

# 商 叢

CGCC VISION

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## 香港成東盟向外拓展的必然之選

HONG KONG: VITAL CHOICE FOR  
ASEAN COUNTRIES GOING OUT

中總論壇：應對挑戰 抓緊機遇  
CGCC Forum: Facing Challenges and  
Seizing Opportunities

安老不一定要在安老院  
Elderly Homes are Not the Only Option

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蔡冠深 博士  
Dr Jonathan CHOI

# 冀預算案兼備 短中長期支援措施

## IN ANTICIPATION OF SHORT, MID-AND LONG-TERM SUPPORT MEASURES IN THE NEW BUDGET



鼠迎春接萬福，我謹代表中總祝願各位在庚子鼠年生意興隆，福慶滿堂，萬事如意！

剛過去的豬年，香港經歷了相當艱巨的日子。鼠年挑戰依然嚴峻，新型肺炎疫情持續擴散，中美貿易談判、英國正式脫歐和本地反修例事件的後續發展，以及其他地緣政經局勢變化等，均令新一年本港經濟和營商前景充滿不確定性。我們期望即將公佈的財政預算案能繼續給予短期措施支援企業應對經營困境，同時亦提出推動產業多元化發展的中長期政策建議，藉以提升本港整體競爭力。

### 鼠年經濟挑戰仍多

中美正式簽署首階段貿易協議，紓緩了近兩年的貿易緊張形勢，對當前疲弱的本港外貿也有穩定作用。然而，中美在不少經貿議題仍存在深層次結構問題，雙方會否觸發新一輪角力，改變全球貿易與投資佈局，甚或影響香港作為中美貿易主要轉口港和國際金融中心的角色，仍有待觀察。

本地經濟方面，去年全年本地生產總值倒退1.2%，下半年更連續兩個季度錄得按年收縮；出口貿易、零售銷售及訪港旅客等均顯著下跌，失業率亦見回升。預期外圍不確定因素短期將持續困擾經濟發展；修訂《逃犯條例》引發的社會爭議尚未平息，加上新型肺炎疫情的威脅，對已備受壓力的餐飲、零售、旅遊及消費行業或帶來進一步打擊，中小企及勞動市場所承受的壓力將逐步加大，工商界必須密切關注並作出相應部署。

### 增加支援應急措施

面對內外政經形勢眾多挑戰，我們歡迎特區政府推出多輪支援企業和紓困措施，期望新一份預算案能繼續優化相關措施，如延長政府收費和稅項的寬免期限和增加減免額度、恆常化中小企信貸擔保等。當局亦可研究派發消費券，刺激市民消費意欲，並考慮豁免某一額度收入人士及企業的稅項，減輕市民大眾負擔及紓緩商戶經營壓力，應對可能出現的裁員和結業潮。

此外，我們相信特區政府能帶領社會各界努力做好抗疫工作，並提供一切合適的支援措施，工商界亦會積極配

合，包括在全球市場搜購所需物資，盡快穩定本港的防疫物品供應。

### 推動多元經濟發展

中長線而言，香港一直面對產業相對單一化的問題，特別是經歷中美貿易摩擦事件後，更突顯促進香港多元經濟發展的重要性。我們期望特區政府能投放更多資源，配合本港不同產業發展需要。

以旅遊業為例，當局可推動更多支援業界發展的長遠規劃，如爭取國際大型盛事在香港舉辦，加強對外宣傳推廣。當局亦可善用廣深港高鐵和港珠澳大橋帶來的便利，進一步與內地商討優化口岸設施，提升通關效率和交通運載能力，促進粵港澳大灣區“一程多站”跨境旅遊發展潛力。

我們亦建議當局積極加大對研發及創新科技應用等資源投放，如考慮為企業輸入創科人才提供資金補貼，進一步提升中小企研發開支免稅上限，並透過稅務、土地等優惠政策，吸引著名科研機構及科技企業落戶香港。

### 深化與周邊區域合作

隨着國家積極推動粵港澳大灣區及“一帶一路”建設，為香港工商企業拓展多元市場、鞏固“引進來、走出去”橋樑角色提供新契機。特區政府應積極研究提供適當的支援配套措施，透過完善與廣東的跨境通關服務，增加港珠澳大橋私家車配額，並探討建立區內人民幣雙向流動機制、構建粵港澳兼容的電子支付平台等，促進大灣區人流、物流、資金流等要素自由流動。

我們亦期望特區政府協助工商界搭建“一帶一路”沿線項目配對平台，推動香港及內地企業參與“一帶一路”外訪考察團，特別是強化與東盟的經貿往來，長遠可主動爭取更多東盟國家支持香港加入“區域全面經濟伙伴協定”(RCEP)，為本港產品及金融、專業服務等優勢產業爭取有利的市場開放措施。

總括而言，鼠年經濟縱使仍會波瀾起伏，但我們深信，香港始終擁有獨特優勢，只要社會各界能團結一致，攜手應對挑戰，共謀發展，定能為香港長遠發展創開新篇章。

“我們期望即將公佈的財政預算案能繼續給予短期措施支援企業應對經營困境，同時亦提出推動產業多元化發展的中長期政策建議。”

*We hope the soon-to-be-announced Budget will provide continued short-term support measures to help companies to overcome the hurdles, and propose mid- to long-term policies aimed at promoting the diversification of industries.*”

**T**he Year of the Gold Rat marks a new beginning! On Behalf of the CGCC, I would like to wish everyone prosperity and business success in the year ahead.

The Year of the Pig was not an easy year for Hong Kong. The Year of the Rat is expected to be challenging still, as the continual spread of the new pneumonia and other uncertainties hover over the local economy and business outlook. We hope the soon-to-be-announced *Budget* will provide continued short-term support measures to help companies to overcome the hurdles, and propose mid- to long-term policies aimed at promoting the diversification of industries.

### Economic challenges remain in the Year of the Rat

Tension between China and the US over the trade deal finally eased last month when the two countries signed the phase 1 trade agreement, which also helped to stabilize Hong Kong's weakened external trade. That said, only time can tell if the two economic powers will not get into another round of wrestling and change the face of global trade and investment once again.

As for the Hong Kong economy, the advance estimates on GDP for 2019 contracted by 1.2%, whereas retail sales also registered a significant decline. The number of visitors to the city has been dropping since July last year; the unemployment rate had climbed up to a three-year high between October and December 2019. The uncertainties in the external environment will likely continue to cripple Hong Kong's economic development for a while. Before the social unrest triggered by the *Fugitive Offenders Ordinance* amendment bill has died down, a new threat, namely the spread of the novel coronavirus, is confronting the city. It is important that the business sector stay vigilant and make necessary preparations.

### Stepping up support and contingency measures

In the face of the numerous external and internal, political and economic challenges, we welcome the series of support and relief measures the HKSAR government has implemented to aid businesses, and are eager to see these measures enhanced in the new *Budget*. The authorities may also consider distributing consumption vouchers to boost consumption among the local residents, and offering tax exemption to a quota of individuals and businesses to mitigate imminent waves of layoffs and business closures.

In addition, we believe that the HKSAR government is capable of leading all sectors of society to fight against the novel coronavirus infection and adopt all the appropriate support measures. The business sector will collaborate proactively, including purchasing needed supplies from the global market to stabilize Hong Kong's stock of protective items.

### Fostering a diversified economy

In the mid- and long-run, Hong Kong's industries are facing the

problem of homogeneity. We hope the HKSAR government will allocate more resources to support the developments of different industries.

For example, the authorities can develop more long-term plans to support the development of the tourism sector. Leveraging the convenience offered by the Guangzhou-Shenzhen-Hong Kong Express Rail Link and the Hong Kong-Zhuhai-Macao Bridge, the government can also liaise with the Mainland authorities on improving port facilities so as to enhance their efficiency and capacity, thus allowing multi-destination travel in the Guangdong-Hong Kong-Macao Greater Bay Area (the Greater Bay Area) to grow further.

We also suggest that the authorities proactively invest in research and development (R&D) as well as innovation and technology (I&T), such as by providing businesses with subsidies to recruit overseas talents, increasing the tax relief threshold for SMEs engaged in R&D, and attracting renowned science and technology institutions and tech companies to set up offices in Hong Kong through favourable tax, land and other policies.

### Deepening cooperation with neighboring regions

China's active promotion of the Greater Bay Area and "Belt and Road Initiative" (B&R) has created new opportunities for Hong Kong. The HKSAR government should explore the possibility of providing matching support facilities and policies. For instance, it can increase the quota on private cars travelling from Hong Kong to Guangdong via the Hong Kong-Zhuhai-Macao Bridge by enhancing the cross-boundary clearance service with Guangdong, and look into the plausibility of expanding the channels for two-way renminbi fund flows and creating an e-payment platform compatible with Guangdong, Hong Kong and Macao. All these help to facilitate the free flow of people, commodities and capital within the Greater Bay Area.

Meanwhile, we hope the HKSAR government will assist the business sector in building a platform to facilitate B&R project interfacing and promoting B&R study tours for Hong Kong and Mainland businesses. In particular, it is important to strengthen trade connections with the Association of Southeast Asian Nations (ASEAN) and fight for favourable open-market policies for Hong Kong's products, financial sector and professional services, among others, which enjoy a competitive edge.

To summarize, notwithstanding the challenges facing the Hong Kong economy in the Year of the Rat, we firmly believe that Hong Kong enjoys unique strengths, and that opportunities abound for the city's long-term development so long as all sectors of society work together to overcome the challenges and promote the development of the society. 🌀

# 中總論壇： 應對挑戰 抓緊機遇

## CGCC Forum: Facing Challenges and Seizing Opportunities

修例風波引發社會爭議，工商百業以至社會各階層受到嚴重影響。儘管前景未明朗，但香港在拓展區域市場合作方面其實仍然不乏發展機遇。新年伊始，中總論壇邀請政府官員、專家學者深入剖析，探討環球政經局勢發展對內地及本港經濟帶來的挑戰和機遇，並討論在當前經濟及社會形勢下如何開拓更多市場發展空間。

The amendment bill has caused social controversy and had a severe impact on all businesses, industries and levels of society. While the future remains unclear, Hong Kong's development of regional market cooperation continues to exhibit great potential for growth. To mark the start of the new year, CGCC Forum has invited government officials and expert scholars to give in-depth analyses and explore the challenges and opportunities for the economies of the Mainland and Hong Kong arising from the global economic and political situation, as well as to discuss how to expand further market coverage in the context of current economic and social trends.





