Inspiring the Next 啟發 Generation

新一代開創思維

IF (STUDENT = YOUNGTALENTS) < INNOVATORS >

IF (CODING = INSPIRING) < CYBERPORTYOUTH >

IF (IDEAJAMMING = BRAINSTORMING) < INNOVATIONS >

IF (TECHNICALSKILLS = CREATIVITY) < FUNLEARNING >

World-record coding event engaged over

1,000

young talents

超過 1,000 名年青人

參與編程活動，打破世界紀錄

Customised entrepreneurial training to **nurture local FinTech talents**

度身訂造創業培訓，

培育金融科技人才

Internship opportunity **inspiring the next generation** of innovators 實習計劃啟發

新一代科技創新人才

Inspiring the Next Generation
啟發新一代開創思維

Today's inspiration is tomorrow's innovation. And innovation has to be accomplished with creativity and an understanding of technologies. By harnessing the creativity and inventiveness of children and young people, by inspiring them with technology's possibilities, and empowering them with the necessary skills and capacity, Cyberport inspires the next generation of Millenovators ("millennium innovators"), who will offer game-changing solutions to the challenges, perhaps for centuries to come. To foster entrepreneurship and digital innovation in the community, we have three priorities: spur interest in technology, build capacity through experiential learning, and gain experience via technology-related careers and digital entrepreneurship.

Sheryl Sandberg, Chief Operating Officer of Facebook, said, "an understanding of computer science is becoming increasingly essential in today's world." Cyberport understands the importance of learning code and believes that creating programmes is an excellent way to manifest creativity and hone problem-solving skills. We have recognised the need and boosted coding activities for youngsters to learn to code, test their ideas and realise visions through programming. The success of Cyberport Youth Coding Jam 1000 demonstrated our strong commitment towards this goal. In April 2015, more than 1,000 young coders, aged 6–18, created their futuristic smart city map by coding collaboratively. It was a delight watching these young children discover the joy of coding. They were encouraged to use their creativity and critical thinking to solve problems, share with their peers, exercise their imagination and take pride in setting a new world record for "the Most Youngsters Performing Coding".

今日的靈感是明日的創新泉源。創新一方面需要創意，更需要掌握充份的科技知識。數碼港銳意激勵千禧年代的創新者，透過激發年輕人的創造力，鼓勵他們嘗試在科技上創新，向他們提供必要的技能和知識，以迎戰未來的挑戰、找出改變遊戲規則、改變世界的方案。為促進年輕人的創業精神和社區數碼化革新，數碼港有三個重點：推動年輕人對科技的興趣、通過體驗式學習構建實戰能力、為將來在科技相關行業發展或創業做好準備。

Facebook營運官雪柔·桑德伯格説過：「掌握計算機科學於當今世界日益重要。」數碼港深明編程學習的重要，亦相信編寫程式是體現創意和鍛鍊出解難能力的好方法。因應這方面的需求，數碼港特別舉辦多項編程活動，讓有志學習編程的年青人學習編程的技巧，透過編寫程式測試他們的創意想法，將計劃付諸實行。為進一步展現開創新思維的決心，數碼港成功舉辦了「數碼港編CODE新世紀1000」活動，讓青少年透過編程實踐想法。2015年4月，超過1,000名6至18歲的年輕編程員，共同編制出他們理想的香港未來智慧城市藍圖，過程中展示年青人無比的好奇心、創意、批判思考能力、團隊精神、想像力和解難能力，活動更締造了「最多青少年集體進行編程任務」的世界紀錄。

Our efforts did not halt at a single event. Research has indicated that children learn best when knowledge is presented in a creative play format and that their performance peaks with competitions. Cyberport organised many fun-filled competitions and interactive workshops for children and young people to learn about coding and technology. These events included Cyberport Let's Code Day 3.0: Computational Thinking Fun Day, Global Game Jam Hong Kong 2016, National Olympiad in Informatics 2015 and Hong Kong Digital Game Development Competition, etc. We also incorporated coding elements in our school tours, where we acquainted students with the latest technology know-how, from 3D printing, smart mobility to the Internet of Things.

數碼港在啟發新一代人才上的功夫，豈止於一個活動。有研究顯示，孩子們在充滿創意的遊戲模式下學習效果最佳，他們在良性競爭下，表現亦達頂峰。數碼港為兒童和青少年舉辦了一連串充滿樂趣的比賽和互動工作坊，讓他們了解何謂編程技巧，包括「Cyberport Let's Code Day 3.0：計算機思維遊戲日」、「Global Game Jam Hong Kong 2016」、「2015全國信息學奧林匹克競賽」和「全港數碼遊戲創作大賽」。此外，我們也將編程內容納入學生來數碼港參觀的其中一個環節，藉著參觀活動，為學生介紹技術新知、由3D打印技術、智慧流動至物聯網，包羅萬有。

Inspiring the Next Generation
啟發新一代開創思維

Deep knowledge is the basis of all innovations. To provide young talents a deeper digital tech knowledge, Cyberport offers experiential training through the Cyberport Digital Tech Internship Programme. The well-received programme pulls support from industry leaders who share our commitment in inspiring the next generation and passionate innovators of tomorrow who dare to take on the challenges. Participating digital tech companies are often amazed by the infusion of fresh talents brimming with innovative concepts and ideas, while the interns receive invaluable mentorship and real-world experiences. In the period, the 67 interns underwent on-the-job training, some during summer holidays while others took part in year-long internships. The interns are able to develop skills for jobs in tech companies or worked on pet projects of innovative entrepreneurs. They learnt to build, create, manage, or support a tech project, and had familiarised themselves with software development and other aspects of business operation. It is most rewarding witnessing these young people flourish as digital innovators. By interacting and working with industry professionals, it had inspired youngsters to start and build their own careers within the digital-tech industry. The invaluable and practical work experience they had gained was very applicable when they kick-start their tech career or start their own tech businesses.

Over the years, the Cyberport Digital Tech Internship Programme has expanded both in magnitude and depth. We have successfully connected in total 229 young talents with 54 companies, which included world-renowned companies such as Microsoft and EMC in Shanghai, NetDragon in Fuzhou and world-class accelerators like Plug and Play, a Silicon Valley-based global innovation platform behind runaway tech successes like PayPal and Dropbox, as well as 500 Startups, one of the world's top start-ups engines which has funded well over 1,500 companies.

