MISSION

TALENT CULTIVATION AND DEVELOPMENT
人才培育與發展

Talent Cultivation and Development
人才培育與發展

bowtie

Cyberport Start-up
數碼港初創企業

"Despite the uncertainty of entrepreneurial journeys, Cyberport helped us formulate our development plans and set us on a path to success. By participating in the Cyberport Creative Micro Fund and the Cyberport Incubation Programme, I gained many valuable opportunities to showcase the business, including chances to attend international conferences to promote Bowtie."

「在創業這條充滿未知的路上,數碼港協助初創公司規劃好發展藍圖,實踐我們的創業夢。透過參與數碼港創意微型基金及培育計劃,我們獲得很多難能可貴的業務展示機會,更得以登上國際論壇的大舞台,提升Bowtie的知名度。」

Fred Ngan 顏耀輝
Co-founder and Co-CEO of Bowtie
保泰人壽創辦人及聯合行政總裁

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Cultivating talent and instilling entrepreneurship skills in youngsters are the cornerstone of fostering the development of innovation and technology. In recent years, many university students have got a taste of entrepreneurship through different programmes, while more researchers have also commercialised their research results. Meanwhile, the government has also devoted more resources to promote science education in schools, which we believe will stimulate our younger generation's interest in innovation and empower them with fundamental knowledge.

培育創科人才與提倡創業風氣,是推動創科發展的基礎。近年越來越多大學生透過不同計劃一嘗創業滋味,亦有不少資深研究人員將研究成果商品化。政府近年亦積極加強中小學的科普教育,相信能夠啟發新一代對創新科技的興趣和鞏固基礎知識。

In 2018/19, Cyberport received further funding from the government to increase the financial assistance ceiling of the CIP from HK$330,000 to HK$500,000. More than 250 start-ups benefited from the enhanced scheme during the year. To better gauge the performance of our incubatees, Cyberport improved the funding mechanism with the introduction of a performance-based assessment.

數碼港於2018/19年度,獲特區政府撥款,將「數碼港培育計劃」的財務資助上限,由過去的33萬港元,提高至50萬港元,年內共有超過250家初創企業受惠於有關優化措施。

On top of the initial financial assistance of HK$100,000 granted to the incubatee upon joining the programme, progressive reviews will be carried out to evaluate the incubatee's performance over a two-year period to determine the amount of the remaining funding of HK$400,000 to be granted. This is different from the previous arrangement of direct reimbursement. The new mechanism enables Cyberport to monitor and guides the start-ups more effectively. At the same time, red tape was cut to allow start-ups more flexibility to innovate and achieve committed milestones to their best abilities.

此外,數碼港亦改善了「數碼港培育計劃」的撥款機制,由過去的實報實銷,改為根據表現發放。初創企業會先得到10萬元起動資金,其餘40萬元將根據表現評估機制於兩年間分階段發放。新機制一方面可令數碼港能更有效地監察及指導受培育公司,另一方面令初創企業在創新的過程和行政程序更有彈性。

In addition to financial assistance, Cyberport provides comprehensive support for start-ups, including professional advice of mentors, technical advice and investor matching. They are also entitled to free access to Cyberport's co-working spaces during the incubation period. The Entrepreneurship Centre, located at Cyberport 3, is designated for the CIP incubatees. It was officially launched during the year to provide start-ups with state-of-the-art equipment and a comfortable environment for work, meetings and collaboration.

除了財務資助,數碼港亦為初創企業提供全方位支援,包括創業導師的專業意見、技術顧問以及獲安排與潛在投資者會面,以及於培育期獲數碼港提供免租工作間。位於數碼港園區三期內的全新「企業發展中心」專為「數碼港培育計劃」公司而設,並於年內正式投入運作,為初創企業提供設備先進、環境舒適的工作、會議及交流空間。

Cyberport continues to provide the HK$100,000 seed funding through Cyberport Creative Micro Fund (CCMF). During the six-month programme period, the start-ups can put their ideas into practice and develop product or solution prototypes. In 2018/19, a total of 97 projects were granted by CCMF. The projects range from FinTech, smart living to digital entertainment.