陳茂波 Paul Chan



王一鳴 Wang Yiming



鄂志寰 Zhihuan E

## 陳茂波：全力協助中小企應對經濟下行

**財**政司司長陳茂波表示，過去一年環球經濟增長放緩，中美經貿關係起伏不定，英國脫歐也幾經波折，加上地緣政局緊張升溫，香港面對的周邊形勢可說十分嚴峻。展望2020年，雖然國際貨幣基金組織預測，全球經濟增長將稍高於去年，但預料多個主要的經濟體增長均放緩，顯示環球經濟復甦並不全面，且充滿不確定性。

除了外圍因素，本地的社會事件和暴力衝擊對本港經濟的影響甚大。陳茂波指出，若情況持續，本港旅遊業、私人消費和投資將難以恢復，令更多打工仔飯碗不保，恐將進一步削弱國際社會和投資者對香港的信心。因此，停止暴力、恢復社會秩序是當前急務，也是讓社會重新啟動的關鍵。

為應對經濟下行及支援中小企渡過難關，特區政府去年底推出了250億元支援措施，協助企業減低經營成本、減低資金回轉壓力、協助開拓市場；同時向發展品牌升級轉型和拓展內銷市場的專項基金、中小企市場推廣基金進行注資，並推出優化措施來提高資助額度，加大力度協助港商開拓新市場，尋找新商機。

陳茂波認為，過去半年香港儘管經歷了內外交困，但金融體系和聯繫匯率

制度均保持穩健和韌性，“一國兩制”亦持續有效實施，香港繼續保持國際金融中心的地位和全球最佳營商地點之一。多個國際經貿組織對香港經濟自由度、營商環境仍給予高度評價，他期望工商界抓緊內地市場的商機，積極參與粵港澳大灣區、“一帶一路”的建設，發揮所長，為國家發展作出獨特貢獻。

## 王一鳴：內地經濟增長重品質

2019年內地出口受全球經濟放緩和中美貿易摩擦影響，固定投資和消費同樣面對下行壓力。國務院發展研究中心副主任王一鳴指出，為應對中美貿易摩擦，內地企業加大力度開拓市場，出口到東南亞及歐盟均有增長。國家更加大逆周期調節力度，採取穩健貨幣政策，全年經濟表現比原先預測的較為理想。市場估計2019年內地經濟生產總值同比增加6.1%，增長總量達60,000億元。

雖然內地經濟也在放緩，但幅度明顯低於其他主要經濟體，王一鳴認為，這體現了內地經濟的韌性。展望未來內地經濟形勢，他認為全球經濟依然充滿不確定因素，例如中東事態及美國貿易政策轉變，強調國家不能忽視逆周期調節的重要性，須引導資金投入民生和基礎建設，並繼續進行結構性改革，提高內地經濟發展品質，確

保國家未來一段時期維持強勁增長動力及國際競爭力。同時，內地要面對老齡化的加快、投資邊際效率下降等問題。王一鳴強調，以目前形勢來看已不宜執着於6%增長，關鍵還是要看經濟增長的品質。

王一鳴續指，今年內地經濟也有一些有利因素，包括適應中美貿易摩擦能力增強、應對外部衝擊舉措全面啟動、減稅降費效果逐步顯現，以及金融環境正在持續改善、企業庫存周期及固定資產投資觸底回升等。而在世界銀行報告中，內地營商環境及創新指數排名去年均見躍升，正好反映改革帶來的變化。

## 鄂志寰：香港金融基礎穩固

中國銀行（香港）首席經濟學家鄂志寰表示，國際貨幣基金組織預測，2019年全球經濟增長約為3%，2020年則為3.4%，其中主要增長來自歐元區、俄羅斯、巴西及印度，而世界兩大經濟體美國和中國，預期增長均會減速。她認為2020年全球經濟增長是挑戰大於機遇，香港作為小規模開放經濟體，難免受全球經濟增長放緩影響。

去年香港雖受內外不同因素影響，經濟出現十年來首次負增長，但金融市場仍見平穩，未有大幅波動。



從股市上看，雖然交投量有所收縮，但恆生指數全年上升9.1%，港交所亦保持全球新股發行第一的地位；而港元匯率在艱難情況下，仍保持基本穩定，沒出現大規模資金流出的現象；全球各地投資者亦對香港投下信心一票，繼續選擇在香港配置金融資產。這些都歸功於香港金融市場的穩固根基，對外部衝擊的抵禦能力亦不斷提升。

作為國際和內地企業的重要集資平台、亞太區主要資產管理中心及全球

### Paul Chan: Helping SMEs cope with the economic downturn

**P**aul Chan, Financial Secretary of HKSAR, said that the downturn in global economic growth over the last year and the volatility in US-China trade relations mean that Hong Kong faces a forbidding range of peripheral trends. Looking further ahead into 2020, he expects to see a slowdown in all the major economies, demonstrating that the global economic revival was far from comprehensive and is still subject to a great deal of uncertainty.

In addition to peripheral factors, local social events and eruptions of violence have had a major impact on Hong Kong's economy. Chan noted that if this state of affairs

最大離岸人民幣中心，鄂志寰認為，香港基本優勢仍然明顯，隨着中美貿易爭端和英國脫歐危機有所緩和，加上本地反修例風波能盡快平息，今年香港經濟應能保持平穩，甚或有輕微反彈。

展望未來機遇，鄂志寰指出隨着內地金融市場持續開放，加上粵港澳大灣區、“一帶一路”發展，香港憑藉與國際金融制度接軌的優勢，將能更充分發揮國際融資中心的功能，為金融業發展帶來龐大機遇。

continues, Hong Kong's tourist industry, private consumption and investment will all struggle to recover, and may further weaken confidence in Hong Kong within the international community and among investors.

The SAR government initiated a package of support measures worth HKD2.5 billion to help businesses open up markets, and also injected capital into special funds to help develop brand upgrades and transitions and expand the domestic consumption market, as well as market promotion funds aimed at SMEs; the government has also scaled up financial assistance to help Hong Kong-based companies develop new markets and seek out new business opportunities.

Chan's view is that, as the financial system and linked exchange rate system have both remained stable and resilient over the last six months, and the “one country,

two systems” model continues to be effectively implemented, Hong Kong will maintain its position as a global financial centre and one of the best places in world to do business. Many international trade organizations still give highly favourable assessments of Hong Kong's freedom and business environment, and he anticipates that business and industry will seize the opportunities presented by the Mainland market and make a unique contribution to the country's development.

### Wang Yiming: Mainland economic growth will focus on quality

**Wang Yiming, Deputy Director of the Development Research Centre of the State Council**, commented that Mainland enterprises are increasingly focused on developing new markets, with exports to both Southeast Asia and the European Union growing. China increased the strength of its counter-cyclical regulation and adopted policies to maintain the stability of its currency, with the result that whole-year economic performance was stronger than originally predicted. Market data shows that mainland Chinese GDP increased by 6.1% year on year in 2019.

The slowdown in the Chinese economy has been markedly smaller than in other economies, and Wang believes that this demonstrates the resilience of China's economy. Looking ahead to future economic trends in the Mainland, he believes that ongoing uncertainty in the global economy means that the government cannot overlook the importance of counter-cyclical regulation and must continue with structural reforms to increase the quality of Mainland economic development and ensure that country is able to maintain strong growth momentum and international competitiveness for some time to come. Wang stressed that given current trends, it will be difficult to maintain 6% growth, but the quality of economic growth will nevertheless be key.

Wang went on to point out that the Mainland economy will also benefit from a number of favourable factors this year, including greater ability to adapt to US-China trade frictions, the comprehensive implementation of measures to cope with external shocks, and the gradual effects of tax cuts and cost reductions. Moreover,





World Bank reports showed that China made huge leaps in terms of its business environment and innovation index rankings last year, reflecting the changes brought about by reforms.

## Zhihuan E: Hong Kong's financial foundations are sound

**Zhihuan E, Chief Economist of the Bank of China (Hong Kong)**, noted that the International Monetary Fund (IMF) forecasts slower growth in the world's two largest economies, the US and China. She believes that the challenges to global economic growth will be bigger than the opportunities in 2020, while Hong Kong, as a small, open economy, will struggle to avoid the effects of the global economic slowdown.



Hong Kong's economy experienced negative growth last year for the first time in a decade, but the financial markets remain stable. From the perspective of the stock market, the Hang Seng Index rose by 9.1% over the whole year, while the Hong Kong Stock Exchange held on to its position as the global number one for IPOs. Despite a difficult exchange rate situation, the HKD remains essentially stable, and there has been no large-scale outflow of capital. This factors are largely due to the sound foundations of Hong Kong's financial markets, which continue to improve their ability to withstand external shocks.

E believes that Hong Kong will continue to benefit from significant fundamental advantages. As the effects of the US-China trade dispute and the Brexit crisis are alleviated, and local unrest resulting from opposition to the amendment bill draws to an end, the Hong Kong economy is likely to remain stable this year, and may even see a slight rebound.



Looking ahead to future opportunities, E commented that the continued opening up of Mainland financial markets, combined with the development of the Guangdong-Hong Kong-Macao Greater Bay Area and the "Belt and Road Initiative" (BRI), will enable Hong Kong to make the most of its advantages in terms of integration with the global financial system, and provide huge opportunities for the development of the finance industry.

# 前瞻行業發展機遇

## Development Opportunities for Forward-looking Industries

論壇設有對談環節，邀請王一鳴、鄂志寰、香港零售管理協會主席謝邱安儀、香港旅遊業議會主席黃進達及香港資訊科技聯會會長邱達根擔任嘉賓，共同討論在當前經濟及社會形勢下本港不同行業面對的困難，以及如何開拓更多市場發展空間。

### 王一鳴：香港宜強化與大灣區合作

王一鳴預期，中美雙方發展方向不同，中美貿易摩擦可能持續一段頗長時間。但他強調，這不會危及香港的中介地位，反而進一步強化香港角色，並可從中發掘機遇。

王一鳴指出，內地經濟面對下行壓力是從2008年金融危機後開始蘊釀，亦不盡是外部環境造成，人口老齡化等內部問題也不無影響。他強調，必須客觀認識經濟下行局面。

香港是傳統的國際金融中心，王一鳴表示，新科技革命下金融業也在變化，毗鄰的深圳作為新興科技城市，具有強大競爭力，未來香港與深圳應加強合作，令香港金融能夠適應科技變革。香港航運、貿易同樣需要轉型，務求與現代科技、智慧科技結合。他相信，只要香港能夠保持固有競爭力，並強化與大灣區的合作，雖然面對大時代的轉變，定可迎來最大機遇，再邁出新發展路向。

### 鄂志寰：革新金融體系迎金融科技浪潮

鄂志寰認為，科技和金融的結合已進入嶄新階段。過去是金融機構為科技

行業提供融資、上市服務等；但隨着Facebook等科技公司進入金融領域，傳統銀行為迎接挑戰，都要變身成為科技公司，科技和金融行業的界線已日漸模糊。對香港的傳統金融業來說，是前所未有的巨大挑戰，也有龐大機遇。

香港是傳統國際金融中心，鄂志寰指出，在新股集資上全球領先，無論是銀行規模、資產規模亦屬世界前列，但在債券市場、資產管理及科技融資機制方面則顯然存有不足。例如傳統銀行的既有機制難以評估新興科技企業的盈利能力和資產質素，以致難以作出融資。她認為，香港急需革新舊有機制，提升服務水平，方可迎接金融科技和新經濟的發展浪潮。

鄂志寰指出，國際金融中心地位是香港經濟最核心的環節，也是香港對國家的價值所在。如香港能突破框框，不斷革新、不斷完善金融體系，她深信在粵港澳大灣區、“一帶一路”和人民幣國際化等催化劑推動下，香港定能維持長遠競爭力，開拓更廣闊前景。

### 謝邱安儀：租金壓力大 期盼及時雨

謝邱安儀指出，目前香港零售業經營環境嚴峻，除少部分項目有微升外，大部分商品的銷售額均告下跌，奢侈品尤甚，銷售額大幅下跌逾40%。加上沉重租金壓力，2019年11月本港整體零售數據下跌23%，為有數據紀錄以來最大跌幅。

謝邱安儀闡釋，2008年起內地經濟騰飛，訪港內地客量不斷飆升，亦令香港租金水漲船高。去年六月份起，社會事件令生意額暴跌，租金卻沒有同步下調，經營壓力變得非常沉重。12月傳統消費旺季來臨，情況稍有好轉，但仍難以彌補年內的損失。她進一步指出，有實力的消費仰賴過夜旅客，但目前過夜旅客及內地旅客的數字未見好轉。

在此艱難時期，謝邱安儀期望業主能降低租金，政府方面則盡快令社會恢復平靜、回歸理性，並推出更及時、精簡、接地氣的支援措施，協助零售業界渡過難關。同時，她鼓勵業界探索智慧零售，為傳統零售業重新定位，開拓客源之餘，亦吸引更多年輕人加入行業。

### 黃進達：香港優勢清晰 旅業須有信心

去年初港珠澳大橋開通，對海外、內地旅客來說是富吸引力的新景點，黃進達指在，2019年上半年旅遊業亦因而頗有受惠。但2019年下半年，旅遊業受社會事件影響而飽受打擊，各市場跌幅達兩成至九成不等，連帶相關行業如零售，酒店及交通運輸業亦大受影響。

