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# CMA Monthly Bulletin

香港工業再展翅 締造輝煌新一頁

9月號  
September 2024

# 進軍



# 消費市場知一二

## Tips for Tapping into the ASEAN Consumer Markets

9月號  
September 2024

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東盟作為亞洲第三大經濟體，與中國內地和香港的雙邊貿易持續增長，其市場重要性正日益凸顯。香港商界應抓住這一機遇，及早布局，在當今複雜的市場環境下尋找新的出路。

東南亞國家與香港地理位置接近，且是不少華人聚居的區域，使雙方在文化交流中有許多共鳴。然而，東盟各國各自擁有獨特的文化背景，社會規範、價值觀及習俗也各有不同，不能簡單地用單一的文化概念來概括。此外，各國的發展水平和經濟結構差異顯著，企業若想拓展當地市場，應根據各地特點制定相應的策略。

As Asia's third-largest economy, the Association of Southeast Asian Nations (ASEAN) is witnessing continuous growth in its bilateral trade with Mainland China and Hong Kong, further enhancing its market significance. The Hong Kong business community should seize this opportunity and explore new avenues for success in today's complex market environment.

Southeast Asian countries are geographically close to Hong Kong and are home to many Chinese communities, which fosters positive cultural exchanges between the two. However, the diverse ASEAN countries also possess unique cultural identities, social norms, values, and customs that cannot be easily summarised by a single cultural framework. Moreover, there are significant differences in the levels of development and economic structures among these countries. Therefore, businesses looking to expand into these markets should formulate corresponding strategies based on their market characteristics.

### 由點到面擴張 因地制宜發展

以行政長官李家超早前訪問的越南、柬埔寨及老撾3國為例：越南的中產階級快速增長，消費者重視口碑，家人和朋友的意見對購買決策影響較大；柬埔寨每月人均收入雖只有300美元，但消費觀念較為放縱，偏好在吃喝娛樂上花費。老撾雖然經濟發展水平較低，但中老鐵路的建成有望推動當地市場更加開放。

其他東盟國家的消費特徵同樣各具特色。新加坡的消費者重視產品品質，樂意為客製化產品支付更高價格；馬來西亞的消費者則非常看重品牌的聲譽。泰國消費者較崇尚潮流生活方式，並深受韓流影響；而菲律賓的消費者更喜愛實體店的購物體驗；印尼市場規模龐大，但印尼政府為了保護當地企業，對外商採取了一些保護主義措施，免稅門檻及實際稅率高於其他東盟國家，此外，當地消費者亦極為支持「印尼製造」的產品，因此本地元素十分重要。

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儘管各國的消費特徵有所不同，但也存在共通點。例如，除了新加坡和馬來西亞，其他國家的GDP普遍不高，性價比成為消費決策的關鍵因素。此外，年輕的消費群體喜歡在社交媒體上與品牌互動，對新鮮事物的接受度高，但品牌忠誠度卻逐漸降低，這也意味着一些新興品牌可以通過創新來搶佔市場。值得注意的是，與健康相關的消費需求在東南亞不斷上升，這為健康食品、保健品和醫療等產品和服務帶來了機遇。當地消費者對節慶促銷活動的熱衷，以及對網購，特別是使用「行動裝置」購物的偏好，都是值得關注的趨勢。

因此，建議香港商界採取以一個市場為核心的區域擴展模式，首先從一個市場入手，積累經驗後再拓展至文化相似的國家。



## 電商發展蓬勃 宜作為試金石

由於開設門店的成本不菲，香港商界可先以電商作為進入東盟市場的試金石。事實上，東南亞是全球電商增長最快的地區之一。根據美國商務部國際貿易署的數據，預計到2025年，東南亞的線上經濟將從1,940億美元增長至3,300億美元。

目前，Shopee、Lazada、Tokopedia和Blibli是區域內四大電商平台。企業可以利用這些平台進軍東盟，並透過AI分析數據了解顧客的消費偏好，提供個性化的購物推薦，從而提升用戶體驗；同時，通過收集不同平台購物階段的客戶數據，可提供最適合的產品推薦和促銷優惠。

香港正努力爭取加入《區域全面經濟夥伴關係協定》，香港和東盟的關係也會愈來愈密切，料將獲得更多貿易便利。港商應好好抓緊時代的紅利，打入這個人口規模達到6.7億的龐大市場。這不僅能夠促進企業的增長，也將為整個香港經濟帶來新的活力。

## Expanding from point to surface and developing according to local conditions

Vietnam, Cambodia, and Laos – the three ASEAN countries that Chief Executive Mr John Lee visited this July – exemplify these differences. In Vietnam, the rapidly growing middle class places a high value on word-of-mouth recommendations, with family and friends heavily influencing purchasing decisions. In Cambodia, despite an average monthly income of only US\$300, consumers tend to be more indulgent, preferring to spend on food, drink, and entertainment. Although Laos has a relatively low level of economic development, the completion of the China-Laos Railway is expected to facilitate greater economic openness.

Other ASEAN countries exhibit distinctive consumer characteristics as well. In Singapore, consumers prioritise product quality and are willing to pay premium prices for customised offerings, while Malaysian consumers place significant importance on brand reputation. Thai consumers enjoy trendy lifestyles, with a notable influence from Korean culture. Filipino consumers, in turn, prefer the shopping experience offered by brick-and-mortar stores. In Indonesia, although the market is vast, the government has implemented protectionist measures against foreign businesses, including higher tax exemption thresholds and tax rates compared to other ASEAN nations. Additionally, Indonesian consumers are more inclined to purchase local products over global ones, making local elements crucial for market entry.

Although consumption characteristics vary from country to country, commonalities remain. For example, except for Singapore and Malaysia, GDPs in most ASEAN countries are generally low, making price competitiveness a key factor in consumer decision-making. In addition, young consumers are inclined to engage with brands on social media and are open to new experiences, although their brand loyalty is waning. This trend presents opportunities for emerging and innovative brands. Other notable trends include the rising demand for health-related products, the popularity of festive promotions, and a growing preference for online shopping, particularly via mobile devices.