知識就是創意的基石。為了進一步激發年輕人的興趣，數碼港透過一系列外地及本地的實習計劃，為年輕人提供實戰經驗，深化年輕人對數碼科技及行業的知識。「數碼港數碼科技實習計劃」得到業內領袖及專家的支持，向未來的創新者分享經驗及視野。參與計劃的企業可以接觸到靈活多變的新一代，為企業注入新思維；而參與的年青人亦獲得業內傑出前輩的傾囊相授，實務體驗商業世界的運作。期內，67名實習生開展了暑期至一年制的在職訓練，在科技公司學習工作技能或在一些企業嘗試協助創業家推行創新項目。實習生學習建立、創作、管理及支援企業網絡、軟件開發及運作一個科技項目。最振奮人心的事，就是透過實習計劃看到年青人脫變成未來的創新者。透過跟業內專業人士的互動及共事過程，激發青少年對建立自己數碼科技事業的熱誠。他們獲得的寶貴實務經驗，對他們創業非常有用。

多年來，實習計劃在量和質方面一直穩步上揚。我們為229個青年人才及54家公司成功配對，參與的機構包括世界級知名企業，如微軟、上海易安信、福州網龍網絡，以及曾為PayPal及Dropbox等作強勁支援、以矽谷為基地的全球創新平台及世界級加速器Plug and Play，還有已向全球1,500家初創企業提供資金及科技支援的世界頂級種子基金暨創業加速器500 Startups。

Inspiring the Next Generation
啟發新一代開創思維

Throughout the world, many innovators and digital entrepreneurs are born from universities. Recognising the universities' crucial role, Cyberport has long partnered with local universities to offer internship opportunities to students. As our ecosystem matures and our tech sector diversifies, particularly in FinTech sector, Cyberport has enriched its partnerships and programmes to address new needs.

In the year, Cyberport had pilot run the Cyberport University Partnership Programme (CUPP) to invigorate university students' entrepreneurial and innovative spirit. This FinTech-focused entrepreneurship programme is designed to unleash the students' potential and broaden their horizons by connecting them to world-class tuition.

古今中外，世界各地不少獨當一面創新者和數碼科技創業家都是孕育於大學。大學就是創業家的搖籃，數碼港一直與本地各大學保持聯繫及合作，為學生提供實習機會。隨著我們的創業生態日趨成熟，科技行業亦越來越多元化，當中尤以金融科技的發展越來越快。故此數碼港不斷優化夥伴和各項計劃，創造更多可能性，以滿足新時代的需求。

於2015/16年度，數碼港推出先導計劃 —「數碼港•大學合作夥伴計劃」，期望激發大學生的創業精神及創新思維。計劃以金融科技及創業為主題，並透過聯繫世界級導師啟發學生潛能和擴闊他們的視野。

"Cyberport University Partnership Programme is a key to a bigger world."
— Optimor.io, CUPP participating team.

「『數碼港•大學合作夥伴計劃』，成就更廣闊世界。」
— 參與隊伍 Optimor.io

Inspiring the Next Generation
啟發新一代開創思維

Elite teams of students nominated by 5 local university partners participated in a week-long, customised Entrepreneurship Boot Camp at the Stanford Graduate School of Business (Stanford GSB). There, the students received top-notch guidance on the fundamentals of entrepreneurship, from business model strategy, financial modelling, pricing, go-to-market strategy, design and decision-making, IP strategy, etc. Both before and after the trip, distinguished professionals from leading industry consultancies, including Ernst & Young, KPMG and PricewaterhouseCoopers, mentored the students and helped them refine their FinTech projects. Months of intensive training culminated in CUPP Demo Day, where the students demonstrated their business prototypes to a panel of judges. The 10 winning teams were each awarded HK$100,000 in seed funding to further develop their ideas into prototypes.

CUPP was an eye-opening experience for the students. It received encouraging compliments from students, industry and university partners. It was indeed one of our most successful attempts in the year to reinforce our commitment on inspiring the next generation.

由五家本地大學推薦的精英學生隊伍，參與了由數碼港度身訂造、為期一星期在美國史丹福大學商學研究院舉辦的創業營。學生接受大師相授創業指導，從營運模式及策略、財政模式、定價、進入市場策略、設計及決策、知識產權等專業知識。在創業營的前後，來自國際知名會計師事務所，包括安永、畢馬威、普華永道等的導師，貼身指導學生改進他們的金融科技創業意念。經過數月的密集培訓，學生於「數碼港‧大學合作夥伴計劃」演示日中向評審團展示他們精心雕琢的業務雛型。十隊勝出隊伍各獲得10萬港元的種子基金，進一步落實構想。

「數碼港‧大學合作夥伴計劃」是給學生大開眼界的好機會。得到學生、科技業界及各大學夥伴的高度讚揚。先導推行的計劃絕對是我們本年度孕育新一代、新思維的代表作。

From years of working with young entrepreneurs, we understand that obtaining initial capital to begin their creative projects can be a challenging process. The Cyberport Creative Micro Fund (CCMF) fulfils young innovators' desire to turn creative concepts into prototypes, test ideas and realise dreams. Participants can gain practical start-up experience, connect with like-minded peers and learn to grow their businesses. During the year, the total number of applications for CCMF surpassed 690, a marked increase of nearly 25% year-on-year, and 70 of the applications were successfully admitted to CCMF. We can look back with pride as we have already awarded 232 creative projects, and 65 of these projects advanced to the Cyberport Incubation Programme to further develop their business ventures.

One of the CCMF projects, LULIO, was developed by a clinical psychologist Dr. Jamie Chiu and Mark Altosaar, to help students assess their own mental wellness status and seek help when needed. Jamie was nominated by Forbes magazine in its inaugural "30 Under 30 Asia" list, and the project reflected the ingenuity of Cyberport-backed projects. This is a good example illustrating that good ideas could take off when they are nurtured and nourished with the opportunity and backing they deserve.

