

# 商 薈

CGCC VISION

## 灣區東盟攜手 GREATER BAY AREA AND ASEAN JOIN HANDS TO DEVELOP COOPERATION PLATFORM 開拓合作平台



香港中華總商會

CGCC

The Chinese General Chamber  
of Commerce, Hong Kong



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# 目錄

CONTENTS

9

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## 會長的話 CHAIRMAN'S MESSAGE

- 4 《財政預算案》引領產業發展新動能  
Budget Leads Industries to Create New Impetus

## 立會匯報 VOICE IN LEGCO

- 6 維持有利營商環境 應對經濟結構轉型  
Maintain Favorable Business Environment and Respond to Economic Transformation

## 政經縱橫 SPOTLIGHT

- 9 灣區東盟攜手 開拓合作平台  
Greater Bay Area and ASEAN Join Hands to Develop Cooperation Platform
- 16 《財政預算案》— 開源有法 節流有度  
Budget - Effective Revenue Generation and Controlled Spending
- 21 群策群力 將工商界聲音帶進立會  
Bringing Business Voices to LegCo

## 中總焦點 CGCC HIGHLIGHTS

- 26 考察前海 探索發展機遇  
Study Tour to Qianhai for Exploring Development Opportunities
- 30 會員調查：以創新驅動打造發展新亮點  
Member Survey: Driving Development Through Innovation

16



21



26





## 商海導航 TALKING BUSINESS

- 38** 遊艇經濟 揚帆啟程  
Boat Economy Sets Sail
- 42** 支援計劃助轉型 數碼營商新篇章  
Support Program Assists Transformation:  
A New Chapter in Digital Business

## 新會員 NEW MEMBERS

- 47** 新會員介紹  
Introduction of New Members

## 商會快拍 CGCC SNAPSHOT

- 48** 接待嘉賓  
Reception of Guests
- 50** 春節團拜 蛇騰喜慶  
Lunar New Year Celebrations
- 52** 會員活動  
Members' Activities



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### 香港辦事處 Hong Kong Office

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

### 廣州代表處 Guangzhou Office

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

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361-363 Lockhart Road, Wanchai, Hong Kong

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蔡冠深  
Jonathan CHOI GBM, GBS, BBS, JP

## 《財政預算案》 引領產業發展新動能

BUDGET LEADS INDUSTRIES TO CREATE NEW IMPETUS

**財**政司司長早前公佈新一份《財政預算案》，為致力恢復公共財政平衡提供清晰目標，亦就促進創新科技，鞏固金融、貿易及航運等核心產業發展，以及進一步推進粵港澳大灣區融合等提出清晰藍圖，為深化提升香港新質生產力、引領產業創新賦予新動能。

《預算案》提出“強化版”財政整合計劃，嚴格控制公共開支，並善用創新科技提升整體運作效率，更適度增加發債規模以支持基建項目，既有助推動本港債券市場發展，也為香港帶來更多新的發展機遇。長遠而言，當局可逐步探討通過擴闊稅基、改革稅制等可行性，拓寬政府收入來源，確保香港公共財政可持續性。

### 加速創科產業發展

積極投資創科產業是今年《預算案》的重點之一。特區政府提出一系列支持創科發展舉措，將發展人工智能定位為香港關鍵產業，有助推動相關技術應用鏈的形成，更為構建人工智能生態圈提供強大支持。期望當局制訂全面的發展策略，並與大灣區在技術研發和商業轉化加強合作，共同建立兼容中西的認證體系，壯大創科企業“引進來、走出去”。

當局也以改革破局思維和舉措，加速“北部都會區”建設，重點為創科產業領域投入資源，推進河套深港科技創新合作區優勢互補。事實上，強化香港與深圳協同發展，對塑造北部都會區成為經濟發展新引擎至為關鍵。建議港深兩地政府加強協作，共同打造國際一流的科研實驗設施集群，並在河套合作區內建設產業中試轉化基地，促進科技成果在港深兩園之間轉移轉化。

### 鞏固提升核心產業優勢

《預算案》亦聚焦提升香港金融服務的競爭力，包括推進上市制度改革、提升管理效率，將有助增加

香港作為上市首選地的吸引力，而優化家族辦公室、綠色和可持續金融發展等舉措，可進一步完善香港融資生態系統，更好配合本地及海外市場需要，有助鞏固香港國際金融中心地位。預算案亦提出多項措施推動金融科技创新，促進虛擬資產發展步伐，為業界把握資產交易多元化發展帶來的龐大機遇，加快建設香港成為全球數碼資產金融中心。

此外，《預算案》提出成立香港海運港口發展局，加強對推進航運產業發展的相關研究、推廣及人力培訓，並積極推進發展智慧港口、優化航運業稅務優惠等措施。我們期望新成立的香港海運港口發展局能協助香港與全球航運業界加強交流合作，推動全球海運供應鏈管理發展。香港更可促進整合航運領域的船舶交易、融資、保險等資源，為全球航運企業提供一站式支援服務，吸引更多企業在港設立國際總部或區域總部，打造香港成為國際高增值海運服務樞紐。

### 進一步促進大灣區融合

大灣區是國家新發展格局的重要支點。預算案提出多項措施加強與大灣區城市聯動，不僅為港商帶來新商機，更可為國家整體戰略貢獻力量。我們期望特區政府能加大力度，進一步促進與澳門及大灣區內地城市深化合作，推進大灣區規則銜接、機制對接，並推動在香港西九龍高速鐵路站和其他口岸實施“合作查驗一次放行”通關模式、放寬跨境口岸出入境限制，便利大灣區人流、物流、資金流、訊息流等跨境流動，推進大灣區全面邁向一體化發展。

總括而言，《預算案》為發展新產業、培育新動能提供了堅實基礎，相信在政府、企業和社會各界共同努力下，香港必能煥發新活力，融入國家發展大局，繼續綻放東方之珠的璀璨光芒。📡



“《預算案》為發展新產業、培育新動能提供了堅實基礎，相信在政府、企業和社會各界共同努力下，香港必能煥發新活力，融入國家發展大局。

The *Budget* has provided a solid foundation for the development of new industries and new impetus. Through the concerted effort of the Government, industries and various sectors, Hong Kong will gain new vigor and vitality as it continues its integration into the national development framework.”

The new *Budget*, delivered by the Financial Secretary in late February, has set clear targets for restoring public fiscal balance. It also strives to lead industrial innovations by mapping out strategies for promoting Hong Kong's core industries such as innovation and technology (I&T) and finance and deepening the city's integration into the Guangdong-Hong Kong-Macao Bay Area (Greater Bay Area).

The *Budget* has put forward a “reinforced version” of the Government's fiscal consolidation program, aiming at containing public expenditure stringently and enhancing the government's operational efficiency with the help of technology. It has also proposed expanding the scale of bond issuance to support infrastructure works projects, which will not only propel Hong Kong's bond market but also create new development opportunities for the city. To increase government revenue in the long run, the authorities can explore the feasibility of expanding the tax base and even reforming the tax regime.

### Accelerating the development of I&T industry

The new *Budget* has placed active investment in the I&T industry high on the agenda. In particular, the HKSAR Government has positioned artificial intelligence (AI) as a core industry of Hong Kong, in addition to proposing a series of measures to support I&T development. In this regard, we hope the authorities will soon come up with comprehensive strategies. We also look forward to seeing stronger cooperation with other cities in the Greater Bay Area in nurturing technological research and development (R&D) and business transformation and in building an accreditation system meeting both Chinese and international standards to attract overseas I&T enterprises to China and help Chinese I&T businesses go global.

I&T is also a priority in the development of the Northern Metropolis, which the authorities are actively speeding up. The emphasis here is on enhancing synergy and complementarity between the Hong Kong Park and Shenzhen Park in the Hetao Shenzhen-Hong Kong Science and Technology Innovation Cooperation Zone (Hetao Cooperation Zone). This, in fact, will be crucial for turning Northern Metropolis into a new economic growth engine. To this end, we suggest even closer cooperation between the Hong Kong and Shenzhen governments, including joint effort to develop a cluster of world-class scientific research laboratories and a R&D transformation and pilot production base for industries to facilitate transferal and conversion of R&D outcomes within the Hetao Cooperation Zone.

### Consolidating and increasing advantages of core industries

Another focus of the *Budget* is to increase Hong Kong's competitiveness in the provision of financial services, which will enhance the city's appeal as the preferred market for companies to list. New measures in areas like family offices and green and sustainable finance will further improve the city's financing ecosystem. The *Budget* also proposed various measures to promote fintech innovation and the development of virtual assets. The diversification of asset transactions is expected to create immense opportunities for the industry and accelerate Hong Kong's transformation into a global center for digital asset finance.

Meanwhile, the *Budget* stated that the Hong Kong Maritime and Port Development Board will be established to strengthen relevant research, promotion and manpower training. It also listed other measures such as actively developing smart port and enhancing tax incentives for the maritime industry. We hope the Hong Kong Maritime and Port Development Board will help our maritime industry strengthen cooperation and exchange with their global counterparts, and promote the development of global maritime supply chain management. Hong Kong can also facilitate the consolidation of maritime resources and provide one-stop support services to global maritime corporations, which would in turn attract more such businesses to set up their international or regional headquarters in Hong Kong.

### Strengthening Greater Bay Area integration

The Greater Bay Area is a strategic fulcrum of the country's new development pattern. The measures proposed in the *Budget* to strengthen Hong Kong's interaction with other cities in the Greater Bay Area will no doubt contribute to the country's overall strategy. We hope the HKSAR Government can intensify cooperation with Macao and the nine Mainland cities in the Greater Bay Area to promote the alignment of rules and mechanism within the area. To further facilitate the flow of people, goods, capital and information within the Greater Bay Area, the concerned cities can review the possibility of implementing the clearance mode of “collaborative inspection and joint clearance” at the Hong Kong West Kowloon high-speed rail station and other ports, and relax entry/exit restrictions at cross-border control points.

To conclude, the *Budget* has provided a solid foundation for the development of new industries and new impetus. Through the concerted effort of the Government, industries and various sectors, Hong Kong will gain new vigor and vitality as it continues its integration into the national development framework. 📍



## 維持有利營商環境 應對經濟結構轉型

### MAINTAIN FAVORABLE BUSINESS ENVIRONMENT AND RESPOND TO ECONOMIC TRANSFORMATION

廖長江 Martin LIAO GBM, GBS, SBS, JP  
立法會功能界別商界（第二）議員  
Legislative Council Member, Commercial (Second) Functional Constituency

#### 招商引資創新高 打造多元經濟格局

**根** 據世界銀行集團發表的《“營商環境成熟度評估” 2024 報告》，香港在 50 個經濟體中，屬表現最好的十個經濟體之一。與此同時，我們也看到本屆政府“搶企業”、“搶人才”的決心和成績。2024 年，母公司在海外或內地的駐港公司數目創歷史新高，達到 9,960 間。引進重點企業辦公室亦成功引進 66 間重點企業，其中近半數屬於龍頭企業，預計未來數年合共會為香港帶來約 420 億元的投資，創造約 17,000 個職位。企業來港後，政府更要協助他們配對人才和資金服務，發揮龍頭企業的聚集效應，一方面培育新興產業，打造完整的創科產業鏈；另一方面，帶動傳統產業改造升級。有了具規模的產業，自然就能吸引人才、留住人才，形成“搶企業”和“搶人才”相輔相成、互相促進的作用。除此之外，政府應當大力推廣香港文化、體育及旅遊產業的潛力，吸引更多相關企業落戶及投資，做大做強盛事經濟，促進香港產業朝多元化方向發展。

#### 克服轉型痛點 中小企需變通

近日，美國對包括香港在內的中國所有進口商品加徵 10% 關稅，環球政治經濟局勢持續不穩。香港作為細小的外向型經濟體，無論是較預期長的高息環境，還是貿易壁壘風險、競爭加劇的風險，以及本港經濟結構性轉型的挑戰，均會衝擊營商信心。生產力局今年一月公佈的調查顯示，本地中小企整體營商信心轉趨保守。中小企由於資源的限制，面對經濟波動，往往首當其衝。香港擁有超過 36 萬家中小企，佔全港商業單位總數 98% 以上，為超過 120 萬人提供就業機會，佔香港總就業人數 44%。中小企聯繫千家萬戶，是推動創新、促進就業、改善民生的重要力量。當局務必加

強維持有利的營商環境，特別是要大力支持中小企，協助它們升級轉型及開拓新的業務與市場，以適應經營環境轉變。

香港中小企轉型有四大痛點，包括誤以為政府申請資助困難、品牌創建困難、技術升級數碼轉型挑戰，以及缺乏對 ESG 的認知。現時，政府為中小企提供多項資助計劃，今年《施政報告》再推“還息不還本”，並向 BUD 專項基金注資十億元，以及擴大數碼轉型支援先導計劃的涵蓋範圍，可謂解決了部分中小企燃眉之急。銀行業亦可以在風險管理的基礎上，配合當局措施，為有需要企業提供適切支援。歸根究柢，“天助自助者”。面對消費模式改變，中小企在尋求政府幫助的同時，亦應主動提升，根據自身特點和目標市場進行變通，打造真正切合市場需求的產品，尋找長遠生存之道。

#### 傾聽業界聲音 破解勞工困局

另外，商會及業界向我反映，香港勞工不足的問題嚴重，地產、零售、建築和餐飲業都缺人。不僅有投地的大公司反映，現時勞工供應減少，令工資昂貴，導致建築費上升；以中小企為主的餐飲業同樣缺人，以致服務變差，市民北上消費加劇。現時輸入勞工，除了工資需要達到行業的中位數，還要提供住宿，外地勞工成本比本地勞工更貴，令行業爭相聘請本地勞工，導致聘請本地勞工成本更高，未能體現輸入勞工的政策目標。現時經濟低迷，而失業率長期保持在低水平，正說明了道理。長遠而言，若企業聘請不到人，最後會倒閉，員工也會連帶失業，引起惡性循環，嚴重不利香港營商環境和經濟發展。鑒於勞工及技術問題涉及不同部門，當局應該加強關注，跨部門協調，以盡快解決問題。🔗



“香港正處於經濟轉型的關鍵時期，必須持續改善營商環境，積極招商引資，並協助中小企開拓新業務、新市場。

Hong Kong is now at a critical period of economic transformation. We must continue to improve our business environment and actively attract enterprises and investments. We also need to assist SMEs in exploring new businesses and new markets.”