Given this diversity, it is advisable for Hong Kong businesses to start by targeting one market and, upon accumulating relevant experience, expand into culturally similar countries.

## Booming e-commerce should be used as a touchstone

Due to the high cost of opening stores in local areas, Hong Kong businesses can use e-commerce as a touchstone for entering the ASEAN market. Southeast Asia is one of the fastest-growing e-commerce regions globally. According to the International Trade Administration of the U.S. Department of Commerce, the online economy in the region is expected to grow from \$194 billion to \$330 billion by 2025.

Currently, Shopee, Lazada, Tokopedia, and Blibli are the region's leading e-commerce platforms. Companies can utilise these platform to enter the ASEAN markets and leverage their data to analyse customer consumption preferences, offer personalised shopping recommendations, and enhance the overall user experience. Additionally, businesses can integrate customer data from various shopping stages to deliver the most suitable product recommendations and promotional offers.

As Hong Kong is striving for accession to the Regional Comprehensive Economic Partnership (RCEP), the relationship between Hong Kong and ASEAN will become closer. Hong Kong businesses should capitalise on current dividends and tap into this huge market of 670 million people not only to promote the growth of enterprises but also to inject new vitality into the Hong Kong economy.



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# 推動科研成果轉化 打造醫療創新樞紐

## Promoting the Transformation of Research and Development Achievements Building a Hub for Medical Innovation

上期跟大家來一趟另類工業旅遊，從街道名字追尋「工業足跡」，是不是很有趣呢？其實香港還有很多行業在街上「留名」，深水埗的醫局街就是一例。

醫局是公立醫院早期的稱呼，深水埗醫局座落於街道的137號，建於1930年代，現已列為二級歷史建築，樓宇上大字招牌寫着「深水埗公立醫局」，「埔」是平坦的土地，揭示了當區本來是瀕海平地。

### 養生意識提高 創造龐大市場

講完典故，轉談未來產業。提起「醫局」，想起月前立法會討論「積極建設香港成為亞洲醫療創新樞紐」，我亦支持通過議案。國家《十四五規劃綱要》明確支持香港建設國際創新科技中心，我們應該把握機遇，大力推動發展醫療創新產業。

本港醫療服務優質先進，市民平均壽命達85.29歲，連續7年蟬聯全球最長壽的地區。與此同時，本港也跟著其他發達經濟體一樣，正面對人口老化問題，長者比例持續上升，2021年全港長者人口（65歲或以上）佔比為兩成，預計到2041年將上升至32%。市民愈來愈長壽，養生意識亦日漸提高，為醫療健康產業締造龐大市場，相關創新產品熱賣。

根據世界衛生組織（WHO）的定義，「醫療健康創新」是指各種全新或改進的健康政策、系統、產品、科技、服務和提供方法。近年本港積極探索該領域的商機，科學園就設立了專注醫療科技研究的科技創新平台，聚焦發展。

### 倡設研製中心 廣招國際專才

講到創新科技，不得不提未來北都規劃。《北部都會區行動綱領》把該區劃分成四大區域，其中「生物科技」是「創新科技地帶」重點產業，港深創科園將會興建「生命健康創新科研中心」。政府亦提出相應配套支援，包括支持「InnoHK創新香港研發平台」進駐河套，撥款為生命健康科技初創企業，提供孵化、加速計劃等支援，以上舉措皆值得肯定。

然而，本港要打造亞洲醫療創新樞紐，政府和業界還需加把勁，更着力推動科研成果轉化「落地」，除了投放更多資源於傳統醫藥科研，更要同步拓展其他具潛力的健康工業，研發更多醫學科技產品、模具等。我建議在北都設立專業研製中心，一方面扶持業界發展，另一方面發揮群聚效應，吸引國際專才進駐。

今年5月，貿發局舉辦的「香港國際醫療及保健展」，以「智慧醫健，創新體驗」作主題，大約有300商家參展，場面熱鬧。有參展商坦言，過往在港從事高科技行業「好難賺錢」，但今時不同往日，愈來愈多人追求創新產品，令生意額幾何級增長。

創新科技不但創造新市場、新商機，還創造香港的明天，值得投資！

**智慧醫健，優質體驗，科技發展，創新領先。**



吳永嘉議員 BBS 太平紳士  
廠商會立法會代表  
The Hon Ng Wing Ka, Jimmy, BBS JP  
CMA Legislative Council Representative

In the last issue, we took an alternative industrial tour, exploring "industrial footprints" through street names. Isn't that interesting? In fact, there are many industries in Hong Kong that have left their mark on the streets, and one example is Yee Kuk Street Street in Sham Shui Po.

The term "Yee Kuk (pronunciation of dispensary in Cantonese)" was an early name for public hospitals. The Sham Shui Po Yee Kuk, located at No. 137 on the street, was built in the 1930s and is now listed as a Grade II historical building. The large sign on the building reads "Sham Shui Po Public Dispensary". The Chinese character "埔" (pronounced as "Po" in Cantonese) means flat land, revealing that the area was originally coastal flatland.

### Raising Health Awareness to Create a Huge Market

After discussing the historical context, let's discuss about future industries. When mentioning "dispensary", I am reminded of last month's Legislative Council discussion on "actively building Hong Kong into a hub for medical innovation in Asia," and I also support the passage of this proposal. The national "14th Five-Year Plan" clearly supports Hong Kong in establishing an international innovation and technology center, and we should seize this opportunity to vigorously promote the development of the medical innovation industry.

Hong Kong's medical services are of high quality and advanced, with the average life expectancy reaching 85.29 years, making it the region with the longest life expectancy globally for seven consecutive years. At the same time, like other developed economies, Hong Kong is facing an aging population problem, with the proportion of elderly people continuing to rise. In 2021, the elderly population (aged 65 and above) accounted for 20% of the total population, and it is projected to increase to 32% by 2041. As citizens live longer, their awareness of health and wellness is also increasing, creating a vast market for the healthcare industry, with related innovative products selling well.