經過歷年與年輕創業家的並肩合作，我們深明起動資金得來不易，也是最傷腦筋的一環。「數碼港創意微型基金」，正正為這班創新科技創業新鮮人提供有力支持，讓他們實踐具創新概念的數碼科技項目及商業構想，並協助落實整套原創概念的雛型。參加者能獲得實戰經驗，與志同道合的創業家聯繫及學習孕育他們的業務。本年度基金收到超過690份申請，按年上升25%，當中70個創意項目成功獲資助。回想「數碼港創意微型基金」多年來共資助232個創意項目，其中65個更晉身「數碼港培育計劃」，進一步發展業務。

其中一個受助項目是由臨床心理學家趙千娓博士及Mark Altosaar開發的LULIO，項目透過手機遊戲，幫助學生評估心理狀態，助他們及早發現問題，並尋求協助。趙千娓其後更獲《福布斯》雜誌評選為「亞洲版30位30歲以下創業者」。這個項目充份體現各受助項目的高水準及當中蘊含的社會意義。這說明了一個好的創業概念值得支持和培育，讓他們得以展翅高飛。

> **"All good ideas need to be acted upon to be meaningful. Cyberport Creative Micro Fund gave us the opportunity to get our concept off the ground. Our mobile solution now helps students assess their mental wellness and seek help when needed."**
> — Dr Jamie Chiu, Founder of LULIO
>
> **「創業點子需要實踐才會有意思。數碼港創意微型基金讓我們實踐創新概念。現在，LULIO 研發的流動程式，幫助學生評估心理狀態，讓他們及早發現問題，尋求協助。」**
> 一 LULIO 創辦人趙千娓博士

Looking ahead
展望將來

From the expansion of the internship programme to the extensive support in grooming entrepreneurial talents, moving forward, Cyberport will continue to catalyse the training of young minds to ensure that Hong Kong continues to grow a substantial pool of young creative talents to build a bright and sustainable future in this digital era, driving innovation and growth in the global economy.

從擴展實習計劃，到提供廣泛支援以培育創業人才，數碼港將繼續推動年輕人的培訓，以確保香港繼續孕育出一代又一代的年輕創意人才，為數碼年代的持續發展展開一個光輝的時代，為推動全球經濟創新和增長出一分力。

Nurturing the Entrepreneurial Spirit 扶植

業界實力，
帶動創業氣氛

Nurturing

Winning

Supporting

Empowering
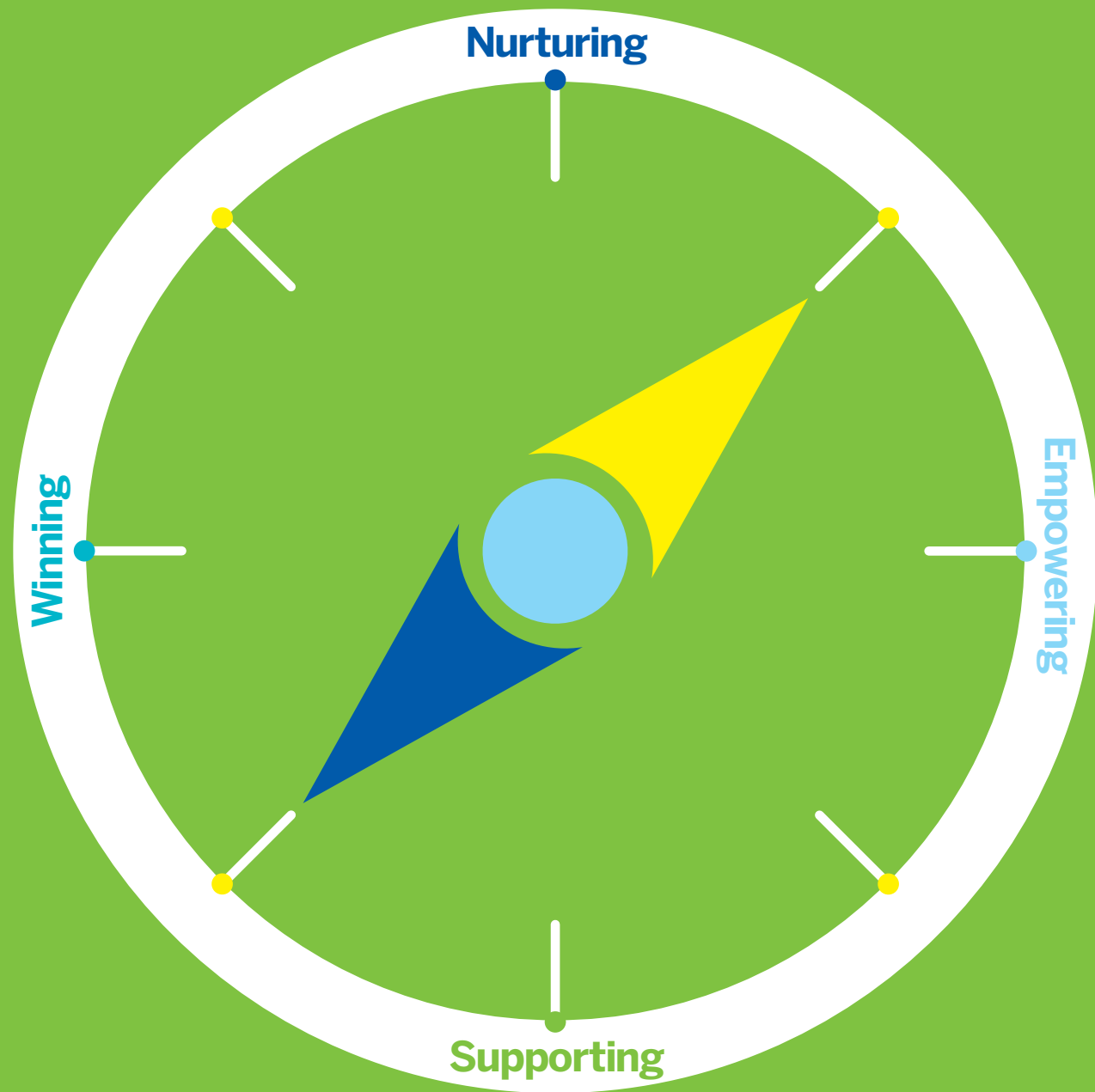
Over 150 tech-related **events and training** to support **start-ups development**