### Attract record number of foreign companies and enhance economic diversity

**A**ccording to a report published by the World Bank Group, Hong Kong ranks among the top 10 best-performing economies out of 50 evaluated. Meanwhile, we have also noticed the current-term Government's determination and achievement in “competing for enterprises” and “competing for talents”. In 2024, the number of companies in Hong Kong with parent companies overseas or in the Mainland reached an all-time high of 9,960. Moreover, the Office for Attracting Strategic Enterprises has successfully attracted 66 key enterprises, nearly half of which are leading enterprises. These enterprises are projected to inject a total of about HKD42 billion in investment into Hong Kong, generating about 17,000 jobs over the coming years. Post-arrival, the Government's role extends to assisting the enterprises in matching talents and funding services, while fostering emerging industries and driving the transformation and upgrading of traditional industries. A sizeable industrial base naturally attracts and retains talents. In addition, the Government should vigorously promote the potential of Hong Kong's cultural, sports and tourism sectors to attract more related enterprises to establish their presence and invest in Hong Kong, thus enhancing Hong Kong's industrial diversity.

### SMEs need to adapt to overcome transformation pain points

Recently, the US has imposed an additional 10% tariff on all Chinese imports, including those from Hong Kong, against a backdrop of ongoing global political and economic instability. Hong Kong is a small, export-oriented economy, so business confidence is susceptible to external shocks. According to a survey released by the Hong Kong Productivity Council in January this year, the overall business confidence of local SMEs has become more conservative. Due to limited resources, SMEs often bear the brunt of economic fluctuations. Hong Kong's SMEs, which link multitudes of households, are an important force in advancing innovation, enabling employment and improving people's livelihood. It is imperative for the authorities to intensify efforts to maintain a favorable business environment, especially by providing strong backing for SMEs. This includes assisting them in upgrading and transforming, as well as in exploring new business opportunities and markets to adapt to changes in the business environment.

Hong Kong's SMEs are confronted with four major pain points in their transformation. These include the misconception that

government funding is difficult to obtain, difficulties in brand building, challenges in technology upgrades and digital transformation, and a lack of awareness about ESG (i.e. environmental, social and governance) principles. The Government currently offers a variety of funding schemes for SMEs, and this year's *Policy Address* again introduced the principal moratorium for up to 12 months and injected HKD1 billion into the BUD Fund. These can alleviate some of the immediate needs of SMEs. On the basis of risk management and in tandem with the authorities' measures, the banking sector can also provide appropriate support to enterprises in need. In essence, while seeking government assistance, SMEs should take the initiative to improve themselves by adapting according to their own characteristics and target markets to create products that genuinely meet market demands.

### Heed industry feedback and resolve labor shortage

Moreover, chambers of commerce and industry representatives have expressed concerns to me about Hong Kong's severe labor shortage. Currently, the importation of labor entails wages meeting the industry's median level and providing accommodation, making imported labor more costly than local labor. This situation has led to increased competition for local labor, thus driving up the cost of local labor and undermining the policy objectives of importing labor. In the long run, if businesses are unable to get workers, they may eventually have to close down, leading to job losses and a vicious cycle that is seriously detrimental to Hong Kong's business environment and economic development. Given that labor and technical issues span multiple departments, the authorities should pay more attention and coordinate across departments to address the issues as quickly as possible. 🇭🇰

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

如對文章內容有任何意見，歡迎向廖長江議員反映。

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

#### 地址 Address:

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

電話 Tel: 2576-7121 傳真 Fax: 2798-8802

電郵 Email: legco.office.liao@gmail.com

# 灣區東盟攜手 開拓合作平台



## GREATER BAY AREA AND ASEAN JOIN HANDS TO DEVELOP COOPERATION PLATFORM

粵港澳大灣區和東盟地緣相近、人文相通，互為重要的貿易夥伴，彼此可望進一步開拓區域合作新平台。在此形勢下，香港“超級聯繫人”的角色亦越發關鍵，未來香港、大灣區和東盟可望進一步強強聯手，攜手開拓新一輪合作機遇。

The Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) and ASEAN are important trading partners for each other, and Hong Kong's role as a “super connector” is becoming increasingly crucial. Hong Kong, the Greater Bay Area, and ASEAN are expected to further strengthen their collaboration and jointly explore new cooperation opportunities.



## 林建岳 Peter Lam

### 香港是深化區域經貿合作的“超級樞紐”

### Hong Kong is a “Super Hub” for Deepening Regional Economic and Trade Cooperation



■ “成就機遇·首選香港”旨在促進香港與印尼的雙邊貿易及投資  
“Think Business, Think Hong Kong” aims to promote bilateral trade and investment between Hong Kong and Indonesia.

**隨**着香港已申請加入《區域全面經濟夥伴關係協定》(RCEP)，以及“一帶一路”倡議的持續推進，香港貿發局主席林建岳強調，貿發局正以創新外展活動、深耕東盟市場、應對地緣挑戰，並促成“三贏合作”，鞏固香港作為亞洲經貿樞紐的核心地位。

#### 全球網絡佈局 從東盟到中東

即將於旅發局履新，惟新舊崗位都是面向世界的林建岳透露，貿發局透過全球50多個辦事處網絡，持續推動“帶出去”與“引進來”並行的策略。他指出，2022年以來，貿發局組織的代表團，在香港行政長官的率領下，密集訪問泰國、沙特阿拉伯、越南等國，簽署逾百份合作備忘錄，涵蓋金融、科技、文化等領域。除此，貿發局亦組織不同外訪活動，例如：2024年10月與深圳合作的法國科技園區考察，促成歐洲與大灣區在智慧城市技術上的對接；同年八月的哈薩克斯坦物流代表團，則協助香港企業開拓中亞物流樞紐商機。

他指出，貿發局也在全球各地不同的主要商業中心舉辦海外旗艦推廣活動，並會夥拍“香港隊”(HK Inc.)的其他成員，組織近100名商界領袖的商貿考察團，向全球展示香港專業服務的優勢，以及例如創新科技等香港新興產業的發展。他們過去已在15個城市，包括雅加達、巴黎等成功舉辦“成就機遇·首選香港”活動，進一步鞏固了香港作為商貿及中外文化藝術交流國際平台的角色。

#### 應對地緣挑戰 提供創新支援

面對中美貿易摩擦與關稅風險，林建岳以數據說明香港的應變能力。儘管2017至2024年對美出口下降10%，但同期整體出口增長17%，東盟與中東市場貢獻近40%增幅。這得益於企業將生產環節分散至東南亞，並借助RCEP關稅優化擴大區域貿易。

林建岳指，貿發局同步推出多項支援計劃，例如：GoGBA一站式平台提供大灣區市場准入諮詢；T-Box升級計劃協助中小企業對接跨境電商與ESG標準；而“創業快綫”則孵化科技初創進軍國際市場。“大灣區擁有8,600萬人口，而香港正是大灣區龐大市場的理想切入點，我們相信投資者將繼續對香港的營商優勢抱有信心。”林建岳強調。

#### 東盟機遇 —— 綠色經濟與人民幣國際化

“東盟既是全球第五大經濟體，亦是香港第二大貿易夥伴，其創科、智慧城市、可持續發展等領域的增長，正與香港優勢高度契合。”林建岳強調，該局透過40多個國際展覽、會議及考察團，持續推廣香港作為金融、航運中心和創科樞紐的角色，並深化與RCEP地區的聯繫。

他以印尼遷都計劃為例，指貿發局自2019年起透過“一帶一路高峰論壇”推動合作：“2020年我們舉辦圓桌會議，促成印尼政府與中港企業探討基建及再生能源項目。2022年G20峰會期間，更向印尼官方解說如何利用香港專業服務實現智慧城市目標。”至於印尼雅加達舉行的“成就機遇·首選香港”，是貿發局於今年舉辦的首個海外推廣活動。林建岳指，會上印尼企業認同香港作為“超級聯繫人”，能助其接通大灣區及國際市場。他特別提到人民幣專題分論壇，與會者探討如何透過香港金融平台推動人民幣結算，把握兩國合作機遇。

#### “超級聯繫人”的未來使命

在區域競合與地緣變局中，香港的價值不僅在於傳統的轉口貿易，更在於其作為“系統整合者”的能力——透過專業服務、金融創新與政策協調，將內地製造實力、東盟增長潛力與國際資本無縫連結。林建岳說，貿發局的全球外展、數據化支援為香港未來的樞紐經濟創造條件。他期望，隨著RCEP深化與“一帶一路”項目落地，香港的“超級增值人”角色將在亞洲經濟版圖中持續發光發熱。



■ 香港代表團於去年七月到訪老撾萬象、柬埔寨金邊及越南河內和胡志明市  
Hong Kong delegation visited Vientiane (Laos), Phnom Penh (Cambodia) and Hanoi and Ho Chi Minh City (Vietnam) in July last year.

**W**ith Hong Kong's application to join RCEP and the continued advancement of the "Belt and Road" initiative, **Peter Lam, HKTDC Chairman**, emphasizes that the HKTDC is responding to geopolitical challenges through innovative outreach activities and deeper engagement in ASEAN markets, fostering "win-win-win cooperation" and strengthening Hong Kong's core position as Asia's economic and trade hub.

### Global network layout: From ASEAN to the Middle East

Soon to take up a new position at the Tourism Board, Lam, who has been facing the world in both old and new positions, reveals that the Trade Development Council continues to promote a parallel strategy of "bringing out" and "bringing in" through its network of over 50 offices worldwide. He points out that since 2022, the delegation organized by HKTDC has accompanied Hong Kong's Chief Executive on intensive visits to Thailand, Saudi Arabia, Vietnam, and other countries, signing over 100 memorandums of cooperation.

He notes that HKTDC also holds overseas flagship promotional events in major business centers worldwide and partners with other "HK Inc." members to organize trade missions of nearly 100 business leaders to showcase Hong Kong's professional services advantages and development in emerging industries like innovative technology. They have successfully held exchange activities in 15 cities, including Jakarta and Paris.

### Responding to geopolitical challenges with innovative support

Facing US-China trade friction and tariff risks, Lam uses data to illustrate Hong Kong's adaptability. Despite a 10% decline in exports to the US from 2017 to 2024, overall exports grew by 17%, with ASEAN and Middle East markets contributing nearly 40% of the increase. This is due to companies dispersing production to Southeast Asia and expanding regional trade through RCEP tariff optimization.

Lam indicates that HKTDC has simultaneously launched various support programs, such as: the GoGBA one-stop platform providing Greater Bay Area market access consultation; the T-Box upgrade program helping SMEs connect with cross-border e-commerce and ESG standards. "The GBA's domestic market of 86 million people, plus Hong Kong's free trade agreement with ASEAN, will serve as a buffer for Hong Kong businesses against external risks," Lam emphasizes.

### ASEAN opportunities - green economy and RMB internationalization

Lam emphasizes, "ASEAN is both the world's fifth-largest economy and Hong Kong's second-largest trading partner, with growth in areas such as innovation technology, smart cities, and sustainable development highly aligned with Hong Kong's strengths." Through over 40 international exhibitions, conferences, and delegations, the Council continues to promote Hong Kong's role as a financial, shipping, and innovation technology hub while deepening connections with the RCEP region.

Using Indonesia's capital relocation plan as an example, he points out that HKTDC has been promoting cooperation through the "Belt and Road Summit" since 2019: "Think Asia, Think Hong Kong" held in Jakarta, Indonesia, was HKTDC's first overseas promotional event this year. Lam notes that Indonesian businesses recognized Hong Kong's role as a "super connector" in helping them connect with the Greater Bay Area and international markets. He specifically mentioned the RMB thematic forum, where participants discussed leveraging Hong Kong's financial platform to promote RMB settlement and seize bilateral cooperation opportunities.