數碼港繼續透過「數碼港創意微型基金」,提供10萬港元的種子基金,協助他們在6個月的計劃期內將意念付諸實踐,建立產品雛型。2018/19年度,「數碼港創意微型基金」共支援了97個項目,涵蓋金融科技、智慧生活以至數碼娛樂等範疇。

Comprehensive entrepreneurship support

Launched in 2005, the Cyberport Incubation Programme (CIP) has nurtured hundreds of successful start-ups over the years. Some of them have become "unicorns" (start-ups with a market capitalisation valued at US$1 billion or above), including GOGOVAN and Klook. Driven by Hong Kong's growing entrepreneurial spirit, CIP was met with the enthusiastic response of the public with more than 600 applications in the past fiscal year. In view of this, we will increase the admission quotas of the programme to 130 incubatees per year from 2019/20 onwards to bridge the demand gap.

全方位創業支援計劃

「數碼港培育計劃」自2005年啟動,多年來培育出數以百計的成功初創企業,更有部分晉身「獨角獸」(市值10億美元或以上的初創企業),包括GOGOVAN和客路。隨著香港的創業風氣漸濃,「數碼港培育計劃」報名反應熱烈,年內共接獲超過600份申請。有見及此,我們由2019/20年度起,將計劃名額增至每年130個,以滿足龐大的需求。

Cyberport
University Partnership Programme Demo Day
數碼港・大學合作夥伴計劃演示日 2018

Cyberport Start-up
數碼港初創企業

"AMBIT is committed to developing the unmanned aerial vehicle (UAV) intelligent geographic information system. After joining the Cyberport Incubation Programme, we find it easier to reach out to creative talent and entrepreneurs from all over the world on the Cyberport campus. Also, thanks to the all-round support provided by the Cyberport team, we are now able to let more media outlets and the public understand the latest development of drone sketching technology and how it contributes to the smart city development in Hong Kong."

「AMBIT銳意發展無人機智能地理信息系統，我們在加入『數碼港培育計劃』後，藉著其園區網絡，能接觸來自世界各地的創科人才和企業家；同時有賴其團隊全方位支援，能讓傳媒和大眾了解到最新的無人機素描技術，為推動智慧城市發展盡一分力。」

Eric Yau 丘之鵬
Founder of AMBIT
AMBIT 創辦人

To encourage more young entrepreneurs to expand into the mainland market, the Cyberport Guangdong-Hong Kong Young Entrepreneur Programme (Cyberport GD-HK YEP) was organised. It connected aspiring IT and digital tech entrepreneurs in both Hong Kong and Guangdong to explore collaboration possibilities. A total of 10 Guangdong-Hong Kong cooperation projects were selected to get the seed funding provided by the Cross-Boundary Programme of the CCMF. The Cyberport GD-HK YEP will be upgraded and renamed as the Cyberport Greater Bay Area Young Entrepreneurship Programme (GBA YEP) in 2019/20, serving the building entrepreneurs of all of the major cities across the Greater Bay Area, including Hong Kong, Macau and the Guangdong Province.

In partnership with the six major universities in Hong Kong, the Cyberport University Partnership Programme (CUPP) has been in place for four consecutive years to provide students with FinTech-focused entrepreneurship training opportunities. Last year, a total of 19 teams from the local universities joined CUPP and attended a week-long FinTech bootcamp held at the University of Chicago Booth School of Business and visited top tech firms and start-up accelerators in Chicago. Before and after the trip, the teams spent time with top industry experts to learn about the FinTech landscape to help them develop market-ready solutions. The 13 outstanding teams selected by a judging panel each won a seed funding of HK$100,000 to kick-start their entrepreneurial dream, plus a fast-track interview opportunity to the CIP.

