brighter Tomorrow

Our high-level mission to Shanghai and Hangzhou uncovered fresh prospects for cooperation, investment and exchange across various fields and sectors





攜手共創更美好未來

本會高層代表團訪問上海和杭州，為不同領域和行業開拓新機遇，促進合作、投資及交流

It was an honour to lead the Chamber's high-level delegation to Shanghai and Hangzhou on a mission last month that strengthened old connections and unveiled a wealth of new opportunities.

This trip, my first to these dynamic cities since the pandemic, was a revelation, with the energy in Shanghai's bustling streets and Hangzhou's innovative hubs underscoring the immense potential for collaboration.

During our meeting with Chen Tong, Standing Committee Member of the Shanghai Municipal Committee and Minister of the Shanghai United Front Work Department, he underlined the historical ties between Shanghai and Hong Kong and shared insights into Shanghai's development.

Shanghai is actively developing five key international centres: economic, financial, trade, shipping, and science and technology. Zhu Min, Party Secretary and Director of the Shanghai Municipal Commission of Commerce, highlighted Hong Kong's role in assisting Shanghai businesses seeking international expansion through its exceptional financial and professional services. With a robust financial ecosystem, Hong Kong is well-positioned to facilitate Shanghai's global outreach.

We also had productive exchanges with Shou Ziqi, Vice Chairman of the Shanghai Municipal Committee of the CPPCC and Chairman of the Shanghai Federation of Industry and Commerce, who thanked the Chamber for its longstanding support, contributing to Shanghai's deep ties with Hong Kong.

The city's aspiration to become an international economic hub complements Hong Kong's goals, creating fertile ground for collaboration. Furthermore, Shanghai is also keen to broaden its innovation and technology landscape, establishing Hong Kong as a talent hub that can boost its growth in this sector.

During our visit to Hangzhou, a vibrant hub for technology and entrepreneurship, I was particularly impressed by the cutting-edge innovation displayed by local companies.

A standout example is the work being done in the film and animation sector. Projects like "Legendary Su Dongpo," an animated feature film combining traditional art forms with contemporary storytelling, exemplify how local firms are pushing the boundaries of creativity. This initiative not only promotes Chinese heritage but also positions Hangzhou as a centre for cultural tourism.

We also engaged in productive talks with Lu Shan, Vice Governor of Zhejiang Province, and other senior officials. Hong Kong shares close ties with Zhejiang, and talent exchanges between the two economies have led to fruitful cooperation in many sectors.

The positive feedback from our delegation, which included leaders of international chambers, clearly reflects the value of engaging directly with key stakeholders and policymakers in these cities.

As we navigate the evolving global landscape, the Chamber will continue to act as a "super-connector," leveraging Hong Kong's role as a bridge between the Mainland and the international community, strengthening economic ties and fostering innovation and growth.

Agnes Chan
陳瑞娟
chairman@chamber.org.hk

我很榮幸在上月率領總商會高層代表團訪問上海和杭州，旨在鞏固聯繫及開拓新機遇。

此行是我在疫後首次到訪兩地，上海街頭朝氣蓬勃、繁華熱鬧，杭州則已發展為創新樞紐，可見合作潛力龐大。

代表團與上海市市委統戰部部長陳通會面，他強調滬港兩地淵源深厚，並分享上海的最新發展。

上海正積極推進「五個國際中心」——國際經濟、金融、貿易、航運及科技創新中心的建設。上海市商務委黨組書記、主任朱民表示，香港提供優質的金融和專業服務，協助上海企業拓展海外市場。此外，香港擁有穩健的金融體系，可助上海走向國際。

我們亦與上海市政協副主席、上海市工商聯主席壽子琪進行建設性交流，他感謝本會長久以來支持上海發展，大大促進滬港聯繫。

該市銳意建成國際經濟樞紐，與香港的目標相輔相成，為兩地創造大量合作空間。此外，香港作為人才樞紐，亦有助上海擴大創科生態圈，推動相關行業發展。

杭州是活力十足的科技和創業樞紐，當地企業展示的嶄新技術令我印象深刻。

其中一個明顯的例子，可見於電影和動畫業取得長足發展。動畫電影《蘇東坡與杭州的故事》結合了傳統藝術形式和當代　事手法，反映當地企業勇於突破創意界限。這個項目除了宏揚中國傳統文化，更有助杭州發展為文化旅遊中心。

我們還與浙江省副省長盧山等高級官員交流意見。浙江與香港經貿往來密切，人員交流頻繁，促進了各領域務實合作。

國際商會領袖和其他團員對此行反應正面，足證親身到訪這些城市與主要持份者和政策制定者直接溝通十分重要。

隨着全球環境不斷轉變，總商會將繼續做好「超級聯繫人」的角色，發揮香港作為內地與國際社會之間的橋樑作用，加強經濟聯繫，並推動創新和發展。

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

The Voice of Business 商界之聲

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

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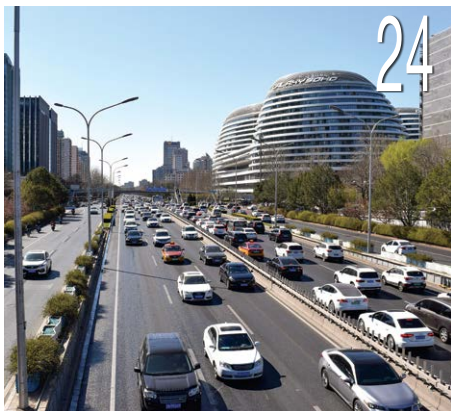
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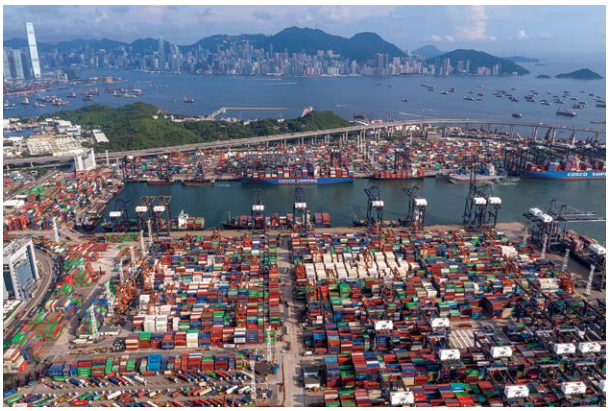
《工商月刊》以環保信封寄發。這款信封以植物原料製成，成分包括大豆、小麥和粟米等。因此，新包裝除了可重用和防水，更為百分百可分解，符合嚴格的最新歐盟標準。總商會一直致力減少對環境的影響，感謝各位會員一如既往的支持。



Leveraging Our Strengths to Drive Growth

Hong Kong must reinforce its status as a global hub port by enhancing its land, sea and air transport infrastructure while building closer links with other GBA cities





善用優勢　增強動力

香港要鞏固國際樞紐港的地位，必須建設好陸、海、空三個「港」，同時加強與大灣區其他城市的緊密聯繫

香港是世界級樞紐港，擁有完善的港口設施。然而面對全球各地競爭，不僅要鞏固國際航運中心的傳統優勢，更應積極求變，推動產業升級轉型，促進經濟發展。

香港作為舉世知名的國際航運樞紐，雖然面對鄰近港口的競爭，導致近年貨櫃吞吐量減少，但仍然是全球最繁忙和高效的貨櫃港之一。去年，本港港口處理了超過 1,440 萬個標準貨櫃，現時每周提供 300 班以上的國際貨櫃班輪服務，連接全球近 500 個目的地。

在「一國兩制」框架下，香港是全球最自由開放的經濟體，資金、人才、貨物和資訊自由流通，除了是全國唯一實行普通法的地區，同時是設有獨立關稅區的自由商港。

因此，提升港口競爭力對香港經濟發展尤其重要。本港必須發揮自身優勢，善用陸、海、空港口，促進航運、物流、貿易、旅遊等各行業發展。

香港是粵港澳大灣區一分子，有多個連接深圳的陸路口岸。隨着多個陸路口岸開通及升級，口岸設施及通關流程大大改善，港深跨境貨運「東進東出、西進西出」的格局已逐步落實。

香港與大灣區城市的合作日益密切，目前由香港投資和建設、位於東莞的香港國際機場東莞空港中心是結合內地土地資源和香港空運優勢的最佳示範。

根據這種海空貨物聯運模式，貨物在東莞完成安檢、打板及收貨等程序，經海路運至香港機場禁區，再轉口到世界各地，有助降低營運成本及處理貨物時間。

我期望香港特區政府繼續與大灣區其他城市加強合作互補，以鞏固香港作為國際航空貨運樞紐的地位。

正如港澳辦主任夏寶龍說，香港「以港為名、憑港而興」，因此本港要建設好陸、海、空三個「港」，增強經濟動力。

Hong Kong's port facilities make the city a world-class logistics hub. However, in the face of intense global competition, it must consolidate its traditional advantages as an international shipping centre and actively embrace changes to facilitate industrial upgrading, transformation and economic development.

As a renowned international shipping hub, Hong Kong remains one of the world's busiest and most efficient container ports despite recent declines in throughput due to competition from neighbouring regions. Last year, the port handled over 14.4 million TEUs. It services more than 300 international container liners every week, connecting nearly 500 destinations worldwide.

Under the "One Country, Two Systems" framework, Hong Kong is the world's freest and most open economy, characterized by the free flow of capital, talent, goods and information. It is China's only common law jurisdiction and operates as a free-trade port with an independent customs regime.

Enhancing port competitiveness is therefore crucial for Hong Kong's economic development, which means leveraging our strengths in land, sea and air transport to promote the growth of shipping, logistics, trade, tourism and other related industries.

As part of the Greater Bay Area (GBA), Hong Kong is closely connected to the region through various land crossings to Shenzhen. Thanks to newly opened land crossings and existing ones that have been upgraded, port facilities and customs procedures have vastly improved, facilitating the "East in East out, West in West out" strategy for cross-boundary goods traffic between Hong Kong and Shenzhen.

Amid growing cooperation between Hong Kong and other GBA cities, the Hong Kong International Airport (HKIA) Dongguan Logistics Park, built with Hong Kong investment, serves as an excellent example by combining the Mainland's advantages in terms of land resources and Hong Kong's aviation strengths.

Under this sea-air intermodal cargo transhipment mode, export cargo from the Mainland will go through security screening, palletization and cargo acceptance at Dongguan before being transported by sea to HKIA for export by air, which helps save operating costs and processing time.

Looking ahead, I urge the HKSAR Government to continue fostering cooperation with other GBA cities to leverage each other's strengths, thereby consolidating Hong Kong's status as an international air cargo hub.

As Xia Baolong, Director of the Hong Kong and Macao Work Office of the Communist Party of China Central Committee and the Hong Kong and Macao Affairs Office of the State Council, has noted, Hong Kong is named after a port and thrives upon it. Therefore, it is essential that our city works to enhance its land, sea and air transport infrastructure to boost economic growth.

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A Year of Opportunity and Achievement

The Chamber worked hard to champion the needs of the business community and offer a diverse calendar of events in 2024





充滿機遇與成果的一年

總商會於2024年舉辦了各式各樣的活動，致力滿足商界所需

隨着 2025 年將至，正好趁機回顧過去 12 個月的成績。總商會在年內繼續堅定前行，推動香港進步和支持商界發展。

面對經濟增長疲軟，我們仍努力保持勢頭，積極開展政策倡議工作，為《財政預算案》和《施政報告》出謀獻策，並透過回應文件和政策建議書表達意見。各位會員的關注和意見有助本會向政府提出建議，維持商界之聲的影響力。

我們在年內舉辦近 400 個活動，包括培訓班、研討會、午餐會和實地考察等。多名政府高官出席「議事論壇」，促進開放對話和加強社區聯繫。我們亦與中港兩地官員、多國總領事和代表進行建設性交流。

本會積極拓展國際聯繫，接待世界各地的商會代表。我們亦籌辦了多個考察團，訪問東盟、中東和內地，探索商機和促進交流。

上月舉行的「總商會國際商業高峰論壇」是年度重點活動之一，企業高管和行業領袖聚首一堂，探討「全球經濟重心轉移：香港的重要角色」的主題，剖析亞洲成為經濟引擎如何導致世界經濟重心東移。我們在同月呈獻的另一個盛會，是一年一度的「商界聯席午餐會」，邀得行政長官向商界領袖和商會代表闡釋 2024 年《施政報告》內容。

我欣見「CEO 123 Tell Me More」系列講座大受歡迎，每月邀來各行各業的知名領袖分享灼見。此外，「與理事對話」講座讓會員與總商會領導進行有意義的對話。會員迎新酒會吸引眾多會員聯誼交流，氣氛熱烈。我們聯同國際商會合辦歡樂時光聚會，亦有助增進情誼和促進合作。

卓青社成立十周年是重要的里程碑，我們特此於 9 月舉辦舞會，安排了扣人心弦的芭蕾舞和音樂表演，與會員共度難忘的一夜。

最後，本會繼續透過「商業案例競賽」、「商校交流計劃」和「完美求職計劃」支持香港青年發展，並協助大學生掌握實用技能，為投身職場做好準備。

2024 年即將結束，我衷心希望總商會的服務能惠益各位會員，並期待諸位延續會籍，盡享各種優惠。我在此感謝各位踴躍支持和參與，致力使香港成為繁盛的商業樞紐，謹祝大家在 2025 年事事順遂、生意興隆！

With 2025 nearly upon us, it is the perfect opportunity to reflect on the past 12 months, during which the Chamber continued its steadfast efforts to drive progress and support the business community.

In the face of sluggish economic growth, we kept the momentum alive. Our advocacy efforts were robust as we provided proposals for the Budget and Policy Address and made our voices heard through various consultations and policy submissions. Your concerns and insights have shaped our recommendations to the Government, ensuring that we remain a strong voice for the business sector.

Our calendar was packed with nearly 400 activities and events throughout the year, from training courses and seminars to roundtables and site visits. Our special town hall forums, led by senior government officials, fostered open dialogue and strengthened connections within the community. We engaged in productive exchanges with Hong Kong and Mainland government officials, as well as Consuls General and country representatives.

The Chamber has proactively expanded its connections globally, regularly hosting representatives from chambers worldwide. We also undertook several missions in ASEAN, the Middle East and Mainland China to explore opportunities for business expansion and exchange.

The definitive highlight of our year was the HKGCC International Business Summit held last month. It brought together C-suite executives and industry leaders for discourse on the theme "Shifting Economic Centre of Gravity: Hong Kong's Role," examining how the world is tilting eastwards as Asia transforms into an economic powerhouse. Also last month, we were honoured to organize the annual Joint Business Community Luncheon, where the Chief Executive outlined his 2024 Policy Address to business icons and chambers of commerce.

I am happy to note the success of the "CEO 123 Tell Me More" series with prominent leaders from diverse sectors. Additionally, the "Dialogue with the General Committee" talks have facilitated meaningful interactions between members and Chamber leadership. Our receptions to welcome new members drew large crowds, creating a vibrant atmosphere for networking. We also enjoyed happy hours with international chambers, fostering camaraderie and collaboration.

A significant milestone was the Young Executives Club's 10th anniversary. The gala celebration in September, featuring breathtaking ballet and musical performances, was truly a night to remember.

Last but not least, the Chamber continued to foster the development of Hong Kong's youth through the Business Case Competition, the Business School Partnership Programme and the Pitch Perfect Programme, equipping university students with valuable skills for the corporate world.

As 2024 comes to a close, I sincerely hope you've found value in the Chamber's services and are excited to renew your membership to unlock even more benefits. Thank you for your support, engagement and dedication to making Hong Kong a thriving business hub. I wish you all a prosperous 2025!

Patrick Yeung
楊偉添
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Cystal Wuliangye featuring the Great Wall, an iconic symbol of Chinese culture, is carrying the sentiment of home, jointly witnessing the glorious years and changing times of overseas Chinese.

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中電創新節能企業大獎2024
CLP Smart Energy Award

綠續減碳 齊創商贏
#Cocreate for a Low-Carbon Future

中電「創新節能企業大獎」踏入第7屆，頒獎禮已於2024年10月24日圓滿舉行。大獎今年以「綠續減碳　齊創商贏」為主題，表揚在能源管理、創新節能方案應用，及可再生能源發展等範疇表現傑出的工商客戶，同時推動業界運用創新的節能方案持續減排，提升能源效益，助香港邁向碳中和。

The 7th CLP Smart Energy Award ceremony was held on 24 October 2024. This year, guided by the theme "Cocreate for a Low-Carbon Future", the Award recognised businesses and organisations who demonstrated outstanding performance in energy management, innovation and renewable energy application. The Award aims to encourage the implementation of innovative energy saving solutions within the industry to further reduce carbon emissions, improve energy efficiency and support Hong Kong move towards carbon neutrality.

得獎個案分享 Winner Highlights

低碳管理卓越大獎 Carbon Management Grand Awards

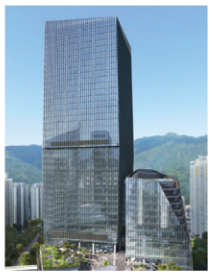


香港迪士尼樂園度假區
Hong Kong Disneyland Resort

一掃即睇 Watch Now

香港迪士尼樂園度假區多年來積極減碳，實踐綠色理念。其園區擁有現時全港最大的太陽能發電系統，已經設置超過7,500塊太陽能板，並持續積極擴建，預計在2024年底每年產電量可增至370萬度電。

For many years, Hong Kong Disneyland Resort has actively worked to reduce carbon emissions and put green concepts into practice. The Resort now owns Hong Kong's largest single solar panel site, featuring over 7,500 solar panels. This system will continue to expand throughout the Resort, expecting to reach 3.7 million kWh of electricity per year by the end of 2024.



南豐物業管理
Nan Fung Property Management

一掃即睇 Watch Now

南豐物業管理積極將可持續發展融入其業務策略，推行各項智能方案提升節能表現。其中於旗下管理商場包括AIRSIDE，南豐紗廠及馬鞍山中心(商場)採用數字平台，物聯網及人工智能技術，收集用電使用量數據及控制冷氣運作，以優化能源使用。

Nan Fung Property Management (NFPM) proactively integrates sustainable development into its business strategy and has deployed various smart solutions for energy saving at its managed shopping centres such as AIRSIDE, The Mills and MOS Centre. The application of digital platform, Internet-of-Things (IoT) and A.I. technology help collect data and control on air-conditioning usage and energy consumption for optimising energy management.