According to the World Health Organization (WHO), "healthcare innovation" refers to various new or improved health policies, systems, products, technologies, services, and methods of delivery. In recent years, Hong Kong has actively explored business opportunities in this field. The Science Park has established a technology innovation platform focused on medical technology research, concentrating on development.

### Advocating for the Establishment of Research and Development Centers to Attract International Talent

When it comes to innovation and technology, we cannot overlook the planning for the Northern Metropolis. The "Northern Metropolis Action Agenda" divides the area into four major regions, with "biotechnology" being a key industry in the "Innovation Technology Zone." The Hong Kong-Shenzhen Innovation and Technology Park will establish a "Life and Health Innovation Research Center." The government has also proposed corresponding supporting measures, including backing the "InnoHK Clusters" to settle in the Lok Ma Chau Loop, as well as funding to support startups in life and health technology through incubation and acceleration programs, all of which are commendable initiatives.

However, to build Hong Kong into a hub for medical innovation in Asia, both the government and the industry need to exert greater efforts, particularly in promoting the practical application of research and development achievements. This involves not only investing more resources in traditional medical research but also expanding into other promising health industries, developing more medical technology products, molds, and so on. I suggest establishing specialized research and development centers in the Northern Metropolis to support industry growth and leverage clustering effects to attract international talent.

In last May, the Hong Kong Trade Development Council held the "Hong Kong International Medical and Healthcare Fair," themed "Smart Healthcare, Innovative Experience," with about 300 exhibitors participating, creating a lively atmosphere. Some exhibitors candidly admitted that in the past, it was "very difficult to make profit" in high-tech industries in Hong Kong, but times have changed. More and more people are pursuing innovative products, leading to exponential growth in business revenue.

Innovation and technology not only create new markets and business opportunities but also shape the future of Hong Kong, making it a worthy investment!

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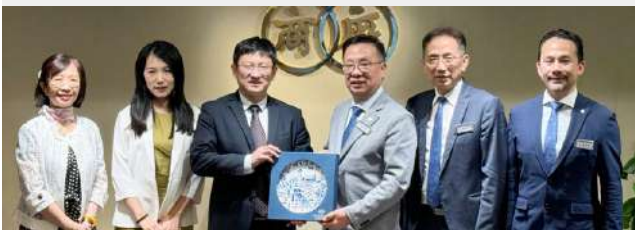
## 廠商會接待來訪機構及活動

### 青海省人民政府代表團訪會



青海省人民政府邱紀春副秘書長(前排左三)率領代表團一行6人於7月18日蒞會訪問，由本會盧金榮會長(前排左四)、副會長黃家和(前排右四)、梁兆賢(前排右三)、駱百強(後排右二)、莊家彬(後排右一)和黃偉鴻(前排右二)等接待，並於會後設宴交流。

### 廈門市商務局代表團訪會



廈門市商務局喻皓副局長(左三)率領代表團一行2人，於7月23日蒞會訪問，由本會吳國安副會長(右三)和常董會董等接待。

### 「第二十四屆投洽會」香港推介會



由中聯辦經濟貿易處和投洽會組委主辦，本會協辦的「第二十四屆投洽會」香港推介會於7月25日在香港港麗酒店舉行。本會盧金榮會長(左四)代表出席為主禮嘉賓之一，並與中聯辦經濟部副部長兼貿易處負責人周強(右七)和廈門市人民政府莊榮良副市長(左七)等合照。

### 香港特別行政區代表團出訪老撾、柬埔寨和越南



香港特別行政區行政長官李家超率領政區代表團於7月28日至8月2日訪問老撾、柬埔寨和越南。本會盧金榮會長代表參加代表團。

### 廠商會海峽兩岸經貿委員會拜訪九龍總商會



本會海峽兩岸經貿委員會主席吳清煥常務會董、顧問黃偉鴻副會長、李嘉音常務會董及一眾委員於8月6日拜訪九龍總商會袁家樂理事長。

### 「2024香港.德化陶瓷文旅商貿推介活動」



由德化區人民政府主辦的「2024香港.德化陶瓷文旅商貿推介活動」於7月22日在香港萬麗海景酒店舉行。本會盧金榮會長(左三)代表出席為主禮和致辭嘉賓之一，並與泉州市蘇耿聰副市長(右五)等進行剪綵儀式。

### 本會宴請交通銀行(香港)候任董事長肖霆



交通銀行(香港)候任董事長肖霆率領代表團一行6人於7月23日出席本會備設的午宴，由盧金榮會長、吳永嘉議員、副會長吳國安、陳家偉、施榮恆等接待。

### 廣東省投資政策宣講



由廣東省商務廳主辦的「廣東省投資政策宣講」於7月26日在東莞商業大廈舉行。本會吳國安副會長(左二)代表出席，並與廣東省商務廳張勁松廳長(右二)等合照。

### 「香港工商界學習貫徹習近平主席給祖籍寧波的香港企業家回信精神座談會」



「香港工商界學習貫徹習近平主席給祖籍寧波的香港企業家回信精神座談會」於8月6日舉行，本會盧金榮會長及吳國安副會長代表出席，盧金榮會長於會上發言，並與中聯辦鄭雁雄主任、財政司陳茂波司長等嘉賓合照。

### 肇慶市鼎湖區代表團訪會



鼎湖區常委、統戰部部長李慶生(左四)率領代表團一行4人於8月8日蒞會訪問，由本會吳國安副會長(右四)、會董及行業委員會召集人等接待。

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溫馨提示

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## 廠商會接待來訪機構及活動

### 「黔港企業（白酒）一對一交流會」



由貴州省商務廳主辦、本會協辦的「黔港企業（白酒）一對一交流會」於8月13日在廠商會議廳舉行，本會盧金榮會長為活動致辭，楊孫西永遠名譽會長、馬介欽常務副會長、副會長吳國安、名譽會長陳鴻基、常董會董及會員出席活動，並與貴州省商務廳副廳長令狐紹輝等嘉賓合照。