為鼓勵更多年輕創業家拓展內地市場，數碼港舉辦「數碼港・粵港青年創業計劃」，讓香港及廣東地區有志創業的資訊科技與數碼科技專才，攜手探索合作的機會。年內共有10個粵港合作項目獲得「數碼港創意微型基金」（跨界計劃）的種子基金資助。「數碼港粵港青年創業計劃」將於2019/20年度升級為「數碼港大灣區青年創業計劃」，涵蓋大灣區內各個城市，包括香港、澳門及廣東省內的有志創業家。

「數碼港・大學合作夥伴計劃」連續第四年進行，與本港六大學攜手，為大學生提供以金融科技為題的創業培訓。19隊來自本地大學的隊伍，除了於香港接受一連串工作坊及培訓課程外，更遠赴美國芝加哥大學布斯商學院，參與為期一星期的創業營，並參觀當地頂尖的數碼科技公司及加速器。回港後，各隊伍與頂尖行業專家學習有關金融科技領域，以協助他們開發市場就緒的解決方案。評審團最後選出13支優勝隊伍，每隊均獲得10萬港元的「數碼港創意微型基金」，以及「數碼港培育計劃」的面試機會，開展其創業之路。

## Smart-Space 8 expands Cyberport's geographical coverage

Over the years, Cyberport has established seven Smart-Space co-working spaces on the Pokfulam campus to provide start-ups with affordable, well-equipped office and meeting spaces. In 2018/19, Cyberport expanded out of Pokfulam for the first time and established a new co-working space in Tsuen Wan.

Offered under the Space Sharing Scheme for Youth proposed in the 2017 Policy Address, Smart-Space 8 comprises about 20,000 square feet of floor space and is offered to eligible applicants, aged 18-35 starting up a business, at discounted rental rates relative to market prices. Since its inception in last July, Smart-Space 8 has attracted 90 start-ups, with an occupancy rate of 85 per cent. During the year, Cyberport hosted about 40 events, workshops, sharing sessions and networking events at Smart-Space 8 to promote the entrepreneurial atmosphere and sharing of ideas.

Smart-Space 8 擴展數碼港網絡

數碼港多年來於薄扶林園區，建立了七個Smart-Space共享工作間，為初創企業提供價格相宜，設備完善的辦公及會議場所。2018/19年度，數碼港首度衝出薄扶林並於荃灣設立首個園區外的共享工作間Smart-Space 8。

Smart-Space 8 透過2017 施政報告中提出的「青年共享空間計劃」，以低於市價的租金，提供約兩萬平方呎樓面，為18至35歲的年輕創業家提供多一個收費相宜、條款靈活的辦公空間選擇。Smart-Space 8 自去年7 月啟用以來，已經吸引90 家初創企業進駐，出租率達到85%。數碼港亦於年內於Smart-Space 8，舉辦了約40 場活動、工作坊、分享會及聯誼活動等，以鼓勵互相交流分享的創業氛圍。

Improving start-ups' competitiveness

Cyberport is committed to helping start-ups equip themselves with the latest technology tools, marketing channels and investor pitching skills. Cyberport Technology Network (CTN) brings together the world's top tech companies, including Alibaba Cloud, Amazon Web Services (AWS), Google, Microsoft and Tencent Cloud, to provide start-ups with technical seminars, workshops, certificate courses and other skill-building activities. These training resources equip them with more advanced technical skills like cloud computing, AI, big data analytics and social media marketing. Special packages were offered to the start-ups at affordable prices.

Last October, Cyberport teamed up with 500 Startups to host the two-day Cyberport Angel Investor Pitch Training, which was taught by 500 Startups experts, on how to handle investor relations. Besides, Cyberport also organised a series of "Start-up Clinic" workshops with experts advising on strategies to enter the mainland market, set business objectives, as well as manage financial risk.

提升初創競爭力

數碼港致力協助初創企業掌握最新科技發展、營銷、市場推廣以及應對投資者的技巧。「數碼港科技網絡」網羅全球頂尖的科技企業，包括阿里雲、亞馬遜網路服務（AWS）、Google、Microsoft和騰訊雲等，為初創企業提供技術講座、工作坊、證書課程等，助他們掌握雲端計算、人工智能、大數據分析和社交平台營銷等先進科技，而部分更提供優惠方案，降低初創企業應用尖端技術的門檻。