超過**150**個 與科技有關的 活動／培訓，

扶植初創企業發展

Accumulated HK$ **570** million

funds raised by Cyberport start-ups

數碼港初創企業 累計籌得約**5.7億港元**

Built an entrepreneurial and talented community with over

280

Hong Kong and overseas companies **in Smart-Space** 逾**280**家

本地及海外公司進駐數碼港 Smart-Space，

建立了一個人才共融的創業社區

Nurturing the Entrepreneurial Spirit
扶植業界實力，帶動創業氣氛

2015/16 was a banner year for Cyberport and Hong Kong's entrepreneurship. The number of start-up company registrations surged 46% year-on-year, according to government statistics released in August 2015, logging 1,558 start-ups in the city. We are delighted about this development, as start-ups are key drivers for Hong Kong's growth — they inject positive change through developing new products and services, and creating new jobs. As a purveyor of digital innovation and entrepreneurship, we are proud that we remain committed to enhancing the start-up ecosystem. While our first strategic pillar focuses on inspiring the next generation, our second one — nurturing the entrepreneurial spirit — focuses on offering digital entrepreneurs financial support, professional knowledge, business advice, essential tools and ample resources that enable them to grow.

How we are doing it

We understand securing funding, scaling into international markets and improving sustainability of the business remain key challenges along the meandering and bumpy road of digital ventures. In view of this, Cyberport provides a one-stop platform with a vast array of initiatives to support start-ups at different stages of development.

Cyberport Incubation Programme, as one of our most long-standing signature programmes, provides incubatees with up to HK$330,000 over a 24-month incubation period to help them jumpstart their businesses. We had been concurrently nurturing 98 incubatees in the year, including 51 incubatees being newly admitted. As of 31 March 2016, our total number of cumulative incubatees stands at 321.

2015/16年度對數碼港及香港創業界來説，是劃時代的一年。根據政府2015年8月的統計數字，共有1,558家初創企業成立，按年激增46%。作為創業界當中一員，我們為此發展感到欣喜。初創企業是香港經濟增長的重要動力，透過開發新產品及服務，創造就業機會，為社會注入積極正面的能量。數碼港作為數碼創新和創業的拓手，致力為初創企業建立良好發展土壤。數碼港首個策略支柱著力啟發新一代開創思維，我們第二個支柱，則著重扶植業界實力，帶動創業氣氛，向數碼創業家提供財務援助、專業知識、商業諮詢、創業工具及豐富資源，滋養初創企業成長。

我們的策略

創業之路頗具挑戰，需要配備營運資金，擴充業務到更大的市場及讓業務可持續發展，當中要跨過重重難關，才可達致成功。因應初創企業的需要，數碼港提供多元化的一站式平台，為不同發展階段的初創企業提供各種支援。

「數碼港培育計劃」便是數碼港創業計劃中，最早而最具持色的旗艦項目之一。數碼港向培育公司提供高達33萬港元資金，讓初創企業在首24個月培育期建立業務。數碼港去年度取錄51家新培育公司，同期培育公司達98家。而截至2016年3月31日，由數碼港培育出來的初創公司累積數目達321間。

Nurturing the Entrepreneurial Spirit
扶植業界實力，帶動創業氣氛

"To any start-up, R&D is a crucial process. Lattice was very lucky to have received comprehensive support from the Cyberport Incubation Programme, allowing us to focus on the development of our FinTech solutions. Our product is now mature, and we have successfully launched it in multiple markets."
— Wing Cheung, CEO, Lattice

「對初創企業而言，研發是一個重要里程。Lattice 很幸運地得到數碼港培育計劃的全方位支援，讓我們可專心研發我們的金融科技服務，Lattice 的產品現已成熟，並順利推出市場。」
— Lattice行政總裁張嶸

Many of our incubatees have set great milestones for their businesses during the year. A Cyberport start-up, Klook Travel, an online platform for booking tourist attractions and travel activities, secured a US$5 million Series A funding after raising a US$1.5 million in seed capital. Klook Travel has 500,000 users across Asia and serves thousands of travelers every day. Another Cyberport start-up, GoGoVan, a logistic app that connects users with more than 70,000 van drivers across Hong Kong, Mainland China, Singapore, Korea and Taiwan, raised another US$10 million Series B funding in the year. An EduTech start-up, Snapask, with its mobile app that provides on-demand online academic support to secondary school students with 5,000 qualified tutors, stormed the market with over 100,000 accumulative number of students across Hong Kong, Taiwan and Singapore. They succeeded in acquiring US$1.8 million in pre-Series A funding and continue to develop its presence in Southeast Asian countries. NexChange, a professional social network for the FinTech industry, also closed a US$2.5 million deal with investors from Hong Kong and US.

數碼港多間培育公司去年度不負厚望取得突破性成就，為業務創下新里程。預訂旅遊景點及活動網上平台客路旅行在募集150萬美元種子基金後，再獲得500萬美元A輪融資擴展業務。該公司現時已有50萬名亞洲用戶，每日服務的旅客達數以千計。另一家數碼港初創企業，透過手機程式提供物流服務的GoGoVan，則在香港、內地、新加坡、韓國及台灣為用家連繫多達7萬名的客貨車司機，獲得1,000萬美元B輪融資額大展鴻圖。教育科技初創企業Snapask，利用手機程式提供網上課後教育支援予中學生。目前Snapask平台有5,000名大學生頂尖導師，已有超過10萬名來自香港、台灣及新加坡的學生用戶。Snapask期內獲180萬美元的A輪前融資，亦逐步擴張至東南亞市場。而金融科技界專業社交網絡平台NexChange，也獲得來自香港及美國投資者的250萬美元投資基金。

Nurturing the Entrepreneurial Spirit
扶植業界實力，帶動創業氣氛

The achievements of our start-ups are widely recognised. As of 31 March 2016, Cyberport start-ups cumulatively garnered 217 awards and registered 185 intellectual properties. Another Cyberport start-up Air Button, which invented a wireless, batteryless button for mobile phone's control, was the first Hong Kong company crowned with the "Best 100" at the prestigious Good Design Award, which is an international award that celebrates excellence in design and innovation.