### Future mission of the "Super Connector"

Amid regional competition and geopolitical changes, Hong Kong's value lies not only in traditional entrepôt trade but also in its capacity as a "system integrator." Lam says the HKTDC's global outreach and digital support are writing new chapters for this "new hub economy." As RCEP deepens and "Belt and Road" projects materialize, Hong Kong's role as a "super value-adder" will continue to shine in Asia's economic landscape.

■ 去年舉辦的第九屆“一帶一路高峰論壇”  
The 9th Belt and Road Summit held last year.





## 蔡冠深 Jonathan Choi 落實中央要求 深化與東盟合作交往 Implementing Central Government Requirements to Deepen Cooperation with ASEAN



近年本港商界致力促進市場多元化發展，其中強化與粵港澳大灣區合作、開拓新興的東盟市場，已成為業界最大焦點。本會會長、粵港澳大灣區企業家聯盟主席蔡冠深認為，國務院總理李強在今年的《政府工作報告》中，首次提出“港澳要深化國際交往合作”，這是一個強烈的信號，香港工商界要認真領會貫徹落實。尤其是香港、大灣區及東盟各具獨特優勢，進一步促進三者的互動聯繫，有利推動區域合作邁向共贏、多贏。

### 與灣區攜手探東盟商機

他指出，東盟地區正值經濟快速增長階段，尤其大力投資於基礎建設、數字經濟、綠色轉型等領域。以東盟最大經濟體的印尼來說，當地政府銳意推進經濟加速發展、大力投資基建。蔡冠深認為，香港的全鏈條、多元化的融資市場可於上述領域大展拳腳。如印尼企業來港上市可同時接觸內地和國際資金，而不少內地和海外的實業家和投資者也能通過香港投資印尼，印尼亦可通過在本港發行債券、組成房地產投資信託基金等，為基建項目籌資。此外，近年香港在人工智能、綠色科技等領域取得不俗成果，一些創新技術相繼打進海外市場，對有意拓展創科產業的印尼而言，香港亦是理想的合作夥伴。

柬埔寨是另一個東盟的新興投資目的地，當地相當鼓勵外商前往投資，並提供多方面的優惠政策，同時對國際資金、營商管理、專業服務的需求殷切，蔡冠深表示，香港的專業服務非常熟悉國際法津和投資制度，正可與柬埔寨“強強聯合”，共尋商機。他續指，柬埔寨正積極開拓再生能源、數字經濟、綠色經濟和運輸物流的發展，而大灣區在新能源汽車、智能物流等新技術的開發具有優勢，本會亦分別與柬埔寨商務部及工業、科學、技術與創新部簽署合作備忘，加強彼此在創新科技、綠色金融、數字經濟等領域的夥伴合作，進一步促進香港、大灣區與東盟之間的商貿交流和投資。

在東盟成員國之中，越南的經濟及基建相對成熟，建有不少具規模的工業園區，並正朝向高增值產業發展，對環保要求不斷提升，對綠色金融、綠色債券的需求殷切。蔡冠深認為，本港以至大灣區的上下游企業均可攜手投資當地，拓展不同領域的合作機遇。“香港應善用國際金融和商貿中心的優勢，推動港商與越南企業加強合作。其中創科產業尤其值得關注，香港擁有多間世界

百強大學，基礎研究能力雄厚，大灣區則擁有不少具實力的科企，料可與越南的同業共同協作，走向世界。”

### 開拓投資東盟的藍海

回顧過去數十年，香港企業在東盟國家主要投資於設廠。蔡冠深建議，港商可將投資擴展至東盟的消費市場、房地產、旅遊業等，開拓業務的藍海。另一方面，現時東盟企業一般視香港為重要的海外上市地點，他認為香港可憑藉以上特質，結合大灣區數字經濟發展新引擎，與東盟建立數字經濟產業園，形成區域數位經濟與貿易規則新體系。

作為“內聯外通”的橋樑，蔡冠深強調，中總將繼續積極向東盟夥伴推介香港和大灣區商機，協助香港工商界全方位參與大灣區和東盟等區域合作發展。“我深切盼望香港能儘早加入 RCEP，進一步鞏固香港在區域經濟關係中的地位，提升香港的中介功能，相信對促進大灣區和東盟之間的經貿與投資往來可發揮更重要的作用。”

他強調，本會也將繼續助力香港工商界全方位參與大灣區和東盟等區域合作發展，進一步鞏固香港在區域經貿關係中的地位，提升香港的國際化功能。📍

In recent years, Hong Kong's business community has been committed to promoting market diversification, with strengthening cooperation with the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) and exploring emerging ASEAN markets becoming the industry's main focus. **Jonathan Choi, Chairman of the Chamber and the Guangdong-Hong Kong-Macao Bay Area Entrepreneurs Alliance**, notes that Premier Li Qiang's first mention of "Hong Kong and Macao should deepen international exchanges and cooperation" in this year's government work report sends a strong signal that Hong Kong's business sector must thoroughly understand and implement. The unique advantages of Hong Kong, the Greater Bay Area, and ASEAN can further promote interaction among the three parties, facilitating regional cooperation towards mutual benefits.

### Exploring ASEAN Opportunities with the Greater Bay Area

Choi points out that the ASEAN region is experiencing rapid economic growth. Taking Indonesia as an example, the local government is keen on accelerating economic development and heavily investing in infrastructure. He believes Hong



Kong can play a significant role in these aspects. Indonesian companies listing in Hong Kong can access both Mainland and international capital, while many Mainland and overseas industrialists and investors can invest in Indonesia through Hong Kong. Indonesia can also raise funds for infrastructure projects by issuing bonds and forming REITs in Hong Kong. Additionally, Hong Kong's recent achievements in artificial intelligence and green technology, with various innovative technologies entering overseas markets, make it an ideal partner for Indonesia's aspirations in developing its innovation and technology industry.

Cambodia is another emerging investment destination in ASEAN, strongly encouraging foreign investment with various preferential policies and showing keen demand for international capital, business management and professional services. Choi states that Hong Kong's professional services, well-versed in international law and investment systems, can form a "strong alliance" with Cambodia. He adds that Cambodia is actively developing renewable energy, digital economy, green economy and transport logistics, while the Greater Bay Area has advantages in new energy vehicles and smart logistics technologies. The Chamber has signed memorandums of cooperation with Cambodia's Ministry of Commerce and Ministry of Industry, Science, Technology and Innovation to strengthen partnership in innovation technology, green finance, and digital economy, further promoting trade and investment between Hong Kong, the Greater Bay Area and ASEAN.


Among ASEAN members, Vietnam has relatively mature economy and infrastructure, with numerous large-scale industrial parks, moving towards high-value-added industries with increasing environmental requirements and strong demand for green finance and green bonds. Choi believes that businesses from both Hong Kong and the Greater Bay Area can jointly invest locally, exploring various cooperation opportunities. "The

innovation and technology industry is particularly noteworthy, with Hong Kong's world-class universities providing strong fundamental research capabilities, while the Greater Bay Area has many capable tech companies that can collaborate with Vietnamese counterparts to reach global markets."

### Exploring Blue Ocean Investment in ASEAN

Looking back over past decades, Hong Kong enterprises mainly invested in manufacturing facilities in ASEAN countries. Choi suggests that Hong Kong businesses can expand investments into ASEAN's consumer markets, real estate, tourism and other blue ocean opportunities. Moreover, as ASEAN enterprises generally view Hong Kong as an important overseas listing destination, he believes Hong Kong can leverage these characteristics, combining with the Greater Bay Area's digital economy development engine to establish digital economy industrial parks with ASEAN, forming a new regional digital economy and trade rules system.

Choi emphasizes that the Chamber will continue actively promoting Hong Kong and Greater Bay Area opportunities to ASEAN partners, helping Hong Kong's business sector fully participate in regional cooperation with the Greater Bay Area and ASEAN. "I sincerely hope Hong Kong can join RCEP as soon as possible to further strengthen its position in regional economic relations and enhance its intermediary function."

Choi emphasizes that the Chamber will continue supporting Hong Kong's business sector in comprehensively participating in regional cooperation with the Greater Bay Area and ASEAN, further consolidating Hong Kong's position in regional economic and trade relations and enhancing its international functions. 



# 《財政預算案》

## 開源有法 節流有度

BUDGET - EFFECTIVE REVENUE GENERATION AND  
CONTROLLED SPENDING



面對持續不確定的外圍環境、複雜多變的環球政經局勢，加上香港連續三年錄得逾千億元財赤，公眾對新一份《財政預算案》如何開源節流，同時推動經濟提速發展深表關注。香港中文大學劉佐德全球經濟及金融研究所常務所長、新亞書院副院長莊太量認為，新一份《預算案》提出的舉措難以一一迎合社會各界方方面面的訴求，相信政府在“巧婦難為無米炊”情況下已力盡所能，交出一份整體滿意合格的《預算案》。

The public is deeply concerned about how the new *Budget* will increase revenue while controlling expenditure, and simultaneously accelerate economic development. **Terence Chong**, Executive Director of Lau Chor Tak Institute of Global Economics and Finance at CUHK and Associate Head of New Asia College, believes that the new *Budget*'s measures cannot satisfy all demands from various sectors of society, but the government has done its best to deliver a generally satisfactory *Budget*.



莊太量 Terence Chong

**過**去數年，全球各國及地區飽受疫情打擊，不少政府逐漸出現財赤，非單一體現於香港財政。莊太量表示，當前香港財政一時緊絀，主要源於過去數年社會支出大幅增加，對私人市場經濟的健康發展沒有影響。“最新公佈的失業率仍處於3.1%的低水平，去年第四季全職僱員就業收入中位數更按年穩健增長近5%，從就業市場的數據間接反映本港企業經營以至經濟環境仍見穩定。”

### 私人市場仍健康蓬勃

莊太量續指，香港屬高度外向及開放型經濟體系，政府在節流層面上提出減少基建項目、公務員凍薪及減少編制等措施，反之未有在提高稅務以增加收入方面有所着墨，相信是希望繼續維持私人市場蓬勃發展之舉。他呼籲商業機構或企業不應“勒緊褲頭”，在保持固有的投資之餘，亦可考慮擴充發展，這對香港整體經濟以至政府稅收帶來莫大裨益，產生“一加一大於二”的經濟效益。

### 善用資產及債券帶動經濟

談及政府增加收入的舉措，莊太量表示，目前政府主要可循資產入手。除了轉讓港鐵股權可以考慮，更重要是如何善用土地資源。賣地是政府財政的重要收入來源之

一，本年度賣地收入暫錄得約40億元，僅佔全年賣地收入目標的12%。面對複雜市場環境，莊太量建議政府適切重整賣地策略，如分拆或縮小賣地面積，吸引更多本地和海外的潛在發展商進場；研究引進代幣化於資產市場的應用，促進土地的代幣化資產交易。

《預算案》亦提出通過發債令資金靈活運用及對未來經濟作投資，料可為社會帶來更大的回報及效益。因此，未來五年政府將計劃每年發行合共1,500至1,950億元債券。有擔憂指此乃“債囤債”之舉，不利政府財政的長遠健康，但莊太量認為，相比美國、新加坡等先進經濟體系，香港特區政府的債務與本地生產總值比率處於低水平，屬穩健而可控的狀況，無需擔心會對整體經濟帶來負面影響。反之，由政府發行的債券可成為金融市場的產品，刺激相關的金融服務及產品的交流，促進金融市場的發展。

### 增大外匯基金“錢生錢”

金管局最新公佈數據指出，香港外匯基金總資產已高達四萬億港元，去年基金整體大賺2,190億港元。莊太量表示，擴充外匯基金不失為“錢生錢”之法。他以新加坡主權基金為例，與主要投資美債的外匯基金不同，新加坡主權基金投資傾向多元化，因應金融和地緣經濟發展作出迅速適切的投資決定，而且投資數額驚人，故達到可觀的息率回報，絕對是新加坡經濟的重要底氣。“期望特區政府有關部門能積極研究，打造屬於香港的財庫底氣。”

In recent years, due to the pandemic, many governments have gradually developed fiscal deficits, not just Hong Kong. Chong indicates that Hong Kong's current temporary financial constraints mainly stem from the substantial

increase in social expenditure over the past few years, which has not affected the healthy development of the private market economy. “The latest announced unemployment rate remains at a low level of 3.1%, and the median employment income of full-time employees in the fourth quarter of last year showed a steady year-on-year growth of nearly 5%, indirectly reflecting the stability of local business operations and the economic environment.”

### Private market remains healthy and vibrant

Chong further points out that Hong Kong is a highly externally oriented and open economic system. The government has proposed measures to reduce expenditure, such as cutting infrastructure projects, freezing civil servant salaries, and reducing the establishment, but has not raised taxes to increase revenue, which is believed to be aimed at maintaining the vibrant development of the private market. He urges business organizations and enterprises to consider expansion, which would bring significant benefits to Hong Kong's overall economy and government tax revenue.

