

JUN 2016

# 商 睿

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## 英國“脫歐”何去何從 To Brexit or Not to Brexit?

“十三五新常態”為港迎來新機遇  
The “13th Five-Year Plan” Presents New Opportunities for Hong Kong

酒樽中的無限商機  
Maximizing Potentials of the Wine Business

HK\$20

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# 促進退保制度可持續發展

## PROMOTING SUSTAINABLE DEVELOPMENT OF RETIREMENT PROTECTION SYSTEM

**扶**貧委員會正就退休保障方案進行公眾諮詢。面對本港人口急速老化帶來的挑戰，我們認同有需要優化香港的退保制度，惟必須考慮社會承受能力和財政開支負擔，並將有限資源更妥善用於真正有需要的長者身上。

此外，強積金作為整個退休保障體系其中一根重要支柱，其功能備受關注，特別是取消對沖將為僱主帶來龐大負擔、更牽涉其他勞工福利政策等複雜問題，有必要進行全面客觀分析和研究，不應貿然推行。

### 兼顧社會負擔能力與制度可持續性

退保議題涉及社會整體利益，對工商營運以至營商環境帶來深遠影響，我們對此相當關注。早前，中總已就退保諮詢向特區政府呈交意見書，並聯同本港四家主要商會合辦論壇，邀請林鄭月娥司長及張建宗局長聆聽工商界對相關議題的想法。

中總認為，在考慮退保方案時，不能忽略對未來財政開支構成的沉重負擔。諮詢文件提到，若採用每月發放劃一金額、毋須經濟審查的“不論貧富”方案，未來50年新增總開支將高達23,950億元，較“有經濟需要”方案的2,555億元高出近10倍。此外，估計“不論貧富”方案涉及的利得稅和薪俸稅稅率平均增幅達4.2及8.3個百分點，相反“有經濟需要”方案的相關稅率增幅則少於1個百分點。可見“不論貧富”方案將大幅加重公共開支壓力，甚至加劇結構性赤字問題，最終令退保制度無法有效並持之以恆發展。

相比之下，“有經濟需要”方案衍生的財政壓力明顯較小，引入資產審查更可讓公共資源用得其所，幫助真正有需要的長者，令整個退保制度發揮應有功能。不過，現時方案提出供參考的資產上限似乎過於嚴謹，當局可考慮適度放寬，以確保制度在照顧基層權益和持續發展中取得適當平衡。

### 全面檢討強積金制度

在強積金對沖問題上，我們認為取消對沖不單為工商各業特別是中小企勞工成本帶來沉重負擔，更牽涉整個強積金制度和勞工福利政策的安排。事實上，在實施強積金制度之前，僱主一直透過支付遣散費或長期服務金，為僱員離職或退休提供適當的短期補償與退休保障。及至強積金成立，當局同意設立對沖機制，以免僱主要承擔僱員強積金供款的同時，再重複支付遣散費和長期服務金。如今若貿然取消對沖，變相令僱主承擔雙重開支，對僱主並不公平，更令企業經營百上加斤。

現時坊間有不少說法，指對沖機制“沖走”及“剝削”僱員供款，我們認為必須強調，對沖機制只是讓僱員透過遣散費或長期服務金形式，提前領取僱主已支付的強積金供款部份，絕無“沖走”或“剝削”僱員應得款項。我們希望各界能釐清“強積金”、“遣散費”和“長期服務金”的功能與關係，長遠應探討全面整合和簡化相關安排，並積極研究改善現行強積金計劃的營運，包括推動降低基金管理及行政費用、提升基金表現和增加投資回報等，讓整個制度更有效發揮退保支柱的功能。

總括而言，我們認同社會應照顧弱勢社群和真正有需要人士，但同時每個人也應為自己的退休生活作長遠計劃。退休保障制度對社會整體發展影響深遠，當局必須審視社會的承受能力，在完善社會保障制度和促進經濟持續發展之間取得平衡。我相信，通過社會各界理性溝通和討論，定能找出一個多贏的可行方案，讓整個制度得以持續和穩定發展，更為香港維持穩健的公共財政和長遠競爭優勢打好基礎。👉

“退休保障制度對社會整體發展影響深遠，當局必須審視社會的承受能力，在完善社會保障制度和促進經濟持續發展之間取得平衡。

*As the retirement protection system has a far-reaching impact on the overall development of Hong Kong's society, the authorities must examine the affordability of the society, and strike a balance between improving the social security system and promoting sustainable economic development.*”

The Commission on Poverty is conducting a public consultation on the retirement protection scheme. Faced with the challenges arising from the rapid ageing of Hong Kong's population, we recognize the need to improve Hong Kong's retirement protection system. We, however, must take into account social affordability and the burden on fiscal expenditures, and more appropriately use our limited resources for the elderly who are genuinely in need.

In addition, as an important pillar of the retirement protection system, the MPF's functions are drawing much attention. Particularly, the abolition of the offsetting mechanism will bring huge burden on employers and involve other complex issues on labour welfare policies. It is therefore necessary to conduct a comprehensive and objective analysis before implementing.

#### Considering both social affordability and sustainability of the system

As retirement protection involves the interests of the society as a whole and has far-reaching implications for business operations and environments, we are paying considerable attention in this regard. Earlier, the Chamber had submitted our views regarding the retirement protection consultation document to the HKSAR Government, and in conjunction with four other major business chambers in Hong Kong, jointly organized a consultation forum. Chief Secretary for Administration Carrie Lam, and Secretary for Labour and Welfare Matthew Cheung were invited to the forum to exchange views with members of the chambers on retirement protection.

The Chamber believes that when considering the retirement protection scheme, the heavy financial burden on public expenditures cannot be ignored. According to the projections mentioned in the consultation document, if the “regardless of rich or poor” option (i.e. non-means-tested uniform monthly payment) is to be adopted as the principle for retirement protection scheme, it is estimated that new expenditures will amount to HK\$2,395 billion in the next 50 years, nearly 10 times higher than the estimated HK\$255.5 billion expenditures of the “those with financial needs” option. In addition, it is estimated that the “regardless of rich or poor” option will result in an average increase of 4.2 and 8.3 percentage points in related profits tax and payroll tax rates, respectively. In contrast, the “those with financial needs” (TFN) option will lead to an increase of less than one percentage point in the related tax rates. It is evident that the “regardless of rich or poor” option will significantly increase the burden on public expenditures or even exacerbate the structural deficit problem, and ultimately the retirement protection system will fail to develop effectively and sustainably.

In contrast, the TFN option will lead to a significantly lighter burden on public expenditures; also, introducing a proper asset review measure would ensure the proper utilization of public resources

to help those elderly who are genuinely in need. The retirement protection system as a whole will then be able to perform its intended functions. However, the asset limit proposed by the current TFN option in the consultation document seems to be too strict. The authorities should consider relaxing the limit to ensure that the system can strike an appropriate balance between the interests of the grassroots and sustainable development.

#### Reviewing comprehensively the MPF system

We believe that the abolition of the MPF offsetting mechanism would inflict a huge financial burden on businesses, especially SMEs, and it also involves the arrangements for the entire MPF system and labour welfare policies. In fact, before the implementation of the MPF system, employers had been providing appropriate short-term compensation and retirement protection for their departing employees through severance and long service payments. When the MPF system was introduced, the authorities agreed to set up the offsetting mechanism so that employers do not have to continue the severance payments and long service payments on top of making MPF contributions. The abolition of the MPF offsetting mechanism, if it happens hastily now, will indirectly double employers' expenses, which will not only be unfair to them, but also put a heavier burden on business operations.

Currently, many in the public argue that the offsetting mechanism deprives employees of their contributions. We consider it necessary to stress that the offsetting mechanism merely enables employees to withdraw in advance the MPF contributions already made by their respective employers through severance or long service payments. It absolutely does not deprive employees of any payments due to them. We hope the public could distinguish the functions and relationships between the MPF, severance payments and long service payments. In the long run, we should consider fully integrating and simplifying the relevant arrangements, and seeking improvement of the operations of the existing MPF scheme. This will include lowering the administrative costs, improving the fund's performance and increasing the returns on investment so that the whole system can more effectively function as a pillar for retirement protection.

In conclusion, we agree that society should help the disadvantages and the people truly in need, but at the same time, all of us have to make our own long-term plan for retirement. As the retirement protection system has a far-reaching impact on the overall development of Hong Kong's society, the authorities must examine the affordability of the society, and strike a balance between improving the social security system and promoting sustainable economic development. I believe that a viable win-win solution can be found through rational communications and discussions among all sectors of society. It not only allows the whole system to develop continuously and steadily, but also consolidates the foundation of healthy public finances and long term competitive advantages of Hong Kong. 🔄

# “十三五新常態” 為港迎來新機遇

## The “13th Five-Year Plan” Presents New Opportunities for Hong Kong

“背靠內地，面向世界”是香港經濟發展上的獨特優勢，在“十三五”開局、步入“經濟新常態”之際，港商實有必要了解國家最新發展方向，以乘勢而上。

“Backed by the Mainland and Facing the World” is the unique advantage enjoyed by economic development in Hong Kong. At the kick-start of the “13th Five-Year Plan”, as Hong Kong enters a “new economic normal”, there is a need for the Hong Kong business world to understand the latest development direction of the country so as to ride on the tide.



## 曾俊華：港列專章反映 機遇重重

**在**“十三五”規劃中，有關港澳部分列入《港澳專章》，財政司司長曾俊華認為雖然此章篇幅不多，卻內容豐富，“含金量”高，對香港發展極具意義。

### 金融規管透明全面

曾俊華指香港在金融、商貿及法律方面具有優勢，故在“十三五”規劃中，這幾方面也呈現不同機遇。首先在金融方面，“十三五”規劃曾提到支持香港發展成為全球離岸人民幣業務樞紐和國際資產管理中心。他認為，香港金融市場的規管透明而全面，制度跟國際接軌，既可成為國家的“試驗田”，亦可作“防火牆”。另外，《港澳專章》建議推動融資向高端高增值方向發展，曾俊華認為“一帶一路”的發展，當中潛力龐大的新興經濟體將會為香港的融資和資金管理服務帶來重要的發展機遇。此外，隨着“滬港通”及“深港通”逐漸推行，“十三五”提出要擴大內地和香港金融市場互聯互通，亦可望實現。

### 商貿法律各具優勢

在商業貿易服務方面，《港澳專章》提到內地將進一步對港澳開放，推動內地和港澳關於建立更緊密經貿關係安排升級。曾俊華透露，特區政府會跟中央政府研究，進一步充實 CEPA 的內容。去年 11 月，他代表特區與國家商務部簽署了《服務貿易協議》，令內地和香港基本實現服務貿易自由化，是兩地在 CEPA 下經貿合作的重要里程碑。

曾俊華續指，在法律和解決爭議服務方面同樣充滿機遇。《港澳專章》提出支持香港建立亞太區國際法律及解決爭議服務中心，這也是特區政府一直的政策目標。“十三五”規劃的相關表述，為香港在這方面的發展提供強而有力的支持。香港在《基本法》的框架下，擁有“一國”和“兩制”



曾俊華 John Tsang



房愛卿 Fang Aiqing

的雙重優勢，而且熟悉普通法，易於與“一帶一路”沿線國家接軌。香港的法律人才更有豐富國際經驗，故曾俊華認為香港可以作為中立第三地，有利於提供解決爭議服務。

## 房愛卿：全面支持兩地 經貿合作

“機者如神，失不再來。”商務部副部長房愛卿呼籲特區政府和企業，務必找到“國家所需，香港所長”之處，才可以把握“十三五”規劃所帶來的三大機遇。

### 三大機遇 不容錯失

第一個機遇是參與“一帶一路”。房愛卿指，香港擁有健全優良的投資、法律制度，極為發達的金融及專業服務業，有利設立融資平台與交通樞紐，在“一帶一路”建設中大有可為。其次，是實現服務貿易自由化。房愛卿坦言，內地服務貿易發展水平有待改善，香港不但了解國際市場運作模式，也了解內地企業在轉型升級、拓展海外市場時的需求。故隨着《CEPA 服務貿易協議》實施，他希望香港業界可以好好抓住這個機遇。第三個機遇，是融入內地自貿試驗區



陳家強 KC Chan

建設。房愛卿指內地四個自貿區歡迎香港參與建設和發展，尤其以廣東為主要。

### 內地成為香港發展強大後盾

房愛卿續指，內地是香港發展的一大後盾。面向未來，內地將持續政策革新，改善公共服務，為兩地企業合作提供優良體制和政策保障。當中包括對香港進一步開放，推動 CEPA 升級。此外，內地亦會支持港企參與“一帶一路”建設，積極加強彼此





李偉 Li Wei



王文斌 Wang Wenbin



羅康瑞 Vincent Lo



李建紅 Li Jianhong

溝通，例如支持港企參與內地在中國投資設立的境外經濟合作區等，更會改善政策，拓展合作。對於暫時難以在內地對港開放的服務貿易領域，內地將積極考慮利用廣東自貿區先行先試，並支持香港中小企和年輕人在內地發展創業。

在發展互利合作層面上，房愛卿直指企業家是主體。多年來，內地和香港的企業攜手並進，為內地對外開放與香港繁榮穩定貢獻心血和智慧。他相

信，在各界共同努力下，雙方經貿合作必將譜寫出更精彩篇章。

### 李偉：拓展合作空間以共創未來

據預測，到2020年中國四成的城鎮家庭人均可支配收入將達到8,000美元以上，意味着中國“十三五”的發展將產生巨大的市場需求。國務院發展研究中心主任李偉認為，這將為中國對外迎來更多合作機會。

### 產業轉型 城鄉遷移

李偉指出，產業結構轉型升級將創造對外合作新空間。中國是製造業大國，但還不是製造業強國，故無論是改造提升傳統產業，還是發展新興產業，或是在關鍵技術領域取得突破，中國都需要廣泛的國際合作。在實現“中國製造2025”目標的關鍵五年，中國將加快實施新興產業全球創新發展網路計劃。另一方面，李偉亦指推進新型城鎮化將釋放國際合作潛力。隨着中國有更多人口由農村遷徙到城鎮，基礎設施和公共服務的投資和消費需求預期提升，故中國不僅需要借鑒一些國家和地區的經驗，也會以開放的心態歡迎境外企業參與中國的城市運營與管理。

### 區域協調 嶄新格局

同時，推動區域協調發展將孕育合作新機會。李偉表示，“十三五”規劃明確提出中國將以“一帶一路”建設、京津冀協同發展、長江經濟帶發展為引領，加快城市群建設，促進區域經濟協調發展，當中需要大規模的資金投入。城市群的發展壯大，也會創造大量的產業投資需求，當中蘊含廣泛的中外合作機會。

最後，李偉認為構建全方位開放新格局將開闢合作新空間。“十三五”時期，中國將進一步豐富對外開放內容，進一步深化全球合作。隨着中國對外開放的深化，世界分享中國發展“紅利”的機會將越來越多。

李偉承認，在未來發展形勢上，香港的中轉地位或有下降。然而，這並不意味香港在內地未來開放中的作用一定會弱化，更不代表香港與內地的合作空間一定會縮小。他強調，有人認為香港在內地未來的發展中可能會被邊緣化，論調不符實際，甚至可謂杞人憂天。他相信，港人如能審時度勢，乘勢而為，定能開創香港更加美好的明天。

## 王文斌：中央企業深入國際化經營

近年中央企業積極調整結構、強化創新，整體實力顯著增強。國務院國資委副主任王文斌指出，截止2015年底，中央企業資產總額47萬億元，在境外和港澳台地區投資設立境外單位逾8,500個，分佈在全球150個國家和地區，47間中央企業更登上《財富》世界500強之列。

### 積極參與“一帶一路”建設

王文斌表示，中央企業尤其積極參與“一帶一路”建設，目前已有逾80間中央企業在“一帶一路”沿線國家設立分支機構，承擔大量相關的產能、交通的建設工作，如中俄原油管道、中亞天然氣管道、中泰鐵路及斯里蘭卡漢班托塔港等項目，同時大力推動電力、建材、軌道交通等重點領域和裝備製造合作。今年是“十三五”規劃開局之年，王文斌強調國資委將全面推動中央企業深入國際化經營，如提升對外合作水平、加強有效管控境外風險、積極履行社會責任等，藉此培育一批具有創新能力和國際競爭力的國有骨幹企業。

### 善用香港“橋頭堡”優勢

香港是國家改革開放的重要窗口，擁有獨特區位優勢，王文斌期望充分發揮香港“橋頭堡”作用，推動中央企業，特別是在港的中央企業，善用香港優勢，積極參與“一帶一路”建設的同時，亦促進香港經濟實現新的發展。他闡釋，中央企業可借助香港金融和資本優勢，作為開展國際化經營的融資平台，為參與“一帶一路”建設提供貸款、債券、股權等不同類型融資渠道；香港是全球重要的貨物流通中心，物流系統發達，與內地貨物往來便捷，中央企業利用香港物流優勢，與香港企業開展海外營運等廣泛合作；香港匯聚金融、法律、會計、工程、環保及設計等專業人才，中央企業可善用其人才及服務。

王文斌強調，香港作為“21世紀海上絲路”的重要支點，地位、作用俱重

要，國資委將繼續支持中央企業在港投資、在港發展，充分發揮香港“橋頭堡”作用，深入推進“一帶一路”建設。

## 陳家強：《港澳專章》為未來五年定向

財經事務及庫務局局長陳家強指出，《十三五規劃綱要》中的《港澳專章》提出鞏固和提升本港國際金融中心地位、強化全球離岸人民幣業務樞紐地位和國際資產管理中心功能、推動融資向高端、高增值方向發展，並深化中港金融合作，加快兩地市場互聯互通，可說是香港金融業未來五年的發展方向。

### 港續成人民幣開放“試驗田”

“十三五”繼續強調香港作為離岸人民幣業務中心及國際資產管理中心的重要性。陳家強表示，“十三五”確立香港發展為全球離岸人民幣業務樞紐。內地一直把香港視為跨境人民幣業務試點，例如2009年的人幣貿易結算試點計劃及2011年底推出的RQFII試點計劃，香港都享有“先行先試”的優勢，全球人民幣支付交易就有約七成涉及香港。他期望香港憑藉豐富的經驗及穩健成熟的金融平台，繼續成為人民幣資本帳開放的“試驗田”。

而資產管理方面，作為海外投資者眼中的理想投資平台，陳家強稱政府已於一月向立法會提交條例草案，為引入開放式基金型公司提供法律框架，容許基金更靈活發行和註銷股份，供投資者買賣，有望吸引更多基金以香港為註冊地。

### 深化中港金融業合作

陳家強稱，未來會在深化內地與香港金融合作方面着力，加快兩地市場互聯互通，對比“十二五”提出支持建設香港金融體系作為珠三角城市的龍頭，“十三五”就更為進取，將金融方面的合作深化並擴大至全國。





香港具備金融、創科及仲裁的優勢，可成為內地及國際市場的“超級聯繫人”。  
As its strengths in finance, IT and arbitration, Hong Kong can become a “Super Connector” between the Mainland and international market.