近月示威活動稍見平復，黃進達期望短途市場能夠率先回復正軌。他闡釋，東南亞市場如韓國、印尼、印度、泰國、菲律賓等旅客的消費相對穩定，而且他們赴港成本不高，可望較容易吸納回來。他並寄望迪士尼樂園及海洋公園的新設施陸續推出，可重新激發外地旅客訪港意欲。



(左起) 黃進達、鄂志寰、蔡冠深、王一鳴、謝邱安儀及邱達根  
(From left) Jason Wong, Zhihuan E, Jonathan Choi, Wang Yiming, Annie Yau Tse and Duncan Chiu

黃進達續指，《粵港澳大灣區發展規劃綱要》提到中央非常支持香港成為國際城市的旅遊樞紐與大灣區的旅遊示範核心區。他認為，這代表中央對香港旅遊業定位非常清晰，誠非其他地方所能輕易取代。因此，他鼓勵業界要對未來發展抱有信心，並希望香港市況盡快平復，讓業界重新出發，再次招待來自四面八方的旅客。

## 邱達根：創新科技行業有危亦有機

邱達根表示，十年前香港的科技行業地位較低，社會普遍認為是支援性行業，本地的科研投入和產品不多。經過數年發展，初創公司大量湧現，去年更錄得破紀錄逾3,000多間，對比十年前只有1,000間，可說是飛躍發展。但他指出，反觀人口規模相似的以色列，當地長期保持7,000多間初

創，深圳更達數萬間，香港仍有大量進步空間。

邱達根強調，現在是香港發展創科行業的最好時機，也是最具挑戰的時刻。他闡釋，去年上半年初創公司募資破了紀錄，雖然下半年數字尚未公佈，但相信將出現巨大反差。若今年情況沒改善，不少公司將面臨資金斷裂，2000年科網泡沫爆破的情景恐再現，屆時本港創科發展或滯後幾年。

邱達根形容現時本港創科發展如同雪球，它已開始滾動，但還未達到越滾越大的地步，需要從後推一把。他認為，對初創來說最重要是募資，在美國、以色列等地，有大量長期投資初創的基金，創業成功的公司賣盤套現後，可再投資到下一梯隊。香港的獨角獸企業尚處於起步階段，政府雖也投入大量資源，但主要是硬件的建

造和長期發展基金，是否見效還需時日觀察，如何解決行業刻下的燃眉之急，值得社會各界思考。🔗

The Forum included a discussion section, during which Wang Yiming, Zhihuan E, **Annie Yau Tse, Chairperson of the Hong Kong Retail Management Association**; **Jason Wong, Chairman of the Travel Industry Council of Hong Kong**, and **Duncan Chiu, President of the Hong Kong Information Technology Joint Council**.

## Wang Yiming: Hong Kong should strengthen collaboration with the Greater Bay Area

Wang anticipates that trade frictions between the US and China will continue for some time. However, he emphasized that this will not threaten Hong Kong's position as an intermediary, and could in fact strengthen Hong Kong's role.

Wang commented that the downward pressures on the Mainland economy have been fomenting since the 2008 financial crisis, and are by means entirely caused by the external environment, as population aging and other internal issues have also had some impact. He stressed that it is necessary to take an objective view of the economic downturn.

Hong Kong has traditionally been an international financial centre, and Wang pointed out that the financial industry is also changing under the effects of the new technological revolution, while Hong Kong should increase cooperation with Shenzhen in the future. Hong Kong's shipping and trade sectors also need similar transitions. He is convinced that as long as Hong Kong is able to maintain its existing competitiveness, it will thrive on the new opportunities presented as it faces up to the changing times.

### Zhihuan E: Innovative financial systems will welcome the fintech revolution

E believes that the integration of technology and finance is already entering a new phase. As tech companies like Facebook move into the finance sector, traditional banks need to face up to the challenge by transforming themselves into tech firms, with the result that the boundaries between technology and finance are becoming increasingly blurred.

E commented that Hong Kong's position as a global leader in IPOs puts it at the forefront of the world in terms of the scale of both its banks and capital; however, it has obvious shortcomings in terms of bond markets, asset management and tech financing mechanisms. She believes that Hong Kong urgently needs to reform its aging mechanisms and improve the level of service, so that it can ride the tide of fintech and new economy development.

E believes that Hong Kong's position as an international finance centre is central to its economy, and is also where the SAR's value to China lies. She is convinced that if Hong Kong is able to continually improve its financial systems, it is certain to maintain its long-term competitiveness and develop an even brighter future.

### Annie Yau Tse: Hoping for much-needed relief on severe rent pressures

Tse commented that Hong Kong's retail sector faces a challenging operational environment, with declining sales reported for most product categories, and luxury goods in particular. The added pressure of high rent resulted in a 23% drop in overall retail data for Hong Kong in November 2019, the largest fall since records began.

Tse explained that Hong Kong rent levels have been rising since 2008. However, events since June last year have caused a precipitous drop in business that has not been accompanied by a simultaneous fall in rents, putting severe pressure on businesses. The situation improved somewhat in December, but not enough to make up for the losses incurred during the year.

During this difficult period, Tse hopes that property owners will reduce rents, and that the government is able to bring peace society, as well as launching better supporting measures to help the retail industry get through this period of hardship. She also encouraged the industry to explore the possibilities of smart retail, reposition the traditional retail business, and develop new customer bases, as well as attracting more young people into the industry.

### Jason Wong: Hong Kong's has clear advantages, but the travel industry needs to have confidence

Wong commented that the travel industry suffered a severe impact as a result of the societal events during the second half of 2019, with every market falling between 20% and 90%. This also had a significant knock-on effect on associated industries such as retail, hospitality and transport.

As protests have begun to abate in recent months, Wong anticipates that short-haul markets will be the first to return to normal. He explained that spending by visitors from markets such as Southeast Asia is relatively stable, while the cost of visiting Hong Kong from such locations is low, so it should be relatively easier to attract such visitors

back. He also hopes that the launch of new facilities at Disneyland and Ocean Park will make visitors want to visit Hong Kong again.

Wong believes that the central government is very clear about the positioning of Hong Kong's travel industry, as the SAR is not easily replaced by other places. For this reason, he encouraged the industry to have confidence in future development, and expressed hope that the Hong Kong market will return to normal as soon as possible.

### Duncan Chiu: Both dangers and opportunities for innovative technology industries

Chiu pointed out that after several years of development, Hong Kong's technology industry has seen a flood of startups emerge. However, he also noted that the state of Israel, which has a similar population, has managed to maintain over 7,000 startups over the long term, while the figure for Shenzhen is in the tens of thousands, so Hong Kong still has a lot of room for improvement.

He emphasized that this is both the best and the most challenging moment for the development of Hong Kong's innovative technology industry. He explained that investment in startups reached record levels in the first half of last year; however, although figures for the second half of the year have not yet been released, he believes there will be a stark difference. If the situation does not improve this year, many companies will be cut off from funds, which is likely to cause the development of Hong Kong's innovative technology industry to stagnate for several years.

In his view, the most important thing for startups is that fundraising for Hong Kong unicorn companies is still in the early stages. While the government has invested a great deal of resources, its efforts have largely been in hardware construction and long-term development funds, and it remains to be seen whether these efforts will bear fruit. How to resolve the urgent problems currently facing the industry is a question that is worth thinking about for all sectors of society. 🔄



# 香港成東盟向外拓展的 必然之選

## Hong Kong: Vital Choice for ASEAN Countries Going Out

東盟國家企業近年熱衷來港上市、集資，帶動香港股票市場愈趨多元化，2019年來港上市的東盟企業就達100間。香港何以吸引他們進駐，甚至視為海外上市的首選地？香港與東盟國家的經貿聯繫有多緊密？此趨勢又如何為雙方帶來更多機遇？

Over recent years, companies from ASEAN member states have flocked to Hong Kong to list themselves and raise funds, helping to drive increasing diversification in the Hong Kong stock market. But how has Hong Kong managed to attract such companies and become to be viewed as the first choice for overseas stock market listings? How close are economic and trade links between Hong Kong and the ASEAN countries? How will this trend bring about more opportunities for both parties?

## 傅仲森：香港助東盟企業拓全球業務

Stephen Phillips: Hong Kong Assists ASEAN Companies Developing Global Services



傅仲森 Stephen Phillips

近年東盟經濟迅速崛起，是亞洲其中一個高速增長的經濟體。東盟總人口逾6.49億，於2018年的整體經濟規模逾2.9萬億美元，增長達5.1%；而且東盟國家的中產階層正在擴大，估計佔東盟總人口逾四分之一，可見區內具備龐大的發展潛力和資金需求。

過去數年，發達國家經濟放緩，東盟經濟體卻大致保持蓬勃發展，不但來港開拓業務，上市集資的活躍程度亦明顯上升。投資推廣署署長傅仲森強調，香港擁有國際商業金融中心地位，是持續吸引東盟企業進駐的關鍵，而且特區政府一直非常重視和東盟的經貿往來，單在2018和2019年，特區政府的各主要官員便出訪東盟共17次。

### 東盟成第二大貿易夥伴

根據工業貿易署2018年資料顯示，香港是東盟第六大商品貿易夥伴，東盟則是繼內地後，香港的第二大貿易夥伴。2018年，香港與東盟的商品貿易總額接近10,697億港元，相當於香港全球商品貿易額的12%，而在2014至2018年期間亦錄得每年平均6.7%的增長。根據香港貿易發展局2018年的資料顯示，香港是東盟經濟體第六大出口市場，佔7%。

投資推廣署一直協助不同企業在港開業和發展業務。傅仲森透露，在2019年投資推廣署共協助487間公司在香港開展或擴充業務，當中29間來自東盟地區，是該署所服務的外企第四大來源地。

傅仲森又提及，截至2017年年底，東盟是香港第六大外來投資的來源地；東盟對香港的外來直接投資達6,280億港元，佔香港外來直接投資總額的4.1%。而根據投資推廣署和統計處進行的調查結果顯示，2019年6月，在9,040間境外母公司的駐港公司中，其母公司位於東盟的駐港地區總部、駐港地區辦事處和駐港當地辦事處的數目分別為62間、143間及423間。

### 兩大協定提供有利保障

為了向企業提供更明確及清晰的營商規則，加強雙方的經濟合作，2017年11月，東盟與香港簽訂《自由貿易協定》及《投資協定》，涵蓋6個領域，即貨物貿易、服務貿易、投資、經濟和技術合作、知識產權及爭端解決機制。

《自由貿易協定》為香港的貨物貿易、服務貿易和投資保護等方面，提供法律保障和最佳的市場准入條件，為營商人士降低門檻、擴大商機，為香港的經濟發展創造更有利的環境。受惠的行業包括專業服務、商業服務、電訊服務、建造及相關工程服務、教育服務、金融服務、旅遊及其相關的服務、運輸服務，以及仲裁服務，這些都是香港具有傳統優勢或具進一步發展潛力的行業。《投資協定》則為香港企業在當地的投資提供公正和公平的待遇，向投資實體提供保護和保障，並承諾投資和收益可自由轉移。

### 借港優勢拓內地市場

傅仲森指，香港多年來擔當內地門戶

角色，近年在國家“一帶一路”及粵港澳大灣區發展亦佔有策略性地位及功能，成為東盟企業設立區域總部的首選。隨着東盟經濟穩步發展，企業發展日趨成熟，有需要將業務擴展至亞洲及世界其他市場，更可以善用香港的種種優勢開拓內地市場。

他解釋，香港在“一帶一路”倡議擔當重要角色，東盟企業可以利用香港高效及優良監控的股票市場進行集資，為他們的項目籌募所需資金。另外，香港在專業服務領域亦是人才濟濟，東盟企業可以在此找到來自世界各地的法律及會計公司，配合他們在世界各地的業務需要。而《粵港澳大灣區發展規劃綱要》敲定了香港的多重角色，既是國際金融中心、全球創意樞紐，亦是亞太區的國際法律及爭議調解中心。東盟企業如欲將業務拓展至亞洲及世界各地，香港獨特的國際營商平台會是必然之選。

此外，香港與內地簽訂了《內地與香港關於建立更緊密經貿關係的安排》，不僅促進貨物及服務貿易自由化，亦有利投資，以及經濟和技術方面的合作，可為香港企業帶來機遇，亦惠及以香港為基地的東盟公司，有助他們於內地這個全球最大的新興市場拓展業務。展望未來，傅仲森相信，隨着東盟、內地和香港經濟的持續發展，經貿合作的前景會愈來愈廣闊。

The ASEAN countries are home over 649 million people, with a rapidly-growing middle class that is estimated to account for a quarter of the total population, so the enormous development potential and capital needs of the region are readily apparent.