CLP 中電

得獎機構名單 Winner List

低碳管理大獎 Carbon Management Awards

卓越

- 香港飛機工程有限公司
- 香港迪士尼樂園度假區
- 南豐物業管理

傑出

- 中國建築工程(香港)有限公司 – 文物修復資源中心建造工程
- 基滙資本
- 啟勝管理服務有限公司 – 新城市廣場
- 永年士多

能源管理大獎 Energy Management Awards

卓越

- 醫院管理局
- 香港電訊
- 海港城置業有限公司

傑出

- 恒隆地產
- 港鐵公司
- 香港浸會大學附屬學校王錦輝中小學
- 香港生產力促進局

創新方案大獎 Innovation Awards

卓越

- 華懋集團
- 領展資產管理有限公司

傑出

- 中國聯通國際有限公司
- 香港機場管理局
- 尚澤綠色生活有限公司
- 堅信物業管理服務有限公司 – 朗豪坊商場
- 信和物業管理有限公司

智能技術夥伴 Smart Technology Partners

- 萬事廚具設備工程有限公司
- MetaGreenX NatureTech Limited

可持續願景大獎 Sustainable Vision Awards

- 民航處
- 香港國際貨櫃碼頭有限公司
- 新世界物業管理有限公司
- 維他奶國際集團有限公司

驅動低碳大獎 Low Carbon Driving Awards

- 康業服務有限公司
- 南豐物業管理

可再生能源貢獻大獎 Renewable Energy Contribution Awards

- 海通國際證券集團有限公司
- 香港空運貨站有限公司
- UNIQLO HONG KONG, LIMITED
- 花旗集團
- 寶馬汽車(香港)有限公司
- 恒生銀行有限公司
- UBS AG
- Hermès Asia Pacific Limited
- 滙豐
- 香港瑰麗酒店
- AirTrunk Hong Kong Holding Limited
- GU Hong Kong Apparel Limited
- Nvidia Singapore Pte Ltd
- 保誠保險有限公司
- 保柏有限公司
- Imtron Asia Hong Kong Limited
- Hallmark Cards (HK) Limited
- 叙福樓集團
- RDP Asia Limited
- SML GROUP LIMITED
- 蕭邦香港有限公司
- 銀河工程集團有限公司

齊心節能大獎 Joint Energy Saving Awards

- OK便利店有限公司
- 花旗集團
- 港基物業管理有限公司
- 創毅物業服務顧問有限公司
- DFI 零售集團
  旗下品牌：惠康、7-Eleven、萬寧
- 愉景灣服務管理有限公司
- 高衛物業管理有限公司
- 冠威管理有限公司
- 佳定物業管理有限公司
- 恒生銀行有限公司
- 康業服務有限公司
- 嘉里物業管理服務有限公司
- 香港麥當勞
- 美聯物業代理有限公司
- 新世界物業管理有限公司 – 住宅
- 第一太平戴維斯物業管理有限公司
- 信和物業管理有限公司
- 太興飲食集團
- 東亞銀行有限公司
- 東華三院

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The Chamber's recent mission to Cambodia and Vietnam proved to be a positive eye-opener for businesses seeking new markets and investment opportunities
總商會最近率團訪問柬埔寨和越南，開拓新市場和投資機遇，讓企業眼界大開

Seeing is believing! That was certainly the case during the Chamber's mission to Cambodia and Vietnam at the end of October. During the five-day visit to Phnom Penh and Hanoi, members met with senior officials and local businesses and visited special economic zones and innovation incubation centres.

Commenting on the trip upon returning to Hong Kong, mission leader Dewan Saiful Alam, Chairman of the Asia, Africa & Middle East Committee, said the visit revealed the incredible potential these markets hold.

"It was inspiring to observe how many Hong Kong companies are already thriving there, with Hong Kong standing out as one of the top sources of foreign direct investment for both countries. The warm, welcoming enthusiasm of local leaders and government officials was particularly striking," he said. "For instance, when a delegate mentioned an interest in the energy sector, the Cambodian Minister of Commerce quickly provided relevant contacts and set up a meeting, showcasing their motivation and determination to build partnerships."

Cambodia is focusing on developing a top-notch e-government, encompassing everything from fintech to the digitization of all services. It is also aiming to move production up the value chain.

Cham Nimul, Minister of Commerce, explained to members that Cambodia's goal is to streamline processes and reduce red tape, making it faster and easier for both local and international companies to grow their businesses in the country.

"We want your investment to be successful. We want companies to prosper and achieve continuous success because your success is also our success," she told members.



Cham Nimul, Minister of Commerce, told members: "We want your investment to be successful. We want companies to prosper and achieve continuous success because your success is also our success."

商務部長Cham Nimul向會員說：「我們希望各位的投資能取得成果，使企業持續茁壯成長，因為您們的成功就是我們的成功。」



Nut Unvoanra, Deputy Secretary General, CDB, explained details of special tax incentives that Cambodia offers to attract target industries.

柬埔寨投資委員會副秘書長昂萬那拉講解該國提供的特別稅務優惠詳情，以吸引特定產業落戶投資。



Nguyen Quang Vinh, Vice Chairman, VCCI, emphasized that Vietnamese businesses are shifting their focus towards more sustainable, higher-value growth.

越南工商會副主席Nguyen Quang Vinh強調越南企業正將業務重心轉向更可持續、高增值的發展方向。

The total committed investment in the country between 2018 and 2023 was approximately US$37.4 billion, with China by far the largest investor, followed by Japan and Singapore. The three main categories – tourism, infrastructure and industry – were evenly split, while agriculture accounted for 3.72% of investments.

Given Cambodia's abundant arable land, the government is eager to attract more investment in agricultural processing and become a hub for agricultural production in the region, including Halal produce for the Gulf.

It wants to process its large harvest surpluses and move up the value chain by offering incentive packages to food processors.

"We are proud to be one of the top rice producers in the world, and our surplus has been growing substantially. We are also striving to become a leading cashew nut producer. Our objective is not to compete on price, but to provide quality products and ensure that all good agricultural practices are followed so that we can maintain high standards," she said.

Cambodian fragrant rice was awarded "World's Best Rice" at the 2024 International World Rice Conference in Manila on 7 November, marking the sixth time the country has won this prestigious international award.

The Minister of Commerce also pointed out that Cambodia has signed several free trade agreements (FTAs) with its trading partners, each offering various benefits. She urged members to study which agreements would be most effective in reducing tariffs for goods or services exported from Cambodia to overseas markets.

"If you are investing here but your objective is third markets, using Cambodia as a production hub and tapping into resources, there are many competitive advantages that Cambodia can offer," she said.



This trip was incredibly meaningful, providing practical insights into how relationships among the economies can be further developed. As the leader of the delegation, I was immensely satisfied to witness the smooth execution of the itinerary and to hear delegates express their appreciation for the valuable information gleaned from meetings with key authorities. This experience has laid a solid foundation for future collaboration and generated optimism about the opportunities ahead.

Mission Leader Dewan Saiful Alam, Chairman, Asia, Africa & Middle East Committee

Infrastructure 2033 Development Plan

Cambodia is also working hard to enhance its logistics capabilities through the development of new air, sea and river ports as part of its master plan. Minister Cham Nimul noted that Hong Kong has a wealth of expertise that could assist Cambodia in this area.

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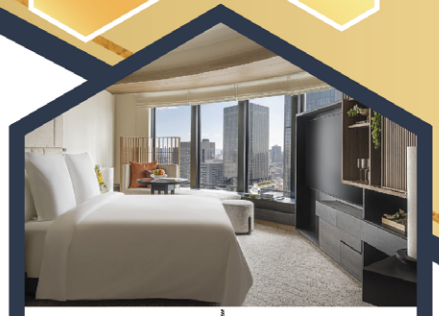


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CCC President Oknha Kith Meng recommended that Hong Kong companies looking to enter the Cambodian market diversify their investments into various sectors.
柬埔寨總商會會長陳豐明建議有意進軍柬埔寨市場的港企分散投資不同領域。







The government understands the need to develop its infrastructure to increase transportation and logistics capacity. Under its 2023-2033 development plan, it plans to invest around US$37 billion to fund 174 key transport and logistics projects covering air, sea and river ports, as well as rail and road projects.

Nut Unvoanra, Deputy Secretary General of the Cambodia Investment Development Board, explained during a meeting that Cambodia has 49 special economic zones, and various tax incentives are offered to attract target industries. For high-tech and priority industries, investors can enjoy an income tax exemption for three to nine years, followed by a progressive rate for up to six years.

At the Cambodia Chamber of Commerce, President Oknha Kith Meng emphasized that Cambodia is revising its regulations to encourage more investors to establish operations in the country. He also urged members to take full advantage of the various trade



"The trip was a good mix of like-minded people and featured a well-planned itinerary, allowing us to meet with relevant government and business leaders in both countries. In Cambodia, we met with the Minister of Commerce, who was full of energy and business ideas. We also had an "inside view" from the head of Jardines for the region. In Vietnam, we visited Hanoi, which has modernized impressively and provided valuable insights into how to do business there."

Michael Duck,
Executive Vice President – Commercial Development, Informa Markets





Members were impressed by the frank and openness of officials in Cambodia, who organized side meetings for members to discuss collaboration.
柬埔寨官員坦誠開通，樂於為代表團穿針引線，協助安排商務會議，促進兩地合作，令團員留下深刻印象。

agreements Cambodia has signed with countries around the world, including the China-ASEAN Free Trade Agreement, to expand their businesses not just in Cambodia but across the region.

He also recommended that Hong Kong companies looking to enter the Cambodian market diversify their investments into various sectors, such as tourism, green energy and advanced manufacturing, rather than focusing only on property.

To gain firsthand insights into Cambodia's business environment from a Hong Kong company's perspective, members met with Peter Beynon, Jardine's Country Chairman for Myanmar and Cambodia, and his team. He highlighted the importance of understanding and adapting to the local market, noting that partnering with local experts enables businesses to better meet customers' needs and quickly respond to regulatory changes.

To illustrate his point, he showed members around Lucky Supermarket, accompanied by local partner Patty Heng, COO at DFI Lucky Private Ltd, to explain how local businesses operate. Since forming a joint venture with Dairy Farm in 2012, their partnership has grown from 12 stores to 100 last year.

"You can have a very good relationship with the right partners; this is what we do, and we have learned a lot," he said.

He also spoke of the importance of giving back to the community. In 2017, the ACLEDA-Jardines Education Foundation (AJF) was founded by Jardine Matheson and ACLEDA Bank, aimed at providing equal educational opportunities for all children in Cambodia. The foundation has built 11 schools in impoverished villages, benefiting more than 1,400 pupils. In 2023, three primary schools were built, welcoming over 360 children for the 2023/24 school year.

Bustling Hanoi

For the second leg of the mission, it was interesting to observe the development of Phnom Penh and Hanoi, as well as their strategies for sustaining impressive economic growth.

Nguyen Anh Tuan, Deputy Director General of the Ministry of Planning and Investment, Foreign Investment Agency, shared with members



"Cambodia, with its relatively new and dynamic leadership, could see truly transformative changes in the coming years, and Hong Kong businesses should seek to engage and understand the opportunities and challenges in areas such as agricultural tech, food processing and green and renewable energy production in this fast-growing market. Vietnam is forging ahead in the areas of electronics and technology supply chains, and the country is now placing strong emphasis on AI, semiconductors and innovation-led industries to elevate its development. Hong Kong, as a value-added connector, must leverage its strengths to capitalize on these opportunities in ASEAN."

Charles Chia, General Manager (Special Projects), Sino Group





Nguyen Anh Tuan, Deputy Director General of Vietnam's Ministry of Planning and Investment, proposed signing an MoU with the Chamber to expand trade and investment in both directions.
越南規劃與投資部副部長Nguyen Anh Tuan提出與總商會簽署合作備忘錄，以擴展雙向貿易和投資。

that ESG is becoming a key focus for Vietnam, with sustainable development central to its reforms and investments.

The country's economy has been growing at an annual rate of 6-7% for over a decade, and it is now shifting towards higher-value production in pursuit of its goal to become a high-income country by 2045. To support this transition, Vietnam is investing in new railways, seaports, airports and expressways, including the north-south expressway, which is expected to be completed by 2025.

"We aim to create a more favourable business environment and address bottlenecks," he said. "We have set an ambitious target that by 2045 Vietnam will be a developed country, so attracting FDI is crucial for leveraging the capacity of the economy. That is why the government is rolling out new policies for investors and sustainable development."

During a meeting with Nguyen Quang Vinh, Vice Chairman of the Vietnam Chamber of Commerce and Industry and Chairman of the Vietnam Business Council for Sustainable Development (VBCSD), he also emphasized that Vietnamese businesses are shifting their focus towards more sustainable growth.

"It will be interesting to see how Vietnam, already a manufacturing powerhouse, transforms its economy to realize its ambitions of becoming a developed, high-tech, and sustainable economy," said mission delegate Charles Chia, General Manager (Special Projects), Sino Group. "ASEAN represents immense opportunities for Hong Kong, right at its doorstep."

At the Hoa Lac High-Tech Park, part of the Vietnam National Innovation Center, members witnessed firsthand how the government is driving innovation and development. The park's two campuses focus on nine strategic sectors, ranging from smart factories to semiconductors and medical technology, and are already collaborating with major companies like AWS, Google, and Meta.

"In Vietnam, the focus on developing the IT sector, especially in semiconductors and AI, signals a dynamic shift. The government is actively seeking to nurture startups, and Hong Kong can offer invaluable expertise to support these efforts," said mission leader Alam. Conversely, Cambodia's growing ties with Singapore underscore the need for Hong Kong to cultivate more accessible pathways for collaboration and strengthen its connections in the region.



"What I experienced during this mission exceeded my expectations. In both countries, we met government officials, business leaders and investors. I felt tremendous energy from them and learned their individual views on the local business environment. I gained insights into the potential for collaboration between these countries and the Hong Kong business community."

Takanori Okuda, Managing Director, Industrial Research Office, JETRO Hong Kong

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眼見為實！總商會代表團於10月底出訪柬埔寨和越南，親身見證區內最新發展。在為期五天的行程中，會員先後到訪金邊和河內，與高級官員和當地企業會面交流，並參觀經濟特區和創新培育中心。

亞洲、非洲及中東委員會主席兼團長Dewan Saiful Alam在結束行程返港後表示，此行可見當地市場潛力龐大。

> 此行意義重大，團員了解到如何進一步拓展這些經濟體之間的關係。我作為代表團團長，很高興今次的行程順利圓滿，期間團員訪問了當地的主要機構，獲得寶貴的資訊。這次體驗為日後合作奠下了穩固的基礎，讓我們對未來發展充滿信心。
>
> **團長兼亞洲、非洲及中東委員會主席**
> Dewan Saiful Alam

他說：「香港是兩國主要的外來直接投資來源地，許多港企已在當地取得長足發展，令人鼓舞。此外，我們受到當地領袖和政府官員的熱情款待。舉例說，柬埔寨商務部長得知團員對能源業甚感興趣後，隨即提供相關的聯絡資料和安排會面，展示了建立夥伴關係的誠意及決心。」

柬埔寨正着力建設頂尖數碼政府，包括發展金融科技、推動公共服務全面數碼化，以及邁向高增值生產路線。

商務部長Cham Nimul向會員解釋，柬埔寨以精簡程序和減少繁文縟節為目標，旨在便利本地和國際企業在該國拓展業務。

她說：「我們希望各位的投資能取得成果，使企業持續茁壯成長，因為您們的成功就是我們的成功。」

該國於2018年至2023年的承諾投資總額約為374億美元，中國是最大投資者，其次為日本和新加坡。三大類別——旅遊、基建和工業的比例相若，而農業佔投資額的3.72%。

柬埔寨擁有大量耕地，因此政府希望吸引農產品加工投資，並發展成為區內農業生產樞紐，包括為海灣地區生產清真產品。

該國亦向食品加工商提供優惠政策，期望能善用過剩的農產品，朝價值鏈上游發展。

她說：「我們是全球最大稻米生產國之一，產量過剩的情況持續擴大。我們亦致力發展為領先的腰果生產國。我們的目標並非進行價格競爭，而是供應優質產品，遵守所有良好的農業規範，以維持高水準的品質。」

柬埔寨香米於11月7日假馬尼拉舉行的2024世界稻米會議上榮獲「世界最佳稻米獎」，為該國第六次贏得這項國際殊榮。

商務部長亦指出，柬埔寨已與貿易夥伴簽署多份自由貿易協定，提供各式各樣的優惠。她建議會員了解不同的協定內容，從而減少從柬埔寨出口貨物或服務至海外市場的關稅。

她說：「投資者可考慮以柬埔寨作為生產和資源基地，拓展第三方市場。柬埔寨在這方面擁有眾多競爭優勢。」







Members called on Jardine's Country Chairman for Myanmar and Cambodia Peter Beynon to learn how the company has succeeded in Cambodia.
代表團與怡和集團緬甸及柬埔寨地區主席Peter Beynon會面，了解該公司在柬埔寨的成功訣竅。

Members visited local retail and F&B outlets in Phnom Penh with local business owners to learn how local businesses operate.
一行參觀金邊的商店和餐廳，並向負責人了解當地企業的日常運作。

2033年基建發展計劃

柬埔寨正積極發展空運、海運和河運新港口，以提升物流能力。Cham指出香港擁有豐富的專業知識，可在這方面助力柬埔寨發展。

政府明瞭發展基建是提升運輸和物流能力的必要條件。在2023至2033年發展計劃中，該國計劃向174個主要運輸和物流項目投資約370億美元，涵蓋空運、海運和河運港口，以及鐵路和道路工程。

柬埔寨投資委員會副秘書長昂萬那拉與代表團會面時解釋，柬埔寨共有49個經濟特區，為特定產業提供不同的稅務優惠。高科技和重點產業的投資者可獲豁免所得稅三至九年，其後可享有累進稅率最多六年。

柬埔寨總商會會長陳豐明強調，柬埔寨現正修訂法規，吸引更多投資者在當地設立業務。他亦鼓勵會員善用該國與全球多國簽署貿易協定的優勢，包括中國—東盟自由貿易協定，將業務擴展至區內各地。

> 柬埔寨的領導班子相對較新，而且充滿活力，在未來幾年可能會帶來真正的變革。隨着當地市場迅速發展，香港企業應探尋農業技術、食品加工及綠色和可再生能源生產等領域的機遇，同時了解當中的挑戰。越南在電子和技術供應鏈領域不斷發展，當地十分重視人工智慧、半導體和創新驅動型產業，以提升其發展水平。香港作為增值聯繫人，必須發揮自身優勢，把握東盟的這些機會。
>
> **信和集團總經理（特別項目）謝昭暉**



At the Hoa Lac High-Tech Park, part of the Vietnam National Innovation Center, members witnessed firsthand how the government is driving innovation and development.
團員參觀位於越南國家創新中心內的和樂高科技園期間，親身體驗到越南政府推動創新和發展的努力。







Members had a productive business networking session with members of VCCI.
團員與越南工商會會員進行商務聯誼活動。



Members visited Ha Noi Southern Supporting Industrial Park (HANSIP) to learn about how companies can set up in special economic zones.
代表團考察河內南部輔助產業區HANSIP，了解如何在該經濟特區開設業務。

他亦建議計劃進軍柬埔寨的港企分散投資不同領域，例如旅遊、綠色能源和先進製造業，而非集中於房地產市場。

代表團與怡和集團緬甸及柬埔寨地區主席Peter Beynon及其團隊會面，從香港企業的角度深入了解柬埔寨的營商環境。Beynon強調了解和適應當地市場十分重要，又指出與當地專家合作能使企業更好地滿足顧客的需要，以及迅速應對監管變化。

為了闡明這一點，他聯同當地合作夥伴DFI Lucky Private Ltd營運總監Patty Heng帶領團員參觀旗下超市Lucky Supermarket，講解當地企業的運作方式。該企業於2012年與牛奶公司成立合資公司以來，由最初只有12家店舖，至去年已擴充至100家。