內地與香港基金互認安排於去年落實以來，截至今年三月底，共有27隻內地基金及6隻香港基金獲認可或批准分別在香港及內地市場向公眾銷售。陳家強強調，安排有助於人民幣國際化，拓寬香港離岸人民幣產品種類，並深化兩地金融市場的互聯互通。他又提到，政府已與中央商討推行“深港通”和優化“滬港通”。

### 望夏季成立基建融資促進辦公室

陳家強謂，政府將繼續與中央及亞投行研究以非主權地區加入亞投行的具體安排。同時，金管局正籌備的“基建融資促進辦公室”有望在夏季成立，從而將香港發展成為建設“一帶一路”的主要融資和資金管理平台。

### 羅康瑞：香港抓緊“十三五”機遇再次起飛

“十三五”規劃將香港的發展納入國家發展脈絡，國家不斷改革發展，香港便有持續發展的新機遇。香港貿易發展局主席羅康瑞指出，香港是全球人流、物流、資金流、資訊流最融通的都市，應把握“十三五”帶來的黃金機會，把自身優勢轉為再次起飛的力量。

### 金融、創科、仲裁皆具優勢

“十三五”規劃之下，預期內地與國際間的商貿活動大增，香港是中國最國際化的城市，羅康瑞認為香港的角色不可或缺。他指出，香港是國際金融中心和環球投資樞紐，可成為內地和國際資本市場的“超級聯繫人”。事實上，去年已有六成內地企業經香港“出海”往外國投資，作為全球最大的境外人民幣樞紐，本港現時差不多七成境外人民幣是香港處理。

在創新科技方面，香港在創科產業鏈兩端提供一條龍服務。羅康瑞闡釋，香港從前期的集資科研、中期的成果商品化和產品設計，到後期作為市場的“借腳點”進行產品檢測、市場推

廣等，均可兼顧，再利用香港的全球採購平台和銷售網絡，衝出世界。他續指，香港亦可配合國家在自貿區、跨境電商及關稅改革等政策發展，結合創新科技與高端製造業及開拓新的市場和商貿模式。

在內地企業“走出去”和外國企業“走進來”過程中，需面對各國不同的商貿規則，特別是企業併購或興建基建項目，存在一定風險。羅康瑞認為，香港擁有完善的法律制度，採用國際商貿界熟悉的普通法制度，而且香港在國際仲裁方面具豐富經驗，可以提供跨境調解和仲裁服務，協助降低風險。

### 積極應對“一帶一路”的市場需要

羅康瑞重申，香港多年來在人才、服務、資金及資訊方面累積強大優勢，能有效應對“一帶一路”的市場化及整合各國對“一帶一路”投資的需要。“十三五”是推動“一帶一路”倡議的關鍵時期，將創造千載難逢的機會，羅康瑞期望在“一國兩制”的優勢下，香港可扮演國際樞紐角色，提供整合、融通及市場化的平台，同時推動香港自身的經濟發展。

### 李建紅：把握“十三五”三重紅利

“十三五”規劃對於國家、香港及在港中資企業來說，是十分關鍵的時期。招商局集團董事長李建紅強調，對國家而言是全面建設小康社會的關鍵時期；對香港而言是鞏固對外開放地位、取得新發展的關鍵時期；對如招商局等在港中資企業而言是建設成立世界一流企業的關鍵時期，並為企業發展提供諸多機遇。

#### 深化改革的紅利

“十三五”規劃強調要深化改革，如“改組組建國有資本投資、運營公司，提高國有資本配置和運行效率”，“鼓勵企業併購，形成以大企業集團



“一帶一路”的發展為香港的金融和資產管理業帶來新機遇。  
The development of “One Belt and One Road” will bring new opportunities to Hong Kong’s financing and fund management sectors.

為核心，集中度高、分工細化、協作高效的產業組織形態”。李建紅認為，這表明國家將大力推進國有企業改革，加大中央企業重組整合力度，資源將向優勢企業集中，同時將提高對外開放水平，深入推進“一帶一路”戰略，這將為招商局等在港中資企業，創造更多併購重組和完善海外佈局、加速全球化發展的戰略商機。

#### 轉型發展的紅利

推動傳統產業改造升級和支持戰略性新興產業亦是“十三五”規劃的重點工作，當中更特別強調推進供給側結構性改革及實施“互聯網+”。李建紅認為，足見結構性調整是“十三五”

期間的經濟發展主軸，國家將着力培育壯大新興產業、改造提升傳統產業、發展現代互聯網產業體系，並加快構建現代產業新體系。

#### 格局重構的紅利

“十三五”規劃提出“創新、協調、綠色、開放、共享”的新發展理念。李建紅相信，這五大理念必將從整體層面重塑中國經濟新格局。國家經濟格局的重構，亦將推動企業從體量、結構、模式和效能等多方面，實現新的跨越。🔄



### John Tsang: The inclusion of Hong Kong in the Dedicated Chapter reflects an abundance of opportunities for Hong Kong

**J**ohn Tsang, Financial Secretary, said that although the Dedicated Chapter of the “13th Five-Year Plan”, which mentioned the roles of Hong Kong and Macau, is brief, the content is rich with a “high gold content” and is very meaningful to the development of Hong Kong.

#### Transparent and comprehensive regulations on the financial sector

Tsang pointed out that Hong Kong has its advantages in the financial, commercial and legal sectors; therefore in the “13th Five-Year Plan”, various opportunities shall

unfold in these areas. Firstly, he believed that Hong Kong’s financial market can become the “testing field” and also a “firewall” of the country. He also considered that the development of “One Belt and One Road” and the new economy shall bring important development opportunities to Hong Kong’s financing and fund management services. In addition, the expansion of the interconnection between the financial markets of the Mainland and Hong Kong as proposed in the “13th Five-Year Plan” is expected to be actualized.

#### Advantages in commerce and law

In the aspect of commercial and trading services, the *Dedicated Chapter on Hong Kong and Macao* also mentioned the further opening up of the Mainland to Hong Kong and Macao. Tsang disclosed that the HKSAR Government shall follow up on studying with the Central Government on the further substantiation of the content of CEPA.

Tsang further pointed out that there is an abundance of opportunities in the aspect of legal and dispute resolution services. The *Dedicated Chapter on Hong Kong and Macao* supports Hong Kong’s establishment of an international law and dispute resolution services center for the Asia-Pacific Region. This has also been one of the policy goals of the HKSAR Government. Hong Kong has a good source of legal professionals well equipped with international experience; therefore, he believed that Hong Kong can become a neutral 3rd place for providing dispute resolution services.

### Fang Aiqing: Fully support economic and trade cooperation between Mainland and Hong Kong

“Opportunities are to be grasped. Once lost, they may not return.” **Fang Aiqing, Vice Minister of the Ministry of Commerce**, called upon the HKSAR Government and industries to find “what the country needs and what advantages Hong Kong has” in order to grasp the three major opportunities brought forth by the country’s “13th Five-Year Plan”.

#### Three major opportunities that should not be missed

The first opportunity is to participate in the “One Belt and One Road”. Fang pointed out that Hong Kong is at an advantageous position for setting up a financing platform

and a transport hub, which can play a very strong role in the “One Belt and One Road”. The second opportunity is in materializing the liberalization in services and trade. Hong Kong not only understands the mode of operation of the international market, it also understands what Mainland industries need when undergoing transformation and upgrading as well as expanding its overseas markets. The third opportunity is the integration into the establishment of the Mainland’s pilot free trade zones. Fang pointed out that the four free trade zones in the Mainland welcome Hong Kong’s participation in their establishment and development, particularly in Guangdong.

#### The Mainland becomes the strong backing of Hong Kong’s development

Fang further pointed out that the Mainland is a strong backing for the development of Hong Kong. Facing the future, the Mainland shall continue its reform policies, to improve public services and to provide improved system and policy protection for the cooperation between the Hong Kong and Mainland industries. These include the further opening up to Hong Kong and to promote the upgrading of CEPA. In addition, the Mainland shall support the Hong Kong industries to participate in the “One Belt and One Road” and to actively strengthen mutual communication.

On the level of developing mutual cooperation, Fang directly pointed out that the industrialists shall form the main body. Over the years, Mainland and Hong Kong industries have joined hands in their development to contribute their efforts and wisdom for the opening up of China to the world and to the prosperity and stability of Hong Kong. He believed that under the cordial efforts of all sectors, the economic and trade cooperation between Hong Kong and the Mainland shall reap fuller harvest.

### Li Wei: Expanding the areas of cooperation to build a better future

According to forecast, by 2020, the disposable income of 40% of China’s urban families shall exceed US\$8,000, which means it will generate massive market needs following the development of China’s “13th Five-Year Plan”. **Li Wei, Director of the Development Research Center of the State Council**, found that this will create more opportunities for cooperation with foreign parties.



香港在創科產業鏈兩端提供一條龍服務。  
Hong Kong can provide one-stop services from end to end of the IT industry chain.

### Transformation of industries and urbanization of rural areas

Li pointed out that the upgrading and transformation of industrial structure shall create new space for cooperation with foreign parties. Whether it is the transformation and upgrading of traditional industries or the development of new industries, or the achievement of new breakthroughs in key technological areas, China needs broader international cooperation. On the other hand, Li also pointed out that the progress of new urbanization shall release potential for international cooperation. China not only needs to borrow the experience of other nations and regions, it also welcomes with open-mindedness the participation by foreign enterprises in China's urban operation and management.

### Regional coordination brings new landscape

At the same time, the promotion of regional coordination and development shall bring forth new opportunities for cooperation.

Li indicates that the speeding up of urban development promotes regional economic coordination and development which require massive capital investment. The strong development of cities will also create a massive need for industrial investment, thus bringing wide opportunities for sino-foreign cooperation.

Lastly, Li found that the construction of a comprehensive new pattern shall open up new areas for cooperation. During the implementation period of "13th Five-Year Plan", China shall further substantiate the content of openness to the world and further deepen global cooperation. Following the deepening of China's openness to the world, there shall be more opportunities for the world to enjoy the "bonuses" from China's development.

Li stressed that it is groundless to say that Hong Kong may be marginalized during China's future development. He believed that Hong Kong people will surely create a better and brighter future for Hong Kong should they fully understand the prevailing

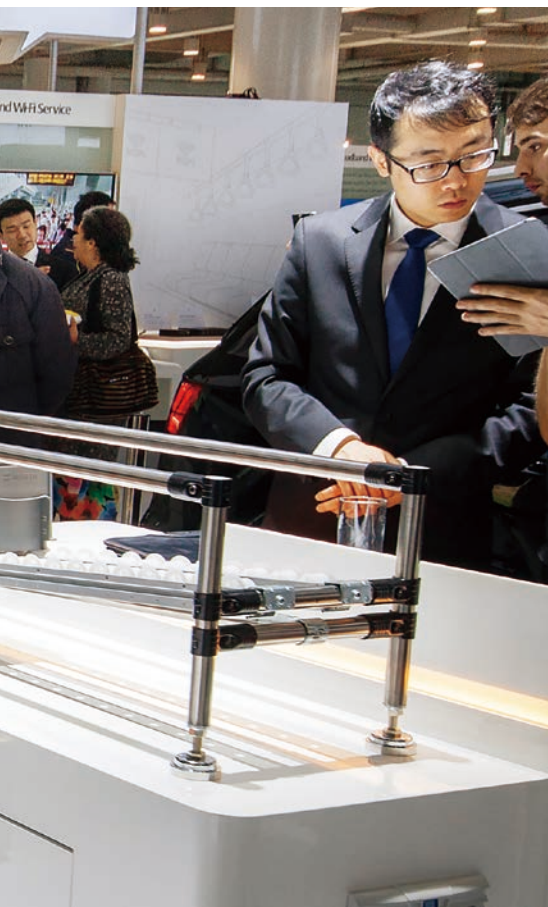
trends and grasp opportunities in a timely manner.

### Wang Wenbin: COEs to deepen internationalization of operations

In recent years, central government-owned enterprises (COEs) have significantly improved their overall strength through active restructuring and intensified innovation. **Wang Wenbin, Vice Chairman of the State-owned Assets Supervision and Administration Commission (SASAC)**, noted that as of the end of 2015, COEs had total assets of RMB47 trillion and more than 8,500 units in Hong Kong, Macao, Taiwan and the rest of the world. They are located in 150 countries and regions, of which 47 COEs are listed on the Fortune Global 500.

### Participating actively in "One Belt and One Road" construction

Wang said that currently over 80 COEs have already set up branches in the "One



Belt and One Road” countries to undertake numerous related production capacity and transportation construction projects. As this year is the first year of the “13th Five-Year Plan” period, Wang stressed that the SASAC will comprehensively drive the COEs to go deeper into internationalizing their operations in order to foster a number of key state-owned enterprises that are highly innovative and internationally competitive.

### Making the best use of Hong Kong’s strength as a “bridgehead”

Wang hopes to fully capitalize on Hong Kong’s role as a “bridgehead” to drive the COEs, especially those operating in Hong Kong, to help Hong Kong’s economy achieve new development while actively participating in the “One Belt and One Road” construction. He explained that 1. through Hong Kong, the COEs can serve as a fundraising platform for internationalization of operations, providing financing channels such as loans, bonds and equities for participation in the “One Belt and One Road” construction; 2. the COEs can leverage Hong Kong’s strengths

in logistics for extensive cooperation with Hong Kong enterprises in areas such as overseas operations; and 3. as Hong Kong brings together financial, legal, accounting, engineering, environmental protection and design professionals, the COEs can make the best use of its talents and services.

Wang stressed that because Hong Kong is an important fulcrum for the “21st Century Maritime Silk Road”, the SASAC will continue to support the COEs to invest and develop in Hong Kong in order to fully capitalize on Hong Kong’s role as a “bridgehead” to further promote the “One Belt and One Road” construction.

### K C Chan: Dedicated Chapter on Hong Kong and Macao sets direction for the next five years

**K C Chan, Secretary for Financial Services and the Treasury Bureau**, noted that the *Dedicated Chapter on Hong Kong and Macao* in the Outline of the “13th Five-Year Plan” has outlined the direction of development for Hong Kong’s financial sector in the next five years.

### Hong Kong continues to be a test bed for RMB liberalization

Chan said that the “13th Five-Year Plan” has confirmed Hong Kong’s development as a global hub for offshore RMB operations. The Mainland has always regarded Hong Kong as a pilot for cross-border RMB operations. He looks forward to Hong Kong continuing to be a test bed for RMB capital account liberalization on the strength of its wealth of experience and sound, mature financial platform.

With regard to asset management, Chan said that the HKSAR Government had submitted a bill to the Legislative Council in January on providing a legal framework for the introduction of open-ended fund companies, which is likely to attract more funds to register in Hong Kong.