The ASEAN economies have generally seen burgeoning growth over the last few years, and there has been a marked increase in listing and financing activity. **Stephen Phillips, Director of InvestHK**, stressed that Hong Kong's position as a centre for international commercial finance is key to its continuing ability to attract businesses from ASEAN nations.

## The ASEAN region has become Hong Kong's second largest trade partner

Hong Kong is the sixth largest commodity trade partner for the ASEAN region, while the ASEAN region is the second largest trade partner for Hong Kong after mainland China. In 2018, commodity trade between Hong Kong and ASEAN nations accounted for 12% of Hong Kong's global commodity trade, with the value of Hong Kong-ASEAN commodity trade increasing by an average of 6.7% per year between 2014 and 2018, while Hong Kong is the sixth largest export market for the ASEAN economic region, accounting for 7% of ASEAN exports.

InvestHK is committed to helping companies of every kind to start and develop business in Hong Kong. Phillips revealed that InvestHK helped a total of 487 companies to start or expand their business in Hong Kong during 2019, with 29 of these companies originating from the ASEAN region, making ASEAN countries the fourth most common place of origin for companies served by InvestHK.

He also noted that the ASEAN region was Hong Kong's sixth biggest source of external investment as of the end of 2017, with foreign direct investment from ASEAN nations reaching HKD628 billion, equivalent to 4.1% of total foreign direct investment in Hong Kong.

## Two major agreements provide favourable guarantees

In order to provide companies with clearer and more specific business regulations and strengthen economic cooperation between the two regions, ASEAN signed two agreements with Hong Kong - the *Free Trade Agreement* and the *Investment Agreement* - covering six different sectors.

The *Free Trade Agreement* provides legal guarantees and better market entry approval conditions covering Hong Kong's goods trade, services trade and investment protections, lowering the entry threshold for businesspeople, expanding business opportunities, and creating a more favourable environment for Hong Kong's economic development. Beneficiaries of this agreement include industries in which Hong Kong has traditional strengths, as well as industries that have potential for further development. The *Investment Agreement* delivers fair and equal treatment for Hong Kong-based companies investing in ASEAN member states, provides



investment entities with protections and safeguards, and establishes commitments to the free transfer of investment and profits.

## Leveraging Hong Kong's strengths in the Mainland market

Phillips explained that Hong Kong has served as a gateway to China for many years and has become the destination of choice for companies from ASEAN nations looking to establish regional headquarters. As the ASEAN region's economy has continued to develop at a steady pace, companies are becoming increasingly mature and need to expand their businesses across Asia and into other global markets. They are therefore able to make use of Hong Kong's numerous advantages to develop the Mainland market.

Phillips explained that Hong Kong plays an important role in the "Belt and Road Initiative", enabling ASEAN-based companies to use Hong Kong's efficient

and well-regulated stock market to raise capital and fundraise for their projects. Hong Kong's professional services sector is also home to a wealth of talent that is ready to cater to their business needs in every part of the world. If an ASEAN-based company wants to expand its business into Asia and other parts of the world, Hong Kong's unique international business platforms are an essential choice.

Hong Kong has also signed the *Mainland and Hong Kong Closer Economic Partnership Arrangement* (CEPA) with the mainland Chinese government. CEPA not only promotes free trade in goods and services, but also has benefits for investment. This also benefits ASEAN-based companies that use Hong Kong as a base, helping them to develop their business in the world's largest emerging market - China. Looking to the future, Phillips believes that as the economies of ASEAN, China and Hong Kong continue to develop the prospects for economic and trade cooperation will become even broader.

## 黃思華：香港投資市場具國際化優勢

### Wong Sze-wah: The International Nature of Hong Kong's Investment Market is a Great Strength

根據港交所數字顯示，截至2019年12月31日，已來港上市的東盟國家企業共有98間，當中60間來自新加坡。中國銀行香港金融研究院經濟研究員黃思華指出，回顧2017年環球經濟同步復甦，企業預期經濟前景基本向好，刺激投資氣氛持續高漲，同時帶動新股集資活動上升，成為吸引東盟企業來港上市的主因。

#### 集資力強 領先亞洲

黃思華指出，及至2018年，因應中美貿易摩擦及美國聯儲局連續加息，環球金融市場波動加劇，令投資者情緒轉向審慎，新興市場流動性漸見緊張，由此亦限制了企業在資本市場集資的意願，引致2018年東盟企業來港進行IPO上市的集資額及宗數均有所下降。他補充，踏入2019年，隨着全球主要經濟體實行寬鬆貨幣政策，環球資金再次流向風險資產及新興市場，令東盟經濟在外圍需求減少下，仍能保持平穩增長，東盟企業來港上市亦回復上升勢頭。

提到香港股市對東盟企業的吸引力，黃思華認為，香港既是國際金融中心，也是內地企業“走出去”的對外投資平台，為來港上市的東盟企業帶來不少好處。他認為香港兼具完善的金融基建、公平的法治制度，以及全面的專業服務配套，其資本市場的日均成交額及集資能力，更領先區內其他主要交易所，反映本港整體市場流量的深、廣度皆坐擁優勢，對企業在上市後進行再融資活動，以至提高財務管理能力等各方面，均提供了有利條件。

#### 監管嚴謹 誠信保證

黃思華續指，香港金融市場以高度國際化及多元化著稱，廣及內地、美國、英國及其他歐洲地區的非本地投資者，在現貨市場成交金額佔整體比重達40%，讓東盟企業可透過本地

資本市場接觸到世界各地的機構投資者，藉此引入國際資本，並建立更廣泛的投資者基礎。

他表示，因應香港的上市制度發展成熟、投資環境公開透明，加上對監管及信息披露具嚴謹要求，東盟企業在港取得上市地位，正可向投資者及客戶展示其內部管理已達致國際水平。他認為由此對企業擴展市場，以至爭取更多海外顧客的信任及認受性，皆大有幫助。

同樣地，黃思華指香港藉吸納東盟企業來港上市，除可促進香港與東盟的經貿關係外，更有助香港加強其國際

金融中心的地位，並成為服務內地與東盟地區的雙向平台，從中亦獲益良多。“伴隨在港上市的東盟企業數量及規模進一步上升，香港金融業也可探索並開發更多與東盟相關的ETF及基金等金融產品，全面提高香港作為亞洲資產管理中心的角色。”

#### 優化審批流程 增上市吸引力

目前在港上市的東盟企業，主要來自新加坡及馬來西亞，大部分選擇主板上市。黃思華表示，現時所見，相關企業在業務結構上已愈趨多元化，由以往業務集中於建築工程及地產，過去兩年已逐步擴展至自動化製造業、醫療中心、國際學校、食品及餐飲業。

“未來香港可透過適度優化上市審批流程，為具有上市潛力的東盟企業提供更多便利，促進香港資本市場的多





元化發展。”此外，黃思華認為部分已上市的東盟大型企業擁有不少優質分支業務，香港可針對這些企業加強推廣，吸引他們將相關業務或資產分拆在港獨立上市，以開闢新融資渠道。他相信，長遠而言，東盟經濟持續保持較高速增長，其融資需求將不斷上升，配合香港與東盟積極加強經貿聯繫，預計將有更多東盟企業利用香港資本市場為新股集資。🔄

**Wong Sze-wah, Economist of the Bank of China Hong Kong Financial Research Institute**, reflected that when economic recoveries began to take shape in 2017, companies had an essentially positive outlook on the economy. This stimulated a continued upturn in investor confidence and drove a rise in IPO activity, and has become the key factor attracting ASEAN-based companies to list in Hong Kong.

### Hong Kong's powerful fundraising capabilities lead Asia

Wong commented that the intensifying volatility in global financial markets caused investor sentiment to turn cautious and limited companies' willingness to raise funds on capital markets, resulting in a drop in both the number of IPOs and the amounts raised by ASEAN-based companies in Hong Kong. He added that global funds began once again to move into riskier assets and emerging markets in 2019, with the result that ASEAN economies were still able to maintain steady growth in spite of the need for reductions on the periphery, and the trend of ASEAN-based companies listing on the Hong Kong stock exchange began to accelerate again.

Wong believes that Hong Kong has the combination of a sound financial infrastructure, fair legal system, and comprehensive professional services, and its capital markets lead those of other major stock exchanges in the region in terms of both average daily trading amounts and fundraising capabilities; this reflects Hong

Kong's advantages in terms of both the depth and breadth of its overall market flow, and offers favourable conditions for companies engaging in refinancing activities after a stock market listing, as well as in other areas such as improving financial management.

### Stringent regulation ensures integrity

Wong continued by noting that Hong Kong's financial markets incorporate non-local investors from China, the US, and the UK and other parts of Europe, enabling ASEAN-based companies to access institutional investors from around the world through the local capital markets, so that they can attract international capital and establish a broader investor base.

He commented that the maturity of Hong Kong's market listing regulatory systems and the open and transparent nature of its investment environment mean that ASEAN-based companies that obtain a listed status in Hong Kong are in an excellent position to show investors and clients that their internal management is up to international standards and earn the trust of more overseas customers.

Wong commented that, by the same token, attracting ASEAN-based companies to list in Hong Kong helps Hong Kong to strengthen its position as an international financial centre and become a two-way platform for serving the Mainland and the ASEAN region, a position from which Hong Kong stands to benefit greatly.

### Optimising approval processes and making Hong Kong More Attractive for Listings

The ASEAN-based companies that have already listed in Hong Kong markets mainly hail from Singapore and Malaysia, and have opted for main board listings. However, Wong indicated that the business structures of the relevant companies are increasingly diverse.

Wong also believes that some of the larger ASEAN-based companies already listed on Hong Kong markets have a high-quality portfolio of branch organizations that Hong Kong could promote itself to more heavily, with the goal of enticing such companies to spin off the relevant businesses or assets and list them separately on Hong Kong markets. He is convinced that the ASEAN economies will continue to see rapid growth over the longer term, and he predicted that more ASEAN-based companies will make use of Hong Kong's capital markets to raise funds for IPOs. 🔄





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## 支援企業 開拓商機

### Support Businesses to Tap Opportunities

修例風波持續數月，對本港經濟打擊甚巨。大型上市企業亦發盈警，經濟實力較弱的中小企情況更如雪上加霜。政府審時度勢之下的多項支援措施，盼可為中小企帶來及時雨。

Months-long protests against the extradition bill have hit the Hong Kong economy hard. While a host of large listed companies are issuing profit warnings, financially weak SMEs are in an even worse situation. After careful deliberation, the government implemented several support measures that are set to bring timely relief to SMEs.