### Leveraging assets and bonds to drive the economy

Regarding measures to increase government revenue, Chong states that the government can primarily work with assets. Besides considering the transfer




of MTR shares, more importantly is how to make good use of land resources. Land sales are one of the important sources of government revenue, with about HKD4 billion recorded this fiscal year, accounting for only 12% of the annual land sale revenue target. Chong suggests that the government appropriately restructure its land sale strategy, such as splitting or reducing the size of land parcels to attract more local and overseas potential developers; and research the introduction of tokenization in the asset market to promote tokenized land asset transactions.

The *Budget* also proposes using bonds to make funds more flexible and invest in the future economy, which is expected to bring greater returns and benefits to society. Therefore, the government plans to issue bonds

totalling HKD150 to 195 billion annually over the next five years. Some worry this may adversely affect the government's long-term financial health, but Chong believes that compared to advanced economies like the US and Singapore, the HKSAR government's debt-to-GDP ratio is at a low level, which is stable and controllable. Conversely, bonds issued by the government can become financial market products, stimulating the exchange of related financial services and products, and promoting the development of the financial market.

### **Expand the Exchange Fund to “generate money from money”**

According to the latest data released by the Hong Kong Monetary Authority, Hong Kong's Exchange Fund total

assets have reached HKD4 trillion, with the fund earning a total of HKD219 billion last year. Chong states that expanding the Exchange Fund is a viable way to generate revenue. Using Singapore's sovereign fund as an example, unlike the Exchange Fund which mainly invests in US debt, Singapore's sovereign fund tends to diversify its investments, making rapid and appropriate investment decisions in response to financial and geo-economic developments, and with impressive investment amounts, achieving considerable interest rate returns, which is absolutely an important economic backbone for Singapore. “I hope that relevant departments of the SAR government can actively research and create Hong Kong's own financial backbone.” 



# 群策群力 將工商界聲音帶進立會

BRINGING BUSINESS  
VOICES TO LEGCO



本會多名成員擔任立法會議員，包括**功能界別商界（第二）廖長江**常董、**金融服務界李惟宏**副會長，以及**選舉委員會界別陳仲尼**榮譽會長、**陳沛良**會董及**譚岳衡**常董。他們最近分享在立法會工作的回顧及展望，並承諾將本會和工商界聲音帶進立法會，助力盡早落實有利經濟發展的議案。

Several members of the Chamber serve as LegCo members, including **Martin Liao**, the Chamber's **Standing Committee Member (Commercial (Second) Functional Constituency)**; **Robert Lee**, the Chamber's **Vice-Chairman (Financial Services Functional Constituency)**; **Rock Chen**, the Chamber's **Life Honorary Chairman**; **Chan Pui-leung**, the Chamber's **Committee Member** and **Tan Yueheng**, the Chamber's **Standing Committee Member (Election Committee)**. They recently shared their review and outlook on their work in LegCo, and pledged to bring the voices of the Chamber and the business sector into LegCo, helping to expedite the implementation of proposals that benefit economic development.



廖長江 Martin Liao



李惟宏 Robert Lee



陳仲尼 Rock Chen



陳沛良 Chan Pui-leung



譚岳衡 Tan Yueheng

## 廖長江： 23條立法履行憲政責任

**廖**長江指出，今屆立法會主要成果之一莫過於完成基本法23條立法，履行香港特區維護國家安全的憲制責任。廖長江亦特別關注發展新質生產力、推動建設創科產業鏈、促進科研成果轉化和商品化等議題，更提出“建立健全產業鏈、供應鏈及相關服務，構建香港成為跨國供應鏈管理中心”議案。

## 李惟宏： 強化金融業“內聯外通”優勢

李惟宏表示，今屆立法會充分體現“愛國者治港”原則，開啟香港良政善治新局面。李惟宏聚焦關注金融業如何協助各行各業拓展業務，特別是在中央大力支持下，香港如何積極推動金融業改革，提供多元化金融服務，進一步鞏固國際金融中心地位，做好內地企業“走出去”和海外企業“引進來”雙向跳板角色。

## 陳仲尼： 鞏固香港國際化特色

陳仲尼強調，要鞏固香港國際化優勢，期望特區政府積極推動有助強化香港各個領域國際化的相關措施，促進內地和香港高質量發展。今年，立法會將審議《穩定幣條例草案》，完善虛擬資產活動的監管框架，這將有利鞏固香港的國際金融中心地位。

## 陳沛良： 提高私營醫療收費透明度

陳沛良關注本港市民醫療開支負擔，認為當局要推動提高私營醫療收費透明度，令私家醫院收費更加客觀、合理、透明及全面。陳沛良認同香港人口老化嚴重，未來跨境養老是大大勢所趨，促請政府推出措施，推動業界研發相關保險產品，鼓勵市民北上養老。

## 譚岳衡： 壯大銀髮經濟

譚岳衡認為，香港必須搞活資本市場，鞏固國際金融中心優勢，包括要提升上市公司質素、深化與內地市場互联互通提升流動性，以及完善長期資本的支持政策。為應對本港人口老齡化，譚岳衡建議打造銀髮經濟體系，促進養老金融、銀髮科技等產業發展，並加強與內地尤其是大灣區合作，壯大區內銀髮產業經濟發展。

## 開源節流雙軌並行應對財赤

與會議員亦就解決財政赤字表達意見，並指出香港必須積極推動經濟轉型，實現更好發展，才能解決財政困局。同時，中小企是香港經濟發展的支柱，特區政府應加大力度支援中小企升級轉型，應對挑戰。

節流方面，議員提出檢討公務員編外職位、優化長者公共交通票價優惠計劃，以及延遲推出沒有迫切性的大型基建工程。開源方面，有意見提出將部分大型基建發展項目如北部都會區證券化，加大回撥外匯基金盈餘予政府財政儲備，長遠更要着手研究改革稅制、探討擴闊稅基的可行性，以配合本港經濟結構轉型及持續發展。🔗



### **Martin Liao:** **Article 23 legislation fulfils constitutional responsibility**

**L**iao points out that one of the major achievements of the current Legislative Council is the completion of Article 23 legislation under the *Basic Law*, fulfilling the HKSAR's constitutional responsibility to safeguard national security. Liao also pays special attention to issues such as developing new productive forces, promoting the innovation and technology industry chain, and facilitating the transformation and commercialization of scientific research outcomes. Furthermore, he has proposed a motion on "establishing and improving industry chains, supply chains and related services to develop Hong Kong into a multinational supply chain management centre."

### **Robert Lee:** **Strengthening financial sector's advantage in connecting internal and external markets**

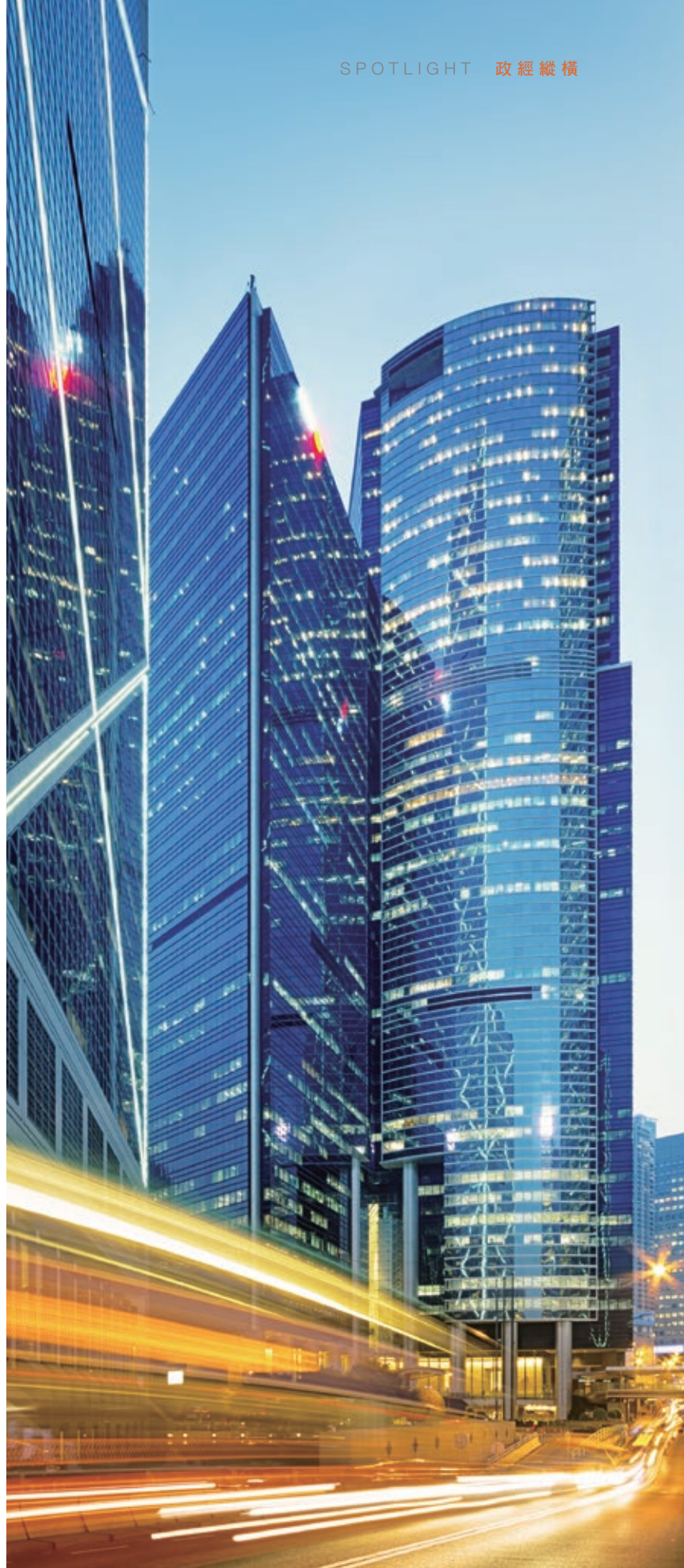
Lee notes that the current Legislative Council fully embodies the principle of "patriots administering Hong Kong," ushering in a new phase of good governance in Hong Kong. Lee focuses on how the financial sector can help various industries expand their businesses, particularly on how Hong Kong can actively promote financial sector reform with strong central government support, provide diversified financial services, further consolidate its position as an international financial centre, and serve as a two-way springboard for Mainland enterprises "going global" and overseas enterprises "coming in".

### **Rock Chen:** **Reinforcing Hong Kong's international character**

Chen emphasizes the importance of reinforcing Hong Kong's international advantages, hoping that the HKSAR government will actively promote measures that strengthen Hong Kong's internationalization across various sectors, facilitating high-quality development of both the Mainland and Hong Kong. This year, LegCo will review the *Stablecoin Bill*, improving the regulatory framework for virtual asset activities, which will help consolidate Hong Kong's position as an international financial centre.

### **Chan Pui-leung:** **Enhancing private healthcare fee transparency**

Chan is concerned about Hong Kong citizens' medical expenses burden and believes that authorities should promote greater transparency in private healthcare fees to make private hospital charges more objective, reasonable, transparent, and comprehensive. Chan acknowledges Hong Kong's serious aging population issue and believes cross-



border elderly care will be an inevitable trend. He urges the government to implement measures to encourage the industry to develop related insurance products and encourage citizens to retire in the mainland.

### **Tan Yueheng: Strengthening the silver economy**

Tan believes that Hong Kong must revitalize its capital market and consolidate its advantages as an international financial centre, including enhancing the quality of listed companies, deepening interconnectivity with mainland markets to improve liquidity, and perfecting long-term capital support policies. To address Hong Kong's aging population, Tan suggests building a silver economy system, promoting elderly care finance and silver tech industry development, and strengthening cooperation with the Mainland, especially the Greater Bay Area, to expand the region's silver industry economic development.

### **Dual approach of revenue generation and cost control to address fiscal deficit**

The LegCo members expressed their views on addressing the fiscal deficit, pointing out that Hong Kong must actively promote economic transformation and achieve better development to resolve its financial predicament. Meanwhile, as SMEs are pillars of Hong Kong's economic development, the HKSAR government should strengthen support for SMEs' upgrading and transformation to help them meet challenges.

On cost control, the LegCo members suggested reviewing non-civil service positions, optimizing the public transport fare concession scheme for the elderly, and delaying non-urgent major infrastructure projects. On revenue generation, suggestions included securitizing certain major infrastructure development projects such as the Northern Metropolis, increasing the transfer of Exchange Fund surplus to government fiscal reserves, and in the long term, studying tax system reform and exploring the feasibility of broadening the tax base to support Hong Kong's economic structural transformation and sustainable development. 



