

MAY 2017

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特朗普時代的
中美博弈
CHINA-US
RELATIONS IN THE
TRUMP ERA

解讀“兩會”探索機遇

Explore Opportunities Through Insights into China's "Two Sessions"

告別老調的旗袍

Farewell to Old-world Cheongsams

HK\$20

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出版人 Publisher

香港中華總商會 (於香港註冊成立的擔保有限公司)
The Chinese General Chamber of Commerce (Incorporated in Hong Kong and limited by guarantee)

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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

特約供稿 Article Contributor:

灼見名家傳媒有限公司 Master Insight Media Limited

廣告查詢 Advertising Enquiry:

Link-Up Design Ltd
李先生 David Lee
Tel: (852) 2151-0886
Email: david@linkupdesign.com

承印人 Printed by:

奧華印刷設計公司 Ora Printing & Design Centre

地址 Address:

香港柴灣利眾街40號富誠工業大廈15字樓 A1-A2室
Flat A1-A2, Block A, 15/F., Fortune Factory Building,
40 Lee Chung Street, Chai Wan, Hong Kong

售價 Price: HK\$20

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蔡冠深 博士
Dr Jonathan CHOI

強積金增供款 助提升退休保障

INCREASING MPF CONTRIBUTIONS TO ENHANCE RETIREMENT PROTECTION

強積金“對沖”爭議近期備受關注，勞資及政府三方一直就彼此分歧保持緊密溝通。早前本會與四家主要商會經多次討論，初步達成五大商會共識方案，重點提出向僱員強積金戶口直接增加供款，差不多全港“打工仔”皆可受惠，操作上也較坊間和政府的方案簡單易明，更重要是在現行僱傭條例作出最少變動的原則下，增加僱員退休保障權益。

僱主方案保障層面更廣

五大商會建議由僱主及政府分別向僱員強積金戶口額外供款1%，讓僱員每月的強積金戶口總供款比例由現時10%增至12%。參考積金局數字，近年因“對沖”被提取的強積金權益每年約為30多億元；我們粗略計算，若全港僱主增加1%供款，每年已有53億元，顯著高於需要“對沖”的權益，相信能更有效提升強積金退休保障功能。

有意見認為，既然僱主願意增加供款，何不將款項連同政府注資或供款撥入“基金池”，以支付遣散費和長期服務金（下簡稱“兩金”）。我們認為，“基金池”只讓合資格申領“兩金”的僱員受惠，涉及人數每年僅有4萬多人，佔全港就業人口不足2%。相反，五大商會方案是直接供款予每名僱員強積金戶口，受惠人數涵蓋全港接近300萬名僱員。

此外，我們亦憂慮“基金池”有管理不善及被濫用的風險，長遠可能出現入不敷支，影響基金持續運作。至於僱主及政府額外供款的建議，某程度上可紓緩社會對推行全民退休保障的壓力，亦為鼓勵就業提供更多誘因，減輕本港長遠勞動力不足的問題。

釐清強積金與“兩金”關係及功能

社會上有不少聲音希望保留“兩金”的安排與計算方式不變。雖然“兩金”與強積金的退休保障功能重疊，惟“兩金”制度沿用已久，僱傭雙方亦已習慣了相關安排，我們認為也可繼續維持，但必須全盤檢視和釐清彼此關係，免卻日後再有爭拗。

五大商會建議僱員在退休或被遣散時，先計算其可領取“兩金”和強積金僱主供款部份的總金額，以較高者作為僱員最終應享權益；所有獲取款項必須全數保留在僱員強積金戶口內，待退休時才可提取，避免在現行機制下僱員變相可提前拿走僱主的強積金供款，削弱強積金退休保障功能。考慮到僱員被遣散後可能有短期財政需要，建議可讓僱員在強積金戶口內申領兩個月薪金作為過渡應急之用，上限為3萬元。

我們亦期望當局能優化現行強積金機制，積極研究改善強積金的營運操作，包括進一步降低管理及行政費用、提升基金表現和增加投資回報等。長遠而言，當局應探討為僱員設立單一強積金戶口，由單一機構綜合營運，確保整個強積金制度持續運作、提升管理效率。

考慮僱主及社會承擔能力

對於政府提出逐步取消“對沖”的方案，工商界基本上是持反對意見，認為方案只是將取消“對沖”的實施時間延後，即使政府提供補貼，但金額每兩年遞減，10年後僱主仍要為僱員雙重退休保障開支作全數承擔。

此外，政府方案的計算方法亦過於繁複，企業在估算潛在和實際開支負擔將面對一定困難，更要額外增撥資源和人手處理相關事宜，對中小微企構成相當行政及財政負擔。部分企業可能會在實施日期前解僱年資較長僱員並轉聘散工，對整體就業市場和社會穩定將產生深遠影響。與此同時，勞工開支和潛在不確定因素增加，也將削弱年輕人創業意欲和窒礙初創企業發展空間，增添整體社會的長遠發展成本。

總括而言，中總認同特區政府積極優化強積金制度安排，進一步完善僱員退休生活保障，促進勞資關係更和諧發展。然而，當局在照顧勞工權益的同時，亦必須顧及工商界的承受能力，通盤考慮政策改變對營商環境、人力資源結構等因素帶來的影響，為優化退休保障制度和促進工商經濟發展取得適當平衡。

“若全港僱主增加1%供款，每年已有53億元，顯著高於需要“對沖”的權益，相信能更有效提升強積金退休保障功能。
The additional contribution of 1% by employers could already bring the amount to HK\$5.3 billion, which significantly exceeds the requirement for benefits offsetting.”

Controversies over the MPF offsetting mechanism have drawn much attention lately. Representatives of both employees and employers and the government have been maintaining close communication regarding their different views. Recently, CGCC and four other major chambers of commerce (“the Chambers”) agreed on a preliminary consensual proposal, in which we suggest directly increasing the contributions to employees’ MPF accounts. In addition to benefiting almost everyone in the working population, the operation of this proposal would also be simpler and easier to understand than the proposals put forward by other parties and the government, and at the same time increase employees’ retirement protection benefits.

A wider spectrum of protection

The Chambers proposed that employers and the government could each make an additional 1% contribution to the employees’ MPF accounts, so that the total monthly contribution to the MPF accounts could increase from the current 10% to 12%. Figures from the MPFA indicate that the MPF benefits withdrawn for offsetting amount to about HK\$3 billion each year. According to our rough estimation, the additional contribution of 1% by employers could already bring the amount to HK\$5.3 billion, which significantly exceeds the requirement for benefits offsetting.

Some suggest that if employers are willing to contribute more, why not put the same amount, together with the government’s capital or contribution, to the “fund pool” to arrange for severance payment and long service payment (“the two payments”)? We think that the “fund pool” can only benefit employees eligible for claiming “the two payments”. On the contrary, the Chambers’ proposal directly contributes to each employee’s MPF account, which would benefit close to 3 million employees in Hong Kong.

Furthermore, we are also concerned about the risks of poor management and misuse of the “fund pool”. In the long run, these could lead to deficits and affect the continuous operation of the fund. To a certain extent, the proposal of additional contributions by employers and the government could mitigate the public pressure to roll out a universal retirement protection scheme. It also offers more incentives to employment, thus alleviate the long-term shortage of labor in Hong Kong.

Clarifying functions of MPF and “two payments” and their relationship

Some members of the public have voiced their wish to maintain the arrangements and calculation method for “the two payments”. As a system that has been in use for a long time, “the two payments” and its relevant arrangements are something that employees and employers are both familiar with. We think that the system can be maintained, but the relationship amongst the different payments must be fully reviewed and clarified to prevent future disputes.


The Chambers propose that at the time of retirement or dismissal, the total amount of eligible “two payments” and MPF contributions by the employer could be computed, so that the higher of the two becomes the final eligible benefits. The full amount of these benefits must be retained in the employee’s MPF account and can only be withdrawn by the time of retirement. Considering employees may have short-term financial needs after their dismissal, we suggest that they should be allowed to draw a contingency sum equivalent to two months’ salary, or no more than HK\$30,000, from their MPF accounts.

We also hope that the authorities could optimize the existing MPF mechanism and actively look at how to perfect the operation of MPF. In the long term, the authorities should explore setting up a singular MPF account for employees, which should be operated by one organization to ensure the continuous, smooth operation of the entire MPF system.

Affordability of employers and society should be considered

Regarding the government’s proposal to gradually cancel the offsetting mechanism, the industrial and business sectors basically hold the opposite view. We believe that the proposal is only postponing the implementation date for cancelling the offsetting mechanism. Even though the government provides subsidies, the amount would gradually decrease every two years, meaning employers will still be bearing the full responsibilities for the expenses of employees’ double retirement protection ten years later.

Besides, the calculation method of the government’s proposal is far too complicated. Companies would have to allocate additional resources and manpower to estimate the potential and actual expenses, which would create quite some administrative and financial burden on micro, small and medium enterprises. Some companies may dismiss employees who have served longer and replace them with non-permanent workers before the effective date. This would bring about profound impact on the overall employment market and social stability. At the same time, the increased labor costs and potential uncertainties could also dampen the entrepreneurial aspirations amongst the younger generation and hinder expansion amongst start-ups.

All in all, CGCC agrees with the SAR government’s active efforts in optimizing MPF arrangements, in further perfecting employees’ retirement protection, and in promoting stronger harmony in employer-employee relations. However, the authorities must consider the affordability of the industrial and business sectors in addition to taking care of the benefits of the workforce. They should strike an appropriate balance between optimization of the retirement protection system and promotion of industrial, business and economic development. 



解讀“兩會”探索機遇

Explore Opportunities Through Insights into China's "Two Sessions"

今年“兩會”圓滿閉幕，國家在政治、經濟、民生、法制等各方面提出一系列發展綱領。其中發揮香港獨特優勢依然被看重，從粵港澳大灣區的建設可見一斑，香港各界應發揮所長、抓緊機遇。

At this year's "Two Sessions", which ended in great success, China put forward a series of development plans for areas in politics, economy, people's livelihood, and the legal system. Among them, capitalizing on Hong Kong's unique strengths remains of great importance, which is evident in the construction of the Guangdong-Hong Kong-Macau Greater Bay Area. All walks of life in Hong Kong should therefore play to their strengths and seize the opportunities.





竇樹華 Dou Shuhua



鄧宗良 Deng Zongliang



王一鳴 Wang Yiming



沈丹陽 Shen Danyang

竇樹華：編纂《民法典》 推動依法治國

全國人大常委會副秘書長竇樹華表示，今年全國人大會議意義重大，是全面深化改革向縱深入推進的關鍵一年、實施“十三五”規劃的重要一年、推進供給側結構改革的深化之年，會議明確了2017年國家各方面的總體部署、目標任務、重點工作和政策措施，強調要堅持穩中求進的總基調，要全面做好穩增長、促改革、調結構、惠民生、防風險等各項工作，促進經濟平穩健康發展和社會和諧穩定。

今年通過的《民法總則》亦是亮點所在，為構建民事法律制度的基本框架及《民法典》各分篇的規定提供依據。竇樹華強調，編纂《民法典》是推動全面依法治國的重大舉措，亦對現行民事法律規範進行系統整合。現屆全國人大及其常委會將編纂《民法典》為立法工作的重點任務，而《民法總則》則是編纂《民法典》的開篇之作，經過集思廣益、反複修改，《民法總則》草案獲高票通過。

竇樹華重申，新制定的《民法總則》從國家的國情和實際出發，總結繼承

民事法治經驗，同時適應新形勢新要求，全面而系統地確定民事活動必須遵循的基本規定和一般規則，為編纂《民法典》奠定堅實基礎。

鄧宗良：建言獻策達到 “準整實新”

對於去年全國政協的工作，全國政協副秘書長鄧宗良以“準整實新”四字評價。“準”指工作精準，準確處理扶貧等社會剛性任務；“整”指工作有條不紊，以議政性專題會議、專題協商會議、雙周協商座談會等不同方式理順問題；“實”指工作紮實深入，全國政協主席俞正聲就高度重視政協的調查研究工作，強調調研與協商的相互配合促進；“新”指工作勇於創新，廣納不同會議模式，以期促進深入討論。

鄧宗良認為，今年的政協會議有一批政策措施的出台，在社會形成廣泛影響，如東北三省的工業轉型升級問題就是近年規模龐大的調研活動，許多意見建議都被收進國務院制訂的《關於加快推動東北地區經濟企穩向好若干重要舉措的意見》，從中可見會議的實效。

此外，鄧宗良又讚揚政協會議“堅持民主協商、平等議事，圍繞重點、難點、熱點問題建言獻策，實現高水平的共識平衡”。今年會議共計收到5,210份提案，當中的4,526份立案審查，為社會發展的不同範疇帶來寶貴意見。以脫貧問題為例，一眾委員提出產業扶貧為治本之策，建議於貧窮地區因地制宜發展生態旅遊、特色種植業等產業，穩定達至脫貧致富，務實可行，得到中央高度重視。

王一鳴：開啟可持續中 高速增長新階段

隨着供給側結構性改革持續推進，國務院發展研究中心副主任王一鳴指出，內地經濟正逐漸回穩，生產者物價指數回升令企業利潤提高，有助改善企業投資信心。然而，經濟結構性失衡依然存在，資源過度傾向房地產，導致高房價和高庫存並存，不但影響產業發展，更令金融風險上升。他強調，內地必須堅持穩中求進的總基調，持續深化“三去一降一補”（去產能、去庫存、去槓桿、降成本、補短板），透過適度擴大消費與投資需求、促進科技創新，培育和催生



未來產業，激發全社會創新潛能與活力，致力開啟可持續中高速增長新階段。

王一鳴對粵港澳大灣區的建設亦寄予厚望，期望能夠達到幾方面的功能目標，包括形成與區域經濟社會發展相適應的基建體系；成為內地企業“走出去”的平台，繼而構建成“一帶一路”開放新格局；形成以香港為龍頭，以廣州、深圳、澳門、珠海為依托，以南沙、前海和橫琴為節點的大灣區金融核心圈；建設大灣區的創新共同體，成為全球重要的科技產業創新中心；從文化、教育、就業、環保等入手，把粵港澳大灣區建成綠色、宜居、宜業、宜遊的世界級城市群。

沈丹陽：抓緊“一帶一路”新商機

去年中國對“一帶一路”沿線國家直接投資145億美元，經貿合作區新增投資50億美元、產值361億美元，並完成東盟自貿區升級談判，“區域全面經濟夥伴協定”亦在進展之中。**商務部政策研究室主任兼新聞發言人沈丹陽**指出，未來應進一步加強與“一帶一路”沿線地區的通關合作，切實提高貿易和投資便利化，加強推進與沿線國家的認可交流、自貿區網絡建設。他提到，全球產業結構正處於加速變革期，“一帶一路”沿線多數國家步入工業化、城鎮化加速推進期，產油國、資源國進入結構調整

期，“一帶一路”沿線國家可與中國建立機制化的產能合作，中國可重點推動鋼鐵、建材、化工、輕工、汽車等行業的優勢產能。

除了上述提及的範疇外，沈丹陽指出“一帶一路”亦衍生了八大新商機：專業服務、金融服務、工程建設、高增值航運服務、人才及教育服務、旅遊服務、會展節慶服務、提升總體競爭力。他認為，香港的專業服務具備國際化和專業化的水平，是香港參與“一帶一路”建設的核心軟實力，香港的金融、會計、法律、航運、旅遊等行業亦可受惠，達到雙贏互利。

Dou Shuhua: Formulation of Civil Code to promote rule of law

Dou Shuhua, Deputy Secretary-General of the NPC Standing Committee, said that as this is a crucial year to comprehensively deepen reform vertically, an important year to implement the “13th Five-Year Plan”, and a year to deepen supply-side structural reform, the NPC session stressed the overall tone of seeking progress while ensuring stability to achieve steady growth, push through reform, make structural adjustments, improve living standards, and guard against risks.

