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張德江寄語香港 促發展以利民生  
Zhang Dejiang Says Hong Kong Should Promote  
Development to Improve People's Livelihood

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**香港辦事處 Hong Kong Office**

香港中環干諾道中24至25號4字樓  
(港鐵中環站A出口或香港站C出口)  
4/F, 24-25 Connaught Road, Central, Hong Kong  
(MTR Central Station Exit A / Hong Kong Station Exit C)  
Tel: (852) 2525-6385  
Fax: (852) 2845-2610  
E-mail: cgcc@cgcc.org.hk  
Website: www.cgcc.org.hk

**廣州代表處 Guangzhou Office**

廣州南沙區港前大道南162號中總大廈801室  
Room 801, 162 South Gangqian Road, Nansha, Guangzhou  
Tel: (8620) 3991-2168  
Fax: (8620) 3468-3839  
E-mail: info@gzo.cgcc.org.hk

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李先生 David Lee  
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Email: david@linkupdesign.com

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蔡冠深 博士  
Dr Jonathan CHOI

# 發揮香港不可替代的功能定位

## TAKING ADVANTAGE OF HONG KONG'S IRREPLACEABLE FUNCTION AND POSITION

**中** 總新一屆會董會上月訪京，獲全國人大常委會委員張德江接見。委員長強調“一國兩制”最符合香港發展利益，其成功實踐得到國際社會廣泛認同。他寄語香港要趕搭國家經濟增長快車，抓緊“一帶一路”、“粵港澳大灣區”等發展機遇，充份發揮“超級聯繫人”的獨特優勢與功能。

委員長對“一國兩制”和香港發展的解讀，讓我得到深刻啟發。在拜會委員長和其他部委期間，我亦就香港在“一國”和“兩制”雙重優勢下的功能角色，以及如何積極參與國家發展等範疇提出了一些看法。

### 香港功能不可替代

委員長強調，香港回歸祖國20年來保持繁榮穩定，全面貫徹落實“一國兩制”功不可沒；香港在推動國家“引進來、走出去”更扮演不可替代的重要角色。事實上，乘着“一國”之利，我們可優先分享國家經濟發展帶來的機遇與成果，例如《CEPA 服務貿易協定》給予部份香港服務業以國民待遇及負面清單進入內地，為實現服務貿易自由化邁出重要一步；商務部副部長高燕在接待中總訪京團時亦指出，CEPA 對香港各項優惠政策，是內地所有對外開放措施中最高水平，顯示國家對香港發展高度重視。

此外，在“兩制”的獨特優勢下，香港繼續奉行資本主義制度，法制、知識產權保障、專業服務水平等亦與國際接軌。海外企業踏足香港，既是投資於中國，並得到跟內地其他城市不一樣的營商制度保障。同樣，內地企業透過香港進軍海外，也可得到國際廣泛認可的專業服務支援。

### 趕上國家經濟快車

委員長特別提到，國家“經濟快車”正高速前行，更為香港預留了VIP座席，可以隨時“上車”，前提是香港必須集中精力發展經濟，才能抓緊國家發展機遇、發揮香港獨有功能和優勢。

我常提及，國家積極推進“一帶一路”，為香港提供前所未有的龐大商機。香港可充份發揮國際金融中心的機能，為“一帶一路”基建項目提供上市集資、發債等金融和專業服

務支援。香港最近成為亞投行成員，加上“滬港通”、“深港通”不斷優化，“債券通”亦即將正式開通，均有助進一步鞏固香港融資平台功能。此外，港商在各地市場擁有一些網絡聯繫和營運經驗，也可透過加強在“一帶一路”沿線投資和參與營運管理，為香港、內地和沿線企業發掘更多市場合作商機。

至於粵港澳大灣區的規劃，不僅有助華南地區成為促進國家經濟發展和對外開放的重要平台，長遠也可成為海上絲綢之路連接東盟的重要節點。我們認為，粵港澳產業各具優勢，三地若能加強合作，形成優勢互補、分工合理的產業群，定能提升灣區的整體競爭力，打造媲美東京、紐約和三藩市的國際知名大都會圈。

### 強化商會聯繫功能

中總在促進工商界參與國家建設和深化對外聯繫亦是不遺餘力。未來我們的定位除了是服務香港的中華總商會，協助會員應對營商環境變化、反映業界訴求外，我們更是服務全中國的中華總商會，積極與內地工商團體加強合作，為促進香港與內地企業聯合“走出去”提供支援，並推廣香港在拓展內地市場所能發揮的獨特作用。

去年，我們參加了中國工業經濟聯合會牽頭的“一帶一路”工商聯盟成為始創成員，積極推動沿線商會協會攜手合作，包括今年4月赴埃及參加“一帶一路”論壇，協助企業認識和拓展沿線商機。我們亦與中國國際貿易促進委員會進行多方面合作，例如早前在北京舉辦“中國越南經貿合作論壇”，探討兩地經濟與工商企業合作前景。

總結今次訪京行程，我們十分感謝委員長對中總長期以來在推動國家改革開放和促進香港經濟發展的工作給予高度肯定。展望將來，我們定當繼續秉持“愛國愛港”優良傳統，全力支持新任行政長官和新一屆特區政府依法施政，積極發揮商會網絡優勢，進一步跟內地和海外工商團體深化合作，攜手開拓更龐大的市場發展空間。

“香港必須集中精力發展經濟，才能抓緊國家發展機遇、發揮香港獨有功能和優勢。”

*Hong Kong must focus its efforts in developing its economy so as to seize the development opportunities of the country and to exert Hong Kong's unique functions and competitive advantages.*

At a reception for the Chamber's new term of Committee Members in Beijing last month, Zhang Dejiang, Chairman of the Standing Committee of the National People's Congress, stressed that "One Country, Two Systems" is the best framework for the interests of Hong Kong's development, and its successful implementation is widely recognized by the international community. He suggested that Hong Kong should jump on the bandwagon of the country's economic development, seizing the growth opportunities arising from the "Belt and Road" initiative and the Guangdong-Hong Kong-Macau Greater Bay Area, and bringing its unique competitive edge and function as a "super connector" into full play.

I am much inspired by the Chairman's interpretation of "One Country, Two Systems" and the development of Hong Kong. While paying visits to the Chairman and other government ministries and commissions, I also expressed my views regarding the function and role of Hong Kong under the dual advantages of "One Country" and "Two Systems", as well as how we should actively participate in national development.

### The irreplaceable functions of Hong Kong

The Chairman emphasized that the stability and prosperity of Hong Kong, which has been upheld for twenty years after the reunification, is largely due to the full implementation of "One Country, Two Systems", and Hong Kong has even been playing an irreplaceable and important role in driving "bringing in" and "going global" for the country. In fact, leveraging the benefits of "One Country", we are the first to share the opportunities and outcomes of the economic development in China. While receiving the Chamber's Beijing delegation, Vice Minister of Commerce Gao Yan also highlighted that the various CEPA incentive policies offered to Hong Kong are the most generous measures while the Mainland is opening up to the world, which indicates that China has attached great importance to the development of Hong Kong.

Moreover, Hong Kong has continued to integrate with the international community thanks to the unique edge of "Two Systems". Overseas companies tapping into the Hong Kong market are investing in China on one hand and enjoying the protection from a business system that is different from other Mainland cities on the other. Similarly, Mainland companies getting into overseas markets through Hong Kong are also receiving professional service support widely recognized around the world.

### Catching China's economic express train

The Chairman specifically mentioned that the country's "economic express train" is running at high speed, and a VIP seat has even been reserved for Hong Kong. We are welcome to "board the train" any time, provided that Hong Kong must focus its efforts in developing its economy so as to seize the development opportunities of the country and to exert Hong Kong's unique functions and competitive advantages.

I mentioned quite often that China's active facilitation of the "Belt and Road" initiative is providing Hong Kong with unprecedented

abundance of opportunities. Hong Kong can give full play to its function as an international financial center to support the infrastructure projects along "Belt and Road". Recently, Hong Kong has become a member of the Asian Infrastructure Investment Bank, which would further strengthen Hong Kong's function as a financing platform. Furthermore, Hong Kong merchants have a strong business network and a wealth of business operation experience in various markets around the world, and it could open up more cooperation opportunities in the market by increasing its investment along "Belt and Road" and taking part in operation management.

Speaking of the planning of the Guangdong-Hong Kong-Macau Greater Bay Area, it does not only help South China to step up and become a major platform for facilitating the country's economic development and opening-up, but also positions the area as an essential node to connect with ASEAN through the Maritime Silk Road in the long run. We believe that industries in Guangdong, Hong Kong and Macau are all strong in their own rights. By strengthening cooperation, the three regions could form an industrial cluster in which they complement each other's strengths with a judicious division of labor. That could enhance the overall competitiveness of the Greater Bay Area and establish it into a world-renowned metropolitan circle that is on a par with Tokyo, New York and San Francisco.

### Improving the Chamber's networking function

In the future, besides positioning ourselves as the CGCC for Hong Kong, assisting members to adapt to changes in the business environment and voicing the demands of the sectors, we shall also be the CGCC for all of China, proactively strengthening collaboration with the industrial and commercial organizations in the Mainland, promoting the joining up of Hong Kong and Mainland companies to offer support for "going global", as well as extending the unique function of Hong Kong in expanding the Mainland market.

Last year, we joined the Belt and Road Industrial and Commercial Alliance spearheaded by the China Federation of Industrial Economics and became a founding member to actively promote the cooperation of the chambers of commerce and business associations along the routes, as well as to help companies learn about and explore business opportunities from the initiative. We also worked closely with the China Council for the Promotion of International Trade at many levels to look at the prospects in the economic, industrial and business collaboration between China and Hong Kong.

To sum up the outcomes of this Beijing delegation, we are very grateful for the Chairman's hearty affirmation of the Chamber's long-term efforts in propelling the reform and opening-up of the country, as well as in promoting Hong Kong's economic development. Looking forward, we will surely continue to uphold our fine tradition of loving our Motherland and Hong Kong, lend our unwavering support to the new Chief Executive and the new SAR government in administering Hong Kong in accordance with the law, actively put the networking advantage of the Chamber to work, and join forces to expand further in the market. 🌐



張德江（前排中）、孫春蘭（前排右五）、王光亞（前排左五）及張曉明（前排右三）。  
Zhang Dejiang (middle, front row), Sun Chunlan (fifth from right, front row), Wang Guangya (fifth from left, front row) and Zhang Xiaoming (third from right, front row)

## 張德江寄語香港 促發展以利民生

### Zhang Dejiang Says Hong Kong Should Promote Development to Improve People's Livelihood

中共中央政治局常委、全國人大常委會委員長張德江在接見本會訪京團時表示，希望香港各界抓緊經濟發展機遇，亦盼中總延續愛國愛港傳統，團結工商界，推動經濟再上層樓。

When receiving the Chamber's delegation to Beijing, **Zhang Dejiang, Member of the Standing Committee of the Political Bureau of the Communist Party of China Central Committee and Chairman of the NPC Standing Committee**, said that all walks of life in Hong Kong should capture the opportunities arising from the economic development. He also expressed hope that the Chamber continues the tradition of loving the country and Hong Kong and unites the industrial and business community to drive the economy up to another level.



上月，本會會長蔡冠深率領高層訪京團獲全國人大常委會委員長張德江接見。張德江聽取中總的最新發展後，期望中總延續愛國愛港傳統，支持新任行政長官和特區政府依法施政，繼續團結工商界及社會各界，集中精力推動經濟。他認為，目前整個香港社會都期待能進一步加快發展，改善民生。這是香港民意的主流，也是香港未來的主要任務。

### 中央重視 搶抓機遇

張德江表示，香港回歸20年來，在中央的大力支持下，香港特區政府團結帶領各界人士，認真貫徹落實“一國兩制”方針和《基本法》，妥善應對各種挑戰，保持了繁榮穩定的良好局面。“一國兩制”在香港的成功實踐也得到國際社會的廣泛認同，取得了舉世矚目的偉大成就。

張德江指出，當前香港社會總體平和有序，求穩定、促團結、謀發展成為

主流民意。中央一直十分重視和關心香港的發展。國家的“經濟快車”正高速前行，已為香港預留了VIP座席可以隨時“上車”，近年如“十三五”規劃、“一帶一路”、粵港澳大灣區等，都考慮到香港的位置，特別是香港作為“超級聯繫人”的重要作用，希望香港社會進一步凝聚共識、搶抓機遇，積極對接“一帶一路”等國家發展倡議，實現自身更好發展，努力再創新的輝煌。

### 盼繼續支持特區政府

張德江對中總長期以來在推動國家改革開放和促進香港經濟方面的工作予以高度肯定。他強調，抓緊經濟發展是香港的重中之重，經濟好自能改善民生、減少民怨，期望中總要繼續弘揚愛國愛港光榮傳統，堅定支持行政長官和特區政府依法施政，繼續團結工商界及社會各界力量，凝聚社會共識，結合國家發展趨勢和自身優勢，集中精力推動經濟再上層樓。

參與會見者尚包括中央統戰部部長孫春蘭、港澳辦主任王光亞、中聯辦主任張曉明、中央統戰部副部長張裔炯和中聯辦副主任殷曉靜等。

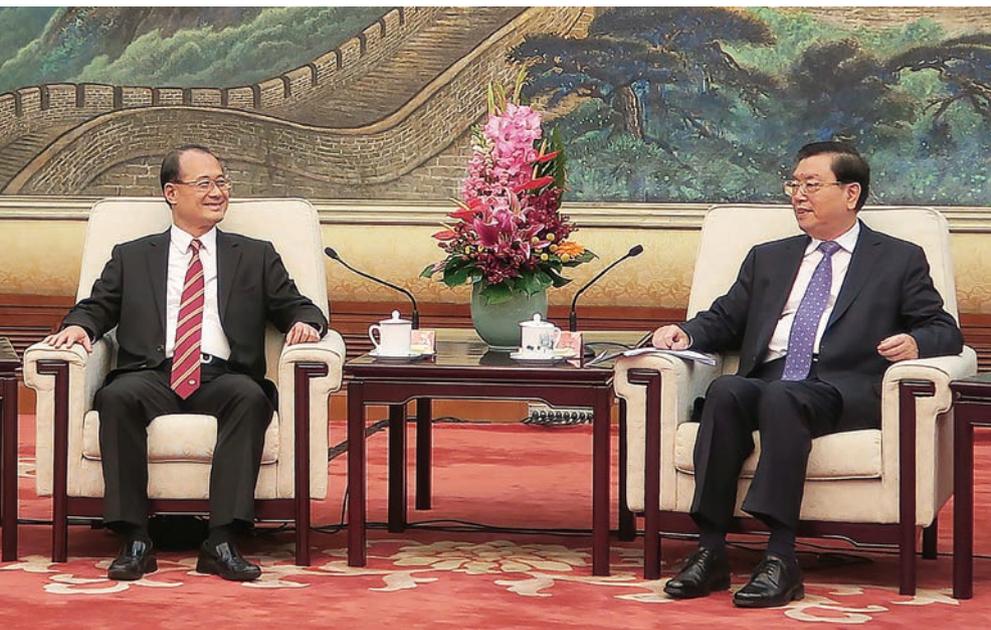
### 中總繼續為國家為特區貢獻所長

蔡冠深在接見時感謝中央領導對中總多年來的工作予以肯定和支持。他表

示，中總將堅守愛國愛港的優良傳統，繼續支持新一屆行政長官依法施政。中總更積極配合國家“一帶一路”發展倡議，與國家各大工商協會組織合作，例如參加“一帶一路工商協會聯盟”等，通過在沿線地區舉辦論壇和考察活動，協助香港工商界與內地企業共拓“一帶一路”空間。

永遠榮譽會長霍震寰談及本會推動粵港合作的相關工作，期望中央政府支持粵港澳政府通過財政支援和政策協調，並探討成立粵港澳大灣區建設統籌委員會，制訂具體政策措施。永遠榮譽會長楊釗提及去年發生的立法會宣誓風波和鼓吹“港獨”等言行，嚴重違反國家憲法和香港基本法，全國人大常委會主動就《基本法》釋法是絕對恰當和必要。此外，副會長袁武簡介中總在推動香港青少年培育與國情教育等方面的工作；副會長林樹哲亦分析文化創意、科技創新等新興產業將為年輕一代提供就業和創業機會，對締造社會和諧穩定相當重要。

是次訪問團由蔡冠深擔任團長，殷曉靜擔任榮譽顧問，霍震寰、楊釗任榮譽團長，中聯辦協調部副部長郭亨斌擔任顧問，副會長袁武、林樹哲、曾智明、王國強、劉鐵成、王惠貞、李應生、楊華勇擔任副團長，永遠榮譽會長林銘森擔任榮譽副團長。



orderly, seeking stability, promoting unity and pursuing development have become the mainstream public opinion. The Central Government has always attached great importance to and cared about Hong Kong's development. As the country's "economic express train" moves forward at high speed, it has reserved a VIP seat for Hong Kong to get on board at any time. In recent years, the 13th Five-Year Plan, the "Belt and Road" initiative and the Guangdong-Hong Kong-Macau Greater Bay Area have taken into account Hong Kong's position, especially Hong Kong's important role as a "super connector". He hopes Hong Kong society further reaches consensus and captures the opportunities to actively align with the country's development initiatives such as "Belt and Road" to achieve better development of its own and create new brilliance.