他說：「一旦找到合適的夥伴，便能建立良好的合作關係；這是我們的親身經歷，從中獲益良多。」

另外，Beynon認為回饋社區十分重要。怡和洋行於2017年聯同ACLEDA Bank成立了ACLEDA — 怡和教育基金會，旨在為柬埔寨所有兒童提供平等的教育機會。該基金會已在貧困村莊興建了11所學校，惠及超過1,400名學生。基金會於2023年建成三所小學，於2023/24學年為超過360名學生提供教育。

> 這趟行程經過悉心策劃，而且團員志同道合，我們一行獲安排與兩國相關政府和企業的領袖會面。在柬埔寨，我們會見了活力充沛、充滿商業想法的商務部長。怡和集團區域主管亦與我們分享了一些「內幕見解」。在越南，代表團考察了河內，當地現代化的程度令人印象深刻，我們還了解到如何在該國開展業務。
>
> **Informa Markets商業發展執行副總裁麥高德**



繁華的河內

訪問團第二站前往越南，考察金邊和河內的發展，並探討兩市經濟保持可觀增長的策略。

越南外商投資局規劃與投資部副部長Nguyen Anh Tuan向團員表示，ESG已成為越南的焦點，該國的改革和投資均以可持續發展為核心。

越南經濟在過去十多年保持6%至7%的年增長率，並正逐步向高增值製造業轉型，目標在2045年成為高收入國家。為此，當地正投資建設新的鐵路、海港、機場和高速公路，包括預計於2025年竣工的南北高速公路。

「我們致力創造更有利的營商環境，解決瓶頸問題。」Nguyen補充：「我們訂下了進取的目標，銳意到2045年成為發達國家，因此政府正陸續推出新的投資和可持續發展政策，積極吸引外來直接投資，以充分發揮經濟潛力。」

一行與越南工商會副主席兼越南永續發展商會主席Nguyen Quang Vinh會面時，他亦強調越南企業正將業務重心轉向可持續增長。

「越南作為製造業大國，如何透過經濟轉型實現宏大目標，建成發達、高科技和可持續的經濟體，這個過程將會十分有趣。」代表團成員、信和集團總經理（特別項目）謝昭暉表示：「東盟對香港而言是觸手可及的巨大機遇。」

團員參觀位於越南國家創新中心內的和樂高科技園期間，親身體驗到越南政府推動創新和發展的努力。該園分為兩個區域，專注於九個戰略領域，包括智能工廠、半導體和醫療科技等，並與AWS、Google和Meta等大型企業展開合作。

考察團團長Alam說：「越南重點發展資訊科技業，尤其是半導體和人工智能，體現了一個動態轉移的過程。當地政府着力培育初創企業，香港可提供寶貴的專業知識，以支持相關發展。」另一方面，柬埔寨與新加坡的聯繫日益密切，反映香港需要建立更多合作交流渠道，並加強與區內的聯繫。

> 此行的體驗超出了我的預期。我們會見了兩國的政府官員、商界領袖和投資者，我從他們身上感受到滿滿的能量，並了解到他們對當地商業環境的看法，以及這些國家與香港商界的合作潛力。
>
> **日本貿易振興機構（香港）**
> **產業研究員事務所所長奧田岳慶**

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A New Era of Growth
增長新時代

China is embarking on a transformative economic journey with a robust stimulus package designed to tackle both cyclical and structural challenges

中國推出大規模財政刺激方案，應對周期性及結構性挑戰，積極推動經濟轉型

China is on the move, and this time, we think the stimulus package will do the job. Since late September, coordinated policy initiatives have targeted both cyclical and structural issues.

Endorsed by top officials, these measures can potentially reshape the economic landscape for years. GDP grew 4.8% year-on-year in the first three quarters of 2024 amid stiff headwinds from weak domestic demand and rising external uncertainties.

We forecast GDP will grow 4.9% this year, 4.5% in 2025 and 4.4% in 2026. Slower growth in the next couple of years will result from China's structural transition towards a more balanced and sustainable growth model, which will take time.

Measures Announced

A joint press conference was held at 9am on 24 September before the A-share market opened. The line-up was impressive – the People's Bank of China Governor Pan Gongsheng, the National Financial Regulatory Administration Minister Li Yunze, and the China Securities Regulatory Commission Chairman Wu Qing.

They announced a slew of easing measures: a 50bp RRR cut, a 20bp cut on the policy rate (seven-day reverse repo), and the rollout of a new monetary policy tool to provide a liquidity backstop for non-bank financial institutions to purchase A-share stocks, among others. These senior regulators also committed to providing unconventional forward guidance, including more RRR cuts in 2024 and expanding the new policy tool quota.

Well-coordinated Policy Play

The 24 September press conference "front-ran" the more important Politburo meeting on 26 September, signalling that top officials orchestrated the policy shift. The 24-member Politburo usually meets every month to discuss key socioeconomic issues, and the September meeting doesn't typically focus on economic issues.

In another departure from convention, the Politburo also pledged to support those taking on the responsibility for the new policy initiatives to get things done. It conveyed a clear message – economic growth was the top priority, and a range of measures were in the pipeline to set the economy on a sustainable and high-quality growth trajectory.

Continuous Rollout of Supportive Policies

Since late September, there's been a busy schedule of press conferences by various government agencies, as well as frequent policy rollouts, targeting support to the stock market, the property market, private enterprise, employment and domestic consumption. The frequency and magnitude of recent events are unusual, indicating a decisive policy turn towards supporting the economy.

Some policies are already having an impact. For example, the PBoC has implemented its RRR cut and rate cut, with the easing now filtering into the economy: large state-owned banks recently announced 25bp cuts to deposit rates, while both the 1-year LPR and the five-year LPR were cut by 25bp.

On 18 October, Governor Pan reiterated that the RRR might be lowered by another 25bp to 50bp before the end of the year (PBoC, 18 October). Other policies, particularly the much-anticipated fiscal package, took longer to unveil due to legislative procedural requirements.

The Fiscal Stimulus Package

The NPC Standing Committee, China's top legislative body, on 8 November formally announced a local government debt swap totalling RMB 12 trillion.

Although the announcement can be seen as a disappointment if



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viewed in isolation from the broader stimulus package, it targets the pain point that may have slowed economic velocity. While there was no direct support for property and consumption, the announcement set the stage for alleviating local government debt pressure and letting the Government re-focus on economic growth.

For example: 1) it's aimed at alleviating a systemic liquidity crunch rather than merely lowering borrowing costs for local governments; paying accounts in arrears unclogs the system as cash is injected into the system, enabling further payments down the line; 2) other than reducing the debt burden of local governments, fiscal reform is in the pipeline to resolve the revenue-expenditure mismatch, the root cause of the local government debt problem; and 3) other structural reforms are being planned to curb extraterritorial and profit-driven law enforcement by local governments, which are essential for improving the business environment and boosting business confidence.

Further fiscal support is also in the pipeline, as guided by the Central Government, including funding to recapitalise the six largest banks and for local governments to acquire idle land and unsold commodity housing.

Future Challenges and Opportunities

While we've seen many encouraging policy changes, domestic demand will still take time to regain strength. At the same time, the external environment is increasingly uncertain, with rising geopolitical tensions.

So, what will be the future growth drivers? China is eyeing a consumption-led, technology-driven, green transition to facilitate economic growth. The short-term policy anchor for consumption is direct subsidies for goods and services consumption. In the longer term, the goal is to build a better social welfare system and grant migrant workers comparable public services as their urban peers. Shifting toward a consumption-led economy should make China's future growth more resilient and help create a virtuous cycle to enable effective investment.

Meanwhile, tech-driven growth is vital to boosting overall productivity, creating jobs and enhancing the nation's competitiveness. China is making good progress in several new economic sectors. The Third Plenum promoted building a unified national

market, with measures introduced to promote fair competition. By reducing internal barriers (such as local government protectionism), China aims to create an environment to foster innovation.

Lastly, the green transition will spur profound changes in economic institutions as a shift towards sustainable practices doesn't just mean there will be cost savings but also lead to opportunities in new sectors, such as EVs, lithium-ion batteries and more.

What are the challenges? First, the transition may prove to be bumpy. For example, the housing sector is of systemic importance to China's macroeconomy and has yet to stabilize. The good news is that we have seen a series of changes – from the further relaxation of housing purchase restrictions to the lowering of down payment ratios and mortgage rates to stimulate demand.

Supply-side measures such as urban village renovation and local governments' acquisition of oversupplied commodity housing will also help. The Government still has room to roll out more support and will do more as needed. Geopolitical tensions may stay elevated, but China is adapting its development model to enhance resilience and engaging with foreign counterparts to mitigate conflicts and foster cooperation.

Overall, we are cautiously optimistic that this time is different. The structural transition is unlikely to be seamless and smooth, but the decisive policy shift signals a commitment to meaningful change and progress.



自9月底以來，中國內地宣布一系列協調政策，以應對國內經濟增長所面對的周期性及結構性挑戰，而這些措施有潛力重塑內地未來幾年的經濟格局。

在國內需求疲弱和外圍環境不確定性增加的情況下，內地2024年首三季度國內生產總值（GDP）按年增長4.8%。

我們預測內地今年全年GDP增長為4.9%；由於中國正過渡至更平衡和可持續的經濟模式，預計經濟增長在未來幾年有所放緩，我們對2025年及2026年的GDP增長預測分別為4.5%及4.4%。

一切始於9月24日

上午9時A股市場開盤前，中國人民銀行（人行）行長潘功勝、國家金融監管總局長李雲澤及中國證券監督管理委員會主席吳清舉行聯合新聞發布會。

他們公布了一系列寬鬆措施，包括：下調銀行存款準備金率50個基點（即「降準」）、降低七天期逆回購利率0.2厘（即「減息」），並推出一項新的貨幣政策工具，為非銀行金融機構購買A股提供流動性支持。此外，這些監管機構承諾提供非傳統的前瞻性指引，包括在今年內繼續降準，以及擴大新貨幣政策工具的額度。

政策行動協同發力

與在9月26日舉行、更重要的政治局會議相比，9月24日的新聞發布會「搶閘」為這次轉向揭幕，顯示政策轉變是經過高層領導人籌劃及通過。政治局由24位委員組成，每月召開會議討論關鍵的社會經濟議題，而9月的會議通常不會聚焦經濟議題。

有別於過往，今次政治局還承諾全力支持負責新政策倡議的官員，以推動及落實相關措施。此次會議向市場傳達了明確的訊息：經濟增長是首要任務，當局正通過一系列措施，促使經濟邁向可持續及高質量的增長軌道。



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支持政策陸續出台

自9月底以來，內地多個政府機構相繼舉行新聞發布會，頻繁地推出政策，支持股市、樓市、私營企業、就業及內需消費，其頻率和規模都非比尋常，可見政策明確轉向穩增長。

部分政策的作用已開始顯現。例如，人行降準和減息，已影響不同經濟領域：大型國有銀行最近宣布下調存款利率0.25厘，而一年期及五年期貸款市場報價利率（LPR）亦分別調低了0.25厘。

人行行長潘功勝於10月18日重申，年內銀行存款準備金率或再降低25至50個基點，而其他寬鬆政策，尤其是市場密切期待的財政方案，則因立法程序要求而要稍後時間才能出台。



財政刺激方案

中國最高立法機關全國人大常委會於11月8日宣布推出規模達人民幣12萬億元的方案，化解地方政府債務。

若與更廣泛的財政刺激方案分開來看，最新公布的政策或許令市場失望，但其針對的正正是經濟增速減慢的痛點。雖然方案未有為房地產和消費提供直接支持，但對減輕地方政府債務壓力，以及讓中央政府重新專注經濟增長奠定了基礎。

例如：1）措施旨在減少流動性緊縮的系統性風險，而非僅為降低地方政府的借貸成本。有關舉措通過注入資金來支付地方政府欠款，從而疏通系統，使後續還款得以進行；2）除了減輕地方政府的債務負擔，方案亦計劃進行財政改革，以解決地方政府債務收支不平衡的根源性問題；3）其他結構性改革也在規劃中，以遏制地方政府越權和逐利執法，這亦是改善營商環境和提升企業信心的關鍵所在。

在中央政府的指導下，進一步的財政支持措施還包括預留為六大銀行進行資本重組的預算，以及為地方政府收購閒置土地和未售出的商品房提供資金。

未來挑戰與機遇

儘管一連串的政策改變令人鼓舞，不過國內需求需時恢復，同時外圍環境變數增加，地緣政治局勢升溫。

未來增長動力方面，中國內地正以消費主導、科技驅動和綠色轉型來促進經濟增長。消費方面，短期政策導向乃為商品和服務消費提供直接補貼。長遠來看，政策應以建立更完善的社會福利體系為目標，讓農民工能享有與城鎮職工同等的公共服務。另外，內地的經濟增長模式轉向以消費拉動，預計會使未來增長更具韌性，並有助創造良性循環，以達到有效投資。

與此同時，科技驅動的增長是提高整體生產力、創造就業機會和提升國家競爭力的關鍵。中國在多個新經濟領域取得了良好進展。當局透過在三中全會推動全國統一市場建設，實施促進公平競爭的措施，並通過減少地方保護主義等阻礙，致力營造有利創新的環境。

最後，綠色轉型對推動經濟體制發展有着舉足輕重的影響，不僅能節省成本，也將為電動車、鋰離子電池等新興領域帶來機遇。

那麼，內地經濟轉型所面對的挑戰又會是甚麼？首先，轉型過程中難免會遇到波折。例如，房地產業對內地宏觀經濟意義重大，該產業目前仍處於調整階段。不過，好消息是政府已落實一系列措施刺激房地產需求，包括進一步放寬購房限制、降低首付比例和房貸利率。

供應方面，城中村改造等措施將進一步落實，加上地方政府出手收購供過於求的商品房，亦會對提振房地產市場帶來一定效用。中央政府仍有空間提供更多支持措施，並按需要加大支持力度。另一方面，地緣政治緊張局勢雖然有機會升溫，然而中國正在調整發展模式以加強經濟韌性，並積極與其他國家交流，以緩解衝突及促進合作。

總體而言，我們對這次經濟轉型持謹慎樂觀的態度，認為與過往多次轉型將會有所不同。結構性轉型不大可能一帆風順，但明確的政策轉向，表明了中央政府對經濟實現轉型以走出困局的決心。

增加法定假日
Increase of Statutory Holidays



由 2024 年起，聖誕節後第一個周日新增為《僱傭條例》下的法定假日：
Starting from 2024, the first weekday after Christmas Day will be a newly added statutory holiday under the Employment Ordinance:

2024 年的 14 天法定假日
14 Statutory Holidays in 2024

1 月 1 日 The first day of January	1 月 1 日 1 January
農曆年初一 Lunar New Year's Day	2 月 10 日 10 February
農曆年初三 The third day of Lunar New Year	2 月 12 日 12 February
農曆年初四 The fourth day of Lunar New Year	2 月 13 日 13 February
清明節 Ching Ming Festival	4 月 4 日 4 April
勞動節 Labour Day	5 月 1 日 1 May
佛誕 The Birthday of the Buddha	5 月 15 日 15 May
端午節 Tuen Ng Festival	6 月 10 日 10 June
香港特別行政區成立紀念日 Hong Kong Special Administrative Region Establishment Day	7 月 1 日 1 July
中秋節翌日 The day following the Chinese Mid-Autumn Festival	9 月 18 日 18 September
國慶日 National Day	10 月 1 日 1 October
重陽節 Chung Yeung Festival	10 月 11 日 11 October
冬節或聖誕節（由僱主選擇） Chinese Winter Solstice Festival or Christmas Day (at the option of the employer)	12 月 21 日 或 12 月 25 日 21 December or 25 December
聖誕節後第一個周日 The first weekday after Christmas Day	**12 月 26 日 26 December**

2024 年起新增
Newly added from 2024 onwards

《僱傭條例》下其他與法定假日有關的條文維持不變，包括安排假日、享有假日薪酬的資格和薪酬額、及不得以款項代替假日。
Other relevant provisions in relation to the statutory holidays under the Employment Ordinance remain unchanged, including the arrangement of holiday, eligibility for holiday pay and pay rate, and restriction on pay in lieu of holiday.

其他語言 Other Languages

Bahasa Indonesia
Hindi (हिंदी)
Nepali (नेपाली)
Punjabi (ਪੰਜਾਬੀ)
Sinhala (සිංහල)
Tagalog
Thai (ภาษาไทย)
Urdu (اردو)
Vietnamese (Tiếng Việt)

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Labour Department

查詢熱線 Enquiry Hotline: 2717 1771
（此熱線由「1823」接聽 The hotline is handled by "1823"）

勞工處網站 Labour Department website:
www.labour.gov.hk

中文 www.labour.gov.hk/tc/news/EAO2021.htm

English www.labour.gov.hk/eng/news/EAO2021.htm

Hong Kong 2024: Year in Review
香港2024年度回顧

Despite recent interest rate cuts, challenges with declining consumer spending, retail sector struggles and ongoing housing affordability issues continued to impact economic growth

儘管近期利率下降，惟消費支出減少、零售業經營壓力和房屋負擔能力問題，仍然持續遏抑經濟增長

As we approach 2025, it is time to reflect on the performance of the Hong Kong economy over the past year, with recovery having proven to be more challenging than we expected.

Private consumption expenditure, which constitutes two-thirds of Hong Kong's GDP, has experienced a loss of momentum and transitioned into a decline following six consecutive quarters of growth. Traditional sectors like tourism, logistics, construction and others have persistently adapted to the new development paradigm.

Higher-for-Longer Interest Rates

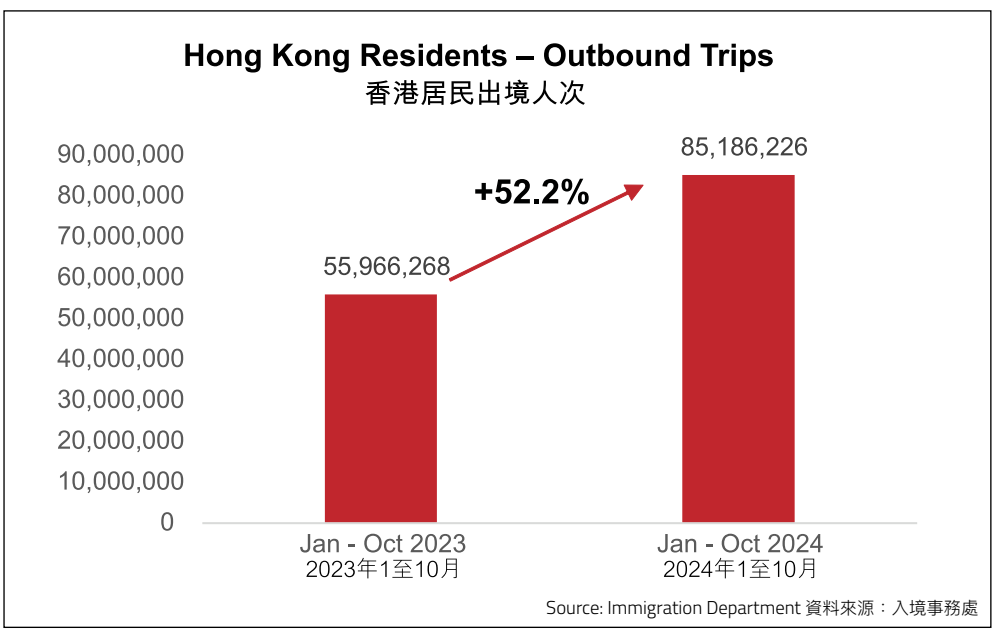
Many have long awaited the interest rate cuts, which were finally announced in September this year. The United States initiated an interest rate hike cycle in March 2022 to cope with inflation. During this period, the Fed raised interest rates 11 times until the last rate hike in July 2023.