The *General Provisions of Civil Law* adopted this year is also a highlight as it provides a basis for the basic framework for constructing the civil legal system and the regulations in each chapter of the *Civil Code*. Dou stressed that formulating the *Civil Code* is a major step in achieving the full implementation of the rule of law and a systematic integration of the existing civil legal norms. The NPC and its Standing Committee have identified formulating the *Civil Code* as a key legislative task, with the *General Provisions of Civil Law* as the opening chapter.

Dou reiterated that with the country's specific and concrete situation as the starting point, the newly formulated *General Provisions of Civil Law* draws on and learns from the country's experience of the rule of law in civil cases while adapting to the new situation and new demands to comprehensively and systematically identify the basic stipulations and general rules that civil activities must follow, thus laying a solid foundation for the formulation of the *Civil Code*.

Deng Zongliang: “Proper, thorough, solid and innovative” proposals

According to the assessment made by **Deng Zongliang, Deputy Secretary-General of the CPPCC National Committee**, the CPPCC's performance last year was “proper, thorough, solid and innovative”. “Proper” means it properly dealt with essential social tasks such as poverty alleviation; “thorough” means it worked in an orderly manner to resolve issues through different approaches such as policy conferences, consultative conferences and biweekly consultative forums; “solid” means its work was solid and in-depth,

as Chairman of the CPPCC National Committee Yu Zhengsheng attached great importance to the CPPCC's investigative work and stressed mutual cooperation and support between investigation and consultation; and “innovative” means it dared to innovate, accommodating different forms of meetings with a view to facilitate in-depth discussion.

Deng believes that a number of policy measures introduced at this year's CPPCC session have significant impacts on society. An example is the industrial transformation and upgrade of the Three Northeastern Provinces, which is a large-scale research study in recent years. Many opinions and suggestions have been incorporated into the *Opinions on Some Measures Intended to Accelerate the Economic Stabilization and Improvement in Northeast China* formulated by the State Council, which shows the practical effectiveness of the session.

Deng said that this year's session received a total of 5,210 proposals, of which 4,526 are put under review, offering valuable advice on different areas of social development.

Wang Yiming: Kick start a new stage of sustainable medium-to high-speed growth

Wang Yiming, Vice-President of the Development Research Centre of the State Council, pointed out that along with the ongoing supply-side structural reform, the Mainland economy is gradually stabilizing and the recovery of the Producer Price Index is leading to improvement in corporate profits, which will help improve enterprises' investor confidence. However, structural economic imbalances still exist. Too many resources are gravitating towards real estate, leading to concurrent high property prices and high inventory levels in addition to increased financial risks. He stressed that the Mainland must adhere to the overall tone of seeking progress while ensuring stability, and continue to cut overcapacity, reduce excess inventory, deleverage, lower costs and strengthen areas of weakness to heartily kick start a new stage of sustainable medium-to high-speed growth.

Wang also has high hopes for the construction of the Guangdong-Hong Kong-Macau Greater Bay Area. He looks forward to its achieving several functional

objectives, which include: building an infrastructure system that is adaptable to regional economic and social development; becoming a platform for Mainland enterprises to “go global” and then build into a new landscape of opening up for the “Belt and Road” initiative; forming a core financial hub in the Greater Bay Area with Hong Kong as the spearhead, Guangzhou, Shenzhen, Macau and Zhuhai as auxiliaries, and Nansha, Qianhai and Hengqin as nodes; building an innovation community in the Greater Bay Area to be the world's major innovation center for the technology industry; and building the Guangdong-Hong Kong-Macau Greater Bay Area into a world-class green city cluster that is suitable for living, work and travel, with culture, education, employment and environmental protection as the starting point.

Shen Danyang: Grasp opportunities arising from “Belt and Road” initiative

Shen Danyang, Spokesman and Director-General of the Policy Research Department of the Ministry of Commerce, pointed out that cooperation in customs clearance with regions along the “Belt and Road” routes should be further strengthened in the future in order to effectively improve facilitation of trade and investment and step up mutual recognition and interaction with countries along the routes and construction of free-trade zone networks. He mentioned that the global industrial structure is in a period of accelerated changes, with the majority of countries along the “Belt and Road” in a period of accelerated industrialization and urbanization, and oil-producing countries and resource-rich countries in a period of structural adjustment. Countries along the “Belt and Road” routes may establish a mechanism for cooperation in production capacity with China.

Besides the above-mentioned areas, Shen pointed out that “Belt and Road” has given rise to eight new business opportunities: professional services, financial services, engineering and construction, high value-added shipping services, talent and education services, tourism services, exhibition and festival services, and upgrade of overall competitiveness. He believes that as Hong Kong's professional services are of international and professional standards, they are its core soft power for participation in “Belt and Road”. Hong Kong's financial, accounting, legal, shipping and tourism industries can also benefit, which brings about a win-win and mutually beneficial situation.



年論壇增設環節，邀請港區全國人大代表譚惠珠及廖長江，全國政協常委陳永棋，全國港澳研究會副會長、全國政協委員劉兆佳，從香港角度暢談“兩會”政策帶來的啟示。

譚惠珠：支持候任行政長官團結香港

回應最高人民法院及最高人民檢察院的報告，譚惠珠強調，近年國家司法水平“突飛猛進”，如四年前她曾親身視察廣西的法庭，發現早於當時市民已可於網上跟進立案、審訊進度。而最高人民法院去年開始，所有庭審皆可即時於網上觀看，體現極大透明度。

談及行政長官選舉結果，譚惠珠認為，林鄭月娥高票當選顯示建制派大和合，團結有助她未來施政。“林鄭月娥能力很高，但我們每一個人都要陪她多走一里路才能成事。”她續指，港區全國人大代表與全國政協委員為愛港愛國的核心，相當理解“一國兩制”內涵，以及香港社會各種矛盾，未來應貫徹“港人治港”精神，在林鄭月娥領導下，團結建制派促進和諧。

世界正踏入“第三次工業革命”，人工智能或逐步在工作上取代人力。譚惠珠表示，部分人失去工作機會將造成社會不穩，若經濟轉差，問題更會如雪崩般出現。因此，她認為香港應利用粵港澳大灣區規劃尋找新機遇，即使他日社會經濟結構出現巨大變化，仍不失發展空間。

廖長江：香港是國際仲裁不二之選

對於今年的《政府工作報告》，廖長江對兩方面予以高度肯定：其一是當中所展示的遠見，面對日益複雜的國際環境，國家未有守株待兔，而是致力開拓自主性的三大戰略：“一帶一路”建設、“京津冀經濟帶”及“長

港區人大政協剖析 “兩會”對港啟示

Hong Kong NPC Deputies and CPPCC National Committee Members: the “Two Sessions” and Their Implications for Hong Kong

江經濟帶”發展，致力完善內需市場，實現“求人不如求己”的發展之路。其二是中央的宏觀調控，各個指標間的平衡拿捏準確，例如去產能及失業率之間的平衡、環境污染與經濟增長之間的平衡等。

“一帶一路”沿線國家數目達65個之多，文化、法律與宗教俱有差異。廖長江認為，國家間的合作一旦出現紛爭，仲裁是解決的不二之選。香港作為國際城市，法治於國際上亦有良好信譽，有條件擔任仲裁角色。他亦建議，各國參與協商制訂共同的商法典，以便日後的商務糾紛有法可依。

陳永棋：人大政協充當橋樑

陳永棋認為，現有兩名港人擔任全國政協副主席，充分顯示國家對香港的重視。他指出，港區全國人大代表、全國政協委員，以至內地省市的政協委員在社會上俱為有影響力人士，他們有責任與義務，擔當中央與香港之間的橋樑：“讓香港市民真正了解中央的政策、中央對香港的支持；同時，要在內地多點發揮作用，協助中央更了解香港的問題，從而令中央處理香港事務更加靈活。”

陳永棋又提到，發展粵港澳大灣區是香港的一大機遇，香港必須改變過

去“閉關自守、畫地為牢”的心態，融入國家經濟發展，否則將來會被邊緣化。他認為香港在粵港澳大灣區規劃上不能“走雞”，必須與珠三角地區攜手合作。有見於香港目前的住屋問題，他稱只要改善區內交通配套，港人日後可考慮遷往內地鄰近城市居住，紓緩情況。

劉兆佳：融入大灣區發展應對挑戰

“面對不同城市群之間的競爭，香港不能單打獨鬥。”劉兆佳呼籲香港積極融入粵港澳大灣區發展，可發揮在金融和專業服務等多方面的獨特優勢，與廣東和澳門相互配合，滿足國家需要。他又指出，中央近年改變思路，嘗試主動帶領香港參與內地經濟發展項目，提升香港在國家發展中的地位 and 角色。

劉兆佳指出，國際形勢雖然不斷變動，甚至出現混亂狀態，但卻為“一帶一路”戰略提供更大發展空間。他認為，隨着英國脫歐、歐洲與美國減少對外承擔，以及全球經濟增長乏力的情況下，更多國家願意與中國加強經濟聯繫，希望中國帶動新一輪全球化的推進。他相信，“一帶一路”未來將有更大政治及經濟意義。🌀



香港友好協進會

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香港中華總商會

CGCC The Chinese General Chamber of Commerce, Hong Kong

20th ANNIVERSARY

解讀“兩會”論壇

Insights into China's "Two Sessions"

2017.4.7 香港



譚惠珠（右二）、廖長江（右一）、陳永棋（左二）及劉兆佳（左一）

Maria Tam (second from right), Martin Liao (first from right), Chan Wing-kee (second from left) and Lau Siu-kai (first from left)

In this year's forum, **Maria Tam** and **Martin Liao (NPC deputies)**, **Chan Wing-kee (Standing Committee member of CPPCC National Committee)**, and **Lau Siu-kai (Vice-President of the Chinese Association of Hong Kong & Macao Studies and member of CPPCC National Committee)** were invited to speak at the new segment known as "Discussion on 'Two Sessions' by Hong Kong NPC Deputies and CPPCC National Committee Members". The significance of "Two Sessions" policies was discussed from the Hong Kong perspective.

Maria Tam: Supporting the Chief Executive-Elect in unifying Hong Kong

In response to the report of the Supreme People's Court and Supreme People's Procuratorate, Tam highlighted the "giant strides" made in the State's standards of justice administration in recent years. For example, the public can now follow up with the progress of case filing and hearing

online. All court hearings at the Supreme People's Court can now be viewed online, which demonstrates an extremely high level of transparency.

Speaking on the outcome of the Chief Executive election, Tam commented that the landslide winning of Carrie Lam showed a general consensus within the pro-establishment camp and a unity that would prove favorable in helping Lam's administration in the future. "Carrie Lam is a person of high caliber, but we must walk that extra mile with her to make things happen." Tam added that Hong Kong NPC deputies and CPPCC national committee members should carry forward the spirit of "Hong Kong people ruling Hong Kong" in the future; the pro-establishment camp should be united to promote harmony under the leadership of Carrie Lam.

As the world steps into "the Third Industrial Revolution", artificial intelligence is gradually replacing manpower. Tam said that certain job losses will trigger social instability. She believed that Hong Kong should leverage on the planning of the Guangdong-Hong

Kong-Macau Greater Bay Area and seek new opportunities, which would help us secure room for growth even if drastic changes in the socio-economic structure occur in the future.

Martin Liao: Hong Kong is an international arbitrator of choice

Commenting on this year's Report on the Work of the Government, Martin Liao has high appreciation on two aspects. The first one is the vision demonstrated by the Central government. As the global environment becomes increasingly complex, the country strives to exploit its autonomy through three main strategies: 1) the construction of the "Belt and Road", 2) the development of the "Beijing-Tianjin-Hebei Economic Belt" and 3) the "Yangtze River Economic Belt". It is committed to enhancing the domestic market to set the country onto a self-sufficient growth trajectory. The macro-control measures of the Central Government are yet another

noteworthy aspect. Accuracy is evident in balancing various indicators, such as that between reducing over production capacities and unemployment, as well as that between environmental pollution and economic growth, amongst others.