### Continue to support HKSAR Government

Zhang gave the Chamber a high degree of recognition for its long-standing efforts to push through the country's reform and opening-up and promote Hong Kong's economy. He stressed that economic development is Hong Kong's topmost priority as a good economy will naturally improve people's livelihood and reduce public grievances. He hopes the

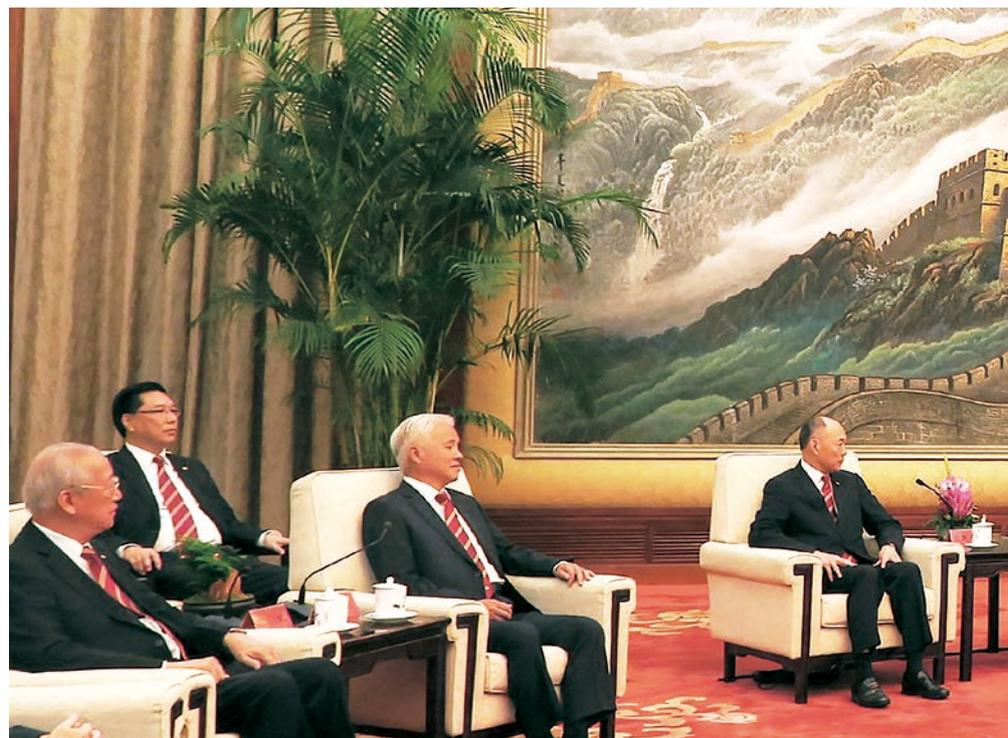
Last month, the Chamber's high-level delegation to Beijing led by the Chamber's Chairman Jonathan Choi was received by Zhang Dejiang, Chairman of the NPC Standing Committee. After listening to the Chamber's latest developments, Zhang expressed his hope that the Chamber will continue the tradition of loving the country and Hong Kong, support the new Chief Executive and the HKSAR Government in administering Hong Kong in accordance with the law, and persist in uniting the industrial and business community as well as all walks of life in society to focus on promoting the economy. He believes that Hong Kong society at large is currently looking forward to further accelerating development and improving people's livelihood. This is the mainstream public opinion in Hong Kong and also the key task for Hong Kong's future.

The successful implementation of "One Country, Two Systems" in Hong Kong has made remarkable achievements that attract worldwide attention and gain wide recognition in the international community.

Zhang pointed out that as currently Hong Kong society is generally peaceful and

### Capture opportunities as Central Government values Hong Kong

Zhang said that since Hong Kong's reunification with the Motherland two decades ago, with the Central Government's tremendous support, the HKSAR Government has united and led Hong Kong's communities to conscientiously implement "One Country, Two Systems" and the *Basic Law* to properly deal with various challenges, thus maintaining a favourable situation characterized by prosperity and stability.



Chamber will continue to promote the glorious tradition of loving the country and Hong Kong, firmly support the Chief Executive and the HKSAR Government in administering Hong Kong in accordance with the law, and persist in uniting the industrial and business community as well as all walks of life in society to arrive at social consensus, and combine the country's development trends with its own strengths to focus on driving the economy up to another level.

Participants of the meeting also include **Sun Chunlan, Head of the Central United Front Work Department; Wang Guangya, Director of the Hong Kong and Macau Affairs Office; Zhang Xiaoming, Director of the Liaison Office; Zhang Yijiong, Executive Deputy Head of the Central United Front Work Department; and Yin Xiaojing, Deputy Director of the Liaison Office.**

### The Chamber will continue to play to its strengths for China and the SAR

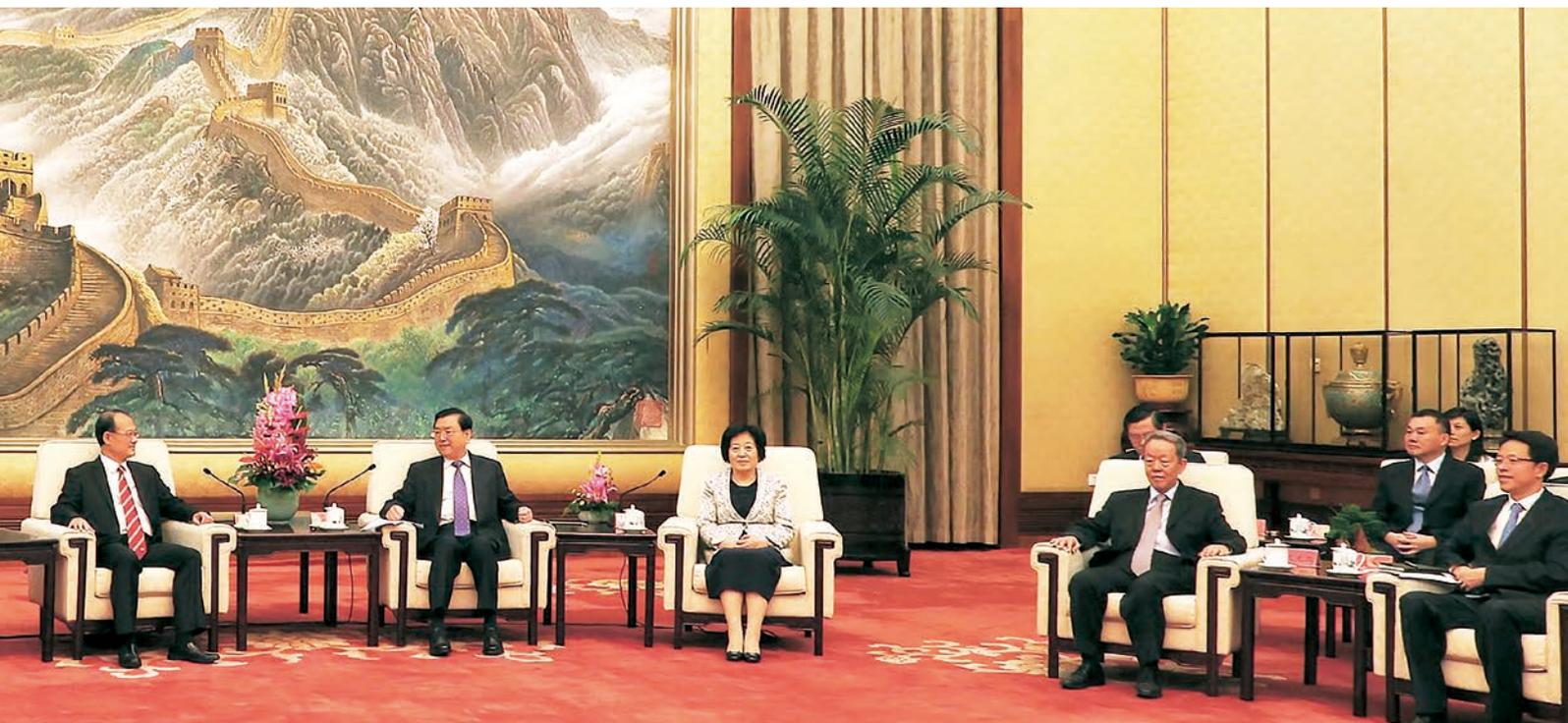
At the meeting, Choi thanked the Central Government leaders for recognizing and supporting the Chamber's work over the years. He said that the Chamber will resolutely uphold its fine tradition of loving the country and Hong Kong, as

well as continue to support the new Chief Executive in administering Hong Kong in accordance with the law. The Chamber will also actively work with the country's "Belt and Road" development initiative and cooperate with various major business associations in the Mainland. An example is joining the Belt & Road Industrial and Commercial Alliance, which helps Hong Kong's industrial and business community to explore "Belt and Road" possibilities with the Mainland's enterprises by hosting forums and study missions in the regions along the routes.

While talking about the Chamber's related work in promoting cooperation between Guangdong and Hong Kong, **Life Honorary Chairman Ian Fok** expressed hope that the Central Government will support the governments of Hong Kong and Macau in providing financial assistance and implementing coherent policies, as well as explore the possibility of establishing a coordination committee for the construction of the Guangdong-Hong Kong-Macau Greater Bay Area to formulate concrete policies and measures. Mentioning words and deeds like the Legco oath-taking row and the advocacy of Hong Kong Independence, **Life Honorary Chairman Charles Yeung** said that they have brutally violated China's constitution and Hong Kong's *Basic Law*, and therefore it was

absolutely appropriate and necessary that the NPC Standing Committee took the initiative in interpreting the *Basic Law*. In addition, **Vice-chairman Yuen Mo** briefed the leaders on the Chamber's work in promoting youth training and national education in Hong Kong; **Vice-chairman Lam Shu-chit** also analyzed how emerging sectors such as the cultural and creative industries and the innovation and technology industry could offer the younger generation opportunities in employment and entrepreneurship, which is of crucial importance to achieving social harmony and stability.

The delegation was headed by Jonathan Choi; with Yin Xiaojing acting as honorary consultant; Ian Fok and Charles Yang as honorary leaders; **Guo Hengbin, Deputy Director-General of the Coordination Department of the Liaison Office**, as consultant; Vice-chairmen Yuen Mo, Lam Shu-chit, **Ricky Tsang, Wong Kwok-keung, Brandon Liu, Connie Wong, Tommy Li** and **Johnny Yu** as vice leaders; and **Life Honorary Chairman Lam Ming-sum** as honorary vice leader. 🌀





裘援平（前排中）  
Qiu Yuanping (Middle, front row)

## 赴京交流 探索機遇

### Visit to Beijing for Exchange and Opportunities

是次訪京團亦拜訪了多個中央部委及工商機構，就內地與香港在經貿、社會民生及青年培育等方面交換意見。

#### 期待香港搭乘國家發展快車

隨着“一帶一路”倡議、粵港澳大灣區建設推進，香港工商界將有更多發展機遇。國務院僑辦主任裘援平表示，香港連通內地、溝通中外，區位優勢明顯，港人務必好好把握。裘援平亦介紹了國務院僑辦在協助“一帶一路”倡議方面的重要舉措。她透露，六月舉辦的第二屆世界華僑華人

工商大會重點推動建立“一帶一路”華商組織協作網、跨境電商合作聯盟和示範基地。裘援平希望，包括中總在內的廣大香港工商界積極參與國家發展建設。

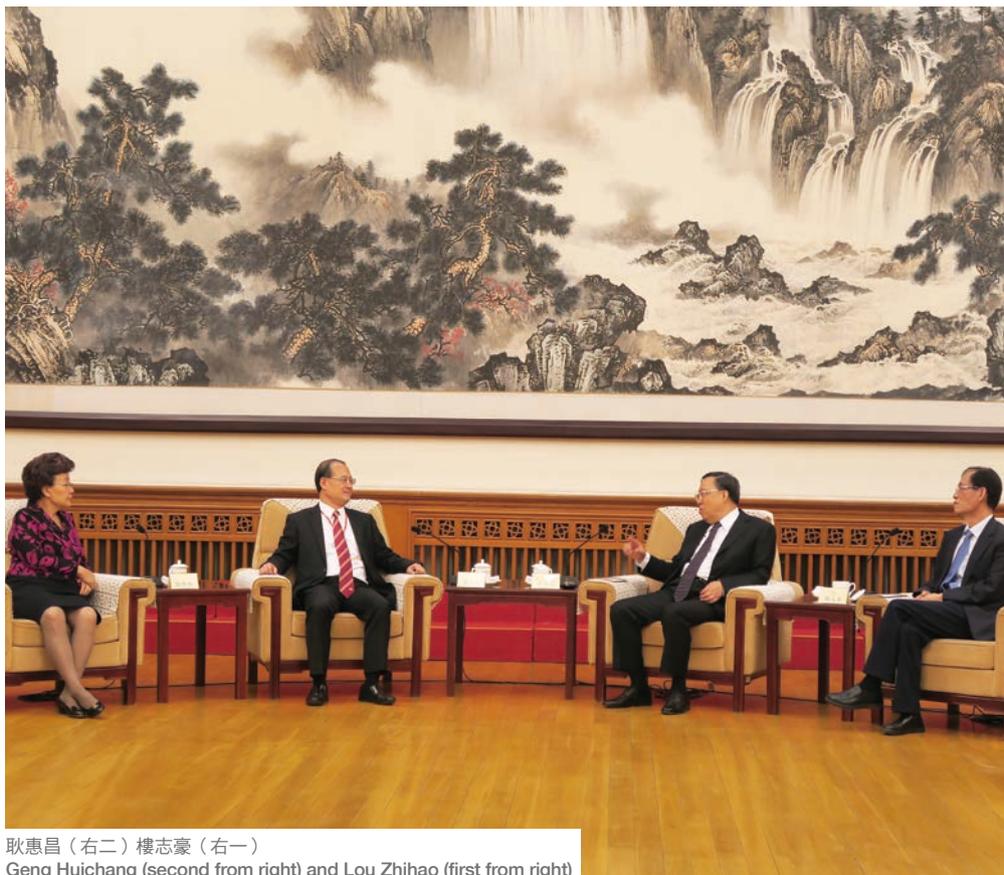
在迎接回歸20周年同時，新一屆政府即將上場。中央統戰部常務副部長張裔炯期待香港各界齊心協力，發展經濟，改善民生。他認為香港正站在一個新的起點上，希望中總今次訪京，能將中央的關愛帶回香港，積極營造良好社會氛圍，樹立愛國愛港典範。同時，把握粵港澳大灣區發展機遇，

搭乘國家發展的快車，努力創造東方明珠的輝煌。

歷來不少中總成員身兼全國政協委員、省政協委員等職務，全國政協港澳台僑委員會副主任耿惠昌及樓志豪接見了代表團。耿惠昌肯定了中總的工作，並指出委員會一直非常關心粵港澳大灣區發展以及“一帶一路”倡議中香港所發揮的作用。他認為香港經濟表現良好，為“一國兩制”樹立了良好典範。此外，他亦就近年香港社會局面提到青年對未來十分重要，他認為香港年輕人應該多讀歷史，提



張裔炯（右）  
Zhang Yijiong (right)



耿惠昌（右二）樓志豪（右一）  
Geng Huichang (second from right) and Lou Zhihao (first from right)

升民族自豪感，以期薪火相傳。耿惠昌指香港年輕人對國家有恰當認知，將可提升地區綜合實力。

### 經貿融合 勢在必行

全國政協副主席、全國工商聯主席王欽敏認為香港工商界對“一國兩制”應抱有信心，在“一帶一路”倡議中與內地一起協力開拓市場。會面期間，他還簡介了全國工商聯近兩年的主要工作情況。他認為，香港在現代服務業、金融、物流等方面具有強大優勢，在“一帶一路”倡議中具有“引進來”與“走出去”的雙重作用。希望香港能與內地企業全面對接，共同參與相關建設。此外，雙方還探討了兩地青年企業家發展與加強兩會合作等方面。

商務部副部長高燕認為在回歸20周年這個重要時刻，中總是推動兩地經貿合作重要力量。她提到在剛過去

的“一帶一路”高峰會成果豐碩，預期將可為香港業界帶來無窮機遇。同時，香港不少企業陸續落戶在自貿區發展，也有青年開始在前海創業。高燕認為，這一切反映中總在其中有着重要角色。她續指，中央一直支持香港發展經濟，內地與香港簽署的各項經貿合作協定，均是國家對外開放的最高水平；國家將加快構建全球自由貿易網絡，並支持香港加強與東盟合作。高燕期望香港繼續發揮重要作用，使“一國兩制”健康發展，中總利用自身影響力，促進內地及香港經濟。

### 建構工商聯繫網絡

本會向與內地省市工商機構有密切聯繫，訪京期間代表團亦分別與中國貿促會及中國工業經濟聯合會領導會面。中國貿促會會長姜增偉表示，長期以來貿促會與中總合作卓然有成。新形勢下，雙方應把握機遇，深化合

作內容，拓寬合作領域，為促進內地與香港經貿交流發展作出更大貢獻。會面期間，貿促會亦與中總簽署了兩機構全面加強戰略合作備忘錄。

中國工業經濟聯合會會長李毅中指出，“一帶一路”國際合作高峰論壇剛落下帷幕，中總訪京正值其時。“一帶一路”重大倡議不僅為內地帶來發展機遇，也使香港站於發展新起點。香港在金融投資、貿易航運、現代服務和跨國人才等領域有着深厚的積累，通過與“一帶一路”建設的融合，既能發揮香港的專業優勢，也能為香港經濟發展提供新的動力。希望雙方未來更加緊密合作，為服務國家“十三五”規劃、“一帶一路”建設、內地和香港的經濟繁榮發展有更多貢獻。📍



王欽敏（右）  
Wang Qinmin (right)



高燕（左一）  
Gao Yan (first from left)

The delegation to Beijing also visited several central government ministries and commissions as well as industrial and business organizations to exchange views on trade, society, livelihood and youth training in the Mainland and Hong Kong.