Increasing bank borrowing costs in a high-interest-rate environment are driving more cautious consumption and investment decisions. The cumulative 75 basis points reduction in interest rates this year has brought Hong Kong's key rate back to its level from February 2023, providing much-needed support for the city's economy and the housing market.

Consumption Patterns Impact Retailers

The retail sector is grappling with unprecedented challenges due to the rising outflow of local consumer spending. For the first 10 months of this year, Hong Kong residents' number of outbound trips reached 85 million, representing a more than 50% increase than in the same period during 2023.

The strong Hong Kong dollar amid high interest rates and a strong US dollar has made overseas spending more affordable for Hong Kong residents. More Hong Kong residents are heading to Shenzhen to indulge in dining, shopping and entertainment. Japan, one of the most sought-after destinations among Hong Kong travellers, drew nearly 2 million Hongkongers in the first nine months of the year, marking a 30% increase from the previous year, in light of the Japanese yen hitting a 34-year low.



Source: Immigration Department 資料來源：入境事務處



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Conversely, the city welcomed 32 million visitors in the first nine months of 2024, of which nearly 80% were from the Mainland. This marked a 40% year-on-year increase, though it still stood at just 70% of pre-pandemic levels.

Mainland tourists were once considered big spenders on luxury goods. However, according to the latest Bain & Company Luxury Study, the global personal luxury goods market is expected to decline by 2% to €363 billion in 2024, making it one of the weakest years on record, while sales in China are estimated to decrease by 20% to 22%.

This trend aligns with the reduced spending of Mainland visitors in Hong Kong. Before the pandemic in 2018, per-capita spending by Mainland visitors was $7,000 for overnight visitors and $2,400 for same-day visitors, compared to $5,100 and $1,300 in the first half of 2024, respectively.

Housing Prices Remain Unaffordable

The prolonged interest rate hikes have indeed put significant pressure on the housing market. In February, the government took a decisive step by scrapping various tightening measures for residential properties, including the Special Stamp Duty, the Buyer's Stamp Duty and the New Residential Stamp Duty, all of which had been in effect for more than 10 years.

The Rating and Valuation Department reported a fifth consecutive month of decline in the private residential price index. In September 2024, the index dropped to 287.9 points, marking a 27.7% decrease from the historical peak of 398.1 recorded three years ago. Prices have fallen by approximately 7% during this period, reaching their lowest point since August 2016.

However, Hong Kong remains the most challenging city for homebuyers. According to the UBS Global Real Estate Bubble Index 2024, Hong Kong's house prices are back at the level they were last seen in 2012. Despite this, a skilled service worker in Hong Kong must work an average of 22 years to buy a 60 sq m (650 sq ft) apartment, which starkly contrasts with just 10 years in Singapore.

In the next issue of the Bulletin, we will delve into the business sentiment regarding the Hong Kong economy in 2025 and the implications of the new U.S. administration amid ongoing geopolitical tensions.

2025 年將至，現在是時候回顧香港經濟在過去一年的表現。本港復蘇之路較預期崎嶇難行。

私人消費開支佔本地生產總值的三分之二，在連續六個季度錄得增長後失去動力而有所回落。旅遊、物流和建造等傳統行業正持續適應新發展格局。

利率持續高企

許多人期待已久的減息周期於今年 9 月正式展開。美國在 2022 年 3 月為應對通脹而啟動加息周期以來，聯儲局合共加息 11 次，最後一次為 2023 年 7 月。

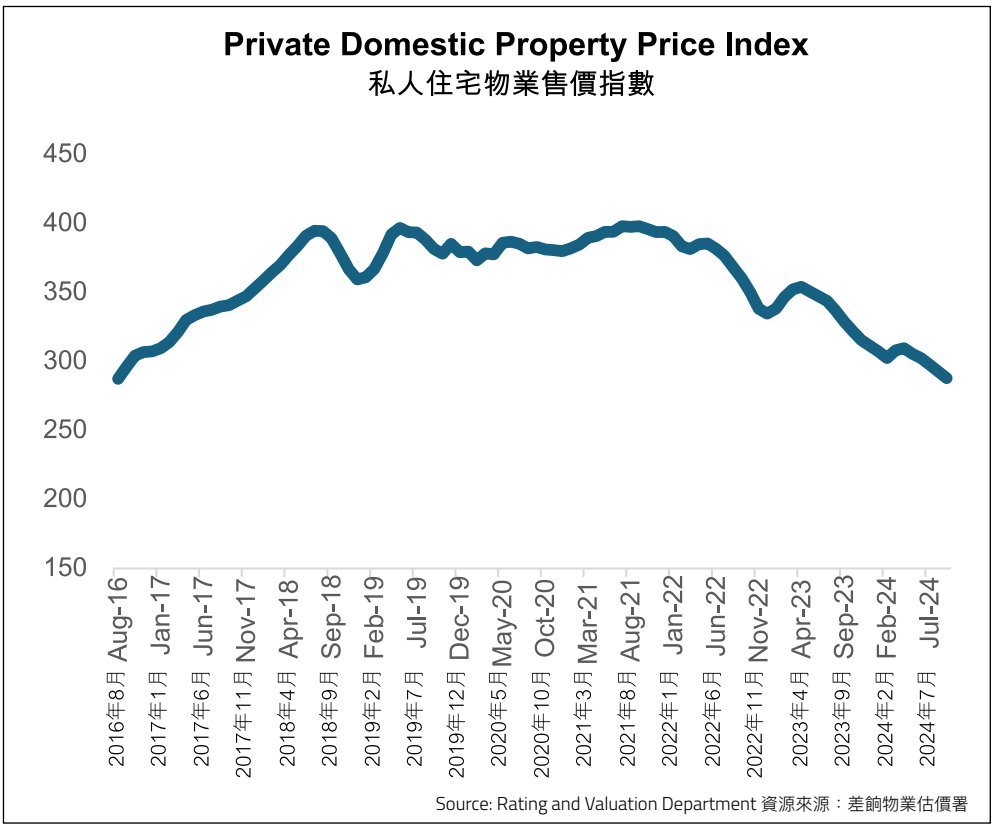
銀行貸款成本在高息環境下增加，使消費和投資決策趨向審慎。今年累計減息 75 個基點，令香港主要利率回復至 2023 年 2 月的水平，為本港經濟和住宅市場提供亟需的支持。

消費模式影響零售商

本地消費外流的現象令零售業面臨空前挑戰。在今年首十個月，香港居民出境人次達到 8,500 萬，較 2023 年同期上升逾五成。

利率高企和美元走強令港元保持強勢，提升了香港居民在海外的消費力。愈來愈多港人前往深圳享受餐飲、購物和娛樂體驗。日本是最受香港旅客歡迎的目的地之一，正值日圓匯率跌至 34 年以來的新低，今年首九個月吸引了近 200 萬港人訪日，較去年增加三成。

相比之下，2024 年首九個月有 3,200 萬人次訪港，其中近八成來自內地，按年增加四成，但仍只有疫情前水平的七成。



Source: Rating and Valuation Department 資源來源：差餉物業估價署

內地旅客曾被視為奢侈品的大客戶。不過，貝恩公司最近發表的奢侈品市場研究報告預期，全球個人奢侈品銷售額於 2024 年將下跌 2% 至 3,630 億歐元，為歷來最疲軟的年度之一，估計中國市場的銷售額將減少 20% 至 22%。

這個趨勢與內地旅客在港消費減少的情況一致。在疫情爆發前，內地過夜旅客和即日來回旅客於 2018 年的人均消費額分別為 7,000 元和 2,400 元，而在 2024 年上半年分別為 5,100 元和 1,300 元。

樓價仍難負擔

利率持續上升對住宅物業市場構成沉重壓力。政府於今年 2 月邁出重要一步，取消多項生效逾十年的樓市降措施，包括額外印花稅、買家印花稅和新住宅印花稅。

差餉物業估價署的數據顯示，私人住宅售價指數連續五個月下挫，並在 2024 年 9 月跌至 287.9，較三年前的歷史高位 398.1 下跌 27.7%，期內累跌約 7%，創 2016 年 8 月以來的新低。

不過，置業人士在香港仍然面對重重挑戰。根據瑞銀《2024 年全球房地產泡沫指數》，香港樓價已重返 2012 年水平。儘管如此，香港的技術服務勞工平均需要工作 22 年，才能購買一個 60 平方米（650 平方呎）的單位，遠多於新加坡的 10 年。

在下期《工商月刊》，我們將探討商界對 2025 年香港經濟的展望，以及在地緣政局持續緊張下美國新政府上場的影響。

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Did you know that Coface (Compagnie Française d'Assurance pour le Commerce Extérieur) was the first private trade credit insurer to enter the Asia market? Founded by the French Government, the company has been a leader in managing trade credit risk for over 75 years. In 1994, it began its Asia-Pacific expansion with Singapore, quickly expanding to Japan in 1995 and Hong Kong a year later.



Today, Coface operates in over 100 countries, where its experts help enterprises navigate the challenges of volatile environments with confidence. By offering a comprehensive suite of solutions – such as trade credit insurance, business information, debt collection and single risk insurance – the company leverages its extensive expertise and cutting-edge technology in both domestic and export markets.

"Our mission is straightforward: to empower businesses to make informed decisions and trade smarter," says Christopher Murphy, General Manager of Coface Hong Kong.

What sets the company apart is a vast global network of over 4,500 experts across 100 countries. With more than seven decades of data management experience and a database of 195 million companies, it provides customized solutions for businesses of all sizes and sectors. Plus, it is the only trade credit insurance provider offering a full suite of credit management solutions.

"Our business is deeply intertwined with the socio-economic and geopolitical landscape. During crises, we must be agile, resilient and creative. We stay in close communication with our clients to understand their needs and respond swiftly," he explained.

Coface is embracing digital transformation through its three-year strategic plan, "Power the Core." This initiative focuses on building an agile IT infrastructure and enhancing data connectivity through API products, ensuring clients have the tools needed to manage risks effectively. It is also working to achieve double-digit growth in business

Compagnie Francaise d'Assurance pour le Commerce Extérieur (Coface) branch in Hong Kong
科法斯集團香港分行
HKGCC Membership No. 總商會會員編號：HKC0684
Established 創辦年份：1998
Member since 入會年份：1999
Website 網站：http://www.coface.com.hk

您知道科法斯（全稱法國對外貿易保險公司）是首家進入亞洲市場的私營貿易信用保險公司嗎？該公司由法國政府成立，在過去超過 75 年一直引領貿易信用風險管理業發展。科法斯於 1994 年進駐新加坡，首次踏足亞太區，並在 1995 年迅速擴展業務至日本市場，翌年再於香港設點。

科法斯的業務現已遍及逾 100 個國家，旗下的專家團隊協助企業從容應對商業環境變化帶來的挑戰。無論是本地或出口市場，該公司都具備全面的專業知識和尖端科技，為企業提供全方位的方案，包括貿易信用保險、商業資訊、商賬催收及單一風險保險。

科法斯香港總經理 Christopher Murphy 表示：「我們的使命簡單直接：賦能企業作出明智決策，進行精明的交易。」

科法斯能在市場上脫穎而出，在於由來自百多個國家、超過 4,500 名專家組成的龐大國際網絡。該公司擁有 70 年以上的數據管理經驗，數據庫覆蓋 1.95 億家企業，能為各行各業、大小企業提供量身定制的方案。此外，該公司是唯一一家提供全面信用管理方案的貿易信用保險供應商。

Murphy 解釋：「我們的業務與社會經濟和地緣政治形勢息息相關。在危機時期，我們必須靈活應變、保持韌力和發揮創意，並與客戶密切溝通，了解他們的需要，並迅速作出回應。」



科法斯透過推出三年戰略計劃「Power the Core」，積極推動數碼轉型。該計劃旨在建立靈活的資訊科技基礎設施，並通過應用程式介面（API）產品增強數據聯通，確保客戶掌握有效的風險管理工具。該公司亦利用一站式環球數據平台，致力在商業資訊服務方面實現雙位數增長。

該戰略的另一部分，是將 ESG 原則融入業務政策。科法斯計劃加大支持 ESG 項目，將未償債務承保規模倍增至 4 億歐元 ，又承諾在 2025 年前將投資組合的碳足跡減少 30%（淨零資產所有者聯盟）。

該公司亦熱心參與多項企業社會責任活動，例如香港團隊身體力行，支持惜食堂和香港癌症基金會等本地慈善機構的工作。



Murphy 說：「科法斯認為貿易往來是推動世界向好的一股正面力量，我們希望能積極參與其中。」

在多元、平等和共融（DEI）方面，該公司的目標是在 2030 年前增加女性佔 200 個高級管理職位的比率至 40%。為了在多元文化背景下培養社群意識，該公司特別為員工舉辦每季一度的「social hour」聯誼活動，讓團隊分享成果，增進情誼。

加入總商會是科法斯的策略行動之一，希望藉此推動業務增長和增加曝光率，同時為本地經濟作出貢獻。

「總商會為會員提供寶貴的聯誼機會，透過參加不同的活動和培訓課程，我們可聯繫更多企業家、潛在客戶和策略夥伴。」他續道：「我們亦與總商會合作舉辦研討會，這些活動有助推廣公司品牌和拓展商機。」

information services via a one-stop global data shop.

Another part of the plan is integrating ESG principles into trade policies. Coface is working to double its support for ESG projects to €400 million in liabilities, reduce its investment portfolio's carbon footprint by 30% by 2025 and achieve carbon neutrality by 2050 (Net-Zero Asset Owner Alliance).

It also engages in various CSR initiatives. In Hong Kong, for example, the team proudly supports local charities such as Food Angel and the Hong Kong Cancer Fund.

"At Coface, we believe in trade as a force for good in the world, and we want to actively contribute to it," said Murphy.

In terms of diversity, equality and inclusion (DEI), the company is aiming for 40% of its top 200 managers to be women by 2030. And to nurture a sense of community within its diverse culture, it hosts quarterly "social hour" meetings that celebrate achievements and build camaraderie among employees.

Joining the Chamber was a strategic move to enhance growth and visibility while contributing to the local economy.

"The HKGCC offers invaluable networking opportunities and access to entrepreneurs, potential clients and strategic partners through various events and training sessions," he said. "We also collaborate with the Chamber to organize seminars for other members, which helps us to promote our brand and expand business opportunities."



Christopher Murphy
General Manager of Coface Hong Kong
科法斯香港總經理

Mission to Shanghai and Zhejiang
總商會滬浙訪問團

The Chamber's high-level delegation to these thriving economies emphasized the importance of cooperation in reaping mutual benefits and driving economic growth

總商會高層代表團訪問經濟核心地帶，反映兩地合作對促進經濟互利發展至關重要



Chen Tong, Standing Committee member of the Shanghai Municipal Committee and Minister of the Shanghai United Front Work Department, receives the delegation.
上海市市委統戰部部長陳通接見訪問團。

Strengthening ties and leveraging new business opportunities were the objectives of the Chamber's high-level mission to Shanghai and Hangzhou, Zhejiang from 21-22 November. The delegation, led by Chamber Chairman Agnes Chan, included HKGCC leadership and representatives from various international chambers in Hong Kong.

The journey began in Shanghai, a city with a population of nearly 240 million and GDP of RMB 4.72 trillion in 2023. The delegation met with prominent leaders such as Chen Tong, Standing Committee Member of the Shanghai Municipal Committee and Minister of the Shanghai United Front Work Department, who shared insights into the city's latest developments.

Shanghai is being positioned as an international hub across "five centres" of growth – economy, finance, trade, shipping and technological innovation – making it a crucial player in the Yangtze River Delta's economic landscape. Chen emphasized the importance of building stronger ties between Shanghai and Hong Kong, highlighting the latter's role as a gateway for foreign investment.

Hong Kong has been a pivotal player in Shanghai's growth, contributing over 60% of the city's foreign investment. This substantial involvement has been instrumental in shaping Shanghai into a global powerhouse across five key areas: economy, finance, trade, shipping, and technological innovation. The hope is that by fostering closer exchanges, both cities can further enhance their cooperation, unlocking

even greater opportunities for mutual growth and development.

Zhu Min, Party Secretary and Director of the Shanghai Municipal Commission of Commerce, reiterated the Central Government's strategic vision for developing the "five centres" in Shanghai. He also highlighted the significant progress made since the Shanghai-Hong Kong Cooperation Conference in 2003, which has fostered increasingly close economic and trade exchanges between the two cities.

While Shanghai serves as a vital bridge for enterprises looking to expand globally, Hong Kong possesses unique advantages in finance and professional services, making it an ideal gateway for Mainland firms aiming to enter overseas markets.

He expressed hope that the Chamber and its member companies would continue to act as "super connectors," leveraging the "Hong Kong channel" to enhance investment, commerce, and trade – collaboration that is crucial for deepening economic ties and promoting mutual growth between Shanghai and Hong Kong.

Shou Ziqi, Vice Chairman of the Shanghai Municipal Committee of the CPPCC and Chairman of the Shanghai Federation of Industry and Commerce, shared data on the latest economic and social developments in Shanghai. He also thanked the Chamber for its longstanding support, which has contributed to Shanghai's growth and robust ties with Hong Kong.



Zhu Min, Party Secretary and Director of the Shanghai Municipal Commission of Commerce, discussed Shanghai's economic and trade development.
上海市商務委黨組書記、主任朱民介紹上海經貿發展。

Visiting the Shanghai Urban Planning Exhibition Center provided valuable insights into the city's evolving landscape. Additionally, discussions with representatives from the Hong Kong Economic and Trade Office (Shanghai) and the Hong Kong Chamber of Commerce focused on identifying business opportunities and enhancing cooperation. The goal is to support more Mainland companies in their global ventures, including exploring markets in Hong Kong.

During a meeting with Lu Shan, Deputy Governor of Zhejiang Province, he highlighted Zhejiang's commitment to leveraging its strengths to create a broader platform for deepening cooperation. Both regions can achieve a win-win scenario by complementing each other's strengths. The meeting included key officials such as Xu Xu, Deputy Director of the CPC Zhejiang



Delegates call on Shou Ziqi, Vice Chairman of the Shanghai Municipal Committee of the CPPCC and Chairman of the Shanghai Federation of Industry and Commerce, and representatives of Shanghai businesses.
代表團會見上海市政協副主席、上海市工商聯主席壽子琪及多位上海市企業代表。

> Participating in the high-level business mission was truly a privilege. The tour organized by the Chamber secretariat was exceptional, providing valuable opportunities to engage with key stakeholders from the business and political leadership of Shanghai and Zhejiang. I found it inspiring to learn about their visionary development plans. I was particularly impressed by their technological advancements and dynamic growth.



> 很榮幸能參加總商會秘書處舉辦的高層商務考察團，有機會與上海和浙江的主要商業持份者及政府領導會面，深入了解他們的發展願景和計劃。當地的科技發展和經濟活力，令我留下深刻印象。

Dewan Saiful Alam,
Chairman, Asia, Africa and Middle East Committee
亞洲、非洲及中東委員會主席

Province Committee's United Front Work Department, Lu Yong, Deputy Director-General of the Zhejiang Provincial Department of Commerce, and Wu Haiyu, President of the Zhejiang Provincial Federation of Industry and Commerce.