## 甄美薇：多管措施齊下 應對經濟挑戰

**隨**着中美簽署第一階段貿易協議，困擾本港經濟多時的中美貿易摩擦可望稍見緩和。惟長遠而言，全球經濟不穩定性增加，前景難言樂觀，香港企業必須未雨綢繆以應對挑戰。

工業貿易署署長甄美薇指出，香港對外商品貿易總量，自回歸以來一直穩步上升，由1997年約3萬億元，增至去年約9萬億元。但期間曾出現三次下跌的情況：第一次是亞洲金融風暴，第二次是美國次按危機，第三次是前年爆發的中美貿易戰。前兩次貿易總量下跌，皆伴隨經濟衰退，今次情況也不例外。

“香港屬高度開放的經濟體，容易受外圍經濟波動影響。中美貿易摩擦爆發以來，美國對超過5千億內地貨品徵收額外關稅，波及不少經香港轉口的貨品，直接衝擊本港經濟。基於中美貿易摩擦增加全球經濟的不穩定性，不少權威機構已陸續調低今年的全球經濟增長，香港必須推出短、中、長期的措施作出應對。”

### 拓展多元市場 分散風險

為拓展多元化市場，甄美薇表示，特區政府充分利用《基本法》賦予的獨特優勢，以“中國香港”名義與其他經濟體簽署自由貿易和投資協定，以協助企業開拓更廣闊市場，分散風險。“政府無法代企業決定拓展哪個市場，但可創造有利環境，讓企業進入一些市場時可更加便利及享有更多優惠政策和待遇。”

特區政府至今已與多個經濟體簽署8份自貿協定和21份投資協定，其中既有澳洲、紐西蘭等先進國家，也有格魯吉亞等新興國家，為香港企業提供多元廣闊的發展空間。以東盟的自貿協議為例，香港貨物除可享有優惠關稅外，部分服務貿易在市場開放和國



甄美薇 Salina Yan



吳家豪 Ng Ka-ho

民待遇方面，更享有優於世貿組織的待遇；而與澳洲的自貿及投資協定亦於今年1月生效，眾多香港具傳統優勢的行業，如專業服務、金融、電訊服務等，將更容易進軍當地市場。

### 優化 CEPA 更好掌握內地市場

內地是香港最大的貿易夥伴，甄美薇強調，進一步拓展內地龐大市場對香港長遠經濟發展至關重要。“去年11月特區政府與內地共同修訂《CEPA 服務貿易協議》，為各行業進軍內地市場提供更多便利。例如香港認證機構可為內地全境的工廠進行 CCC 工廠檢查，同時可與內地指定機構合作，為全世界任何地區加工或生產的 CCC 產品提供檢測服務。”

甄美薇並指，電影業進入內地市場機制也獲優化，令香港與內地合拍的電影在主創人員、演員比例、內地元素上不再設限制，香港人士參與內地電影製作時亦不再受數量限制。此外，CEPA《貨物貿易協議》亦於去年1月實施，透過優化原產地規則的安排，令更多原產香港的貨物，進口內地時可享零關稅優惠。

### “洗樓”式推廣支援中小企

而政府現有不少支援企業措施亦會作出優化和更新。甄美薇闡釋，工業貿易署轄下的 BUD 專項基金，自今年1月20日起，每間企業可獲累計資助將由200萬元增至400萬元，而涵蓋地域亦從內地及東盟地區，進一步擴展至其他與香港簽署自貿協定的經濟

體。同時首期撥款的比例，更由核准政府資助額的25%提高至75%。

甄美薇特別提到，為進一步便利企業申請各項資助計劃，當局整合現有的多個中小企服務中心，成立“四合一”綜合服務平台，讓企業在任何一個中心都可獲得所有資助計劃的資料。此外，今年初更成立一支名為“中小企支援組”的小隊，以“洗樓”方式主動走訪全港大小商會，與業界面對面講解各項資助計劃，並即時提供指導服務。

## 吳家豪：支援新措施為 中小企帶來及時雨

本地經濟面臨下行風險，中小企擴充業務更為不易。但工業貿易署首席貿易主任吳家豪指出，特區政府轄下已有四個組織提供支援服務，各相關機構更先後推出超過40個資助基金及計劃，適合不同行業申請，商家可因應自身情況採用適切的支援服務。

### 望聞問切 企業診症

除工業貿易署外，吳家豪介紹，香港貿易發展局、香港生產力促進局及香港科技園都設有中小企中心，不時籌辦研討會及工作坊，並提供營商諮詢、資助計劃資訊等免費服務。吳家豪形容這是中小企的“門診”，而不同中小企中心亦設有不同的“專家診斷”，如工業貿易署的諮詢中心



楊賦斌 Band Yeung

“SUCCESS”便設有“問問專家”業務諮詢。而其他組織亦會各展所長，例如貿易發展局精於提供中國市場資訊，生產力促進局專門闡釋融資疑難，而科學園的中心則可為初創科技企業提供配對服務。

### 應對局勢 扶助商家

為應對大勢以及進一步方便中小企商家，吳家豪稱在2019年10月1日起，已推出中小企服務中心“四合一”綜合服務，讓企業可在任何一個諮詢點取得所需資訊。各中心並提供一站式轉介服務，若某中心未能協助來者，則會主動就其個案直接轉介更適合的機構協助，不再像以往只為他們提供熱線電話。吳家豪期望，此轉變更能協助中小企商家。

吳家豪續提到，目前政府各部門已提供40多個適合不同行業申請的資助基金及計劃，分別：初創業務、科技研發、創意產業、拓展業務/升級轉型、融資/信貸保證、環境保護及中醫藥業等多個範疇。各計劃有不同申請要求與受助範圍，有意申請者可瀏覽“中小企一站通”網頁深入了解。

### 楊賦斌：信保局投保優惠期延長

至於針對出口方面，成立逾50年的香港出口信用保險局（下稱“信保局”）亦有為中小企商家提供支援措施。

香港信保局業務發展部助理總經理楊賦斌指，該局特別為支持香港出口商，已在2019年8月宣佈再延長特別支援措施至2022年6月30日。香港出口商年營業額只要少於5,000萬港元，即可申請“小營業額保單”，享用保單年費豁免、保費折扣及彈性投保選擇等優惠。他闡釋，除了投保優惠更吸引之外，“小營業額保單”的優勢更在於為商家額外免費提供付貨前的風險保障。透過信保局，賣家可免費查詢六個買家信用狀況，以增強付貨信心。

信保局亦有為更小型的公司提供“網上微企業保單”，適用於年營業額少於2,000萬港元的出口商。楊賦斌認為，這對賣家付貨後的受保風險提供保障是十分重要。對賣家而言，買家拒絕提貨，並以此臨時討價還價的情況時有所聞，賣家對此往往感到惆悵，擔心逾期倉租形成額外支出，正是因為欠缺適當保障措施所致。

### 知己知彼 規避風險

楊賦斌續指，賣家亦有可能面對國家層面的風險，如外匯禁制或阻延、貨物被禁入口、入口證被取消等情況都有機會出現。若買家來自新興市場，情況尤甚。因此，他認為賠償率高達九成的保單實在值得買家考慮。但他提醒，賣家如若申請賠償，必先當地在當地入稟追討，申請方會受理。

總括而言，楊賦斌認為信保局提供的保障勝在一份保單可以保障整個集團的應收貨帳，省卻逐一到當地公司投保的不便。他並指，到不同地方投保金額或者差異不大，但細節條文可能處處不同，稍有不慎可能未獲理賠，損失更大。他建議，中小企商家可多瀏覽“EC-Reach 中小企信保網”及信保局網站。前者提供了保單相關資訊，後者的“市場周訊”每星期報告主要市場之中有哪些企業破產。供應商如能及時知悉的話，將可避免招致無謂損失。🔗

### Salina Yan: Multi-pronged measures to tackle economic challenges

With the signing of the first-phase trade deal between the US and China, the US-China trade friction that has plagued Hong Kong's economy for a long time is set to ease slightly. In the long run, however, Hong Kong businesses must be prepared to tackle the challenges amid growing global economic instability.

Salina Yan, Director-General of Trade and Industry, said that Hong Kong's total external merchandise trade has been rising steadily since reunification, but there have been three declines during the period. The first is the Asian financial crisis, the second is the US subprime mortgage crisis, and the third is the US-China trade war that broke out the year before. The first two declines in trade volumes were accompanied by economic recessions, and the third is no exception.

“As a highly open economy, Hong Kong is vulnerable to external economic fluctuations. Since the onset of the US-China trade frictions, the US has imposed additional tariffs on more than USD500 billion of Mainland goods, affecting many of those transiting Hong Kong and directly impacting the Hong Kong economy. As global economic instability increases due to the US-China trade frictions, many authoritative organizations have lowered this year's global economic growth outlook and Hong Kong must respond with short-, medium- and long-term measures.”

### Tapping diverse markets for risk diversification

According to Yan, to tap diverse markets, the HKSAR Government leverages the unique strengths afforded by the Basic Law to sign free trade and investment agreements with other economies in the name of “Hong Kong, China” to help businesses expand into broader markets for risk diversification.

To date, the HKSAR Government has signed eight free trade agreements (FTAs) and 21 investment agreements with various economies, ranging from advanced countries such as Australia and New Zealand to emerging countries such as Georgia, providing Hong Kong businesses with a diverse and broad space for development. For example, under the



FTA with ASEAN, besides preferential tariffs for Hong Kong's goods, some trade in services enjoys better treatment than the WTO in terms of market opening and national treatment. And under the FTA and investment agreement with Australia, which entered into force in January this year, it is easier for many of Hong Kong's traditionally advantageous industries, such as professional services, finance and telecommunications services, to enter the local market.

### Improved CEPA for better tapping the Mainland market

As the Mainland is Hong Kong's largest trading partner, Yan stressed that further tapping the huge Mainland market is vital to Hong Kong's long-term economic development. "In November last year, the HKSAR Government and the Mainland jointly amended the CEPA Agreement on Trade in Services to facilitate the entry of various industries into the Mainland market. For example, Hong Kong's certification bodies can undertake CCC factory inspection in the whole Mainland. They can also collaborate with designated Mainland

organizations to undertake testing of CCC products processed or manufactured anywhere in the world."

Yan added that the mechanism for the film industry to enter the Mainland market has also been improved so that films co-produced by Hong Kong and the Mainland are no longer subject to restrictions on creators, actors and Mainland elements, and Hong Kongers are no longer restricted in number when they participate in the production of Mainland films. In addition, through the introduction of a more favorable rule of origin, the CEPA Agreement on Trade in Goods, which was implemented in January last year, enables more goods of Hong Kong origin to enjoy zero tariff when imported into the Mainland.

### Widening support for SMEs through "door-to-door" visits

The government will improve and update many existing support measures for businesses. Yan explained that under the Trade and Industry Department's Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund), from 20

January this year onwards, the cumulative funding ceiling per enterprise will be HKD4 million, up from HKD2 million, and the geographical scope will extend from the Mainland and ASEAN to other economies that have signed FTAs with Hong Kong. At the same time, the proportion of initial grants will increase from 25% to 75% of approved government grants.

Yan mentioned in particular that the government has combined the existing SME service centers into a "four-in-one" integrated service platform, enabling businesses to have access to information on all funding schemes at any one center. In addition, a service team entitled "SME ReachOut" was set up at the beginning of this year to conduct "door-to-door" visits to Hong Kong's chambers of commerce and trade associations to explain the various funding schemes face-to-face with businesses and provide them with immediate guidance services.

## Ng Ka-ho: New support measures bring timely relief to SMEs

Amid downside risks to Hong Kong's economic outlook, it is even harder for SMEs to expand their business. However, **Ng Ka-ho, Principal Trade Officer of the Trade and Industry Department (TID)**, said that four organizations under the HKSAR Government have put in place support services, with relevant agencies rolling out over 40 funding schemes for different industries.

### Diagnostic help for businesses

According to Ng, besides the TID, the Hong Kong Trade Development Council (HKTDC), the Hong Kong Productivity Council (HKPC) and the Hong Kong Science and Technology Parks (HKSTP) have set up SME centers which organize seminars and workshops from time to time and provide free services such as business consultation and information on funding schemes. Ng described these as "outpatient clinics" for SMEs. Different SME centers offer different "expert diagnosis", e.g. the TID's Support and Consultation Centre for SMEs (SUCCESS) offers "Meet-the-Advisors" business advisory service. Other organizations each have their own expertise, e.g. the HKTDC specializes in providing information on the Mainland market, the HKPC specializes in explaining financing

challenges, and the HKSTP provides matching services for tech start-ups.

### Dealing with situation to help businesses

Ng said that to further facilitate SME businesses, the Government has consolidated the services of the SME centers to provide “four-in-one” integrated services starting from October 1, 2019. The centers also provide one-stop referral services, where if a center is unable to assist an enterprise, it will refer the case directly to a more suitable agency for assistance. Ng hopes that this change can better help SMEs.