With as many as 65 countries along the “Belt and Road”, the presence of cultural, legal and religious differences is only natural. Liao believed that arbitration is the preferred choice for handling disputes amongst countries. As an international city, Hong Kong has a sound legal system that is highly regarded at the global level. It has what it takes to be an arbitrator. He also suggested that countries should take part in formulating a common Commercial Code, which could provide a basis for business disputes in the future.

Chan Wing-kee: NPC deputies and CPPCC national committee members should act as a bridge

According to Chan Wing-kee, the fact that there are two Hong Kong Vice-chairmen of the CPPCC National Committee indicates how the State regards Hong Kong highly. He pointed out that, Hong Kong NPC deputies and CPPCC national committee members, as well as provincial and municipal CPPCC members have the responsibilities and obligation to act as a bridge between the Central Government and Hong Kong. “They should work to make sure that Hong Kong people truly understand the policies of the Central government and how it supports Hong Kong. At the same time, we must help the Central Government understand the issues of Hong Kong to bring more flexibility in handling affairs of the SAR.”

Chan also mentioned that developing the Greater Bay Area would be a major opportunity for Hong Kong. Hong Kong should change its old mindset of isolating itself and restricting its scope of growth and should join hands with the Pearl River Delta area, otherwise it will eventually be marginalized in the future. Seeing the current housing issues of Hong Kong, Chan commented that by improving the transportation networks in the region, Hong Kongers could consider moving to neighboring Mainland cities to alleviate the situation.



Lau Siu-kai: Integrating into the growth of the Greater Bay Area to respond to challenges

“To stay in the competition amongst city clusters, Hong Kong can never be a lone fighter.” Lau Siu-kai urged Hong Kong to take an active role in integrating into the development of the Guangdong-Hong Kong-Macau Greater Bay Area, in which it could exert its unique strengths in finance and professional services to complement those of Guangdong and Macau. He also pointed out that the Central Government has shifted its way of thinking in recent years; it has been actively leading Hong Kong to take part in economic

development projects in the Mainland as a way to elevate Hong Kong’s position and role in the State’s development.

Lau pointed out that the constant changes, or even chaos, in the global landscape, have indeed made more room for growth for the “Belt and Road” strategy. He reckoned that following the Brexit as well as Europe and the US reduction of their external commitments, together with the lack of momentum in the global economy, more and more countries are willing to strengthen their economic ties with China hoping that China could bring traction to the next round of globalization. He believes that the “Belt and Road” initiative will have much stronger political and economic significance in the future. 🌀



佐科·維多多 Joko Widodo



梁振英 CY Leung



蔡冠深 Jonathan Choi

印尼總統與 香港商界經貿交流

Meeting between Indonesian President and Hong Kong Business Community

“一帶一路”將為香港和印尼等東盟國家帶來巨大發展潛力，香港有着“一國兩制”的優勢，此刻更應加強與相關國家的經貿關係。有見及此，本會早前在港舉辦“印尼 - 香港商界交流會”，兩地政商機構代表探討經貿合作前景，並簽署合作備忘錄。

The “Belt and Road Initiative” will unlock great development potential for Hong Kong, Indonesia and other ASEAN countries. Hong Kong, with its unique “One Country, Two Systems” advantage, should now strengthen economic and trade relations with these countries. In view of this, the Chamber recently hosted the “Indonesia-Hong Kong Business Meeting” in Hong Kong, where representatives from political and business organizations of the two places discussed the prospects of economic and trade cooperation and signed memorandums of cooperation.

隨着粵港澳大灣區迅速發展，東盟國家未來將與大灣區城市群建立更緊密經貿關係，香港的“超級聯繫人”角色更形重要，香港與東盟國家的投資和貿易往來將更見頻繁，可謂機遇處處。

印尼是東盟國家中重要一員，本會早前與印尼駐港總領事館聯合主辦“印尼 - 香港商界交流會”，邀得印尼總統佐科·維多多及香港特別行政區行政長官梁振英，簡介印尼及香港的營商與投資狀況，並探討雙方以至整個東亞地區的經貿合作前景。印尼貿易部長 Enggartiaso Lukita 及投資協調委員會主席 Thomas Lembong 並介紹當地貿易與投資最新情況和相關政策改革措施。本會會長蔡冠深、印尼



Enggartiasno Lukita (左二 second from left)、Thomas Lembong (左一 first from left)

工商會館總主席羅善分別致辭，並聯同多間工商機構及團體簽署合作備忘錄和啟動合作項目，為印港經貿合作揭開新的一頁。

推動香港與印尼建立更緊密聯繫

梁振英在交流會上指出，香港和印尼一直保持着良好的商貿夥伴關係。在“一國兩制”優勢下，香港可在金融、專業服務等方面，為內地及印尼的商業往來互動、市場拓展擔當重要橋樑。粵港澳大灣區的推展將更有效提升香港作為聯繫東亞地區與內地市場的中介功能，讓印尼與香港雙邊關係邁向更全面合作發展。

佐科·維多多亦強調，印尼政府近年積極完善公共開支分配，提升基建、醫療等範疇的支出，開展新的發電廠、道路等基建工程，並推動包括放寬監管和稅務等一系列改革措施，構建便利的營商環境。印尼當局更特別在旅遊推廣方面投放更多資源和拓展新的項目。他相信連串改革措施將進一步提升營商環境和競爭力，有助吸引內地和香港企業投資印尼市場。他

認為香港在基建融資、旅遊等領域將可發揮重要作用，歡迎香港、內地與國際商業夥伴一起到印尼拓展商機，相信未來印尼與香港在各範疇的交流聯繫將繼續全面深化。

區域經貿合作潛力巨大

蔡冠深在致辭時提到，近年香港積極推動與東盟簽署自貿協定，不單有助加強香港與印尼的經貿聯繫，更為東亞區域經濟開拓龐大發展空間。香港和印尼應積極發揮各自的獨特優勢，促進區內的營商往來，並帶領工商企業抓緊區域經貿合作的龐大商機。羅善亦表示，香港和印尼的商貿與投資往來一直保持緊密聯繫，隨着亞太經濟區域合作積極推展，彼此在基建營運等多個範疇將會迎來龐大發展空間。

出席交流會的印尼貿易部長和投資協調委員會主席亦分享了印尼政府在促進當地貿易與投資市場發展的最新政策，並就香港與印尼在促進自由貿易與投資往來、兩地生活文化交流、旅遊、教育，以至支援中小企業發展等不同範疇跟與會者交流意見。

加強合作實現互惠共贏

中總與印尼工商會館簽署合作備忘錄；此外，包括印尼貿易部、香港貿易發展局及其他多家來自印尼和香港的主要工商機構亦簽署多份合作協議，並於交流會上公佈多個合作項目，為進一步加強雙邊經貿往來及工商企業合作邁出重要一步。



羅善(右) Rosan Roeslani (right)



“一帶一路”獎學金計劃吸引印尼優秀學生（後排）來港升學。

The Hong Kong Scholarship for “Belt and Road” attracts outstanding Indonesian students (back row) to pursue undergraduate studies in Hong Kong.

Hong Kong’s role as a “super connector” becomes more important as the Guangdong-Hong Kong-Macau Greater Bay Area develops rapidly. Investment and trade interactions between Hong Kong and ASEAN countries will be more frequent and present abundant opportunities.

Recently, the Chamber and the Indonesian Consulate General in Hong Kong jointly hosted the “Indonesia-Hong Kong Business Meeting” and invited **Indonesian President Joko Widodo** and **HKSAR Chief Executive CY Leung** to brief participants on the business and investment situations in Indonesia and Hong Kong and explored the prospects for economic and trade cooperation between the two places and the whole of East Asia. **Indonesian Trade Minister Enggartiasto Lukita** and **Investment Coordinating Board Chairman Thomas Lembong** presented the latest developments in local trade and investment and related policy reform measures. **Jonathan Choi, the Chamber’s Chairman** and **Rosan Roeslani, Chairman of the Indonesian Chamber of Commerce and Industry**, delivered speeches at the Meeting as well as signed memorandums of cooperation and kick-started cooperation projects with several industrial and commercial organizations and groups, opening a new chapter in Indonesia-Hong Kong economic and trade cooperation.

Promoting closer ties between Hong Kong and Indonesia

At the Meeting, Leung pointed out that Hong Kong and Indonesia have always maintained a good business partnership. With its “One country, Two systems” advantage, Hong Kong can play an important role in business interaction and market development between the Mainland and Indonesia in financial and professional services.

Joko Widodo believes that Indonesia’s series of reform measures will further enhance its business environment and competitiveness, which will help attract Mainland and Hong Kong enterprises to invest in the Indonesian market. He thinks that Hong Kong will be able to play an important role in areas such as infrastructure financing and tourism. He welcomes business partners from Hong Kong, the Mainland and the international community to Indonesia to tap business opportunities, and believes that interaction and ties between Indonesia and Hong Kong in various areas will continue to deepen in the future.

Great potential for regional economic and trade cooperation

During his speech, Choi said that Hong Kong and Indonesia should actively play to their respective unique strengths to promote business relations in the region

and lead industrial and commercial enterprises to grasp the huge opportunities arising from economic and trade cooperation. Rosan Roeslani also said that as trade and investment interactions between Hong Kong and Indonesia have always been close, there will be a huge space for development in many areas such as infrastructure operations.

At the Meeting, the Indonesian Trade Minister and Investment Coordinating Board Chairman also shared the Indonesian government’s latest policies for the development of local trade and investment markets. They also exchanged views with participants on different areas such as promoting free trade and investment between Hong Kong and Indonesia.

Strengthening cooperation to achieve mutual win-win situation

CGCC and the Indonesian Chamber of Commerce and Industry signed a memorandum of cooperation. In addition, the Indonesian Ministry of Trade, the Hong Kong Trade Development Council and many major industrial and commercial organizations from Indonesia and Hong Kong also signed a number of cooperation agreements and announced several cooperative projects at the Meeting, thus taking an important step forward to further strengthen bilateral economic and trade exchanges as well as cooperation between industrial and commercial enterprises. 



打造機場成為香港經濟引擎 Transforming the Airport into Hong Kong's Economic Engine

香港國際機場是少數於客運與貨運俱名列世界前茅的機場。香港機場管理局行政總裁林天福指出，機場不僅是交通節點，更是推動整個地區經濟發展的引擎，未來希望把機場打造成覆蓋整個大珠三角的航空樞紐。

Hong Kong International Airport is one of the few airports in the world ranking near the top both in passenger and cargo volumes. **Fred Lam, Chief Executive Officer of the Airport Authority Hong Kong**, points out that the airport is an engine that drives the economic development of an entire region, and he hopes that ours will become the aviation hub of the entire Greater Pearl River Delta (GPRD) in the future.

去年香港國際機場客流量首次突破7,000萬。林天福指出，現時機場總旅客人數名列世界第八，若單以國際航班旅客計算，更位居全球第三，僅次於杜拜國際機場及倫敦希斯路機場。林天福

相信，香港國際機場可望在未來兩、三年間取代希斯路機場，躋身世界第二位。

除了客運量有所增長，去年本港機場貨運量亦見突破，以452萬公噸的總

貨運量領先全球。林天福指出，目前全國機場貨運量總和仍不及香港，可見本港空運發展之驚人。但他亦表示，香港作為少數客流與貨運俱處於世界前列的機場，因而面對更大的挑戰。



林天福 Fred Lam

香港機場容量將達飽和，再難以滿足航空公司的流量需求。

林天福形容機場間之競爭為“零和遊戲”，當內地各個城市都積極建設機場或增建跑道，或為吸引航空公司而建立新航線，若香港機場仍然停滯不前，就連原有的流量亦會流失。已於去年動工的機場三跑道系統雖然工程浩大，但他認為對機場以至香港長遠發展至為重要。

大灣區、港珠澳橋增潛力

香港機場的定位不應局限為香港人的機場。林天福坦言有更大願景，就是打造成為亞洲航空樞紐，效益覆蓋整個大珠三角。為此機場禁區已設有海天客運碼頭，方便旅客下機後可直接前往珠三角或澳門，機管局亦正與內地政府商討，研討如何令過關手續更加便利。

港珠澳大橋的落成和粵港澳大灣區的發展，均讓香港機場更具發展潛力。林天福闡釋，港珠澳大橋啟用後，香港機場往深圳車程只需半小時，往珠海及澳門亦只需40分鐘，部分內地旅客經香港機場出入境甚至比使用廣州白雲機場更加便捷。同樣地，隨着粵港澳大灣區城市群迅速發展，預計有大量海外商務旅客往來，香港機場位處大灣區中心點，兩、三小時的車程已覆蓋區內重要城市，區內高端旅客將成為香港機場未來重要的客源。

優化旅客體驗 着眼電商物流

旅客體驗亦是一個機場成功與否的關鍵，深明此點的林天福表示，為旅客打造難忘、舒適、豐富的體驗是另一重點工作。他透露，禁區內的美食廣

不進則退 三跑突破瓶頸

有別於巴士站，林天福坦言，機場不只是乘搭航班的交通地點，而是推動整個地區經濟發展的引擎。目前機場仍然是香港的優勢之一，優秀的客流量和貨運量固然重要，但檢視機場的長遠發展，必須宏觀考慮如何為整個地區帶來經濟效益。

為達到上述目標，機場的硬件提升必不可少。林天福謂，目前機場面對的最大問題是容量不足，而跑道正是增加機場容量的瓶頸。他解釋，機場現有的兩條跑道容量已差不多達到設計的頂點，但據推算，未來數年世界客運與貨運將以每年增加5%的速度增長，亞太區甚至可達6%。不出數年，



場將於未來兩年翻新，引入更多知名食肆，獲米芝蓮評級的餐廳亦是羅致之列。購物方面，特別開闢香港品牌的區域，一方面為香港品牌提供向外推廣的平台，旅客亦可選購具香港特色的產品。此外，機場將廣泛應用科技提升營運水平，如旅客可透過手機應用程式預先點餐或選購貨品、亦可收到行李到達輸送帶的通知，務求旅客能夠享受省時、便利的機場體驗。

Last year, the number of passengers handled by Hong Kong International Airport passed the 70 million mark for the first time. Lam points out that the airport currently ranks eighth in the world by total passenger traffic and even ranks third by international flight passenger volume, only trailing Dubai International Airport and London's Heathrow Airport.