### Deepening Mainland-Hong Kong financial cooperation

Chan said that the HKSAR Government will focus on accelerating interoperability between the markets of both places going forward. Compared to the “12th Five-Year Plan” which set forth to support developing Hong Kong’s financial system into the leader of the Pearl River Delta cities, the “13th Five-Year Plan” is more progressive,

as it deepens financial cooperation and expands it nationwide.

The Mutual Recognition of Funds Arrangement between the Mainland and Hong Kong came into effect last year. Chan stressed that the Arrangement will help internationalize RMB, broaden Hong Kong’s offshore RMB product range, and deepen the interoperability between the financial markets of the two places. He also mentioned that the HKSAR Government has discussed implementing the “Shenzhen-Hong Kong Stock Connect” and improving the “Shanghai-Hong Kong Stock Connect” with the Central Government.

### Infrastructure financing facilitation office could begin operation this summer

Chan said that the HKSAR Government will continue to discuss with the Central Government and AIIB an appropriate arrangement for Hong Kong to join the bank as a non-sovereign region. Meanwhile, the infrastructure financing facilitation office (IFFO), which the HKMA is preparing, would begin operation this summer and could develop Hong Kong into a main fundraising and financial management platform for constructing the “One Belt and One Road”.

### Vincent Lo: Hong Kong to capture “13th Five-Year Plan” opportunities to take off again

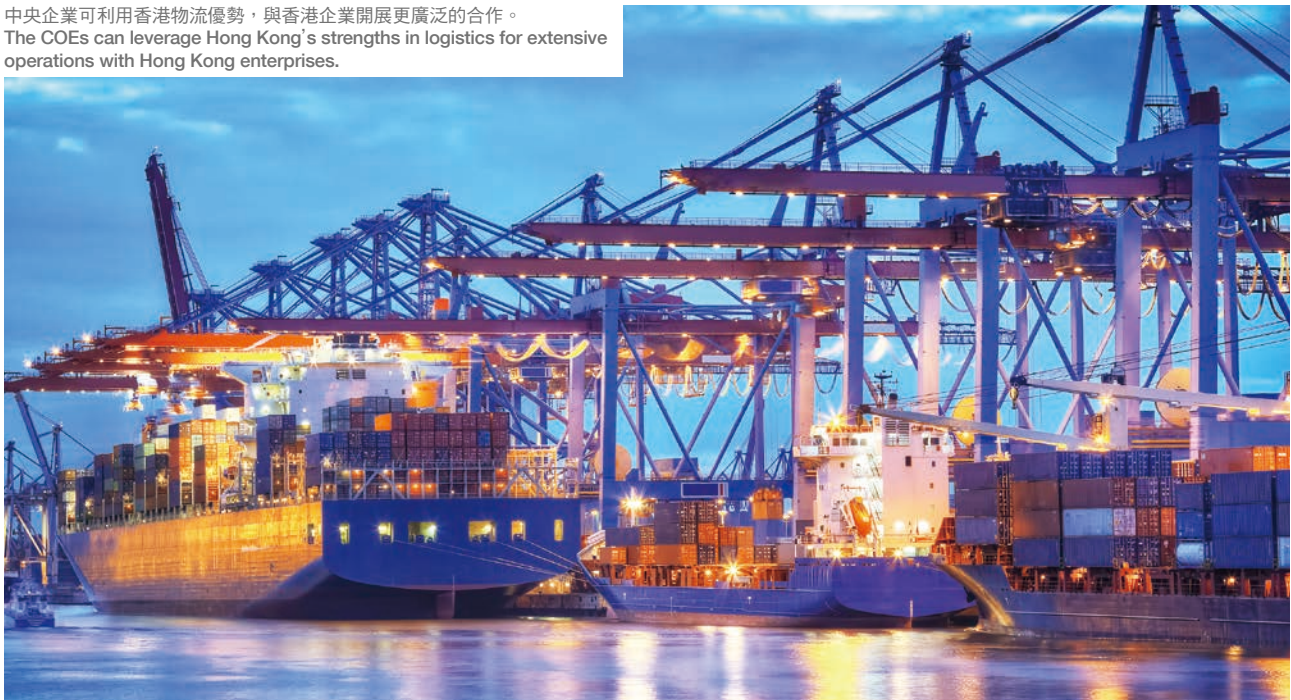
The “13th Five-Year Plan” inclusion of Hong Kong into the country’s development process means that the country’s continuing reform and development will present new opportunities for Hong Kong’s sustainable development. **Vincent Lo, Chairman of the Hong Kong Trade Development Council**, pointed out that Hong Kong should capture the golden opportunities arising from the “13th Five-Year Plan” to turn its strengths into power for it to take off again.

### Strengths in finance, innovation, technology and arbitration

Under the “13th Five-Year Plan”, trading activities between the Mainland and the rest of the world are expected to increase. Lo pointed out that as Hong Kong is an international financial centre and a global investment hub, it can become a “Super Connector” between the Mainland and international capital markets.

With regard to innovation and technology, Hong Kong can provide one-stop services

中央企業可利用香港物流優勢，與香港企業開展更廣泛的合作。  
The COEs can leverage Hong Kong's strengths in logistics for extensive operations with Hong Kong enterprises.



from end to end of the innovation and technology industry chain. Lo explained that Hong Kong is able to satisfy the needs for fundraising for research in the early stage; commercialization of research achievements and product design in the middle stage; and product testing and marketing by serving as a stepping stone in the final stage. Subsequently, enterprises can make use of Hong Kong's global sourcing platform and sales network to go global.

In the process of Mainland enterprises "going global" and foreign enterprises "coming into the country", they are subjected to different trade rules of each country. Lo believes that in addition to having a sound legal system and adopting a common law system that the international business community is familiar with, Hong Kong has extensive experience in international arbitration. Therefore, Hong Kong is well-positioned to provide cross-border mediation and arbitration services.

### Catering actively to "One Belt and One Road" market needs

Lo reiterated that the "13th Five-Year Plan" period, as a key period for driving the "One Belt and One Road" initiative, will create golden opportunities. Lo hopes that Hong Kong can play the role of an international hub, providing a platform for integration,

intermediation and market orientation, while promoting Hong Kong's own economic development.

### Li Jianhong: Capitalizing on triple dividends from "13th Five-Year Plan"

The "13th Five-Year Plan" is very critical to the country, Hong Kong and Chinese-funded enterprises operating in Hong Kong. **Li Jianhong, Chairman of China Merchants Group**, stressed that to the country, the "13th Five-Year Plan" period is a crucial period for building a moderately prosperous society; to Hong Kong, it is a critical period for consolidating its position for opening up externally and for achieving new development; and to Chinese-funded enterprises operating in Hong Kong such as China Merchants Group, it is a key period for developing into a world-class enterprise, as it provides many opportunities for enterprise development.

### Dividend from deepening of reform

The "13th Five-Year Plan" stressed the need to deepen reform, which, Li believe, shows that the country will vigorously drive the reform of state-owned enterprises, intensify efforts to reorganize and integrate COEs and concentrate resources on enterprises that have competitive advantages, while increasing the level of opening up externally

to further advance the "One Belt and One Road" strategy.

### Dividend from restructuring

Promoting the upgrade of traditional industries and providing support for strategic emerging industries are also the priorities of the "13th Five-Year Plan", with particular emphasis on promoting supply-side structural reforms and implementation of "Internet+". In Li's view, it shows that structural adjustment is the theme of economic development during the "13th Five-Year Plan" period, under which the country will focus on fostering and growing emerging industries, transforming and upgrading traditional industries, and developing a modern Internet industry system.

### Dividend from economic landscape reconstruction

The "13th Five-Year Plan" has put forward five new development concepts: innovation, coordination, green development, opening up and co-sharing. Li believes that these five concepts are bound to reshape China's new economic landscape at the overall level. Reconstruction of the country's economic landscape will also push enterprises to achieve new breakthroughs in terms of volume, structure, model and efficiency. 





# 英國“脫歐”

## 何去何從

### To Brexit or Not to Brexit?

擾攘多時的英國“脫歐”問題將隨6月23日“脫歐公投”後揭盅。孰去孰留，箇中有何變數？對歐洲經濟以至國際形勢影響何在？

The Brexit (Britain's exit from the EU) issue, which has dragged on for a long time, will be settled after the UK's EU membership referendum on 23 June. To Brexit or not to Brexit, what are the variables? What impact will it have on the European economy and the international situation?

## James Downes： 英國“脫歐公投” 經濟大於政治

英國“脫歐公投”日子將近，作為世界大國的英國若真的脫離歐洲，環球經濟牽一髮動全身。目前民調顯示，“留歐”、“脫歐”雙方實力相約，在餘下日子能逆轉局勢的關鍵何在？

### 政經辯論 爭持不下

現時“留歐”及“脫歐”各自搬出理據說服對方。支持“留歐”的聲音表示，若英國脫離歐盟，國內生產總值將在2030年前下跌6%，因“脫歐”

意味英國同時脫離歐盟的關稅聯盟，逾半商品出口歐洲的英國自然受到衝擊。而且，當英國失去作為進入歐盟經濟體的門戶角色時，市場普遍預測跨國集團會重新審視進入歐洲市場的策略，屆時可能進一步影響英國經濟。

另一邊廂，支持“脫歐”的卻認為這些只是危言聳聽，強調英國如可完全自主貿易政策，將令英國更加積極，透過連結歐美與西亞、東亞等經濟體，令英國經濟更上一層樓。再者，英國脫離歐盟後，可節省每年向歐盟繳交約100億英鎊的成員國費用，這筆資金可轉用於國內支出。支持和反對“脫歐”者各有說法，但始終從

未有國家成功取得國內共識而脫離歐盟，故無法預知確切後果。

### “留歐”聲音較強

是次公投摻雜着複雜的政經辯論，倫敦智庫 **Parliament Street** 英國及歐洲政治主管、香港浸會大學歐洲聯盟學術計劃訪問學人 **James Downes** 認為，無論“脫歐”方如何在經濟論點上表述，說到底他們主要考慮的還是政治。“他們希望重奪邊境控制權及限制移民，藉此強化國家主權。”然而，Downes 指出是次公投的關鍵在於經濟。“這次公投的討論總離不開經濟，英國選民最根本的願望是國家步向繁榮。我認為留在歐盟的聲音



美國總統奧巴馬(左)專程訪英，明言支持英國“留歐”。  
During his special trip to the UK, US President Barack Obama (left) showed his support for Bestay.

是比較強。”他指出，這跟2014年9月的蘇格蘭獨立公投相似。“那時談的是蘇格蘭獨立的經濟損失，現在則談英國‘脫歐’的經濟損失。”

短短三年間，英國舉行兩次公投，是巧合還是趨勢仍有待觀察。不過，近年歐洲確實掀起有關主權的討論潮流，Downes認為，民族認同感和主權議題是兩次公投的最大共通點。“雖然由蘇獨公投可見大多數人選擇留在英國，但自從上次公投以來，英國國內民族認同感已呈上升趨勢。這不只是經濟利益的問題，而是重奪邊境及政治的控制權，也就是近年流行的‘歐洲懷疑論’，在法國、波蘭、

匈牙利也漸漸形成主流。”為何英國首當其衝？“英國在地理上是島國，本身跟歐洲大陸有距離感。很多人希望英國能回到半世紀前，那個在國際舞台獨當一面的時候。有些民調亦顯示，人們認為英國不再強大乃因處於歐盟之內，這種觀點在民族主義者和右翼政黨中尤其普遍。”

### 環球經濟波動難免

目前民調顯示雙方支持率相近，但同時顯示有相當部分選民仍未有明確的投票意向，致令公投充滿變數。“帶領‘留歐’的是執政保守黨領袖卡梅倫，但他最近捲入巴拿馬文件醜聞，情況不大樂觀。政黨領袖在英國相當重要，若他的名聲受損，他的立場亦可能受到質疑。”Downes指出，美國總統奧巴馬專程到訪英國，明言支持英國“留歐”，也因而有此憂慮。他預期隨着公投日子臨近，游離選民會考慮到國家整體利益，逐漸偏向支持“留歐”。

英國作為世界大國，“脫歐公投”茲事體大，若能成事，Downes相信對環球經濟影響深遠。“這會為英國經濟帶來眾多不確定因素，對倫敦甚或帶來災難性的影響。當然，英國‘脫歐’後將重新獲得自主性，但今日世界已是相互連結、密不可分，倫敦更是世界金融中心，公投結果可不只是英國人的事了。”

### “脫歐”失去中國的重視

去年10月，國家主席習近平到訪英國，與卡梅倫簽署多項協議，包括汽車、核電合作等項目，總金額約400億英鎊。英國“脫歐”會否影響雙方合作？“對中國來說，如她要與歐盟成員國洽商，便要另外簽署協議。但對中國如此巨大的經濟體來說也不是甚麼難題。”

Downes坦言，如英國“脫歐”將失去中國的重視，“中國仍會跟英國做生意，倫敦的地位亦會維持一段時間，但至少經濟貿易上，她已不及從前那麼重要。同樣地，英國對世界來說



James Downes

無疑會因而積弱，雖然英國比部分歐盟成員國還存在一定優勢，但長遠還是會走下坡。”

Downes指出，由於不少香港人投資英國，經濟合作緊密，難免會被波及，但影響有限。“若‘脫歐’成功，對香港則是繁瑣多於其他，因港人在英國的投資策略或要改變，可能要把公司搬到歐盟其他成員國，以適應新的貿易趨勢。”

### 歐盟應檢討改革

無論英國留在歐盟與否，Downes認為民族主義和“歐洲懷疑論”會繼續發酵，歐盟內部問題也絕不會一夜消失。即使英國最終“留歐”，Downes強調歐盟必須檢討架構及提升效率，“早前有歐盟高層承認，歐盟內部問題叢生，至少他們有人承認。我不會說歐盟失敗，亦不認為它會解散，但在某些層面亟需大力改進。如何提升歐盟的公眾形象？其實歐盟對區內經濟發展大有助益，何以選民不信任歐盟？現在歐盟的首務不是增加成員國，而是如何讓歐盟重新專注於經濟合作，這才是歐盟的根本。”





莊太量 Terence Chong

## 莊太量：歐洲經濟復甦 英國“留歐”可期

英國即將舉行“脫歐公投”，目前支持和反對雙方爭持不下，然而若英國通過脫離歐盟，則意味自上世紀90年代建立的政治經濟聯盟、目前世界第一大經濟實體，將首次有成員國宣佈退出，勢必改變全球政經局勢。

### 世界融合大勢所趨

英國就脫離歐盟議題進行公投，香港中文大學全球經濟及金融研究所常務所長莊太量認為成事機會不大，“一般這種大決定都是由經濟利益支配民粹主義，就像蘇格蘭若選擇脫離英國，經濟上會遇到問題一樣。”他指出，這類獨立或脫離國際聯盟公投的基礎，是提出方確信己方擁有政經等各項優勢。他認為，目前英國經濟尚算繁榮，同時不想受歐盟難民問題拖累，因而選擇在英鎊獨立於歐元的情況下，進一步爭取政治上的主權。

莊太量分析，“脫歐公投”與英國人的民族性有關。“英國人是個驕傲的民族，不喜歡被人指揮，故此當年決定保留英鎊，放棄融合到歐元區。”但英國今日已非世界霸主，莊太量認為相互合作是無可厚非。“長遠來

說，留在歐盟對英國經濟發展較好，雖然現在難免被歐盟內部問題拖累，但難保他朝英國亦需要歐盟的幫助。”

他指出，很多現時生效的經濟合作協議、借貸優惠或會隨‘脫歐’而失去，屆時或對英國本土造成衝擊。“英國不同美國，美國幅員廣闊，自成市場；但英國若失去歐盟這個市場，對長遠經濟發展必然不好。”然而，他指英國還有後備方案，“可能她看中另一個出路——中國，目前英國與中國有很多合作，這有可能取代歐盟在政治、經濟可帶來的利益。”

### 經濟回穩 留歐可期

據5月民調顯示，英國選民就“留歐”和“脫歐”的支持率不相上下。莊太量認為，這是因為還有沉默的大多數並未發聲。“出來支持脫離的是 vocal minority，這群人對社會很不滿，在媒體曝光率很高，但想維持現狀的人未必會高調談論此議題。”在僅餘的日子，莊太量估計這段期間的經濟數據如失業率、通脹率是主導公投結果的關鍵因素，“若經濟急轉直下，加深選民對現狀的不滿，會影響他們的取態。”環球經濟數據顯示，歐洲整體經濟回穩，英國經濟開始復甦，因此他預期英國將留在歐盟體制之內。

“現時全世界皆是開放，孤立自己其實百害而無一利。”然而，目前歐洲部分政黨正提出檢討自1995年起生效的《申根公約》，重設邊境管制，防止難民湧入，卻令20年來歐盟整合的努力付諸流水。莊太量認為，難民不一定是負資產，甚至可以促進經濟。“難民無可避免引發治安和穩定的問題，但亦能提供大量廉價勞動力，為經濟發展，尤其是製造業，帶來好處。”英國已為發達國家，近年生育率越趨下行，外來人口能補其不足。不過，難民的文化水平、種族、宗教、價值觀等觀念始終與歐洲相異，莊太量表示融合尚需時間，但他相信只要配合適當的政策，難民問題可轉化成機會，而其中的關鍵是為新來難民提供工作機會，有效降低犯罪率。



另一個影響公投結果的關鍵因素，則是首相卡梅倫最終會否因巴拿馬文件醜聞而被牽連下台。“卡梅倫是支持‘留歐’的關鍵人物，若他下台，削弱支持‘留歐’的聲音。因此他能否安全度過這次醜聞危機，也是‘脫歐公投’的重要影響因素。”

### 長遠必以經濟發展為先

從歐洲各國的角度出發，她們亦憂慮若英國“脫歐”，其自身經濟發展亦受牽連。莊太量分析，倫敦是國際金融中心，英國“脫歐”或減低與歐洲各國的銀行往來，對歐洲金融業影響相當大，“英國始終有其角色，歐洲



歐洲經濟回穩，英國經濟開始復甦，英國“留歐”可期。

Bestay is possible as the European economy has stabilized and the British economy has started to recover.