Ng added that various government departments have rolled out over 40 funding schemes for different industries, i.e.: start-up / incubation, technology development, creative industry, business expansion / upgrading and transformation, financing / credit guarantee, environmental protection and traditional Chinese medicine. Each scheme has different application criteria and scope of assistance. Interested applicants can find out more on the SME One website.

### Band Yeung: ECIC extends period of insurance benefits

With regard to exports, the Hong Kong Export Credit Insurance Corporation (ECIC), established over 50 years ago, provides support measures for SMEs.

**Band Yeung, Assistant General Manager of Marketing Division of ECIC**, said that ECIC had announced in August 2019 a further extension of its special enhanced measures until 30 June 2022. Hong Kong exporters with an annual sales turnover of less than HKD50 million can apply for the Small Business Policy (SBP), under which policyholders enjoy a waiver of the annual policy fee, a premium discount, and flexible policy options. Yeung explained that besides providing more attractive insurance benefits, the SBP offers additional pre-shipment cover for free to SBP holders. A seller can check the creditworthiness of six buyers through ECIC for free to strengthen their confidence in making shipment.

For even smaller businesses, ECIC offers the Online Micro-Business Policy (OMBP) for Hong Kong exporters with an annual turnover of less than HKD20 million. Yeung believes that this is very important for insuring the seller against post-shipment risks. From the seller’s perspective, as it is often reported that buyers refused to take delivery of the goods and used the occasion to bargain for lower prices, sellers are often frustrated and worried that overdue warehouse rents would result in additional expenses, which is precisely due to the lack of adequate insurance coverage.

### Keep informed to avoid risks

Yeung added that a seller may also be exposed to risks at the country level. For example, situations such as foreign exchange blockage or delay, prohibited

entry of goods, and cancellation of entry permits may occur. This is particularly true if the buyer is from emerging markets. Therefore, he believes that a policy with a percentage of indemnity as high as 90% is really worthy of the buyer’s consideration. Nevertheless, he cautioned that before applying for indemnity, the seller must first take action in the local court for recovery before their application can be accepted.

In summary, Yeung believes that the merit of ECIC’s insurance coverage is that one insurance policy can insure the receivables of the entire group, thus eliminating the inconvenience of going to each of the local insurers for coverage. He suggested that SMEs should visit the EC-Reach and ECIC websites more often. The former provides policy-relevant information, while the latter’s Weekly Market News delivers on a weekly basis the latest information such as which businesses in key markets are going bankrupt. Suppliers will avoid unnecessary losses if they are informed in a timely manner. 🔄

#### 實用網址 Useful URLs

香港工業貿易署 TID

<https://www.tid.gov.hk/cindex.html>

中小企一站通 SME One

<https://www.smeone.org/index.php?lang=zh>

信保局網站 ECIC

<http://www.hkeic.com/tc/index.aspx>

中小企信保網 EC-Reach

<https://www.ec-reach.com.hk/tc>



雷焯程 Lawrence Lui

## 安老不一定要在安老院 Elderly Homes are Not the Only Option

香港寸金尺土，長者居家安老談何容易？幾名八十後創立社企，專為長者提供室內設計及維修服務。他們期望透過設計和裝修符合長者生活起居的居所，並與醫療、科技等不同界別合作，讓長者能在家中安享晚年。

With scarce and expensive land, Hong Kong may not be the preferred location for elders to age at home. A team of 30-somethings founded a social enterprise to provide elders with customized interior design and maintenance service. They hope to address the day-to-day living requirements of the elderly through interior design and home improvements. They also wish to collaborate with medical, technology or other sectors to enable aging at home.

**追** 溯創業動機，“長屋設計”創辦人雷焯程坦言是個人經歷驅使。數年前，雷父罹患末期肺癌，其最後時光雖在家中度過，但當時住所不利長者生活。欲按醫療報告改裝，也是困難重重。未能為父親提供最佳護理，雷焯程一直引以為憾，終毅然由公關老本行轉換跑道。

### 遺憾經歷造就創業

“長屋設計”為客戶提供全屋設計或是局部改裝、裝修。第一階段，室內設計師及工程師會到訪、度尺，訂造



雷煒程 Lawrence Lui

平面設計圖提案，亦會因應需要提供職業治療師評估報告。

### 不同方案體察不同需要

然後，公司會提供兩至三個方案供客戶選擇。“一個是根據原有間隔設計，另一個是以長者為中心的適老化設計，還有一個是以長者未來可能面對的問題為設計主軸，希望未雨綢繆。”

雷煒程闡釋，長者活動能力退化、反應較遲緩，面對身心狀況的不同轉變，需要針對個人狀況改裝家居。他引用數據指出長者容易跌倒，而且有四成個案都是在家中發生。如要預防跌倒，就要配備合適扶手、鋪設防滑墊、避免門檻或地面高低不平。

“部分無障礙設計對通道的闊度有所規定、要安裝智能廁板、走廊要有扶手、牆要由直角轉為圓角……”對於長者家居需求，雷煒程如數家珍。他強調，雖說要把長者醫療需要融入家居設計，卻要盡量避免裝修得太像老人院。他們希望以人性化設計，為長者營造一個安全而不失舒適的居住環境，使他們活得更安然。

### 人口老化 需求日高

他續說，待客戶確定方案細節後，公司會為客戶建議最合適的設備，列出各項須購買物件的型號、數量及價錢，並會陪同客戶外出選購。完工

後，公司更會安排職業治療師回訪，根據客戶的使用狀況提供建議。

雷煒程指，現時愈來愈多人重視居家安老的概念，懂得未雨綢繆。“因此我們的生意愈來愈好。”他透露，以全屋裝修為例，一年有大約有40至50宗生意。若把維修亦算上，則其公司每年服務過千單位。雷煒程強調，除病患的需要外，不少房屋其實已經老化，潛藏不少問題，需要及早裝修。

### 設體驗館帶來直觀展示

身為社企，“長屋設計”一直將三分之二的盈餘撥作改善弱勢長者家居的補助計劃、公司營運和培訓學徒之用。2017年，公司更獲某企業提供三年免租優惠，得以建成全港首個“長者家居設計及照料服務體驗館”。“它很重要，客戶可在館內實實在在地觸摸材料，即時體驗不同的特別設計，才更了解我們的服務價值。”長遠而言，雷煒程期望以大眾化價錢服務更多長者，為他們帶來安全舒適的居住環境。

**R**ecalling what drove him to start his own company, **Lawrence Lui, Founder of “Longevity Design House”**, candidly shared that it all began from his personal experience. A few years ago, Lui’s father was diagnosed of terminal lung cancer. While Lui senior spent his final days at home, the living environment back then was not conducive for an elder’s life. The family intended to remodel the home according to the recommendation of the medical report, but they were met with lots of difficulties. Lui felt regretful for not being able to provide the best care for his father. Consequently, he made a radical change from his career in public relations.

### According to regretful experience led to a new business

“Longevity Design House” provides its clients with interior design for the entire home or partial remodeling and renovation. In the first stage, interior designers and engineers would visit the site, take measurements and customize graphic designs for the proposed solutions. They

would also provide an assessment report by an occupational therapist as required.

### Various proposals to cater for different needs

Next, the company would provide two to three proposed options for the client. “The first one is designed based on the original layout, and the other is an elder-centric design that caters for the aging tenants’ needs. The main axis of the third one, on the other hand, looks at the possible issues that the elder may face in future, hoping to help tenants prepare for tomorrow.”

Lui explained that, as elders’ mobility deteriorates, they become less responsive and are faced with different changes to the conditions of their body and mind. As such, their homes should be remodeled according to individual circumstances. Quoting figures, Lui noted that elders may easily fall or trip, with around 40% of these cases occurred in their homes. To prevent falling and tripping, suitable handrails and non-slip mats shall be installed; uneven flooring and door thresholds should also be avoided.

“There are very specific requirements on corridor width in certain barrier-free designs. Elders can consider smart toilet seats and handrails in corridors. Walls corners are better streamlined...” Lui can make a long list of necessary home improvements to support elders’ living. He emphasized that while the goal is to integrate the medical requirements of elders into home design, they must do their best not to turn the remodeled project into something too similar to an elderly home. They wish to adopt personalized designs such that elders can enjoy life at ease in a safe and comfortable living environment.

### Aging population gives rise to demand

After the client confirms the details of the proposal, the company would suggest the most suitable equipment, list out the model numbers, quantities and prices of everything that should be bought, said Lui. The company would also accompany the client to shop for these items. Upon project completion, a visit by an occupational therapist is arranged to make recommendations based on how the remodeled home is used by the client.

Lui highlighted that more and more people are placing a strong importance on the concept of aging at home, and they do know how to make early preparation. “Which



is why our business is growing stronger.” Quoting the number of full-apartment renovation projects as an example, Lui said that the company currently takes up 40 to 50 cases per year. If maintenance cases are also counted, the company serves over 1,000 units every year. Lui stressed that apartments should be renovated as soon as possible, not only to address patients’ needs, but also to tackle the hidden problems found in an old building.

### Intuitive showcase in an experiential studio

As a social enterprise, “Longevity Design House” has been allocating two-thirds of its profit to a home improvement subsidy scheme for underprivileged elders, as well as to support the company’s operation and the training of apprentices. In 2017, a corporation granted the social enterprise a three-year rent-free lease, with which they established Hong Kong’s first experiential studio that showcases the home design for elders and demonstrates how elders can be taken care of. “It is very important, as clients could touch and feel the materials used and experience how special are the custom-made designs on site. This helps them understand the value of our service.” In the long run, Lui hopes to serve more elders with inexpensive projects, bringing them a safe and comfortable living environment. 📍





黎耀威 / Keith La

## 不信粵劇就是老套 Cantonese Opera is Not Old Fashioned

在意大利，年輕男女約會去看歌劇也許是不錯的節目吧？但在香港，如果男孩子提議帶約會對象去看粵劇，相信很多人聞之難免面有難色。偏偏香港一位八十後，正在努力扭轉局面。

While going to the opera is considered a fancy date for young couples in Italy, asking a date out to see Cantonese opera in Hong Kong may end up in a rather different response. Yet, a thirty-something Hong Konger is working very hard to turn this perception around.

**因** 為母親是粵劇戲迷，粵劇演員黎耀威自小就經常接觸粵劇，不知不覺對此產生濃厚興趣。十歲未到，人家游泳、彈琴、珠心算，他卻參加旁人看來極冷門的粵劇班。一頭栽進去，後來更成為名伶文千歲和音樂名家潘細倫的入室弟子，年紀輕輕擔任了香港八和會館的理事。承傳粵劇文化，推動粵劇創新，乍聽任重道遠，卻是這位年輕人的心願。

### 帶莎翁到粵劇舞台

“由於日常練功或表演的運動量很大，變相可以強身健體。”在黎耀威眼中，粵劇其實也有“實用”的一面。他說，演好每場戲、做好每個動作做手，能帶來挑戰自我的滿足感。



黎耀威曾於2010年奪得由香港八和會館與香港電台第五台合辦“粵劇青年演員飛躍進步獎金獎（生角）”，翌年更獲香港藝術發展局頒發“藝術新秀獎（戲曲界別）”。  
Lai was recognized with the Most Promising Actor Award (young male opera role) by the Chinese Artists Association of Hong Kong and RTHK Radio Five in 2010. He was also awarded the Award for Young Artist (Xiqu) by the Hong Kong Arts Development Council in 2011.