In addition to passenger volume growth, the volume of air cargo handled by Hong Kong Airport also achieved a breakthrough last year, leading the world with a total volume of 4.52 million tonnes. Lam says that our air freight has been growing astronomically, and to date Hong Kong's air cargo volume is still greater than the total of all Mainland airports. Having said that, he does admit Hong Kong Airport, as one of the few airports with world-leading passenger and cargo volumes, naturally faces greater challenges.

Not to advance is to go back — Clear the bottleneck with 3RS

Lam says frankly that unlike a bus terminus, an airport is not just a transport facility where people come to board their flights, but the very engine that drives economic growth of the entire region. At present, Hong Kong's airport is still a competitive advantage. Impressive passenger and cargo volumes are undoubtedly important, but when looking at the long-term development of the airport, we must see the whole issue from a macroscopic perspective and consider how to bring economic benefits for the entire region.

To achieve the above goal, upgrade of airport facilities is indispensable. Lam says the runway system is a bottleneck that could delay the expansion of the airport's capacity. While the existing two runways are fast approaching their maximum

隨着跨境電子商貿的興起，商貿形式由以往的 B2B 趨向 B2C。林天福預料，日後大批量的運輸將會減少，未來空運將更倚重客機而非貨機。他認為，此趨勢有利香港鞏固既有的空運優勢，並計劃將機場打造為跨境電子商貿貨品分發中心，同時開發高增值中轉業務及如藥物等高端貨品物流，充分發揮機場的潛能，結合香港整體經濟的發展。📍

intended capacity, global air passenger and air cargo volumes are estimated to grow by 5% annually in the next few years. Lam describes competition between airports as a “zero-sum game”. Just when Hong Kong Airport's capacity is outstripped by the airlines' traffic demand, Mainland cities are vying to build new airports or more runways. Against such competition, Hong Kong will not be able to retain even her original traffic volume. He feels that the three-runway system (3RS), which already commenced building last year, is of vital importance to the long-term development of the airport as well as Hong Kong.

Greater Bay Area and HZMB create new potential

Hong Kong Airport should not be positioned only as an airport for Hongkongers. Lam shares his broader vision, which is to transform it into Asia's aviation hub and offer benefits to the entire GPRD. To this end, SkyPier has been set up in the airport restricted area to offer travelers convenient and direct transfer to the Pearl River Delta or Macau after stepping off the plane. The Airport Authority is also discussing with the Mainland government how to simplify immigration clearance.

Both the completion of the Hong Kong-Zhuhai-Macao Bridge (HZMB) and the development of the Guangdong-Hong Kong-Macau Greater Bay Area increase Hong Kong Airport's growth potential. Lam explains that when HZMB comes into service, it would only take half an hour to travel from Hong Kong Airport to Shenzhen by car, while the traveling time to Zhuhai or Macau is merely 40 minutes. To some Mainland passengers, it would be more convenient to use Hong Kong Airport rather than Guangzhou Baiyun International Airport. With the rapid development of the Greater Bay Area city cluster, Hong Kong



Airport will be located at the center of the Bay Area. All the major cities within the Area can be covered within two or three hours' driving. High-end travelers from this region will be an important customer base for Hong Kong Airport in the future.

A better traveling experience with emphasis on e-commerce and logistics

Travelers' experience is also a decisive factor for an airport's success. Understanding this well, Lam reveals that the food court in the airport restricted area will be refurbished in two years' time. More famous restaurants, including Michelin-starred eateries, will be introduced. As for shopping, the new area featuring Hong Kong brands offers special products with a local flavor. Travelers can also enjoy a more time-saving and



convenient airport experience by ordering meals or products in advance and getting notification on their smartphones when their luggage arrives at the conveyor belt.

With cross-border B2C e-commerce catching on fast, Lam expects a decrease in mass transit cargo in the future, and air cargo will depend more on passenger flights rather than cargo flights. He plans to position Hong Kong Airport as a distribution center for cross-border e-commerce goods while develop high value-added freight forwarding services and logistics of high-end products such as medicine. The goal is to fully realize the airport's potential for promoting Hong Kong's overall economic development. 



特朗普時代的中美博奕

China-US Relations in the Trump Era

史丹福大學東亞研究中心傑出專家陳明鈺

Ming K Chan, Visiting Scholar of the Center for East Asian Studies, Stanford University

早前習特莊園峰會，中美雙方達成共識，同意就四大範圍建立新的高級對話機制合作框架：外交安全、全面經濟、執法及網絡安全與社會和人文對話，這些都是元首會晤帶來積極豐富的實際成果，亦支持鼓勵在新起點上推動中美關係健康發展。

At the Xi-Trump summit held at Mar-a-Largo earlier on, China and the US agreed to establish new top-level dialogue mechanisms and cooperation frameworks in four areas, namely diplomatic and security, comprehensive economic, law enforcement and cyber security, as well as social and people-to-people dialogues. These were the positive and concrete outcomes brought about by the meeting of the state leaders, which support and encourage the healthy development of China-US relations on a new starting point.

今

年4月，正是特朗普總統入主白宮的兩個半月，亦迎來他面臨國際關係對外政策最重大的考驗——中國國家主席習近平應邀到特朗普位於美國東南方海邊佛羅里達州的莊園進行比較個人化，非國事訪問的兩國元首峰會。

兩大聚焦：北韓問題、雙邊經貿

峰會前兩周以來的美國官方消息指出，這次中美峰會將聚焦兩大議題：第一是國際區域性的戰略平衡與多國的國家安全關注，就是北韓（朝鮮）的非核化；第二個核心討論議題就是對雙邊經濟關係基本的調整，這關乎中美貿易之不平衡。特朗普希望重振美國的國內經濟，為美國工人入職就業製造大規模新機會，並且讓美國產品以比較公平、更為有利的條件推銷海外市場；同時亦要打壓不正常和不健康的貨幣操控，造成某些國家輸往美國的產品享有不公平的有利條件，從而在美國市場有不合理的佔有率。這兩大議題都可被視為有相當嚴謹的大戰略考量基礎，帶引出大國之間不可避免亦非談不可的議題。

而最近白宮高層就這兩議題所作的頭條新聞式言論，總的來說是比較植根於現實與切合美國本身的重大利益，亦是美國維持在亞太區域主導權及保護主要盟國的安危而不能不高調的發言。當然這些言論從內容及格調來說，較去年特朗普在共和黨黨內初選及之後作為共和黨提名的總統候選人的唯我獨尊、狂妄自大，亦缺乏事實基礎、邏輯不全，甚至嚴重貶損、譴責中國的所謂競選語言，着實大不同。

薩德系統破壞中美韓關係

有關國際大戰略的北韓非核化議題，實在是超乎中美雙邊的範圍，是中國一直以來的國防與外交的重點項目（尤其是過去十多年來，中國曾多次出任“六方會談”的主席國及主導者）。面對北韓金家朝廷的多元複雜局面，美國在最基本的原則立場上有很嚴重的自相矛盾，因為特朗普一方面認為中國對平壤有巨大影響力，故若中國

願意施加壓力，金正恩或在核武器和導彈高科技發展作出一點讓步；若中國不“出手”，特朗普揚言會採取“單獨行動”包括軍事行動。這對東北亞的局勢將會帶來重大衝擊，亦不利於中國的國家利益。美國一方面希望中國可以積極壓制平壤，但與此同時，美國作為南韓最重要盟友及軍事保護者，以抗衡北韓核威脅為理由，已着手在南韓境內設置薩德反導彈防衛系統。而這個防衛系統的實際有效偵查範圍也包括中國東方和北方相當大的領土，除了防禦北韓，亦刺探中國境內的軍事活動。從北京角度而言，這絕對是威脅中國的國家安全。

所以，最近半年北京與南韓的關係迅速倒退，就連中國民眾已對南韓的商貿甚至旅遊作出強烈的反對與杯葛。由此觀之，美國希望借助北韓危機，在南韓佈防薩德系統，連中國部分領土也可能納入薩德系統的監控範圍。北京認為美國以北韓威脅為藉口，在南韓的軍事佈防直接威脅中國國家利益，絕對是不友善的行為。那麼中國為何要協助美國解決北韓核化問題？

從地緣政治的角度來看，過去幾年奧巴馬政權大力推行“重返亞洲”的策略，鼓勵日本加強軍備化，把美日協防條約的範圍擴大到與中國有領土爭議的釣魚島，更鼓勵日本大規模伸展軍事爪牙到南中國海域。有美國作後盾，日本甚至主動借出軍艦予東南亞國家以擴大其的軍事影響力範圍。同樣地，中國又為何要協助美國和日本解決北韓核化問題？

東北亞同盟集團存在矛盾

事實上，北韓核武器的發展，美國之外最自然的目標就是日本（部分老一輩的南韓民眾至今不能夠忘記或寬恕二次大戰前日本佔據朝鮮半島的殘酷統治，甚至有韓國學界人士認為南北韓共同分享歷史教訓，甚至要報仇雪恥的共同目標就是日本）。而當今在美國的鼓勵下，日本軍國主義的復活，已在南韓引起不安，甚至有南韓人士聲言如北韓核武器攻擊目標是日



本，南韓不應該反對，可見美國在東北亞的同盟集團裏，也存在內部矛盾。因為美國的縱容，日本在大戰時留下的軍國主義和侵略，至今尚未完全清除償還，對日本的仇恨成為美國東亞集團內部分裂的導火線。

過去十幾年，北京與南韓的關係友好，經貿合作有一定成果。2015年9月3日，北京天安門抗日勝利的大閱兵典禮，當時的南韓女總統親自出席。中韓友好關係曾經令美日擔心。若北京能在薩德防衛系統方面與南韓達成某些諒解，有助擴大中國在朝鮮半島的戰略平衡空間，亦更有本錢向特朗普的美式盲動主義“說不”。

特朗普施政失利不佔上風

直到4月6日下午，習近平抵達佛羅里達州進行莊園外交之前，一切客觀資料顯示，特朗普政權上任100多天



中國有的是時間，故不必急於向特朗普作出妥協。
China has its time on hands and no need to make rush compromises with Trump.

來，一直處於國內外政治的出師不利，其所推行的重點政策都遭遇極大阻力，暫時都無法推行，全部無功而退。例如在對外問題上，特朗普禁止回教國家旅客入境美國的禁令，被美國聯邦法庭禁止執行，後來白宮第二回合的修定版再次被聯邦法院暫時擱置。在內政上，特朗普競選政綱的重點項目，被宣揚為特朗普首要的大手術，廢除所謂“奧巴馬醫保”的全民醫療健康制度法案，因無法取得共和黨議員的支持，已無法在以共和黨人佔多數的下議院通過，只好黯然撤回法案。在雙重內外施政敗退之外，最近數星期白宮高層亦被“俄國涉嫌干預去年美國大選”陰影爭議籠罩。同時美國多項民意調查，特朗普的民意支持度為歷來美國總統最低，一般民意認為特朗普的管治團隊人手尚未齊備，自然錯漏百出，所以對它今後的施政效益未敢樂觀，甚至認為特朗普一開局已經淪為弱勢總統，在國際舞

台上能取得突破成果機會不高。從比較中美雙方的實力來看，美方在莊園峰會前不佔上風，反而中國不必作出大的讓步。

美空襲敘利亞形勢有變

但4月6日在佛羅里達州的元首晚宴的前後，形勢有所轉變。因特朗普決定採取軍事行動攻擊使用化學武器殘害平民的敘利亞政權。特朗普此舉，令其民眾支持程度大大提升。空襲敘利亞有一石三鳥的效果：一，懲罰敘利亞以化學武器襲擊無辜平民；二，向北韓發出警告；三，向北京傳達信息，特朗普是有能力為美國利益在對外事務上採取單獨軍事行動。

事至如今，敘利亞的軍事行動並未令特朗普打出他的如意算盤——與普京領導下的俄國加深友好合作關係，從而令莫斯科親近美國，弱化甚至破壞今

日中國在國際事務戰略武器供應方面最重要的夥伴俄國。若美俄友好，中俄疏離，則美國可以更有辦法孤立中國，從而施加壓力，佔據上風，取得中國的讓步。

中國不須急於配合讓步

當前白宮及有關的對外部門，如國務院、商務部的高層團隊人手不全，對亞洲的研究專家尚未就位。未來“俄羅斯間諜門”可能再有驚人的內幕爆出，不只特朗普第一任的國家安全顧問弗林因為捲入“通俄”醜聞被迫辭職，其他團隊的主要人物也可能中箭墮馬，潰不成軍。屆時特朗普將成為美國史上首位甫上台就變成“跛腳鴨”政權，只能高談闊論，實際執行推動政策的能力卻欠奉。相對而言，中國有的是時間，不必急於向反覆無常、口是心非的特朗普妥協。特朗普擁有豐富的商場經驗但政治經驗不足，最喜歡以商家生意手法促成交易，中國要堅拒有損自身利益和原則的交易。因此，特朗普要全盤否定前朝奧巴馬總統所有作為絕不容易，甚至一出手已章法大亂。舉例說，特朗普取消以美國為主導的“跨太平洋夥伴關係協定”，對中國而言是美國自毀長城，中國應對此樂觀其變。

習特會有實際成果

中國絕對不必急於過度配合特朗普的要求，甚至勉強作出重大的經貿讓步及中美聯手遏制北韓行動。因為在可見將來，特朗普政權有走下坡路的趨勢。從更長遠來說，特朗普可能經歷初期失敗後，日後美國要重建與中國在雙邊議題上的友好合作和共同利益妥協。這次習特莊園峰會，中美雙方達成共識，同意就四大範圍建立新的高級對話機制合作框架：外交安全、全面經濟、執法及網絡安全與社會和人文對話，並推行中美“百日貿易談判”（以刺激美國出口及減低中美兩國貿易的美方赤字），給特朗普有下台階。所有這些都是元首會晤帶來積極豐富的實際成果，亦支持鼓勵在新起點上推動中美關係健康發展。

Two and a half months after Donald Trump sworn in as the new US president and leader of the Whitehouse, the most significant test for his international relations and foreign policies came up – Chinese President Xi Jinping was invited to Trump's manor, Mar-a-Lago, in coastal Florida in the southeastern part of America, where a more personal, non-state visit presidential summit was carried out.