### 貴州省代表團訪會



貴州現代物流產業（集團）有限責任公司副總經理潘勇輝（前排左四）率領代表團一行9人於8月12日蒞會訪問，由本會吳國安副會長（前排左五）和常董會董等接待。

### 2024年貴州·香港經貿文旅合作座談會



由貴州省人民政府主辦的「2024年貴州·香港經貿文旅合作座談會」於8月13日在香港萬麗海景酒店舉行。盧金榮會長代表本會出席與貴州省總商會簽署合作備忘錄，並與貴州省政協副主席、貴州省工商聯（總商會）主席李漢宇等合照。

### 「國際現代化中醫藥及健康產品會議2024」開幕典禮（本會支持）



由現代化中醫藥國際協會主辦，本會支持的「國際現代化中醫藥及健康產品會議2024」開幕典禮於8月15日假灣仔會議展覽中心舉行，本會黃偉鴻副會長代表本會出席並進行大合照。

### 本會與Invest Selangor會面



廠商會國際事務委員會主席徐晉暉常務會董（左四）和顧問黃家和副會長（右三）和委員於8月15日接待Invest Selangor Senior Director Mr Ahmad Khartoum Othman（右五）率領代表團一行2人，並與盧金榮會長（左五）、馬介欽常務副會長（右四）、施榮恆副會長（右一）、徐耀霖行政總裁（左一）等合照。

### 泉州市安溪縣代表團訪會



蔡承偉常務會董（右五）於8月15日主持接待中共安溪縣委副書記洪金城（中）率領代表團一行11人，並與盧金榮會長（右六）和常董會董等合照。

### 「金茶王港式奶茶大賽」 香港啟動禮及決賽（本會贊助及支持）



由香港咖啡紅茶協會主辦，本會贊助及支持的「全國及大灣區金茶王大賽2024（港式奶茶）- 香港區決賽」於16/8假灣仔會議展覽中心舉行，盧金榮會長擔任主禮及致辭，並與該會主席黃家和副會長、吳永嘉議員，馬介欽常務副會長，副會長吳國安、梁兆賢、陳家偉、施榮恆、莊家彬、黃偉鴻及會董等合照。

### 「2024吉林名優特色產品對接洽談會（香港）」



由吉林省人民政府駐深圳辦事處主辦的「2024吉林名優特色產品對接洽談會（香港）」於8月16日舉行，本會盧金榮會長代表本會出席，並與吉林省港澳事務辦公室副主任趙樹新、中聯辦經濟部副部長兼貿易處負責人周強、財經事務及庫務局副局長陳浩濂等嘉賓合照。

### 吉林省人民政府代表團訪會



吉林省港澳事務辦公室副主任趙樹新（前排左五）率領代表團一行11人於8月16日蒞會訪問，由本會盧金榮會長（前排右五）、副會長吳國安（前排右四）、梁兆賢（前排右三）、黃偉鴻（前排右二）和行政總裁徐耀霖（前排右一）等接待。

### 湖南省農業農村廳代表團訪會



湖南省農業農村廳劉蔚副廳長（前排左八）率領代表團一行11人於8月16日蒞會訪問，由本會黃家和副會長（前排右八）、會董、會員聯同海南國際經濟發展局駐港辦事處葉澤恩首席代表（前排右七）和餐飲聯代表等接待。



## 7月25日廠商會會董晚宴

本會於7月25日假佳寧娜潮州菜舉行7月份「會董晚宴」，當晚邀得香港海關關長何珮珊親臨作出分享，增進交流。



晚宴邀得香港海關關長何珮珊蒞臨分享，並與盧金榮會長、吳永嘉議員、馬介欽常務副會長、副會長吳國安、梁兆賢、陳家偉、名譽會長戴澤良、陳淑玲、趙振邦、羅正杰會董合照。



香港海關關長何珮珊擔任演講嘉賓。



盧金榮會長(右)主持問答環節。



## 會務－活動 Our Chamber - Events

9月SEP & 10月OCT



「認識《僱傭條例》：僱員薪酬計算」工作坊  
Workshop on "Calculation of Payroll according to the Employment (Amendment) Ordinance in Hong Kong"  
日期Date：6/9/2024  
查詢電話Enquiry Hotline：2542 8635



「產能調整後廠房資產常見法律糾紛及對策」工作坊  
日期Date：9/9/2024  
查詢電話Enquiry Hotline：2542 8635



慶祝中華人民共和國成立75周年暨廠商會90周年誌慶晚宴  
75th Anniversary of the Founding of the PRC cum 90th Anniversary of CMA Gala Dinner  
日期Date：12/9/2024  
查詢電話Enquiry Hotline：2851 1555

「BUD專項基金－『電商易』及中小企支援計劃」研討會  
Seminar on "Guide to BUD Fund - E-commerce Easy and SME Fund"  
日期Date：23/9/2024  
查詢電話Enquiry Hotline：2542 8635

香港品牌發展局2024年度會員大會  
2024 BDC Annual General Meeting  
日期Date：27/9/2024  
查詢電話Enquiry Hotline：2542 8634

品牌「智」勝研討會2024：鍛造香港「新質品牌力」  
Branding to Win Seminar 2024:  
Unleashing the New-Quality Branding Force  
日期Date：30/9/2024  
查詢電話Enquiry Hotline：2542 8635

ESG經理實務證書課程：  
將ESG挑戰轉化為業務增長的執行指南(第三期)  
ESG Manager Certificate Programme: A Practical Guide to Turn ESG Challenges into Business Growth  
日期Date：3/10/2024、10/10/2024、24/10/2024  
查詢電話Enquiry Hotline：2542 8635

2024「香港ESG獎」暨「ESG約章」頒授典禮  
日期Date：7/10/2024  
查詢電話Enquiry Hotline：2851 1555

在商「研」商工作坊  
Bringing Tech to Business Workshop  
日期Date：14/10/2024  
查詢電話Enquiry Hotline：2851 1555