數碼港於去年10月聯同500 Startups，舉辦為期兩天的Cyberport Angel Investor Pitch Training，由500 Startups的專家傳授應對投資者的技巧。此外，數碼港亦籌辦「初創診所」系列工作坊，邀請專家向初創企業代表講解開拓內地市場、制定業務目標以及財務風險管理等方面的課題。

ROBORN DYNAMICS
路邦動力

Cyberport Start-up
數碼港初創企業

"We have received different types of support since joining the CIP in 2018. Roborn has gained a lot of promotion opportunities. In particular, Cyberport's media and marketing network support make it easier for us to reach out to investors. With much honour, we received the 2019 Hong Kong ICT Awards – "ICT Startup" Grand Award and "Hardware & Devices" Gold Award in April this year. Through these recognitions, we hope to draw more public attention to the development of 5G robotics technology in Hong Kong."

「我們在2018年加入『數碼港培育計劃』並獲得不同範疇的支援。除了資金上的幫助，透過數碼港的媒體網絡和市場推廣，令Roborn得到更多宣傳機會，讓我們更容易接觸投資者。在今年四月，我們很榮幸奪得2019年度「香港資訊及通訊科技獎」資訊科技初創企業大獎以及硬件與設備組別金獎，希望能鼓勵更多公眾了解香港的5G機械人發展。」

Eden Lu 呂力君
Founder and CEO of Roborn Dynamics
路邦動力創辦人及行政總裁

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Cultivating the next generation of talent

Cyberport has been actively promoting comprehensive training to expose students to the fundamentals of entrepreneurship and technology innovation, including internship and career support, to prepare them for a future career in the tech sector.

In partnership with DreamStarter, a not-for-profit organisation, Cyberport co-hosted the "Third DreamStarter Kids Pitching Day" to allow students from 11 primary and secondary schools to share their dream projects on Cyberport's start-up stage. They put forward over 200 solutions to problems in our daily life and social issues and bid for funds through online crowdfunding platforms. More than 3,000 teachers and students took part in the event.

In early 2019, Cyberport co-operated with AWS Educate by the Amazon Web Services (AWS), to provide free online cloud computing courses for more than 400 students over 14 years old. The curriculum is designed to help students develop technical expertise in cloud computing.

Cyberport has stepped up efforts in FinTech talent cultivation. To do so, as an example, we collaborated with Bank of China (Hong Kong) in April last year to stage the BOCHK FinTech Hackathon 2018. More than 130 teams took part in the competition.

Besides, Cyberport also co-organised the "Inter-School Innovation Competition on Insurance Technology: Life Can Be Insured" with the Financial Services and the Treasury Bureau, the Vocational Training Council (VTC) and the Financial Incentive Scheme for Professional Training ("FIS") pilot scheme. Over 220 secondary school and university students took part in the competition, which included workshops and a 24-hour hackathon, to showcase their innovative ideas in InsurTech.

培育新一代創科思維

數碼港積極推動針對學生的創業及科技教育培訓，並提供實習和就業支援，助新一代投身科技行業。

數碼港聯同非牟利組織DreamStarter「啟夢者計劃」，合作舉辦第三屆兒童夢想募資日，讓來自11家中小學的同學分享他們超過200個夢想項目，為我們日常生活及社會問題提供解方案，並透過網上平台眾籌實現計劃。是次活動吸引超過3,000名師生參與。

數碼港於2019年初跟AWS旗下的AWS Educate合作，為14歲以上的學生提供免費的網上雲端運算基礎課程，啟發他們對雲端科技的興趣，計劃吸引超過400名學生參與。

數碼港積極深化在金融科技人才培訓的工作，包括於去年4月與中銀香港合作舉辦「中銀香港極客大賽」，為業界挖掘具優秀潛質的金融科技人才，培育生力軍，吸引130多支隊伍參賽。

另外又與財經事務及庫務局、職業訓練局，以及保險業人才培訓先導計劃，合作舉辦「保險科技創新商業大賽：生活有得保」，吸引超過220名中學生及大學生參與，並透過工作坊及24小時的黑客馬拉松比賽，啟發學生對保險科技及保險行業的創新思維。

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Cultivating esports talent

Esports is emerging as an exciting new market. Demand for esports talent with diverse skill sets will continue to grow. Cyberport is now actively supporting esports and one of the initiatives is to train more esports talent and encourage more young people to join the digital entertainment and esports industries.