Two main foci: North Korea and bilateral trade

Two weeks before the summit, official US news reported that this meeting would focus on two main topics. The first is the global strategic balance of the region and concerns over multi-country national security, i.e. the denuclearization of North Korea. The second core topic was adjustments to the fundamental bilateral economic relation. This relates to the imbalanced China-US trade. One could say the two main topics are both based on stringent and significant strategic consideration, which brings out what power nations could not avoid from discussing.

The recent headline-like messages given by the highest levels of the Whitehouse on these two topics, overall, were more rooted in reality and fit in with the major interests of the US. These messages could not be low-profile as the US must maintain its dominant role in the Asia-Pacific and protect its main allies. Certainly, from the perspective of their contents and styles, these messages were very different from the so-called “campaign language” used by Trump during his primary election amongst the Republicans, and as a presidential election candidate nominated by the Republicans.

THAAD destroys relationships amongst China, the US and South Korea

The grand international strategy about the denuclearization of North Korea, in fact, is beyond the scope of the bilateral talks between China and the US. It has always been a major item in Chinese defense and diplomacy (especially when China hosted and dominated the “six-sided talks” over the past decade). Facing the diverse and complicated landscape in the Kim-family empire of North Korea, the US is seriously self-contradictory on its most basic principles and standpoints. On one hand, the US hopes China could take an active role in suppressing Pyongyang, but on the other, it is the most important ally and

military protector of South Korea. Using the excuse of counterbalancing the nuclear threat of North Korea, the US has already put much effort on setting up the Terminal High Altitude Area Defense (THAAD) system in South Korea. The actual effective scope of detection of this defense system, in fact, covers a large part of eastern and northern China. Therefore, THAAD is not only used to guard against North Korea, but also to gather military intelligence in China. From the perspective of Beijing, this is absolutely a threat to China's national security.

Thus, there has been a rapid retrogression in relationship between China and South Korea over the past six months. Even Chinese people have started to strongly oppose and boycott the commerce, trade and tourism of South Korea. Beijing thinks that the US is using the threat of North Korea as an excuse, and the military setup in South Korea is directly threatening China's national interest. This is not at all a friendly move. Then, why is China helping the US in handling the nuclearization of North Korea?

From the perspective of geopolitics, Obama's administration had vigorously pushed ahead the “return to Asia” strategy and encouraged Japan to strengthen its military build-up in the past few years. With the US backing, Japan has even been actively lending its warships to Southeast Asian countries to expand the scope of its military influence. Similarly, why would China assist the US and Japan in resolving the nuclearization problem of North Korea?

Conflicts in the Northeast Asia Alliance

In fact, the development of nuclear weapons in North Korea is, naturally, targeted at Japan after the US (Some older South Koreans are still unable to forget or forgive the Japanese for their cruel ruling when they occupied the Korean Peninsula. Certain Korean academics even believe that both South and North Korea share this historic lesson learnt – Japan is their common target for taking revenge for the past insult). With encouragement from the US, Japanese militarism has revived and causing unrest in South Korea. Certain South Koreans have even said that if North Korea should target its nuclear weapons at Japan, South Korea should not oppose against it. This shows that internal conflicts exist within the northeastern Asian alliance of the US. Because of the connivance of the US, Japan's militarism and invasion left behind from World War II are yet to be fully eliminated or paid back. The grudges

towards Japan would become the fuse for internal division in the US-East Asia alliance.

Over the past 10 odd years, China and South Korea have maintained a friendly relationship and made certain achievements in economic and trade cooperation. If China could reach certain understanding with South Korea regarding the THAAD system, it would help expand China's space for strategic balance on Korea Peninsula. It would also have leverage to say no to Trump's American putschism.

Trump's administrative blunders leave him without an upper-hand

100 days after Trump assumed his new political power, he has been stumbling in politics at home and abroad. His main policies have all been met with strong resistance and have made no progress. Externally, for example, Trump's “Muslim ban” that bars visitors from Muslim-majority countries was suspended by the US Federal Court. After it has been revised by the Whitehouse, the second version was once again temporarily halted by the Federal Court. Domestically, a major item on Trump's election platform was to dismantle the American Health Care Act, the so-called “Obamacare”. Since it failed to pass at the House of Representatives in which Republicans are the majority, Trump could only unwillingly withdraw the bill. Double failures in domestic and external administration aside, senior officials of the Whitehouse have also been shadowed by the “alleged Russian interference in the 2016 US election” over the past few weeks. A number of opinion polls in the US indicate that Trump's presidential approval rating has dipped to an all-time new low. The public is generally not optimistic about the administration effectiveness of the Trump government as its governance team is yet to be completely established. Some even reckon that, since Trump has become a minority president as soon as he sworn in, he would be highly unlikely to gain groundbreaking achievements in the international arena. By comparing the strengths of China and the US, the Americans do not hold an upper-hand at the manor summit, implying China has no need to make major concessions.

US raid in Syria changed the situation

Circumstances have changed around the time of the state leader dinner on 6 April, when Trump decided to take military actions and attacked the Syrian regime which harmed civilians with chemical



薩德系統破壞中美韓關係。
THAAD destroys relationships amongst China, the US and South Korea.

新華社 Xinhua

weapons. Public support for Trump surged after his move. The Syrian raid has killed three birds with one stone. First, it punished Syria for attacking innocent civilians with chemical weapons; secondly, it served as a warning to North Korea; thirdly, it sent a message to Beijing that Trump has the capacity to take independent external military actions for the interest of the US.

So far, the military action in Syria has not achieved what Trump wishfully wanted – to strengthen the amicable cooperation with Russia under the leadership of Putin so as to draw Moscow closer to the US and to weaken or even destroy the partnership between China and Russia in terms of the supply of strategic weapons and in international affairs. If the US and Russia become closer and China and Russia become more distant, then the US could find a way to isolate China, from which further pressure can be exerted to gain an upper hand and China's giving-in.

No rush for China to make concessions

At present, the senior personnel of the Whitehouse and relevant foreign affairs

departments are yet to be filled; experts on Asian studies are yet to assume their positions. Going forward, there may be more shocking scoop about the “Russian spy scandal” to be made known. By then, Trump will become the first ever president in the US history to head a “lame duck” administration as soon as he sworn in. By contrast, China has time on its hand. It does not have to make rash compromises with the vacillating, double-faced Trump. Trump is a seasoned businessman, but inexperienced in politics. He has a preference towards closing deals like a businessman. China must decline any dealing that could hurt its interest and principles. Therefore, it would be extremely difficult for Trump to fully negate all that had been done by his predecessor Obama – he might even become confused and disorganized as soon as he makes the first move.

Concrete outcomes from Xi-Trump talks

China should never be hasty in over-addressing the requests of Trump; it should not unwillingly back down with huge trade concessions, or join hands with the US

to suppress North Korea's actions. In the foreseeable future, the Trump administration tends to go downhill. In the much longer run, however, Trump may go through initial failure before making compromises to rebuild the bilateral discussion to seek amicable cooperation and common interests. The Xi-Trump summit resulted in the two countries reaching consensus and agreeing to establish new top-level dialogue mechanisms and cooperation framework in four areas, namely diplomatic and security, comprehensive economic, law enforcement and cyber security, as well as social and people-to-people dialogues. The “100-Day Plan” for China and US trade to stimulate export of the US and reduce the trade deficit of America in China-US trade would also be implemented to serve as a graceful stepping stone for Trump. These were the positive and concrete outcomes brought about by the meeting of the state leaders, which support and encourage the healthy development of China-US relations on a new starting point. 🔄

適當規管電力市場

Proper Regulation of Electricity Market

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



公眾期望政府能夠確保電費價格合理，並創造彈性回應減碳要求，以新思維推動可再生能源發電的發展。

The public look to the Government to ensure reasonable electricity tariffs, make flexible response to calls for carbon reduction, and promote the development of RE power generation with a new mindset.



電力是社會重要的戰略物資，亦是市民日常生活及工商活動不可或缺的環節和成本，電費對於基層家庭及用电量高的中小型企業來說，都會構成相當負擔。操控電力供應並壟斷市場的電力公司，負有比一般公司更高的社會責任，故政府必須從保護公共利益的角度適當規管電力供應和市場。

多角度全方位制訂政策

兩間電力公司（“兩電”）的十年管制協議明年到期。然而，政府在談及能源政策多着眼於與電力公司商討新的《管制計劃協議》時，會研究如何進一步推動節能及可再生能源發電，以應付香港能否履行與國際社會共同應對氣候變化的承諾，即在2030年把碳強度由2005年的水平降低六成半至七成。可是，能源政策是一項重要的民生和經濟議題，必須從多角度、全方位來處理這項議題。

電費釐定機制詬病已久

政府曾經透露商談中的新協議條款，當中幾個方向都是社會翹首以待的，包括尋求下調電力公司的准許回報率、改善燃料成本收費機制、引入機制推動私營機構發展可再生能源，以及要求電力公司為未來引入潛在的新供電者鋪路。但是，由於未有具體內容，新協議最終能否符合公眾期望，社會只能抱觀望態度。

一般的說法是，若希望有更潔淨的能源，電費自然有上升的壓力，但其實還有很多因素影響電費，包括早已為人詬病對消費者不公平的電費釐定機制。今年年初兩電宣佈減電費，其實是明減實加，兩電分別加了基本電費3.7%及3.2%，只因要回吐過往多收了用戶燃料費共70億元，又有政府退回多收的地租和差餉可供發放特別回扣，所以淨電費（即實收的電費）可以分別減價2%及17.2%。

新協議須確保價格合理

然而，社會上一直有聲音要求改革香港的電力市場。舉例說，現行《管

制計劃協議》下的准許利潤回報達9.99%，從電力行業自然壟斷的低風險及多年的低息環境來看，是否過高？過往政府聘請的獨立顧問檢討過電力市場的無風險收益率、股本及借貸成本後，都曾建議可將准許回報率下調至6%至8%，在新協議下，這個回報率可以有多大的下調空間？此外，現時電力公司直接向用戶收取燃料費，等同將國際燃料價格波動的風險悉數轉嫁到市民身上，電力公司又何來誘因尋求更便宜的燃料？凡此種種問題，公眾都期望政府能夠趁商討新協議的契機理順，確保電費價格合理，並創造彈性回應減碳要求，以新思維推動可再生能源發電的發展。

長遠來說，可再生能源發電更有望協助穩定電價。舉例說，數年前中央政策組一項研究指出，本地太陽能發電潛力大，屋頂光伏板發電可達一年的

一成總發電量，並預期隨着裝置成本持續下跌，又有政府補貼，太陽能發電的價格最終無須補貼亦可與傳統燃煤發電競爭。

擬藍圖扶助可再生能源

可惜，香港在這方面的發展一直落後於人，外地早已以嶄新營商模式發展太陽能。例如首爾市近年除了要求能源公司投入最少近50億港元發展太陽能項目外，還以優惠租金出租公共設施發展私人太陽能項目，市民亦可透過購買特定基金投資這些項目。新加坡三年前已推出“SolarNova”計劃，集合潛力較小的樓宇讓私營太陽能公司透過競投營運，業主亦可透過眾籌平台籌集資金，讓投資者藉此收取定期回報。故此，公眾期盼當局拿出新思維，擬訂整套支援藍圖以扶助可再生能源發展，同時協助推動綠色經濟。🌱

Electricity is not only an important strategic resource in society, but also an indispensable element and cost in people's daily life as well as industrial and business activities. Electricity tariffs impose a considerable burden on grassroots families, and SMEs with high electricity consumption. Power companies, which control the supply of electricity and monopolize the electricity market, have a higher social responsibility than ordinary companies. Therefore, the Government must properly regulate the electricity supply and market with the aim of safeguarding public interest.

Policy formulation from multiple perspectives in a holistic manner

The Government's 10-year *Scheme of Control Agreements* (SCAs) with the two power companies will expire next year. When discussing the energy policy, the Government often focuses on negotiating the new SCAs with the power companies to further promote energy conservation and renewable energy (RE) power generation to cope with whether Hong Kong can honor its undertaking to collaborate with

the international community to tackle climate change, which is to reduce Hong Kong's carbon intensity by 65%-70% by 2030 compared with the 2005 level. However, as energy policy is an important issue affecting people's livelihood and the economy, it must be dealt with from multiple perspectives in a holistic manner.

Electricity price-setting mechanism criticized for long

The Government has disclosed some terms of the new SCAs under negotiation. Among them are several measures that the public are eagerly looking forward to being implemented, which include seeking to reduce the permitted rate of return of the power companies, improving the charging mechanism for fuel costs, introducing a mechanism to promote the private sector's development of RE, as well as demanding the power companies to pave the way for future potential electricity providers. However, as specific details are not yet available, the public can only wait and see as to whether the new SCAs eventually meet their expectations.