### Hong Kong expected to board express train of national development

Hong Kong's industrial and business community will have more opportunities for development as the construction of the "Belt and Road" initiative and the Guangdong-Hong Kong-Macau Greater Bay Area progresses. **Qiu Yuanping, Director of the Overseas Chinese Affairs Office of the State Council**, said that Hong Kong people should take full advantage of Hong Kong's evidently privileged location as it is connected to the Mainland as well as the rest of the world. Qiu also talked about the key measures of the Overseas Chinese Affairs Office to assist in the "Belt and Road" initiative. She disclosed that the second World Overseas Chinese Industry and Commerce Convention held in mid-June would focus on promoting the establishment of a "Belt and Road" Chinese business organization network, a cross-border e-commerce alliance and various demonstration bases. Qiu hopes that the broad mass of the Hong Kong industrial and business community,

including the Chamber, will actively participate in the country's development and construction.

A new government is about to take office as we welcome the 20th anniversary of Hong Kong's reunification with the Motherland. **Zhang Yijiong, Executive Deputy Head of the Central United Front Work Department**, looks forward to Hong Kong's communities working together to develop the economy and improve people's livelihood. He believes that Hong Kong is standing on a new starting point and hopes that the Chamber's delegation to Beijing will bring back the Central Government's regard and care to Hong Kong and actively create a good social atmosphere and establish a model of loving the country and Hong Kong. At the same time, Hong Kong should capture the opportunities arising from the development of the Guangdong-Hong Kong-Macau Greater Bay Area and get on board the express train of national development, striving to create the brilliance as the Pearl of the Orient.

Over the years, many of the Chamber's members have served as CPPCC National Committee members or provincial CPPCC members. **Geng Huichang and Lou Zhihao, Deputy Director of the CPPCC National Committee's Panel on Hong Kong, Macau, Taiwan and Overseas**

**Chinese Affairs**, received the delegation. Geng affirmed the Chamber's efforts and pointed out that the Committee has always been very concerned with Hong Kong's role in the development of the Guangdong-Hong Kong-Macau Greater Bay Area and the "Belt and Road" initiative. He believes that Hong Kong's good economic performance has set a good example for "One Country, Two Systems". In addition, when discussing the social situation in Hong Kong in recent years, he mentioned that youth is very important to the future. He believes that Hong Kong's young people should read more about history to strengthen their national pride, with a view to having the torch passed down. Geng pointed out that Hong Kong's young people will be able to enhance the overall strength of the region if they have a proper understanding of the country.

### Economic and trade integration is imperative

**Wang Qinmin, Vice Chairman of CPPCC and Chairman of the All-China Federation of Industry and Commerce (ACFIC)**, believes that the Hong Kong industrial and business community should have confidence in "One Country, Two Systems" and work together with the Mainland to develop the market under the "Belt and Road" initiative. During the

meeting, he also briefed the delegation on the work of ACFIC in the past two years. He believes that as Hong Kong has strong advantages in modern services, finance and logistics, it has the dual role of “bringing in” and “going global” in the “Belt and Road” initiative. He hopes that Hong Kong will fully link up with Mainland enterprises to participate in the relevant construction. In addition, both parties discussed other topics such as the development of young entrepreneurs in both places and strengthening cooperation between ACFIC and the Chamber.

**Gao Yan, Vice Minister of Commerce**, believes that in this key moment of the 20th anniversary of reunification, the Chamber is an important force promoting economic and trade cooperation between the two places. Mentioning that the recent Belt and Road Summit has been fruitful, she expects it to bring endless opportunities for the Hong Kong business community. At the same time, many Hong Kong enterprises are expanding into the free-trade zones, while some young people are beginning to start businesses in Qianhai. Gao believes all these show that the Chamber has an important role to play. She added that the Central Government has always been supporting Hong Kong’s economic development, and the various economic

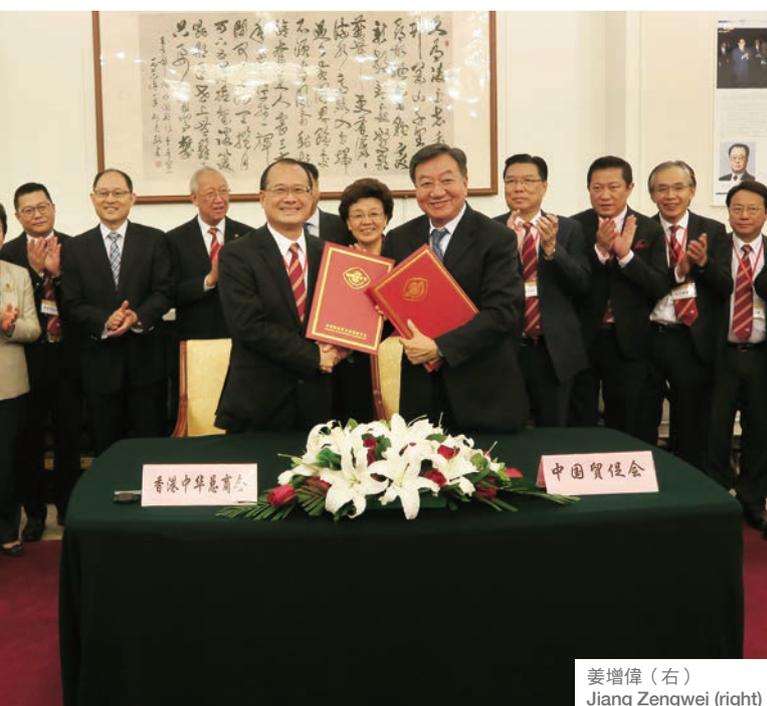
and trade cooperation agreements signed between the Mainland and Hong Kong are the most generous ones as the country is opening up to the rest of the world. The country will accelerate the construction of a global free trade network and support Hong Kong to strengthen its cooperation with ASEAN. Gao hopes Hong Kong continues to play an important role in enabling the healthy development of “One Country, Two Systems” and the Chamber uses its influence to promote the economy of the Mainland and Hong Kong.

### Establish industrial and business networks

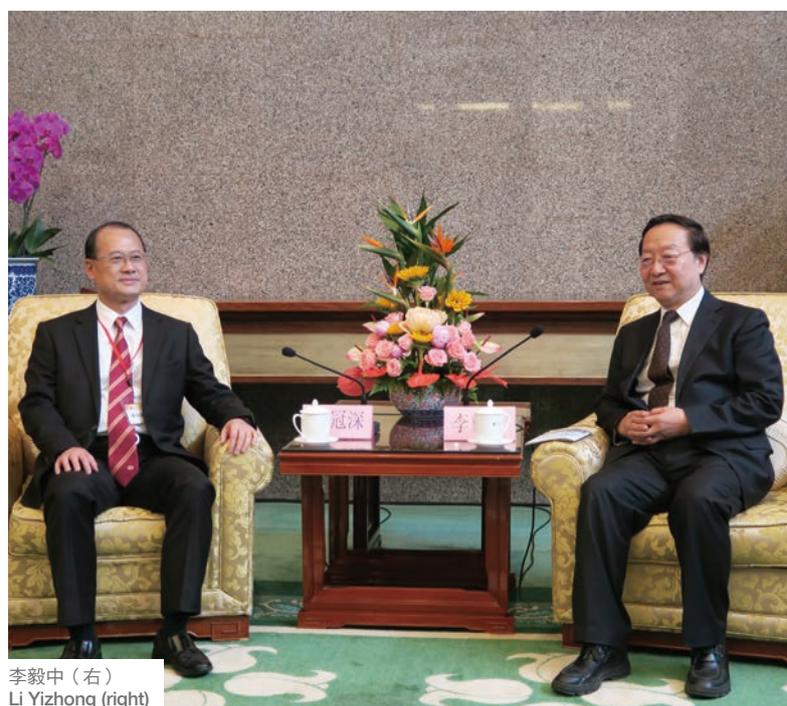
The Chamber has always maintained close ties with the industrial and commercial organizations of the Mainland’s provinces and cities. During the visit, the delegation also met with the leaders of the China Council for the Promotion of International Trade (CCPIT) and the China Federation of Industrial Economics (CFIE). **Jiang Zengwei, Chairman of CCPIT**, said that the long-lasting collaboration between CCPIT and the Chamber has made remarkable achievements. Given the new situation, both parties should capture the opportunities to deepen cooperation and broaden the areas of cooperation to make a greater contribution to promoting economic and trade exchange and development between the Mainland and Hong Kong.

During the meeting, CCPIT also signed a memorandum of understanding on strategic cooperation with the Chamber.

**Li Yizhong, Chairman of CFIE**, pointed out that the Chamber visited Beijing while the Belt and Road Forum for International Cooperation just came to an end. The major “Belt and Road” initiative not only brings development opportunities for the Mainland, but also enables Hong Kong to stand at a new starting point for development. Hong Kong has considerable experience in various fields like financial investment, trade, shipping, modern services and transnational personnel. Through integrating with the “Belt and Road” construction, Hong Kong can build on its professional strengths and provide new impetus for economic development. He hopes that CFIE and the Chamber will cooperate more closely to make a greater contribution to the country’s 13th Five-Year Plan, the “Belt and Road Initiative”, and the economic prosperity and development of the Mainland and Hong Kong. 🌀



姜增偉（右）  
Jiang Zengwei (right)



李毅中（右）  
Li Yizhong (right)

# 潛力乍現 非洲蛻變

## Africa Shows Potential As It Transforms

所謂“世界是平的”，在全球化浪潮下，國與國之間經濟疆界日漸消弭。例如中國在非洲投資經年，未來可有收成？香港又可如何應對？

As the saying goes, “the world is flat”. Economic borders between countries are being swept away by the wave of globalization. For example, after years of investments in Africa, can China reap any benefits in the future? And how should Hong Kong respond?





### 珠海學院一帶一路研究所所長 陳文鴻

Thomas Chan,  
Director of the One Belt One Road  
Research Institute at Chu Hai  
College of Higher Education

**在** 中國提出“一帶一路”倡議之前，非洲是中國對外援助的一個重心，但援助以外的投資有限。2015年是一個大轉折點，但在此前中國在非洲的總體投資仍屬可觀。雖然非洲相對落後，且戰亂頻仍，歐美殖民主義使之成了“黑暗大陸”。但中國及其企業並沒有因而捨棄非洲，並成為當地資金重要來源。

#### 中國是非洲主要資金來源地

單以較重商業性質的貸款來看，從中國進出口銀行的數據顯示，在2000年至2015年共達630億美元的貸款額，分佈非洲所有54個國家。美國的進出口銀行同期提供的貸款只有170億美元，且限於五個國家，政治與軍事因素極為明顯。

#### 中美援助心態大不同

2015年，國家主席習近平宣佈將投放600億美元資助非洲興建新的重大基建投資項目，其中耗資逾十億美元，由非洲東北國家吉布提至埃塞俄比亞首都阿迪斯阿貝巴的鐵路在2016年已落成通車，由此開啟了吉布提港的發展，及由阿迪斯阿貝巴連接西非、中

## 香港應把握非洲當起之勢

非鐵路連接的新發展。此外，坦桑尼亞與肯尼亞的海港與鐵路亦由中國資助，貫通中非，推動印度洋與大西洋的兩洋連接。一如“一帶一路”倡議所強調，基建交通先行。當地區之間往來更為方便之時，製造業、服務業的投資與貿易亦可與時並進。

美國在非洲的投資是政治先行，往往以本身政治標準和要求強加別國。如今年五月，美國便以貪污嫌疑為名，中斷給予肯尼亞衛生部的部分資助。反之，中國則不理會當地政府的內政，一心資助。國際貨幣組織亦指中國在非洲的投資，並不根據當地法治程度而取捨。此舉或許帶來投資風險，但對當地的發展卻有莫大幫助，特別是戰亂和落後地區。如上述所指，習近平提出的600億美元資助，目標是推動非洲各地本土經濟發展，非為企業最大利潤，也不是利用資助來干預當地政治，這與歐美新舊殖民主義和跨國公司的投資大相逕庭。

埃塞俄比亞是非洲人口第二大國，也是最貧窮國家之一。經歷內戰之後，雖然石油礦產出口港口欠奉，卻在過去十年每年經濟增長達10%，中國在當地的投資起一定作用。而於2016年開通的吉阿鐵路，中國未必容易收回逾十億美元的貸款，卻使埃塞俄比亞擁有一條貫通到港口的現代鐵路，並將可循中方資助的鐵路進一步伸延，南下肯尼亞、東非、中非，西往西非。

#### 未來非洲人口紅利可觀

隨着其他地方經濟趨向減緩乃至衰減，預料非洲將成為全球高增長地區。據聯合國資料，撒哈拉沙漠以南的非洲地區，在2035年新增勞動人口會超越全球所有國家新增數。2025年，非洲25歲以下的人口佔全球四分之一。人口紅利將於2035年之前十年開始體現出來。中國在非洲的大規模基建投資，正是把未來的人口紅利經濟效益擴大地和提早爆發出來。

非洲聯盟在2012年規劃時指出，2040年前非洲基建將達3,600億美元，非洲各國自籌的只能達到300億美元。中國在2015年底提出的600億美元資助會是第一批，在600億美元以後還有後續，包括有100億美元中非產能合作基金可循環使用。這些數目亦不包括中國企業的商业投資。



中國將會是非洲基建與產業發展的最大投資者，也應該是非洲人口紅利形成的世界工廠巨大經濟效益的最大得益者。

非洲的發展機會巨大，在今後數年間中國資助建設的鐵路、海港完成之後，非洲各國連成一體，通過海港和銜接的鐵路也連接上中國的海上絲綢之路，北上地中海，東北往伊朗、波斯灣、印巴，以至東南亞，整個地緣位置格局都會從根本轉變。

### 香港部署對應之法

從企業而言，一如“一帶一路”的整體倡議，香港企業應跟隨中央政府的基建進入沿線國家的市場。由於香港缺乏對非洲國家的關係與認識，重點應是貿易與服務，如借助華為等中國品牌手機在非洲建立的通訊網絡和用戶基礎，進一步提供附加值服務；又如吉布提港正力爭成為東非的新加坡，建設港口經濟的各種硬件、軟件，香港企業都有可為。

其次是培訓人才。香港可以在航空學院、鐵道學院協助非洲培養有關技術與管理人員。各大專院校也應開設有關於非洲發展的課程，從知識與人才方面建立起與非洲的聯繫。

香港企業與政府應更重視長遠的發展規劃，特別是教育與人才培訓，不要落後於需要，並期望香港企業能跟隨中央政府的投資，在吉布提、埃塞俄比亞及肯尼亞等進入非洲大陸的市場，開啟香港與非洲由商貿至其他的連鎖關係發展。



隨着其他地方經濟減緩或衰退，預料非洲成為全球高增長地方。  
Africa will be the world's strong growth region with growth in the rest of the world slowing down or even becoming negative.