As part of the initiative, Cyberport and HKU SPACE now jointly offer the "Diploma in eSports Science" programme so as to develop a talent pool for the esports industry. It is the first esports course in Hong Kong that is equivalent to Level 3 of Hong Kong Qualifications Framework. The part-time course commenced in July last year and is expected to admit 50 students in each programme period.

Meanwhile, the first batch of 40 students completed the Junior Police Call (JPC) Foundation Certificate in Esports Science and graduated last year. The programme was organised in partnership with the Hong Kong Esports Association, HKU SPACE and the JPC. Four of the participants were offered an opportunity to serve as helpers at the Asian Games in Jakarta last year.

為電競業提供人才

電競行業在本港方興未艾,有巨大的發展潛力,對具有相關知識的人才需求越來越大。數碼港積極拓展電競產業,其中一項重點工作就是為業界培訓更多人才。

數碼港與香港大學專業進修學院(HKU SPACE)合辦的「電子競技科學文憑」,是全港首個達到資歷架構第三級的電競行業課程,兼讀課程於去年七月開課,預計每期招生50人。

另外,數碼港亦與香港電競總會、香港大學專業進修學院以及少年警訊合作,為40多名少年警訊學員提供電子競技基礎科學證書,其中四名學員更獲安排擔任去年雅加達亞運會電競示範賽事的工作人員,汲取寶貴的活動經驗。

Attracting more young people into tech careers

In 2018/19, Cyberport offered more than 210 local students an opportunity to intern at various tech firms and the IT departments of large enterprises through the Cyberport Digital Tech Internship Programme. Apart from local employers, Cyberport offered internship opportunities at Silicon Valley, as well as at companies or organisations in Shanghai and the Greater Bay Area. Companies participating in the programme now include Cisco Systems and Fung Omni Services (Shenzhen).

Apart from internship placement, every year Cyberport organises an annual Career Fair to give students, fresh graduates and job seekers an opportunity to explore the job openings offered by Cyberport community members. Over 600 job openings were offered by nearly 100 tech companies at the fifth annual Career Fair held in March this year. The fair attracted over 2,600 job seekers interested in the innovation and technology sector. An "Esports Zone" was featured for the first time, in which 16 esports companies were present.

Creating sustainable talent pool

After years of concerted efforts, Cyberport has established close co-operative relationships with local and overseas higher education institutions, professional bodies and tech giants to jointly cultivate innovative talents with an international perspective and enhance industry standards. Down the road, Cyberport will continue to consolidate professional courses, training resources, internship programmes and mentor network in collaboration with tertiary institutions, professional bodies and technology partners.

吸引更多年輕人投身科技產業

2018/19財政年度,數碼港通過「數碼科技實習計劃」為超過210名本地學生提供到科技公司,以及大型企業的科技部門實習的機會。除了本地的企業和機構,計劃更安排學生到美國矽谷、上海以及大灣區城市實習,參與的知名科技企業包括思科系統和馮氏全渠道商業服務(深圳)等。