Cyberport's FinTech start-ups also fared very well. Lattice, a start-up that provides portfolio management platform, was named "Hot 10 to Watch" by UK's FinTechCity, beating 1,200 FinTech start-up contenders. Whereas in the "The FinTech20: Hong Kong" list selected by FinTechCity, 7 Cyberport companies were selected, including APrivacy, Cashyou, Ironfly Technologies, Monexo Innovations, Neat, Prive Financial and Quantifeed. Ironfly Technologies, an online platform, which provides instant real-time data insights. This start-up company, together with the aforementioned start-up Lattice, both won the Grand Awards at the UK Trade & Investment (UKTI) Hong Kong FinTech Award 2015 in recognition of their outstanding work in the FinTech sector.

各初創企業取得不少獎項，成就獲廣泛認同。截至2016年3月31日，數碼港初創企業獲得的獎項已累積至217個，取得185項知識產權。由數碼港培育的初創企業Air Button，設計了一個無線及毋須電池便可在手機應用的快捷鍵，成為首家香港公司贏得國際大賽Good Design Award 一 Best 100大獎。肯定了Air Button在實用及創新方面的成就。

數碼港的金融科技初創企業亦不遑多讓。提供投資組合決策系統的Lattice，擊敗1,200間金融科技初創企業，在英國FinTechCity入選成為「10家值得注目的公司」。而在「FinTech20香港」排行榜中，有7間數碼港初創企業榜上有名，包括APrivacy、Cashyou、Ironfly Technologies、Monexo Innovations、Neat、Prive Financial及Quantifeed。而提供實時數據分析的網上平台Ironfly Technologies與Lattice兩間初創企業，同時獲得英國貿易投資總署(UKTI)香港金融科技獎大獎2015，以表揚兩家公司在金融科技的突出表現。

Hong Kong entrepreneurs' innovative spirit was duly recognised as well. Forbes named Cyberport entrepreneurs Reeve Kwan, co-founder of GoGoVan, Timothy Yu and Bradley Chiang, co-founders of Snapask, and Jamie Chiu, founder of LULIO, to be among the publication's inaugural "30 Under 30 Asia" list, recognising the young founders as promising young leaders, bold entrepreneurs and game-changers in 10 different sectors. These awards and achievements are a testament to the prowess of Cyberport-backed ventures in the local and international arena.

To provide the best knowledge to start-ups and industry, Cyberport also brings global investors and thought-leaders to Hong Kong to share knowledge with the start-ups. During the year, Cyberport organised and supported over 150 tech-related events, forums and training sessions, including signature events like Digital Entrepreneurs Leadership Forum, FinTech-focused events like Smart Contract for Smart Cites and FinTech Innovation Forum 2015, etc. More than 17,000 technology entrepreneurs, seasoned professionals and senior executives from leading brands and investors attended these events, sharing enlightening insights on pertinent issues and trends with our start-ups. Renowned gurus and digital business leaders who attended the events included KK Wong from Xiaomi and Dr Jeffrey Cole from the Center for the Digital Future at USC Annenberg School for Communication & Journalism.

香港創業家的創新精神也被肯定和表揚。美國《福布斯》選出「亞洲30位30歲以下的領袖」，其中GoGoVan共同創辦人關俊文、網上教育平台Snapask共同創辦人余佑謙和江則希，以及創辦檢測年輕人心理健康狀況的手機程式LULIO的趙千媄，均被選為在相關領域中最年輕有為、且大膽創新的年輕創業家。這些獎項及成就，均見證由數碼港培育的初創企業，於香港及國際舞台上卓爾不凡的成就。

為讓初創企業及數碼科技業界取得最佳行業知識，數碼港邀請全球投資者及領袖來港，與初創企業進行交流。於回顧期內，數碼港共舉辦逾150項科技相關的活動及培訓，包括數碼企業一卓越領袖論壇、以金融科技為重點的Smart Contract for Smart Cites，以及數碼港金融科技創新論壇2015等，其間超過17,000名科技創業家、資歷豐富的專家、業內領頭的高級管理人員及投資者都有出席這些活動，並就相關問題和發展趨勢，與初創企業分享見解，啟發思維。出席者有著名大師級人物及數碼公司領袖，包括小米科技聯合創辦人黃江吉及南加州大學安納伯格傳媒與新聞學院數碼中心Jeffrey Cole博士。

We also work with industry partners such as Alibaba Entrepreneurs Fund, Marks and Clerk, Microsoft, PricewaterhouseCoopers, ZenDesk and other industry partners to provide one-on-one mentorship to Cyberport start-ups, helping them overcome potential pitfalls on their quest to building a successful venture. To boost start-ups' fundraising capability and access to capital, the Cyberport Start-up Angel Pitching Training Programme offers extensive training on various pitching skills and puts them into practice at the Cyberport Pitching Day.

Cyberport also offers various infrastructure and support to address many start-up community's needs. These include high speed connectivity and secure, sophisticated cloud computing infrastructure. As one of Hong Kong's first cloud service providers to claim the internationally-recognised Cloud Security Alliance STAR certification, Cyberport launched its Second Generation Cyberport Community Cloud in the year to provide user-friendly and flexible self-provisioning Infrastructure-as-a-service (IaaS). The service is available to all Cyberport community members, from Smart-Space users, tenants, incubatees, alumni to subscribers, to enable maximium operational efficiency and agile, cost-effective expansion.

Smart-Space: Housing a melting pot of local and international talents

Access to space is another challenge for Hong Kong start-ups, and the market has responded with co-working spaces of different sorts over the past few years. As one of Hong Kong's largest co-working spaces for digital tech start-ups, Cyberport Smart-Space is a dynamic hub for local and overseas SMEs and creative entrepreneurs who are intent on capturing the opportunities in Hong Kong, Mainland China and Asia. Housing 285 companies from 20 countries, Smart-Space is a vibrant melting pot of creative digital innovators.