仍未能取替，即使法蘭克福亦難以取代。因此與貿易相比，歐洲各國更關注英國‘脫歐’對自身金融業的影響。”至於歐元未來走勢，莊太量預期，若“脫歐”將降低雙邊市場使用英鎊和歐元進行交易的數量，但未必影響匯價強弱。

莊太量相信，“脫歐公投”是一時興起的議題。“就如多數的政治、民粹議題都是時刻性，但經濟利益是長遠的，市民投票時總會以長遠經濟發展為依歸。”是次公投經歷長時間討論，莊太量指有助選民回歸理性。

### 對中國、香港影響有限

然而，歷史總是充滿偶然。若英國成功“脫歐”，其他歐盟成員國會否仿效，最終促使歐盟瓦解？莊太量認為不大可能。“英國本身是島國，其他成員國則在同一個歐洲大陸之上，而且除德國、法國外，也沒有成員國擁有足夠實力脫離歐盟而獨立發展。”莊太量倒是關注國際的話語權，因若英國脫離歐盟，歐盟的地位將進一步降低，屆時最大得益者是美國。

至於英國“脫歐”會否對香港以至中國帶來影響，莊太量相信影響有限，“對香港最大影響可能只是簽證問

題，因不少港人子女留學英國。港英貿易往來固然受到影響，但畢竟規模有限，實質變化不大。中國則是大市場兼大製造商，歐盟才是中國重視的市場，而非一個英國。”莊太量重申，英國“脫歐”只會大大降低自身的議價能力，實屬不智。

香港又能否從英國“脫歐”尋找發展機遇？莊太量認為並不容易，只因歐洲的目標不在香港，而在中國。“對歐洲來說，香港不是一個市場，而是進入中國的跳板，香港要明白自身角色所在，好好發揮‘超級聯繫人’的作用。”

## James Downes: Economy has priority over politics for Brexit referendum

**W**ith opinion polls showing that the British public is fairly evenly split between Brexit (Britain's exit from the EU) and Brstay (Britain staying in the EU), what are the key factors that can change the situation during the remaining days before the referendum?

Political and economic debates in deadlock. Supporters from both the Brexit and Brstay camps have put forward their justifications to convince each other. The Brstay camp said that if the UK leaves the EU, its GDP will fall by 6% by 2030. Moreover, the market generally predicts that multinational corporations will re-examine their strategy for entry into the European market when the UK loses its role as a gateway into the EU economy.

Supporters in the Brexit camp believe that these are just scaremongering. They stressed that if the UK has full autonomy on trade policies, it can take the British economy to the next level by linking up the economies of the US, Europe, West Asia and East Asia. Furthermore, upon leaving the EU, the UK can save on the fees it has been paying as a member state of the EU, which amount to about £10 billion annually. The money can be diverted to domestic spending. The Brexit and Brstay camps each have their own views, but there has never been any country that has successfully obtained a domestic consensus needed to exit the EU. Therefore, the exact consequences cannot be predicted.

### Brstay has a stronger voice

Political and economic debates on the Brexit referendum are mixed and complex. **James Downes, Director of Public Opinion & Polling (European Politics) at the think tank Parliament Street in London and Visiting Scholar on the European Union Academic Programme Hong Kong (based at HKBU)**, believes that regardless of the Brexit camp's economic arguments, their main consideration is political after all. However, he also pointed out that the key factor influencing the outcome of the referendum is the economy and that "the most fundamental aspiration of the British voters is for the country to move towards prosperity. I believe that the Brstay camp has the stronger voice." He noted that this is similar to the referendum on Scottish independence which took place in September 2014.



With regard to the upsurge in discussions on sovereignty in Europe in recent years, Downes believes that national identity and sovereignty issues are the biggest common points of the two referendums. He said, "While it can be seen from the referendum on Scottish independence that most people voted to remain in the UK, national identity in the UK has shown a rising trend since the last referendum. This is not only a matter of economic interests, but also about regaining control of border and politics, i.e. Euroscepticism, a widely discussed topic in recent years." Why is the UK leading the way? He explained, "The UK is geographically separated from continental Europe. Many people hope that the UK could go back to half a century ago when it was a leader in the international arena. Some opinion polls also show people believed that the UK is no longer strong because it is inside the EU."

### Global economic volatility is inevitable

Currently, a considerable section of the electorate is still undecided, so the referendum is full of uncertainties. He mentioned that "ruling Conservative Party

leader David Cameron is also the leader of the Brstay camp, but he was recently embroiled in the Panama Papers scandal. If the British political leader's reputation is blemished, his position may also be called into question." Downes pointed out that US President Barack Obama's special trip to the UK to show his support for Brstay is also because of such concern. He expected that as the day of referendum approaches, undecided voters will take into account the overall interests of the country and gradually gravitate towards supporting Brstay.

As the UK is a world power, the Brexit referendum is a serious matter and has a far-reaching impact on the global economy. Downes said, "It will lead to many uncertainties for the British economy, or even disastrous effects on London. Indeed, the UK will regain autonomy after Brexit, but as today's world is interconnected and inseparable; since London is an international financial centre, the outcome of the referendum is not just a British issue."



### UK will lose importance to China after Brexit

Last October, Chinese President Xi Jinping signed several agreements with Cameron during his visit to the UK. Will Brexit affect bilateral cooperation? Downes explained, “If China wants to negotiate with EU member states, it has to sign separate agreements. But to such a huge economy like China, this is not really a problem.”

Downes admitted that the UK will become less important to China if it leaves the EU and that “China will continue to do business with the UK and London’s status will remain unchanged for some time, but in any case it will be less important than it used to be on the economic and trade fronts. Similarly, to the rest of the world, the UK will undoubtedly be weaker accordingly. Although the UK will still have certain advantages over some EU member states, it will go downhill in the long run.”

For Hong Kong, Downes believes that it will inevitably be affected since many people in Hong Kong have investments in the UK and economic cooperation between the two places is very close, but the impact

will be limited. He said, “Brexit, should it become a reality, will be more annoying to Hong Kong than others, because Hong Kong people may have to change their investment strategy in the UK and move their businesses to other EU member states.”

### EU should review and reform

Be it Brexit or Brstay, Downes believes that nationalism and Euroskepticism will continue to fester, and the EU’s internal problems will not disappear overnight. Even if the UK eventually remains in the EU, Downes stressed that the EU must review its structure and improve its efficiency. He said, “Earlier, some people in high places in the EU admitted that problems have arisen within the EU. I would not say that the EU has failed; neither do I think that it will be dissolved, but some aspects are in urgent need to improve substantially. How to improve the public image of the EU? The EU is in fact immensely beneficial for economic development in the region, but why do voters not trust it? The priority for the EU now is not to increase the number of member states, but to re-focus on economic cooperation, which is its foundation.”

### Terence Chong: Brstay can be expected with the European economy in recovery

The UK’s EU membership referendum will be held soon. In the event of a UK vote to exit the EU, it will mean that for the first time ever, a member state will withdraw from the world’s largest economic entity, which is bound to change the global political and economic landscapes.

### Global integration is the general trend

Terence Chong, Executive Director of the Institute of Global Economics and Financial at the Chinese University of Hong Kong, believes that the referendum is unlikely to result in Brexit, and that “generally, for such a big decision, economic reasoning will triumph over populism.” He pointed out that the basis for such a referendum to decide on independence or exit from an international coalition is that the party putting forward the motion is convinced that it has political, economic and other advantages. In his view, the British economy currently can still be considered as prosperous and the British people do not want to be burdened by the EU’s refugee problems, so they opt to take further steps towards political sovereignty, with the pound sterling being independent of the euro.

As the UK today is no longer a world power, Chong believes that mutual cooperation is understandable. He remarked that “in the long run, staying in the EU is better for the British economy. While it will inevitably be saddled by the EU’s internal problems at present, there is no guarantee that it will not need the help of the EU in the future.”

He pointed out that many economic cooperation agreements and preferential loans that are now in force may become invalid following Brexit, which could deal a blow to the UK. “If the UK loses the EU market, it will certainly be bad for its long-term economic development.” However, he noted that the UK has a backup plan, “maybe it has set eyes on another prospect – China. Currently the UK and China have a lot of cooperation, which could supplant the political and economic benefits that the EU can bring.”

### Brstay is possible with the stabilization of the economy

The British public is fairly evenly split between Brexit and Brstay, according to the opinion polls conducted in May.

Chong believes that economic data such as unemployment and inflation during the remaining days before the referendum are the key factors driving the outcome of the referendum, and that “if the economy takes a sudden turn for worse, it will deepen voters’ dissatisfaction with the status quo and affect their stance.” Global economic data show that the European economy as a whole has stabilized and the British economy has started to recover. Hence, he expects the UK to remain in the EU.

Currently, some political parties in Europe are proposing to review the *Schengen Convention* in order to reset border controls to prevent the influx of refugees. In Chong’s view, refugees are not necessarily negative assets, and he thinks that “refugees will inevitably lead to security and stability problems, but they can also provide a lot of cheap labour.” The fertility rate in the UK has been going downward in recent years, and immigrants can fill the gap. Nevertheless, the refugees are different from people in Europe in terms of educational level, race, religious beliefs and values, but Chong believes that the refugee problem can be transformed into opportunities with appropriate policies.

Another key factor that will influence the outcome of the referendum is whether British Prime Minister David Cameron will eventually step down for being implicated in the Panama Papers scandal. He further commented that “Cameron is a key figure in supporting Brstay. His stepping down, if it happens, will undermine the support for Brstay. Accordingly, whether he can ride

out the scandal crisis or not is an important factor influencing the Brexit referendum.”

### Economic development must be the priority in the long run

From the perspective of European countries, they are concerned that their own economic development will be affected by Brexit. Chong explained that as London is an international financial centre, Brexit may reduce its dealings with European banks, which will have considerable impact on the European financial sector. Therefore, compared with trade, European countries are more concerned about the impact of Brexit on their respective financial sector. As for the future trend of the euro, Chong believes that while Brexit will reduce the number of bilateral pound- or euro-denominated market transactions, it will not necessarily affect the strength of the currencies.

Chong believes that the Brexit referendum is a spur-of-the-moment issue, but economic benefits are long-term. Therefore, members of the British public will have long-term economic development in mind when casting their votes. Chong noted that the lengthy discussions on the referendum will help voters return to rationality.

### Impact on China and Hong Kong will be limited

However, events in history are always fortuitous. In the event that Brexit becomes a reality, will the other EU member states follow suit and eventually lead to the collapse of the EU? Chong considers

this unlikely because “the UK is an island country while the other member states are situated on one and the same continent. Moreover, except Germany and France, the other member states do not have sufficient strength to develop independently should they leave the EU.” Instead, Chong is interested in who will have a stronger voice on the international arena, because if the UK does leave the EU, the EU’s position will weaken further and the US will be the biggest beneficiary.

As to whether Brexit will have impact on Hong Kong and China, Chong believes that the impact will be limited, and that “the biggest impact on Hong Kong may just be visa issues, since many Hong Kong children are studying in the UK. Although trade between Hong Kong and the UK will be affected, there should be little substantive changes. After all, the scale is limited. To China, the EU market, rather than just the UK, is important since China is both a big market and a large manufacturer.” Chong reiterated that it is really unwise for the UK to leave the EU since doing so will only greatly reduce its own bargaining power.

Can Hong Kong look for development opportunities from Brexit? Chong believes that it will not be easy, as Europe’s target is not Hong Kong but China. “To Europe, Hong Kong is not a market, but a springboard into China. Hong Kong must understand what its role is and effectively perform its functions as a ‘Super Connector’.” 



# 救經濟救中小企 助融資莫“堅離地”

## Avoid Impractical Measures to Save Economy and SMEs

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

### 初夏裏的經濟寒冬

當

前全球經濟的下行風險不斷增加，四月時國際貨幣基金IMF便在近12個月內第四次下調今年全球的經濟增長率，由1月時預測的3.4%下調至3.2%。世界銀行亦由去年六月時估計的3.3%，下調至2.9%。香港作為細小的外向型經濟體，除了本港的貨物出口量應聲下挫外，旅遊及零售市道亦急劇下滑。雖然時值初夏，工商界已經感受到經濟寒冬，作為本港經濟骨幹的中小企更是首當其衝，營商信心及招聘意欲均已大受打擊。

最近香港生產力促進局公布今年第二季《渣打香港中小企領先營商指數》，當中綜合指數跌至三年來最低，其中招聘意欲更是首次跌穿五十分界線，顯示中小企傾向凍結人手，指數仍未知何時才見谷底。更有近兩成受訪企業更表示若經濟持續低迷，或於一年內結業，以現時香港32萬中小企計算，即6.4萬企業可能倒閉。今年3月最近的統計數字顯示，本港出口下跌7.0%，已經是連續11個月下跌，刷新2008年金融海嘯後最長連續跌幅；整體訪港旅客數字亦是連續第十個月下跌；本港零售業總銷貨值亦連跌13個月，按年跌9.8%，創下1999年以來最長跌勢。本港四月份公佈的失業率微升0.1個百分點至3.4%，差不多各行業失業率皆升，其中零售業更為重災區，失業率較上期增0.7個百分點至5.5%。面對當前這些嚴峻的營商環境，政府實在刻不容緩，必須盡速採取有力措施來支援中小企及提振經濟。



若要真正解決中小企的燃眉之急，政府、貸款機構及按揭證券公司之間須要加強溝通，盡快尋求共識，適切地放寬“中小企融資擔保計劃”的申請和索償限制。

To truly solve the imminent needs of SMEs, the Government, lending institutions and HKMC must strengthen communication among themselves to seek consensus as soon as possible in order to mitigate the SFGS restrictions on applications and claims properly.