香港鞋業總會會長梁日昌

Frank Leung,  
President of the Federation of  
Hong Kong Footwear

**梁**日昌屬本港開拓非洲業務的先驅，早於2009年已到埃塞俄比亞設廠。他形容埃塞俄比亞為工業處女地，因為當地工業意識薄弱，未有十分成功的大型工業。他於當地設廠，把原材料加工至半製成品和成品，產品主要銷往美國。

### 原材料和勞動力適合發展

梁日昌認為，“走出去”的企業家須認清自己於當地發展的原因：“你想要甚麼？資金？廉價勞動力？原材料？”首次踏足埃塞俄比亞，他就被當地的優質羊皮吸引。他表示，埃塞俄比亞屬於高原地勢，氣候乾燥，羊身上沒甚麼跳蚤，皮的質量極佳。同行許多意大利商人都從當地購入原材料進行加工，製造皮革用品。隨着業務拓展，2009年他決定投資億元，包攬上游原材料批發生產，實現一條龍產業。

廉價勞動力亦是梁日昌考慮因素之一，不過埃塞俄比亞勞動力雖然可觀，但他坦言當地勞工積極性較低：“中國是農業社會，重時令，具紀律；埃塞俄比亞以牧羊為主，生活節奏緩慢，積極性亦相對薄弱，這是當地文化的一部分。剛開始時，員工都

## 開發非洲工業處女地

是日落歸家，加班無望。但自從當地引進廉價手機，成為他們的重要消費產品後，他們有了賺錢的動力，便願意留下來加班了。”

**基建和制度落後 建立商譽需時**作為“開荒牛”，不少問題有待解決。從敲定興建工廠開始，地域局限便是運輸上一大挑戰。當年梁日昌把機器從內地運到埃塞俄比亞，足足花了半年時間，而且埃塞俄比亞是高原地

帶，運輸需要翻山越嶺，基礎設施亦簡陋，增添不少麻煩。

不過比起基建的落後，制度的落後對投資者而言帶來更多不便。梁日昌笑言：“即使只是更新牌照，我也要親身前往當地，在窗口排隊處理。”專業服務亦同理，香港很多服務之間每有連繫，可以一站式辦妥，但在當地每項服務都要獨立處理，比較繁複耗時。可幸非洲國家打擊貪污有功，行政尚算清廉。



梁日昌指出，進軍異地的最大難度其實是重新建立商譽：“在我們設廠前，非洲沒有任何鞋廠，專業買手見生意‘無跡可尋’，擔心不能準時交貨，寧可找其他貨源。因此要說服客戶向我們購買第一批貨，困難重重卻也最為重要。”

### 進口帶動外交

對於內地近年外交活躍，“走出去”多年的梁日昌認為，進口是帶動外交的軟實力：“美國沒有太多境外基建投資，不像中國到處給人建鐵路。但美國讓他國免稅進入她的市場已是天大‘恩賜’，這種用經濟帶動外交的

手腕，值得中國學習。在中非的開發和合作中，中國宜開放市場，製造雙邊貿易，互惠互利。”

中國“走出去”與歐美國家當年往內地設廠同出一轍。梁日昌認為，在獲得經濟與外交便利以外，也要注重當地環境保護：“環保是現在一個重要議題，中國作為大國，應該設立法例保障當地資源和環境。”

### 當地華商相互照應

本港企業投資進軍其他國家，或會擔心當地的排華情緒，梁日昌則指出，排華的政治風險的確存在，但非洲人

也不敢貿然針對華人。他建議，準備探索非洲的企業家要做足準備功夫，先與當地的華人商會溝通，需要時也可找到援手。

梁日昌於埃國發展順利，但除了自己的生意，他亦希望可帶動當地的發展：“開發埃塞俄比亞對我來說很有價值，我感覺這裏需要我。我希望用十年時間，不只讓非洲出產的貨物帶到世界各地，更讓當地的貿易環境如已發展國家般繁盛。”



廉價勞動力固然吸引，但埃塞俄比亞工人積極性較低。  
Cheap labour is attractive but Ethiopian workers lack enthusiasm.

新華社 Xinhua



## Hong Kong should take advantage of Africa's swift rise

**B**efore China put forward its “Belt and Road” initiative, Africa was a focus of its foreign aid, but investments were limited beyond the aid. 2015 was a big turning point, although China's overall investment in Africa was still considerable prior to this.

### China is the main source of capital for Africa

In terms of loans of a relatively commercial nature alone, such as those from the

Export-Import Bank of China, a total of USD63 billion were granted between 2000 and 2015, covering all 54 African countries. Over the same period, the Export-Import Bank of the United States granted only USD17 billion in loans and was limited to five countries. Political and military factors were obviously the main considerations.

### China and the US have radically different mindset towards aid

In 2015, President Xi Jinping announced that China will spend USD60 billion on funding Africa's new major infrastructure investment projects, with the priority given to transport infrastructure as emphasized by the “Belt and Road” initiative. And as transportation between regions is

becoming more convenient, investments in the manufacturing and service industries will go hand in hand with trade.

The United States' investments in Africa are driven by politics and it often forces other countries to accept its political standards and requirements. The International Monetary Fund pointed out that China's investments in Africa are not dependent on the degree of rule of law in a particular country. While this may lead to investment risks, it greatly helps local development. The USD60 billion in funding proposed by Xi in December 2015 is for promoting local economic development of different countries in Africa, which is very different from the old and new US/European



colonialism and multinational corporations' investments.

For example, after experiencing a civil war, Ethiopia managed to achieve an annual economic growth of 10% in the past decade even though it has no oil or mineral resources and lacks export ports. China's investments in Ethiopia had played a substantial role.

### **Africa's future demographic dividend will be considerable**

Africa will be the world's strong growth region, with growth in the rest of the world slowing down or even becoming negative. According to the United Nations,

Africa's demographic dividend will become apparent in the decade before 2035. China's large-scale infrastructure investments in Africa will precisely enable the future economic benefits brought by the demographic dividend to accrue earlier and more substantially.

According to the African Union's 2012 plan, infrastructure in Africa would reach USD360 billion by 2040, but the African countries could only raise USD30 billion by themselves. The USD60 billion in funding proposed by China in late 2015 was just a start, with more to come. Subsequently, the USD10 billion loan granted by the China-Africa Fund for Industrial Cooperation can be redrawn. These figures do not even include the business investments from Chinese enterprises. China will be the largest investor in Africa's infrastructure and industrial development. It should therefore also be the biggest beneficiary of the huge economic benefits when Africa's demographic dividend translates into the world's factory.

Africa's development opportunities are huge. In the next three to five years, when the China-funded construction of railways and harbours are completed and link the African countries together as an integrated whole, the entire geopolitical landscape will change fundamentally.

### **How Hong Kong can respond**

From the perspective of doing business, Hong Kong enterprises should follow the Central Government's infrastructure investments to enter the markets of the various African countries, with the focus on trade and services. Take the example of various hardware and software for building a port economy, Hong Kong enterprises can contribute much.

The next is personnel training. Hong Kong can assist Africa in training related technical and managerial personnel at the Aviation Academy and the MTR Academy. Tertiary institutions should also run courses on the development of Africa in order to establish ties with Africa in terms of knowledge and personnel.

Hong Kong enterprises and the Government have never had a long-term development plan. For example, they often lag behind the need for education and personnel training. However, they will act quickly once business opportunities

emerge. Hopefully, Hong Kong enterprises can follow the Central Government's investments and kick off the development of Hong Kong's relations with Africa in trade, commerce, as well as other ensuing areas.

## **Exploring the Industrial Virgin Land of Africa**

Frank Leung is a pioneer in opening up the African market, having established a factory in Ethiopia back in 2009. He describes Ethiopia as an industrial virgin land. Industry awareness is low and no major industry is very successful yet. His factory there is engaged in raw material processing, and the semi-manufactures and manufactures are exported mainly to the US.

### **Raw materials and labour supply encourages development**

Leung feels that entrepreneurs wishing to "go global" must first ask themselves why they want to develop business there. "What is it that you want? Capital? Cheap labour? Or raw materials?" He was attracted by the quality sheepskin of Ethiopia when he first visited the country. He explains that Ethiopia is plateau terrain and the climate is dry. Therefore, sheep seldom have flea problems, which translates into premium sheep leather. Many fellow footwear manufacturers from Italy are buying raw materials in Ethiopia to make leather goods. As his business expanded, he decided on a major investment of \$100 million in 2009 to build an integrated business chain that includes upstream wholesale and production of raw materials.

Cheap labour is also a consideration, yet Leung admits that Ethiopian workers lack enthusiasm. He said, "China is an agricultural society where seasonality and discipline are important, whereas in Ethiopia where sheep farming is the main livelihood, the pace of life is slow and workers are relatively unenthusiastic. It is part of the local culture. In the beginning, workers went home at sunset and there was no way to get them to do overtime. However, since cheap mobile phones became available, these new and important consumer products have created an incentive for working overtime."

### **With backward infrastructure and systems, building goodwill takes time**

As a trailblazer, Leung had to address a host of issues. Starting with the decision to set up a factory, he faced great transportation challenges due to geographical limitations. It took him six months to ship machinery from China to Ethiopia, where transport across highlands and inadequate infrastructure added difficulty.

However, relative to backward infrastructure, backward systems cause even greater inconvenience to investors. Leung laughingly said, “I have to fly over there in person and queue in front of the service window just to renew my license.” Professional services are similar. Unlike Hong Kong, where services are well-connected and you can get everything done in one go, all services are handled independently in Ethiopia, which is more complicated and time-consuming.

Leung says the biggest challenge of all in making a foray into a foreign market is

establishing goodwill. “There was no shoe manufacturer in Africa before we set up our factory. With no traceable track record, professional buyers were worried that we could not deliver on time. Persuading clients to place the first order was therefore very difficult but had milestone significance.”

### **Import promotes diplomacy**

China has been very active diplomatically in recent years. According to Leung, who has “gone global” for years, import is a soft power that promotes diplomacy. “The US has limited overseas infrastructure investment, and allowing foreign countries duty-free access to her market is already a huge ‘favor’. This economic-driven diplomatic approach is worth learning for China.”

By “going global”, China is taking the old path of Western countries who set up factories in the Mainland in the past. Leung feels that while seeking convenience and benefits on the economic and diplomatic fronts, it is vital to protect the environment. “Environmental protection is an important issue today and China as a major power

should have adequate legislation in place to protect overseas resources and environments.”

### **Mutual support between Chinese traders**

Hong Kong businesses investing overseas may be worried by anti-Chinese sentiments. Leung points out that while anti-Chinese political risks exist, Africans would not rashly take hostile actions against Chinese people. He suggests entrepreneurs wishing to invest in Africa establish contact with the local Chinese chambers of commerce, so that they would have a channel of assistance if needed.

Leung’s business is developing smoothly in Ethiopia. While striving for business growth, he would also like to promote development of the country. “Helping Ethiopia develop is a meaningful cause to me. I feel I am needed here, and I hope in ten years’ time to introduce African goods to all parts of the world and create a favorable trading environment that is as vibrant as the developed world.” 



## 參與舉辦中越經貿合作論壇 Co-organizing Vietnam-China Economic-Trade Cooperation Seminar



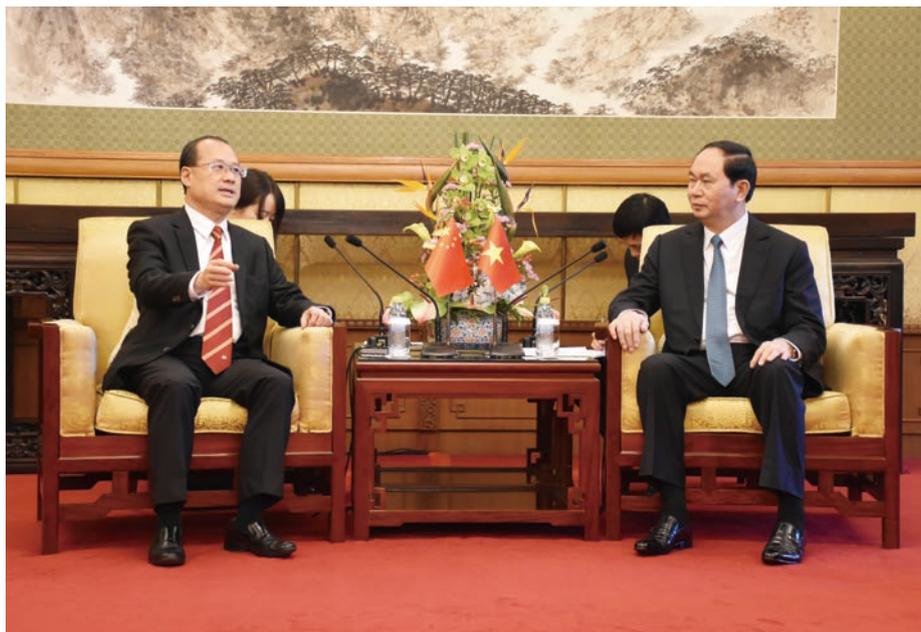
陳大光 Tran Dai Quang

汪洋 Wang Yang

蔡冠深 Jonathan Choi

本會早前於北京與中國商務部、越南計劃投資部、中國貿促會等舉辦“2017中國-越南經貿合作論壇”，越南國家主席陳大光、國務院副總理汪洋於論壇開幕式上發表主旨演講，越南副總理王庭惠及中越商貿官員並介紹兩國經貿合作情況及前景。論壇舉辦期間，陳大光並與本會會長蔡冠深會晤。

With the China's Ministry of Commerce, Ministry of Planning and Investment of Vietnam and the China Council for the Promotion of International Trade, the Chamber co-organized “2017 Vietnam-China Economic-Trade Cooperation Seminar”. **President of Vietnam Tran Dai Quang** and **Vice-Premier of the State Council Wang Yang** delivered keynote speeches while **Deputy Prime Minister of Vietnam Vuong Dinh Hue** and officials of commerce and trade introduced the cooperation situation and prospects of commerce and trade between two countries. During the hosting of the Seminar, Tran met with **the Chamber's Chairman Jonathan Choi**.



**論** 壇於釣魚台國賓館舉行，汪洋表示，近年中越關係發展勢頭良好，中國成為越南最大的貿易夥伴，而越南首次成為中國在東盟的最大貿易夥伴。中方願與越方加強發展戰略對接，提升貿易層次，擴大產能與投資合作，深化教育、衛生、文化、農業、旅遊合作。

陳大光表示，中國作為世界第二大經濟體，在國際經貿合作中發揮的作用越來越大，今後越南將繼續改善貿易投資環境，藉助“一帶一路”倡議的契機，吸引更多的中國企業往越南投資興業。

蔡冠深主持論壇全體會議並致辭，他認為越南作為海上絲綢之路的重要一站，在推進“一帶一路”建設擔當重要角色。香港也是國際金融中心，在促進中越及區域合作發揮著“聯繫人”的功能，也可扮演“投資者”和“經營者”角色。他強調，本會一直關注“一帶一路”發展，並積極推動香港、內地、以及包括越南在內的東盟國家加強往來。

出席論壇的中國商務部副部長錢克明、越南計劃投資部部長阮志勇分別介紹兩國貿易發展最新情況及相關政策。王庭惠、阮志勇、越南工貿部部長陳俊英並與多名內地及香港企業家交流，介紹越南在能源、農產品及文化創意產業等方面的發展及合作前景。論壇上，中越兩國八家企業簽署合作協議。

論壇後，蔡冠深與陳大光會晤，雙方就中越投資、經濟及文化等議題交流。

**T**he Seminar was hosted in Diaoyutai State Guest House. Wang Yang said the Vietnam-China relationship is flourishing. China has become the largest trading partner of Vietnam while Vietnam has become the largest trading partner of China among ASEAN countries for the first time. China was willing to strengthen the cooperation with Vietnam, in order to strengthen trade, production, investment, education, health, culture, agriculture and tourism.

Tran said the role of China, as the world's second largest economy, will be more significant in international economic and trading cooperation. Vietnam will keep on improving trading and investing environment. By making use the chance from the “Belt and Road Initiative” (B&R), it is hoped that more Chinese enterprises will invest or start businesses in Vietnam.

Choi hosted the seminar and delivered speech. He said the role of Vietnam, as an important stop of Maritime Silk Road, will be significant in the establishment of B&R. At the same time, as an international financial center, Hong Kong acted as a “connector” during cooperation among China, Vietnam and other countries in the region. Choi emphasized that the Chamber always pays attention to the developments of B&R and fosters communication between Hong Kong, the Mainland and the ASEAN countries including Vietnam.