# 考察前海 探索發展機遇



■ 參觀前海展示廳  
Visiting the Qianhai Exhibition Center

## STUDY TOUR TO QIANHAI FOR EXPLORING DEVELOPMENT OPPORTUNITIES

本會與新加坡中華總商會、香港新加坡商會早前聯合舉辦“新加坡及香港·前海考察團”，推動新港深企業家加強交流互動，共同探索發展新商機。

The Chamber, Singapore Chinese Chamber of Commerce and Industry (SCCCI) and the Singapore Chamber of Commerce (Hong Kong) (SingCham HK) had earlier co-organized the “Singapore-Hong Kong • Qianhai Study Mission” to promote closer exchanges and interactions between Singapore-Hong Kong-Shenzhen entrepreneurs, and to explore new business opportunities together.

是次團員包括本會會長蔡冠深、新加坡中華總商會會長高泉慶、香港新加坡商會主席謝松發及三家合辦機構成員近60人。

考察團拜訪粵港澳大灣區企業家聯盟和前海香港商會，三地工商界人士就如何加強經貿合作交換意見。蔡冠深表示，中總作為超級聯絡人，積極發揮“引進來，走出去”的作用，聯通內地、香港與海外。香港與深圳關係密切，新加坡與香港又是長期合作夥伴，相信這次交流能推動合作無縫對接，為三地注入發展新動能。

高泉慶、謝松發對前海的前瞻佈局及創業精神深感鼓舞。高泉慶指，新加坡中總將致力發揮橋樑作用，善用科技資源為三地企業家搭橋牽線，助力中新經貿關係穩定發展。謝松發則認為，三地強強聯手，定能開拓貿易新格局。







■ 王守睿（左二）  
Wang Shourui (second from left)

深圳市委常委、前海合作區黨工委書記、前海管理局局長王守睿推介前海是合作之區、開放之區、未來之區，空間無限、機遇無窮，呼籲香港、新加坡企業家在前海投資興業，合作共贏。考察團此行亦參觀了前海展示廳，深入了解前海產業政策、交通樞紐、城市設計、未來前景等；並考察深港青年夢工場和塗鴉智能技術公司，進一步認識有關青年創業支援措施、創科技術和產業孵化。

出發前夕，本會假皇朝會為考察團成員設歡迎晚宴，並邀得新加坡駐香港總領事王首毅出席。（20-21/2）📍



■ 參觀前海深港青年夢工場北區  
Visiting North Zone of Qianhai Shenzhen-Hong Kong Youth Innovation and Entrepreneur Hub







■ (左起) 高泉慶、王首毅、蔡冠深、謝松發  
(from left) Kho Choon Keng, Ong Siew Gay, Jonathan Choi, Lawrence Chia

**T**he delegation included **Jonathan Choi, the Chamber's Chairman; Kho Choon Keng, Chairman of the SCCCI; Lawrence Chia, Chairman of the SingCham HK,** and members of the three co-organizers.

The delegation visited the Guangdong-HK-Macao Bay Area Entrepreneurs Alliance and the Hong Kong Chamber of Commerce (Qianhai), where members of the business community of the three places exchanged views on ways to enhance economic and trade cooperation. Choi said that the Chamber, as a super-connector, has

been actively playing the role of “bringing in and going out” to link up the Mainland, Hong Kong and overseas. Hong Kong and Shenzhen have a close relationship, and Singapore and Hong Kong are long-term partners. It is believed that this exchange can promote seamless cooperation and inject new momentum for the development of the three places.

Kho and Chia were encouraged by the forward-looking layout and entrepreneurial spirit of Qianhai. Kho said that SCCCI will continue to play a bridging role, utilizing its technological resources to build bridges between entrepreneurs from the three regions, and to facilitate the steady development of economic and trade relations between Singapore and China. Chia, however, believes that the strong collaboration between the three places will definitely open up new trade horizons.

**Wang Shourui, Standing Committee Member of the Shenzhen Municipal Party Committee, Secretary of the Party Working Committee of Qianhai Cooperation Zone, and Director of Qianhai Management Bureau,** promoted Qianhai as a zone of cooperation, openness, and future, with infinite space and opportunities, and called on Hong Kong and Singaporean entrepreneurs to invest and build up their businesses in Qianhai, and to cooperate for a win-win situation. The delegation also visited the Qianhai Exhibition Center to gain an in-depth understanding of Qianhai's industrial policies, transportation hub, urban design and future prospects, and visited the Qianhai Shenzhen-Hong Kong Youth Innovation and Entrepreneur Hub and the Graffiti Intelligent Technology Company to learn more about the youth entrepreneurship support measures, innovation and technology, and industry incubation.

On the eve of the delegation's departure, a welcome dinner was organized by the Chamber at the Dynasty Club and attended by **Ong Siew Gay, the Consul-General of Singapore in Hong Kong.** (20-21/2)

## MEMBER SURVEY: DRIVING DEVELOPMENT THROUGH INNOVATION

當前國際形勢複雜多變，地緣政局持續緊張等不明朗因素疊加，對今年香港經濟發展帶來相當挑戰。本會於年初進行年度會員意見調查<sup>1</sup>，受訪會員普遍對本港新一年經濟及業務經營前景較為審慎，冀特區政府能提供更多支援措施，應對目前營運挑戰，並協助企業開拓新的業務與市場發展空間，特別是鞏固和提升香港“八大中心”發展，透過發掘新增長點，為香港塑造新動能新優勢。

# 會員調查： 以創新驅動 打造發展新亮點

Amid complex and volatile international conditions, including ongoing geopolitical tensions and other uncertainties, Hong Kong's economic development faces significant challenges this year. Our annual member survey<sup>1</sup> conducted at the beginning of the year reveals that members generally maintain a cautious outlook on Hong Kong's economic and business prospects. They hope the SAR government can provide more support measures to address current operational challenges and help enterprises explore new business and market development opportunities, particularly in strengthening and enhancing Hong Kong's development as "Eight Centers," creating new growth points and advantages for Hong Kong through innovation.

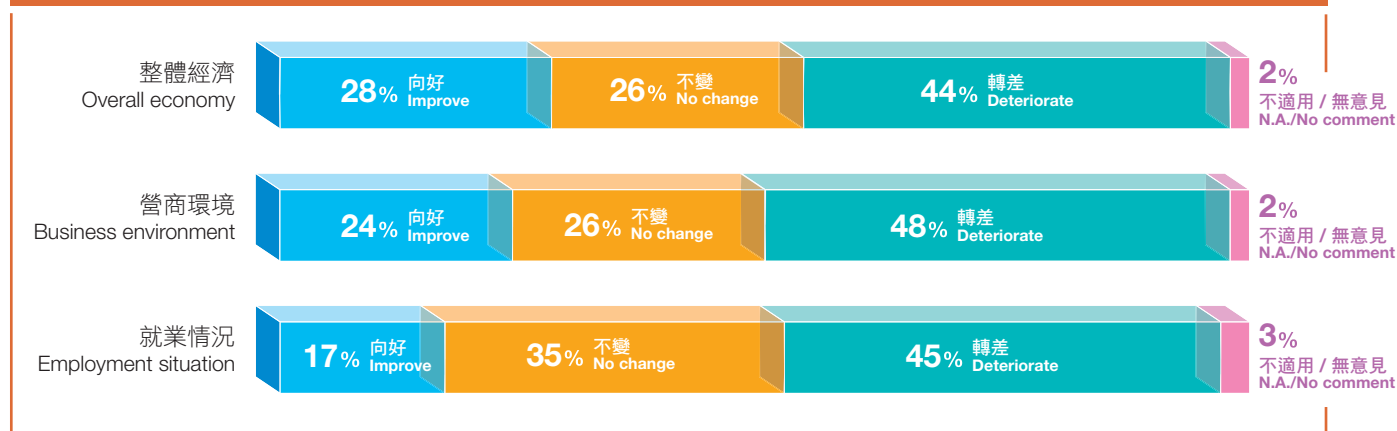
### 對前景趨審慎

#### Cautious outlook on prospects

四成多受訪會員對新一年整體經濟（44%）、營商環境（48%）及就業情況（45%）持審慎態度。三成受訪會員表示，地緣政局緊張（30%）、營運成本高企（30%）、中美關係不確定（28%）對今年經濟與營商環境構成十分大或頗大影響。從事製造業及進出口貿易的受訪會員組別對地緣政局及中美關係尤為關注。

Over 40% of surveyed members express a cautious attitude toward the overall economy (44%), business environment (48%), and employment situation (45%) in the coming year. About 30% of members indicate that geopolitical tensions (30%), high operating costs (30%), and US-China relations uncertainty (28%) will have significant or considerable impact on this year's economic and business environment. Members in manufacturing and import-export trade sectors are particularly concerned about geopolitical situations and US-China relations.

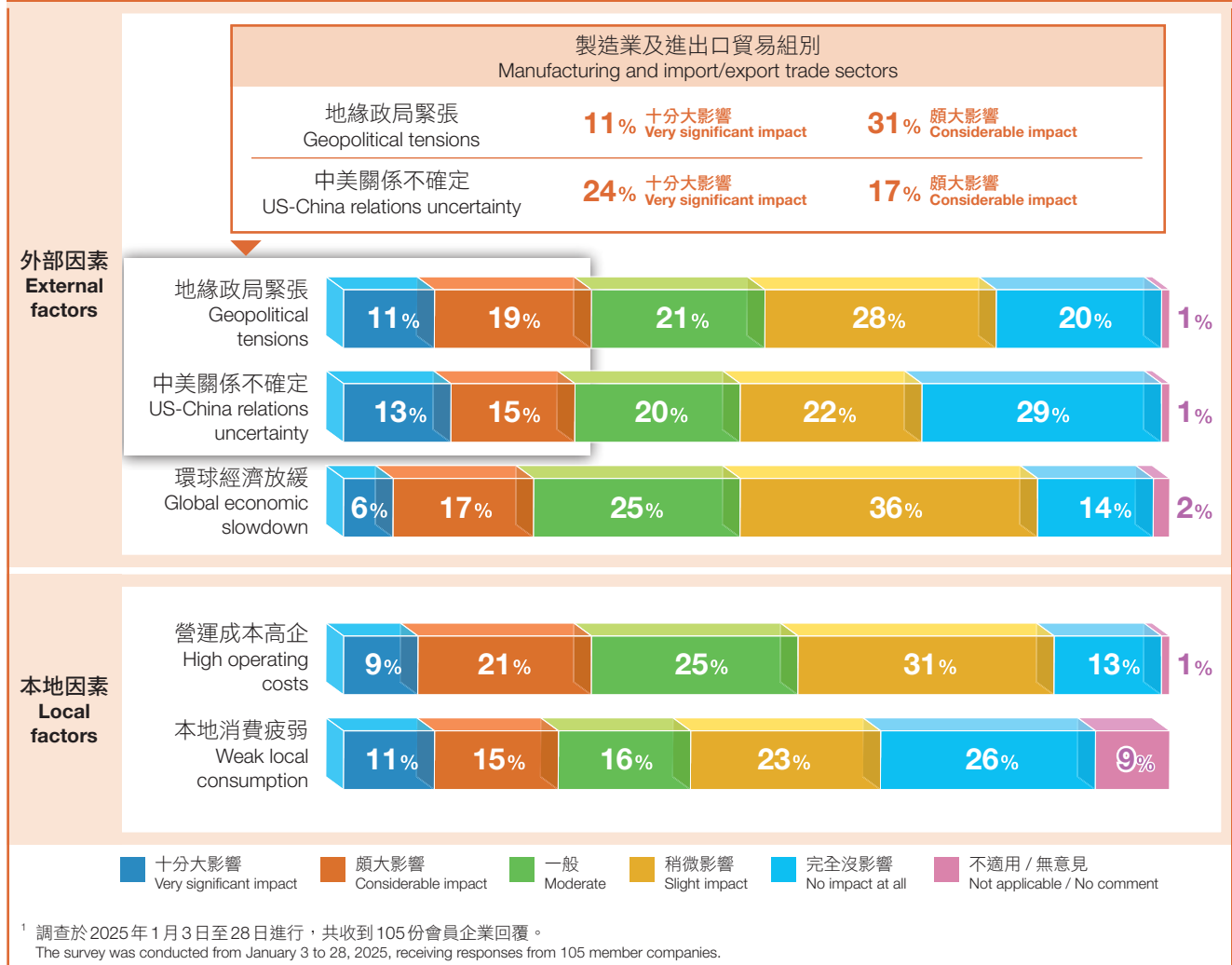
#### 與 2024 年相比，預期今年香港經濟會出現甚麼變化？ Economic changes expected compared to 2024?