### 支援措施首重助週轉

事實上，我在去年底回應財政司司長《財政預算案》的諮詢工作時，已因應中小企在全球經濟陰霾滿布下可能出現的經營困難，在意見書上特別向司長提出要加強支援中小企，包括要協助中小企應付資金週轉，因為現時經濟下滑時，資金週轉正是企業維持營運的“保命”法門。

值得歡迎的是司長作出了積極回應，並在《預算案》特立章節“扶助中小企”來提出不少具體的政策措施，當中首先提到的就是延長“中小企融資擔保計劃”下的“特別優惠措施”、降低擔保費年率及取消最低擔保費，可謂切中了問題的重點。不過要注意，現行的“中小企融資擔保計劃”其實是潛藏着很多問題。如果政府真

如《預算案》所指要協助中小企“應付資金周轉的問題”，還須對症下藥優化有關計劃。

例如，“中小企融資擔保計劃”有許多推行細節根本自相矛盾。政府須要清楚知道，申請參與“中小企融資擔保計劃”都是現金週轉出現困難的中小企，如果企業有足夠財力或有物業資產證明，根本不需政府擔保，已可自行找銀行或貸款機構融資。但事實是香港按揭證券有限公司每每會因為申請企業的現金流問題，而拒絕批出貸款，把真正需要政府擔保貸款的中小企拒諸門外。而且，按揭證券公司在處理銀行或貸款機構呆壞帳索償時也過於苛刻、耗時，並每以“未能提供充足文件”為由諸多刁難，令銀行大多不願批出貸款，未能真正發揮幫助中小企的作用。

### 融資擔保計劃多關卡

另外，據了解銀行批核貸款申請個案時已自設一套條件嚴苛的審核標準，亦令到中小企申請“中小企融資擔保計劃”時倍感困難。大部分銀行均要求過去連續三年有盈餘的財務報表，有部分銀行更要求申請者遞交物業證明作抵押，令不少個案在銀行審批關卡前已告止步。銀行收緊透過計劃融資的中小企貸款申請，原因或許來自難以獲得的擔保索償。據當局提供的數據，自“中小企融資擔保計劃”的“特別優惠措施”推出至今年2月底，共收到493宗銀行淨壞帳索償申請，最終成功經按揭批核的只有15.2%或75宗，獲賠償總額只有1.4億元，佔壞帳索償金額僅12.7%，可見，銀行成功獲得壞帳賠償機會甚微。再者，有關個案的處理時間相當漫長，平均需時接近一年，對於急待資金“救命”的中小企可望而不可即，只是形同虛設。

另一方面，雖然將擔保費年利率降低一成，即是變相降低中小企所需繳納的保證金。但問題的核心是中小企無法獲得貸款，即使將擔保費年利率調低至更低水平，對他們來說也沒有什麼意義。

若要真正解決中小企的燃眉之急，我認為有關的支援措施切莫“堅離地”脫離實際情況，必須要真正切合業界所需。就此，政府、貸款機構及按揭證券公司之間須要加強溝通，盡快尋求共識，適切地放寬“中小企融資擔保計劃”的申請和索償限制。基於未來經濟下滑的情況將會持續，艱苦的日子可能才剛開始，為了整體社會福祉着想，政府實有需要及早扶助中小企熬過經濟寒冬，來保住經濟、保住就業。🌀

### Economic winter in early summer

With the increasing risk of global economic downturn, in April, the International Monetary Fund (“IMF”), cut its growth outlook for the global economy to 3.2%, from its projection of 3.4% issued in January. The downward revision is the fourth straight cut in the last 12 months. Besides, the World Bank reduced its 2016 global growth forecast to 2.9%, from the 3.3% projection in June last year. As a relatively small export-oriented economy, Hong Kong has not only suffered from decrease in goods exports, but also has responded by sharp and corresponding decline of tourism and retail markets. Although it is still early summer, the business community has already encountered an economic winter. As the backbone of our economy, the small and medium-sized enterprises (“SMEs”) are bearing the brunt, with business confidence and hiring sentiment dealt a heavy blow.

Regarding to the *Standard Chartered Hong Kong SME Leading Business Index Report* (2016 Q2) published by the Hong Kong Productivity Council (“HKPC”) recently, the Overall Index dropped to its lowest in three years, and the Sub-Index for “Staff Number” went below the 50 no-change mark for the first time, reflecting that SMEs may freeze hiring. It is still remained ambiguous as to when the index will reach the bottom. Around 20% of SMEs might even consider winding up within one year if the sluggish economic situation continues. This means that of the 320,000 SMEs in Hong Kong, 64,000 may close down. Recent statistics for March show that exports from Hong Kong fell 7.0%, notching 11 consecutive months of decline, a new record for the longest continuous decline after the 2008 financial crisis; the total visitor arrivals decreased for the 10th month in a row; and the value of total retail sales in Hong Kong also dropped for 13 consecutive months, hitting the longest decline since

1999 in annualized term of 9.8%. Hong Kong’s unemployment rate published in April edged up 0.1 percentage point to 3.4%. Almost all industries revealed a surge in unemployment rate. The retail industry was hit the hardest, with its unemployment rate up by 0.7 percentage point from the previous period to 5.5%. Faced with these severe business conditions, it is the utmost urgency for the Government to take timely and effective measures to support SMEs and stimulate the economy.

### Supportive measures should first focus on liquidity needs

In fact, late last year, in response to the Financial Secretary’s consultation on the *Budget*, in view of the operational difficulties SMEs may encounter due to the shadow of the outlook for global economic growth, I particularly suggested in my submission to the Secretary to strengthen support for SMEs, includes facilitating the SMEs for their liquidity problems, because cash flow is the key for businesses to survive in the current economic downturn.

It is to be welcomed that the Secretary responded positively by putting forward several specific policy measures in one separate section of the *Budget* to support SMEs. The first among them are extending the application period for the “special concessionary measures” under the “SME Financing Guarantee Scheme” (“SFGS”), reducing the annual guarantee fee rate, and removing the minimum guarantee fee, which indeed hit the crux of the matter. Nevertheless, it should be noted that there are actually a lot of problems lurking in the current SFGS. If the Government really wants to assist SMEs in coping with cash flow problems as mentioned in the *Budget*, it must prescribe a right medicine to improve the scheme.

For example, many implementation details in the SFGS are simply contradictory. The Government must clearly understand that SMEs applying for the SFGS are already in cash flow difficulties. If they have sufficient financial resources or proof of asset, they can find banks or lending institutions to finance themselves without the guarantee from the Government. However, the fact is that the Hong Kong Mortgage Corporation Limited (“HKMC”) often refuses to approve loans because of applicants’ cash flow problems, thereby shutting out those SMEs that are in real need of government-guaranteed loans. Moreover, the HKMC is too demanding and takes too much time when dealing with claims made by banks or

lending institutions on bad debts, and also often makes things difficult on the ground of "failure to provide adequate documents". As a result, most banks are reluctant to grant loans, and thus unable to really play a role in helping SMEs.

### SFGS has many hurdles

In addition, it is known that banks already have made their own set of stringent criteria for approval of loan applications, which also lead to difficulties for SMEs in loan application under the SFGS. Most banks require the applicant with three consecutive years' profit in its financial statements and some banks even require the applicant to submit proof of asset as collateral. Consequently, many applications are already rejected even before the stage of bank examination and approval. The reason for banks' tightening of criteria for SFGS loans may be that it is difficult for them to claim compensation under the scheme. According to the data provided by the authorities, since the launch of the special concessionary measures till the end of February this year, a total of

493 applications had been received from the banks for bad debt claims, of which only 15.2% or 75 cases were eventually approved by the HKMC. The total amount of compensation was only HK\$140 million, accounting for only 12.7% of the amount of bad debt claims. It is evident that the banks have little chance of success obtaining compensation for bad debts. Furthermore, as the processing time is very long, i.e. nearly a year on average, the scheme is in effect useless as it is frustratingly out of reach for SMEs in urgent liquidity need.

On the other hand, reducing the annual guarantee fee rate by 10% virtually reduces the deposit SMEs are required to pay. But the crux of the problem is that SMEs are unable to obtain loans. Even if the annual guarantee fee rate is revised to a lower level, it is meaningless to them.

To really solve the urgent needs of SMEs, I believe that the related support measures must not be impractical and have to actually meet industry needs. In this regard, the Government, lending institutions and

HKMC must strengthen communication among themselves to seek consensus as soon as possible in order to appropriately relax the SFGS restrictions on applications and claims. Since the economic downturn will continue and hard days may just have begun, for the sake of the welfare of society as a whole, the Government definitely has to provide early assistance to SMEs for them to survive the economic winter in order to save both the economy and employment. 🔄

如對上文內容有任何意見，歡迎向廖長江議員反映。

Should you have any comments on the article, please feel free to contact Mr Martin Liao.

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## 考察科學園洞悉創新先機

### Site Visit at HKSTP Offered a Glimpse into Innovative Opportunities

香港科學園是本港創意及創新領域的地標，除培育不少業內的後起之秀，標誌性的金蛋建築物亦展示未來智慧生活的雛型。

Hong Kong Science and Technology Park (HKSTP) is a landmark that symbolizes Hong Kong's creativity and innovation. In addition to be an incubator for a number of emerging technology professionals, its iconic golden egg shaped auditorium also demonstrates the prototype of an intelligent lifestyle of the future.

**科**學園是孕育本港科技及創意的其中一個重要基地。早前本會文化產業委員會與資訊及科技委員會組織會員考察位於沙田白石角的科學園，了解園區在文化創意與創新科技方面的發展。科學園為香港科技園公司的核心業務，**署理首席商務總監黃幸娟**表示：“我們不單希望創作於香港、用於香港，更希望借助各方力量，包括商會的龐大網絡，從而發揮香港的優勢，走向世界。”



商業配對環節讓各方作更深入交流。  
Business matching enhances exchange of ideas.



“智慧生活 @ 科學園” 展覽展示未來生活藍圖。  
“Smart Living @ Science Park” demonstrates the blueprint of future lives.

### 品牌設計 迎合公司需求

團員獲安排聆聽十家位於科學園或科技園公司轄下創新中心的夥伴公司代表講解業務。其中一家公司 Odysseyworks 以金庸經典《射鵰英雄傳》、中國傳統故事《花木蘭》為題材拍攝港產3D動畫電影，並即席播放電影預告片，廣獲團員好評。Apostrophe's 則精於時興的3D打印技術，不論是電影《黃飛鴻之英雄有夢》的彭于晏，還是遊戲《街頭霸王V》的春麗，都可以鉅細無遺的忠實呈現。

一眾團員興味盎然，於及後的商業配對環節亦把握時間與各公司深入交流。部分團員更獲邀即席試用流動應用程式產品，並討論日後合作的可能性。

### 一站式家居管理

在工作人員導覽下，團員之後參觀最近翻新的“智慧生活 @ 科學園”展覽，試用逾50個物聯網產品，體驗最新智慧家居生活。

導賞員示範透過雲端智能家居系統，單憑流動應用程式控制家中所有智能設備。另一產品“小立方”智能門禁系統容許訪客透過門鈴上的屏幕聯絡戶主；而戶主則可以手機應用程式遙距開鎖。

### 設計生活化

導賞員其後又分別展示“虛擬衣帽間”及“智能藥箱”。“虛擬衣帽間”能根據天氣及穿衣習慣分析，建議合適衣着；螢幕還可模擬用戶穿上

服飾的配襯效果，省時方便。“智能藥箱”的玻璃表面除顯示藥物資訊，又可設定提示服藥，團員皆讚賞技術的生活化。

對於今次參觀團的圓滿成功，本會常董、文化產業委員會副主席司徒源傑表示，科學園為創新企業提供更貼近需要的條件與生態，使其獲得更好的發展。他希望團員通過今次與科學園一眾企業的交流，了解其發展所需的資源及配置，從中探索合作空間。

**H** **KSTP** is a major base in Hong Kong where technology and innovation are cultivated. To learn more about the progress and development of cultural innovation and creative technology in the Park, the Chamber's Cultural Industries Committee and Information and Technology Subcommittee organized a site visit to HKSTP in Pak Shek Kok, Sha Tin. HKSTP is the core business of Hong Kong Science and Technology Parks Corporation. Its **Acting Chief Commercial Officer of the Corporation Anny Wong** commented, "We do not only wish to create and to apply our creation in Hong Kong. We also look forward to leveraging the power from all sides, including the extensive network of chambers of commerce, so that Hong Kong's advantages and competitive edges can be put into full play and go international."

### Branding design that matches company needs

Arrangements were made for delegates to visit 10 companies located in HKSTP; representatives from partnering companies from the Innovation Centre under the Science and Technology Parks Corporation

also briefed delegates on their businesses. Odysseyworks is one of the companies. It produces Hong Kong-created 3D animated movies based on Louis Cha's classic tale of The Legend of the Condor Heroes and the traditional tale Hua Mulan. Delegates praised highly of the trailers they saw. Apostrophe's specializes in 3D-printing, which has become all the rage these days. Whether you are looking at Eddie Pang in the movie Rise of the Legend or Chunli in the video game Street Fighter V, all these images are faithfully presented with every detail.

Delegates find these quite interesting and seize the time and opportunity to have more in-depth interaction with various companies during the business-matching segment. Some delegates were even invited to try out the mobile application products and to discuss possibilities of future cooperation.

### One-stop home management

Guided by the staff of HKSTP, delegates next visited the recently updated exhibition "Smart Living @ Science Park" and tried out over 50 Internet of Things products to experience the latest advances in smart homes.

Park docents demonstrated the use of a cloud-based home automation system, which allows total control of every smart device at home through a mobile application. Another product called "SCube" is an intelligent access control system, through which visitors could contact home owners via the screen near the doorbell. The home owner, on the other hand, can open the door remotely with a mobile application.

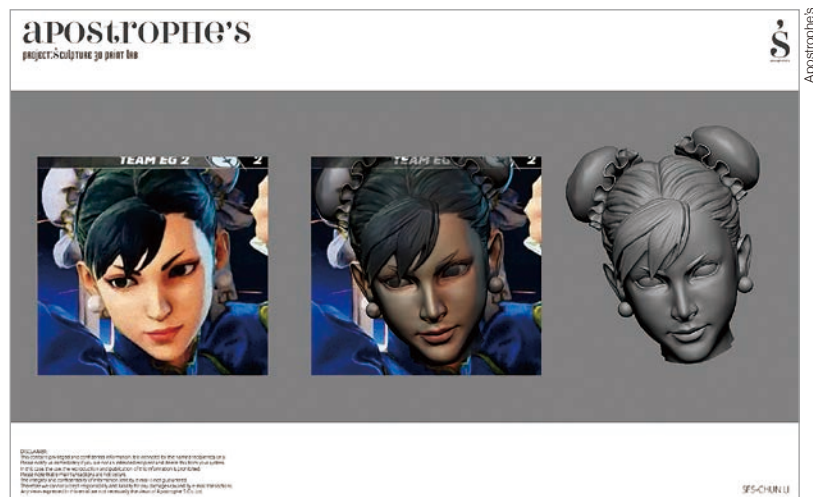
### Design is about everyday living

Delegates were next shown an "augmented reality wardrobe" and a "smart first aid box". The "augmented reality wardrobe" makes recommendation to what to wear based on the weather of the day and personal habit in clothing. The convenient and time-saving application can display the simulated effect of the selected clothes worn on the user. In addition to showing information of the medicines on its glass surface, the "smart first aid box" also allows user-defined medication reminders. Delegates were impressed with the design's practicality on everyday life.

Commenting on the successful visit, **the Chamber's Standing Committee Member and Vice Chairman of the Cultural Industries Szeto Yuen-kit** said that HKSTP has provided innovative companies with the conditions and ecology that stay close to their requirements to facilitate more effective growth. He hoped that delegates could understand the resources and setting required for further development through their exchange with HKSTP companies, from which opportunities for collaboration could be explored. 🌀



“智能藥箱”可提示服藥。  
The smart first aid box allows medication reminders.



遊戲人物的頭像亦可被3D掃描作打印之用。  
Even character in video games can be scanned for 3D printing.

## 文化科技創意求新

### Novelty is key to cultural and technological innovation

科學園不少企業都主打創新，憑創意爭取市場，其中楊悅欣的喜設計與雷立基的 Joy Aether 就分別從文化產業及流動應用程式入手。

Many companies at HKSTP focus on innovation and gain their market share by creativity. Amongst them, Jino Yeung's Cheers Design and Ricky Lui's Joy Aether began their venture from cultural industries and mobile applications.



### 社區藝術帶旺人流

#### Community art draws visitor flow

喜設計從事品牌創建及文化產業範疇的工作，其中一個社區藝術計劃取名“愛在大街小巷中找你”，以一比一場景記錄大角咀社區故事，於奧海城展出，吸引不少市民參觀及拍照，帶旺商場人流。

獲康文署邀請，喜設計於大角咀市政大廈展出自家設計的立體裝置，其中的特大紅色“膠凳仔”別具特色，一如 Jino 的設計理念：“最重要是不會阻礙人流而又能善用地方，如此才是公眾藝術”

Cheers Design specializes in brand-building and work related to cultural industries. “Stories of our Neighbourhood” was one of their community art projects staged at Olympian City – a 1:1 scene was created to record the stories of the Tai Kok Tsui community. The installation attracted quite a turnout, as many people visited and took pictures of the set. The visitor flow of the shopping mall increased much as a result.

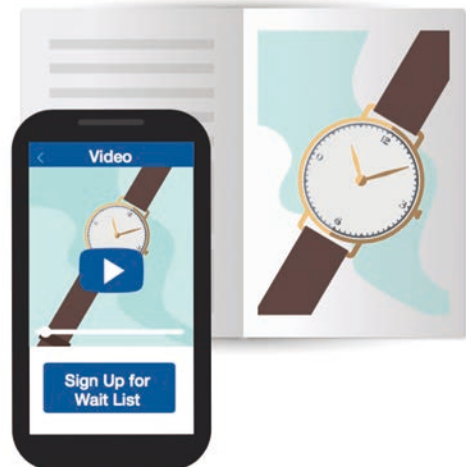
At the invitation of the LCSD, Cheers Design is showcasing its 3D installation design at the Tai Kok Tsui Municipal Services Building. The oversized red “plastic stool” is particularly impressive. Similar to the design concept of Jino, “the most important point is that it does not obstruct the pedestrian flow and makes the best use of space – this is how public art should be.”