Also attended the Seminar included **Vice Minister of Commerce of China Qian Keming** and **Minister of Planning and Investment of Vietnam Nguyen Chi Dung**, who introduced the recent situation of trade and the related policies in two countries. Vuong, Nguyen and **Minister of Industry and Trade of Vietnam Tran Tuan Anh** met with some entrepreneurs from the Mainland and Hong Kong for introducing the prospects of the industries including energy, agricultural products and cultural and creative. During the Seminar, eight enterprises from China and Vietnam signed cooperation agreements.

During the hosting of the Seminar, Tran met with Choi for discussing issues concerning China and Vietnam, including investment, economy and culture.



## 網上營商學問多

### Many Things to Consider for Online Business

香港具有先進科技基建、世界前列的手機滲透率及互聯網傳輸速度，具備了互聯網經濟的發展條件。在這新興浪潮下，相關知識及理論湧現，商家若然視而不見，定必錯失先機。

With an advanced technology infrastructure and among the world's highest mobile phone penetration rates and Internet transmission speeds, Hong Kong is well placed to develop an Internet economy. As relevant knowledge and theories emerge in this fresh wave, businesses will lose the initiative and opportunities if they are to turn a blind eye.

**2017** 國際 IT 匯早前舉行，展示香港在創新及科技領域的成就。“互聯網經濟峰會”乃其中一項活動，邀請國際和本地 60 多位資訊及通訊科技專家和業界領袖，分享互聯網經濟的全球趨勢、機遇和發展。其中“商會論壇”環節本會為籌辦機構之一，旨在協助工商界更了解香港及世界各地電子商貿的最新發展及成功的營商模式。

### 電子商貿的創新策略

零售業近年挑戰甚鉅，愈來愈多消費者習慣網上購物，使營商者不得不思考如何以迎合轉變。**亞馬遜 AWS 全球副總裁及大中華區執行董事容永康**表示，一場數字化變革正在全球發生，亞馬遜網上服務的客戶也愈來愈多大中型企業級客戶，其中採用了亞馬遜的雲服務後，將原來幾十個數據中心縮減至幾個，成本大大降低。現在，亞馬遜網上服務向分佈在全球 190 多個國家的上百萬客戶提供雲基礎設施平台服務，雲計算日漸變成企業創新的驅動力。

善用雲計算統計數據好處不少，例如可以將廣告置於更具針對性的位置，效力更彰。**Facebook 大中華區電子商貿行業總經理周雁冰**認為在互聯網世代下，經營者應該善用行動社交網絡，切忌拘泥於傳統貿易模式。她又指，社交網絡今已改變行銷人員與消費者的溝通模式。以 Facebook 為例，每月有 14 億人活躍使用。行銷人員只須善用原本已經熟悉的行銷工具，就可以在同一個平台鎖定其他國家的目標消費者，大幅降低進入新市場的學習成本及風險。

### 成功轉型 經驗可鑑

營商者無論新舊，如何在網上突圍而出如今已成無法迴避的重要課題。他們在網絡世界櫛風沐雨，結果贏得消費者青睞的經歷實在可堪借鏡。**香港電視網絡有限公司主席王維基**透露，兩年前為宣傳 HKTV mall，曾經斥資逾 1,500 萬元在港鐵站內刊登廣告，成效卻未如理想。他形容當時自己好

大喜功，想法守舊。反觀目前，廣告預算只為 800 至 1,000 萬元，但透過社交媒體針對不同客戶群宣傳，每日訂單量按年增長三倍。三個月前於海怡半島開設一所約 400 方呎的實體店，每星期展示一種貨品的多個牌子，公司於區內的銷售額隨即急升六倍。

傳統行業或場所，亦紛紛在網絡一展拳腳，拓闊客源。**香港機場管理局首席資訊主管卞家振**表示，零售對機場來說十分重要，因為機場超過一半的收入來源於此。他透露，機管局今年年中會開始推出網上購物平台，方便旅客在有限的時間內在網上購物，並選擇於機場取貨或送貨到指定地方，盼此舉可以方便乘客，同時增進收入。**周生生珠寶金行有限公司全渠道發展總經理周嘉穎**亦指，周生生早在 2000 年成立官方網上平台，去年電商營業額更達九億元，其中在內地的電商業務佔總營業額一成。但她強調，電商之存在非為搶佔線下生意，反而是用來吸引更多客人到線下購物。

### 線上支付新發展

如何支付，是網上營商中實務一環。隨着網上商戶日多，五花八門的支付方式亦於近年陸續出現。**八達通控股有限公司行政總裁張耀堂**指，八達通推出已有 20 年，一直使用的 NFC 非接觸線下付款方式，至今天仍然廣為手機採用。針對目前線上支付熱潮，他透露八達通未來會走線上線下混合支付模式，以期更能方便消費者。

至於在內地，“錢方好近”則整合了包括微信及支付寶在內的網絡服務，創造出一個兼顧支付與營銷的多功能收款工具。“錢方好近”海外聯合創始人**梁生光**形容新零售是由實體店帶動線上平台，由以往廠商或品牌商主導生產貨物，轉變成現在為客人度身訂做的生產模式。料隨着銷售模式逐漸去中介化，將來可能會發展成“由廠商直接到消費者”的零售模式，流動錢包將大有前途。



放眼亞洲，**AsiaPay** 行政總裁**陳永祥**則指東盟國家的電商潛力頗為巨大，當地愈來愈多消費者已有網上購物的準備，故線上支付的需求亦日益提升。不少東南亞政府支持相關發展，銀行亦合作提供跨行支付等服務，使消費者更為便於使用相關服務。

### 先付後製的眾籌概念

在香港地產市場，“樓花”買賣已行之多年，港人不會陌生。至於在網絡世界，概念類似的“先付費後製作”網上大眾籌資亦逐漸盛行。**Indiegogo 戰略總監 Sandy Diao**認為要能吸引支持者，必須確保貨品有市場，而且定價合宜。配合完善銷售計劃，面對目標顧客能夠準確傳達產品訊息，才有機會募集充足資金。**先思行集團有限公司營運總裁蘇智恒**根據自己成功籌集資金的經驗，指出眾

# Internet Economy Summit 2017 Forum: Forging Ahead with Doing Business Online 17 互聯網經濟峰會「商會論壇：網上營商攻略」



籌是個測試創新意念是否理想可取的平台，但他提醒創業者必須注意在實踐計劃之時，由設計、宣傳以及大量行政工作等隨即須同時執行，故對此必須有心理準備。

亦有公司為初創產品提供認證，使投資者更放心投資。艾睿電子亞太有限公司策略性垂直市場區域總監尹俊民分享經驗指出，初創產品備有認證的話，可以更容易募集資金。透過適當的諮詢及協助，初創企業亦可大幅節省金錢與時間。曾經成功籌集資金推出產品，協助音樂人發佈歌曲的科韻動力有限公司創辦人及行政總裁鄒健宏認為研發者最好備有完整計劃書，並且有信心做到有關產品才開始集資，否則失去眾籌的意義。👉

**T**he Internet Economy Summit was one of the activities during the International IT Fest 2017 held recently. More than 60 international and local information and communications technology experts and industry leaders were invited to share their views on the global trends, opportunities and developments of the Internet economy. Among them, the Chamber was one of the organisers of the Chambers Forum.

### Innovative strategies of e-commerce

In recent years, the retail sector has faced huge challenges as more consumers become accustomed to online shopping. **Alex Yung, Corporate Vice President and Managing Director of AWS Greater China**, said that a digital revolution is happening around the world. After switching to Amazon's cloud services, AWS's medium- and large-sized enterprise customers have cut costs significantly by reducing their data centers from a few

dozens to just a few. Cloud computing is increasingly becoming the driving force behind enterprise innovation.

Many benefits can be derived from using cloud computing to compile data, such as placing ads in more targeted locations to make them more effective. **Nicole Chou, Head of e-Commerce for Greater China at Facebook**, believes that in the Internet era, businesses should make good use of mobile social networks and not rigidly adhere to the traditional model of commerce.

### Insight can be drawn from successful transformation

How can businesses, both new and old, stand out online? **Ricky Wong, Chairman of Hong Kong Television Network Limited**, revealed that after spending more than HKD15 million on advertising in MTR stations to promote HKTV mall two years ago, results had not been satisfactory. They then changed to targeting different



customer groups through social media, and daily orders grew threefold year on year.

Traditional industries or venues have also started to flex their muscles on the Internet to broaden their customer base. **Andy Bien, Chief Information Officer of Airport Authority Hong Kong**, disclosed that the Airport Authority will launch an online shopping platform for travelers in the middle of this year. Travelers can choose to pick up their purchases at the airport or have them delivered to a designated location. He hopes this can increase revenue. **Genevieve Chow, General Manager of Omni-channel Development at Chow Sang Sang Jewellery Company Limited**, also pointed out that Chow Sang Sang set up its official online platform as early as in 2000. However, she stressed that the existence of e-commerce is not to cannibalize offline business; instead, it is used to attract more customers to shop offline.

### New developments in online payment

How to pay is a practical aspect of online business operations. A wide variety of payment methods have appeared in recent years as online businesses increase. **Sunny Cheung, Chief Executive Officer**

**of Octopus Holdings Limited**, said that the offline NFC contactless payment method that Octopus has been using is still widely in use on mobile phones today. He revealed that Octopus will adopt a mixed online-offline model in the future in order to provide more convenience for consumers.

As for the Mainland, QFPay has consolidated its online payment services. **Will Leung, Co-Founder of QFPay Overseas**, expects that with sales models shifting towards disintermediation, the “manufacturer to consumer” retail model may emerge in the future, leading to great prospects for mobile wallets.

Taking a broader view and looking at Asia, **Joseph Chan, Chief Executive Officer of AsiaPay Group**, pointed out that e-commerce has great potential in ASEAN countries where increasingly more consumers are prepared to shop online, so the demand for online payment is also increasing.

### The cash-before-production crowdfunding concept

The “cash before production” method of online crowdfunding is also becoming increasingly popular. **Sandy Diao, Director of Strategic Programs at Indiegogo**,

believes that in order to attract supporters, it is important to ensure that there is a market for the merchandise and the merchandise is priced appropriately. They must also be supported by a sound sales plan in order to have a chance to raise sufficient funds. **Kevin So, Chief Operating Officer of AV Concept Holdings Limited**, pointed out that crowdfunding is a platform for testing whether an innovative idea is desirable. Moreover, design, publicity and lots of administrative tasks must immediately be executed at the same time, so we must be mentally prepared.

There are also companies providing certification for start-up products so that investors are less worried about investing in them. **Jacky Wan, Regional Director of Strategic Verticals at Arrow Asia Pac Limited**, pointed out that certified start-up products can make it easier to raise funds. Start-ups can also save much time and money through proper consultation and assistance. **Kenneth Chau, Chief Executive Officer and Founder of iMusicTech Limited**, believes it is best that product developers have a complete plan and are confident in successfully developing the product before starting to raise funds, otherwise crowdfunding will be pointless. 🌀



## 數碼營銷經驗之談

### Sharing Experience on Digital Sales and Marketing

置身網絡時代，互聯網與商業密不可分，但具體如何應用方能搶佔市場？本會青年委員會早前參觀京東全球購及 Google，從中了解電子商務及網上營銷策略，前瞻發展方向。

The Internet is now inseparable from business. But what does it take to seize a share of the market? The Young Executives' Committee of the Chamber recently visited JD Worldwide and Google to gain insight into the strategies in e-commerce and online marketing, and to look at the future directions in these areas.



馬家豪 Felix Ma

## 馬家豪：微信推廣 打入內地

**京**東全球購招商經理馬家豪介紹時表示，京東商城包含第三方平台與自營兩種模式：第三方平台模式是指京東商城邀請商家在京東平台上開設網店，賺取加入平台費用與佣金；自營模式是指京東團隊直接採購熱賣的國外“爆品”，馬家豪稱京東在後者的發展相較其他內地電商更為成熟。京東去年淨收入達375億美元，當中九成以上均來自自營業務。

根據 iResearch、中國互聯網絡信息中心及國家商務部資料，內地目前是全球最大的電商市場，網上購物者人數已超逾四億，銷售上佔內地整體零售數字的14%，潛力驚人。上述電商交易當中的70%透過移動端進行，京東除擁有京東流動應用程式，亦與微信合作，透過微信直接連繫京東平台。馬家豪建議，有興趣打入內地市場的電商，可考慮集中於移動端上發展及推廣，如邀請 KOL 分享品牌產品資訊就是不少公司採用的宣傳手法。

## 跨境電商優惠利發展

京東是中國最大的線上線下零售商，目前擁有2.365億活躍用戶，而合作商家則有12萬。馬家豪解釋，公司業務的快速增長有賴正貨保證帶來的良好商譽，網店開業時必須提供商標文件以證明商品真確，京東方面亦會每三個月進行定期複檢，同時又會派出“神秘顧客”驗證產品的資訊、質量是否相符。京東的另一優勢是龐大的物流覆蓋率，現時公司自家物流團隊已可覆蓋全國90%以上的地域，如果用戶於早上11時前下單購買自營商品，當日即可收到商品。他補充，使用公司專屬的物流團隊可更快把商品交到客戶手上，提供更佳消費體驗，消費者對於平台的信心亦有明顯的提升。

跨境電商是不少電商平台未來的發展方向。馬家豪認為，跨境電商的優勢在於海外商家毋須於當地設有公司即可進行交易，方便、快捷之餘，成本亦可降低；另外，出售的商品只要處於中國海關的正面清單之中，即可享受較為放寬的入口政策，例如優惠稅率等。

## 羅倩敏：Google 作為廣告的媒體平台

Google 以搜尋器起家，現已發展出林林種種的科技業務，全球超過九成網民使用 Google 各種服務。**Google 經銷業務部經理羅倩敏**指出，作為一個公眾使用平台，用戶在 Google 吸收資訊的同時，商家亦可通過平台找到目標客戶，作出針對性的宣傳。

“今天再沒有‘線上’與‘線下’的劃分，因為我們的生活從來都是處於線上。”羅倩敏稱市場營銷亦同此理。有研究發現，每人每日刷手機的次數高達150次，但每次的閱覽時間卻越來越短。利用 Google 等平台找到顧客的機會固然越來越多，但要得到用戶的注意卻也越來越難。

## 重視“微時刻”

羅倩敏形容 Google 善於了解用戶的想法，因為用戶搜尋的往往就是他們此時此刻所需求的事物，如果商家透過 Google 得知用戶想法，自然就能找到向用戶展示商品或服務的最佳時機。總結 Google 的市場數據，最重要是把握到“微時刻”，簡而言之就是在客戶需要你時出現。當客戶在尋找相類似的產品或服務時，倘若於此時出現於他們面前，日後自然較容易讓他們記住。

傳統市場營銷重視客觀環境條件，旨在把訊息傳達到目標客戶群。但羅倩敏指出，透過 Google 技術的進步，技巧可以更為精細。商戶應針對消費者於此時此刻的需求，並提供即時回應，例如當有旅客班機延誤，需要於機場附近找酒店，這就是一個“微時刻”。透過 Google 技術，酒店既可清楚了解他們所屬的群體，亦得知他們此時此刻所需，若能提供協助，自然客似雲來。“微時刻”將是未來商戶進行市場營銷時的重要考慮，在網頁設計、網頁廣告設計上盡可能配合方能相得益彰。🔗

### Felix Ma: Tapping into the Mainland market through WeChat promotion

**D**uring his presentation, **Felix Ma, Business Development Manager (Hong Kong) of JD Worldwide**, highlighted the two business models of the company, namely the third-party platform model and the direct sales model. For the third-party platform model, JD.com invites sellers to set up their online stores on JD's platform, from which the company charges platform joining fees and commissions. The direct sales model, on the other hand, is where the JD team directly introduces “super-hot” products from overseas. According to Ma, the latter model of JD is more mature than other Mainland-based e-commerce operators. Last year, JD.com recorded a net



羅倩敏 Mandy Law

revenue of USD 37.5 billion, in which more than 90% came from direct sales.

According to data from iResearch, the China Internet Network Information Center and the Ministry of Commerce, the Mainland is the world's largest e-commerce market. The number of online shoppers has already exceeded 400 million, and in terms of sales volume, online shopping represents 14% of the total retail sales on the Mainland. The potential is stunning. Amongst all the above e-commerce transactions, 70% were made over mobile endpoints. Ma suggested that e-commerce sellers who are interested in tapping into the Mainland market consider focusing on development and promotion via mobile endpoints. For example, they could engage KOLs to share product information of the brand.