數碼港同時與業內合作夥伴，包括香港創業基金、麥仕奇、微軟、普華永道及Zendesk等合作，為初創企業提供一對一導師指導，協助初創企業克服創業中遇到的潛在危機。為促進初創企業籌募資金，「數碼港天使創技訓練計劃」就創技演示技巧向初創企業提供全面訓練，並安排在數碼港創技演示日實踐所學。

數碼港也為初創企業提供基建設備及各類支援，包括高速網絡及安全先進的雲端計算設施。數碼港作為香港首個獲雲端安全聯盟STAR國際認可證書的雲端服務供應商，推出了第二代數碼港社區雲端服務，提供靈活而又易用的基礎設施即服務（IaaS），為數碼社區成員包括Smart-Space用戶、辦公室租戶、培育公司、畢業生和服務用戶等提供服務及支援，讓他們在運作上發揮最高效能及靈活性，也在最高成本效益中擴張業務。

Smart-Space共用工作間：本地和國際人才共冶一爐

對於香港初創企業來説，昂貴的租金是一大挑戰。過去數年，形形式式的共用工作空間應運而生。數碼港為香港數碼科技初創企業提供最大型的共用工作間，對有意涉足香港、內地及亞洲開拓業務的本地及海外中小企及創業家來説，數碼港共用工作間提供了一個具活力環境。現時數碼港Smart-Space共有285家來自20個國家的公司進駐，對創意數碼創新者來説，這裡無疑是一個充滿活力的大熔爐。

"We really like working at Smart-Space because it's a great place to come up with new ideas and meet other start-ups. Cyberport's FinTech-related events allow us to network and learn about all the latest in the industry."
— David Rosa, CEO, Neat

「我們很喜歡在Smart-Space工作，這個地方讓我們的團隊拼發新思維，亦可認識其他創業者。數碼港舉辦有關金融科技的活動，讓我們得以開拓網絡和接觸到行業最新資訊。」
— Neat 行政總裁 David Rosa

Our Smart-Space community also regularly organises on-premise events such as Smart-Talks and Smart-Clinics to foster networking, business collaboration, interchange and communication; and Smart-Tryouts to gather community feedback on new product trials. These initiatives, alongside with other community-oriented offerings such as business service referral, legal and accounting consultancy, high speed connectivity as well as Cyberport Community Cloud, provide Smart-Space companies an ideal environment to thrive.

In response to the overwhelming demand from clusters such as FinTech and e-commerce as well as the latest market developments, Smart-Space has grown from a meagre eight-room establishment to a total of 75,000 square feet co-working space. In the year, we recorded almost 38% growth in the number of Smart-Space companies.

Looking Ahead

Having incubated more than 320 start-ups, Cyberport will continue to provide a rich and robust ecosystem to bolster digital entrepreneurship in Hong Kong. The newly-established Cyberport Macro Fund will inject further energy and momentum into our ecosystem.

Meanwhile, Smart-Space is expected to undergo a 50% expansion in total square footage to a total floor area of more than 120,000 square feet to enhance our offering to local and overseas companies. Cyberport's first Smart-Space FinTech will begin operation in by end of 2016.

In short, Cyberport is making every effort necessary to support entrepreneurs as they launch, build and grow their ventures in the dynamic, highly competitive digital tech markets in Hong Kong and beyond.

數碼港的Smart-Space社群也定期舉行Smart-Talks和Smart-Clinics講座及活動，促進公司間聯繫、業務協作、交流和溝通，而Smart-Tryouts讓用戶向社群收集試用新產品的反應。此外，數碼港還提供商業服務轉介、法律及會計諮詢服務、高速網絡及數碼港社區雲端服務等，讓Smart-Space企業在理想環境中茁壯成長。

回應金融科技、電子商務及最新市場發展等各界的龐大需求，Smart-Space從最初的8個房間擴充至今天的7萬5千平方呎。於回顧年度，Smart-Space公司的數目增長接近38%。

展望未來

至今由數碼港培育的初創企業超過320間，數碼港繼續為業界提供一個強大豐厚的生態系統，令香港的數碼企業生生不息地發展。

數碼港Smart-Space的總樓面面積將擴充50%至12萬平方呎，以提高本港及海外公司的可用空間。此外，以為金融科技初創企業而設的Smart-Space FinTech，將在2016年底投入服務。

數碼港將繼續竭盡所能，支援創業家在充滿競爭和活力的香港及海外數碼科技市場建立並發展他們的業務。

Empowering
推動企業踏足

Global
Ambition
國際舞台

Up to
HK$300,000
funding from
Cyberport Accelerator
Support Programme
「數碼港加速器支援計劃」
為初創企業提供最多
30萬港元資金津貼

Empowering start-ups with
mentorship
and global connections
借助師友計劃及人脈網絡，
助初創企業
擠身國際

43
Cyberport start-ups
43間 **went global**
數碼港初創企業
成功躋身國際舞台

Empowering Global Ambition
推動企業踏足國際舞台

After start-ups got their ventures off the ground and as they mature their ambitious founders will surely look to put their start-ups in a fast moving orbit of expansion. For growth-driven start-ups ready to scale up and expand beyond Hong Kong, Cyberport's third pillar, "Empowering Global Ambition", is targeted at helping them access global markets and make a significant and impactful entry onto the international stage.

By leveraging Cyberport's well-structured programmes, extensive network of industry partners, and the strong alliances we forged with relevant authorities, investment community, digital tech companies and academia, start-ups are empowered to make bold strides forward to realise their ambitions for global expansion. Cyberport's comprehensive support which includes mentorship from seasoned industry elites, financial assistance and international connections, will go a long way towards helping these future captains of industries navigate the challenging waters of international expansion with confidence.

How we are doing it

Cyberport is a steadfast partner at every inflection point of our start-ups' development offering access to valuable insight and advice from experienced mentors well-attuned to the various growth stages in business cycles when these entrepreneurs most need it. Indeed, behind many successful tech entrepreneurs stand mighty mentors: Mark Zuckerberg was mentored by Steve Jobs; Bill Gates had PC inventor Ed Roberts and Chad Dickerson of Etsy had Caterina Fake from Flickr.