### 多用途圖像識別 App

#### Multipurpose image recognition app

Joy Aether 則主要設計應用程式，並為企業尋找促進業務的 IT 方案。Ricky 介紹圖像識別技術 Snappop，用戶透過應用程式，為貨品的包裝或小冊子、海報拍照，識別圖像後程式就會彈出預定內容，方便用戶觀看產品介紹、參加抽獎、在社交平台關注產品，或直接透過網上商店訂購。Snappop 技術又提供數據以便檢討營銷策略。

Joy Aether, on the other hand, works mainly on designing applications; they also offer companies with IT solutions that drive business growth. Ricky showed us Snappop, an image recognition technology, which allows users take pictures of a product's packaging, brochure and posters. The app would then return users with pre-set contents so that they could conveniently access product information, enter lucky draws, follow the products on social media platforms, or directly order from the online store. The Snappop technology also provides data to facilitate review of marketing strategies.



# 酒樽中的 無限商機

## Maximizing Potentials of the Wine Business

去年香港葡萄酒進口總值突破100億港元，國際葡萄酒中心地位穩如磐石。這門生意在短短十年間飛速發展，**皇冠酒窖負責人 Gregory De' Eb** 歸功於政府一個被一致看淡的構思。

Total import value of wine to Hong Kong crossed the HKD10 billion mark last year. In only a decade, the local wine market saw rapid and robust growth. **Gregory De' Eb of Crown Wine Cellars Limited** attributes this runaway success to an idea of the government which received lukewarm response.







英軍軍火庫 1941 年時舊貌。  
British military ammunition as at 1941.

**皇**冠酒窖座落港島深水灣的前英軍軍火庫，玻璃屋於林蔭下格外醒目。一手打造這家特色酒窖的 De'Eb 坦言鍾愛香港，當年甚至為了留港而毅然離職。時為 2000 年，他萌生創業的打算，卻未有概念從何入手。一場政府主辦的商業會議卻意外地為他帶來了靈感。

會議上，時任商務及經濟發展局常任秘書長蔡瑩壁發表演講，題目正是“香港能成為酒類飲品貿易中心嗎？”。大部分與會者對此念頭摸不着頭腦：沒有人會帶酒來香港，亦沒有人會出口酒，更重要是華人根本不懂洋酒，“所有你能想像的洩氣話都可以聽到。”唯獨 De'Eb 對這個構思極感興趣：“第一，構想既然是政府提出，那政府必會全力支持；第二，所有人都認為這個構想不可行，意味着沒有人跟我競爭。”

### 獨具慧眼 搶佔先機

儘管視酒品市場為機遇，整個構思還是需要完整的市場調查支持。De'Eb 花了年多時間研究，結果印證酒窖在香港的發展潛力：“當時存於海外的葡萄酒之中，約有 15% 至 17% 屬於香港人。”他以此推論，早於 2001 年，香港已可能是全世界人均擁有葡



部分舊軍火庫地堡被保留。  
Part of the bunker is preserved.

萄酒最多的地方。“只要這些葡萄酒當中的 10% 改存於香港，這盤生意便已大有可為。”

最令 De'Eb 慶幸的就是在因緣際會下結交到嘉柏國際創辦人詹康信，讓構思轉化為實事。詹康信早於 1999 年與時任財政司司長曾蔭權到訪澳洲，至 2000 年又赴南非，仔細了解葡萄酒貿易後，亦認為值得投資，只是欠缺打理業務的人選。De'Eb 與詹康信自然一拍即合，一年後就合作開設全港首家具規模酒窖。



酒窖提供舒適品酒環境。  
Comfortable environment is a key attraction.

### 善用本港優勢

經營酒窖首要解決的難題是如何吸引本地收藏家存放於海外的珍藏“回流”，但 De'Eb 笑言當中存在一個常見誤解：“大家總以為外國的酒窖一定最好，那就錯了！其實外國許多酒窖辦得不好。我們只要善用香港本身的長處，做得比他們好，已經足夠。”香港的效率及服務水準於國際上名列前茅，皇冠酒窖早在十多年前，就利用本地的先進互聯網系統，先於全世界酒窖，提供實時更新的存貨控制服務。“香港可達到這種服務水平，但很多外國酒窖不會明白，也不會想像得到。”



Gregory De'Eb

然而，De'Eb 認為零酒稅不是本地酒業一鳴驚人的單一因素，例如葡萄酒在澳門亦免稅，但未見出現同樣的貿易躍進。他強調，本港的其他周邊配套，包括貨幣兌換的自由度、便利的投資市場、中西兼容的文化背景，以至貼心的待客態度，俱為發展國際酒品市場奠定良好基礎，時機一到，自然水到渠成。

### 前景樂觀 市場飽和

De'Eb 看好香港的佳釀投資市場未來仍會穩步發展，認為年青一代的消費習慣也是一大助力。“上一代人省吃儉用也要供樓，有餘錢的話亦多用於買名車；新世代則比較重視享受人生，有餘錢寧可往君悅酒店喝杯咖啡、買件精緻外套，又或享受紅酒。他們眼中的美好生活已不限於有車有樓。”他認為年輕人對自己的品味自信，亦不會單以價錢定高下，預期葡萄酒將進入年輕人的日常生活。

雖然對行業前景樂觀，但 De'Eb 卻不建議在香港投資新酒窖。他指出，目前香港已有 44 家酒窖，供過於求。而新酒窖較難吸引真才實學的專業品酒人才，因此未必能滿足客戶的服務要求，繼而影響整個行業的國際聲譽。

### 服務先行的“嚴肅生意”

在香港開設酒窖不受牌照限制，行業

不少人認為本港氣候溫暖潮濕，不利存酒。De'Eb 卻指出，克服氣候的限制反而比較容易。皇冠酒窖的葡萄酒儲存於地底近 20 米深的儲藏室，氣閘可控制溫度維持攝氏 13.5 度，再輔以技術領先全球的電子系統隨時監測。De'Eb 解釋，溫差才是葡萄酒變壞的元凶，但香港得天獨厚，四季溫差不大，室內氣溫比海外許多地方更易控制。

### 零酒稅成蜚聲國際誘因

相對技術可解決的問題，政府政策方向對營商影響更為重要。2008 年政府全面撤銷葡萄酒稅，就直接造就本

港發展成今天的葡萄酒貿易樞紐。“我們告訴政府，葡萄酒稅的收入與興旺的酒業相比實在微不足道。何況此事可讓本港登上國際報章頭條，形同免費宣傳！”結果措施落實後三年，香港已雄霸全球佳釀市場的 54% 份額，而 2007 年時香港根本尚未有一席之地。

“我們如今是 the wine centre，而不是 a wine centre！”De'Eb 豪情壯語，“毫無疑問，我們已經掌控亞洲市場；而我們亦是全球最大的佳釀投資貿易中心，與倫敦、紐約、法國鼎足而立，極具影響力。”

相對自由，但 De'Eb 不諱言此舉“有點嚇人”，認為政府有責任保障行業的質素和聲譽。他指出，品質認證十分重要，皇冠酒窖就是第一個獲香港品質保證局認證的酒窖；同時酒窖亦須為客戶的存酒購買保險，以在出事時作恰當賠償。商譽就是酒窖的一切，難怪 De'Eb 亦謂：“酒窖是一門嚴肅的生意！”

內地葡萄酒市場近年開始成熟，De'Eb 留意到內地旅客從以往大手筆“掃貨”，轉變為懂得細選優秀產品及服務，甚至可能貨比三家。他認為這是一個良好現象，有助市場健康發展，如零售商還盤算着倚靠千人一面的產品賺大錢，就注定將大失所望。De'Eb 的營銷策略始終以服務取勝，強調與客人打好關係，而此種模式正是已發展經濟的競爭特色。🔗

**C**rown Wine Cellars is set in former British military ammunition and weapons storage depot in Deep Water Bay on Hong Kong Island. The glass conservatory is an attractive addition to this sylvan site. De'Eb, who created the cellars, admits he has deep affection for Hong Kong, so much so that he quitted his job to stay here in 2000. Quite unexpectedly,

a business conference organized by the government inspired him to start his own business.

At the conference, Yvonne Choi, then Permanent Secretary for Commerce and Economic Development, delivered a speech titled “Can Hong Kong Become a Trade Center for Alcoholic Drinks?” De'Eb was the only one interested in this concept. He said, “Firstly, the government would definitely lend full support because it was its idea. Secondly, there would not be any competitors because everyone thought it was not feasible.”

#### A visionary who made the first move

De'Eb spent more than a year on market research and found solid proof that wine cellars had great development potentials in Hong Kong. He said, “At that time 15-17% of wine stored overseas belonged to Hong Kong owners.” Based on this knowledge, he made a calculated guess that Hong Kong's wine ownership per capita probably ranked first in the world even back in 2001. He carried on to say “if only 10% of these wines were brought back to Hong Kong for storage, it would be a very lucrative business indeed.”

De'Eb was particularly pleased to have met Jim Thompson, founder of Crown Worldwide. This encounter allowed him to turn an idea into reality. After visiting Australia and South Africa, Jim saw attractive investment opportunities in wine trading but there was no suitable candidate



to manage the operation. Gregory and Jim hit it off right from the start and the first sizeable wine cellars opened in Hong Kong a year later.

#### Exploiting Hong Kong's advantages

De'Eb said, “People tend to think overseas wine cellars are the best. That's not true. In fact, many overseas wine cellars are poorly run. As long as we make good use of Hong Kong's advantages, we can do better than the competition.” Hong Kong leads the world in efficiency and service quality. Thanks to excellent Internet connectivity, Crown Wine Cellars has been providing inventory control with real-time update for more than ten years now. He noted that “Hong Kong can offer top-caliber services that many overseas cellars simply can't understand or imagine.”

Crown stores its wines in a storage bunker 20m below ground. Climate control is ensured by air brake, maintaining a constant temperature of 13.5°C, and there is an electronic surveillance system based on world-leading technology. De'Eb explains that wine is highly susceptible to



酒窖提供不同氣氛的房間予客人把酒言歡。  
Decor of rooms in Crown Cellars are in different styles.



林蔭下的玻璃屋為酒窖標誌。  
Glass conservatory is the icon of Crown Cellars.

changes in temperature. Hong Kong is blessed with good climate with mild seasonal temperature differences, which means it is much easier to control indoor temperature here than it is in many other regions.

### Zero duty on wine: a major incentive to traders worldwide

Government policy orientation, as opposed to technical issues, is more important to operators. In 2008, the government scrapped the duty on all wines. That decision supported Hong Kong's transformation into a wine trading hub today. He said, "We told the government that wine duty revenues are negligible when you think about the thriving prospects of the wine industry. This would also make headlines across the world, giving us free publicity." As a result, three years after axing wine duty, Hong Kong has now secured 54% share of the fine wine market, ranking at the top alongside London, New York and France. De'Eb said with great pride, "Remember, Hong Kong didn't even have a place in 2007. Today we're not only a wine centre but the wine centre!"

According to De'Eb, zero wine duty is not the only reason for the phenomenal growth of the local wine industry. Macau, for example, also has a zero wine duty policy but wine trading has not progressed by leaps and bounds. He stresses that Hong Kong has many other supporting elements, such as currency exchange freedom and flexibility, an easy and convenient investment market, a good mix of eastern and western culture, and attentive customer service. These help lay a sound foundation for an international wine market.

### Optimistic outlook; saturated market

De'Eb is optimistic about the stable growth of Hong Kong's fine wine investment market. He thinks the consumption habit of the younger generation is a big boost. He remarked that "the new generation enjoy the pleasures of life and they have spare money to spend on coffee or red wine. Their idea of a good life is much more than having a car and a flat." He expects wine will progressively become part of life to young people.

Although industry outlook is promising, De'Eb does not recommend investing in new wine cellars in Hong Kong. With a total of 44 wine cellars, the market is oversupplied. Moreover, new cellars cannot attract professional sommeliers with good expertise so it is hard for them to meet customers' requirements. That would affect goodwill of the whole industry.

### A serious and service-oriented business

Wine cellars in Hong Kong enjoy a high degree of freedom as there are no license restrictions. However, De'Eb points out frankly that this is actually quite "scary" because the government has the duty to protect the industry's quality and reputation. Crown Wine Cellars is the first operation with HKQAA accreditation and the company takes out insurance for customers' wines. Business goodwill is everything. De'Eb said, "Wine cellaring is a serious business."

The Mainland wine market is maturing in recent years. De'Eb has noticed a change in Mainland tourists' consumption pattern. Instead of going on wild shopping sprees, they are now going for selected fine products and services. Retailers who are still banking on making big money with run-of-the-mill products will be very disappointed. De'Eb's sales strategy insists on winning patronage with good service. The emphasis is on building strong customer relationships, which is a competitive feature of a developed economy. 🔄



空酒樽滿載客人的謝意。  
Empty bottles are filled with gratitude from guests.



全美戲院是台灣唯一仍然使用手繪電影宣傳板的戲院。  
Chin Men Theatre is the one and only cinema in Taiwan that still uses hand-painted movie billboards.



# 台南的 文化地圖

## Cultural Map of Tainan

旅遊作家區紹熙  
James Au, Travel Writer

台南屹立嘉南平原四百餘年，見證歷史變遷。歲月留痕，但府城老建築滿載的卻是方興未艾的文藝思潮。新舊交融，形成一幅獨特的文化地圖。

Situated in the Chianan Plain, Tainan has been witnessing its historical changes for 400 years. With history leaving its marks, age-old architectures are now housing emerging trends of art and literature, forming a one-of-a-kind cultural map in the prefectural city.





“321巷藝術聚落”吸引不少藝術團進駐。  
“Lane 321 Art Cluster” attracted many art groups to congregate there.



**法** 國文學家普魯斯特說過：“真正的發現之旅，不在探索新風景，而是擁有新視野。”台南是文化舊城，但保留下來的不光是舊建築，而是活生生的歷史教材。漫步台南，城內既有明朝古廟、老蔣渡江後安置軍人的眷村，亦有日治時代遺留下來的京都風木房子、西洋人的巴洛克風大樓，至近年文化人又為老建築注入新活力，打造成一個個藝文空間。中西古今交錯，結合成一場視覺盛宴。

### 電影迷的尋覓

對於喜歡“集郵”的電影迷而言，全美戲院及三二一巷日式宿舍區是遊台南的必到景點，因為兩處都是導演李安成長之地。

李安曾說：“全美戲院是我踏入電影的啟蒙地。”位於中西區永福路二段187號的全美戲院裝修老舊，沒有新戲院大廳的富麗堂皇，也不如連鎖戲院的時尚摩登，但保留著對往昔的緬懷。挺過一甲子歲月，全美戲院見證了台灣電影業的盛衰，縱然經營艱難，仍抱著有一天過一天的心態為戲迷播放電影。

全美戲院除見證歷史，其手繪電影院宣傳板亦是另一看點。上世紀50年

代，手繪宣傳板曾盛行一時，名導李翰祥成名前便是以繪畫大板為生。但隨著大戲院消失，此行業已日益式微。時至今日，全美已是台灣唯一仍然使用手繪電影宣傳大板的戲院。

### 漫遊321巷

三二一巷日式宿舍區位於公園路321巷，原是日本陸軍步兵第二聯隊的軍官宿舍群，國民黨來台後成為安置軍人的眷村，也是台南高等工業學校的教授宿舍。李安小時候便住在這裏。雖然房舍猶在，但屬私人住宅，一直未對外開放，亦沒有標注於觀光地圖。電影迷來到，也只能在樹蔭下吹吹涼風，猜猜哪一棟樓房是李安老家。

2012年移交台南市政府管理後，部分宿舍開放予藝術團隊進駐，改名“321巷藝術聚落”。一排一排飽歷風霜的日式房子，在老樹掩映下，如紅顏未老，風韻猶存。巷子中的兩家店“版條線花園”及“奉茶”外貌都是日式老建築，散發古早和風味道，帶著濃郁的“京都”古典美。於此拍照留念，怎說別人也不相信這裏是台南。

### 小京都風情

台南是日治時期的重要港口，城內和風濃得化不開。走過台南街頭，林百貨、土地銀行、愛國婦人館、鶯料

理、台鹽日式宿舍等日式老建築多不勝數。筆者特別推薦位於吳園藝文中心邊上的“十八卯茶室”。原名“柳屋”的茶室是台南僅存日治時期食堂之一，近年搖身一變成為文化人聚會閒聊的好去處。店內環境寫意，為訪客提供片刻的心神寧靜。

晚上的好去處則要數新美街的“三十八番大眾酒場”。居酒屋菜牌上的都是日本家庭鄉土料理，價錢便宜，味道合格。喝上幾杯清酒、啤酒，與當地人熱絡的攀談數句，為璀璨星空乾一杯。

### 走馬看藝文角落

台南充滿文藝氣息，卻半點不造作不虛偽。銀同里一帶不乏藝文小店，“聚珍書店”的店長是台灣歷史迷，店內掛滿台南的歷史舊照，而出售的也是關於台灣文化的書籍、與台灣歷史有關的桌上遊戲、模型、明信片、海報等。書店外還有銀同里赫赫有名的彩繪牆，牆身滿載台式塗鴉，色彩斑斕。

台南的藝文小區還有海安路、神農街及正興街。海安路有“造街計劃”，在街上設置各式的裝置藝術，替老區披上新衣裳。神農街則是文化小店的集中地、當地“文青”的蒲點。至於正興街，除了是假日徒步專區，更是街頭音樂人及藝團的舞台。老城新貌，好去處可不少呢！

### 窄門中的美好時光

筆者在台南的最美好下午是在“窄門咖啡”中度過。位於台南知名二手書店“草祭”隔壁的窄門咖啡一如其名，進去時要穿過一道窄門。如果你的身型猶如洪金寶的話，則恐怕有點麻煩。咖啡室位於舊建築的二樓，店內採黃綠色調，裝修古舊淡雅，讓旅人猶如置身王家衛的電影場景。這裏的咖啡很好喝，店主也有幽默感，咖啡店的宣傳文案如此寫道：“過了窄門不一定能進天堂，但你可以過一個忘憂的下午。”忘憂的地方不就是天堂嗎？☺

**F**rench literary writer Marcel Proust said, “the real voyage of discovery consists not in seeking new landscapes, but in having new eyes.” Tainan is an old cultural town, but architectures are not the only legacy in the city. Instead, there is now a host of living historical materials in Tainan. The new vitality injected by cultural workers in recent years, for example, has turned old buildings into different art and cultural spaces. A vibrant visual feast with Chinese, Western, ancient and new elements is served.