Reflecting on the mission, Chan said Hong Kong and Shanghai have maintained a close relationship, especially in finance and trade. She explained that international cooperation has always been a mainstay of the Chamber's work to strengthen ties and enhance economic and trade collaboration.

The outreach initiative will also help the international community to better understand development and market opportunities in Shanghai and Zhejiang. By acting as a super-connector, the Chamber will promote connections between the Mainland and the world through our extensive network, boosting two-way investment and assisting Mainland firms in accessing overseas markets.

The mission also included visits to several local businesses, including Timeaxis Digital Studios Co. Ltd and Huaguoshan Funtek in ArtInno Town, Dahua Technology and LianLian DigiTech at Hangzhou High-tech Zone (Binjiang), and Loong Air, Zhejiang.

總商會高層代表團於 11 月 21 至 22 日訪問上海及浙江杭州，旨在加強聯繫、開拓商機。代表團由總商會主席陳瑞娟率領，成員包括總商會領導及駐港國際商會的代表。

代表團第一站訪問上海——上海市擁有近 2.4 億人口，2023 年全市生產總值達到人民幣 4.72 萬億元。期間，團員會見了當地多個政府部委領導，包括上海市市委統戰部部長陳通，了解該市的最新動態。

上海銳意推進「五個國際中心」——國際經濟中心、金融中心、貿易中心、航運中心及科技創新中心的建設，是長江三角洲重要的經濟核心。陳通肯定香港作為外資門戶的角色，強調滬港兩地必須加強聯繫。

上海吸引的外資超過六成來自香港，可見香港對推動上海經濟發展具有一定作用，有助推進上海建成「五個國際中心」。兩市通過更緊密的交往，可望進一步促進合作，創造更多機會，實現共同發展。

上海市商務委黨組書記、主任朱民重申中央政府對上海發展「五個國際中心」的戰略定位。他指出，滬港合作會議機制自 2003 年建立以來取得了重大成果，兩市經貿交流日益密切。

上海是長三角企業走出去的橋頭堡，而香港在金融和專業服務業等方面具有獨特優勢，是內地企業走向國際的最佳平台。

> Shanghai officials are very familiar with Hong Kong and shared their willingness to work closely with us. While Shanghai is well connected to the Mainland, Hong Kong is well connected with the rest of the world. We should find a way to connect and complete the global business network.
>
> Hangzhou boasts impressive technology. I believe Hong Kong has to move fast in fields like the digital economy. Hong Kong can also act as a hub, helping Hangzhou export relevant technologies worldwide.



> 上海官員對香港十分熟悉，樂意與我們密切合作。上海連接內地各區，香港則聯通世界各地；我們應積極尋找方式，接通環球商業網絡。
>
> 杭州科技發達，我認為香港必須加快步伐，推動數碼經濟等領域的發展。本港亦可發揮樞紐作用，協助杭州出口相關技術到全球各地。

Anthony Ng, Vice Chairman, Financial & Treasury Services Committee
吳煒樑 金融及財資服務委員會副主席

他期望總商會及會員企業繼續做好「超級聯繫人」的角色，發揮「香港通道」在促進投資和商貿合作方面的重要作用，助推滬港兩地互惠互利經貿交流發展。

上海市政協副主席、上海市工商聯主席壽子琪分享上海的經濟社會發展，又感謝總商會長久以來支持上海發展，促進滬港聯繫。

其後，一行參觀了上海城市規劃展示館，探索市內布局的演變，又與香港特區政府駐上海辦事處和上海市香港商會談論當地的最新商機，探討如何拓展合作，以幫助更多內地企業走出去，開拓香港及海外市場。

在第二站的浙江，浙江省副省長盧山向代表團表示，浙江將全力發揮優勢，為兩地深化合作搭建更大的平台，推動兩地優勢互補、互惠互利，共同發展。浙江省省委統戰部常務副部長徐旭、省商務廳副廳長陸勇及省工商聯副主席吳海瑜等主要官員亦有與會。

陳瑞娟於結束行程返港後表示，香港與上海一直交流密切，尤其在金融和貿易領域。她解釋，國際合作是總商會一直致力推動的方向，冀此行能加強兩地相互溝通，帶動經貿合作。

是次訪問有助國際社會深入了解滬浙的發展和市場機遇。總商會憑藉龐大的網絡優勢，將繼續擔當超級聯繫人，促進內地與世界各地的聯繫，推動雙向投資，同時助力內地企業開拓海外市場。

代表團亦考察了多家當地企業，包括藝創小鎮——浙江時光座標科技股份有限公司及浙江花果山文化傳媒有限公司、高新區（濱江）的大華技術及連連數字科技股份有限公司，以及浙江長龍航空有限公司。



Visit to Shanghai Urban Planning Exhibition Center.
參觀上海城市規劃館。



In Zhejiang, the delegation met with Lu Shan, Deputy Governor of Zhejiang Province.
訪問團拜會浙江省副省長盧山。



Huaguoshan Funtek in ArtInno Town, a factory-turned-industrial park that serves as a hub for entrepreneurs and creatives.
一行到訪杭州藝創小鎮——浙江花果山文化傳媒有限公司。

"I want to thank HKGCC for organizing this mission. I was particularly impressed by the vibrant cultural exchange between Hong Kong, Shanghai and Hangzhou. The enthusiasm and creativity of the young people we met were contagious. It's truly inspiring to see how we can collectively shape our futures and foster a vibrant business ecosystem that benefits both regions.



「感謝總商會組織是次考察團。香港、上海與杭州之間頻繁的文化往來，令我印象尤深。當地青年真摯熱誠、創意十足，充滿感染力。兩地合力打造蓬勃的商業生態圈，共建互利未來，令人鼓舞。」

Kingsley Fong, Vice Chairman, Young Executives Club
方敬軒　卓青社副主席

China Committee
中國委員會

Edmond Yew represented the Chamber at the Zhenjiang (Hong Kong) Economic and Trade Cooperation and Exchange Conference on 22 October.

Ma Minglong, Secretary of the Zhenjiang Municipal Committee of the Communist Party of China, said Zhenjiang had seen a total of 6,690 investment projects from the Hong Kong region, an important force driving the development of new productive forces in the city.

Zhang Ke, Member of the Standing Committee of the Zhenjiang Municipal Committee of the Communist Party of China and Deputy Vice Mayor, gave a presentation on the industrial technology development and business environment in Zhenjiang.

Fourteen projects were signed at the conference, covering high-end equipment manufacturing, new materials, green environmental protection, social welfare, technological innovation, financial services and cultural tourism.

中國委員會副主席姚逸明於 10 月 22 日代表總商會出席鎮江（香港）經貿合作交流會。

鎮江市委書記馬明龍表示，鎮江共有 6,690 個來自香港地區的投資項目，是該市發展新質生產力的重要力量。鎮江市委常委、常務副市長張克則介紹當地的產業技術發展和營商環境。

會上簽訂了 14 個項目，涵蓋高端設備製造、新材料、綠色環保、社會民生、科技創新、金融服務和文化旅遊等領域。

The "GoGBA Hong Kong Business Service Station (Futian) Launch Ceremony," hosted by the Futian District People's Government of Shenzhen, the Hong Kong Trade Development Council, and the Hong Kong Chamber of Commerce in Guangdong, was held on 29 October at the GBA Hong Kong Business Service Station (Futian).

China Committee Chairman Felix Li attended the launch ceremony alongside Deputy Director Zhu Yonghui of the Guangdong Provincial Hong Kong and Macao Leadership Group.

中國委員會主席李家聰於 10 月 29 日參與「GoGBA 港商服務站（福田）啟動儀式」，是次活動由深圳市福田區人民政府、香港貿易發展局及廣東省香港商會主辦，廣東省港澳領導小組副主任祝永輝亦有出席。





Zhao Junmin, Director General of the United Front Work Department of Sichuan, called on the Chamber on 31 October for a meeting with Chairman Agnes Chan.

Zhao said there are 7,000 companies from Sichuan currently set up in Hong Kong, with a total investment of more than RMB 30 billion. The province ranks fifth in China in terms of area, population and GDP. Its growth rate in 2023 was 5.3%, while merchandise imports and exports trade exceeded RMB 1 trillion.

Hong Kong and Sichuan have long shared a strong relationship, with Hong Kong's investment in Sichuan accounting for nearly 70% of FDI. Zhao expressed hope that both sides would seek more collaboration in the future and expand connections.

四川省統戰部長趙俊民於 10 月 31 日率團到訪，並與總商會主席陳瑞娟會面。

趙俊民表示，目前香港共有 7,000 家四川企業，總投資額超過人民幣 300 億元。該省的土地面積、人口和 GDP 均位居全國第五，去年經濟增長 5.3%，貨物進出口貿易超過人民幣一萬億元。

川港兩地一直關係密切，香港在四川的投資佔外商直接投資近七成。趙俊民期望雙方在未來加強合作，擴展聯繫。

Helen Liao, Partner at Deacons, addressed members at a roundtable luncheon on 5 November on the subject "Hiring in the GBA: What You Need to Know." Liao outlined the complexities of mainland labour laws and shared insights into effective recruitment practices.



的近律師行合夥人廖海燕於 11 月 5 日出席「大灣區招聘：香港企業須知」午餐會，向會員講解內地勞動法規的複雜性，並分享實用招聘技巧。

Yolane Japhet, Vice Chairman of the Asia, Africa and Middle East Committee, and Chamber members attended the China Xinjiang Wine Promotion Conference in Hong Kong on 7 November.

The event attracted over 100 participants, including domestic and international wine distributors and agents from various sectors. Participants explored products from boutique wineries in Xinjiang, enjoying on-site presentations and wine tastings highlighting the charm and cultural significance of Xinjiang wine.

亞洲、非洲及中東委員會副主席何蘭及多位會員於 11 月 7 日出席在香港舉行的中國新疆葡萄酒專場推介會。

是次活動吸引了百多名本地和國際葡萄酒經銷商及來自各行各業的代理商，與會者透過現場推介和品酒環節，體驗新疆葡萄酒的魅力和文化價值。

Chamber Chairman Agnes Chan joined senior business leaders from Hong Kong for a meeting with Xia Baolong, Director of the Hong Kong and Macao Work Office of the Communist Party of China Central Committee and the Hong Kong and Macao Affairs Office of the State Council, in Shenzhen on 8 November.

Chan said the discussions underscored the Central Government's strong commitment to Hong Kong's development and well-being, which are closely linked to the nation's progress. Given the evolving global economic landscape, Hong Kong must seek new growth opportunities. She said the city must enhance its status as a premier maritime and aviation hub, building on its advantage as a vital gateway to the Mainland.

These efforts will contribute to the broader development of the country. She added that the Chamber would continue to engage with stakeholders internally and externally. Externally, it will utilize its international connections and organize overseas missions, visits and talks to promote Hong Kong.

總商會主席陳瑞娟與多名香港商界領袖於 11 月 8 日前往深圳，與中央港澳工作辦公室主任、國務院港澳事務辦公室主任夏寶龍會面。

陳瑞娟表示，香港與國家的發展緊密相連，是次會面顯示中央政府高度重視香港的發展和福祉。面對全球經濟環境不斷變化，香港需要尋找新的發展機遇，並透過建設好陸、海、空三個「港」，加強本港的交通樞紐地位，為國家整體發展作出貢獻。

她補充，總商會將一如既往，做好內外兩方面的工作。對外方面，本會將發揮網絡優勢，透過率團外訪、舉辦考察活動和研討會，加強國際聯繫，說好香港故事。

Chamber members attended the "Yunnan Products Entering Hong Kong – Yunnan Products Promotion Conference," organized by the Yunnan Provincial Department of Commerce on 11 November.

Thirty-seven specialty enterprises from Yunnan showcased their distinctive products, accompanied by presentations, tastings and experience-sharing discussions.

Data indicates that total trade between Yunnan and Hong Kong reached RMB 8.29 billion in 2023, with mutual investment exceeding US$20 billion from January to September 2024. The event served to strengthen the relationship between Yunnan and Hong Kong, helping local businesses recognize the advantages of Yunnan specialty products and promoting the entry of high-quality goods into Hong Kong, thereby enriching consumer choices for residents.



多名會員於 11 月 11 日參加由雲南省商務廳主辦的「雲品入港——雲南特色產品香港推介會」。

會上共有 37 家雲南特色企業展示當地特產，並設有現場介紹、品味和經驗分享環節。

資料顯示滇港兩地的貿易總額在 2023 年達到人民幣 82.9 億元，2024 年首九個月的雙邊投資額超過 200 億美元。是次活動有助增進滇港聯繫，讓本地企業了解雲南特產的優勢，進口更多優質產品，從而為本港消費者提供更豐富的選擇。

Americas Committee
美洲委員會

Economic Outlook Under Trump



Heiwai Tang, Director of the Asia Global Institute and Associate Dean at HKU Business School, and Will Denyer, Partner and Chief U.S. Economist at Gavekal, led an insightful roundtable on 19 November centred on the outlook for U.S. economic growth with Donald Trump returning to the Oval Office next year.

In a dynamic session moderated by Americas Committee Chairman Mark Michelson, Tang and Denyer explored a range of potential policies that could emerge under a new Trump administration. They discussed the likelihood of further tax cuts for corporations, which could stimulate investment but also raise concerns about increasing budget deficits.

Deregulation across various sectors was another key topic. The speakers highlighted how deregulation could significantly reshape the U.S. economy, particularly in areas such as finance, trade, technology and energy. This shift could lead to greater flexibility for businesses but might also raise concerns about oversight and long-term sustainability.

The conversation delved into the impact of protectionist measures, especially the imposition of tariffs on imports from China, which might lead to the further rerouting goods through third-party countries like Vietnam or Malaysia. It could also result in China increasing exports to markets such as Southeast Asia, Europe and Africa to mitigate the impact of reduced U.S. demand. Moreover, the intersection of these potential policies with China's position as a leader in electric vehicles (EVs) could significantly impact the automotive industry. The ramifications of such protectionist policies could ripple through global markets, affecting trade dynamics and investment strategies.

Tang and Denyer said a deepening anti-China stance could further affect Hong Kong, given its status as a major financial hub and its interconnectedness with both the U.S. and China.

Another point of discussion was Trump's "drill, baby, drill" cry for a pivot from renewable energy initiatives to fossil fuels. This move could have far-reaching implications for the U.S. energy landscape and international energy markets, affecting global supply chains and pricing structures.

As the President-elect builds his cabinet, his policies will be closely monitored for any repercussions on trade flows, investment strategies and overall economic stability. The outcomes of these discussions could shape not only the U.S. economy but also have profound implications for global economic relations, especially in the context of U.S.-China dynamics.

特朗普新任期經濟展望

香港大學亞洲環球研究所所長及經管學院副院長鄧希煒和佳富凱集團合夥人及首席美國經濟師 Will Denyer 於 11 月 19 日出席研討會，展望特朗普明年重返白宮後的美國經濟發展。

是次研討會由美洲委員會主席麥高誠主持，鄧希煒和 Denyer 剖析特朗普新政府可能推出的一系列政策，並討論進一步降低企業稅率的可能性，這項措施有助刺激投資，但亦會導致預算赤字增加。

另一議題為撤銷對多個行業的監管。兩位講者強調，撤銷監管將大幅重塑美國經濟格局，尤其是金融、貿易、科技和能源等領域，有助企業靈活應變，但也可能造成疏忽和影響長遠持續發展等問題。

講者亦深入探討保護主義措施的影響，尤其是對中國進口貨物徵收關稅，或導致更多貨物取道越南或馬來西亞等第三方國家進入美國。為緩減美國需求下跌的影響，中國亦可能會增加出口至東南亞、歐洲和非洲等市場。此外，中國在電動車領域處於領先地位，有關政策或會對汽車業造成重大影響。這些保護主義措施的後果可能會波及全球市場，影響貿易關係和投資策略。

鄧希煒和 Denyer 表示，香港作為主要金融樞紐，與美中兩國關係密切，反華情緒日益高漲，或會對本港構成影響。

特朗普主張擴大石油和天然氣產量，從可再生能源轉向化石能源，對美國能源布局和國際能源市場影響深遠，或會干擾全球供應鏈和價格結構。

隨着候任總統籌組內閣，其政策將受到密切關注，包括對貿易流動、投資策略和整體經濟穩定的影響。有關結果除了重塑美國經濟，亦會左右全球經濟關係，尤其是美中關係。

Asia, Africa & Middle East Committee
亞洲、非洲及中東委員會



Learning about Opportunities in Ajman, UAE
了解阿聯酋阿吉曼機遇

H.E. Mahmood Othman Abu Al Shawareb, Member of the Board of Ajman Chamber of Commerce and Industry, and his team called on the Chamber on 1 November. CEO Patrick Yeung and Vice Chairman of the Asia, Africa & the Middle East Committee Yolane Japhet introduced the work of HKGCC and discussed potential collaboration between the two chambers.

Abu Al Shawareb, who was in Hong Kong for FinTech Week, said he was impressed by the warm hospitality of Hongkongers, as well as the diverse attractions the city offers to visitors. He noted that the industrial sector plays a significant role in Ajman's economy, accounting for nearly 19% of its GDP in 2023.

Other promising areas for investment include tourism, education, healthcare and green energy, all aimed at diversifying the economy as part of Ajman's 2050 economic plan.

Abu Al Shawareb explained that Ajman is attracting many investors and expatriates eligible for the Golden Visa, which offers zero personal income tax. Additionally, the lower cost of living in Ajman is an appealing factor for those working in Dubai as they can easily commute.

阿吉曼工商會董事 Mahmood Othman Abu Al Shawareb 於 11 月 1 日率團到訪總商會。總裁楊偉添和亞洲、非洲及中東委員會副主席何蘭介紹總商會的工作，並討論雙方的潛在合作機會。

Abu Al Shawareb 表示，他在來港出席金融科技周期間受到東道主的熱情款待，多元化的旅遊景點亦令他留下深刻印象。他指出工業在阿吉曼經濟中擔當重要角色，在 2023 年佔國內生產總值近 19%。

其他具潛力的投資領域包括旅遊、教育、醫療保健和綠色能源，阿吉曼在 2050 年經濟計劃中提出重點發展這些產業，旨在推動經濟多元發展。

Abu Al Shawareb 解釋，阿吉曼吸引了眾多合資格申請黃金簽證的投資者和外籍人員，他們無須繳納個人入息稅。此外，阿吉曼生活成本較低，加上方便往返迪拜，對在當地工作的居民甚具吸引力。

COMMITTEE CHAIRMEN
委員會主席



Americas Committee
美洲委員會
Dr Mark C Michelson
麥高誠博士



Asia, Africa & Middle East Committee
亞洲、非洲及中東委員會
Mr Dewan Saiful Alam



China Committee
中國委員會
Dr Felix Lee
李家聰博士



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



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



Europe Committee
歐洲委員會
Mr Alfonso Ballesteros
歐方信先生



Financial & Treasury Services Committee
金融及財資服務委員會
Mr Jack Chan
陳凱先生



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



Industry & Technology Committee
工業及科技委員會
Mr Robert Ip
葉卓雄先生



Innovation, Data & Communication Committee
創新、數據及通訊委員會
Ms Elsa Wong
黃玉娟女士



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

Economic Policy Committee
經濟政策委員會



Dr. Stephen Wong, Head of the Chief Executive's Policy Unit, briefed members on the government's development plans outlined in the 2024 Policy Address on 29 October. Wong presented the prospects for integrated development across the three pillars of the economy: finance, trade and shipping, aiming to create an international commodity trading system, among other initiatives. The session, which was held during a committee meeting, sparked a vibrant exchange of ideas among participants.