### Preferential treatment of cross-border e-commerce favors development

Currently, JD is China's largest online-to-offline retailer, with 236.5 million active accounts and 120,000 collaborative merchants. Ma explained that the growth of the company's business has relied on the good reputation established through its quality guarantees on genuine goods.

An online store must provide the relevant trademark documents as a proof of the authenticity of the products before store operation can commence. JD also conducts regular quality assurance checks and verify the products through “mystery shoppers”. Another advantage of JD is the massive logistics coverage of the company, whose proprietary logistics team has already covered over 90% of the country. He added that goods are delivered to the hands of the customer more quickly through the company's own logistics team; as a result, a better customer experience is offered.

Cross-border e-commerce is a future development direction for many e-commerce platforms. As Ma puts it, cross-border e-commerce offers international merchants the opportunity to tap into the Chinese market even if they do not have a physical presence in China. The model is not only convenient and quick, it also reduces costs. Besides, as long as the product is on the positive list of China Customs, it could enjoy the benefits of a more relaxed import policy, such as preferential tariffs.



## Mandy Law: Google as an advertising media platform

Google began as a search engine and has now developed a multitude of technology services, with more than 90% of netizens around the world using various services of Google. **Mandy Law, Channel Partner Manager of Google**, pointed out that, as a platform for public use, Google does not only offer users the information they are looking for, but is also helping merchants identify target customers and offer targeted promotion.

“Today, the differentiation between ‘online’ and ‘offline’ is non-existent because we are always online.” Law explained marketing with the same principle. Research findings have revealed that people are now swiping their phones as many as 150 times per day on average. However, the time they spend on reading during each swipe is shortening. While there are certainly more opportunities

to identify customers with platforms like Google, it is also getting more difficult to grasp users’ attention.

### All about “micro-moments”

Law explained that Google is particularly adept at understanding the way their users think because what users search online are often what they need at the moment. This is also the best window of time for merchants to showcase their products or services. A conclusion that can be drawn from Google’s market data is that the most important is to seize the “micro-moments”. To put it simply, you must be there when the customers need you. This will naturally help them remember you more easily in the future.

Traditional marketing attaches much importance to the objective environment and circumstances, and aims at conveying messages to target customer groups. However, according to Law, these techniques can be more refined thanks to the technological advances at Google.

Merchants should focus on customers’ needs here and now to offer immediate response. For example, if a flight is delayed, a traveler may need to find a nearby hotel. This is a “micro-moment”. Riding on Google’s technology, the hotel can clearly understand the demographic of the traveler and know what he needs right now. If the hotel can offer assistance, it will naturally attract many customers. In the future, “micro-moments” will be an important marketing consideration for merchants. The design of web pages and online ads must be aligned with each other to bring out the best of both. 



## 勞工與福利相互緊扣

### Labour and Welfare Closely Connected

勞工與福利兩者相互緊扣，勞工及福利局局長蕭偉強表示，政府政策一方面鼓勵青壯人士透過持續就業自力更生，對於弱勢社群則給予適切的社會保障，形成穩定社會的力量。

Labour and welfare are closely connected. According to **Stephen Sui, Secretary for Labour and Welfare**, government policies encourage people capable of working to become self-reliant through continuous employment on one hand, and provide the necessary social security for the underprivileged on the other. The two form a force that ensures social stability.

蕭偉強  
Stephen Sui



**事**實上，現屆政府於社會福利工作投放不少資源，由2012至2013年度的428億元增至2017至2018年度的733億元，佔政府整體開支的19.8%。蕭偉強坦言，當前香港面對雙重挑戰：人口老化及勞動力萎縮。因此，政府致力提供支援配套以促進就業，此舉亦可減輕社會福利負擔。另一方面，局方為在職勞工提供

多元培訓，鼓勵持續進修，全面釋放社會不同群組的勞動力。

#### 鼓勵措施釋放勞動力

蕭偉強形容人力資源是香港的寶貴資產，因此政府高度重視人力資源的開發和培育，針對中高齡人士、少數族裔、殘疾人士推出多項措施，協助他們投入勞動市場，如“中年就業計劃”向聘用中高齡人士的僱主發放津貼、

香港中華總商會

The Chinese General Chamber of Commerce



“殘疾僱員支援計劃”資助殘疾僱員僱主購買輔助器材及改裝工作間，以及聘用通曉少數族裔語言的員工為少數族裔提供就業服務。其他機構如僱員再培訓局亦推出“零存整付”證書課程，讓學員靈活安排進修時間；“先聘用、後培訓”試點計劃則提供彈性的工作安排，吸引婦女在平衡家庭與工作的情況下投入職場。

### 多管齊下安老扶貧

如上所述，面對人口老化，安老工作自是當務之急。蕭偉強特別提到，兩元乘車優惠計劃成功鼓勵長者多外出，部分長者參與義工服務，或跨區看望兒孫，增進家庭和諧，對身心健康皆有益處。他續指，老人不應被視為負擔，尤其是新一代的長者教育和經濟水平較高，對醫療、飲食、娛樂等方面有所要求，銀髮市場已成商機，現時科學園亦透過支援本地企業研發新產品，滿足長者生活需要。

扶貧是另一個重要工作目標，蕭偉強指出，目前本港貧窮人口是97萬，連

續三年處於100萬人以下，貧窮率維持於14.3%，相信早前推出的低收入在職家庭津貼及鼓勵就業交通津貼均見成效，年中將進行整體政策檢討，期望進一步扶助基層。

### 通盤考慮勞資議題

對於商界及勞工階層最為關注的最低工資、標準工時問題，蕭偉強闡明政府立場，期望在顧及僱員利益的同時，亦顧及僱主的負擔能力。今年法定最低工資增至34.5元，整體就業市場維持平穩，自2011年實施最低工資以來，失業率微跌0.4%，低薪全職僱員的平均每月就業收入有顯著上升，至今年2月，扣除通脹後累計有20.9%實質增幅。蕭偉強表示，當局亦正就標準工時、強積金對沖等勞工議題進行研究，並期望現屆政府任期內敲定方案。

### 倡議多支柱退休保障

至於社會熱議的退休保障議題，蕭偉強表示，局方於諮詢後認為不同長者有不同退休需要，故不贊同推行全民

退休金，以免分薄資源，有違“應洗則洗”的原則。他強調，政府認為應沿用現行多支柱退休保障，如早前提出的終身年金計劃能有助長者獲得定額投資回報，鞏固個人儲蓄支柱。

談及勞動市場近況，蕭偉強指出，由於整體經濟表現踏入2017年好轉，多個行業的失業率較前一年下降，最新失業率僅3.2%，是2014年後所見的最低水平，幾近全民就業；而失業綜援個案數字亦連跌91個月，屬20年來最低，蕭偉強認為，趨勢反映港人始終崇尚自力更生，只要配套充足，市民還是願意投身就業。👉

**T**he current government has spent HK\$73.3 billion, or 19.8% of total government expenditure, on social welfare. Sui said frankly that Hong Kong is facing two main challenges at the moment: an aging population and a shrinking labour force. Therefore, the government has been striving to provide a package of measures to promote employment. The Bureau is also offering diversified training

for employed workers and promoting continuing education to fully mobilize labour force from different social groups.

### Incentives to mobilize labour force

Sui described manpower as an invaluable asset of Hong Kong. The government attaches great importance to its development and training. An array of measures targeting middle-aged and senior citizens, ethnic minorities and the disabled have been rolled out to aid them to get into the labour market. The “Employment Programme for the Middle-aged”, for example, provides employers of middle-aged workers with allowances. The “Support Programme for Employees with Disabilities” grants subsidies to employers of persons with disabilities for procurement of assistive devices and/or workplace modifications. The government also employs staff members proficient in ethnic minority languages to provide employment services for ethnic minorities. The Employees Retraining Board has launched the “Modular Certificates Accumulation Scheme” and the “First-Hire-Then-Train” pilot scheme, so that participants can flexibly arrange time for learning and work.

### Multi-pronged approach to elderly care and poverty alleviation

In the face of an aging population, elderly care is undeniably a pressing priority. Sui specifically mentioned that the \$2 concessionary fare scheme has successfully encouraged senior citizens to go out more, which is beneficial for the

health and well-being of the elderly. He continued that the elderly should not be regarded as a burden. The new generation of senior citizens is more educated and with better economic backgrounds; their demands on healthcare, food and beverage as well as entertainment have created opportunities in the silver-hair market. The Science Park, at present, is supporting local companies to develop new products to meet the living needs of senior citizens.

Poverty alleviation is another important work objective. Sui pointed out that the poor population in Hong Kong is 970,000, which means the number has stayed under 1 million for three consecutive years. The poverty rate is maintained at 14.3%. It is believed to be the positive result of the “Low-income Working Family Allowance” and the “Work Incentive Transport Subsidy” introduced earlier. An overall review will be conducted during the year in hopes that grass-roots can be further assisted.

### Holistic consideration of labour issues

Regarding issues that are most concerned by the business sector and the working class, which are the minimum wage and the standard working hours, Sui clarified that the government hopes to take care of employees’ interest without neglecting the affordability of employers. This year, the statutory minimum wage is raised to HKD34.5 and the overall employment market has remained stable. Since the minimum wage was implemented in 2011, the unemployment rate has dropped slightly by 0.4%, and there has been a significant increase in the average monthly

employment earnings of low-income full-time employees. Sui said that the authorities are currently studying Labour issues such as standard working hours and MPF offsetting. He expressed hope that the current government can finalize the arrangements during its term.

### Advocating multi-pillar retirement protection

Regarding the heavily-debated topic of retirement protection, Sui revealed that the Bureau identified different retirement needs for different groups of senior citizens after consultation. Therefore, it does not subscribe to the implementation of a universal retirement protection scheme lest resources will be misallocated and wasted. He believed that the government should preserve the existing multi-pillar retirement protection model. For example, the life annuity scheme proposed earlier can help senior citizens receive fixed investment returns, thus strengthen the pillar of private savings.

Speaking of the recent situation of the labour market, Sui pointed out that as the overall economy has improved, the latest unemployment rate is only 3.2%, the lowest since 2014 and close to full employment; the number of unemployment CSSA cases is also the lowest in 20 years. Sui commented that the trend indicates Hong Kong people prefer standing on their own feet. As long as there are adequate supportive measures, Hong Kongers are still willing to be part of the workforce. 🔄

# 善用千億盈餘 投資未來

Spending massive fiscal surplus wisely  
by investing in the future



立法會功能界別商界（第二）議員 廖長江

Martin Liao, Legislative Council Member,  
Commercial (Second) Functional Constituency

適度調撥資源，對症下藥，推動持續的經濟發展，這有助於應付與日俱增的長期財政負擔。

Appropriately allocating resources to provide effective antidotes to various problems and promoting continual economic development will help relieve the ever-growing financial burden in the long run.

**受**惠於賣地收入遠超預期，本財政年度的財政盈餘已經突破千億大關，增加至1,108億元，是有史以來最高。但是，預算案未有增加“派糖”或大幅減稅，反而從盈餘中撥出610億元推動安老、體育康樂及創新科技發展的前瞻工作，還把後來多出的180億元，悉數預留作教育用途，以加強高教界學術研究和科研發展，表面上是較好地運用巨額盈餘。然而，總體理財哲學仍嫌保守，未有更好地善用龐大的財政儲備投資未來。

### 稅務政策組具前瞻性

不過，預算案仍有一個亮點，就是提出成立稅務政策組，大膽提出檢視稅制競爭力和正視稅基狹窄問題，時機相當合適，具有前瞻性。其實，香港的部分商會、學會及智庫等機構在10多年前已提出檢討稅制的建議，甚至現任財政司司長都曾力推成立稅務政策組。香港對上一次全面檢討稅制已經是41年前，以今天的國際經濟和稅務環境來看，香港所奉行的簡單低稅制吸引力已大不如前。

近年，鄰近國家、歐美以至內地自由貿易區，均以稅務優惠手段爭取投資，促進特定行業的發展。雖然有質疑指改革稅制會使到稅制複雜化，但香港的財資市場已有一定的利得稅優惠措施，關鍵是如何客觀地全面審視稅制，在激烈的國際競爭環境中，探索一個促使香港經濟多元化，以及持續發展的未來新方向。

### 須改變保守理財思維

面對環球經濟和金融市場陰晴不定的局面，香港社會亦積弊叢生。加上人口老化等結構性問題，政府必須改變過往保守的理財思維，在現時庫房充裕的時候，適度調撥資源，對症下藥，推動持續的經濟發展，這有助於應付與日俱增的長期財政負擔。可惜，預算案在經濟發展部分、財政和政策上的支援方面均乏善可陳，期望政府能多下功夫，善用儲備，增加投

資，促進多元經濟，使到香港的發展可以走得更遠。

### 支援中小企未見新猷

本地企業超過九成是中小企，對香港的未來發展舉足輕重。然而，預算案對中小企發展方面，支援措施在整體上是大同小異，未見新猷，中小企能否確實受惠實在使人感到擔憂。例如，“中小企融資擔保計劃”等項目融資對申請公司的過往盈利表現要求過高，導致申請成功率持續偏低，削弱了計劃的實際成效。另外，政府應該考慮簡化“投資研發現金回贈計劃”的申請手續和放寬規限，擴大容許與商業合作夥伴的研發開支現金回贈，為中小企業的創新和轉型提供全面支援，讓作為本港經濟骨幹的中小企能夠長足發展。

面對環球經濟前景不明朗，工資和租金持續上漲，加上市場競爭日趨激烈，已使到中小企應對經營環境舉步維艱。現時中小企的發展制約，是政府的扶助力度明顯不足，預算案亦未能切實照顧他們的需要，希望政府在照顧弱勢社群之餘，亦不忘中小企面對的困境。要切實解決中小企的燃眉之急，政府和貸款機構應該加強溝通，盡快尋求共識，降低審批門檻，讓有融資困難的中小企得到真正幫助。

### 新加坡經驗值得借鏡

鄰近地區政府在中小企優惠措施的進取態度，有值得香港借鏡的地方，例如新加坡在最新的預算案中，建議對一些可能面對成本或現金流管理問題的公司提供“加薪補貼計劃”和“特別就業補貼”，相對於特區政府的小修小補形成強烈對比。近年，很多國家已透過寬減企業利得稅作為吸引外資和鼓勵創業的籌碼。因此，政府應該為中小企推出一系列有關稅務的恒常優惠，當中包括為微利和初創企業訂立較低的利得稅稅率，以及為在香港設立地區總部的海外企業提供稅務優惠。🔄



**B**enefiting from unexpectedly high land sales revenue, the fiscal surplus for this financial year has already passed the 100 billion mark and increased to HKD110.8 billion, which is an all-time high. Yet, the *Budget* has not come with additional “candies” or substantial tax reduction. Instead, HKD61 billion from the surplus is allocated for promoting forward-looking work in elderly care, sports and recreation, and development in innovation and technology. Also, the additional surplus of HKD18 billion is entirely reserved for education to strengthen academic research as well as scientific research and development in tertiary education. All this may seem to be making better use of the huge surplus. However, the general financial management philosophy has remained conservative and the colossal



fiscal reserves have not been spent more wisely by investing in the future.

### Forward-looking tax policy unit

Still, there is an interesting point in the Budget, which is the proposal to set up a tax policy unit together with the bold suggestion of examining the competitiveness of our tax regime and addressing the problem of a narrow tax base. This is timely and forward-looking. As a matter of fact, some of Hong Kong's chambers of commerce, professional associations and think tanks already proposed reviewing the tax system more than a decade ago. Even the current Financial Secretary has strongly advocated forming a tax policy unit. The last comprehensive tax policy review in Hong Kong was conducted 41 years ago.

In view of today's global economy and tax environment, Hong Kong's simple and low tax regime is no longer as appealing as it used to be.

In recent years, neighboring countries, Europe, the US and even the free-trade zones in the Mainland have provided tax incentives to attract investments and to facilitate the development of specific industries. Although there is concern that reforms could complicate the tax system, there are already certain profit tax incentives in the local treasury market. The key is how to objectively and comprehensively review the tax system so that we could explore a new future direction that propels the economic diversification and sustainable development of Hong Kong in the fiercely competitive international environment.

### Imperative to break conservative mentality in financial management

In the face of the volatile situations in the global economy and the financial markets, a host of long-standing problems have broken out in Hong Kong. Added to this structural problems like an aging population, the government must break its conservative mentality in managing public finance. Now that Hong Kong's public coffers are brimming over with money, appropriately allocating resources to provide effective antidotes to various problems and promoting continual economic development will help relieve the ever-growing financial burden in the long run. Regrettably, in the *Budget's* section on economic growth, little commendable has been mentioned regarding assistance in

finance or through policies. We hope that the government could be more proactive in spending the reserves wisely, increasing investment and promoting economic diversification, so that Hong Kong can grow and develop further.