### For the eyes of movie fans

For movie fans who enjoy taking selfies of famous attractions, Chin Men Theatre and the Japanese lodging area in Lane 321 are both “must-see” attractions of Tainan. These are the places where world-renowned director Ang Lee grew up.

Ang Lee once said, “Chin Men Theatre is where I became enlightened in movies.” Located in the west central area of Tainan, Chin Men Theatre looks quite old in terms of décor. Although it is not as modern and hip as other cinema chains, Chin Men has been playing movies for more than 60 years and it has seen the ups and downs of the Taiwan’s movie industry. Another feature of Chin Men Theatre is its hand-painted movie billboards. Painted billboards were all the rage in the 1950s. However, such way of advertising has declined since sizeable cinemas became few and far between. To date, Chin Men is the one and only cinema in Taiwan that still uses hand-painted movie billboards.

### Strolling around Lane 321

The Japanese lodging area is located on Lane 321 of Gongyuan Road. The area was formerly the dormitories of Japanese infantry and a military dependents’ village for retired Kuomintang soldiers. Ang Lee lived here when he was a child. His childhood home is still there, but since it is a private home, it is not open for viewing. Movie fans could only enjoy the breeze under the shades of the trees and guess which block was Ang Lee’s childhood home.

After the area was handed over to Tainan City Government for management in 2012, some of the dormitories were open and used for art groups in residence. It was renamed



“窄門咖啡”一如其名，進去時要穿過一道窄門。  
“Narrow Door Café” lives up to its name. To enter, one must go through a narrow door.

“Lane 321 Art Cluster”. “Printgarten” and “Tea Serving” are two of the shops in the area that have the appearance of an old Japanese building and emitting an archaic Japanese flavor with a strong dose of classic elegance from Kyoto.

### Little Kyoto

Tainan was an important port city during the Japanese ruling period. The city, as a result, has an undiluted Japanese character. Old architectures built in the Japanese style can be seen as you walk about the streets of Tainan; these include Hayashi Department Store, Land Bank, the Patriotic Women Museum, Uguisu Ryouri, Taiyan Japanese Dormitory, etc. “Daybreak 18 Teahouse”, which can be reached via WuYuan Cultural Garden, is my special recommendation. Formerly a cafeteria during the Japanese occupation period, it has become a hangout location for cultural people in recent years.

“No. 38 Pub” on Xinmei Street will give you a great evening out. The menu of this bistro features a selection of Japanese homemade dishes with a country touch. Serve them with sake, beer, and the company of the locals and toast to the starry night.

台南的和風濃得化不開。圖為台鹽日式宿舍。

Tainan has an undiluted Japanese character. This picture shows Taiyan Japanese Dormitory.



### A glimpse of an art and cultural corner

The vicinity of Yintong Village is where you can find small art and cultural shops. The owner of “Chū Tin Tōng” is a history fan. The walls of the shop is lined with historic pictures of Tainan, and this is where you will see books, board games, models, postcards, posters, etc. related to the history and culture of Taiwan. Outside of the bookstore is the famous graffiti wall of Yintong Village, which is fully covered in Taiwanese art. Other art and cultural districts in Tainan are Hai'an Road, Shennong Street and Zhengxing Street. In this old city with a new look, you will find something you like, such as installation art, street music, cultural stores, etc.

### Lovely moments through the narrow door

My best afternoon in Tainan was spent in “Narrow Door Café”, situated next to “Tsao Chi Bookstore”, the famous second hand book seller of Tainan. “Narrow Door Café” lives up to its name. To enter, one must go through a narrow door. The café is on the second floor of an old building. A yellow and green palette is chosen for the bar area and the overall decoration is old and



elegant. Travelers will be reminded of the mood of a Wong Kar-wai movie scene. The coffee here is excellent; the owner has good humor too. A promotional copy written for the café reads, “You may not be able to find paradise after going through the narrow

door, but you are guaranteed a worry-free afternoon”. Is paradise not where one forgets about his worries? 📍

相片提供：區紹熙  
Photo Source: James Au





## 台南的美食地圖 Food map of Tainan

台南美食多不勝數，不少小店都別具特色，即使撐破肚皮也不可能盡嘗一遍。筆者特別推薦下列五間食店，提供一點頭緒予選擇困難的旅人。

Amongst the countless Tainan delicacies, many small shops offer unique dishes. The writer is particularly fond of these five recommended eateries. They should offer some ideas for travelers who find it difficult to choose from a long list of great shops.

### 阿堂鹹粥 Ah Tang's Congee

毗鄰大億麗緻酒店的阿堂鹹粥是吃早點的一個好地方。這店最有名的虱目魚粥、煎魚腸及煎魚肚都是台南特色食品，不吃一回怎算到過台南？

A neighbor of Tayih Landis Hotel Tainan, Ah Tang's Congee is a good choice for breakfast. The catfish congee, fried fish intestines and fried fish maw are Tainan's specialties.

### 包成羊肉 Bau-cheng Mutton

位於阿堂鹹粥旁邊，羊肉加入藥材熬煮，堪稱人間美味，百吃不厭。老店饒富個性，開得很早，賣光羊肉湯就爽快關門。

An eatery sitting right next to Ah Tang's Congee, Bau-cheng offers muttons cooked with Chinese herbs. I dare say the food here is one of the finest of the world. The shop is like no others – it opens really early and closes as soon as its mutton soup sells out.

### 再發號肉糰 Zaifa Hao Rice Dumpling

這家位於民權路二段的百年老店始創於1872年，專賣古早口味的泉州糰。招牌食品是比一般肉糰大上一倍的八寶糰，口味創新。

In Section 2 of Minquan Road, you will find this century-old shop that commenced business since 1872. It specializes in traditional Quanzhou rice dumplings with the most authentic taste. Babao rice dumpling, its signature dish with novel flavors, is twice the size of a normal rice dumpling.

### 阿霞飯店 Ah Hsia's

位於忠義路二段的阿霞飯店在台南名氣極大，菜式為南部風味，招牌菜是紅蟳（即是蟹）米糕。因為經常客滿，建議事先訂位，如果真的滿座，可往新店錦霞樓，但菜式並非完全相同。

Located in Section 2 of Zhongyi Road, Ah Hsia's is a big name in Tainan. Its dishes paint a good picture of what southern Taiwan cooking is about. One of its signature dishes is rice pudding with crabs.

### 晶英軒 Silks House

晶英酒店是台南最新落成的五星酒店，其餐廳晶英軒出品一流，招牌菜是一鴨六吃，其中的烤鴨更勝香港沙田凱悅酒店 Shatin 18 的得獎作品。八人一席還不用二千港元，實屬“賣大包”！

Duck is the specialty of Silks House. You can try six different preparations of one duck here. The roast duck tastes even better than the award-winning version of Sha Tin 18 of Hyatt Regency in Sha Tin, Hong Kong. A table for eight costs a little less than HKD2,000 – truly value for money!

扇櫥窗是商店對外招徠生意的窗戶，對照相館自然亦不會例外。早期位於港島中、上環，一些較具規模的照相館大多是地舖，特別花心思佈置櫥窗，最喜歡張貼掛名人相片作生招牌。

### 生存之道 用盡方寸

至於一般的照相館，常見開設於閣樓或二樓，他們會利用樓梯兩旁的牆壁，掛上形形色色的相片，除了展示其照相館室內場景或一些全家福，樣貌標緻的女性相片更會放於當眼位置，吸引視線。展示相片的飾櫃沒有特定格式設計，照相館大多沿用傳統的玻璃木框櫃配以光管照明，在樓梯轉角，以油漆寫上照相館的名稱及張貼價目表，用盡每一吋空間。

### 佈景見證時代更替

一幅拍攝佈景，反映一間照相館的格調和級數，配上其他設備、裝潢，更可體現一套照相館的美學。隨着時間的更迭，這套美學亦隨之演變，從收集回來的不知名相片中，除了可從人物的衣着服飾和氣質，判斷其時代外，人物背後的佈景更是重要的訊息和資料，只需細心分析，就能準確推敲相片的年代和背後的故事。

舉例說，後期本地照相館大多數由華人經營，他們對傳統仍然堅持。踏入20世紀，中式亭台樓閣、欄柵花園的佈景依然大行其道；直至民國初年，西風東漸，社會對西方文明更趨接受和追捧，照相館也得迎合市場需要，增設更具西洋特色的擺設和佈置。

早期富中國特色的佈置，如河堤秋月、老樹盤根等，構圖上多傾向傳統山水畫意，視覺上略為平淡，不甚突出。後來這些畫師吸取西洋畫的經驗和透視法，繪出具有強烈透視感的佈景，景物前後有致，看起來更富層次和立體。相中人如置身實景現場，加上當時的相機景深較短，佈景顯得朦朧，令人感覺疑幻疑真。

不要小覷一件簡單的道具，它可以令一幅相片錦上添花，增加可觀性和藝

# 照相館回憶

## Fond Memories from Photo Studios

文化葫蘆創辦人吳文正  
Simon Go, Founder of Hulu Culture

曾幾何時，照相館總有一間在附近。可惜，這些舊式照相館已賣少見少了，你最後上照相館又是何時呢？

Old photo studios are less and less seen in Hong Kong. When did you last visit one?

術性。簡單如枱檯，已是必備的道具擺設，富經驗的攝影師，會選取配合被攝者的身份和衣着外型的枱檯，達到相得益彰的拍攝效果。

當年大部分影樓常備專為小童而設的道具，例如飛碟藤椅、三輪車、玩具小木馬等，多不勝數。拍攝期間，為了吸引嬰孩注意和望向鏡頭，攝影師準備有手搖鈴或發聲小玩具，可謂“法寶”盡出。

### 全家福隆而重之

昔日的全家福大多掛於客廳中，是老一輩對家庭一份深厚感情的肯定。今時今日，不知多少家庭仍有這種每年拍下全家福的傳統，為家人的親密和溫柔留下印記。

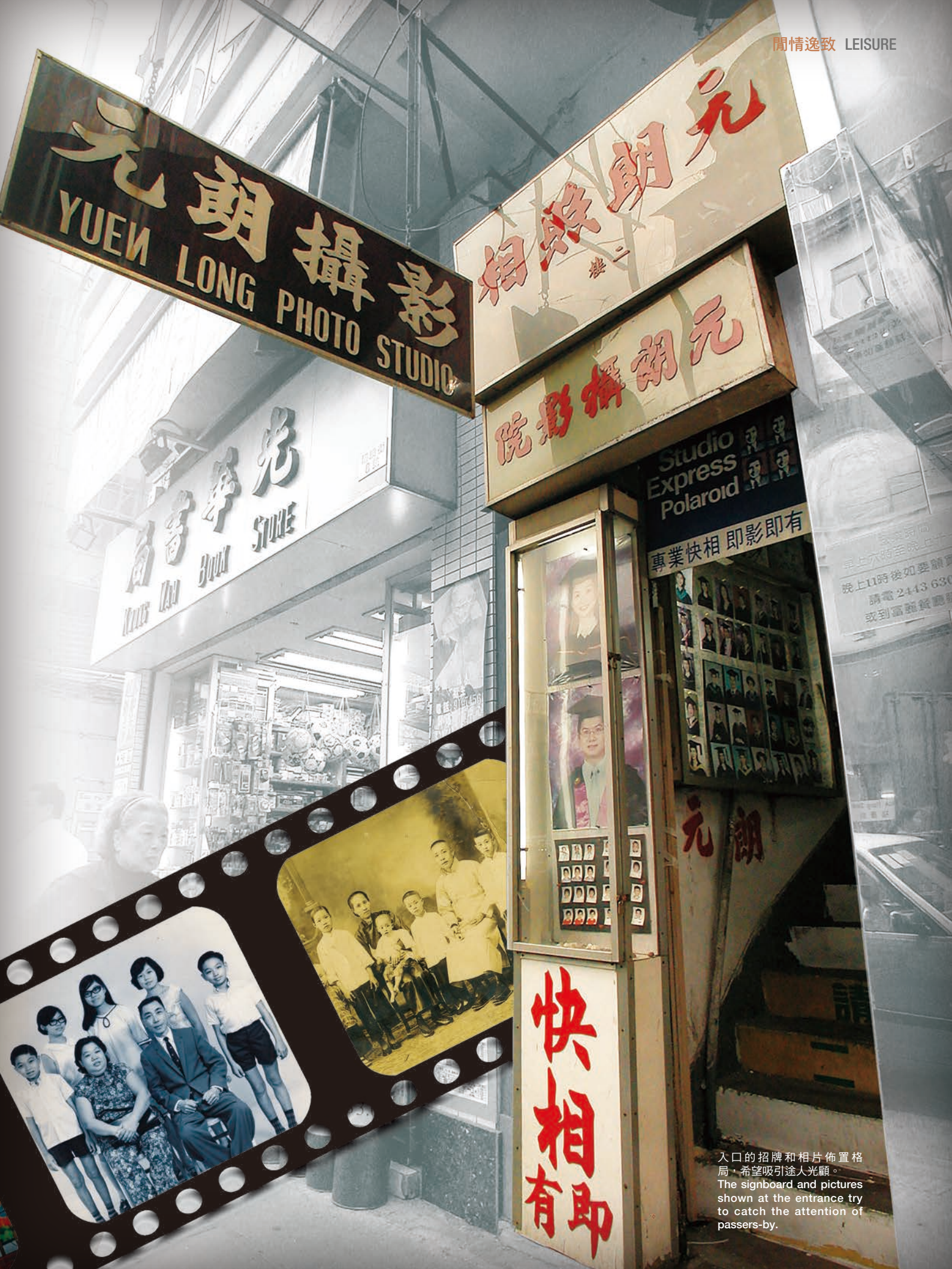
全家福的拍攝模式，長久以來都是以長幼尊卑的排列，年長的在中間正襟而坐，其他子女分散兩旁，孫侄等站在後排，最年幼的或需盤膝坐於前面。一般家庭都會在新春期間，相約到影樓拍攝，取其新氣象、好意頭。

各人都像參與一個儀式，將自己最好的一面呈現。孩子們尤其高興，因父母會特地購買新衣裳，女士們更會去理髮店燙一個時尚髮型。攝影師像扮演着“巫師”的角色，在鏡頭後面，數着“一、二、三、笑”，將這一刻凝結成永恆。

全家福呈現出不單是一幅簡單的合照，它反映了一個完整家庭的存在。從各人的面孔，可細心發現遺傳的證據，父母、子女、兄弟間的相似和氣質。除此之外，家庭成員之間的微妙關係，可能是親暱，可能是疏離，統統都可能在全家福中尋到蛛絲馬跡。

照相館正好記載了我們人生每一個的片段，見證了生命的奇妙旅程卻真實地展現在每一幅的相片中，將最美好的剎那凝住。📷





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入口的招牌和相片佈置格局，希望吸引途人光顧。  
The signboard and pictures shown at the entrance try to catch the attention of passers-by.

唐樓入口是照相館擺放相片招徠的地方。 Pictures taken by a photo studio were often displayed at the entrance of a walk-up apartment building for advertising purpose.



In the early days, sizeable photo studios in Central and Sheung Wan of Hong Kong were mostly street-level shops. They spent a lot of efforts to decorate their shop windows, and many would display pictures of celebrities as their signature works.

### Survival tactic – maximizing space use

More common photo studios are usually found in lofts or second floors. The walls beside the stairs, as a result, became a display area, where the indoors setting of the studio and family pictures taken were shown. Pictures with pretty faces of ladies would also be put in prominent locations. At the turn of the stairs, glass showcases in wooden frames lit by fluorescent lamps were placed; the name of the studio was written with paint and its price list was posted.