### 影響今年經濟與營商環境的因素 Factors affecting this year's economy and business environment



## 對營運持審慎態度

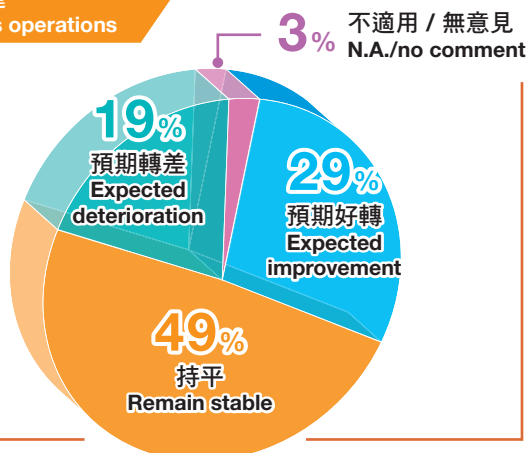
### Cautious business operations outlook

半數（49%）受訪會員預期今年公司業務營運狀況持平。超過一半（53%）表示營運部署會維持不變，近兩成（18%）受訪會員將縮減業務規模或減少投資，更有2% 會結業或關閉業務。

Half (49%) of surveyed members expect their business operations to remain stable this year. Over half (53%) indicate their operational strategies will remain unchanged, while nearly one-fifth (18%) plan to reduce business scale or decrease investment, and 2% will close their businesses.

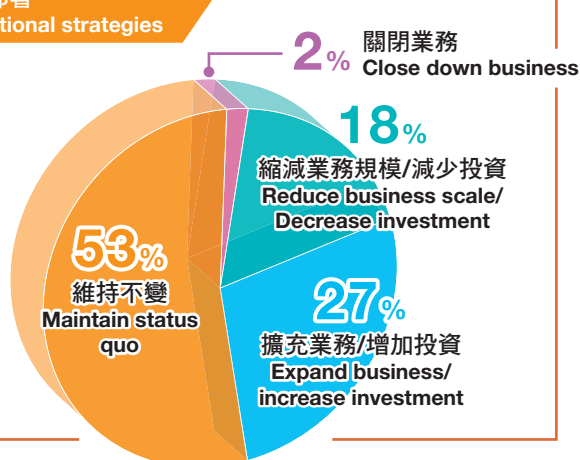
與2024年相比，預期今年公司業務營運將轉好或是轉差？  
How do you expect your company's business operations to perform this year compared to 2024?

業務營運  
Business operations



你預期今年公司會有何營運部署？  
What operational strategies does your company plan to implement this year?

營運部署  
Operational strategies



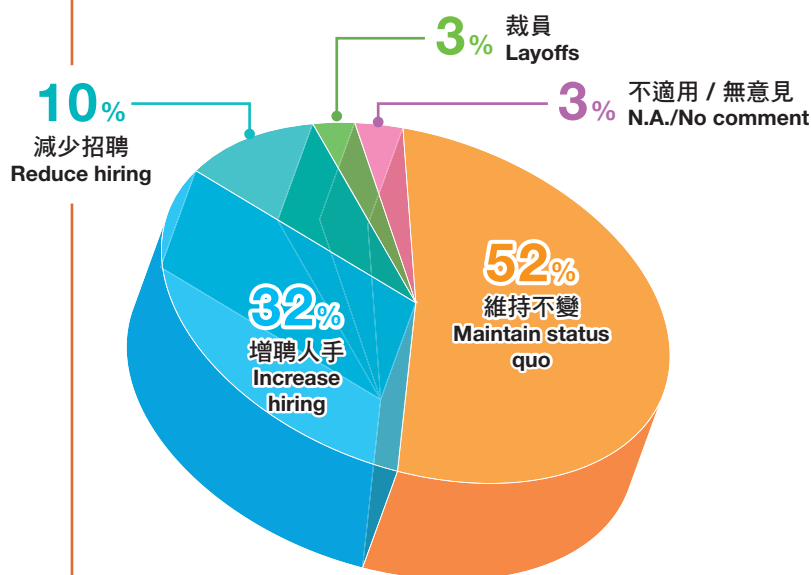
## 維持現有人力資源規模

### Maintaining current workforce size

面對經營環境的不確定性，超過一半受訪會員（52%）表示將維持公司人手不變。

Facing uncertainties in the business environment, over half of the surveyed members (52%) indicate they will maintain their current staffing levels.

預期今年公司的人手部署  
Expected workforce deployment this year



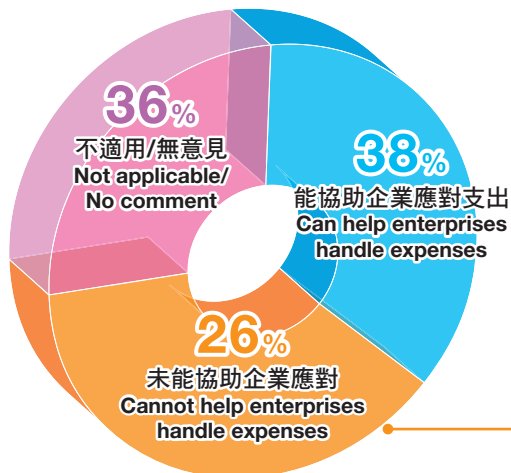
特區政府將於2025年5月1日實施取消強積金“對沖”安排，並設立資助計劃，紓緩僱主在轉制後向僱員支付遣散費／長期服務金的財政壓力。近四成受訪會員認為有關資助計劃能協助企業應對轉制後的支出。然而，有兩成多（26%）表示資助計劃未能協助它們應對支出，期望當局提供免息貸款應對轉制後的支出（82%），以及對取消“對沖”安排及資助計劃加大力度宣傳解說（59%）。

The HKSAR government will implement the abolition of the MPF “offsetting” arrangement on May 1, 2025, and establish a subsidy scheme to alleviate employers’ financial burden in paying severance payments/long service payments to employees after the transition. Nearly 40% of surveyed members believe the subsidy scheme can help enterprises cope with post-transition expenses. However, over 20% (26%) indicate that the subsidy scheme cannot help them manage the expenses. These members hope the authorities will provide interest-free loans to handle post-transition expenses (82%) and strengthen promotional efforts to explain the abolition of “offsetting” arrangements and the subsidy scheme (59%).



就 2025 年 5 月 1 日取消強積金“對沖”安排，政府將提供資助計劃分擔僱主的支出。貴公司認為資助計劃能否協助企業應對轉制後的支出？

Regarding the abolition of MPF “offsetting” arrangement on May 1, 2025, the government will provide a subsidy scheme to share employers’ expenses. Does your company believe the subsidy scheme can help enterprises cope with post-transition expenses?



#### 期望特區政府提供的支援： Expected support from the SAR Government:

**82%**

免息貸款應對轉制後的支出  
Interest-free loans to handle post-transition expenses

**59%**

加大力度宣傳解說  
Enhanced promotion and communication efforts

## 發展新質生產力

### Developing new quality productive forces

國家把加快發展新質生產力列為主要工作任務之一，香港既要把握國家這戰略部署帶來的機遇，亦要因地制宜發展自身新質生產力，促進經濟多元化發展，例如加速推進數字經濟及環境、社會和管治（ESG），為經濟增長注入新動能，提升香港整體競爭力。

七成多（72%）受訪會員表示會採用數碼科技，包括安排使用數位技術（例如網路安全、雲端、電子支付、電子商務、人工智能、物聯網、區塊鏈和沉浸式媒體等）（60%）、制定策略推行企業數碼化（55%）、提供數碼產品或服務（52%）等。

The country has listed accelerating the development of new quality productive forces as one of its main tasks. Hong Kong needs to seize the opportunities brought by this national strategic deployment while developing its own new quality productive forces in accordance with local conditions. This includes promoting economic diversification through accelerating digital economy development and Environmental, Social and Governance (ESG) initiatives, injecting new momentum into economic growth and enhancing Hong Kong's overall competitiveness.

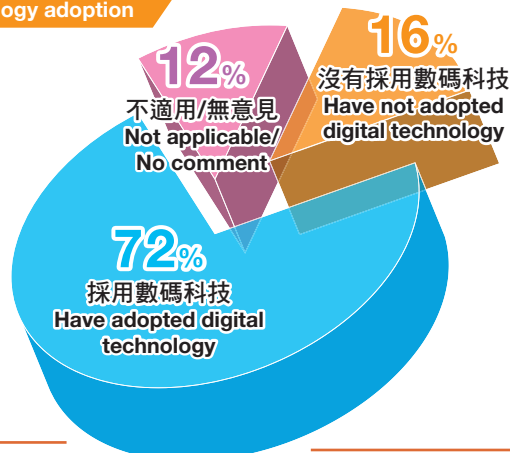
Over 70% (72%) of surveyed members indicate they will adopt digital technologies, including implementing digital technologies (such as cybersecurity, cloud computing, e-payment, e-commerce, artificial intelligence, Internet of Things, blockchain, and immersive media) (60%), formulating strategies for enterprise digitalization (55%), and providing digital products or services (52%).

#### 貴公司有否採用數碼科技？

Has your company adopted digital technology?

#### 採用數碼科技

Digital technology adoption



#### 採用數碼科技實施的安排： Implementation of digital technology:

**60%** 採用數位技術  
Adoption of digital technologies

**55%** 制定數碼化策略  
Formulation of digitalization strategy

**52%** 提供數碼產品或服務  
Provision of digital products or services

**49%** 建立內聯網文件及項目管理  
Establishment of intranet document and project management

受訪會員期望特區政府能推出措施促進數碼經濟發展，包括為企業就數碼轉型提供財政（62%）和技術顧問支援（57%），以及構建一站式網站提供數碼轉型相關資訊（43%）等。

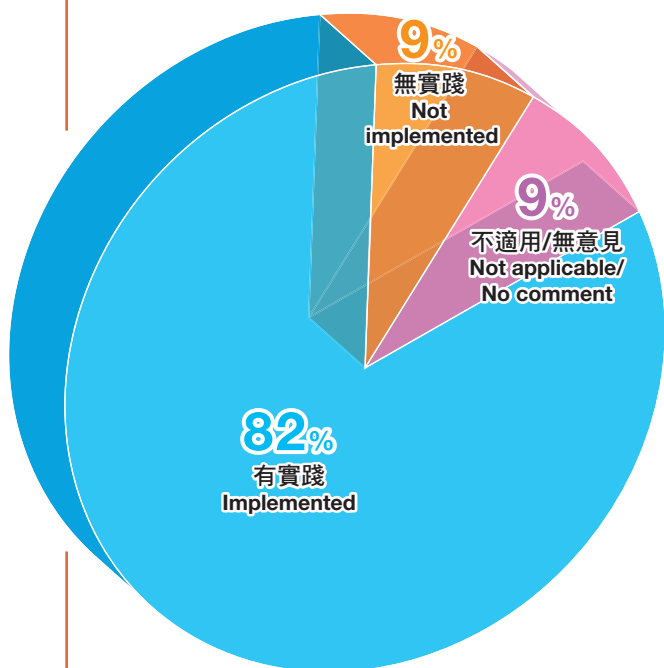
Members expect the SAR government to introduce measures to promote digital economy development, including: Financial support for enterprise digital transformation (62%) Technical consulting and support (57%) and building a one-stop website for digital transformation information (43%)

| 促進數碼經濟發展的建議<br>Suggestions for promoting digital economy development                    | 佔受訪會員百分比 (%)<br>% of surveyed members |
|---|---------------------------------------|
| 為企業數碼轉型提供財政支持<br>Provide financial support for enterprise digital transformation        | 62%                                   |
| 為企業數碼轉型提供技術顧問及支援<br>Provide technical consulting and support for digital transformation | 57%                                   |
| 構建一站式網站為企業提供數碼轉型相關資訊<br>Build one-stop website for digital transformation information   | 43%                                   |
| 推動與大灣區共建數字經濟新生態<br>Promote digital economy ecosystem with Greater Bay Area              | 38%                                   |
| 鼓勵大專院校及培訓機構提供課程<br>Encourage higher education institutions to provide training courses  | 37%                                   |
| 促進與內地及世界各地的數據交換與合作<br>Promote data exchange and cooperation with mainland and worldwide | 37%                                   |

超過八成（82%）受訪會員表示已推出實踐企業 ESG 的策略，主要包括支持慈善／義務活動及公益事業（63%）、遵行反競爭、防貪、反歧視等規範守則（54%）、以及參與社區發展事務（49%）等。

Over 80% (82%) of surveyed members have implemented ESG strategies, mainly including: Supporting charitable/voluntary activities and public welfare (63%), Compliance with anti-competition, anti-corruption, anti-discrimination codes (54%), Participation in community development (49%)

#### 貴公司有否實踐“環境、社會及企業管治”(ESG)? Has your company implemented ESG?



#### 推出實踐企業ESG的策略： Implementation of corporate ESG strategies:

- 63% 支持慈善／義務活動及公益事業  
Supporting charitable/voluntary activities and public welfare
- 54% 遵行反競爭、防貪、反歧視等規範守則  
Compliance with anti-competition, anti-corruption, anti-discrimination codes
- 49% 參與社區發展事務  
Participation in community development
- 47% 減少碳排放／實施碳審計  
Carbon reduction/carbon auditing
- 43% 訂立實踐ESG的目標  
Setting ESG implementation goals
- 42% 建立公司可持續發展管理機制  
Establishing corporate sustainability management mechanisms



受訪會員期望特區政府能推出措施協助企業向 ESG 轉型，包括提供資助、扣稅等財務支援（44%），培育本地 ESG 專門人才（43%），釐定 ESG 標準和執行準則（41%），並推行 ESG 認證、認可計劃（41%）等。