特首政策組組長黃元山博士出席 10 月 29 日的會議，講解政府在 2024 年《施政報告》提出的發展計劃。黃博士闡述當局推進金融、貿易和航運三大經濟支柱協同發展，以建立國際大宗商品交易體系等措施，並與會員交流意見。

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

HKEX Fireside Chat

Bonnie Chan, CEO of Hong Kong Exchanges and Clearing Limited (HKEX), shared her perspectives on HKEX's strategic directions and Hong Kong as a leading financial hub during a fireside chat on 22 October.

Chan discussed the exchange's plans to navigate the current economic and geopolitical landscape. She also outlined its strategies to stay ahead of shifting market trends. The discussion touched on the IPO landscape, the Connect Programme between Hong Kong and the Mainland, and the outlook for Hong Kong's capital markets.

Anthony Ng and Aveline San, Vice Chairmen of the Financial and Treasury Services Committee, moderated the session. Held as part of the Financial & Treasury Services Committee's regular meeting, it provided a valuable platform for attendees to gain insights into the HKEX's vision and plans.

港交所代表出席講座

香港交易及結算所有限公司（港交所）集團行政總裁陳翊庭於 10 月 22 日出席講座，就港交所的策略方向及香港作為領先金融樞紐的角色分享見解。

陳翊庭介紹了港交所應對當前經濟和地緣政治環境的計劃，以及在市場上保持領先的策略。會上討論的議題包括首次公開招股市場環境、中港互聯互通機制和香港資本市場的前景。

是次論壇為例會的其中一環，由委員會副主席吳煒樑和辛葆璉主持，為會員提供寶貴的平台，了解港交所的願景和計劃。



HKEX Proposals to Further Expand the Paperless Listing Regime and Other Rule Amendments

港交所建議進一步擴大無紙化上市機制及其他《上市規則》修訂

The HKGCC submitted its response to the HKEX's consultation on further expanding its paperless listing regime and other rule amendments on 18 October. The Chamber expressed general support for proposals to elevate Hong Kong's regulatory framework for listed companies in alignment with global sustainability objectives.

Given the current market landscape, we also advocate for incorporating flexibility into the regime and assessing the practicability of digitalization proposals, such as those relating to corporate communications, payments and web accessibility. Such an approach would help balance the needs of listed issuers, securities holders and investors.

總商會於 10 月 18 日就港交所有關建議進一步擴大無紙化上市機制及其他《上市規則》修訂的諮詢提交回應。本會基本上支持港交所建議擴大無紙化上市機制，從而提升香港上市公司的監管框架，以配合全球可持續發展目標。

因應現時的市場環境，我們亦提倡引入制度彈性，並評估部分數碼化措施的可行性，例如與企業傳訊、支付和無障礙網頁設計相關的建議，務求在上市發行人、證券持有人和投資者的需要之間取得平衡。



Manpower Committee
人力委員會

Eric Lui, CEO of eMPF Platform Company Limited, delivered a comprehensive presentation on the Platform's objectives during a meeting on 18 October. Lui explained the pivotal challenges it tackles, as well as its current status and future roadmap. Members actively participated in the discussion, asking questions and offering constructive suggestions to enhance its administration.

Following the previous committee meeting's focus on AI readiness for talent, Jaz Wong, Head of Relationship Management at LinkedIn Hong Kong Ltd, was invited to present to members. Sharing a report on "Embracing Transformation: The Strategic Role of HR," Wong compared local data with global benchmarks, highlighting the shift toward Generative AI adoption and the evolving landscape of AI skills development in Hong Kong's workforce. The analysis offered valuable insights into emerging trends in talent management.

積金易平台有限公司行政總裁呂志堅出席 10 月 18 日的會議，詳細講解積金易平台的目標、主要挑戰、現況和未來路線圖。會員積極參與討論和提問，並就改善管理的方法提出建議。

承接上次會議的重點，探討人才的人工智能（AI）準備度，委員會邀來 LinkedIn 香港關係管理主管黃林仙，與會員分享「迎接變革：人力資源的策略角色」報告內容，為人才管理的新興趨勢提供寶貴見解。她將本地數據與全球標準比對，指出應用生成式 AI 日趨普及，而香港勞動人口的 AI 技能發展環境亦出現改變。

COMMITTEE CHAIRMEN
委員會主席



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



Membership Committee
會員關係委員會
Mr Guy Bradley
白德利先生



Real Estate & Infrastructure Committee
地產及基建委員會
Mr John Siu
蕭亮輝先生



Retail & Tourism Committee
零售及旅遊委員會
Ms Tammy Wu
吳丹女士



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



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



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



Transport & Logistics Committee
運輸及物流委員會
Mr Wilson Kwong
鄺永銓先生



Women Executives Club
卓妍社
Ms Michelle Cheng
鄭詩韻女士



Young Executives Club
卓青社
Mr Victor Lam
林凱章先生

Real Estate & Infrastructure Committee
地產及基建委員會

The Chamber's visit to the Sino Inno Lab in Yuen Long on 8 November offered a unique opportunity to explore the latest trends in PropTech innovation and development.

Members experienced firsthand a wide range of cutting-edge PropTech and ConTech solutions, including 3D mapping and scanning technologies, green construction materials and other advanced innovations showcased in Sino Inno Lab's dynamic sandbox platform. The platform supports both local and international innovators and tech start-ups in developing deep tech solutions and enhancing Hong Kong's innovation ecosystem.

We also got a peek into the Lab's newest innovation network, the Spark, designed to facilitate connections between innovators and business opportunities within the Northern Metropolis and the Greater Bay Area.

Thanks to Sino Inno Lab for hosting us and REI Committee Chairman John Siu for leading the visit.



Smart City Working Group
智慧城市工作小組

Visit to the Autonomous Driving Trial at Fairview Park
參觀錦繡花園自動駕駛試點項目

The Smart City Working Group organized a visit to the autonomous driving bus trial at Fairview Park on 13 November. Participants enjoyed a trial ride on the self-driving bus and explored its advanced features, including an AI system, recognition cameras and 5G network monitoring.

The visit also included interactive sessions, allowing participants to engage with specialists from the Hong Kong Productivity Council to discuss autonomous driving technology and the regulatory framework governing its implementation.

智慧城市工作小組於 11 月 13 日率團前往錦繡花園考察自動駕駛技術。參加者試乘自動駕駛穿梭小巴，探索各項先進功能，包括人工智能系統、識別鏡頭和 5G 網絡監察技術。

是次考察活動亦設有互動環節，會員與香港生產力促進局的專家討論自動駕駛技術及自動車規管框架。





總商會於 11 月 8 日率團前往元朗參觀信和創意研發室，讓會員探索房地產科技創新和發展的最新趨勢。

在信和創意研發室的沙池平台，會員親身體驗多項先進的房地產科技和建築科技方案，包括 3D 製圖和掃瞄技術、綠色建築材料和其他創新科技。該平台支援本地和國際創客及科技初創企業開發深度技術方案，促進香港創新生態圈發展。

團員亦參觀了新成立的創科交流網絡 The Spark，該網絡旨在促進創客之間的聯繫，把握北部都會區和大灣區的商機。

我們特此鳴謝信和創意研發室的款待，以及地產及基建委員會主席蕭亮輝帶領會員參觀各項設施。

Accelerating the Development of Smart City
加快智慧城市發展



The Smart City Working Group presented a seminar on 28 October, which brought together industry leaders, government officials, and academics to drive forward smart city initiatives. The distinguished panellists included Danny Yeung, Assistant Director of Spatial Data at the Survey and Mapping Office of the Lands Department; Prof Wallace Lai from The Hong Kong Polytechnic University, Dr. Albert Wong, Partner at PwC and Elsa Wong, Managing Director of NEC Hong Kong Ltd.

Moderated by Patrick Lee, Convenor of the Smart City Working Group, the session explored cutting-edge technologies, key challenges and directions to improve the city's digitalization and infrastructure construction, as well as successful experiences from cities around the globe.

Panelists explored top-down and bottom-up approaches to drive innovative public services and smart policies. Emphasizing a robust data inventory and stakeholder collaboration, the working group is paving the way for the evolution of Hong Kong as a smart city.

智慧城市工作小組於 10 月 28 日舉辦研討會，邀來業界領袖、政府官員和學者一同探討如何推進智慧城市措施。專家講者包括地政總署測繪處助理署長（空間數據）楊卓敏、香港理工大學副教授賴緯樂工程師、羅兵咸永道合夥人王君弼博士，以及日本電氣香港有限公司董事總經理黃玉娟。

研討會由智慧城市工作小組召集人李世賢主持，探討本港推動數碼轉型和基礎建設的先進科技、主要挑戰和發展方向，並剖析全球各地城市的成功經驗。

一眾講者討論由上而下和由下而上推動創新公共服務和智慧政策發展的模式。工作小組強調完善的數據庫存和持份者合作至關重要，為香港轉型成為智慧城市鋪路。

Talent Development
人才發展

Leading Teams to Accomplish Results

Andrew Yeung, Director of Training for Hong Kong and Macau at Dale Carnegie, provided participants with essential strategies to enhance their leadership skills and drive team performance at a workshop on 31 October. Yeung explained the essential aspects of effective leadership, emphasizing the distinction between task management and team leadership to inspire and guide teams towards their full potential.

Participants engaged in interactive activities designed to highlight the differences between managing tasks and leading team members. The workshop covered best practices for assigning tasks with clarity and precision, maintaining consistent follow-up, and using various types of authority to motivate and develop teams. Participants also learned practical tools to cultivate a collaborative and inspirational culture, ensuring their teams are well-prepared to achieve tangible results.



帶領團隊達成目標

卡內基訓練香港及澳門企業培訓總監楊日藍於 10 月 31 日主持工作坊，向參加者講解提升領導技能及團隊表現的實用策略。楊日藍介紹有效的領導方式，強調管理任務有別於領導團隊，團隊領袖應啟發及引導成員充分發揮潛能。

參加者參與互動環節，學習如何分辨管理任務與領導團隊成員。工作坊內容包括如何清晰準確地分配任務、持續跟進狀況，以及運用不同類型的權威來激勵和發展團隊。參加者亦了解到培育協作文化的實用工具，確保團隊能取得實際成果。





Staff Movie Night: The Last Dance

The Chamber staff's first Friday Movie Night on 15 November was great fun!

We all got together to watch "The Last Dance," Anselm Chan's life-affirming drama that weaves Taoist funeral rituals into a touching tale about tradition and relationships.

Set against Hong Kong's urban landscape, the film took us on an emotional journey filled with laughter, tears and, of course, plenty of popcorn and snacks – the perfect way to usher in the weekend.

員工觀影活動：《破．地獄》

總商會員工於 11 月 15 日參與首次「周五電影之夜」，一同放鬆身心。

眾人一起觀賞由陳茂賢執導的《破．地獄》，這個感人故事揉合道教喪禮儀式、傳統觀念和人際關係，帶領觀眾探索生命的意義。

員工一邊享用爆谷和小食，一邊欣賞以現代香港社會為背景的電影，投入笑中有淚的情感體驗，為周末迎來好開始。

Mastering Strategic Negotiation Skills to Achieve Business Success
掌握戰略談判技巧成就雙贏

The negotiation skills workshop held on 1 November, led by Gary Lo, a principal instructor and a TEDx speaker, provided invaluable insights into effective negotiation strategies. Lo emphasized the importance of being strategic and tactful in negotiations to maximize business outcomes.

The workshop covered effective negotiation tactics to gain alignment with the other party, ensuring clear and respectful communication. Participants learned how to analyze the best strategy for their negotiation approach, enhance their bargaining power, and create win-win solutions through integrative bargaining. They also gained a strategic thinking framework and practical negotiation tactics to help them take advantage of their position, ultimately building stronger relationships and creating value for all parties involved.



TEDx 演說家及首席導師盧家煒於 11 月 1 日主持談判技巧工作坊，分享有效的談判策略。他強調要在談判中爭取最大的成果，必須策略與技巧兼備。

工作坊介紹與對方達成共識的有效談判技巧，以進行清晰和互相尊重的溝通。參加者學習到如何分析談判的最佳策略，加強議價能力，以及透過綜合談判創造雙贏方案，並了解策略思維框架和實用談判技巧，以助取得優勢，從而建立更穩固的關係，為各方創造價值。

Taxation Committee
稅務委員會

The Taxation and Economic Policy committees convened on 31 October to discuss the policy initiatives in the forthcoming Budget. The meeting aimed at bolstering the strategies and development plans unveiled by the Chief Executive in the 2024 Policy Address.

稅務委員會及經濟政策委員會於 10 月 31 日召開會議，討論來年《財政預算案》的政策建議。會議旨在回應行政長官在 2024 年《施政報告》中提出的策略和發展計劃。

Young Executives Club
卓青社



Hunger Run 2024

The Tseung Kwan O Waterfront transformed into a vibrant hub of energy and purpose on 27 October for FOODSPORT's Hunger Run.

Our Young Executives Club (YEC) was proud to be part of this initiative, raising awareness and funds to combat poverty and hunger in our community. With over 30 enthusiastic YEC members participating – some running solo and others with family – the atmosphere was electric. Thanks to everyone who joined us in this meaningful cause. Let's keep the momentum going!

為食跑2024

膳動衡 FOODSPORT 於 10 月 27 日舉行「為食跑 HUNGER RUN」，這項別具意義的活動為將軍澳海濱增添活力。

卓青社很榮幸能參與是次籌款活動，協助提高公眾對貧窮和飢餓問題的認識。今年共有 30 多名熱心慈善的卓青社會員以個人形式或與家人組隊參賽，氣氛熱鬧。我們衷心感謝所有參加者的支持，並希望行善助人的精神能夠延續下去。

YEC Chairman Victor Lam led a meeting with the executives committee on 5 November to review past events, discuss upcoming initiatives and welcome new Executive Committee members Alexander Yue, Leo Ng and Marco Poon.

卓青社主席林凱章於 11 月 5 日主持委員會會議，回顧過去活動及討論未來計劃，並歡迎新成員余嘉權、伍于宏和潘卓群加入。





YEC Chairman Victor Lam and members attended a youth business luncheon on 8 November, organized by the Chinese General Chamber of Commerce. In his speech, Cheuk Wing-hing, Deputy Chief Secretary for Administration, engaged with Hong Kong's business elites to discuss key policies affecting youth in business as outlined in the Chief Executive's 2024 Policy Address.

卓青社主席林凱章聯同多名會員於 11 月 8 日出席由香港中華總商會舉辦的香港青年工商界專題午餐會。政務司副司長卓永興向香港商界精英致辭，討論行政長官在 2024 年《施政報告》中提出的主要青年政策。

YEC members gathered at the Hong Kong Chinese Importers' & Exporters' Association restaurant for a delightful crab dinner on 5 November. Members enjoyed networking and mingling over the exquisite Teochew cuisine.

卓青社於 11 月 5 日在香港中華出入口商會會所潮家宴舉行聯誼聚會，會員一邊暢聚歡談，一邊享用時令滋味蟹宴。





YEC members, led by Vice Chairman Jacky Cheung, enjoyed a friendly football match with the Hong Kong Chiu Chow Chamber of Commerce on 9 November. Despite less-than-ideal weather, everyone thoroughly enjoyed the game.

卓青社副主席張卓賢於 11 月 9 日率領會員與香港潮州商會進行足球友誼賽。儘管當日天氣欠佳，眾人仍全情投入，享受足球樂趣。

United in Progress
同心協力 推動進步

The Chief Executive's address at the Joint Business Community Luncheon last month reinforced his vision for a dynamic Hong Kong built on collaboration and results-driven growth

行政長官於上月舉行的商界聯席午餐會致辭，強調共同協作及以結果為目標的施政方針，以助香港實現多元發展

Chief Executive John Lee addressed a full house at the Hong Kong Business Community Joint Luncheon on 7 November, unpacking his 2024 Policy Address and answering a wide range of questions from the audience.

Over 300 distinguished guests attended the annual gathering, including Chamber leadership, international and local business executives, Consuls general and chambers of commerce in Hong Kong.

Lee began by recognizing the collective spirit of those present – business leaders, government officials, investors, innovators and educators – all united by a shared belief in Hong Kong's potential. "It is why I emphasized the need for 'reform' in the Policy Address," he explained, highlighting that societal transformation is a collective responsibility.

Unity was a central theme of his speech. "When we understand that we all have a stake in Hong Kong – when 7.5 million people come together, work together, dream together – we can achieve remarkable things for our businesses, families and our country," he stated.



"When we understand that we all have a stake in Hong Kong – when 7.5 million people come together, work together, dream together – we can achieve remarkable things for our businesses, families and our country."

At the heart of his address was a commitment to results-oriented economic growth aimed at enhancing livelihoods. Lee showcased Hong Kong's advantages under the "One Country, Two Systems" principle, positioning it as a global financial, shipping and trade centre where China's and international interests converge.

He outlined the ambitious plans to integrate the three pillars of Hong Kong's economy – finance, trade and shipping – and establish a comprehensive international commodity trading system. This initiative will encompass trading, storage, logistics and risk management, with a focus on commodities like gold and green transportation.

"Hong Kong has clear advantages as a gold trading and storage centre," Lee noted, citing the city's stability and its historical significance in the gold market. To support this initiative, the Airport Authority plans to expand its gold vault capacity from 150 to 1,000 tonnes.

While acknowledging the challenges ahead, Lee expressed confidence in Hong Kong's potential to become a leading international gold trading hub. The city's vibrant maritime industry, home to one of the world's



busiest ports, plays a crucial role, with commodities accounting for over half of global trade volume. The authorities plan to develop green fuel-bunkering facilities and will publish an action plan by year's end, potentially including tax incentives to attract businesses.

Lee identified innovation and technology (I&T) as vital drivers of economic development, detailing a $10 billion fund to advance sectors such as artificial intelligence, robotics and health technology. Additionally, the Government will allocate $1.5 billion to support start-ups and introduce a new $180 million I&T Accelerator Pilot Scheme.

Discussing healthcare, the Chief Executive explained the initiatives to position Hong Kong as an international medical innovation hub, including drug approval process reforms and establishing a Guangdong-Hong Kong-Macao Greater Bay Area Clinical Trial Collaboration Platform.

"Priorities include reforming the approved mechanism for drugs and medical devices, extending the '1+' mechanism to all new drugs, including vaccines and speeding up drug registration," he said.

Lee said plans were also in the pipeline for a third medical school as well as an integrated teaching hospital to increase the number of medical professionals in Hong Kong. The creation of a third InnoHK research cluster focusing on advanced manufacturing and sustainable development was also highlighted.