「香港薪俸稅：近期具代表性案件對跨境勞動力的影響」研討會  
Seminar on "Implications of Representative Recent Hong Kong Court Cases to Cross-Border Workforce"  
日期Date：25/10/2024  
查詢電話Enquiry Hotline：2542 8635

會員商聚  
CMA Trade Matching  
日期Date：29/10/2024  
查詢電話Enquiry Hotline：2851 1555

## 8月2日珠海高新區考察團

本會於8月2日應珠海高新區商務局的邀請，組織會員前赴珠海進行考察，走訪「高新區科技創新展廳」以及港澳成果轉化基地「1元創業空間」等，深度了解園區對企業，包括電商專項優惠政策以及人才和辦公室租金優惠等各項支持政策。



CMA檢定中心首席營運總監林俊康(右六)、珠海市高新區商務局副局長張揚(左六)與各會員合照留念

## 8月24日慶祝廠商會婦女委員會30周年：送暖到社群「一路瞳行」電影欣賞會

婦女委員會於8月24日與社會福利署假廠商會蔡章閣中學合辦「慶祝廠商會婦女委員會30周年：送暖到社群「一路瞳行」電影欣賞會」，招待約200名屯門區內低收入家庭成員參加，一同欣賞勵志電影「一路瞳行」，並派發福袋禮物，送上關懷。



顧問吳國安副會長(左十)、社會福利署曾燕玲主任(右十)、婦委會吳柳咏主席(右九)與多位婦委會成員合照留念

婦女委員會顧問吳國安副會長(左)頒贈感謝狀予協辦機構廠商會蔡章閣中學湯湛津校長(右)

## 8月20日「廠商會與各國駐港領事交流酒會」

為鞏固香港作為國際貿易及投資樞紐的地位，本會於8月20日假香港會舉行「廠商會與各國駐港領事交流酒會」，藉此與世界各地加強友好關係和深化合作領域。

作為慶祝中華人民共和國成立75周年及廠商會成立90周年的重要項目之一，是次酒會邀得商務及經濟發展局副局長陳百里擔任主禮嘉賓，接近140位來自本地及海外的嘉賓出席共聚交流，包括接近50位駐港總領事或其代表、名譽領事及外國商會代表。

出席是次交流酒會的重要嘉賓尚包括外交部駐港特派員公署領事部處長許敏、「一帶一路」專員何力治，以及投資推廣署助理署長蔣學禮博士。而多位本會領導，包括永遠名譽會長黃友嘉、吳宏斌、立法會代表吳永嘉議員、常務副會長馬介欽、副會長黃家和、吳國安、梁兆賢、陳家偉、駱百強、莊家彬、黃偉鴻、行政總裁徐耀霖，以及一眾名譽會長、常務會董、會董、會員亦有出席。



「廠商會與各國駐港領事交流酒會」吸引近50位駐港總領事或其代表、名譽領事及外國商會代表出席。



廠商會國際事務委員會主席徐晉輝相信，在「一國兩制」的獨特優勢下，香港可充當連接國家與世界的雙向平台。



接近140位來自本地及海外的嘉賓出席酒會，共聚交流。



商務及經濟發展局副局長陳百里在交流酒會致辭。





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## 廠商會多媒體頻道 Hashtag CMA

CMA Multi-media Channel Hashtag CMA



Hashtag CMA (#CMA)是香港中華廠商聯合會(廠商會)轄下的多媒體頻道，內容集時事熱話、業界資訊、營商策略於一身，並不時邀請各界嘉賓分享意見，令觀眾對討論的話題有多角度的了解。

Hashtag CMA (#CMA) is a multi-media channel under the Chinese Manufacturers' Association of Hong Kong (CMA). It combines current affairs, industry information and business strategies, and from time to time invites guests from all walks of life to share their views, so as to provide viewers with a multi-faceted understanding of the topics under discussion.

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## 鑽寶集團-

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鑽寶集團 (<https://www.diamondelect.com.hk>) 成立於1993年，工廠位於廣東省揭陽市揭東縣綠色工業園區內，擁有佔地面積250,000平方米建築面積65,000平方米的花園式廠區。鑽寶專業生產高科技衛星接收器，通訊網絡連接器，AV介面，DC電源介面，精密五金結構件，鋁及鋅壓鑄部件以及衛星通訊產品，我們有專業的技術專家，在每一個相對的過程，從工具設計與製造（塑膠，精密五金，壓鑄件），產品開發到最終的組裝。作為一站式製造服務供應商，鑽寶是能夠滿足全球領先的公司嚴格的質量要求，例如Panasonic、Philips、Sharp、Jalco、JVC、Hitachi、Pioneer、JINCORP、Foster、Raven、Skyware、Bktel、Newtec等。

本集團現有意尋求與本司有協同(包括五金產品加工，電子及衛星通訊部件加工等之業務)效應的合作夥伴，業務出售合作或公司轉讓等都可考慮。

有意合作的公司可透過電郵tender@diamondelect.com或致電852-27647733劉先生直接與我們聯絡。



# 城大研發全球領先的微波光子芯片 可作超高速訊號處理

## CityUHK develops world-leading microwave photonics chip for ultrahigh-speed signal processing

無線網絡與雲端服務的快速擴展，對底層射頻系統產生巨大需求。微波光子技術使用光學元件以產生、傳輸和調控微波訊號，為應對這些挑戰提供有效解決方案。然而，集成微波光子系統一直難以同時實現晶片集成、高保真度及低功耗的超高速模擬訊號處理。