### No new measures to support SMEs

In Hong Kong, more than 90% of all local companies are SMEs, which play an integral part in Hong Kong's future growth. However, in its supportive measures to drive SME development, this year's Budget is much of a muchness and has not added anything new. Whether SMEs could benefit is seriously worrying. For example, project funding schemes such as the "SME Financing Guarantee Scheme" have exceedingly high requirements on the past performance in profitability of applicants, which has resulted in a consistently low success rate and weakened the actual effectiveness of the scheme. Besides, the government should consider simplifying the application procedures and relaxing the restrictions

of the "Research and Development Cash Rebate Scheme", and the cash rebate for research and development should also be extended to business partnerships to offer comprehensive support for the innovation and restructuring of SMEs. These would facilitate the long-term development of SMEs - the backbone of Hong Kong's economy.

With uncertainties in the global economy, constantly increasing wages and rents, and ever-fiercer market competition on their plates, SMEs are finding it incredibly difficult to adapt to the business environment. At present, the developmental restrictions of SMEs have stemmed from the clearly insufficient government support, and the *Budget* has also failed to meet their needs practically. We hope that the government does not lose sight of the predicament that SMEs are in when they care for the underprivileged. To realistically address the burning needs of SMEs, the government and lending institutions should strengthen their communication and seek a consensus as soon as possible so that the approval

threshold can be lowered and SMEs with funding difficulties could receive real help.

### Instructive example from Singapore

The proactive SME incentives offered by governments in the region provide Hong Kong with some illuminating examples. Singapore in its latest budget, for instance, proposes offering the "Wage Credit Scheme" and "Special Employment Credit" to companies that may be facing cost or cash flow management problems. These stand in sharp contrast to the minor patch-ups of the SAR government. In recent years, many countries have already reduced the corporation profits tax as leverage to attract foreign investment and to encourage business start-ups. Therefore, the government should launch a series of permanent tax-related incentives for SMEs. These should include a lower profits tax rate for low-profit enterprises and start-ups, as well as tax incentives for foreign companies setting up regional headquarters in Hong Kong. 🌀

## 突破傳統思維

**T**hree Dice Kitchen 創辦人徐匡龍在澳洲讀大學時，在一家高級餐飲餐廳兼職。時值分子料理熱潮，令他對此餐飲新熱潮產生興趣。後來透過不斷自學，加深了認識，便想把這股飲食潮流帶到香港。

談生意經前，徐匡龍先分析香港面對的最大問題——租金。“如果在澳洲做生意，租金佔整個支出最多9%至12%。”但在香港，租金卻變成了支出的六成，所以他一開始沒打算租舖位，而是由中央廚房處理，做分子料理的到會生意。他形容，起初只屬試驗，後來發覺市場真的有需要，信心方增。

可是，現時徐匡龍的餐廳座落於銅鑼灣，似乎逃不了昂貴租金，那為何改變主意落地開舖？原來這與他一次日本遊有關。他憶述在日本接觸到一家賣高級食品的餐廳以不設座位的“立食”形式經營，生意做得非常成功，四年內開了30多家分店。當中，還有七至八家位於銀座，租金堪比銅鑼灣、中環。徐匡龍由此悟到高級餐飲不一定要連帶精緻環境，反而集中成本於食材及製作，只收平民價錢，亦足以贏得客人青睞。

## 雙軌並行 照應百客

目前，徐匡龍的店只在晚上營業，店內也只能容納約13位客人站着吃。翻閱餐牌，既有西班牙黑毛豬火腿，亦有日本神戶牛面頰、魚子醬等，食材確不便宜。然而，這位銳意求新的廚師亦明白到，立食不是人人接受。“我們也有到會服務，以滿足習慣坐下用餐的顧客。”

餐飲市場競爭劇烈，如何突圍而出？唸經濟學出身的徐匡龍，指出服務的獨特優勢非常重要：“平民分子料理目前應該只此我們一家。”除了菜式有創意，例如有哈密瓜晶球、牛肝菌魚子醬、鴨肝慕絲配香橙果凍等之外，奉客期間，他會在客人面前完成最後一個烹調步驟，並加以講解，使客人猶如觀看表演。



芝士汽球分子沙律  
Molecular Cheese Ball Caprese Salad

# 站着吃哈密瓜晶球

## Eating Hami-Melon Molecular Sphere Standing Up

蘋果公司創辦人喬布斯曾在一次大學演講中，談到只有在未來回顧今日，才會明白看似毫無關係的事情如何串聯，構成人生。物理學、經濟學、廚藝也是看似風馬牛不相及，卻使一位廚師將平民分子料理概念帶入香港。

Apple Inc founder Steve Jobs once said in his speech at a university that you will only see how seemingly irrelevant dots are connected to form your life when, in the future, you look back at today. Physics, economics and culinary art sound irrelevant enough, but they motivated a chef to introduce affordable molecular gastronomy to Hong Kong.



徐匡龍 Arthur Tsui

### 排除萬難 建立口碑

徐匡龍不諱言，這次創業委實困難不少。首先研發菜式方面，他沒有受過正規分子料理訓練，全靠讀書看片自習。所謂“分子料理”，其實正式名稱是“分子和物理美食學”，故他在高中唸的物理派上了用場。

招徠客人，同樣不易。直至一次在美食展遇到某大集團部門主管親嚐他的作品後讚不絕口，大加推薦，及後更有媒體報道。口碑所及，好些企業老闆都指明要一試他手藝。這樣，品牌才慢慢展現人前。

### 擴闊飲食視野

談到未來發展，徐匡龍認為必先擴闊港人在飲食上的視野。“分子料理在02年至08年是高峰期，但當時香港人竟然對此聞所未聞。”他說，經營現在這家餐廳不只以商業考慮，背後還有一份使命感。

徐匡龍續以引領業界潮流的高級餐廳NOMA 闡述，他說此店近年主打自然食材，重返發酵、醃製的烹調路線。



45個月純種橡果黑毛豬火腿配哈密瓜晶球  
Rockmelon Spheres, 45 months Bellota Iberico Jamon

有見及此，他也不甘後人，已在灣仔租了舖位打算開設一家賣高質自然食材，同時價格親民的餐廳 Green。

最近，徐匡龍到了澳洲發展中餐市場，可見他甚具市場觸覺之餘，也敢於嘗新。有這樣的個性，他認為家人功不可沒。“要感謝父母願意花時間陪伴，少時共餐，天南地北，無所不談。對世界的觸覺，就此形成。”訪問過程中，徐匡龍滿口經濟觀，原來他父母也曾修讀經濟。命運驅策之下，徐匡龍在學術上也走上同一道路，選修了經濟。如今創業，學以致用，也不是他當初所能料到。原來人生路途，就是這樣串連造就。👉

### Breaking with convention

**T**hree Dice Kitchen founder Arthur Tsui had a part-time job at a high class restaurant during his university years in Australia. Molecular cuisine, a burgeoning craze that was sweeping across the catering industry, caught his attention. He delved into this culinary concept and mastered the skills by self-learning. He wanted to bring this new dining trend to Hong Kong.

To Tsui, high rent is the biggest hurdle for businesses in Hong Kong. He now runs a restaurant in Causeway Bay and pays exorbitant rent, but he got an idea during a holiday in Japan. He remembers seeing a *tachi-gui* (eating while standing) restaurant selling high-class gourmet food in Japan. It was such a success that the owner

opened more than 30 other restaurants in four years. He came to realize that elegant environment is not a must for high-class restaurants.

### Double-track approach to suit all tastes

Currently, Tsui's restaurant is only open in the evening and there is room for only about 13 standing diners. How does he blaze a trail in the catering industry where competition is so intense? He says apart from serving creative dishes, such as hami-melon molecular sphere and duck foie gras mousse, he also offers a unique performance-like dining experience by completing and explaining the final step of cooking in front of the customers.

### Overcoming great obstacles and building word of mouth

Tsui admits that starting his own business is not easy at all. Menu design was the first challenge. Without proper training in molecular gastronomy, he learned his skills by watching videos. "Molecular gastronomy" is short for "molecular and physical gastronomy". As the name implies, his high school physics now come in handy.

Attracting customers was not easy either. He did not have much exposure until a department head of a large business group tasted his creations in a local food festival. He highly recommended Tsui's dishes and wide media coverage followed. By word

of mouth, many big business owners requested to sample his cooking. Gradually, his brand came into the spotlight.

### Broadening the epicurean horizon

When asked about future development, Tsui says the first thing is to broaden the horizon of Hong Kong gastronomes. Using the trend-setting high-class restaurant NOMA as an example, he says their main thrust has been on natural ingredients in recent years, going back to old cooking methods like fermentation and pickling. Following their footsteps, Tsui has leased a shop in Wanchai where he will open his new restaurant offering high quality natural food at a price affordable to anyone.

Arthur Tsui's recent project is exploring the Chinese cuisine market in Australia. This latest move proves that he has market acumen as well as boldness and creativity. He owes these fine qualities partly to his family. During the interview, Tsui has made many observations from an economic perspective. It so happens that his parents studied economics too. As fate would have it, he followed their paths and majored in economics. He has never imagined that this training would come in handy when he runs his own business. Eventually, life is really about connecting dots. 🍷



西班牙凍湯分子蛋黃  
Molecular "Egg Folk" Gazpacho



## 古董茶具 工藝精萃

### Antique Teaware with Superb Craftsmanship

茶樓林立，港人對茶絕不陌生。然而飲茶者眾，品茶者稀。在品茶愛好者眼中，品茶必須配上自己的茶具，才是色香味全的享受。

With Chinese restaurants virtually ubiquitous, Hong Kongers are by no means strangers to tea. However, while many drink tea, few actually savor it. And in the eyes of tea enthusiasts, one must use one's own teaware to savor tea for the full enjoyment of sight, smell and taste.

“**茶**具須反覆燒製，工藝精緻，茶杯上還有古詩畫印，每次端起茶杯都是賞心悅目的享受。”懷古樓樓主馮銳成說道。桌面上的豆青杯，色澤清麗素雅，杯底刻了一個“陸”字。“這是‘地攤貨’。以前四合院裏吃飯聚

會，都會把杯盤拿出來共用。為方便記認，便會刻上姓氏。”

馮銳成指，改革開放初期最火熱的古玩市場在北京。購買“陸字茶杯”的地攤，如今就是著名的潘家園地攤市場。那時，它只是一大片泥地，週末

便有幾百個古玩攤檔擺在地上。當時走訪，使愛好者驚喜不斷，好些文物出土後因不知其價而遭賤賣，輾轉流傳各地。古玩之中，馮銳成獨愛茶具，乃因為其品種款式豐富，且精美細小，易於收藏，極適合香港寸金尺土的環境。



▲ 清代光緒：淺絳彩山水人物蓋碗，晚清淺絳彩名家程言作。  
Guangxu period, Qing dynasty; Light famille-rose covered bowl with landscape painting; by Ching Yin.



馮銳成 Steven Fung

### 茶杯裏的風情

芸芸茶具之中，馮銳成較推崇文人畫氣息濃厚的淺絳彩瓷，尤其是晚清光緒年間，淺絳彩鼻祖程言所作的淺絳彩山水蓋碗。“其時工藝精細，由構圖佈局、繪畫題句以至蓋印，都由一人獨自完成，藝術風格貫徹始終。”

器具精潔，茶愈為之生色。馮銳成認為，蓋碗是都市人品茗的便利之選。除了因為它不像紫砂茶具具有茶香殘留，用同一個杯無法品嚐多種茶葉，更因為瓷器潤白，可以欣賞茶湯色澤，更可欣賞杯上雅致畫作。

### 造型及款式

興趣源於認識，古玩始終是一門學問，鑑賞有道，更是趣味盎然。馮銳成指，鑒別瓷器可從造型、款式、胎釉、紋飾和手感入手。

茶具瓷器的造型，與時代背景和生活習慣息息相關。以馮先生的私人珍藏“粉彩桃花美女蓋碗”為例，清代和民國都有佳品，但造型不一，收藏家便能據此判辨年代。清末民初之際，

蓋碗碗邊以直邊為主，茶杯沒有底托；民國中期的產品則經過改良成為翻邊設計，方便飲用，更方便用碗蓋過濾茶渣；茶杯更配以底托，方便客人端茶之用。

至於茶具上的印章，亦只能用作參考。同樣寫着“康熙年製”的款式，可以是康熙時期的作品，也可以是光緒年間出品的“寄托款”，用以表達對前朝工藝水平的崇敬。因此辨別茶具真偽還是要綜合造型、紋飾、胎釉各方面的因素才能判斷。

### 胎釉、紋飾與手感

茶杯的胎質更可以辨別窯口產地，其地理氣候與產品的質量和特色有莫大關係。以福建為例，當地土質鬆軟，因此當地出產的圈足不能太高，以防坍塌，其光澤也不如景德鎮的出品那般亮麗。而且泥土經過燒製風乾後，更會出現收縮的小縫，杯身的釉滲透其中，形成著名的蚯蚓走泥紋，難以模仿。明朝出產的瓷器因當時所用的泥土金屬含量較多，燒製後金屬氧化變出現“火石紅”，成為一個獨特的記號。

茶具熱起，市面上貨源稀缺，贗品叢生。馮銳成闡釋，仿品的釉色會帶有一種耀眼的浮光，沒有經過時間的打磨和沈澱，不及真品的潤澤，顯得很不自然。商家為了除去浮光，不惜用化學品漂染出售。可是，在馮銳成眼中，每個茶杯都有其靈魂。“這樣處理過的茶具會變得沒有靈氣，騙不了人的。”

“我經常提醒客人，手感足以判別真偽。”仿品厚重，不似真品般圓潤輕巧。馮銳成指出，古代土質與現代不同，仿品多會過重或過輕，甚至輕重不夠勻稱，這些都能閉目單靠雙手感覺出來。

### 有捨才有得

退休後，馮銳成偕妻遍遊歐洲、美加及東南亞。但無論身處何方，他們最喜歡逛的仍是古玩市場。“有時飯也捨不得吃，就是為了買茶具！”然而，他亦感慨如今古玩市場已是今非昔比，古董茶具供應幾近枯竭，人家都轉去賣複製名畫了。



▲ 清代光緒：庭園雙美秋思圖蓋碗，晚清淺絳彩名家方家珍作。  
Guangxu period, Qing dynasty; Light famille-rose Covered bowl with 2 ladies in the garden; by Fong Ka-tsun.

▲ 民國中期：歐陽恆作。  
Middle period of Republic of China; by Auyeung Heng.

年紀漸長，馮氏夫婦有感獨守茶具，未免乏味。有見及此，馮氏夫婦終於決定在2009年創建懷古樓茶具文物館，將自己幾十年來的上萬計的茶具文物收藏公諸於世，更開設門市零售。這些茶具於馮氏夫婦而言，個個都是心頭肉，獨一無二。馮太道：“有時候午夜夢迴，還會惦記着這些茶具現在都散落在什麼地方，宛如父母記掛遠遊的子女。”

期間，他們將宋代至民國的古董茶具，大方批發給各大茶商，使不少國內新興的私人博物館聞風而至，採購展品。碰見盛意拳拳、喜愛茶藝的年輕人前來拜訪，馮氏夫婦也會降低價格出讓茶具，只求茶具文化能因一己之捨，而得以延續。🌀

“Teaware must be fired repeatedly, created with exquisite craftsmanship, and the teacups adorned with ancient poems, paintings and seals,” said **Steven Fung, Master of the Antique House Teaware Museum**. “In this way, every time when we raise a teacup, it would be a pleasure that gladdens the heart and pleases the eye.”

Fung pointed out that the most red-hot antique fairs during the early days of the reform and opening-up were in Beijing. When the famous Panjiayuan Flea Market was still just a patch of muddy land, there were already several hundred market stalls set out on its ground at weekends. Among all the antiques, Fung felt a singular affinity to teaware. His reasons were that it offers an impressive range in variety and style, and that it is elegant, tiny and therefore can be easily stored, which suits perfectly Hong Kong, a place notorious for its exorbitant property prices.

### Charm in a teacup

Among the rich diversity of teaware, Fung holds in high esteem the shallow crimson colored porcelain, which exhibits a pronounced spirit of literati painting. “The works of the late Qing dynasty boast skilled and fine craftsmanship. The different procedures from composition and design to painting, inscriptions and seal stamping were all done by one single person, which guarantees that the artistic style is entirely consistent from beginning to end.”