The Northern Metropolis project was a key focus of Lee's address. "San Tin Technopole will cover over 600 hectares, with half reserved for I&T development," he said, adding that infrastructure work





is set to commence soon. New I&T sites would be delivered in phases starting in 2026. To expedite the development of the Northern Metropolis, the Government plans to offer large tracts of land for collective development by successful bidders, ensuring swift progress.

Lee also mentioned the development outline for the Shenzhen-Hong Kong Science and Technology Innovation Co-operation Zone, which will enhance collaboration between the two regions. The first phase of Hong Kong Park, which sprawls over a million square metres, is already under construction. The first tenants are expected to move in next year.

To support these measures, Lee emphasized the need for a continuous influx of high-quality talent. Over the past two years, around 160,000 professionals have relocated to Hong Kong. However, he noted that this number must increase to meet the city's ambitious goals, aided by measures to expand the Top Talent Pass Scheme and enhance support services for incoming talent.

"We want to make it convenient for these professionals to visit the Mainland," Lee explained. "Mainland multiple-entry visas for foreign staff of Hong Kong-registered companies have been extended to five years," with priority processing for applications.

He also highlighted Hong Kong Talent Engage, a platform designed to help incoming talent thrive and ensure they receive comprehensive support to settle in Hong Kong. Additionally, he emphasized nurturing local talent through post-secondary education initiatives, including scholarships and campaigns to attract international students. The global "Study in Hong Kong" campaign aims to draw many overseas students, particularly from Belt and Road regions and ASEAN countries.

In response to a question about the Government's roadmap for a low-altitude economy, he emphasized the importance of progressing in this area, stating that without action, Hong Kong risks falling behind. The Government has already looked at three possible models that could work for Hong Kong. However, he noted that whatever system Hong Kong chooses must meet our long-term needs and be compatible with our neighbours.

In closing, Lee reiterated the Government's commitment to advancing Hong Kong's position as a dynamic hub for innovation, talent and economic growth, urging all sectors to work together in this endeavour.

行政長官李家超在 11 月 7 日出席年度「商界聯席午餐會」，闡釋 2024 年《施政報告》內容，並回應與會者提問，全場座無虛席。

是次活動共有 300 多人參與，包括總商會領導、國際及本地企業高管、多國總領事和本港商會代表。

李家超首先讚賞在場的商業領袖、政府官員、投資者、創新先驅和教育家團結一致，對香港的潛力抱持共同信念。他解釋：「我在《施政報告》中強調香港要改革求變，而推動社會轉型是一項集體責任。」

特首發表的演講以團結為主題。他指出：「當我們明白到香港的發展與所有人息息相關，凝聚 750 萬名市民的力量，共同實踐理想，便可以為企業、家庭和國家創造非凡成就。」

《施政報告》的核心是以結果為目標，全力推動經濟增長，從而改善民生。李家超表示香港在「一國兩制」原則下享有獨特優勢，使其成為環球金融、航運和貿易中心，促進國家與國際社會的共同利益。

他闡述了結合香港三大經濟支柱——金融、貿易和航運的宏大計劃，以建立全







「當我們明白到香港的發展與所有人息息相關，凝聚 750 萬名市民的力量，共同實踐理想，便可以為企業、家庭和國家創造非凡成就。」

面的國際大宗商品貿易制度，涵蓋貿易、倉儲、物流和風險管理，重點推動黃金等大宗商品交易和綠色運輸。

特首指出：「香港具備成為黃金交易和儲存中心的優勢，包括社會穩定和在黃金市場的傳統地位。」為支持這項倡議，機場管理局計劃將貴金屬儲存庫的容量從 150 公噸增加至 1,000 公噸。

儘管未來充滿挑戰，李家超仍看好香港有潛力發展為領先國際黃金貿易樞紐。香港是全球最繁忙的港口之一，充滿活力的航運業可謂功不可沒，大宗商品佔全球航運交易量一半以上。當局正計劃建設綠色燃料加注設施，並於年底前公布行動計劃，或會推出稅務優惠以吸引企業。

特首表示，創新科技（創科）是經濟發展的重要引擎，因此設立 100 億元基金推動人工智能、機械人和醫療科技等行業發展。此外，政府將撥款 15 億元支持初創企業，並推出 1.8 億元的「創科加速器先導計劃」。

醫療保健方面，行政長官講解發展香港成為國際醫療創新樞紐的措施，包括改革藥物審批程序，以及建設「大灣區臨床試驗協作平台」。

他說：「優先要務是改革藥械審批制度，擴展『1+』審批機制至包括疫苗在內的所有新藥，以及加快註冊。」

李家超表示，當局計劃籌建第三所醫學院和綜合醫教研醫院，為香港培訓更多醫療專才。此外，政府已開始建設第三個 InnoHK 研發平台，聚焦先進製造和可持續發展。

北部都會區項目是《施政報告》的一大重點。他說：「新田科技城佔地超過 600 公頃，其中一半預留作創科發展。」他補充，基礎工程即將施工，爭取在 2026 年起陸續推出新創科用地。為加快北部都會區建設，政府計劃提供面積較大的地塊，由中標的項目發展商綜合開發，使片區提速落成。

李家超亦提及河套深港科技創新合作區的發展綱要，加強兩地合作。現正興建的香港園區第一期總樓面積達 100 萬平方米以上，預料租戶將在明年開始進駐。

為支持這些措施，特首強調香港需要持續引入優質人才。過去兩年已有約 16 萬名專才來港，不過我們必須招攬更多人才，方可實現遠大目標。為此，當局已擴大「高端人才通行證計劃」，並加強支援來港人才。

他解釋：「我們希望便利這些專才前往內地，因此將香港公司外國人員到內地『一簽多行』簽注有效期延長至最多五年，並優先處理有關申請。」

特首亦強調，人才服務辦公室旨在協助來港人才發展，並提供全方位支援，確保他們順利展開新生活。此外，當局亦着力完善專上教育體系，包括推出獎學金計劃和招募國際學生，為本港培育人才。「Study in Hong Kong」計劃旨在吸引全球各地的學生來港升學，尤其是「一帶一路」地區和東盟國家。

回應有關政府發展低空經濟路線圖的提問時，他強調發展相關領域至關重要，香港必須採取行動，否則只會落後於人。政府現已就三個適合香港的可行模式展開研究，我們必須挑選能符合長遠需要、並可對接鄰近地區的方案。

最後，李家超重申政府致力提升香港作為創新和人才樞紐的地位，同時促進經濟增長，並呼籲社會各界攜手合作，一同為實現這些目標而努力。

From Professional to Politician
從商界到政界

Selina Chow shared captivating insights from her decades-long career in broadcasting and politics during our "CEO 123 Tell Me More" talk on 13 November. In a lively conversation with Chamber CEO Patrick Yeung, she explored the qualities of effective leadership, the role of politicians in society and her enduring passion for the performing arts.



Drawing from her diverse experiences in television – from her start as a production assistant at TVB to her leadership roles at several media networks, including as CEO of Commercial Television in 1979 and, later, Asia Television from 1988 to 1991 – Chow emphasized the importance of communication in professional success. She noted that effective leadership involves providing guidance and advice and requires strong communication skills and a cohesive team.

"Having a strong team is crucial," she explained, highlighting the significance of selecting individuals based on hard and soft skills. Active listening, she added, is essential for leaders aiming to establish rapport with their team members and drive results-based growth.

Chow also stressed the importance of pursuing dreams, embracing resilience and evolving through innovation and creativity in one's career. Her parents ignited her passion for arts and culture early on and frequently took her to opera, theatre and musical performances. In high school, she eagerly participated in singing competitions, particularly those featuring pop vocals.

This love for the arts, combined with her successful TV career, led her to organize concerts at the QE Stadium in 1982 with famous Cantopop singer Michael Kwan, as well as a music show at the Hong Kong Coliseum featuring Kwan alongside other Cantopop stars like Liza Wang and Danny Chan.

In her public service career, Selina chaired the Consumer Council from 1984 to 1988. She played a pivotal role in transforming the Hong Kong Tourist Association (HKTA) into the Hong Kong Tourism Board (HKTB). During

her tenure as HKTA Chairman and subsequently as HKTB Chair, she revitalized global interest in Hong Kong and facilitated opening the border to Mainland tourists.

Chow also made history as one of the first women appointed to the Legislative Council. She served as a member of the Chinese People's Political Consultative Conference (CPPCC) from 2005 to 2017 and has previously chaired the Liberal Party.

Reflecting on her years in government, Chow shared that she initially approached politics with a "Girl Guide" mentality. Over time, she realized the importance of balancing selfless service with the need to address society's short-term needs and long-term plans for the greater good. She concluded that influential politicians must not only embrace unpopularity but also possess the salesmanship to turn their visions into reality.

周梁淑怡出席於 11 月 13 日舉行的「CEO 123 Tell Me More」系列講座，分享從事廣播業和政界數十年的豐富經驗。她與總商會總裁楊偉添對談期間，探討了有效領導的要素、從政者的社會角色，以及對表演藝術的熱誠。

周梁淑怡憶述在電視行業擔任過的不同崗位：最初由無綫電視製作助理，到後來在多家媒體機構任職管理層，包括於 1979 年擔任佳藝電視總經理，以及於 1988 年至 1991 年出任亞洲電視行政總裁。她強調溝通是事業成功的關鍵，又指出有效領導包含多個要素，包括提供指導和建議、良好的溝通技巧和團隊協作。

「擁有一支強大的團隊至關重要。」周梁淑怡解釋，要根據個人的軟硬技能來挑選團隊成員。她補充，積極聆聽是領袖與團隊建立默契和推動增長的訣竅。

周梁淑怡強調，追尋夢想、堅韌不拔和發揮創意對事業發展十分重要。年幼時，她的父母時常帶她看歌劇、話劇和音樂表演，啟發了她對藝術文化的濃厚興趣。到了中學時期，她熱衷參與歌唱比賽，尤其喜愛演唱流行歌曲。

她對藝術的熱愛，加上在電視界闖出一番成就，驅使她於 1982 年在伊利沙伯體育館為著名香港流行歌手關正傑舉辦演唱會，又邀請關正傑聯同汪明荃和陳百強等其他紅星，參與在香港體育館舉行的音樂盛會。

公職方面，周梁淑怡在 1984 至 1988 年擔任消費者委員會主席。她亦曾參與香港旅遊協會（旅協）改組為香港旅遊發展局（旅發局）的過程，其角色舉足輕重。她在任旅協主席及旅發局主席期間，成功令國際旅客對香港恢復興趣，並促進香港對內地遊客開放個人遊市場。

周梁淑怡亦是首批獲委任加入立法局的女性之一。她在 2005 至 2017 年期間出任全國政協委員，亦曾任自由黨主席。

回顧過去多年的政界經驗，周梁淑怡表示當初以「女童軍」的心態從政。後來她逐漸明白到要在無私奉獻與滿足社會短期需要及長遠規劃之間取得平衡，才能為香港謀取更大的福祉。她總結道，有影響力的政治家不僅要坦然接受自己不得民心，還要具備推銷技巧，將願景變成現實。

Next in the "CEO 123 Tell Me More Series" 下一場講座：







Hong Kong's Special Bond with Kagoshima
香港與鹿兒島聯繫密切

Located on the southwestern tip of Japan's southernmost main island, Kyushu, Kagoshima has a long history of close business ties with Hong Kong, a tradition that both sides actively work to enhance. The Hong Kong-Kagoshima Conference has been held biennially since 1980, alternating between the two regions.

This year's conference, held in Hong Kong on 8 November, marked the first in-person gathering in six years due to the pandemic. High-ranking officials from both sides, including Kagoshima Governor Koichi Shiota, reaffirmed their mutual connections and discussed future cooperation.

Chamber CEO Patrick Yeung expressed optimism for the growth of Hong Kong-Kagoshima relations. In the first nine months of 2024, Hong Kong visitors were the fourth largest source of arrivals to Japan, totalling 1.97 million. By year-end, the previous record of 2.29 million Hong Kong visitors set in 2019 is expected to be surpassed.

With increasing tourism exchanges and Hong Kong being one of Japan's largest export markets for agricultural products, Yeung emphasized the importance of boosting flights and establishing more supply chains. In 2023, Hong Kong imported approximately 237 billion yen worth of agricultural products from Japan, accounting for about a quarter of all such exports from Japan globally. He noted that Hong Kong could also play an essential role in helping Kagoshima firms expand into the Greater Bay Area and ASEAN countries.

With HKSAR Chief Executive John Lee unveiling plans in his Policy Address to position Hong Kong as a leading international gold trading hub, Yeung suggested that Kagoshima Prefecture, home to one of the largest gold mines in the world, could become a significant contributor to this new economic driver.

At a dinner reception following the roundtable discussion, Chamber Vice Chairman Douglas Woo expressed confidence that the productive discussions would promote future exchanges, strengthen connections, and pave the way for mutual growth. "Kagoshima Prefecture's rich heritage, breathtaking World Heritage sites, vibrant culture, stunning natural beauty and exceptional produce offer endless opportunities for collaboration."









鹿兒島位於日本九州南部的西南端，長久以來與香港保持緊密的商業聯繫，並積極加強合作。自 1980 年起，香港鹿兒島會議每兩年輪流在香港和鹿兒島舉行。

今年的會議於 11 月 8 日在香港舉行，為六年來首次以實體形式召開，雙方高級官員在疫後再度聚首一堂。鹿兒島縣知事鹽田康一重申兩地聯繫密切，並討論未來合作。

總商會總裁楊偉添看好香港與鹿兒島的關係將更進一步。在 2024 年首九個月，香港是日本入境旅客的第四大來源地，達到 197 萬人次。香港旅客人數可望於年底前超越 2019 年的 229 萬人次，創下歷史新高。

楊偉添強調，兩地旅遊交流日趨頻繁，加上香港是日本農產品最大的出口市場之一，增加航班和建立供應鏈十分重要。香港在 2023 年從日本進口約值 2,370 億日圓的農產品，佔日本出口農產品總值約四分之一。他指出，香港能擔當重要的角色，協助鹿兒島企業進入大灣區和東盟國家。

香港特區行政長官李家超在《施政報告》提出措施，銳意在香港建立領先的國際黃金交易中心，而鹿兒島擁有全球最大的金礦之一，楊偉添建議當地積極參與建設，協助香港發展這個新經濟引擎。

討論環節結束後，總商會副主席吳宗權在晚宴上表示是次會議富建設性，有助促進未來交流及加強聯繫，為兩地共同發展鋪路。他說：「鹿兒島縣擁有豐富多彩的傳統、壯觀的世界遺產和自然美景、充滿活力的文化和各種優質土產，帶來無窮的合作機遇。」





Empowering Youth for a Promising Future

Eric Fok shared his insights on everything from business to his passion for football in our 'Dialogue with the General Committee Series'

Eric Fok, Vice Chairman of Fok Ying Tung Group, reflected on his journey with the Chamber since 2008 and shared his vision for youth representation in the October chapter of our "Dialogue with the General Committee Series", in October.

In a lively dialogue with Chamber CEO Patrick Yeung, Fok discussed his passion for nurturing youths. As a Co-founder of the Young Executives Club (YEC), which celebrated its 10th anniversary this year, Fok is committed to empowering the next generation to shape a better Hong Kong.

"I am very proud that the YEC has grown from a small group to over 500 members. It has been a fruitful journey, marked by successful initiatives like the Pitch Perfect Programme, which helps university students prepare for their careers," he said.

Fok pointed out that the business world is changing rapidly. Over the past decade, start-ups have flourished in Hong Kong, with many founders in their 20s and 30s. "We need these representatives at the Chamber to voice the needs of young people and help formulate policies that improve our city," he explained.

Fok, who is Chairman of the Football Association of Hong Kong, China (HKFA), has a deep passion for football, having grown up in a sports-oriented family. "For Hong Kong football to thrive, we need to establish our influence on the international stage, positioning ourselves to seize opportunities," he said. With plenty of exciting mega events coming up in Hong Kong, such as the "Legends Assemble" football exhibition match and the 2025 EAFF E-1 Football Championship Preliminary Round in December, he hopes these games will enhance the city's reputation as a hub for international sports events.



He said a shortage of pitches in Hong Kong has posed challenges for football development. To address this, HKFA signed a Memorandum of Understanding with the Guangxi Football Association. With the recent establishment of the Guangxi Training Base, HKFA plans to hold training camps and utilize more Mainland venues and resources. Fok believes football in both regions will thrive through cooperation and partnership.

Looking ahead, Fok aims to also make use of the Greater Bay Area to foster better integration with the Mainland. "Sports is a powerful channel for connection. By promoting people flow and cultural exchanges, we can better understand each other and unlock our collective potential. We look forward to the 15th National Games in the Greater Bay Area for the first time next year."

支持青年發展
共創美好明天

霍啟山蒞臨「與總商會理事對話」系列講座，分享他的工作經驗和足球樂趣

霍英東集團副主席霍啟山出席 10 月份的「與總商會理事對話」系列講座，回顧自 2008 年加入總商會以來的歷程，並分享對青年發展的見解。

霍啟山與總商會總裁楊偉添對談期間，談及自己對培育青年充滿熱誠。卓青社今年慶祝成立 10 周年，他作為共同創辦人，一直不遺餘力支持年輕一代發展，為建設更美好香港出力。

他表示：「卓青社在過去十年茁壯成長，至今已有超過 500 名會員加入，令我深感自豪。這個過程讓我獲益良多，期間推出了一些相當成功的項目，例如『完美求職計劃』，幫助大學生裝備自己，為未來事業鋪路。」

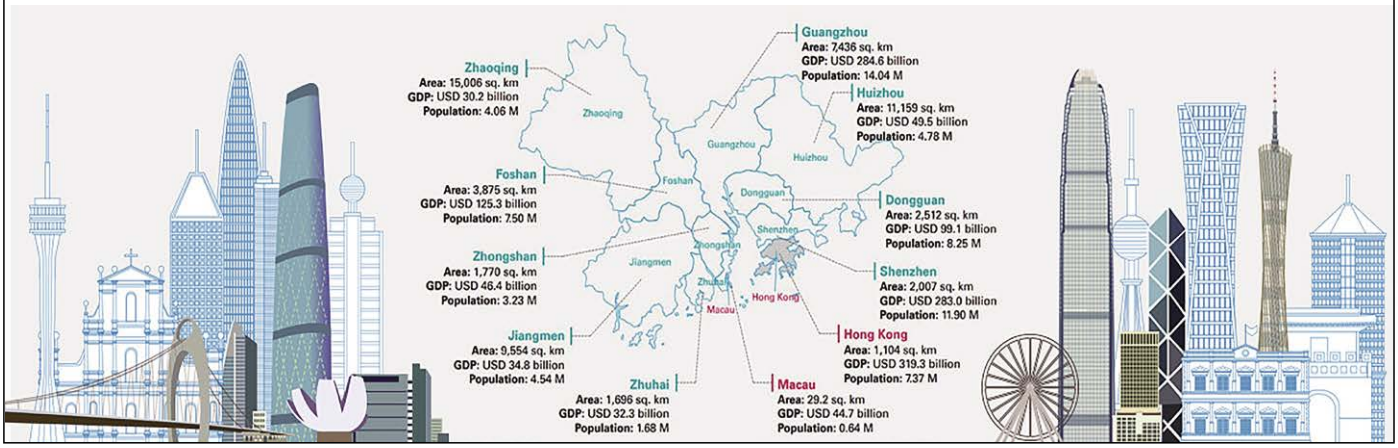
霍啟山指出商業世界瞬息萬變；過去十年，大量初創企業在香港冒起，不少創辦人都是 20 至 30 歲出頭。他解釋：「總商會需要有這些代表，為年青人發聲，並協助制訂政策，以完善社區建設。」

身兼中國香港足球總會（香港足總）主席的霍啟山生於運動世家，一直熱愛足球。他說：「香港足球要展翅高飛，就要在國際舞台建立影響力，把握機遇。」隨着香港即將迎來多項精彩盛事，包括在 12 月舉行的 Legends Assemble 傳奇球星表演賽及 2025 年東亞足球錦標賽外圍賽，他認為這些賽事可望提升香港作為國際體育盛事之都的聲譽。

他表示本港場地不足為足球發展帶來挑戰。為應對這個問題，香港足總與廣西足球協會簽署了一份合作諒解備忘錄。廣西訓練基地最近揭幕，香港足總計劃舉辦訓練營，善用更多內地場地資源。霍啟山相信兩地足球攜手合作，將可同謀發展，互惠共贏。

霍啟山未來希望利用大灣區促進與內地更好融合發展。他說：「體育運動是有效的聯繫通道，透過帶動人員流通和文化交流，我們可增進彼此了解，發揮集體潛力。我們對明年第一次在大灣區舉辦的第十五屆全國運動會充滿期待。」

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





Business Expansion in the GBA
拓展大灣區業務

Our trip to Shenzhen Futian and Qianhai on 24 October provided an incredible opportunity for members interested in learning more about the Greater Bay Area (GBA) and starting a business there.