香港城市大學（城大）電機工程學系王驍教授領導的研究團隊，開發出全球領先的微波光子芯片，能運用光學進行超快模擬電子訊號處理及運算。

這種芯片比傳統電子處理器的速度快1,000倍、耗能更低，且應用範圍廣泛，涵蓋5/6G無線通訊系統、高解析度雷達系統、人工智能、計算機視覺，以及圖像/視頻處理。

團隊的研究成果在權威學術期刊《自然》上發表，題為「集成鋰酸鋯微波光子處理引擎」。

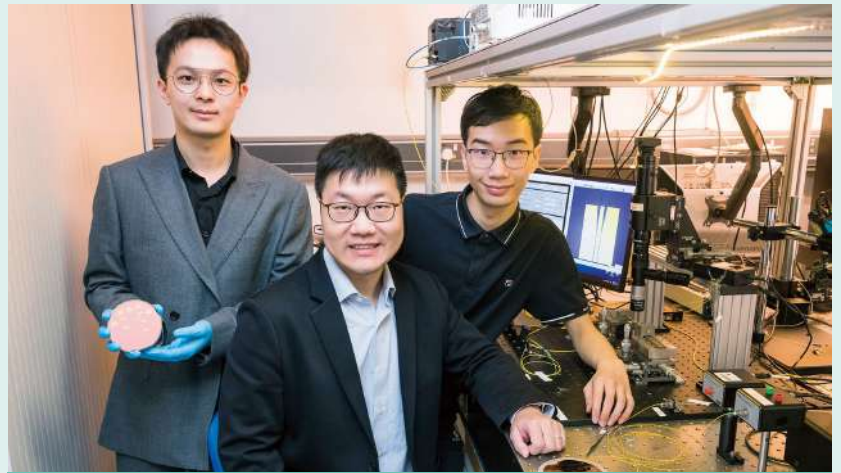
王教授說：「為了解決這些難題，我們的團隊開發了集成微波光子系統，將超快電光轉換模塊與低損耗、多功能訊號處理模塊同時結合在一塊芯片上，這是前所未有的成果。」

能達致這種卓越效能，是透過基於薄膜鋰酸鋯平台的集成微波光子處理引擎，該平台能執行模擬訊號的多用途處理及計算工作。

電機工程學系博士生、論文的第一作者馮寒珂說：「這種芯片可進行高速模擬計算，具有67吉赫茲的超寬處理頻寬和極高的計算精確度。」

研究團隊多年來致力研究集成鋰酸鋯光子平台。2018年，他們與哈佛大學及諾基亞貝爾實驗室的同行合作，在鋰酸鋯平台上開發了全球首個電壓與互補式金氧半導體（CMOS）芯片兼容的集成電光調制器，為這次的研究突破奠定基礎。

團隊的研究成果不僅開闢了新的研究領域，即鋰酸鋯微波光子學，使微波光子芯片更小巧、具高訊號保真度與低延遲性能，也是芯片級模擬電子處理與運算引擎的突破。



王驍教授（中）及研究團隊  
Professor Wang Cheng (centre) and the team

The rapid expansion of wireless networks and cloud-based services has placed significant demands on underlying radio frequency systems. Microwave photonics (MWP) technology, which uses optical components for microwave signal generation, transmission, and manipulation, offers effective solutions to these challenges. However, integrated MWP systems have struggled to achieve ultrahigh-speed analog signal processing with chip-scale integration, high fidelity, and low power simultaneously.

A research team led by Professor Wang Cheng from the Department of Electrical Engineering (EE) at City University of Hong Kong (CityUHK) has developed a world-leading microwave photonic chip that is capable of performing ultrafast analog electronic signal processing and computation using optics.

The chip, which is 1,000 times faster and consumes less energy than a traditional electronic processor, has a wide range of applications, covering areas such as 5/6G wireless communication systems, high-resolution radar systems, artificial intelligence, computer vision, and image/video processing.

The team's research findings have been published in the prestigious scientific journal Nature, under the title "Integrated Lithium Niobate Microwave Photonic Processing Engine".

"To address these challenges, our team developed a MWP system that combines ultrafast electro-optic (EO) conversion with low-loss, multifunctional signal processing on a single integrated chip, which has not been achieved before," explained Professor Wang.

Such performance is enabled by an integrated MWP processing engine based on a thin-film lithium niobate (LN) platform capable of performing multi-purpose processing and computation tasks of analog signals.

"The chip can perform high-speed analog computation with ultrabroad processing bandwidths of 67 GHz and excellent computation accuracies," said Feng Hanke, PhD student of EE and co-first author of the paper.

The team has been dedicated to the research of the integrated LN photonic platform for several years. In 2018, together with colleagues at Harvard University and Nokia Bell labs, they developed the world's first CMOS (complementary metal-oxide semiconductor)-compatible integrated electro-optic modulators on the LN platform, which laid the foundation for the current research breakthrough.

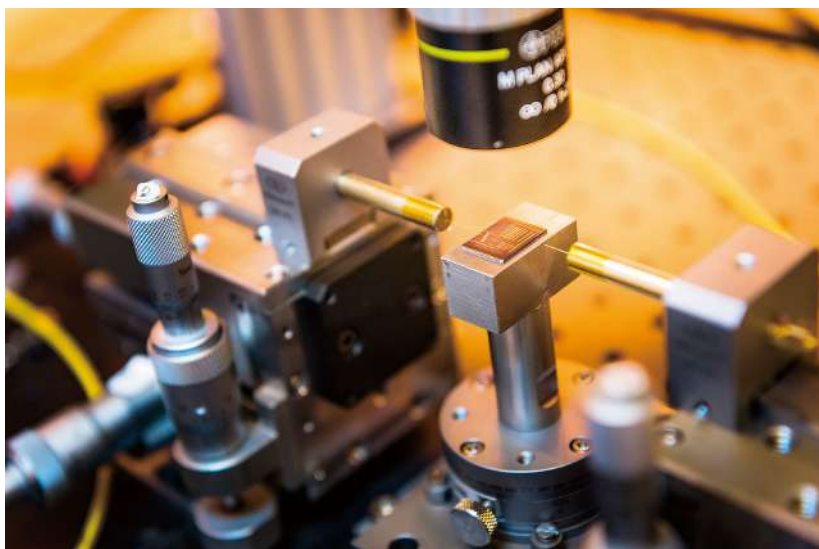
Their work not only opens up a new research field, i.e. LN microwave photonics, enabling microwave photonics chips with compact sizes, high signal fidelity, and low latency; but also represents a chip-scale analog electronic processing and computing engine.