Fung thinks that the covered bowl is a convenient choice for urban tea drinkers. First, it is unlike the Yixing purple clay teaware, which contains residual tea flavors and therefore the same cup cannot be used

to enjoy several kinds of tea leaves. Also, since the porcelain is smooth and white, drinkers can revel in the color and luster of freshly brewed tea and appreciate the fine painting on the teacup simultaneously.

### Forms and styles

Interest comes from understanding. Antiques are, after all, a branch of knowledge. If you acquire the knack for appreciation, you will find it immensely interesting. Fung pointed out that discernment of porcelain can begin with its forms, styles, clay and glaze, decorative patterns and touch.

The forms of porcelain teaware are inextricably related to the background of a certain period and the people's living habits at that time. Take the example of the “Famille-rose covered bowl with beauty painting” from Fung's private collection. While there are great works from both the Qing dynasty and the Republic of China period, their forms are not the same, and collectors can discern the periods based on this.

As for the seals on the teaware, they are also for reference purposes only. The period indicated by some of the seals are used only as a homage to the remarkable degree of craftsmanship attained by past masters. For this reason, if one is to check the authenticity of a piece of teaware, one must reach a balanced judgement after considering collectively various factors like forms, decorative patterns, clay and glaze, etc.

### Clay and glaze, decorative patterns and feel

The clay used to make a teacup can even be used to determine its place of production as the geography and climate of a place are intimately related to the quality and features of its teaware products. Take Fujian as an example. Since the soil there is loose and soft, thin cracks will appear after the clay is fired and air-dried due to shrinkage. The cup's glaze will then seep into the cracks, creating the famous veins called ‘earthworms crawling through mud’, which is difficult to fake.

As teaware is increasingly popular and supplies in the market become inadequate, forgeries abound. Fung explained that the glaze colors of forgeries would feature a glaring watery light. Lacking the constant polishing and precipitation with the passage of time, they are not as glossy as the authentic teaware and would look very



unnatural. In order to get rid of the watery light, merchants would resort to chemical bleaching and dyeing before putting them on sale.

"I often remind my clients that touch alone is enough to check authenticity." Replicas are thick and heavy, not as delicate or dainty as the originals. Fung pointed out that ancient soil textures are different from modern ones, and replicas are often either too heavy or too light, or their weight is not even uniformly distributed enough. All this can be felt with closed eyes and bare hands.

### No loss, no gain

After retirement, Fung travelled throughout Europe, the US, Canada and Southeast Asia with his wife. But no matter where they were, the places they wanted to hang around most were still antique markets. As they grew older, the Fung couple felt that it would be rather too humdrum to keep the teaware on their own. In view of this, they finally decided to establish the Antique

House Teaware Museum in 2009. Not only did the couple share with the world the nearly ten thousand pieces of antique teaware that they had collected over the past few decades, but they also opened a shop to retail them.

Over the last few years, they generously wholesaled their antique teaware from the Song dynasty to the Republic of China period to large tea traders. On learning the news, many private museums from the Mainland rushed to purchase their exhibits. And if amiable and sincere young people came to visit, the Fung couple would even lower the prices to sell their teaware. Their only wish is that, with their generosity, the teaware culture can manage to continue. 🌀



## 六大商會宴賀梁振英榮任 全國政協副主席 Celebration for C Y Leung's New Post



**本**會與香港中華出入口商會、香港專業聯盟、香港工業總會、香港中華廠商聯合會及香港中國企業協會早前聯合舉辦晚宴，祝賀行政長官梁振英榮任全國政協副主席。

本會會長蔡冠深代表合辦機構致歡迎辭，讚揚梁振英在擔任行政長官以來所作貢獻，積極促進多項發展經濟、改善民生的政策措施，投放資源促進產業創新發展，並致力提升本港金融服務業的競爭優勢。在維護國家主權及香港社會政治穩定方面的工作值得肯定。

梁振英感謝各大商會成員的熱情款待，及多年來對其施政的支持，亦藉此機會分享早前出席“一帶一路”國際合作高峰論壇及考察粵港澳大灣區發展的感受。他並承諾將在政協副主席的新崗位上，為國家和香港奉獻更多。



出席宴請的尚包括行政長官夫人梁唐青儀、香港中華出入口商會會長張學修、香港專業聯盟主席劉炳章、香港工業總會主席鄭文聰、香港中華廠商聯合會會長李秀恒、香港中國企業協會會長岳毅等。(18/5) 🔄

measures for improving economy and people's livelihood and has allocated resources for upgrading industries. Leung has also made a concerted effort to enhance the competitive advantages of Hong Kong financial service industry. In upholding country's sovereignty and Hong Kong's stability in society and politics, Leung's works should be recognized.

**W**ith the Hong Kong Chinese Importers' & Exporters' Association (HKCIEA), Hong Kong Coalition of Professional Services (HKCPS), Federation of Hong Kong Industries (FHKI), Chinese Manufacturers' Association of Hong Kong (HKCMA) and Hong Kong Chinese Enterprises Association (HKCEA), the Chamber co-organized a dinner banquet to celebrate the appointment of **Chief Executive C Y Leung** as the Vice-Chairman of the CPPCC National Committee.

Leung thanked for six Chambers for their hospitality and support to his governance through the years. Thereby, he shared his experiences in participating the Belt and Road Forum for International Cooperation and the visiting to Guangdong-Hong Kong-Macao Bay Area. He also promised that to make greater contribution to China and Hong Kong after assuming his new post.

**The Chamber's Chairman Jonathan Choi** delivered welcoming speech on behalf of the co-organizers. He praised Leung for his contributions during his tenure of office. Leung has carried out

Among others, participants in the dinner banquet included **wife of Chief Executive Regina Leung, Chairman of HKCIEA Cheung Hok-sau, Chairman of HKCPS P C Lau, Chairman of FHKI Daniel Cheng, Chairman of HKCMA Eddy Li and Chairman of HKCEA Yue Yi.** (18/5) 🔄





王受文（前排中）、仇鴻（前排左三）  
Wang Shouwen (middle, front row) and Chou Hong (third from left, front row)

# 中博會探討皖港合作機會

## Expo Central China 2017 Explores Anhui-Hong Kong Cooperation Opportunities



徐立全（右）Xu Liquan (right)



**本**會由副會長王惠貞率領代表團，中聯辦副主任仇鴻擔任榮譽顧問，一行約40人前赴合肥，出席第十屆中國中部投資貿易博覽會。商務部副部長王受文、安徽省政協主席徐立全、安徽省委常委及省政法委書記姚玉舟等分別與代表團會面。

團員先後出席中博會歡迎晚宴、開幕式、主旨論壇、中部六省投資環境推介暨項目對接會，並參觀中國科技大學量子信息和量子科技前沿卓越創新中心，以及安徽多家大型企業等。(16-19/5)

**L**ed by Vice-Chairman Connie Wong and with Deputy Director of the Liaison Office of the Central People's Government in the HKSAR Chou Hong as Honorary Advisor, the Chamber organized a 40-person delegation to attend the Expo Central China 2017 at Hefei. Vice-Minister of Commerce Wang Shouwen, Chairman of CPPCC Anhui Provincial Committee Xu Liquan and Standing Member and Secretary of Central Political and Legal Affairs Commission of CPC Anhui Provincial Committee Yao Yuzhou met with the delegation.

The delegation participated in the welcome dinner, opening ceremony, keynote forum and matchmaking meeting of the Expo. They also visited the organization about quantum technology and some large enterprises in Anhui. (16-19/5)



## 資助大專生內地交流 Sponsorship for Mainland Internship



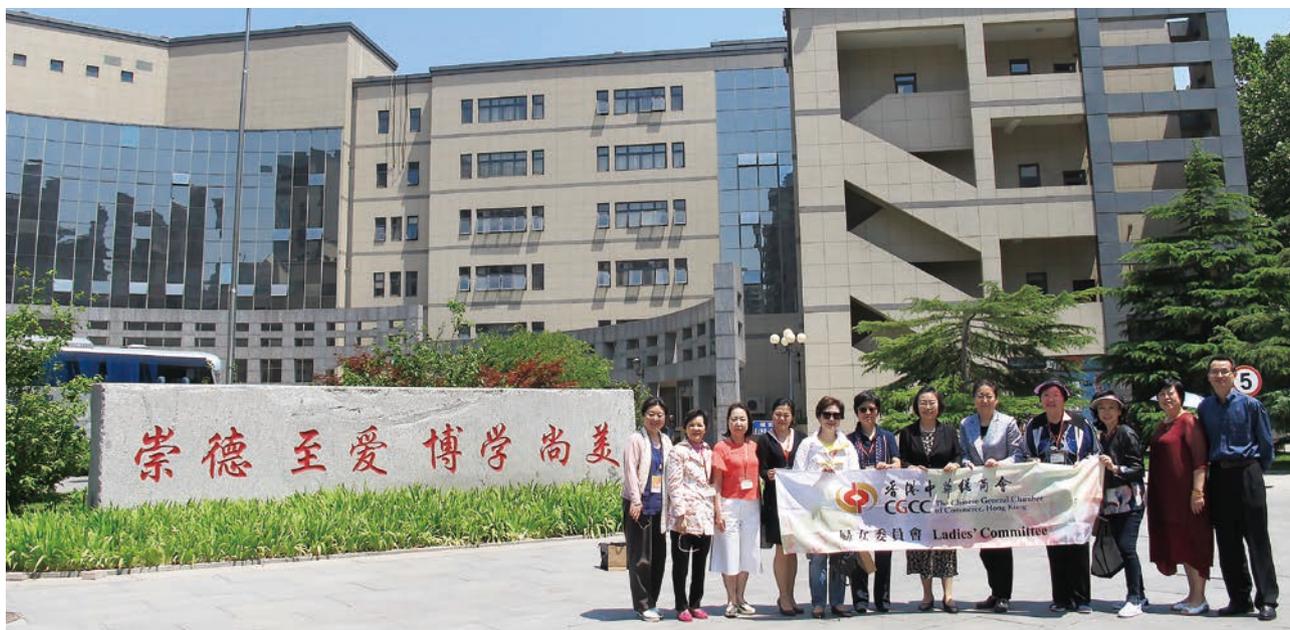
本會今年再度舉辦“香港中華總商會大專院校學生實習交流計劃2017”，撥款150萬元，資助本港七家專上院校舉辦交流計劃。350名大專院校學生將親赴內地，透過參與貿易、金融、醫療、網絡科技及食品安全等多個領域的交流實習，了解國家最新發展情況。於早前的啟動儀式，教育局局長吳克儉，中聯辦青年工作部副處長王鳳鈺，本會副會長袁武、王國強、王惠貞、李應生，永遠榮譽會長林銘森，以及教育資助委員會主席李德剛，聯同各院校的校長、副校長、教育資助委員會委員、各院校代表、學生等近200人，共同揭開交流活動序幕。(4/5) 



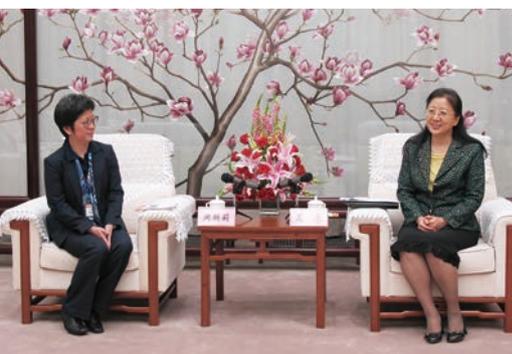
The Chamber's will allocate HKD 1.5 million to sponsor internship programs of seven local institutes. Through the scheme, 350 students will do placements in the Mainland, with working field ranging from trading and finance to healthcare, network technology and food safety, aiming to gain a better understanding to the recent development of their mother

country. At the activation ceremony, **Secretary for Education Eddie Ng**, **Deputy Director of Youth Department of Liaison Office of Central Government in HKSAR Wang Fengyu**, the **Chamber's Vice-chairmen Yuen Mo**, **Wong Kwok-keung**, **Connie Wong** and **Tommy Li**, **Life Honorary Chairman Lam Ming-sum**, as well as **Chairman of the Chamber's Education Funding Committee Alfred Lee** joined other committee members and the representatives and students from the institutes to present the launch of the campaign. (4/5) 





## 婦委訪京開展交流 Ladies' Committee Visits Beijing



**本**會婦委會早前組團前往北京訪問。訪問團由婦委會主席周莉莉任團長，並邀得中聯辦協調部副部長宋瑋、婦委會榮譽主席費斐擔任顧問。在京期間，訪問團分別拜訪中華全國婦女聯合會、商務部、國務院港澳辦及全國工商聯女企業家商會等機構，就國家和香港近期經濟和社會發展廣泛交流。

周莉莉表示，本會新一屆婦委成員於去年底就任，特組團拜訪相關部委和機構，了解國家在推進經濟發展時所推行的政策和措施，並就彼此關注的議題交流。她向各拜訪單位領導介紹了本會婦委會務情況，並就香港的社會情況，青少年教育問題和如何發揮婦女力量交換意見。(24-28/5) 

**L**ed by Chairman of Ladies' Committee Lily Chou and with Deputy Director of the Coordination Department of the Liaison Office of the Central People's Government in the HKSAR Song Wei and Honorary Chairman of Ladies' Committee Fei Fih as Advisor, the Ladies' Committee organized a delegation to Beijing. The delegation visited All-China Women's Federation, Ministry of Commerce, Hong Kong and Macao Affairs Office of the State Council and Chamber of Women Entrepreneur of National Federation of Industry and Commerce for discussing about the recent economic and social development of China and Hong Kong.

Chou said members of the Ladies' Committee assumed office at the end of last year, so it was time to visit the related ministries and organizations. They hoped to understand the policies and measures that taken by the country during the process of economic development, and to discuss about the topics they concerned. Chou introduced recent development of the Ladies' Committee to the leader of the different units and exchanged views on Hong Kong society, education and women's issue with them. (24-28/5) 

# 接待嘉賓 Reception of Guests



1



2



3



4



5

1. 四川省外事僑務（港澳）辦公室主任慕新海（右三）（28/4）  
Mu Xinhai (third from right), Director of the Foreign and Overseas Chinese Affairs (Hong Kong and Macao) Office of Sichuan Province
2. 湘潭市委書記曹炯芳（右六）（20/5）  
Cao Jiongfang (sixth from right), Secretary of Xiangtan Municipal Committee
3. 平潭綜合實驗區黨工委委員、管委會副主任賴繼秋（左四）（10/5）  
Lai Jiqu (fourth from left), Committee Member of Work Committee of CPC and Deputy Director of Administrative Committee of Pingtan Subdistrict
4. 葡萄牙創業協會國際部主管 Mónica Moreira（右二）（12/5）  
Mónica Moreira (second from right), Head of the International Department of Portuguese Entrepreneurial Association
5. 智利 Grupo Security 及 Banco Security 主席 Francisco Silva（右三）（17/5）  
Francisco Silva (third from right), Chairman of Grupo Security and Banco Security Chile



1

## 會員活動 Members' Activities



2

1. 教育資助委員會舉辦聯誼聚會，邀請於本港大學就讀的內地學生出席，彼此加強交流。是次活動由王錦輝基金會贊助。(19/5)  
Education Funding Committee organised a gathering with the Mainland students studying in local universities, fostering mutual linkage. The activity was sponsored by WKF Foundation.

2. 會員服務委員會邀請香港大學微生物學系主任胡釗逸主講“傳染病：預防勝於治療”午餐講座，向一眾會員介紹本港常見傳染病。(10/5)  
**Department Head and Clinical Professor of Department of Microbiology of the University of Hong Kong Patrick Woo** was invited by the Members' Service Committee to give a talk on common infectious diseases in Hong Kong.

3. 中西區聯絡處與愛心行動委員會合辦大嶼山大澳愛心樂悠遊，招待近 200 位新來港家庭成員遊覽大嶼山及大澳水鄉，傳遞關愛。(21/5)  
Central and Western District Liaison Group and 'We care · We share' Committee co-organised a trip to Lantau Island and Tai O, sharing joy with nearly 200 new arrivals.



3



4. 新界區聯絡處同遊西貢及潛西洲，飽覽迷人景色之外，又一同練習高爾夫球及聯誼聚餐。(20/5)

New Territories District Liaison Group organised a trip to Sai Kung and Kau Sai Chau. Committee members enjoyed the charming view and practiced golf together.

5. 九龍東聯絡處於長洲舉行聯誼活動，一眾委員親友把臂同遊，欣賞長洲美景，並共享美食。(20/5)

Committee members of Kowloon East District Liaison Group visited Cheung Chau together, admired the scenery and enjoyed the local cuisine.