Led by Angela Lee, Chairman of the Small & Medium Enterprises Committee, the day began with a visit to the GoGBA Business Support Centre at the Futian high-speed railway station. The facility is the China's first business support centre located in a high-speed rail station, allowing Hong Kong businesses to receive advice and support as soon as they set foot in Shenzhen.

Among offerings such as economic and trade insights, policy updates and practical tools, the centre accommodates a range of conference facilities, providing comprehensive support for Hong Kong enterprises to start and expand business in the region.

Tina Wei, Consultant of GoGBA Business Support Centre (Futian), shared helpful information on setting up a business in the Mainland, including company registration procedures, entrepreneurship funding schemes, and tax incentives. The centre also holds regular exchange activities to help Hong Kong businesses better understand local policies and connect with Mainland counterparts.



In Qianhai, delegates toured key sites including the Qianhai Exhibition Hall and International Talent Hub. At the Qianhai Exhibition Hall, members learned how Qianhai developed from a desolate outpost into the Shenzhen-Hong Kong Modern Service Industry Co-operation Zone. The Qianhai



International Talent Hub, a one-stop service platform for talent from around the world, covers services such as business registration, taxation and social security.

The trip concluded with a symposium where members engaged with officials from the Qianhai Authority on topics such as the development of cooperation between Shenzhen and Hong Kong. Officials also explained industry-specific support measures and preferential policies for enterprises setting up operations in the district, including subsidies and other support for businesses moving their headquarters there, to encourage companies to expand their presence in Qianhai.

Lee said the trip was fruitful and insightful for members, who gained practical advice on the procedures and precautions of starting a business in Futian and Qianhai.

"We also learnt about the one-stop services provided by the Mainland authorities, from business registration to application for subsidies," she said. "I believe the mission can help boost members' confidence in venturing into the Mainland market."

總商會於 10 月 24 日率團前往深圳福田和前海，讓會員深入了解大灣區發展及如何在當地設立業務。

在中小型企業委員會主席李慧賢率領下，考察團首先到訪位於福田高鐵站內的 GoGBA 港商服務站。該服務站是全國首個設於高鐵站內的港商服務站，讓企業甫抵深圳即可獲取商業建議及支援。

服務站除了提供大灣區的經貿資訊、政策動向和實用工具，更設有各項會議設施，全方位支援港商在區內創業和拓展業務。

GoGBA 港商服務站（福田）諮詢顧問魏婷婷介紹在內地開業的實用資訊，包括公司註冊程序、創業補貼和稅收優惠政策。服務站亦定期舉辦交流活動，以加深港商對內地政策的認識，同時讓兩地企業家分享交流。

在前海，一行先後參觀了前海展示廳及國際人才港。會員在前海展示廳探索前海如何從一片荒蕪發展成深港現代服務業合作區。前海國際人才港為全球人才提供一站式支援平台，涵蓋商業登記、稅務和社保服務。

在行程最後一站，團員參加座談會，與前海管理局官員探討深港合作的發展。前海代表亦講解當地的行業專項扶持措施及創業優惠政策，例如企業將總部遷往前海可獲得資金和配套支持，以鼓勵公司落戶。



李慧賢表示是次考察行程十分豐富實用，會員從中掌握到在福田和前海開業的流程和注意事項。

她補充：「我們還了解到內地機構為港商提供的一條龍服務，由註冊公司到申請補貼，均有專人提供協助。我相信此行有助增加會員開拓內地市場的信心。」



Soaring to New Heights
翱翔高飛

The Chamber's delegation at Airshow China in Zhuhai witnessed breathtaking aerial displays and explored cutting-edge aerospace and aviation technologies

總商會率團參加珠海航展，觀賞精彩的飛行表演，並探索先進的航天航空科技

The thunderous roar of fighter jets echoed through the skies over Zhuhai as the China International Aviation and Aerospace Exhibition (Airshow China) kicked off its six-day run on 12 November.

Members of the Chamber's China Committee, led by Chairman Felix Lee, enjoyed an exclusive firsthand look at the evolution of the aerospace industry on opening day. As one of the world's top five airshows, this year's iteration showcased breathtaking aerial performances featuring China's Red Falcon aerobatic team, J-20s and the newly unveiled J-35A stealth fighter jets alongside Russia's Su-57s. It also showcased the latest advancements in aerospace technologies and equipment, highlighting the rapid progress in the field.

This year is especially historic, as it marks the first time advanced stealth fighters from China and Russia have flown together at the event. The new J-35A, a medium-sized stealth fighter, represents a significant advancement in China's capabilities – the country now has two types of stealth jets in its arsenal.



The delegation enjoyed a firsthand look at the evolution of China's rapidly growing aerospace industry.
一行了解中國航天業的演進。

Wen Zhu, Standing Committee member of Jinwan District, Zhuhai, guided the delegates through the Airshow Pavilion, where discussions centred on economic and trade cooperation between Zhuhai and Hong Kong. A tour of the vast exhibition halls revealed cutting-edge innovations in aviation and aerospace technology from around the world.

Airshow China also serves as a vital platform for global exchange and cooperation. The 2024 edition attracted over 700 exhibitors and companies from 43 countries and regions, and more than 200,000 visitors.

This year, a series of agreements were signed, particularly in the fields of drones and civil aviation. Notably, the China Aerospace Science and Technology Corporation secured over 70 agreements and letters of intent with various Mainland authorities, local governments and enterprises, amounting to nearly RMB 60 billion in contracted value, emphasizing China's competitiveness in the industry.



Airshow China presented everything from fighter jets and military helicopters to drone technologies.
展會展出多款戰鬥機、軍用直升機及無人機。



Thrilling aerial performances by state-of-the-art fighter jets were the biggest highlights.
當日的亮點是多款先進戰鬥機作出的精彩演示。



Visiting the exhibition halls at Airshow China. The only fair of its kind in the country, it combines aerial displays with a professional trade exhibition.
團員參觀航展展館。珠海航展是全國唯一同類盛會，集飛行展示和行業展覽於一身。

多款戰鬥機轟隆作響，引擎聲響徹珠海上空。為期六天的中國國際航空航太博覽會（珠海航展）於 11 月 12 日在珠海市正式揭幕。

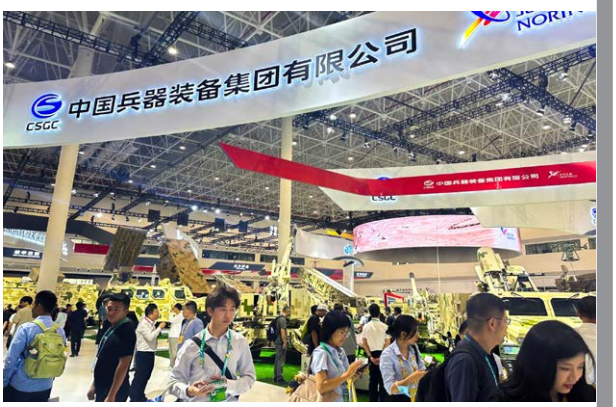
當日，總商會中國委員會主席李家聰帶領多位會員前赴珠海參加是次盛事，了解航天業的演進。珠海航展是世界五大航展之一，今屆的亮點之一是中國空軍紅鷹表演隊、殲 -20 戰機、首次公開亮相的殲 -35A 戰機及俄羅斯蘇 -57 戰機的飛行展示。此外，大會展出最新的航天技術及裝備，顯示了國家在相關領域的重大成果。

今年的航展別具歷史意義，中國和俄羅斯的隱形戰機在全球首次同台登場。殲 -35A 中型隱形戰機見證了中國在戰機性能方面取得的巨大突破，亦意味着中國擁有兩款隱型戰鬥機。

珠海市金灣區區委常委文竹帶領團員參觀航展展館，了解全球航空航天產業的技術創新，雙方亦就珠港兩地經貿合作展開交流。

珠海航展亦是國際交流合作的重要平台，今屆展會吸引了來自 43 個國家和地區超過 700 個參展商參與，訪客超過 20 萬人次。

今年的盛會促成了一系列合作協定，尤其是在無人機和民用航空領域；其中中國航天科技集團有限公司與國家相關部門、地方政府和企業簽署了 70 多項協定及合作意向書，累計簽約金額接近人民幣 600 億元，反映了中國航空航天工業的競爭力。



Weaponry and military equipment were also on display in the exhibition halls.
展館展出一系列兵器及軍事設備。

Business School Partnership Programme 商校交流計劃

Inspiring Young Trailblazers
助力青年開創新天

The 24th Business-School Partnership Programme, newly expanded into the GBA, helps students forge career pathways in the business world

第 24 屆商校交流計劃首次擴展至大灣區，協助學生投身商業世界，為未來事業發展鋪路

The 24th Business-School Partnership Programme has officially commenced, marking another significant milestone in fostering connections between academia and industry.

This year, the programme proudly welcomes 49 companies and 78 schools, including four from the Greater Bay Area (GBA). The opening ceremony on 13 November brought together over 110 representatives from both sectors, setting the stage for an inspiring year ahead.

The core objective of the Business-School Partnership Programme is to bridge the gap between academia and the business world. The initiative offers students a unique opportunity to immerse themselves in real-world business environments by pairing schools with companies. Students can look forward to a variety of engaging activities – including company visits, leadership talks, interview workshops and job shadowing – all designed to enrich students' understanding of business operations and career pathways.





During the first meeting, students and company representatives discussed the programme's goals and the importance of experiential learning.
學生與企業代表首次會面，討論計劃目標和體驗式學習的重要性。

This year's expansion into the GBA is particularly exciting, as it opens doors for exchange and collaboration between local businesses and secondary schools in Mainland China. The initiative broadens students' horizons and fosters a greater understanding of the regional economy, preparing them for future careers in an increasingly interconnected world.

During the first meet-up, representatives engaged in discussions about the programme's goals and the importance of experiential learning. The enthusiasm in the room was palpable; both educators and business leaders recognized the potential impact of these partnerships on students' career choices, instilling confidence in the programme's effectiveness.

As the year unfolds, students can look forward to carefully curated activities to enhance their understanding of the business landscape and pursue their ambitions confidently.

Stay tuned for what promises to be a transformative year filled with opportunities for learning, networking and growth as students step confidently into the business world.

總商會第 24 屆「商校交流計劃」現已正式啟動，標誌着促進商學合作交流的重要里程碑。

今年共有 49 家公司和 78 間學校參與計劃，其中包括四間來自大灣區的學校。逾 110 名企業和學校代表於 11 月 13 日舉行的開幕禮聚首一堂，為未來一年的精彩活動訂下方向。

商校交流計劃旨在擔當學界與商界之間的橋樑，為學校和企業進行配對，讓學生有機會接觸真實的商業世界。學生將可透過參加各式各樣的活動，包括企業考察、領袖講座、面試工作坊和工作影子實習等，加深了解商界運作和事業發展路向。

本年度的計劃更擴展至大灣區，為本地企業與內地中學打開大門，促進相互交流和合作。現今世界互聯互通，這項安排將有助學生擴闊視野，增進對區域經濟的認識，並為未來職涯發展做好準備。

在首次會面期間，雙方代表討論計劃目標和體驗式學習的重要性，氣氛熱烈。教育工作者和商業領袖均認同夥伴關係可助學生作出事業選擇，對計劃的成效充滿信心。



學生於本學年將有機會參與多項精心策劃的活動，加深對商業環境認識，同時建立自信，實踐抱負。

在充滿變化的一年，我們將為學生提供學習成長和聯誼交流的機會，加強他們對將來投身職場的信心，敬請密切留意計劃的最新動向。









COMMITTEE MEETINGS
Check with secretariat for details

AMERICAS
Business trends and economic development in Latin America
Dec 4 11:00 am

EUROPE
Finland Consul General Timo Kantola on the country's business environment and opportunities
Dec 5 11:30 am

TRANSPORT & LOGISTICS
2024 Policy Address initiatives on enhancing Hong Kong's position as a global shipping and aviation hub
Dec 12 3:00 pm

SMALL & MEDIUM ENTERPRISES
HKCERT and DDIY on the latest cybersecurity information and professional services and solutions for SMEs
Dec 12 4:00 pm

INNOVATION, DATA & COMMUNICATION
HKMA on the Interbank Account Data Sharing programme and other data initiatives
Dec 13 4:00 pm

CHINA
Dr Fang Zhou on the latest developments and policy direction in China
Dec 13 5:30 pm

INDUSTRY & TECHNOLOGY
Harnessing the potential of the low altitude economy in Hong Kong
Dec 23 3:00 pm

MARK YOUR DIARY





WORKSHOPS & SEMINARS
Visit website for full details and to register

GREEN FINTECH – CATALYZING THE GROWTH OF HONG KONG'S INNOVATION AND SUSTAINABILITY LANDSCAPE
Dec 3 3:00 - 4:15 pm

GOOGLE'S AI-POWERED MARKETING SOLUTIONS FOR PRIVACY AND EFFECTIVENESS
Dec 4 9:30 - 11:30 am

DOING GOOD INDEX 2024
Dec 4 4:00 - 7:00 pm

THE ROLES OF DIRECTORS AND SHAREHOLDERS IN HONG KONG COMPANIES
Dec 6 10:00 am - 12:00 pm

DIALOGUE WITH GENERAL COMMITTEE MEMBER JACOB KAM
Dec 10
5:30 - 6:30 pm





TOWN HALL FORUM SERIES:

Christopher Hui,
Secretary for Financial Services and the Treasury
Dec 2 3:00 - 4:30 pm

TRAINING
Visit website for full details and to register

Strategies for Drafting Employment Contracts and Handbooks in a Complex HR Environment
Dec 5 9:30 am - 5:30 pm

Unlock Creative Problem-Solving and Decision-Making Skills
Dec 10 9:30 am - 12:30 pm

Yes, You Can Innovate! Unlock Your Innovation Strengths
Dec 11 9:30 am - 12:00 pm

Communicating with Clarity, Confidence and Impact: Think on Your Feet ®
Dec 12 9:15 am - 5:30 pm

VISITS

VISIT TO HONG KONG COCA-COLA MUSEUM



We uncover the secrets behind Coca-Cola's magic formula, explore its colourful history, and raise a toast to the brand that has kept the world smiling.

Dec 5 10:30 am - 12:00 pm

EXPLORING MEDICAL MYSTERIES AT HONG KONG MUSEUM OF MEDICAL SCIENCES

This tour will highlight the transition from Traditional Chinese Medicine to Western medicine, illustrating the dynamic changes in medical practices throughout Hong Kong's history.

Dec 12 10:00 - 11:30 am

ROUNDTABLE TALK
Visit website for full details and to register



WHAT DOES TRUMP 2.0 ADMINISTRATION MEAN FOR BUSINESS
Dec 3 12:30 - 2:00 pm

NETWORKING
Visit website for full details and to register

YEC X IWC VISIT TO PERPETUAL STUDIO
Dec 2 5:30 - 7:30 pm

YEC X AUDEMARS PIGUET HK VISIT TO AP HOUSE
Dec 12 5:00 - 7:00 pm

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Yes, You Can Innovate! Unlock Your Innovation Strengths
賦能創新：釋放創新潛力

The world is changing rapidly, making innovation crucial, especially with the rise of AI and robotics. To thrive, everyone must contribute to their organization's innovation efforts.

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Content:
- The Six 'I's® of Innovation: Identify, Ignite, Investigate, Invest, Implement and Improve
- Experiential activities: Explore innovation and apply the model
- Discover your innovation strengths: Gain insights into your perceived innovation strengths across the Six 'I's® through a personal report
- Interactive facilitated dialogues: To enhance workplace innovation by applying PEOPLE- and PURPOSE-driven framework

現今世界瞬息萬變，隨着人工智能和機械人技術不斷發展，每個人都要參與創新，企業才能夠茁壯成長。

本工作坊旨在運用The Six 'I's® of Innovation模型，整合創新文化、流程、技能和思維方式，助你辨識個人的創新優勢和挑戰。這個模型可為推動以人為本和目的驅動的創新提供實用指引，現已獲得企業廣泛應用，包括思科、保德信、新加坡航空、英特爾、戴爾、葛蘭素史克、雅培製藥、Waitrose & Partners和卡地亞等。

內容：
- The Six 'I's® of Innovation：辨識、點燃、調查、投資、實施及改進
- 體驗活動：探索創新的本質及如何應用模型
- 發現創新優勢：透過個人創新標準報告的The Six 'I's® of Innovation了解創新優勢
- 互動式對話：應用以人為本和目標驅動的框架來促進職場創新

11/12/2024 (9:30 a.m. – 12:00 p.m.)

English 英語

Member 會員 $750
Non–member 非會員 $950



Trainer 導師：
David Thomas
Managing Partner,
Profound Knowledge Partners Asia Ltd
博睿亞太有限公司管理合夥人

Communicating with Clarity, Confidence and Impact: Think on Your Feet ®
駐足思考®：清晰、自信和具影響力的溝通方式

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4. Bridging techniques – handling challenging questions
5. Assembling

駐足思考®是提升溝通和演講技能的全球領先實用培訓課程，提供創新的技巧，有助快速組織想法，並以清晰、簡潔和有說服力的方式傳達關鍵訊息。

TF® 說話技巧可用於向高級管理層匯報、講解技術資訊、在銷售會議爭取支持、處理棘手對話和即時解答疑難。這些技能同樣適用於正式演講、團隊會議，以及與高級管理人員、團隊成員和外部同行進行非正式一對一討論。

內容：
1. 《駐足思考®》簡介
2. 通知計劃
3. 以具說服力的計劃贏得支持
4. 橋接技巧——處理具挑戰性的問題
5. 整合

12/12/2024 (9:15 a.m. – 5:30 p.m.)

English 英語

Member 會員 $3,880
Non–member 非會員 $4,580



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

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



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