數碼港每年亦為有意投身創科行列的學生、應屆畢業生和年輕人提供求職平台。於今年3月舉行的第五屆「數碼港招聘博覽」,有近100家科技企業及初創公司參與,提供大約600個職位,吸引逾2,600名求職者到場參觀。博覽更新增設「電競區」,共有16家電競相關公司參與進行招聘。
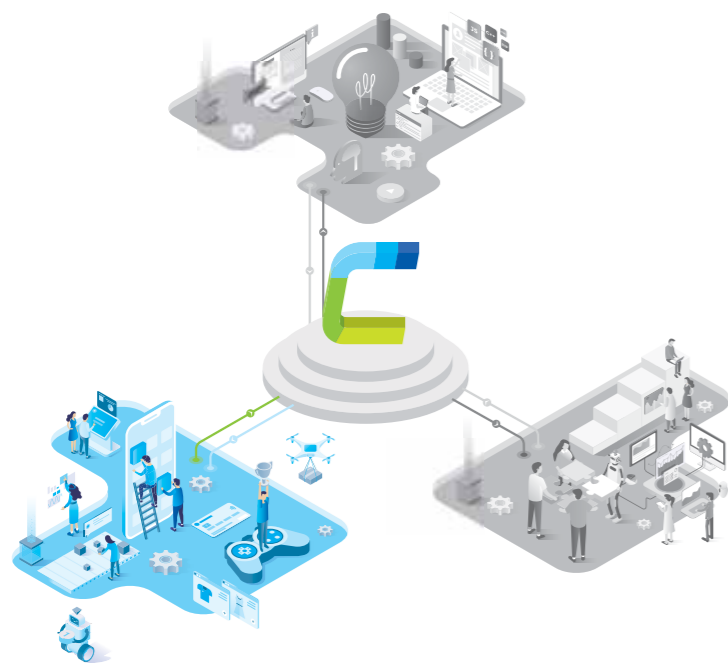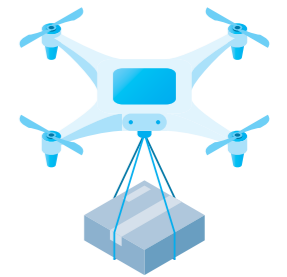
持續培訓專才

經過多年的努力,數碼港已經與本地及海外的高等學府、專業團體以及科技巨擘建立緊密的合作關係,共同為創新科技界培育更多具國際視野的人才,以及提高業界水平。數碼港提供不同的專業課程、培訓資源、實習計劃以及師友網絡,以提供更系統化的人才培訓平台,為創科行業栽培更多未來棟樑。

MISSION

INDUSTRY
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**FinTech
金融科技**

**Digital Entertainment & Esports
數碼娛樂與電子競技**

**Smart Living
智慧生活**

Cyberport spares no effort in establishing innovation and technology as one of the economic pillars for Hong Kong that will continue to drive economic growth. We have identified **FinTech, digital entertainment & esports** and **smart living** as the three major clusters with the highest growth potential. We also promote the advancement of AI & big data, blockchain and cybersecurity that will lay the foundations for future technology applications.

數碼港矢志將創新及科技業打造成香港的支柱產業，為新經濟注入源源不絕的動力。數碼港專注推動的三個應用範疇，包括**金融科技**、**數碼娛樂與電子競技**以及**智慧生活**的產業發展，擴大市場規模，同時積極推動人工智能及大數據、區塊鏈技術，以及網絡安全的技術提升和應用，為未來的科技應用奠定基礎。

Thriving FinTech ecosystem

FinTech is the fastest growing technology cluster in Hong Kong. As the largest FinTech community in the territory, Cyberport is now home to around 350 FinTech companies. They offer a range of turnkey FinTech solutions, such as financial software and services, big data analytics, InsurTech, wealth planning solutions and digital payment, to cater to the diverse needs of all segments of the financial sector and to create new market demands.

Cyberport is proactive in attracting well-established, high-impact financial and tech firms to empower the FinTech community alongside our start-ups. In April last year, Finastra established the new Future of Banking Center of Excellence at Cyberport Smart-Space FinTech to offer FinTech support to Asia's banking sector.

金融科技大步向前

金融科技是本港發展得最迅速的科技應用範疇，而數碼港的金融科技社群雲集約350家企業，是全香港最大的金融科技社群。數碼港的金融科技企業，涵蓋不同的專業領域，包括金融財務軟件和服務、金融大數據研究、保險科技、財富管理科技、電子支付科技等，照顧到金融行業不同領範疇的科技需要，同時創造新的市場需求。

除了專注發展金融科技的初創企業，數碼港亦積極引入實力雄厚的金融及科技企業。去年四月，知名金融服務科技公司Finastra，於數碼港圓區的Smart-Space FinTech內成立「卓越未來銀行中心」，為亞太區銀行業提供最新金融科技支援。

In the meantime, Cyberport raises the profile of Hong Kong's FinTech capability through organising and taking part in different industry events. As an example, led by InvestHK, the Hong Kong FinTech Week was staged from 29 October to 2 November. As one of the FinTech partners of the event, Cyberport set up a pavilion dedicated to showcasing the cutting-edge FinTech solutions of nine Cyberport community members. Last May, we also partnered with NexChange to organise the FinTech O2O Global Summit that attracted some 1,500 participants.