### Change of time shown through backdrops

The backdrops for pictures taken can always tell the mood, style and class of a photo studio. The aesthetics of such settings also change with the passage of time. You can tell when a photo was taken not only from the way the subjects dress and their overall disposition, but also from the backdrops which indeed carry very important information. If you observe and analyze carefully, you will be ready to deduce the stories behind the pictures.

For example, most local studios at that period of time were operated by Chinese



藤椅和簡單道具令拍攝中更多的選擇。 Rattan chairs and simple props gave more options to the photo-shoot.

people. When the 20th century arrived, backdrops with Chinese architectures and pavilions, garden with fences were still all the rage. In the early years of the Republic of China when cultures of the West were introduced to China, photo studios had to meet market needs by adding more westernized installations and decorations.

Early day backdrops were characterized by their strong Chinese qualities with the composition resembling the mood of traditional Chinese landscape ink paintings. Visually, they were slightly dull and dry. Backdrop painters later absorbed the experience and perspectives of western paintings. They began to create works with different levels and depths, making backdrops more stereoscopic and layered. People in the pictures looked like they were shooting on site. As the depth of field of cameras of the time was relatively narrow, the backdrops looked even more vague and hazy, creating a mood of reality and fantasy in the picture.

Even a simple prop can add magic to a picture. The simple table and chair setup, for example, was a “must-have” in studios. Experienced photographers could select the right combination to match the identity and attire of the subject.

Saucer style rattan chairs, tricycles and toy rocking ponies were kept in most studios to entertain their junior guests. During the shoot, photographers could use rattlers or sound-making toys to draw the attention of infants to look at the camera.

### Family pictures an important tradition

In the old times, studio-shot family pictures with every member of the clan were usually placed in the living room. They symbolize

the recognition of deep familial bonds of the last generation. Today, this tradition of taking a family picture at the studio every year is no longer maintained in many families.

Seniority in the family has always been the principle for a studio family picture. Seniors sit in the middle; their children on their side, grandchildren, nephews and nieces stand at the back; the youngest ones may need to sit on the floor with their legs crossed. Most families would take their studio family picture during Chinese New Year.

In fact, the shooting itself was not much different from a ritual. Children would be particularly happy, because their parents would buy them new clothes for the occasion. Ladies would even go to the hair salon and get a fashionable hairdo. A studio family picture is not just an image that has captured every one of the family. From their faces, it is not difficult to find evidence of genetic heritage. One may also tell the subtle relationship amongst members; they could be very close to each other, or they could be rather distant.

Photo studios are where the life stages of our lives are recorded. As the best moments of our life are realistically captured, these studios have become a witness to our amazing life journeys. 🌀

相片提供：吳文正  
Photo Source: Simon Go





簡單的宮廷佈景加上木頭相機，已是傳統照相館的標準裝潢。  
A simple palatial backdrop and a wooden camera were the standard decorations in traditional photo studios.



後期老影樓主要收入來自證件相拍攝，因此淨色的佈景常置當中。  
In later days, old photo studios had mainly survived on passport photos. Therefore, a monotone background is almost always placed in the middle of the shooting set.



舊區照相館佈置樸實，迎合一般街坊品味。  
Photo studios in old districts were usually decorated rustically to suit the tastes of residents of the neighbourhood.



## 各國領事聚首一堂 Consuls Mingled at Cocktail Reception

本會連續第16年舉辦領事酒會，與各國駐港領事館、外國商會聯誼。近百位駐港領事及商務參贊、商會代表及嘉賓蒞臨酒會，當中包括外交部駐港特派員公署副特派員宋如安、商務及經濟發展局局長蘇錦樑、中聯辦經濟部副部長楊益。本會永遠名譽會長蔡冠深代表致歡迎辭，並聯同副會長袁武、莊學山、馬忠禮，永遠榮譽會長霍震寰、王敏剛等一眾主禮嘉賓，向與會賓客敬酒。眾人於歡快氣氛下把酒言歡，交朋結友。(11/5)





**T**he Chamber hosted a cocktail reception to foster friendship with foreign consuls and trade commissioners for 16th year in a row. Around a hundred guests attended the event, including **Song Ruan, Deputy Commissioner of Office of the Commissioner of the Ministry of Foreign Affairs of the PRC in the HKSAR; Gregory So, Secretary for Commerce and Economic Development Bureau; and Yang Yi, Deputy Director of the Economic Affairs Department of the Liaison Office of the Central People's Government in HKSAR.** The Chamber's Permanent Honorary President **Jonathan Choi** delivered the welcome address and joint **Vice-chairmen Yuen Mo, Chong Hok-shan and Lawrence Ma** as well as **Life Honorary Chairmen Ian Fok and Peter Wong** to propose a toast to other guests. Attendees conversed and develop connections with one another in a relaxed ambience. (11/5) 📷





# 家家同樂 賀端陽

## Family Joy on Dragon Boat Festival



本會“愛心行動”假香港會議展覽中心舉辦“家家同樂賀端陽”活動。勞工及福利局局長張建宗、工聯會副會長陳有海、青少年發展企業聯盟副主席楊莉珊、香港會議展覽中心董事總經理梅李玉霞應邀出席，並聯同本會會長楊釗、副會長王國強及永遠榮譽會長何世柱擔任主禮嘉賓，與近400名基層家庭成員和青少年享用豐富自助午餐、欣賞歌唱及魔術表演。大會更向參加者派發愛心福袋和應節糉子，預祝端午佳節。

張建宗在致辭時特別介紹於5月初正式推出的低收入在職家庭津貼計劃，預計有20萬戶基層家庭受惠。愛心行動委員會主席何志佳代表致辭時亦指出，中總十分重視青少年培育發展，將繼續積極推動青少年培育工作。

此外，“愛心行動”及旭日集團將11,000隻糉子贈予基層家庭及青少年朋友，並於活動上舉行簡單而隆重的送贈儀式。午餐後參加者亦獲安排前往山頂、金紫荊廣場等地遊覽，共同歡度一個愉快週日。(15/5) 📍







The Chamber's "We Care • We Share" Campaign hosted a Dragon Boat Festival gathering at Hong Kong Convention and Exhibition Centre. Invited to officiate the event were: **Secretary for Labour and Welfare Matthew Cheung**, **Vice-chairman of Hong Kong Federation of Trade Unions Chan Yau-hoi**, **Vice-chairman of Child Development Initiative Alliance Judith Yu**, **Managing Director of HKCEC Monica Lee-Müller**, together with the **Chamber's Chairman Charles Yeung**, **Vice-chairman Wong Kwok-keung** and **Permanent Honorary Chairman Ho Sai-chu**. They joined to enjoy the lunch buffet, singing performance and magic show with nearly 400 grass root citizens and youngsters, who were also given gift packs with rice dumplings as greetings of coming Dragon Boat Festival.



In his address, Cheung introduced Low-income Working Family Allowance. It is estimated that about 200,000 families were eligible for the scheme. As a representative to address, **Chairman of "We Care • We Share" Committee Nelson Ho** said the Chamber always consider the juvenile education to be important. Therefore, the Chamber will continue to take active measures.

During the party, The Chamber's "We Care • We Share" Campaign and Glorious Sun Group presented 11,000 rice dumplings for grass root citizens and youngsters. Afterwards, a trip for visiting the Peak and Golden Bauhinia Square was arranged for the participants. (15/5) 🌀



邱國洪（右）Qiu Guohong (right)



## 首爾考察 參觀文創 晤中小企

### Studying Cultural and Creative Industries and Visiting SMEs in Seoul

**本**會組團赴韓國首爾，由永遠名譽會長蔡冠深及會董黃自強率領，考察當地文化和娛樂產業及與當地中小企建立商務網絡，並拜訪中國駐韓國大使邱國洪，了解華人在韓情況，並就中韓經貿議題交流。邱國洪表示，2015年是中韓關係發展過程中濃墨重彩的一年，簡

單概括就是“三高”：無論在政治互信程度、經貿合作品質及人文交流熱度方面，均有高質發展。

韓劇《太陽的後裔》熱潮席捲中港台，證明韓國透過創意文化產業帶來龐大經濟效益的勢頭仍然迅猛。另一邊廂，亞洲金融危機後，韓國政府加



與韓國中小企業商會簽訂合作備忘錄。  
Signing a MOU with KSCA.



於 SM Town Studio 拍照。  
Taking photo at SM Town Studio.

大了對中小企業的扶植，希望中小企不再僅僅依靠內需市場，而是培育自身國際競爭力，拓展海外市場。故是次考察，主要圍繞文創產業相關設施，亦着重於與該國中小企建立聯繫。

團隊首先參觀的仁川松島新城，是一個在面積 1,500 英畝的人工島嶼上興建的國際中央商務區。該島在仁川海岸線通過填海造地方式建造，主要建築都達到或超過 LEED 環保標準。除此以外，考察團亦參觀了擁有約 250 多間出版相關企業圖書村的坡州書城、韓國電視節目重要創作地，位於一山新城內的廣播中心、位於光化門的文化創造融合中心，以及韓國三大娛樂公司之首 SM Entertainment 所建的複合式文化廣場 SM Town 等。

在首爾期間，考察團與韓國中小企業商會晚宴聯誼，並由蔡冠深代表與該

會簽訂合作備忘錄，以加強雙方經商合作，促進聯繫。隨後，考察團亦遊覽南山谷韓屋村、K-Style Hub、國立中央博物館及北村文化中心等景點，了解韓國的傳統與現代文化。(12-15/5) 📍

**L**ed by Permanent Honorary President Jonathan Choi and Committee Member Richard Wong, the Chamber formed a study mission to Seoul in Korea to study cultural and creative industries and to build business network with the SMEs there. The delegation met with **Chinese Ambassador to Korea Qiu Guohong** for understanding the Chinese in Korea and for exchanging views on the topics of economy and trade between China and Korea. Qiu said 2015 was an important year for both countries. There were remarkable developments on political mutual trust, economy, trade and cultural exchanges.

Korean TV drama series “Descendant of the Sun” have swept across China, Hong Kong and Taiwan. It shows that cultural and creative industry is still bringing substantial economic benefits to Korea. After economic crisis, Korean government showed greater support for the country’s SMEs. It is hope that the SMEs will be able to increase their competitiveness and to expand their business to the other countries, instead of relying on local market. Therefore, the main focuses of the mission are on the facilities of cultural and creative and establishing business network with the SMEs.

The delegation first visited a new district Songdo in Incheon. It is an International Business District built from scratch on 1,500 acres of reclaimed land. Main buildings in the district are with LEED certification. Besides, the delegation also visited Paju Book City which having more than 250 book villages of different publishers, broadcasting centre in Ilsan which is the cradle of Korean TV programmes, the cultural creation and integration centre in Gwanghwamun and SM Town built by the industry leader SM Entertainment.

A gala dinner reception is hosted to foster friendship between the Chamber and Korea Small & Medium Business Convergence Association (KSCA). In order to enhance the mutual cooperation and connection, Choi signed a MOU on behalf of the Chamber with KSCA. Afterwards, the delegation visited some cultural attractions such as Namsangol Hanok Village, K-Style Hub, National Museum of Korea and Bukchon Cultural Center. (12-15/5) 📍





## 資助大專生內地交流

Sponsorship for Mainland Internship





**本**會今年再度舉辦“香港中華總商會大學生實習交流計劃”，撥款230萬元，資助本港十家專上院校舉辦共16項交流計劃。530名大學生將親赴內地，透過參與貿易、金融、醫療、法律及食品安全等多個領域的交流實習，了解國家最新發展情況。於早前的啟動儀式，本會會長楊釗，教育局副局長楊潤雄，中聯辦青年工作部處長張蔚紅，本會副會長王國強、馬忠禮，永遠榮譽會長林銘森，以及教育資助委員會主席陳智文，聯同各院校的校長、副校長、教育資助委員會委員、各院校代表、學生等逾200人，共同揭開交流活動序幕。(6/5) 

**T**he Chamber will allocate HKD 2.3 million to sponsor 16 internship programs of ten local institutes. Through the scheme, 530 students will do placements in the Mainland, with working field ranging from trading and finance to healthcare, legal industry and food safety, aiming to gain a better understanding to the recent development of their mother country. At the activation ceremony, **the Chamber's Chairman Charles Yeung, Undersecretary for Education Kevin Yeung, Director of Youth Department of Liaison Office of Central Government in HKSAR Zhang Weihong, the Chamber's Vice-chairmen Wong Kwok-keung and Lawrence MA, Life Honorary Chairman Lam Ming-sum, as well as Chairman of the Chamber's Education Funding Committee Steven Tan** joined the presidents, vice-presidents, members of University Grants Committee in addition to other representatives and students from the foresaid institutes to present the launch of the campaign. (6/5) 





南京市市委副書記、市長繆瑞林（左）介紹南京在“十三五”規劃、“一帶一路”及發展“五型經濟”的各項工作及機遇，又期望透過今次來港招商活動，推進南京與本港工商界合作。（31/5）

Miu Ruilin (left), Deputy Secretary of CPC Municipal Committee and Mayor of Nanjing, introduced Nanjing's work and opportunity in "13th Five-Year" Plan, "One Belt and One Road" Initiative and the development of "Five types of Economy". He anticipated that the cooperation between business community of Nanjing and Hong Kong will be fostered after this trip.



接待嘉賓  
Reception of  
Guests



3

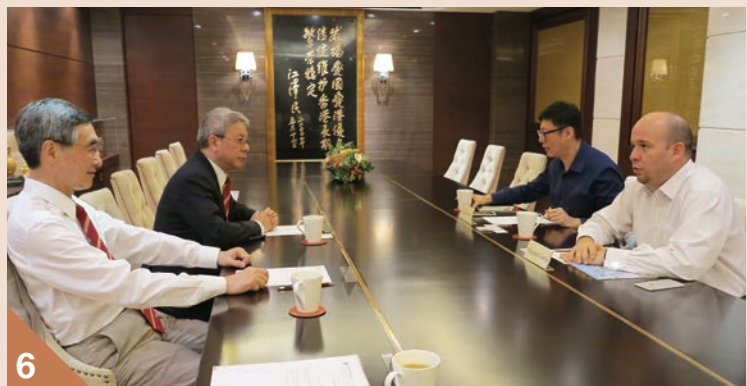


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1. 浙江省省委常委王永康（前排左三）（29/4）  
Wang Yongkang (third from left, first row), Standing Committee Member of CPC Zhejiang Provincial Committee
2. 山西省省委常委孫紹騁（前排右六）（31/5）  
Sun Shaocheng (sixth from right, first row), Standing Committee Member of CPC Shanxi Provincial Committee
3. 寧夏工商聯主席劉金虎（前排左五）（10/5）  
Liu Jinhu (fifth from left, first row), Chairman of Ningxia Federation of Industry and Commerce
4. 山東省工商聯常務副主席李法信（前排右五）（19/5）  
Li Faxin (fifth from right, first row), Executive Vice-Chairman of Shandong Federation of Industry and Commerce
5. 印尼總統顧問委員會主席 Sri Adiningsih（前排左五）（26/4）  
Sri Adiningsih (fifth from left, first row), Chairwoman of Indonesian Presidential Advisory Council
6. 墨西哥貿易專員 Alejandro Garcia（右一）（3/5）  
Alejandro Garcia (first from right), Trade Commissioner of Mexico



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6



# 會員活動 Members' Activities

1. 本會與中聯辦經濟部貿易處舉行座談會，就“跨太平洋夥伴關係協定”對本港各行業及整體經濟影響交流意見。(29/4)

The Chamber and the Trade Office of the Economic Affairs Department of the Liaison Office of the Central People's Government in HKSAR organized a forum to discuss the impact of Trans-Pacific Partnership to local businesses.

2. 聯絡委員會舉辦“香港前瞻午餐交流會”，邀請民建聯主席李慧琼及副主席周浩鼎分享看法，出席者逾60人。(20/5)

**Chairwoman of Democratic Alliance for the Betterment and Progress of Hong Kong Starry Lee** and **Vice-chairman Holden Chow** were invited to share point of view on future of Hong Kong in a luncheon meeting organized by the Liaison Committee.



3. 本會舉行“營改增”講座，邀請德勤會計師行稅務總監劉麗卿及尹佩儀講解內地“營改增”稅法及對相關行業的影響及應對措施。(18/5)

**Tax Director of Deloitte Annie Lau** and **Polly Wan** were invited to give a talk on the issue of Mainland's reform to replace business tax with a value-added tax. They introduced the impact of the reform towards different industries and possible measures to deal with it.

4. 九龍東聯絡處舉辦愛心活動，邀請近300位單親家庭人士遊覽嘉道理農場及享用盆菜，行程豐富。(30/4)

The Kowloon East District Liaison Group invited single-parent families to visit Kadoorie Farm and have Poon Choi as lunch together. Over 300 attendees shared the fruitful journey.