初創企業的業務順利起飛後，雄心壯志的創業家定當追求擴張業務，拓展香港以外的市場。數碼港的第三支柱 ─ 推動企業踏足國際舞台，聚焦對象正是整裝待發的初創企業。數碼港連繫他們與國際市場，讓他們得以在國際舞台上大展拳腳，並佔有舉足輕重的地位。

通過數碼港周詳的計劃、完善的業界夥伴網絡，加上由相關權威、創投社群、數碼科技公司及學術界組成的強大合作夥伴聯盟作後盾，初創企業可以盡情地實踐理想。初創企業得到數碼港導航及全面支援，並獲行業精英作智囊，又得到財務援助及環球連繫，創業家得以在充滿挑戰的創業路上昂首闊步，開拓新天地。

我們的策略

數碼港作為初創企業堅定不移及可信賴的創業夥伴，我們具經驗的導師，一直為初創企業在商業週期中各階段給予適時、寶貴的指導及支援。事實上，許多成功的數碼科技創業家的背後，都有名師指點。例如Fackbook創辦人朱克伯格有喬布斯，微軟創辦人比爾蓋茲有發明個人電腦的Ed Roberts，Esty網站創辦人Chad Dickerson有來自Flickr的Caterina Fake作其智囊。

Over the years, we have dedicated a lot of efforts in making the right connections and cultivating solid relationships with like-minded entrepreneurs who are critical assets to enhance our support for our start-ups. Cyberport has built a dynamic and formidable platform with sophisticated tools in place focussed on empowering start-ups near and far. For start-ups with an eye on global markets, Cyberport Accelerator Support Programme provides them with up to HK$300,000 of funding to join the world-renowned accelerators. These celebrated programme operators include 500 Startups, Accenture's FinTech Innovation Lab Asia-Pacific, Chinaccelerator, Microsoft Ventures, Plug and Play, Y Combinator, etc. Start-ups benefit from gaining new perspectives and insight from interacting with fellow entrepreneurs and experienced mentors; building strong business networks, inspiring them on ideas and practical initiatives to propel their businesses to the next level.

While we delight in seeing the lofty ambitions for global expansion from these entrepreneurs, Cyberport remains laser-focussed on our core mission to develop the local entrepreneurial scene. We have been relentlessly building an extensive and growing international network so that our start-ups can capitalise on the resultant opportunities emerging therefrom to connect with mentors around the world. During the year, Accenture's FinTech Innovation Lab Asia-Pacific, a prestigious FinTech-focused accelerator programme, took place at Cyberport for the second consecutive year. The programme took in seven outstanding FinTech start-ups from Hong Kong, India, Israel, UK and Australia, and nurtured them at Cyberport. In fact, two Cyberport start-ups, Bitspark and Ironfly Technologies, were amongst these coveted chosen ones.

人脈網絡是一門重要的資產。多年來，數碼港致力為初創企業鋪橋搭路，及為意氣相投的創業家建立更穩固的網絡。為裝備初創企業的實力，數碼港建立一個富有活力及優良裝備的平台。對於有意拓展海外及國內市場，躋身國際的初創企業，「數碼港加速器支援計劃」便為他們提供最多30萬港元的資助，支持他們參加世界知名的創業加速器。這些加速器計劃包括：500 Startups、埃森哲的亞太區金融科技創新實驗室、中國加速、微軟創投、Plug and Play、Y Combinator等等。讓他們與擁有豐富創業經驗的創業家交流切磋，從這些優秀創業加速器得到新視野，建立更強大的商業網絡，讓業務提升至更高層次。

數碼港樂見創業家開拓國際市場展示的萬丈雄心，同時亦不忘協助創業家在本港數碼科技行業發展的公眾使命。數碼港一直努力不懈地為初創企業建立一個龐大且不斷增長的國際網絡，連接世界各地的企業和導師，為初創企業締造機會。在2015/16年度，埃森哲再與數碼港攜手合作，連續兩年於數碼港舉辦在金融科技界享負盛名的加速器計劃—亞太區金融科技創新實驗室，7家來自香港、印度、以色列、英國及澳洲表現突出的金融科技初創企業，被選中進駐數碼港。其中兩家初創企業Bitspark及Ironfly Technologies，都是數碼港的培育公司。

> "Marketing can often be a headache for start-ups. But through Cyberport's connections, we were able to introduce Ironfly Technologies to the public and let more people know about our company."
> — Kevin Mak, CEO, Ironfly Technologies

> 「要兼顧業務推廣，有時也很頭痛。數碼港為我們提供人脈網絡，將Ironfly Technologies推廣至普羅大眾，讓更多人接觸到我們的公司。」
> — Ironfly Technologies行政總裁麥翹峻

Empowering Global Ambition
推動企業踏足國際舞台

To enrich the accelerator mix in Hong Kong, Cyberport has successfully diversified its accelerators' outreach to bring in the notable Wearable IoT World from Silicon Valley to Hong Kong and US-Pan Asia Internet of Things (IoT) Superhighway Accelerator, it is Wearable IoT World's first accelerator in Asia, which focuses on driving IoT innovation and entrepreneurship in Hong Kong and Asia. Dedicated to helping start-ups in the areas of wearables, IoT and emerging technologies, the Accelerator chose Cyberport as the official partner as well as the very home for its executive office and lab, which are indeed tremendous success for Cyberport. With a shared vision to foster IoT innovation and entrepreneurship in Hong Kong and Asia, Wearable IoT World and Cyberport will continue to join forces in accelerating global IoT development as well as encouraging the adoption and widespread use of interconnected machines and devices.

As an impetus to help our start-ups develop and grow a global business network, Cyberport organised 13 delegations to Mainland China, and overseas to North America and Japan. During the year under review, Cyberport brought over 30 start-ups to flagship tech industry events in Mainland China. Cyberport delegates to the International Soft China seized the day by showcasing their ideas at the event, visited ZhongGuanCun, the biggest entrepreneurs' cradle in Mainland China, and met with venture capitalists. On another positive note, bright minds of Cyberport start-ups were celebrated at TechCrunch Beijing and Shanghai with their products featured at the Cyberport Hong Kong Pavilion. They were also invited to join panel discussions and meetings with prominent venture capitalists.

為了令本港的創業加速器計劃更多元化，數碼港成功把來自美國矽谷的Wearable IoT World引進香港。Wearable IoT World旗下的美國一泛亞物聯網創業加速器計劃是首個在亞洲推出的加速器計劃，旨在支援發展可穿戴技術、物聯網以及新興科技的初創企業。值得一提的是數碼港不單是該計劃的官方合作夥伴，Wearable IoT World的行政辦公室及實驗室亦會進駐數碼港。數碼港與Wearable IoT World目光一致，兩者都以促進香港及亞洲的物聯網技術發展為目標，將繼續攜手推進物聯網在全球的發展，以及推動及鼓勵採用互相聯接的技術和裝置。

數碼港作為本港初創企業發展的原力，年內舉辦了13次出訪團活動，地點遍佈國內、北美及日本。回顧過去一年，我們帶領超過30間初創企業到內地參與數碼科技旗艦活動。數碼港代表團成員於中國國際軟件博覽會，展示了他們的創業概念；並參觀了國內最大的創業家搖籃中關村，更會見了風險投資者。除此以外，數碼港的初創企業參加了TechCrunch上海及北京，並在香港數碼港館內展示了自己的產品。他們又獲邀出席研討會以及與著名風險投資者會面。

Mainland China with its vast population and vibrant economy presents an immense business opportunity to start-ups. To facilitate our start-ups in securing a firmer foothold and a soft landing on the market, Cyberport opened a second Mainland China representative office in Guangzhou to offer timely and effective assistance during their expansion in the market so that they could fully capitalise on any business relationships gained at delegations and events' participation.