黎耀威 Keith Lai

大學主修中文的他，當然更着迷於粵劇的內容。粉墨登場以外，他演而優則編，先後編寫多部粵劇作品，包括《青蛇》、《瀛台泣血》、《覆水難收》、

《八千里路雲和月》和《三姑六婆賀新春》等。此外，他更將莎士比亞名著《仲夏夜之夢》及《哈姆雷特》分別改編成《一夢南柯》及《王子復仇記》，深受歡迎並多次重演。

### 勇於創新 笑罵由人

除了改編劇目，他也改變形式。他覺得粵劇不一定要在傳統大劇院上演，



黎耀威 Keith Lai



黎耀威 Keith Lai



於是嘗試在小劇場、黑盒劇場等新場地演出，除了拉近表演者與觀眾的距離，更為觀眾營造自由、不受拘束的嶄新粵劇觀賞體驗。他總結經驗說道：“現時大眾娛樂太多，連劇目時間都應考慮縮短。”他更指，新一代觀眾期望作品為他們帶來反思，所以他在編寫新劇目時會刻意造就，或借古諷今，令作品更能呼應時代需求。

“有人覺得我離經叛道，但改變是好是壞，應該交由觀眾評定。”黎耀威強調，他的新嘗試不無底線，就是堅持要保留粵劇的精髓和表現方式，“唱念做打”依然沒有缺席。他認為，創新並非就是一下子撇除所有傳統元素。

### 粵劇象徵香港精神

經過多年推動，黎耀威直言近年對粵

劇有興趣的人逐漸多了。他說，除了粵劇界本身推動，政府和學界亦有很大助力。例如戲曲中心等設施成立，令粵劇發展較十年八載前健康。藝術氛圍成功營造之後，大眾觀賞甚至參與的動機便來，這樣亦會惠及其他藝術活動。

他續指，粵劇在本港一直擁有一定觀眾群，其人數之多甚至是其他藝術活動之冠。他喜見近年粵劇愛好者有增無減，甚至有年輕人像他一樣投身粵劇表演行列，使這門藝術得以持續發展。

有別京劇、川劇，粵劇之獨特，在於其保存了傳統南方戲曲的藝術風格，例如大鑼大鼓、誇張的身段動作等。在黎耀威眼中，它的靈活生動其實也展現了香港精神，是最地道的香港藝術。因此，他積極推廣粵劇，不止是為了保障伶人的生計，更期望大眾了解這門精緻香港文化。“就算不像意大利人對歌劇那樣感到自豪，我亦期望港人至少能對粵劇認識更多。”

**K** eith Lai, Cantonese opera actor, was exposed to the regional opera since a young age because his mother's love of Cantonese opera. Without even realizing it, Lai has already developed a strong interest in Cantonese opera and joined classes before turning ten. The young man subsequently assumed the role



of a committee member of the Chinese Artists Association of Hong Kong and is aspired to pass on the culture of Cantonese opera and to promote its innovation.

### **Bring Shakespeare to the stage of Cantonese opera**

“Our routine practice and our performance are no different from high-intensity exercises. I have been working out while working as a Cantonese opera actor.” Lai finds much satisfaction from challenging himself to perform a good show and to play every movement and gesture with precision.

On top of performing on stage, Lai has also written some scripts for Cantonese operas. He had adapted Shakespeare's *A Midsummer Night's Dream* into *A Dream in Fantasia* and *Hamlet* into *The Arrant Revenge* – both plays are highly popular and were re-run multiple times.

### **An innovator who embraces criticism**

To create a liberal, unbounded and novel

Cantonese opera experience for his audience, Lai has attempted to stage his performances in small theatres and new venues such as the Black Box. He reckoned the new generation expects to identify reflection and takeaways from watching a performance. Therefore, he would purposely facilitate so when he writes a new script. He also rides on lessons learnt from the past and puts a modern twist to them, such that his works can be more relatable to present times.

Lai stressed that his new attempts do have their own bottom line. He insists on preserving the quintessence and performance methods of Cantonese opera. According to Lai, innovation does not mean to eliminate all traditional elements in one go.

### **Cantonese opera as a symbol of the Hong Kong spirit**

Having promoted Cantonese opera for years, Lai gladly shared that more and more people are becoming interested in the

art. The establishment of facilities such as Xiqu Centre have made the development of the Cantonese opera much healthier over the past eight to ten years ago.

Noting that Cantonese opera has always had its own following in Hong Kong, Lai is happy to see the rise in the number of Cantonese opera enthusiasts in recent years. Some young people are even joining the league of Cantonese opera performers like he did.

Cantonese opera is unique because it has preserved the artistic style of traditional southern regional opera of China. As Lai sees it, the spirit of Hong Kong is also reflected in the agility and vivacity of the art form. He is actively promoting Cantonese opera not only to keep the industry alive to support actors' livelihood, but also to contribute to enhance the public's understanding about this exquisite Hong Kong culture. 🌀

好書推介 —

Book Recommendation:

《食經》

人間煙火裏的美食

*Shijing (The Food Bible)*

Delicacies in the Ordinary World



shutterstock

《食經》初版於1951年出版，作者陳夢因，筆名“特級校對”，也是我的父親。《食經》原來是一套十冊，後來內地及香港均多次以不同形式再版。60多年後，商務印書館將其濃縮成一書兩冊精裝再版，收藏價值很高。

### 亂世筆耕 美食不忘

這本書最初出版的時候，中國剛經歷戰亂。家父是戰地記者，30、40年代時主要在內地報道戰爭消息。他喜歡吃，因工作關係走遍大江南北，見過不少世面，所到之處都會格外留意美食，這對他之後寫作大有幫助。

同時家父身為記者，對當地的文化、民風了解深刻。除了美食，他也寫民情和當時的社會狀況。《食經》是一份歷史記載，今天讀者可以透過它了解過去。它沒有長篇大論，讀者閒來隨心翻閱，無論閣下對美食還是歷史有興趣，這本書都具有參考價值。

### 珍饈共草根 談道非談法

《食經》對粵菜影響深遠，從50年代到70、80年代，大部分粵菜廚師人手一本。書中所載菜式，無論出自香港，還是30、40年代內地大酒家，均兼收並蓄。上至鮑參翅肚，下至平民菜式，如家常便飯的豬肉餅，《食經》都有所涉獵。

身為作者之子，《食經》我一直在讀。從中，我領悟到許多烹飪道理和秘訣。例如書中詳細描述海南人如何做海南雞飯。我依法炮製，發現味道確實比外面餐廳更勝一籌。相信讀者閱後，在廚藝上亦可有裨益。

然而，此書非重於教人“一茶匙鹽、一茶匙油”烹飪之法，家父更在意的是討論烹飪之道，記錄時代見聞。讀者如今通過閱讀舊作，亦可領略昔日味道與人情。👉

文章作者：陳紀臨（小標題為編者所加）  
資料來源：知書



《食經》作者陳夢因  
Chan Mung-yan, author of *Shijing (The Food Bible)*



上世紀五十年代，陳夢因在宴會上  
Chan Mung-yan in a 1950s banquet.



## 《食經》 *Shijing (The Food Bible)*

作者 Author:  
陳夢因 (特級校對)  
Chan Mung-yan (Supreme Proofreader)  
商務印書館 (香港) 有限公司  
The Commercial Press (Hong Kong) Limited

### 《食經》知多少

#### Fun Facts about *Shijing (The Food Bible)*

《食經》是上世紀50年代香港報章專欄經典，出自時任《星島日報》總編輯的“特級校對”陳夢因手筆。陳氏為廣東中山人，精於粵菜，又因抗日戰爭時期任戰地記者，大江南北無遠不至，故對中國各地飲食文化有獨特而有趣的見解。

《食經》之珍貴，不只談菜式，更在於寫出菜式的來龍去脈。作者曾言，自己不講“放幾匙油幾匙鹽”，而是講“為甚麼放油放鹽”。故《食經》歷經70載，老饕經驗之談，文字流水行雲，歷久依然彌新。

*Shijing (The Food Bible)* is a collection of writings from a classic Hong Kong newspaper column from the 1950s. It was written by Chan Mung-yan (nom de plume “Supreme Proofreader”), the then chief editor of Sing Tao Daily. Chan was a native of Zhongshan, Guangdong and an expert in Cantonese cuisine. Having worked as a war correspondent during the Chinese War of Resistance Against Japan, he traveled everywhere around the country and had intriguing and unique insights into the food culture of different parts of China.

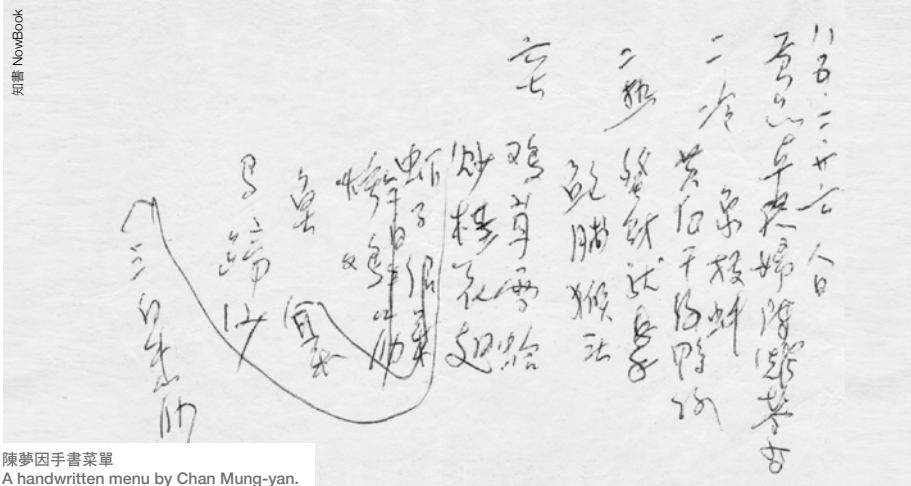
*Shijing (The Food Bible)* is an invaluable publication because it is much more than food. It also describes the origins and development of dishes. The author once said that he did not talk about adding how much oil or salt, but rather why oil and salt are needed. Therefore, the 70-year old *Shijing (The Food Bible)* is a collection of writings by a gourmand with that stands the test of time.

**S**hijing (*The Food Bible*) was first published in 1951. The author Chan Mung-yan, who adopted the pen name “Supreme Proofreader”, was my father. *Shijing (The Food Bible)* was originally a 10-volume publication, which was later published in different formats in the Mainland and in Hong Kong. After some 60 years, the Commercial Press condensed its contents and republished it as a two-volume hardcover edition, making it an invaluable collector’s item.

#### Remembering delicacies in troubled times

When this title was first published, China had just experienced the chaos of war. My father was a war correspondent and mainly reported on war-related news in the Mainland during the 1930s and 1940s. He loved to eat. His work took him to every corner of China and he was very knowledgeable about different aspects of the world. Wherever he went, he paid special attention to gourmets and delicacies, which helped much with his subsequent writing.

As a journalist, my father had in-depth understanding about local culture and customs. He wrote much more than food and also covered the life of commoners and the current situations of society. *Shijing (The Food Bible)* is a historical account. Readers of this day and age can learn about the past by reading this title. There are no lengthy lectures, meaning readers could flip through it leisurely. Whether you are interested in food or history, this book is a valuable reference.



### High-end to grass-roots, principles rather than recipes

*Shijing (The Food Bible)* has profound influence on Cantonese cuisine. Most Cantonese chefs had a copy from the 1950s through the 1980s. A large variety of gourmet dishes was covered in the book, including those from Hong Kong, as well as Mainland restaurants of the 1930s and 1940s. When you read *Shijing (The Food Bible)*, you can find expensive ingredients such as abalones, sea cucumbers, shark fins to fish maws, just as likely as you can

read about home-made dishes such as steamed pork patty.

As the son of the author, *Shijing (The Food Bible)* is a title that I often re-read. I learned a lot about culinary principles and know-hows. For example, it has a detailed description on how the people of Hainan prepare the famous Hainanese chicken rice. I followed the principles and created my own version, and I dare say it surpasses restaurant quality. I believe readers can benefit much in their culinary skills after reading it.

Yet, this is not a title that aims at teaching how to cook by adding a teaspoon of salt or a teaspoon of oil. My father cared more about the principles of cooking and recording what he saw during that time. By reading his writings from the past, readers can also appreciate the taste, flavors and human connection of the time. ↻

Author of the article: Chan Kei-lum (sub-headings were added by the editor)

Source: NowBook

如欲收聽《食經》的解讀錄音，請即下載知書APP。

If you would like to listen to a commentary of *Shijing (The Food Bible)*, please download the "NowBook" APP (Chinese version only).