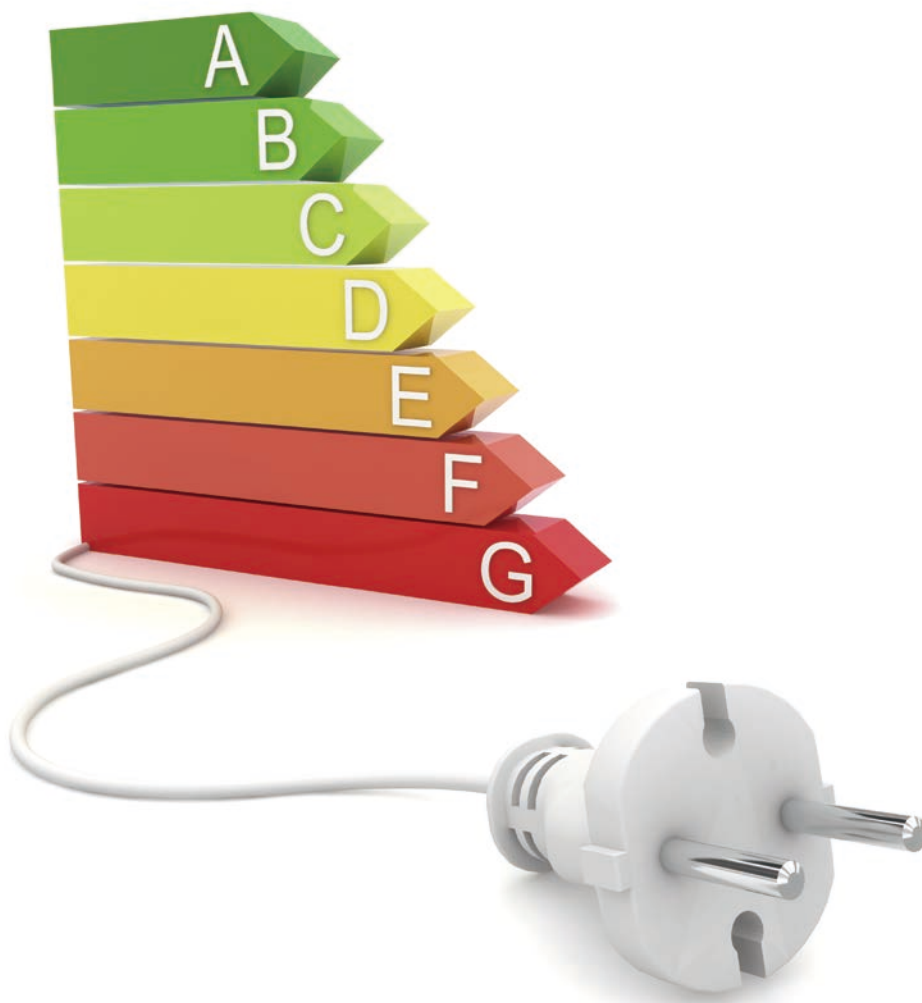
While it is generally believed that cleaner energy will naturally lead to upward

pressure on electricity tariffs, there are actually many other factors that influence the tariffs, including the electricity price-setting mechanism that has long been criticized for being unfair to consumers. Early this year, the two power companies announced tariff reductions, but these reductions are actually increases in disguise, with their basic tariffs rising by 3.7% and 3.2%, respectively. The two power companies' net tariffs (i.e. actual electricity tariffs to be received) can be lowered by 2% and 17.2% respectively only because of the need to return a total of HK\$7 billion by which users have been overcharged for fuel costs, as well as the availability of special rebates arising from a government refund of overpaid rent and rates.

New SCAs must ensure tariffs are reasonable

There have long been calls from the public for a reform of Hong Kong's electricity market. For instance, given the low-risk natural monopoly in the power sector and the low interest rate environment that has persisted for many years, isn't the permitted rate of return of 9.99% under the existing SCAs too high? The Government once commissioned independent consultants to review the risk-free rate of return, the cost of equity and the cost of borrowing in the electricity market. They suggested that the permitted rate of return could be reduced to 6%-8%. How much room is there for lowering the rate of return under the new SCAs? In addition, given that the power companies directly charge users for fuel costs currently, which is tantamount to passing on all the risk of fluctuations in international fuel prices to the public, what incentives are there for them to look for cheaper fuel? The public look to the Government to take the opportunity arising from negotiating the new SCAs to resolve all these issues in order to ensure reasonable electricity tariffs, make flexible response to calls for carbon reduction, and promote the development of RE power generation with a new mindset.

In the long run, RE power generation opens up a stronger possibility for helping stabilize electricity tariffs. For example, a study conducted by the Central Policy Unit a few years ago pointed out that Hong Kong has great potential for solar power generation, and roof-top photovoltaic panels may account for as much as 10% of Hong Kong's annual total power generation output. It is expected that with continuously falling installation costs and



subsidies granted by the Government, solar power generation will eventually be able to compete on price with traditional coal-fired generation, even without subsidies.

Drawing up blueprint to support renewable energy

Regrettably, Hong Kong's development on this front has been lagging behind other places that have long adopted new business models to develop solar power. Seoul is one example. In recent years, in addition to asking energy companies to invest at least HK\$5 billion to develop solar projects, it also leased out public facilities at preferential rates to encourage development of private solar projects. The citizens can also invest in these projects by subscribing for specific funds. Singapore is another example. Under the SolarNova program it launched three years ago, buildings with small solar potential are grouped together so that private solar companies can bid to operate solar

systems on them, and building owners can also raise funds through a crowdfunding platform to allow investors to obtain regular rewards. Therefore, the public hope that the authorities will adopt a new mindset for drawing up a comprehensive blueprint to support the development of RE and help promote a green economy. 🔄

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

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

地址 Address:

香港中區立法會道1號立法會綜合大樓703室
Rm 703, Legislative Council Complex,
1 Legislative Council Road, Central, Hong Kong

電話 Tel: 2576-7121

傳真 Fax: 2798-8802

電郵 Email: legco.office.liao@gmail.com



告別老調的旗袍

Farewell to Old-world Cheongsams

電影《花樣年華》中，女主角蘇麗珍穿着長衫，舉手投足搖曳生姿，惹人遐思。身兼模特兒與時裝展策劃人的80後時裝設計師蔡毅明創立旗袍品牌“Yi-Ming”，推出時尚型格旗袍品牌，設計保留傳統東方味，亦注入年輕人的時尚。

In the film “In the Mood for Love”, the female protagonist Su Li-zhen lulls the audience into reverie with her graceful movements in cheongsam. Post-80 **fashion designer**, model and fashion show curator **Grace Choi** has launched trendy cheongsam brand Yi-Ming to celebrate this traditional expression of beauty. Her creations blend oriental charm with youth vogue.



蔡毅明 Grace Choi

活化旗袍 告別老調

蔡毅明模特兒出身，自言獨鍾旗袍，喜歡旗袍的獨有東方味。她在2011年起推出自家時裝品牌，其後一直推出新款，今年由網上店擴充成實體店。

創立旗袍品牌意念之所以萌生，乃因她從朋友口中得知香港的旗袍品牌及款式不多，且定價高昂，屬奢侈品市場。年輕人雖然欣賞，卻選擇不多。“試想想，為何外國人會如此珍重他們的傳統服裝？”她舉例，在日本街頭不難找到穿着和服的人，然而中國旗袍卻漸漸埋沒於時代塵埃。她希望活化旗袍，加入新穎元素，使之不失東方味道，又能令人耳目一新。

新時代 新衣料

現代人生活三餐豐足，難保持姣好身形。蔡毅明做市場調查時，發現不少現代女性擔心旗袍太貼身，容易暴露身形缺點。因此她在用料上特別用心，將傳統的絲質料改為蕾絲及有彈力的萊卡料，以迎合不同女士身形。至於設計方面，她保留傳統旗袍領口，但在衣身加入時裝的流行元素，

例如在旗袍下擺以斜線剪裁，有別於傳統固定的高叉款式。

蔡毅明留意到現代人生活節奏急速，但旗袍製作往往背道而馳，需時三個月至半年是等閒事，且造價不菲，故女性只會在派對、婚宴等特別場合才會穿着，“傳統訂造旗袍，客人第一次穿上身往往會發現和想像中的效果有出入。”因此她精心挑選具彈性的衣料，顧客無需度身訂造，可以在店裏試穿即買，迎合年輕一代的快速生活節奏。她期望藉着新穎的設計，令旗袍大眾化，把客群擴闊至年輕一族，將穿着旗袍的場合擴展至平日的飯聚、雞尾酒會等。

獲本地企業青睞

銷售方面，蔡毅明為品牌開設了網上商店，不少客人在網店看到設計後，前來辦公室試穿，合適便會即時買下。她亦接訂造的訂單，又安排出品於個別時裝店和百貨公司寄賣。例如，她就曾在裕華國貨作期間限定店。起初只是打算測試市場反應，沒想到寄賣後，不少客戶追尋服裝品牌。由於顧客反應好，百貨公司邀請

她固定合作，以吸引年輕一輩顧客，薈萃特色品牌，成為旗袍集中地。

目前，蔡毅明的品牌亦與本地企業開展不同形式的合作，如美麗華集團旗下的精品酒店 Mira Moon 就請她為酒店員工設計旗袍制服，在中國傳統服裝加入時尚元素，更能展示酒店中西合璧的特色。她特別設計了兩種款式，讓酒店員工分別在日夜穿着。就是這點別具心思的元素，使 Mira Moon 酒店形象脫穎而出。

結合新科技 弘揚中華風

此外，隨着3D打印技術愈趨成熟，



蔡毅明更在旗袍中加入最新製衣技術。一般人覺得旗袍花紋始終過於傳統，故她棄用牡丹花及龍鳳，改用時尚及抽象的花形圖案。特別的是，花形圖案之產生是她先把在世界各地拍下的花卉照片設計成不同的圖案，再以3D技術打印在布料上，可謂別具心思。

社交媒體普及，蔡毅明也善用網上平台銷售，當中除了詳列旗袍尺寸，更提供一對一銷售服務，顧客若擔心衣不稱身，可以直接與售貨員對話，他們會提供專業意見。在品牌推廣方面，特別設立 Facebook 和 Instagram

專頁，上載產品圖片及目錄，能針對目標客戶群組，減低宣傳成本費用。她自言，利用網絡宣傳需要學習不同技巧，例如在帖子加上主題標籤 (hashtag)，可以提升用戶的關注度。

蔡毅明團隊雖然人數少，但借助社交媒體，這個初創企業突破了資源限制。“網絡世界變化很快，很多事都要從頭學起。與時並進，才能貼近年輕市場。”網絡平台也使她的品牌走出香港，面向國際市場，不少歐美客戶就是這樣得來。看見東方文化能於歐美弘揚，蔡毅明身為推手，喜悅莫過於此。👉

Revitalizing the old-world cheongsam

A former model, Choi started her own fashion brand in 2011. With new releases out regularly, she has gone from online store to brick and mortar this year.

“Just think about it. Why do people in other countries value their traditional costumes so much?” For example, she says, it is easy to find people in kimono in the streets of Japan whereas the Chinese cheongsam is getting buried by the times.

New age and new materials

Many modern women are discouraged by the figure-hugging cheongsam, worrying that it will reveal imperfections of their





以3D 技術打印在布料上
Attractive patterns are then designed and printed on fabrics with 3D technology

bodies. She addresses this issue by selecting special materials to suit individual silhouettes. Her creations are designed with classic cheongsam collars but the bodices highlight the fluidity of modern fashion.

Noting that a tailor-made cheongsam easily takes three to six months to complete and often carries a hefty price tag, Choi has handpicked a range of stretch fabrics so that it does not have to be made to measure. Customers can try it on in the shop and take it home right away. This is in rhythm with the fast-paced lifestyle of the younger generation and she hopes to make cheongsams popular again with this novel design concept.

Winning the favor of local companies

As for marketing, Choi makes her products to order and also sells them in fashion boutiques and department stores on consignment. She had a pop-up store at Yue Hwa Chinese Products Emporium. Response was so good the store proposed permanent partnership to attract young customers.

Her brand is now engaged in different forms of cooperation with a number of local companies. One such example is Mira Moon, a boutique hotel of Miramar

Group. She was commissioned to design cheongsam uniforms for its staff. She came up with two designs for day and night respectively. These cheongsams have created a unique image for Mira Moon that stands out in the hospitality industry.

Showcasing Chinese chic with new technology

Advances in 3D printing have presented new possibilities. Choi is employing the latest garment-making technologies in her cheongsams while using stylish and abstract floral patterns. These floral patterns are unique in that they are based on photographs of flowers she took in different parts of the world. Attractive patterns are then designed and printed on fabrics with 3D technology.

With social media fast becoming part of everyday life, Choi is making good use of online sales platforms. She offers one-on-

one sales service that enables direct chat between customers and sales consultants. To promote the brand, she has set up pages on Facebook and Instagram and uploads product images and catalogs to save publicity cost. She says to promote products online effectively one needs to master various techniques. For example, adding hashtags to posts can boost follower traffic.

With only a small team, this startup has overcome the obstacle of limited resources on the strength of social media. Online platforms have also helped her brand to take off from Hong Kong to get into the international market. She has attracted many of her customers in the western world through these channels. As a keen promoter of Eastern culture, Choi has great joy seeing our heritage blossoming in Europe and America. 🌸





出色演說建形象

An Excellent Speech Creates a Good Image

“好感衍生信任，信任締造合作機會，人總傾向與信任的人合作。” 企業管理培訓公司 **Presence** 行政董事謝英許相信，商業演講一如做人處世，在對方心目中建立信心，實在至關重要。

“Good impression gives rise to trust and trust creates opportunities for cooperation, as people tend to cooperate with people they trust.” **Tse Ying-hui, Managing Director of Presence, a corporate management training company**, believes that delivering a business speech is like conducting oneself in society, it is vital to gain the confidence of the audience.