Members expect the SAR government to introduce measures to assist enterprise ESG transition, including: financial support through subsidies and tax deductions (44%), nurturing local ESG specialists (43%), establishing ESG standards and implementation guidelines (41%), Implementing ESG certification and recognition schemes (41%).

| 協助企業向 ESG 轉型的建議<br>Suggestions for supporting enterprise esg transition                                    | 佔受訪會員百分比 (%)<br>% of surveyed members |
|--|---------------------------------------|
| 提供資助、扣稅等財務支援<br>Provide financial support through subsidies and tax deductions                             | 44%                                   |
| 培育本地 ESG 專門人才<br>Nurture local ESG specialists   | 43%                                   |
| 釐定 ESG 標準和執行準則<br>Establish ESG standards and implementation guidelines                                    | 41%                                   |
| 推行 ESG 認證、認可計劃<br>Implement ESG certification and recognition schemes                                      | 41%                                   |
| 制訂相關立法和規管制度<br>Develop relevant legislation and regulatory systems   | 29%                                   |
| 與大灣區加強合作建立完善的 ESG 生態圈<br>Strengthen cooperation with Greater Bay Area to build comprehensive ESG ecosystem | 29%                                   |



## 中總建議

### CGCC recommendations

面對百年未有之大變局，香港必須主動求變，透過加強科技創新引領，與大灣區內地城市錯位發展，共同構建完備和具競爭力的創科產業鏈，並吸引更多內地及國際高端人才，與本地人才攜手為香港高質量發展賦能，為本港經濟長遠發展開拓新增長點，全面提升香港綜合競爭力。

Facing unprecedented changes, Hong Kong must proactively seek transformation through strengthening technological innovation leadership, developing complementary roles with Greater Bay Area cities, jointly building a complete and competitive innovation and technology industry chain, and attracting more high-end talent from Mainland and international sources to work with local talent in enabling Hong Kong's high-quality development, creating new growth points for Hong Kong's long-term economic development, and comprehensively enhancing Hong Kong's overall competitiveness.

#### 創新是發展新質生產力關鍵

#### Innovation is key to developing new quality productive forces

- 爭取國家支持，將重點領域的國際創科開放平台放在香港，聚集全球頂尖開發者，並增加大企業進駐香港的誘因，利用大型企業帶動產業鏈發展。
- 通過財稅政策配套支援，有序引導企業在研發和創新方面加強資源投入，並全面推進產官學研合作，實現科研成果產業化、商品化發展。
- 攜手深圳做好協同創新機制建設，匯聚全球創科資源，吸引更多龍頭創科企業落戶河套，加速建設世界級產學研平台，以及具有國際競爭力的產業中試轉化基地。
- 打造綠色金融產業高地，發展綠色金融認證產業，例如研究設立港版 ESG 認證制度，協助內地企業作出符合國際標準的 ESG 匯報。
- 提供誘因鼓勵企業推動數字化轉型，並聯同內地業界推展數字貿易、數字金融、跨境電商等領域的國際合作，提升在國際市場的發展前景和話語權。
- Seek national support to establish international innovation and technology open platforms in key areas in Hong Kong, gather global top developers, and increase incentives for large enterprises to establish presence in Hong Kong, using large enterprises to drive industry chain development.
- Guide enterprises to strengthen resource investment in R&D and innovation through supporting fiscal policies, and fully promote industry-government-academia-research cooperation to achieve commercialization of research outcomes.
- Work with Shenzhen to build collaborative innovation mechanisms, gather global innovation and technology resources, attract more leading tech enterprises to settle in the Loop, and accelerate the construction of world-class industry-academia-research platforms and internationally competitive industrial pilot transformation bases.
- Build a green finance industry highland, develop green finance certification industry, such as researching the establishment of a Hong Kong version of ESG certification system to help Mainland enterprises produce ESG reports meeting international standards.
- Provide incentives to encourage enterprise digital transformation, and collaborate with Mainland industry to promote international cooperation in digital trade, digital finance, cross-border e-commerce and other fields, enhancing development prospects and influence in international markets.

#### 加快建設人才高地

#### Accelerate building a talent highland

- 鼓勵更多本地及內地科技企業或機構以香港作為基地，以及設立海外研發機構，有效聚集全球高素質人才。
- 優化目前的工作簽證與專才計劃安排，設立新的“人才來港工作計劃”，按企業需求引進人才，並為人才設立基本的薪酬或技能標準。
- 針對特定需求龐大的產業準確提供更多誘因，梳理重點發展及各項專業範疇人才缺口，精準引才。
- 優化外勞引進政策，放寬現行聘用外勞薪酬需要不少於行業中位數的規定及配額限制。
- 設定臨時人才補充計劃政策，容許中小企申請在香港以外的辦事處員工短期來港工作，以解決人手短缺問題。
- Encourage more local and Mainland technology enterprises or institutions to use Hong Kong as a base and establish overseas R&D institutions, effectively gathering high-quality global talent.
- Optimize current work visa and talent scheme arrangements, establish new “Talent to Hong Kong Work Scheme,” introduce talent according to enterprise needs, and set basic salary or skill standards for talent.
- Provide more targeted incentives for industries with specific high demand, analyze talent gaps in key development areas and professional fields for precise talent attraction.
- Optimize foreign labor import policies, relax current requirements for foreign worker salaries to be no less than industry median and quota restrictions.
- Establish temporary talent supplement scheme policy, allowing SMEs to apply for short-term work arrangements in Hong Kong for staff from offices outside Hong Kong to address manpower shortage.





# 遊艇經濟 BOAT ECONOMY SETS SAIL 揚帆啟程

“我們的海洋文化很值得被珍視。”香港遊艇業總會主席周基倫指，香港海域的總面積比陸地更大，境內共有263個島嶼及多個沙灘，風景非常優美。同時，香港從昔日的漁港，逐步興起成為轉口港，本地船業及相關市場的基礎相當強大，為發展遊艇旅遊提供有利元素。

## 遊小島覽山水 船價並不離地

對不少人來說，遊艇是奢華的消遣，周基倫說其實不一定。“我也試過與朋友合夥購入二手帆船，每人付兩萬多元，便擁有一艘船出海玩樂。”至於購買一艘全新的入門遊艇，一般大約需要約100萬元，船內備有床和洗手間等設施。有意入手的買家，可考慮與親友合資，分攤保險、泊位及維修保養等費用，共享遊艇。

香港海域總面積達1,640平方公里，海岸線連綿1,178公里，配合怡人景色，擁有發展遊艇旅遊之天然優勢。隨着特區政府增加對發展遊艇經濟的資源投放，香港的旅遊產業藍圖將拼湊得更為完整。

With a total sea area of 1,640 square kilometers and a coastline stretching 1,178 kilometers, coupled with picturesque scenery, Hong Kong possesses natural advantages for developing boat tourism. As the SAR government increases resource allocation for developing the boat economy, Hong Kong's tourism industry blueprint will become more complete.



掃描二維碼  
觀看周基倫訪問片段



Scan the QR code to watch  
a clip on the interview with  
Lawrence Chow





近年遊艇玩家有年輕化趨勢，他們喜歡夥同友儕享受出海及水上活動的樂趣。“圍繞香港有眾多富特色的島嶼如蒲台島、糧船灣、鹽田仔等，既有歷史文化，亦有自然生態，都是出海暢遊的熱門地。”

### 政府積極規劃 跟進業界需求

周基倫表示，近年特區政府已顯著提高對發展遊艇旅遊的關注，並積極回應業界需求，他們對此深感鼓舞。“業界一直與有關當局溝通，現時香港共有逾12,000艘領牌遊艇，惟泊位少於5,000個，我們希望可以增加泊位，繼而進一步擴大遊艇旅遊的發展潛力。”

2024年《施政報告》提出推動遊艇旅遊，最新一份《財政預算案》亦有積極跟進。特區政府已邀請港鐵公司研究將紅磡站南面的臨

海及前碼頭用地打造成海濱新地標，當中包括於該處設立遊艇會的計劃。此外，機場管理局亦於年初公佈機場城市發展藍圖，該新項目名為“SKYTOPIA”，包括建設全港最大型、提供逾500個遊艇泊位的機場海灣碼頭，期望上述建設項目為本港遊艇旅遊提供堅實的發展基礎。

### 倡允牌照互認 推灣區自由行

近年遊艇業總會亦十分關注開放大灣區遊艇“自由行”進程。周基倫認為，國家的海上旅遊市場發展快速、前景廣闊，當中以大灣區和海南島為最具潛力的區域。預計到2030年，大灣區的遊艇市場規模可達1,000億港元。

“香港具備推動發展遊艇‘自由行’的條件，惟目前入港手續較為繁複，例如船上須有一名持本港船隻操作員證書的船員，成為主要制約因素。”周基倫建議當局檢視駕駛牌照管理模式、適量鬆綁，或允許香港和內地的駕駛牌照互認，以助推廣遊艇旅遊。

事實上，去年發佈的《廣東省推動遊艇產業高質量發展行動方案（2024—2027年）》已特別提出，將爭取粵港澳遊艇“自由行”試點，並就國家對港澳遊艇在大灣區出入境、航行、停泊、維修保養、旅遊等方面推行便利措施。廣東亦擬加強粵港澳遊艇互認互通，開展港澳遊艇展會、賽事等。周基倫期望在不久的將來，遊艇“自由行”可在大灣區乘風啟航。

“**O**ur maritime culture is worth treasuring,” says **Lawrence Chow, Chairman of the Hong Kong Boating Industry Association.** He points out that Hong Kong's sea area is larger than its land area, with



周基倫  
Lawrence Chow

263 islands and numerous beaches offering beautiful scenery. Meanwhile, Hong Kong's evolution from a fishing port to an entrepôt has built a strong foundation in local shipping and related markets, providing favorable elements for developing boat tourism.

### Boats not out of reach

While many consider boating a luxury pursuit, Chow says this isn't necessarily the case. “I've experienced co-purchasing a second-hand sailboat with friends, each paying just over HKD20,000 to own a vessel for sea adventures.” As for buying a new entry-level boat, it generally costs about HKD1 million, equipped with facilities like beds and bathrooms. Potential buyers can consider joint ownership with family and friends, sharing insurance, berthing, and maintenance costs.

Recent years have seen a trend toward younger boat enthusiasts who enjoy sharing seafaring and water activities with peers. “Hong Kong is surrounded by many distinctive islands like Po Toi Island, High Island, and Yim Tin Tsai, offering both historical culture and natural ecology, making them popular destinations for sea excursions.”

### Government's active planning follows industry needs

Chow indicates that the SAR government has significantly increased its focus on developing boat tourism in recent years and actively responds to industry needs, which they find encouraging. “The industry has



been communicating with relevant authorities. Currently, Hong Kong has over 12,000 licensed boats but fewer than 5,000 berths. We hope to increase berthing spaces to further expand boat tourism's development potential."

The 2024 *Policy Address* proposed promoting boat tourism, with active follow-up in the latest *Budget*. The SAR government has invited the MTR Corporation to study transforming the waterfront and former pier area south of Hung Hom Station into a new harbourfront landmark, including plans for a boat club. Additionally, the Airport Authority announced the SKYTOPIA development blueprint early this year, including plans for Hong Kong's largest marina with over 500 boat berths at the airport bay, expected to provide a solid foundation for local boat tourism development.

### Advocating license recognition and Greater Bay Area "free travel"

The Boating Industry Association has been closely monitoring the progress of opening up Greater Bay Area boat "free travel." Chow believes that the national maritime tourism market is developing rapidly with broad prospects, with the Greater Bay Area and Hainan Island being the most promising regions. The Greater Bay Area's boat market is expected to reach HKD100 billion by 2030.

"Hong Kong has the conditions to promote boat 'free travel,' but current entry procedures are complex, such as requiring a crew member with a Hong Kong vessel operator certificate, which is a major constraining factor." Chow suggests authorities review the driving license management model,

implement appropriate relaxations, or allow mutual recognition of Hong Kong and Mainland driving licenses to help promote boat tourism.

In fact, last year's *2024-2027 Action Plan for High-Quality Development of the Boat Industry* specifically proposed pursuing a pilot program for Guangdong-Hong Kong-Macao boat "free travel" and implementing facilitation measures for Hong Kong and Macao boats regarding entry-exit, navigation, berthing, maintenance, tourism and other aspects in the Greater Bay Area. Guangdong also plans to strengthen boat mutual recognition and connectivity among the three regions, developing boat exhibitions and events. Chow hopes that boat "free travel" will soon set sail in the Greater Bay Area. 🚢

# 支援計劃助轉型 數碼營商新篇章



## SUPPORT PROGRAM ASSISTS TRANSFORMATION: A NEW CHAPTER IN DIGITAL BUSINESS

在競爭激烈的市場中生存和發展，數碼轉型十分關鍵。有本地中小企藉參加“數碼轉型支援先導計劃”提升了效率，並擴展了客源。

In a highly competitive market, digital transformation is crucial for survival and development. Some local SMEs have improved efficiency and expanded their customer base by participating in the “Digital Transformation Support Pilot Programme” (DTSP).