## 8折 購買《食經》

Enjoy 20% off for purchasing *Shijing (The Food Bible)*

《商薈》讀者凡於超閱網購買《食經》實體版，付款時輸入優惠碼 **nowbook3**，即可享8折優惠。

CGCC Vision readers can enjoy a special 20% off discount at Super Book City when they purchase the paperback copy of *Shijing (The Food Bible)*. Simply enter "nowbook3" in the discount code box at checkout.

- 此優惠只適用於購買上述書籍，不可兌換現金及與其他優惠同時使用。
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# 了解粵港新商機

## Understanding New Business Opportunities in Guangdong

**本**會會長蔡冠深、副會長曾智明及粵港澳大灣區委員會主席梁偉浩日前率領代表團赴廣東省中山市和佛山市考察，與中山市委書記賴澤華、市政協主席丘樹宏、市委常委統戰部部長梁麗嫻，佛山市市長朱偉及市委常委統戰部部長李政華等省市領導會面，了解中山和佛山在粵港澳大灣區建設中的新情況，探討香港與兩市合作發展的前景與機遇。

賴澤華表示，中山具有良好的產業基礎及營商環境等重要條件，未來可望實現高質量發展，希望香港商界搶抓機遇，到中山投資和合作。朱偉則表示，佛山正計劃設立港理工廣佛校區，配合一批現有的港澳青年創業創新基地，盼兩地加強聯繫，借助香港的現代服務業推動佛山製造業轉型升級。

在粵期間，考察團亦參觀了中山翠亨新區規劃館、廣東工業設計城、易創空間創業孵化基地、粵港澳科技展示交流中心等。(9-10/1) 



賴澤華（前排左九）  
Lai Zehua (ninth from left, front row)

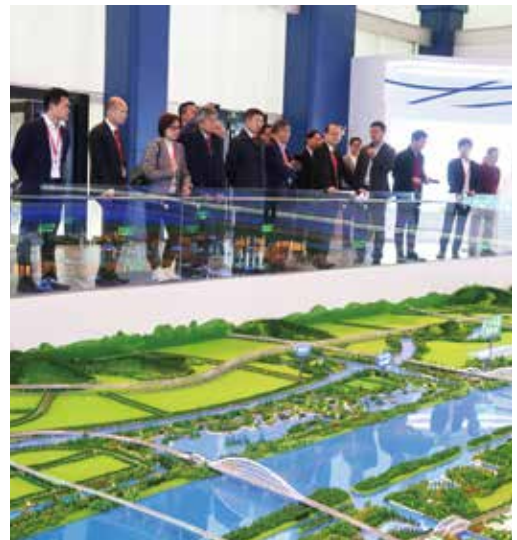
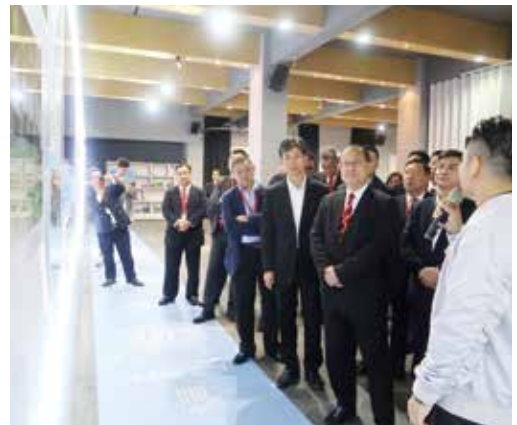


朱偉（前排中）  
Zhu Wei (middle, front row)

**L**ed by **Jonathan Choi, Chairman of the Chamber; Ricky Tsang, Vice-Chairman of the Chamber and Leung Wai-ho, Chairman of Greater Bay Committee**, a delegation visited Zhongshan and Foshan in Guangdong. They have met with **Lai Zehua, Secretary of CPC Committee of Zhongshan; Qiu Shuhong, Chairman of Zhongshan Municipal Committee of CPPCC; Liang Lixian, Standing Committee Member and United Front Work Department Director of CPC Zhongshan Municipal Committee; Zhu Wei, Mayor of Foshan; Li Zhenghua, Standing Committee Member and United**

**Front Work Department Director of CPC Foshan Municipal Committee.** During the meetings, they knew more about the recent development of both cities and they also explored the opportunities for mutual cooperation.

Lai said there were well-established industrial foundation and business environment in Zhongshan. It is possible to have promising development in future. He hoped the business sector in Hong Kong will be able to grasp the opportunity of investing in Zhongshan. Zhu revealed that a new campus of Hong Kong Polytechnic University is now establishing in Foshan. With the youth



innovation entrepreneurship bases, he hoped the cooperation between Hong Kong and Foshan will be enhanced, especially in the area of service industry which might foster the upgrading of Foshan's manufacturing industry.

During the time in Guangdong, the delegation also visited the Zhongshan Tsuihang New District Planning Exhibition Centre, Guangdong Industrial Design City, Business Incubation Base of E-park and Guangdong-Hong Kong-Macau Technology Exhibition and Exchange Center. (9-10/1) 



## 百萬善行為公益 Enjoying Charity Walk

**本**會地區事務委員會、婦委會、青委會聯合組隊，參加公益金港島、九龍區百萬行，為公益金資助的“家庭及兒童福利服務”籌款。地區事務委員會主席鍾偉平參與台上合照儀式，並與其他隊伍代表主持開步儀式。本會近30名成員同行，共襄善舉。(5/1) 📍

**T**he District Affairs Committee, Ladies' Committee and Young Executives' Committee of the Chamber formed a team to participate in the Hong Kong and Kowloon Walk of the Community Chest to raise funds for the Family and Child Welfare, a program sponsored by the Chest. Among the guests of the group picture ceremony was **Chung Wai-ping, Chairman of District Affairs Committee**, who later joined and other team representatives to launch the walk and enjoyed the charity journey with nearly 30 members from the Chamber. (5/1) 📍

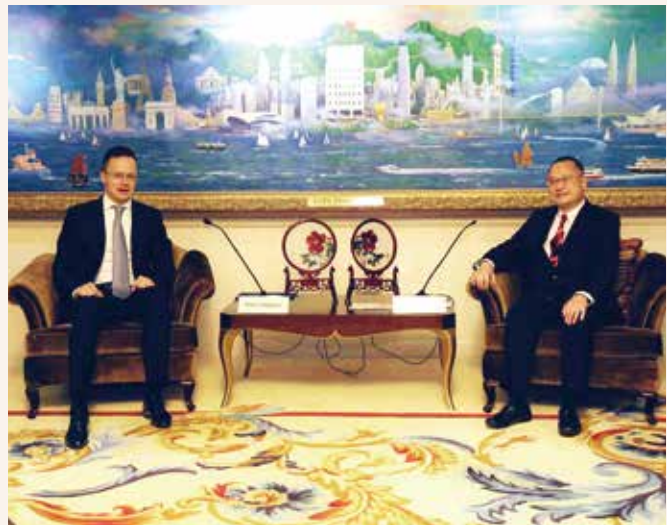




Péter Szijjártó (左五) (fifth from left)

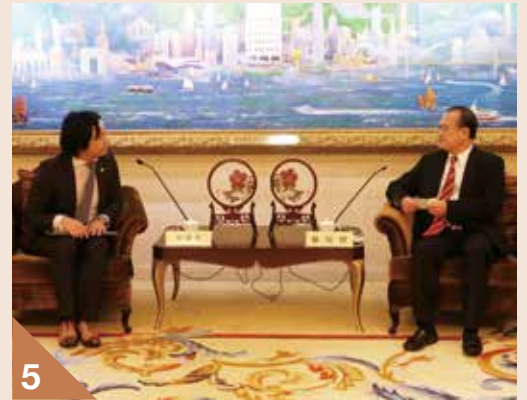
匈牙利外交及貿易部長 Péter Szijjártó 表示，十年前匈牙利經濟瀕臨懸崖邊緣，為此該國實行多項經濟改革，成功於十年間走出低谷。去年 GDP 增長高達 5.1%，一躍成為經濟增長率最高的歐盟成員國。匈牙利是首個與中國開展“一帶一路”合作的歐盟國家，而中國亦是匈牙利除歐盟外在亞洲最大的貿易夥伴，香港則是第四位，他歡迎更多香港和內地企業到當地投資。(13/1)

**Péter Szijjártó, Hungarian Minister of Foreign Affairs & Trade** said that Hungarian economy was at risk ten years ago. After implementing a number of economic reforms, the country has recovered successfully. It reached 5.1% GDP growth last year, which is the highest growth rate among EU member states. Hungary is the first EU country to start “Belt and Road Initiative” cooperation with China, which is the largest trading partner in Asia while Hong Kong is the fourth largest. Szijjártó hopes more Hong Kong and mainland enterprises to invest in Hungary.



1. 中國對外貿易中心主任李晉奇 (左) (13/1)  
Li Jinqi (left), Director General of the China Foreign Trade Centre
2. 廣東省粵港澳合作促進會執行會長林迪夫 (右二) (21/1)  
Lin Difufu (second from right), Executive Chairman of the Council for the Promotion of Guangdong-Hong Kong-Macao Cooperation

3. 匈牙利駐港總領事 Pál Kertész (右) (6/1)  
Pál Kertész (right), Consul-General of Hungary in HKSAR
4. 沙特阿拉伯駐港總領事 Hamad Mohammed Suleman Aljebreen (左) (21/1)  
Hamad Mohammed Suleman Aljebreen (left), Consul-General of Saudi Arabia in HKSAR



## 接待嘉賓 Reception of Guests



- 5. 日本中華總商會新潟分會秘書長近藤哲 (左) (6/1)  
Kondo Sato (left), Secretary-General of the Chinese Chamber of Commerce in Japan – Niigata
- 6. 大韓貿易投資振興公社香港韓國貿易館館長 Kim Sunhwa (左) (6/1)  
Kim Sunhwa (left), Director General of Korea Trade-Investment Promotion Agency Hong Kong

- 7. 馬賽市區發展署行政總裁 Hugues Parant (左五) (15/1)  
Hugues Parant (fifth from left), CEO of Urban Development Public Agency of Marseille



# 新會員 歡迎晚宴

## Welcome Dinner for New Members

本會舉行新會員歡迎晚宴，招待新會員及其介紹人，加強交流聯誼。席間亦介紹本會會員服務委員會、青年委員會、婦女委員會、地區事務委員會及五區聯絡處情況，並邀請新會員加入相關委員會及聯絡處，積極參與更多商會活動。是次晚宴包括本會首長、各委員會及聯絡處代表、新會員及介紹人合共逾 50 人參與。(7/1) 📍



The Chamber hosted a welcome dinner reception for new members and their introducers for enhancing friendship. The freshmen were briefed on the structure of the Chamber especially on the Members' Services Committee, Young Executives' Committee, Ladies Committee, District Affairs Committee and five District Liaison Groups. They were also encouraged to actively participate in the Chamber's activities by joining these Committees and Groups. Including the Chamber's Office Bearers and the representatives from the Committees and Groups, there were more than 50 guests participated the dinner reception. (7/1) 📍



## 會員活動 Members' Activities



1



2

1. 婦女委員會團年飯假上海總會舉行，近60位委員、會友及親友出席，一起品嚐正宗上海菜，促進聯誼交流。(7/1)

Ladies' Committee organized the Lunar New Year's Eve dinner. Including members, there were nearly 60 participants to enjoy the Shanghai delicacy.

2. 九龍西區聯絡處及九龍東區聯絡處舉辦“庚子風水運程講座”，邀請會董關惠明分享庚子年流年風水運程。(15/1)

Kowloon West District Liaison Committee and Kowloon East District Liaison Committee co-organized a Feng Shui talk. **Anthony Kwan, Committee Member**, was invited to be the guest speaker.