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這種芯片應用範圍廣泛，涵蓋5/6G無線通訊系統、高解析度雷達系統、人工智能、計算機視覺，以及圖像/視頻處理。

The chip has a wide range of applications, covering areas such as 5/6G wireless communication systems, high-resolution radar systems, artificial intelligence, computer vision, and image/video processing.

# 2024年度的大灣區青年就業計劃現正接受申請， 歡迎在香港及大灣區內地城市均有業務的企業參加！

The 2024 Greater Bay Area Youth Employment Scheme is now open for application.  
Enterprises with businesses in both Hong Kong and GBA Mainland cities are welcome to join!



政府於2021年1月試行大灣區青年就業計劃，參與企業及青年對計劃的評價非常正面。勞工處於2023年3月開始恆常推行該計劃，鼓勵更多企業提供職位，聘請香港的青年到大灣區內地城市工作，促進他們的事業發展及大灣區內的人才交流。在2023年，270多間企業在計劃下提供職位空缺及聘用超過700位青年。

The Government launched the pilot scheme in January 2021, which received favourable feedback from the participating enterprises and young people. The Labour Department launched the regularised scheme in March 2023 to encourage more enterprises to offer jobs and hire young people to work in GBA Mainland cities, so as to foster their career development and the exchange of talent in the GBA. In 2023, over 270 enterprises provided job vacancies and hired more than 700 young people under the scheme.

參與企業須按照香港法例，以不低於月薪18,000港元聘請合資格青年\*，並派駐他們到大灣區內地城市工作及接受在職培訓。本年度的計劃更推出多項靈活措施，包括：

Participating enterprises shall employ eligible young people\* in accordance with Hong Kong laws, offer them a monthly salary of not less than HK\$18,000 and station them in GBA Mainland cities to work and receive on-the-job training. This year, the scheme introduces a number of flexibility measures, including:

- 自本年度起全年接受申請  
Open for application year round
- 容許企業聘用在過往12個月內曾於同一機構或相聯公司擔任為期不多於6個月在學實習職位的合資格青年  
Enterprises are allowed to hire qualified young people previously employed by the same enterprise or its associate company for student intern positions for a period not exceeding 6 months within the past 12 months
- 企業可申請將青年派駐回港或到大灣區以外內地省市工作的時間由6個月延長至9個月

Enterprises may apply for an extension of deploying the young people to work in Hong Kong or Mainland cities outside the GBA from 6 months to 9 months

政府委聘服務機構在內地提供全面支援及定期舉辦活動，令青年更快適應新環境。

The Government has commissioned service contractors to provide comprehensive support services in the Mainland to help young people quickly adapt to the new environment.

我們期待你的支持和參與！

We look forward to your support and participation!

\*2022年至2024年獲頒學士或以上學位的香港青年合資格參加計劃。

Hong Kong young people awarded bachelor's degrees or above from 2022 to 2024 are eligible to join the scheme.

企業可經計劃網頁提交職位空缺

Enterprises can submit job vacancies through the scheme website

[www.jobs.gov.hk/gbaves](http://www.jobs.gov.hk/gbaves)

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2969 0446 / 2969 0460

政府向參加計劃的企業  
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## HK\$10,000

為期最長18個月

The Government will grant a monthly allowance of HK\$10,000 to participating enterprises for each employed young person for a period up to 18 months



計劃詳情  
Details on the scheme





## 聚焦科技創新類中小企業 四部門實施支持科技創新專項擔保計劃

2024年7月24日，國家財政部、科技部、工業和信息化部、金融監管總局聯合發布《關於實施支持科技創新專項擔保計劃的通知》(以下簡稱《專項擔保計劃》)，著力解決項目有前景、技術有競爭力、發展有潛力、知識產權價值高，但因缺少有效抵質押物、難以滿足銀行貸款條件的科技創新類中小企業融資難、融資貴問題，加大對科技創新類中小企業融資支持力度。

《專項擔保計劃》精準聚焦支持對象，包括已納入「全國科技型中小企業信息庫」且在存續期內的科技型中小企業；經省級相關管理部門認定且在存續期內的高新技術中小企業；在存續期內的專精特新「小巨人」企業、專精特新中小企業及經省級中小企業主管部門公告的創新型中小企業；正在承擔國家科技項目的中小企業及項目驗收處於成果轉化應用期的中小企業；依託「創新積分制」，由科技部和工業和信息化部從初創期、成長期的科技型中小企業中篩選出的備選企業。

《專項擔保計劃》分類提高分險比例，銀行和政府性融資擔保體系分別按不低於貸款金額的20%、不高於貸款金額的80%分擔風險責任。國家融資擔保基金(以下簡稱「融擔基金」)的風險分擔比例將從20%提高至最高不超過40%；省級再擔保機構分險比例不低於20%；有條件的省級再擔保、擔保機構可提高分險比例，減少市縣級擔保機構的風險分擔壓力。



融擔基金再擔保業務單筆擔保金額500萬元以上的，再擔保費率不高於0.5%；單筆擔保金額500萬元及以下的，再擔保費率不高於0.3%。鼓勵合作機構針對不同風險水平、不同資質的經營主體實施差異化擔保費率，逐步將對科技創新類中小企業收取的平均擔保費率降至1%以下。同時，適當提高擔保金額和代償賠付上限。將科技創新類中小企業單戶在保餘額上限從1000萬元提升到不超過3000萬元；融擔基金與省級再擔保機構約定代償賠付上限由4%提高到5%，超過上限部分融擔基金不予賠付。

此外，《專項擔保計劃》鼓勵有條件的政府性融資擔保、再擔保機構探索科技創新擔保與股權投資機構的聯動模式，帶動更多金融資本和社會投資為科技創新類企業提供全生命週期的科技金融服務。支持銀行開發適合科技創新類中小企業的知識產權質押融資、應收賬款質押融資、創新積分制等相關融資產品，緩解傳統抵質押物不足的融資難問題，提升「首貸率」，減少或取消反擔保要求。