陳思源 Eric Chan



■ 燒臘店透過“計劃”推行數碼轉型，加快了堂食及外賣落單，提振了銷售效率。  
The roast meat shop implemented digital transformation through the DTSP, speeding up dine-in and takeout ordering, which boosted sales efficiency.



■ 美容公司亦透過“計劃”順利了拓展內地市場。  
The beauty company also successfully expanded into the Mainland market through the DTSP.

**當**前市場環境迅速變化，消費者的購物模式亦已大有不同。他們不僅重視產品質量，還強調服務便捷及購物體驗優質。網上購物及無現金支付成為新常態，對傳統中小企帶來前所未有的挑戰。要在競爭激烈的市場中生存和發展，數碼轉型變得尤其關鍵。

中小企是本港經濟的中流砥柱，**數碼港首席公眾使命官陳思源**指，他們實施數碼轉型，對促進香港數字經濟發展提供了莫大動力。他留意到，許多中小企均認同數碼轉型有所必要，但面對成本和技術等挑戰，不免為之卻步。在數碼轉型的過程中，他發現企業主要面對三大挑戰：不知如何選擇合適的數碼方案供應商、缺乏技術人員、受到資金限制。

### 涵蓋範圍增 企業反應佳

為了協助中小企有效地應對這些挑戰，陳思源指，政府撥款五億港元推出“數碼轉型支援先導計劃”（下稱“計劃”），為合資格的企業提供資助和預先經過審核的現成科技方案。

陳思源說，去年“計劃”在餐飲業及零售業順利開展。為了讓更多中小企受惠於此計劃，數碼港去年底擴大“計劃”的涵蓋範圍，將其延伸至旅遊及個人服務業，支援更多與市民生活息息相關的重要領域。他透露，截至今年一月底，數碼港已提供來自超過120方案

供應商，逾860個方案組合供中小企選擇，並收到超過6,000宗申請。

他續指，“計劃”推出以來，獲得相關中小企的正面反饋，許多尋求業務突破的傳統老店也積極參與。大部分參與計劃的中小企認為相關安排有助降低經營成本、提升營運效率及擴展客源。

陳思源闡釋，參與計劃的數碼科技方案涵蓋電子支付系統及店面銷售、線上推廣及客戶管理及優惠系統。中小企可就本身業務需要選擇合適的方案，而每家獲批中小企最多可獲資助項目總開支的50%或五萬港元（以較低者為準）。他希望，計劃能協助中小企迅速踏出數碼轉型第一步，增強自身競爭力，提升營運效率及服務質素，並充分體驗數字經濟帶來的諸多裨益。

### 經營實例 轉化業務

陳思源舉例，一家擁有40多年歷史的燒臘店，正是數碼轉型的成功案例之一。為吸引更多旅客光顧，燒臘店參與了“計劃”，並採用了二維碼自助點餐、電子支付系統及小紅書推廣等數碼科技方案，藉以增加營運效率及開拓新客源。陳思源引述數據指，自燒臘店採用這些數碼方案後，其業績在短時間內就錄得30%增長，成績讓人鼓舞。

他續舉例，一家有超過60年歷史的美容及美甲產品公司亦透過“計劃”，採

用了小紅書“軟性口碑”線上推廣方案，順利拓展內地市場。經過多位網紅親自探店並在小紅書上發文介紹他們的產品後，明顯有效提高客戶關注，其產品的查詢量亦有顯著提升，有助轉化業務。

透過這些支持措施，陳思源期望與中小企共同促進香港的經濟增長和創新發展。他鼓勵中小企宜把握此良機，積極參與計劃，提升自身的競爭力，共同助力香港經濟的數碼化轉型。

資料來源：數碼港

**T**he modern market is evolving at an unprecedented pace, and consumers shopping habits have changed drastically. Today's consumers not only prioritize product quality but also convenient, high-quality service and a seamless shopping experience. Online shopping and cashless payments are now the new norm, presenting traditional SMEs with new challenges. To survive and thrive in this competitive landscape, digital transformation plays a crucial role.

SMEs form the backbone of Hong Kong's economy, **Eric Chan, Chief Public Mission Officer of Cyberport**, points out that their digital transformation is a significant driver of the city's digital economic



development. He notes that while many SMEs recognize the need to evolve digitally, they often hesitate due to concerns about cost, technology and implementation. The three primary challenges SMEs face are: difficulty in selecting the right digital solution providers, shortage of skilled technical staff, and budget limitation.

### Increased coverage with positive business response

To assist SMEs overcome these hurdles, Chan explains that the government has allocated HKD500 million to launch the DTSP, providing eligible SMEs with funding and access to pre-approved, ready-to-use solutions.

Chan says the DTSP was successfully launched last year to support SMEs in the F&B and retail sectors. To extend the benefits to a wider range of businesses, Cyberport expanded the DTSP's scope late last year to include the tourism and personal services industries – sectors vital to the daily lives of Hong Kong citizens. He reveals that as of the end of January this year, Cyberport offers SMEs a selection of over 860 solution combinations from more than 120 pre-vetted solution providers, and has received over 6,000 applications.

He continues to point out that since its inception, the DTSP has been well received by the participating SMEs, including many established businesses seeking to modernize their operations. Most participating SMEs report that the DTSP has effectively helped them reduce operating costs, enhance operational efficiency, and expand their customer base.

Chan explains the supported digital solutions encompass “digital payment solutions and shopfront sales”, “online promotion,” and “customer management and loyalty solutions”. SMEs can choose solutions tailored to their specific business needs. Each approved SME can receive funding for up to 50% of the total project cost, or a maximum of HKD 50,000, whichever is less. He hopes the DTSP can assist SMEs take that crucial first step toward digital transformation, enhancing their competitiveness, improving operational

## 如何參與“數碼轉型支援先導計劃” How to Participate in the DTSP



數碼港於去年年底公佈擴大“計劃”的涵蓋範圍，由餐飲及零售業延伸至旅遊及個人服務界。中小企可透過“計劃”的一站式網站選擇合適方案並提交申請，審批過程一般可於收到申請人完整資料後兩個月內完成。如有任何查詢，歡迎電郵或致電熱線與“計劃”秘書處聯繫。

Cyberport announced the expansion of the DTSP's coverage at the end of last year, extending it from the catering and retail sectors to the tourism and personal services industries. SMEs can select suitable solutions and submit applications through the DTSP's one-stop website. The approval process can generally be completed within two months after receiving the applicant's complete information. For any inquiries, please contact the DTSP Secretariat via email or hotline.

電郵 **Email:** [dtsp@cyberport.hk](mailto:dtsp@cyberport.hk)  
熱線 **Hotline:** 2599-7501

網站 **Website:**  
<https://dtsp.cyberport.hk/>



efficiency and service quality, and fully realize the benefits of the digital economy.

### Business Examples: Transforming Operations

Chan cites an example of a 40-year-old roast meat restaurant. To attract more tourists, the restaurant joined the DTSP and implemented digital solutions such as QR code self-ordering, electronic payment systems, and social media marketing, aiming to improve the operational efficiency and broaden their customer reach. Chan points out that since adopting these digital solutions, the restaurant has seen an encouraging 30% increase in revenue in a short period.

Chan further exemplifies with a beauty and nail products company with over

60 years of history. Through the DTSP, they successfully expanded into the Mainland market by implementing a “soft marketing” strategy on Xiaohongshu. By collaborating with influencers who visited their shop and shared their experiences and product reviews, they significantly increased customer engagement and product inquiries, leading to increased sales conversions.

Through these support measures, Chan hopes to foster economic growth and innovation in Hong Kong in partnership with SMEs. He encourages SMEs to seize this opportunity, participate in the DTSP to enhance their competitiveness, and collectively drive the digital transformation of Hong Kong's economy. 📱

Source: Cyberport

# 新會員介紹

## INTRODUCTION OF NEW MEMBERS

### 哲大（亞洲）有限公司 Art Chain (Asia) Co Ltd

**卓瑞康先生 Mr CHEUK Sui-hong**  
首席執行官 CEO

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### 植振輝律師事務所 Tonys Lawyers

**何敬翔先生 Mr Derek HO**  
合夥人及法律講師 Partner and Law Lecturer

家庭法律專家，致力維護家庭和諧與權益保障  
Family Law Specialist Providing Tailored Litigation Support & Alternate Dispute Resolution

☎ (852) 2867-7000 ✉ derek.ho@tonyslawyers.com  
🌐 www.linkedin.com/in/hoderek/

### 復星財富國際控股有限公司 Fosun Wealth International Holdings Ltd

**金華龍先生 Mr JIN Hualong**  
董事長 Chairman

香港數智化全球財富管理平台  
Digital & Intelligent Global Wealth Management Platform in Hong Kong

☎ (852) 2979-6805 ✉ jane.yin@fosunhn.net  
🌐 www.fosunwealth.com

### 鄭關律師事務所 Cheng & Kwan Lawyers

**關啟宇先生 Mr KWAN Kai-yu**

合夥人 Partner

商業及一般訴訟、收購合併、商業法律諮詢

Commercial & General Litigation, Merger & Acquisition, Commercial-Legal Consultancy

☎ (852) 2836-3388 / (852) 6435-5272  
✉ billy.kwan@smclawyers.com.hk

### MIGO Corporation Ltd

**賴如歆女士 Ms Juhsin LAI**

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### 五糧液國際（香港）有限公司 Wuliangye International (HK) Ltd

**劉薇女士 Ms Ashley LIU**

副經理 Deputy Manager

貿易、銷售、市場營運等範圍

Trading, Sales & Marketing of Wuliangye Chinese Baijiu

☎ (852) 2155-9955 ✉ ashley.liuwei@outlook.com

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## 接待嘉賓 RECEPTION OF GUESTS



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1. 黑龍江省港澳辦主任吳文革（右）（3/3）  
Wu Wenge (right), Director of the Hong Kong and Macao Affairs Office of Heilongjiang Province (3/3)
2. 天津港（集團）有限公司總裁焦廣軍（右五）（19/2）  
Jiao Guangjun (fifth from right), President of Tianjin Port (Group) Co Ltd (19/2)
3. 廣州市大灣區辦常務副主任兼市發展改革委副主任陳旭（前排中）（14/2）  
Chen Xu (middle, front row), Executive Deputy Director of the Guangzhou Greater Bay Area Office and Deputy Director of the Guangzhou Municipal Development and Reform Commission (14/2)
4. 江門市商務局副局長鍾偉堅（前排左四）（20/2）  
Zhong Weijian (fourth from left, front row), Deputy Director of Jiangmen Municipal Bureau of Commerce (20/2)



4





本會舉行元老春茗聚會，招待本會首長及各位退任前輩。各人互道祝福，並分享當年點滴。(20/2)  
The Chamber greeted and celebrated the New Year with the Chamber's current leaders and retired seniors. (20/2)

# 春節團拜 蛇騰喜慶

## LUNAR NEW YEAR CELEBRATIONS

**福** 蛇迎春！本會舉行多場團拜活動，眾人辭舊迎新、歡度佳節。🐍

**H**appy Year of the Snake! The Chamber held spring gatherings to wish everyone the best. 🐍



青年委員會舉行新春團拜晚宴，席間安排遊戲及大抽獎，各成員及親友共慶新春，場面歡欣。(10/2)

Enjoy the games and lucky draw! Members of the Young Executives' Committee celebrated the festival in a joyous atmosphere. (10/2)







婦女委員會今年的新春團拜特設“財神到”環節及“乒乒乓乓迎新春”競技遊戲，活動豐富。(13/2)

The gathering of the Ladies' Committee this year included special sessions of "The God of Fortune is at your door" and "Let's play Ping Pong". (13/2)



會員服務及地區事務委員會舉辦新春聯歡晚宴暨義工嘉許禮，獲民政及青年事務局局長麥美娟蒞臨主禮。(19/2)

The Members' Services and District Affairs Committee held a Gala Dinner and Volunteer Appreciation Ceremony, with **Alice Mak, Secretary for Home and Youth Affairs**, officiating at the event. (19/2)



## 會員活動 MEMBERS' ACTIVITIES



1. 創科及產業委員會一行參觀數碼港 AI 實驗室及 AI 超算中心，了解 AI 技術的應用與發展，以及其在提升香港研發實力、促進創新技術轉化落地發揮的作用。(25/2)

Members of the Innovation, Technology and Industry Committee visited Cyberport's AI Lab and AI Supercomputing Centre to learn about the application and development of AI technology, as well as its role in enhancing Hong Kong's R&D capabilities. (25/2)

2. 文化委員會組團參加香港藝術中心文化展及酒會，欣賞珍藏的藝術品，並參觀具建築特色及歷史價值的山頂傳統歐陸式大宅。(20/2)

A delegation from the Culture Committee attended an exhibition and reception at the Hong Kong Arts Centre, where they admired the artworks and visited a traditional European-style mansion on the Peak with its architectural and historical value. (20/2)