Through taking part in international events, such as the Singapore FinTech Festival as well as FinTech Taipei, we aim to exhibit, showcase and introduce our FinTech community members' product and services to global buyers and potential investors alike. Cyberport also hosted a new solution conference at FinTech Taipei to introduce the latest FinTech trends and innovation environment in Hong Kong.

Virtual banking opens new chapter

Among the eight virtual banking operators that were granted a licence by the Hong Kong Monetary Authority (HKMA), ZhongAn Virtual Finance and WeLab belong to the Cyberport community. Virtual banking is opening a new chapter in the transformation of the banking industry. It will further solidify Hong Kong's position as an international financial centre and make constant improvements to banking services.

數碼港透過積極籌劃及參與不同的金融科技活動，展示香港在金融科技方面的實力。重點活動之一是由投資推廣署牽頭，於去年10月29日至11月2日舉行的「香港金融科技周」，數碼港作為活動的金融科技合作夥伴，率領九家園區公司，組成數碼港展館，展示最新的金融科技概念與解決方案。另外，數碼港亦在去年五月，與NexChange合辦FinTech O2O Global Summit，吸引約1,500名與會者參與。

數碼港亦活躍於國際金融科技會議及活動，例如「新加坡金融科技節」、「台北金融科技展」等，帶領數碼港的金融科技企業參展、示範產品、宣傳及配對投資者等，當中包括在「台北金融科技展」中舉辦了一場國際金融科技應用演講，講解香港金融科技的最新發展及創新環境。

虛擬銀行開啟新一頁

八間獲得香港金融管理局發牌的虛擬銀行中，包括兩家數碼港社群的新經濟公司，分別為眾安虛擬金融以及WeLab。虛擬銀行開啟香港金融業發展的新一頁，不但有助鞏固香港國際金融中心的地位，同時亦可以進一步改善銀行服務。

OneDegree

**Cyberport Start-up
數碼港初創企業**

"International conferences organised by Cyberport have given OneDegree opportunities to bounce ideas with influential industry leaders from around the world. For example, as one of the speakers at the Internet Economy Summit, I was able to establish more personal connections with other speakers, giving us new inspirations and even collaboration opportunities."

「通過數碼港舉辦的大型活動，OneDegree 得以和來自世界各地不同行業的領導者交流。例如，當我擔任互聯網經濟峰會講者的時候，我和其他講者的交流為我帶來了更多新想法及合作機會。」

Alvin Kwock 郭彥麟
Founder and CEO of OneDegree
OneDegree創辦人及行政總裁

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眾安國際
ZA International

**Cyberport Community Member
數碼港社群成員**

"Hong Kong is an important part of the internationalisation of ZhongAn's business development. We are attracted by Cyberport's campus environment, well-developed facilities and all-round support. Apart from the rental concessions provided by the Easy Landing Scheme, Cyberport connects us with its high-standard FinTech community, not only facilitating business development but also stimulating new ideas and collaborations through knowledge and experience sharing."

「香港是眾安業務邁向國際化的重要一環，而數碼港的園區環境吸引，配套設施完善，亦給予我們全面的支援。除了『易著陸』計劃提供租金優惠外，數碼港積極連繫我們與其優秀的金融科技社群，不單有助我們發展業務，更能通過交流知識及分享經驗，發掘更多新構思和協作機會。」

Wayne Xu 許煒
President of ZA International
眾安國際總裁

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A fruitful year for InsurTech

InsurTech is a key part of the FinTech movement. Bowtie, a Cyberport incubatee, was authorised by the Insurance Authority (IA) last December to operate as a pure online insurer under the Fast Track programme, the first of its kind in Hong Kong. Bowtie offers insurance products with simple structure and strong protection coverage at lower premiums through its digital distribution channels.