Beyond the lucrative Mainland China market, overseas markets offer a horizon of opportunities for start-ups. During the year, Cyberport led overseas delegations to the US and Canada, visited Finovate Spring 2015 and TieCon 2015. Start-ups who joined the US and Canada delegations were offered chances to join business-matching and networking sessions and took part in visits to the headquarters of Cisco and Microsoft.

中國內地擁有13億人口市場，經濟活躍，為初創企業帶來龐大商機。為協助及確保初創企業能夠在內地市場站穩陣腳，我們在廣州設立數碼港於國內的第二個代表處，為初創企業提供即時實效的支援，讓他們能夠充分利用在出訪團及相關活動中建立起的人脈關係。

除利潤可觀的內地市場外，海外市場也為初創企業帶來機會。本年度數碼港率團出訪美國及加拿大，參與了Finovate Spring 2015及TieCon 2015。參與出訪團的初創企業藉此機會進行業務配對及交流，並參觀了思科系統及微軟的總部。

"It is every start-up's dream to scale. Cyberport has connected us to their network of overseas business partners, which has contributed to our expansion into Singapore and Taiwan within just 8 months of our launch."
— Timothy Yu, Co-founder, Snapask

「每一間初創企業的夢想，當然希望是將更上一層樓。數碼港促成我們與海外夥伴的合作，讓Snapask在推出短短八個月內，便能將我們的服務拓展至新加坡及台灣市場。」
— Snapask 共同創辦人余佑謙

Empowering Global Ambition
推動企業踏足國際舞台

While Cyberport identified key strategic overseas markets for Hong Kong start-ups, we deemed it crucial that they could interact with global industry partners in Hong Kong. As such, we have devoted much time and effort in successfully inviting these global experts to come to Hong Kong to share their expertise here. In May 2015, Cyberport has brought FinTechCity, a quintessential FinTech icon based in London, to co-organise the Cyberport FinTech Innovation Forum in Hong Kong whereby global experts shared their perspectives on FinTech with start-up founders, investors and bankers in Hong Kong. Another feather in the cap for our Partners' team was the introduction of DEMO CHINA in Hong Kong as a result of Cyberport's efforts. The event which formerly took place in 10 cities in Mainland China made its inaugural appearance at Cyberport in the year. Cyberport was well-respected in the market and recently garnered Cyzone's top 10 Best Entrepreneurship Parks in China award in 2015 thus reinforcing DEMO CHINA's decision to make Cyberport the venue for its Hong Kong debut.

此外，數碼港深明初創企業要往外發展，他們務必先要與環球夥伴建立互動。故此，數碼港廣邀國際專家來港分享專業知識。2015年5月，數碼港帶來自英國倫敦的FinTechCity與數碼港合辦「數碼港金融科技創新論壇」，環球金融科技專家與香港的初創企業、投資者及銀行家分享見解心得。數碼港也為香港創投界帶來首次在港舉辦的「創新中國‧走進香港」活動。「創新中國」過往曾於十個國內城市作賽，本年度首次走進香港，於數碼港舉行。數碼港於國內市場享負盛名，並獲國內《創業邦》雜誌評選為「2015年十大最佳創業園區」，選定數碼港作為「創新中國‧走進香港」的指定賽場，讓活動在香港首次亮相，肯定數碼港在市場上的地位。

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Looking ahead

The efforts we made in the year in expanding our network of strategic alliances globally and regionally were well-received by our community. The start-ups appreciated very much the mentorship and connections made possible through Cyberport initiatives as well as the 150 tech-related events held at Cyberport during the year under review. We have continued to embark on fulfilling our public mission by developing a comprehensive entrepreneurial ecosystem. We have a track record of success as we have assisted 43 start-ups in their expansion outside of Hong Kong in the year. The close to HK$570 million cumulative funding raised by Cyberport start-ups bears testament not only to the innovative, entrepreneurial talent of their founders but also the commitment of Cyberport's team in supporting them with a suite of programmes. That said, we will not rest on our laurels but will remain focused on fulfilling our public mission to be the key connector for start-ups and springboard for innovators in Hong Kong and overseas. After all, innovation and entrepreneurial spirit knows no boundaries. We will continue to leverage our connections and work with relevant authorities, private sector and academia to help Hong Kong's talented entrepreneurs realise their dreams. The Cyberport Macro Fund, set to be launched in 2016/17, will add further momentum to support our start-ups and catalyse the digital technology development in Hong Kong.

展望未來

回顧過往一年，數碼港在亞太區及全球建立的策略聯網日益壯大，備受創意數碼社區成員的讚賞。去年在數碼港舉行的數碼科技活動逾150個。一如以往，數碼港秉承我們的公眾使命，致力發展創業生態。至今，數碼港累計已協助43家初創企業走出香港市場，在國際舞台飛躍發展，成績有目共睹。數碼港初創企業所籌得的投資額，已累積至約5.7億港元。以上豐碩成果，是每位傑出創業家所付出努力的回報，也是整個數碼港旗下每個創業計劃履行公眾使命承諾。縱然成績理想，我們不會就此止步，數碼港仍繼續堅守使命不負公眾厚望，於香港及海外擔當初創企業的介紹人，創新者的助攻手。創新思維、創業精神無界限，我們將利用自身的優勢，與各權威賢達、私人機構及學術界共同創造價值，成就每個出色創業家的創業藍圖。將於2016/17年度推出的「數碼港投資創業基金」，將為創業家注入前所未有的強大動力，推進香港數碼科技的發展。