謝英許 Tse Ying-hui

成敗七秒間

美國19世紀末著名動作片演員威爾·羅傑斯說過：“你沒有第二次機會來創造第一印象。”美國霍士新聞創辦人 Roger Aisle 甚至指出，第一印象在首次接觸的七秒鐘已經留下。對於推銷員來說，這七秒鐘更加是決定了有沒有訂單的關鍵時刻。

謝英許認為在公開演說，上台的步速要比平常快一至兩步，走到講台前更不要急着說話，應該讓自己稍息，掃視觀眾，再從容淡定地開始。他闡釋，從講者踏入會場開始，別人已在默默打分，因此臉上時常保持微笑十分重要。他憶述有一次到某公司辦訓練工作坊時，電梯進來一位外國人，他雖然不認識對方，但彼此仍微笑打招呼。最後他才發現，原來這就是那公司的高層。“若我擺出‘黑面神’的德性，以後還是否能與這公司合作也是不得而知了。”

爭取注意 活用實例

演講成功，除了靠內容紮實，還需要有一定的技巧。謝英許指出，不少演講者上台墨守成規，永遠先來幾句客套說話，令人難留深刻印象。謝英許建議講者應甫開始就力求吸引聽眾注意：例如採用多媒體素材或向聽眾發問。

另外，他更以“TEA”來分析演講內容的結構。T代表 Theory（理論／論點），E代表 Example（例子），A則代表 Application（應用）。講者欲講解一個理論或觀點，必須輔以實例和闡釋，才足以說服觀眾。假設現在要宣傳一款新的產品，講者除了介紹產品獨特之處（T），更須配合生活例子（E），以及解釋產品如何帶來效益（A），才算完成一個“TEA”。

不貪多 不讀稿

謝英許續指，有些講者空懷熱誠，欲忽略現實限制。限時五分鐘的演講，竟準備了十多頁的稿。“其實五分鐘內可以完成一個‘TEA’的論述已經不容易了。”另外，他也提醒講者要注意總結，因為結尾處理不當，有可能會去毀了整個演講。“總結應以‘TEA’中的A（應用）為主，使對象易於了解。”

至於寫稿，謝英許說一流的演講者也許都會預先寫稿，但一定不會依賴。“將講稿簡化成重點便夠。內容既已熟悉，大膽脫離講稿才能‘說人話’。”

留意遣詞用字

正所謂“魔鬼在細節中”，謝英許認為講者遣詞用字實在不能輕視。講者應事先對聽眾背景有所了解，繼而決定講辭中專業名詞多寡，務求通達易懂。他也提到，講者發言宜留餘地，毋須把話說得太死，以免得失聽眾，予人口實。

遇有需要比較，也切勿詆譏對手。他示範：“這幾個品牌的質量都相當不錯，我們突出之處在於……”如此陳述，既能突出優勢，又具大將之風，使聽者心悅誠服。

知己知彼 適當交流

演講的肢體語言能成為講者的標誌，例如美國總統特朗普幾個演講時變換的手勢成為了他的招牌動作。雙手適當的比劃，有助講者解釋一些概念，但動作不宜太多和太大，以免分散觀



眾注意力。謝英許認為，比劃動作該像捧着電視機，不高於下巴、不低於皮帶的位置就剛剛好。有些講者過於緊張，手握一枝筆或遙控器也許有助舒緩。至於一些無助表達的小動作，在講台上則應該避免。

謝英許還提到，講者必須留意聽眾反應：“如果有觀眾身體前傾、皺眉，恐怕是對演講內容有疑問。”同時，他建議容易緊張的講者勿被聽眾打呵欠、看錶、按手機等小動作自亂陣腳。“不要因為少數人的小動作影響自己，或許看錶的聽眾只是為了趕着



接孩子放學，打呵欠那位可能要接連聽幾個講座。”若有需要，他建議講者可找尋面帶微笑的聽眾，講者多與他們互動，使演講更生動。

自信在演講中非常重要，但也不要將對方震懾。謝英許提醒，如果講者的自信心會為聽眾帶來自卑感和壓迫感，則是過猶不及。“使對方感到舒適放鬆，能正確地接收信息，才是你演講的原意。”

Will Rogers, a famous American action movie star in late 19th century, once said: “You never get a second chance to make a first impression.” Roger Ailes, founder of Fox News in the United States, even pointed out that a person has only seven seconds to make a first impression. For a salesperson, these seven seconds are a crucial moment that decides whether the order is secured or not.

Tse believes that the pace of walking to the podium to deliver a public speech should be one to two steps faster than usual. Before reaching the podium, you must not rush to talk. Instead, make yourself at ease, glance at the audience, and then

start calmly. He explained that people already start to evaluate the speaker quietly as soon as he or she enters the venue. Therefore, it is very important to always keep smiling.

Using practical examples to attract attention

The success of a speech not only depends on a strong content, but also requires certain skills. Tse pointed out that many speakers stick to the rules and always start with some polite greetings, which is unlikely to leave a deep impression.

In addition, he used “TEA” to analyze the structure of a speech. T stands for Theory/

View, E for Example, and A for Application. To explain a theory or view, the speaker must supplement it with examples and details in order to convince the audience.

Less is more and don't read from script

Tse added that some speakers are passionate but they neglect practical constraints. They go as far as preparing more than 10 pages for a five-minute speech. He also reminded speakers of paying attention to the final conclusion, because it may ruin the entire speech if handled improperly.

Regarding preparing for the speech, Tse said that topnotch speakers may perhaps write a script beforehand, but will certainly not rely on it. "It is sufficient to simplify the script into key points. The speaker can only speak naturally after knowing the content by heart and then boldly stay away from the script."

Choice of words is important

Tse believes that the importance of choice of words cannot be ignored. The speaker should have an understanding of the background of the audience in advance, and then decide on the number of specialized terms to use in the speech, and they must be easy to understand.

If comparison is required, do not slander the competitors. He demonstrated: "All these brands have very good quality, but what make ours stand out are..." Such a statement not only highlights the strengths but also presents a generous disposition, and is likely to convince the audience.

Knowing yourself and others; communicating appropriately

The body language used during a speech embodies the speaker. Appropriate hand gestures can help the speaker explain some ideas, but they should not be too many and too pronounced so that the audience will not be distracted. Useless


small gesticulations should be avoided on the podium.

Tse also mentioned that the speaker must pay attention to the reaction of the audience: "If the audience lean forward or frown, they may have questions about the speech." At the same time, he advised speakers who get tensed up easily not to panic when people in the audience yawn, look at their watch or use their mobile phone. If necessary, he suggested they look for smiling faces in the audience and make the speech more vivid and lively by interacting with them.

Self-confidence is very important during a speech, but do avoid intimidating the audience. Tse reminded that it is going too far if the speaker's self-confidence makes the audience feel inferior and oppressed. "Make the audience feel comfortable and relaxed so that they can accurately receive the message, and this should be the intention of your speech." 🌀



解讀“兩會”論壇 Insights into China's “Two Sessions”

本會與香港友好協進會合辦“解讀‘兩會’論壇”，中聯辦副主任楊健菴臨主禮。論壇上，全國人大常委會副秘書長竇樹華、全國政協副秘書長鄧宗良、國務院發展研究中心副主任王一鳴、商務部政策研究室主任兼新聞發言人沈丹陽分別發表專題演講，分析今年“兩會”重要政策及中國宏觀經濟形勢發展。今年論壇又增設“港區人大政協論兩會”環節，邀請港區人大代表譚惠珠及廖長江，全國政協常委陳永棋，全國港澳研究會副會長、全國政協委員劉兆佳擔任嘉賓，從香港角度暢談“兩會”政策帶來的啟示和香港未來發展機遇。(7/4) 

(演講內容請見“政經縱橫”欄目。)



The Chamber co-organized the forum “Insights into China’s ‘Two Sessions’” with the Friends of Hong Kong Association, invited **Yang Jian, Deputy Director of the Liaison Office of the Central Government in the HKSAR**, as the officiating guest. Guest speakers in this year were: **Dou Shuhua, Deputy Secretary-General of NPC Standing Congress, Deng Zongliang, Deputy Secretary-General of CPPCC National Committee; Wang Yiming, Deputy Director of the Development Research Center of the State Council; Shen Danyang, Director-General of the Policy Research Department and Spokesman of the Ministry of Commerce.** They examined the key policies and the wide picture of Chinese economic development discussed in the “Two Sessions”. This year, a new session was added. **Maria Tam and Martin Liao, NPC Deputies; Chan Wing-kee, CPPCC National Standing Committee Member; Lau Siu-kai, CPPCC National Committee Member and Vice-President of Chinese Association of Hong Kong and Macao Studies** were invited to discuss the inspiration and opportunities brought by “Two Sessions” from Hong Kong’s standpoint. (7/4) 🔄

Please refer to the “Spotlight” section for content of the speeches.



訪江蘇探尋 新機遇

Visiting Jiangsu for Exploring Opportunities



李強（右）Li Qiang (left)



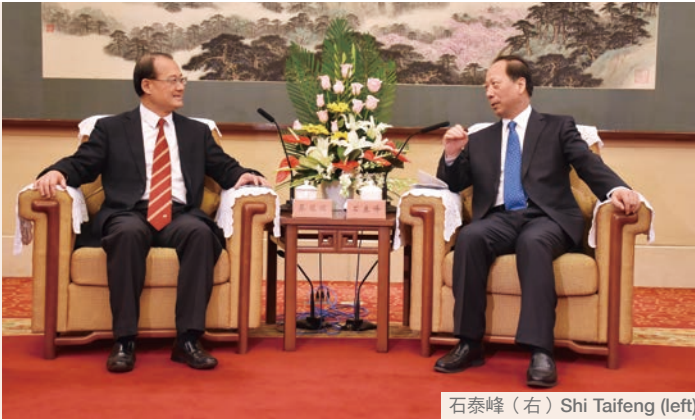
早

前會長蔡冠深，副會長劉鐵成，永遠榮譽會長李德麟、馬忠禮，長三角委員會主席謝湧海率團到南京、無錫、張家港三市考察，分別獲江蘇省委書記李強、省長石泰峰，南京市委書記吳政隆、市長繆瑞林，無錫市委書記李小敏，張家港市委書記朱立凡等領導會見，了解江蘇省及各市最新發展情況，並探討在“一帶一路”戰略下如何優勢互補，共謀發展。

李強指香港是江蘇省最大的外資來源地，高端服務業發達，希望兩地能深化合作；石泰峰向團員介紹了該省情況，希望兩地在江蘇的升級轉型上能有更多合作，共謀發展；吳政隆讚揚本會一直積極參與國家建設，對南京經濟社會發展有重要貢獻。李小敏表示，無錫將進一步優化營商環境，希望加強與香港交流合作；朱立凡說，張家港投資發展前景廣闊，盼更多香港工商界前來考察投資。（27-30/3）



ed by the Chamber's Chairman Jonathan Choi, Vice-chairman Brandon Liu, Life Honorary Chairmen William Lee and Lawrence Ma and Chairman of YRD Committee Tse Yung-hoi, the Chamber organized a study tour to Nanjing, Wuxi and Zhangjiagang. The delegation was



石泰峰（右） Shi Taifeng (left)



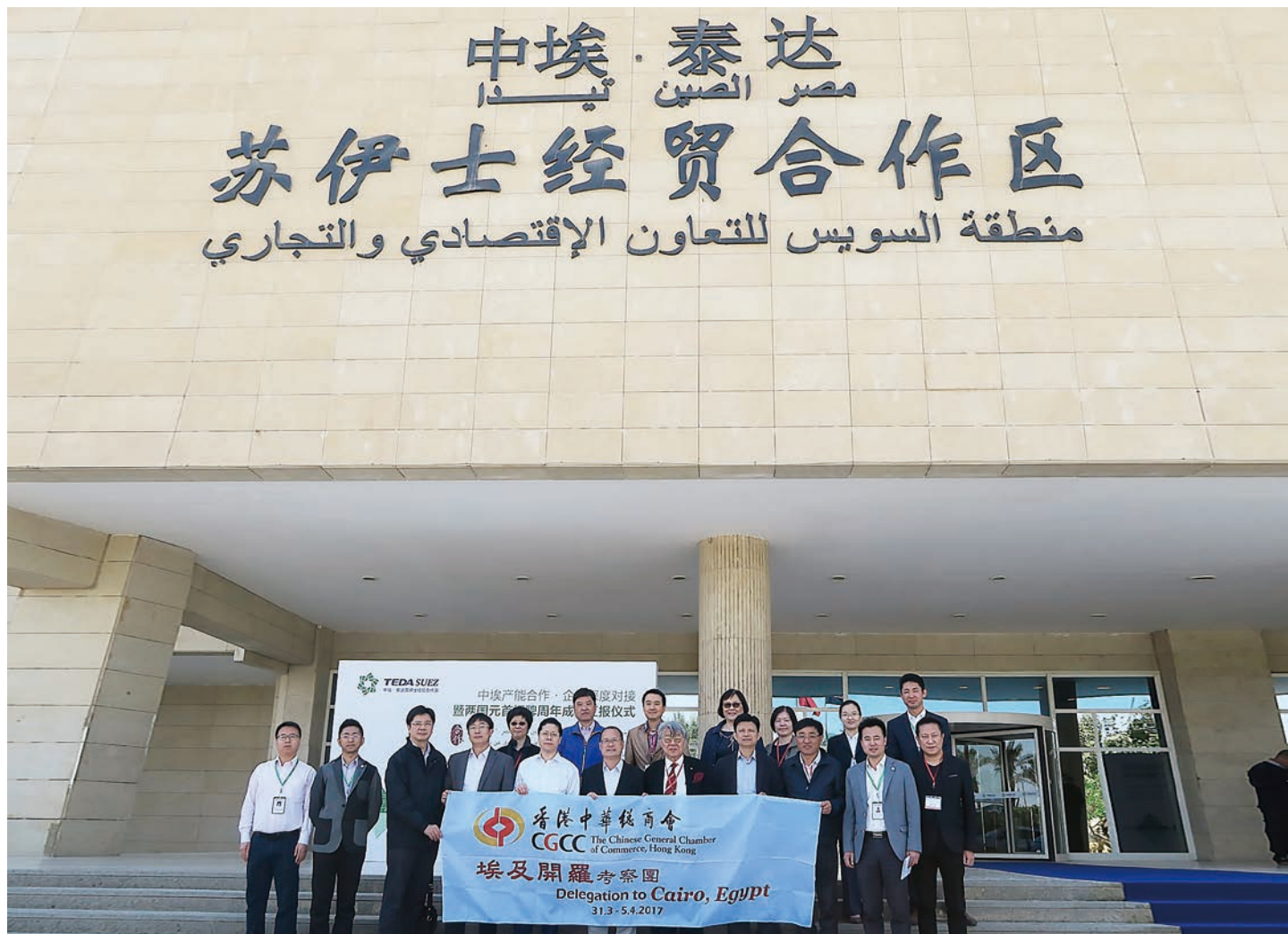
吳政隆（右） Wu Zhenglong (left)



had a better understanding of the development of Jiangsu and the cities. They also explored the opportunities for cooperation under the “Belt and Road Initiatives”.