資料整理：香港中華廠商聯合會  
備註：本文稿內容以中文版為準

Information collation: The Chinese Manufacturers' Association of Hong Kong  
Remarks: The Chinese version shall prevail



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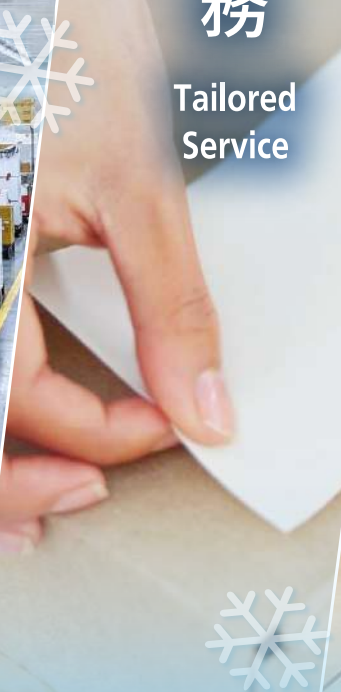
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More Details



# 挑選公民大使 培育明日領袖

## Training Civic Ambassadors to Nurture Leaders of Tomorrow



湯湛津校長以「處處學、時時學」為理念，積極帶領同學走進社區。  
Principal Tong Cham Chun actively leads students into the community with the philosophy of "learning everywhere, learning at all times".

### 走出課室 連繫社區

廠商會蔡章閣中學以「處處學、時時學」的全方位學習理念，讓學生透過服務社區、關心國家、傳承文化，以致培養他們成為自律守紀的世界公民。為了全面提升學生的公民意識，學校自本學年起透過「多元策略」、「互相配合」、「課堂內外」、「全校參與」等模式推動公民大使計劃，學校透過一系列的領袖訓練及國民教育活動，培育學生的領袖才能及正向思維，冀學生日後能為香港、為國家、為全球福祉作出貢獻。

除了參與恆常的訓練活動外，公民大使也會定期在學校進行分享，營造正向校園氛圍。不少公民大使表示，訓練活動有助提升他們的領袖才能及深化團隊合作精神，亦能提高他們的解難能力、溝通能力及共通能力，讓他們有能力面對將來的挑戰。負責計劃的鍾老師表示，較為文靜的學生參與計劃後，有機會認識更多同學，提升自信心，並願意接受更多挑戰。展望未來，學校將會繼續積極推動價值觀教育，致力培育更多學生成為德才兼備、有承擔、有視野、愛家國的良好公民。

### 傳遞節日歡樂 宣揚文化魅力

學校透過舉辦不同的節慶活動，除了能讓學生沉浸在濃濃的節日氛圍當中，也能讓他們學習及欣賞中華文化，培養家國情懷。在五月及六月，學校安排學生為父母親節設計宣傳海報，以及組織學生於課後在學校正門派送毛巾花和勞作領帶等小禮物，讓區區的街坊一同感受節日的歡樂，並提醒坊眾把握機會向父母表達孝心。活動期間途人反應熱烈，在短短二十分鐘，學生已送出逾三百多份小禮物。有學生表示：「送出的只是小禮物和簡單的節日祝福，但箇中的喜悅卻遠超想像！」

學生走進校園，在課室裏認真上課，是為了學習；學生離開課室，走進社區參與活動，也是學習。期盼廠商會蔡章閣中學的學生能学以致用，抓緊每個機會，貢獻自己的力量，讓學習變得更有意義。



該校的明日領袖成員參與不同的領袖培訓活動。  
The school's Leaders of Tomorrow members participate in different leader training activities.

### From classroom to community

With the all-round learning philosophy of "learning everywhere, learning at all times", CMA Choi Cheung Kok Secondary School (CMACCK) enables students to serve the community, care for the country, and pass on culture, thereby training them to become self-disciplined world citizens. To enhance students' civic awareness, the school has been promoting the Civic Ambassador Programme since this school year through "diversity strategy," "mutual cooperation," "inside and outside the classroom" and "school-wide engagement" models. Through a range of leader training and national education activities, it aims to foster leadership and positive thinking among students to contribute to the well-being of Hong Kong, the country, and the world in the future.

In addition to participating in regular training activities, Civic Ambassadors regularly share at school to create a positive campus atmosphere. Many Civic Ambassadors have said that the training activities helped improve their leadership skills, deepen their teamwork, enhance their problem-solving and communication abilities, and develop their generic skills, giving them the ability to face future challenges. Miss Chung, the teacher in charge of the programme, mentioned that quiet students had the opportunity to meet more classmates after participating in the programme, boosting their self-confidence and making them more willing to take on challenges. Looking ahead, the school will continue to actively promote values education and is committed to nurturing more students to become good citizens with both ability and integrity, responsibility, vision, and love for their country.



該校常在社區舉辦不同節慶活動。  
The school often holds different festive events in the community.

### Deliver festive joy Promote cultural charm

Organizing various festive activities not only allows students to immerse themselves in the rich festive atmosphere, but also enables them to learn about and appreciate Chinese culture and cultivate feelings of family and country. In May and June, the school arranged for students to design promotional posters for Father's and Mother's Days, and organized students to distribute small gifts like towel flowers and handmade ties at the main entrance of the school. This enabled community members to share in the holiday joy and served as a reminder to everyone to show filial piety to their parents. The response from passers-by was enthusiastic. Within just 20 minutes, students had given away over 300 small gifts. One student said, "The gifts were simple holiday wishes, but the joy they brought was beyond imagination!"

Students should not only learn within the confines of the classroom but also extend their learning beyond it. By participating in community activities, we aim for CMACCK students to apply their knowledge, seize every opportunity, and contribute their own efforts to make learning more meaningful.



該校積極參與社區的多元共融活動。  
The school is actively involved in diversity and inclusion activities in the community.



該校舞蹈隊以表演關愛長者。  
The school's dance team performs to show care to the elderly.



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