Li Qiang said Hong Kong is the largest source of foreign investment in Jiangsu. As Hong Kong’s high-end service industries are flourishing, he hoped the cooperation between Jiangsu and Hong Kong can be deepened. Shi Taifeng introduced Jiangsu to the delegation, he hoped there will be more cooperation in upgrading and restructuring between two places. Wu Zhenglong praised the Chamber for its initiative in participating in the development of China and its social and economic contribution to Nanjing. Li Xiaomin said Wuxi will further improve economic environment. He hoped communication and cooperation between Wuxi and Hong Kong can be enhanced. Zhu Lifan said there is bright future for investment in Zhangjiagang. He hoped more members from Hong Kong industrial and business sector will come. (27-30/3) 📍

received by **Secretary of CPC Committee of Jiangsu Li Qiang, Governor of Jiangsu Shi Taifeng, Secretary of CPC Committee of Nanjing Wu Zhenglong, Secretary of CPC Committee of Wuxi Li Xiaomin, Secretary of CPC Committee of Zhangjiagang Zhu Lifan.** During the meeting, the delegation



訪埃及促進相互了解

Visiting Egypt for Enhancing Mutual Understanding

早前會長蔡冠深率團考察埃及，出席於開羅舉行，由中總協辦之“一帶一路工商論壇”，探討香港與埃及在一帶一路建設中的合作機遇，並向埃及、來自其他非洲國家、阿拉伯國家等500多名政商界人士介紹香港的優勢產業，以及香港在一帶一路建設中發揮的獨特作用。在埃及期間，考察團並拜訪中國大使館，以及參觀當地企業。

考察團一行拜訪了中國駐埃及大使宋愛國，他向代表團介紹埃及近年的社會及經濟發展情況、中埃雙邊關係、以及非洲和中東等地的情況。代表團其後出席了大使館經濟商務參贊處的座談會，使館經濟商務參贊處公參韓兵介紹近

年中埃貿易及當地中資企業的投資情況。他認為，資源深加工產業、技術密集型產業在當地的發展前景較好，而埃及與歐盟及一些非洲國家達成了貿易互惠協議或自由貿易協議，埃及貨品出口到這些市場可享有優惠，唯外商亦需注意當地的外匯管制及匯率波動情況。

此外，團員亦前往中埃·泰達蘇伊士經貿合作區參觀，考察區內的中資企業發展情況。今次埃及考察團大部份團員均為首次踏足埃及，在論壇期間，除了與埃及有關部門及工商界領袖交流外，亦與來自其他阿拉伯國家的工商機構負責人見面，建立聯繫，並對當地營商環境及機遇加深了解。(31/3-6/4) 📍




宋愛國 (右) Song Aiguo (right)



Led by the Chamber's Chairman Jonathan Choi, the Chamber organized a study tour to Cairo in Egypt for participating the "Belt and Road Industrial & Commercial Conference". The delegation explored cooperation opportunities in the establishments of "Belt and Road" Initiatives between Hong Kong and Egypt. They also introduced the industries where Hong Kong enjoys clear advantages and the unique position of Hong Kong in the "Belt and Road" establishments to 500 politicians and business people from Egypt and other African and Arabian countries. During the time in Egypt, the delegation also visited Chinese Embassy and local enterprises in Cairo.

The delegation met with **Chinese Ambassador to Egypt Song Aiguo**. Song introduced the recent social and economic development in Egypt, bilateral relations between Hong Kong and Egypt and the recent updates on Africa and Middle East. Later, the delegation participated the discussion forum held by Economic and Commercial Counselor's Office of the Chinese Embassy in Egypt.

Minister Counselor of Economic and Commercial Counselor's Office of the Chinese Embassy in Egypt Han Bin talked about China-Egypt trading and the investment situation of Chinese enterprises there. He was optimistic about the future of resources processing industry and skill intensive industry in Egypt. At the same time, Egypt has reached reciprocal agreements or free trade agreements with EU and some other African countries. Egypt's export would also benefit in these places. Yet, Han reminded the foreign investors had to pay attention on local exchange control and the fluctuation of exchange rate.

Participants also visited China-Egypt Suez Economic and Trade Cooperation Zone for studying development of the Chinese enterprises there. Most of the members of the delegation were the first time visitor to Egypt. During the trip, they communicated with the related departments and leaders, and also met with the head of the industrial and business organizations in other Arabian countries. Mutual communication and understanding were enhanced. (31/3-6/4) 





2017互聯網經濟峰會 Internet Economy Summit 2017



本會早前與其他香港幾家商會合辦“商會論壇：網上營商攻略”，此為互聯網經濟峰會下的五個專題論壇之一，行業領袖分享在互聯網+年代發展電子商貿的經驗。

是次論壇邀得城中知名講者和貴賓蒞臨演說，吸引超過600名人士出席。獲邀的講者包括行政長官梁振英以及多間大型企業的創辦人、行政總裁和主管，如 Amazon、Facebook、香港電視、香港機場管理局、莎莎、周生生、八達通、AsiaPay、錢方好近，以及 Indiegogo 等。

論壇上，與會者有機會了解行業的最新動態和未來發展趨勢，並與一眾贊助商建立商務聯繫及發掘策略性夥伴合作機會。論壇的最後環節為三場專題討論，分別重點討論企業創新轉型、電子支付的發展，以及全新的網上營商模式。(11/4) 🔄

Earlier, the Chamber co-organized a forum entitled “Forging Ahead with Doing Business Online” with some other industrial and business organizations in Hong Kong. The forum is one of the five forums of Internet Economy Summit. In the era of Internet+, Leaders from different industries shared their experiences in e-commerce.

Popular speakers and guests were invited to the forum and there were over 600 participants. Among others, guests were included **Chief Executive C Y Leung** and the founder, CEO or head from several large-scale enterprises like Amazon, Facebook, HKTV, Airport Authority Hong Kong, Sasa, Chow Seng Seng, Octopus, Asiapay, QFPay and Indiegogo.

In the forum, participants were able to have a better understanding about the industry and its development in future. They could build up connection and explore chances for cooperation. The last part of the forum consisted of three discussion sessions. They talked about business transformation, future of e-payment and the whole new mode of e-commerce. (11/4) 🔄



何忠友（左三）及蔡朝林（右三）
He Zhongyou (third from left) and Cai Chaolin (third from right)

廣交會揭示粵港澳大灣區機遇

Canton Fair Reveals Bay Area Opportunities



房愛卿（左二） Fang Aiqing (second from left)



溫國輝（右二） Wen Guohui (second from right)

本會會長蔡冠深率領代表團出席“第121屆中國進出口商品交易會”開幕式，期間會晤商務部副部長房愛卿、廣東省副省長何忠友、廣州市市長溫國輝及副市長蔡朝林等領導。房愛卿指出，在“一帶一路”建設中，港澳有獨特的優勢，可與內地企業在沿線國家共同開拓市場和投資。至於粵港澳大灣區城市群的規劃，將可促進三地資源分享，優勢互補。何忠友亦表示，三地要把握機遇，發揮好粵港澳大灣區作用。港澳在全球貿易上有經驗和人脈，粵港澳可聯手“走出去”。

在廣州期間，代表團應邀出席由廣州市工商聯舉辦的“慶祝第121屆中國進出口商品交易會開幕活動”，蔡冠深代表致辭。代表團成員尚包括副會長曾智明及永遠榮譽會長霍震寰、林銘森等。(14-15/4) 📍

The Chamber's Chairman Jonathan Choi led a delegation to join the opening reception of “the 121st Session of China Import and Export Fair” and met with **Fang Aiqing, Vice Minister of the Ministry of Commerce; He Zhongyou, Vice-governor of Guangdong Province; Wen Guohui and Cai Chaolin, Mayor and Vice-mayor of Guangzhou** respectively. Fang said with the unique position of Hong Kong and Macau, it is possible for the two cities to explore new markets and opportunities with the Mainland enterprises under the “Belt and Road Initiatives”. With the plan of Guangdong-Hong Kong-Macao Bay Area, resources could be shared and strengths could be complemented among them. He Zhongyou also agreed that both three places should grasp the opportunities by making best use of the Bay Area. Three places could “go out” together with the global trade experience and network from Hong Kong and Macau.

The delegation also attends a celebrating activity organized by Guangzhou Federation of Industry and Commerce, with Choi representing the Chamber to deliver speech. Among others, members of the delegation include **Vice-chairman Ricky Tsang** as well as **Life Honorary Chairmen Ian Fok and Lam Ming-sum**. (14-15/4) 📍



同唱高歌 支持港樂

Choir in Support of HKPhil

香港管弦樂團假文化中心音樂廳舉辦籌款音樂會，適逢今年音樂會的主題為“Your HK Phil·Our Community”，本會除捐獻善款，亦組織逾130人的合唱團，在管弦樂團的出色伴奏下獻唱〈始終有你〉及〈真的漢子〉兩曲。是次活動由婦女委員會、青年事務委員會及地區事務委員會共同組織，合唱團成員包括本會會長蔡冠深、副會長袁武、劉鐵成、李應生、楊華勇、一眾會董、會員友好以及警務人員。(25/3) 📍

Hong Kong Philharmonic Orchestra organized a fundraising concert at Cultural Centre Concert Hall. Responding to the concert's theme of “Your HK Phil·Our Community”, apart from donation, the Chamber formed a choir and performed two songs together with the Orchestra. The choir consists of over a 130 members, including **the Chamber's Chairman Jonathan Choi, Vice-chairmen Yuen Mo, Brandon Liu, Tommy Li and Johnny Yu**, members and friends of the Chamber as well as representatives of the Hong Kong Police Force. (25/3) 📍





接待嘉賓
Reception of Guests





中聯辦副主任陳冬（前排左四）認為，隨着國家經濟發展與國際地位不斷提升，香港與內地有着龐大的合作發展空間，青年人應努力捉緊機遇，跟隨國家步伐一起成長。他希望中總能在參與“一帶一路”戰略與粵港澳大灣區發展的進程中，攜手為青年人創造更多機會，構建平台走向世界。（12/4）

Chen Dong (fourth from left, first row), **Deputy Director of Liaison Office of the Central People's Government in the HKSAR**, stated that Hong Kong and the Mainland has a huge space for cooperation, along with the national rise in economic and international status. He urged the younger generation to seize the opportunity arose. He is looking forward to cooperate with the Chamber to provide the youngsters more opportunity to step forward to the world, through the development of "Belt and Road" initiative and the Guangdong-Hong Kong-Macau Greater Bay Area.



1. 淮南市副市長顧坤（前排左三）（11/4）
Gu Kun (third from left, first row), Deputy Mayor of Huai'an
2. 吉林省外事辦公室副主任張玉奪（右）（11/4）
Zhang Yudu (right), Deputy Director-General of the Foreign and Overseas Chinese Affairs Office of Jilin Province
3. 山西省外事僑務辦公室副主任冉莉萍（前排中）（24/4）
Ran Liping (middle, first row), Deputy Director-General of the Foreign and Overseas Chinese Affairs Office of Shanxi Province
4. 安徽省商務廳副廳長楊本清（左三）（13/4）
Yang Benqing (third from left), Vice-Director of Department of Commerce of Anhui Province
5. 南京市江寧區委統戰部常務副部長張斌（左五）（19/4）
Zhang Bin (fifth from left), Executive Vice-Minister of the United Front Work Department of Jiangning District Committee, Nanjing

6. 葡萄牙投資署委員會主席 Miguel Frasilho（右二）（6/4）
Miguel Frasilho (second from right), President of the Board of Directors of Portuguese Trade and Investment Agency
7. 加拿大華創會代表團團長胡定旭（前排右六）
Anthony Wu (sixth from right, front row), Leader of Canada China Club Delegation
8. 伊朗駐港總領事 Mehdi Fakheri（左二）（10/4）
Mehdi Fakheri (second from left), Iran Consul General in Hong Kong and Macao



會員活動 Members' Activities

1. 對外事務委員會舉辦午餐講座，邀請 **Hong Kong-APEC Trade Policy Group** 執行董事杜大偉分享香港加入 APEC 對商界的重要性，以及如何擴大香港的商機及發展。(10/4)

External Affairs Committee organized a luncheon session and invited **Executive Director of Hong Kong-APEC Trade Policy Group David Dodwell** as guest speaker to elaborate the importance of joining APEC for Hong Kong business community.

2. 婦女委員會舉辦午餐專題簡報會，邀請港區全國人大代表劉佩瓊及全國政協委員張賽娥，介紹今年“兩會”情況，並分享體會。(6/4)

NPC Deputy Lau Pui-king and **CPPCC National Committee Member Cheung Choi-ngor** were invited to be the guest speakers for the “Two Sessions” luncheon organized by Ladies’ Committee.

3. 油尖旺區聯絡處安排“佛山文化風情美食二天團”，一眾會員親友一同遨遊沙灣古鎮及嶺南名園“寶墨園”等景點，並品嚐當地美食。(8-9/4)

Yau Tsim Mong District Liaison Group arranged a two-day trip to Foshan. They visited famous scenic spots including Shawan Ancient Town of Panyu and Baomo Scenery. Participants were treated with local cuisines.