OneDegree, another Cyberport incubatee focused on InsurTech, announced their collaboration with Cigna Corporation's Hong Kong business earlier this year to simplify the insurance purchase and claims process. OneDegree is also applying for a new insurer authorisation with the IA and has completed A2 round fundraising. OneDegree is ready to provide insurance services through its proprietary platform once licensing is in place.

Indeed, Cyberport's FinTech companies' achievements are well recognised by industry accolades. Altogether, our community members won 14 awards across nine categories in the FinTech Awards 2018 organised by ET Net, encompassing insurance, consumer payments initiative, wealth investment and management, lending and FX/payment solutions.

保險科技豐盛一年

保險科技是金融科技的重要一環，保險業監管局於去年12月發出首個經快速通道（Fast Track）申請的虛擬保險公司授權，獲發授權的是數碼港的培育公司保泰人壽（Bowtie）。保泰人壽會利用數碼分銷渠道，提供結構簡單、保障成份高及保費低廉的產品。

另一家數碼港培育計劃下的保險科技企業OneDegree，今年初與信諾集團旗下信諾香港合作，簡化購買保險及索償過程。OneDegree亦向保險業監管局申請虛擬保險公司授權，並完成A2輪募資，他們準備就緒，利用以自家研發的保險平台提供服務。

數碼港的金融科技企業亦在頒獎台上得到業界的肯定。數碼港的初創企業在由經濟通主辦的「2018金融科技大獎」中，囊括14個獎項，當中涵蓋保險、消費者電子支付方案、財富投資與管理、信貸、外滙／電子支付方案等九大組別。

Digital entertainment and esports take off

Digital entertainment including esports is an emerging industry. In alignment with the government's industry development strategy, Cyberport is making concerted efforts in three key areas: talent cultivation, competitions and technology development.

Game design, virtual reality (VR), augmented reality (AR), competition organising and player training are some of the aspects of the esports value chain. This opens up tremendous opportunities for youngsters to pursue an esports career and for entrepreneurs to build companies. In this regard, Cyberport has been working closely with schools and industry bodies to develop talent for the esports sector.

During the year, Cyberport supported various esports events held in Hong Kong, including Hong Kong E-sports & Music Festival, Alisports WESG Hong Kong Esports Festival and Hong Kong Esports Amateur Championship. By endorsing esports events, Cyberport hopes that esports will become another economic driver for Hong Kong. For example, Cyberport organised a series of talks and seminars during the year and encouraged industry players to take part in industry exhibitions and fairs. In November 2018, Cyberport led a delegation to visit the G-Star 2018 at the BEXCO in Woodong of Busan, South Korea to learn about the country's latest esports trends.

Last year, the HKSAR Government allocated HK$100 million to Cyberport for us to promote the esports industry. A total of HK$50 million has been allocated for building a dedicated esports venue at the Cyberport Arcade. The project was completed in July 2019. The "Digital Entertainment Leadership Forum" was organised as the inaugural event and gathered global industry elites to share their insights on esports development. Cyberport has also launched the "E-sports Industry Facilitation Scheme" and the "E-sports Internship Scheme" to encourage esports companies to offer more internship opportunities, and organise training and overseas field trip.

數碼娛樂與電競起飛

數碼娛樂，包括電子競技是近年急速冒起的產業。數碼港配合特區政府的產業政策，分別從三個不同方向，包括人才培訓、賽事以及科技，推動電競行業發展。

電競行業的產業鏈涵蓋遊戲設計、虛擬現實及擴增現境（VR及AR）科技、賽事籌備、賽手訓練等，為年輕人及創業家提供多元化的就業選擇及發展空間。數碼港過去一年積極與業界及電競行業組織合作，推動電競產業的人才培訓。

數碼港大力支持在港舉行的大型電競賽事，包括香港電競音樂節、阿里體育WESG香港電競節，以及香港業餘電競盃等，希望藉著大型賽事，讓更多人了解到電競能成為香港新經濟動力。例如，數碼港亦透過舉辦講座、研討會，以及支持業界參與各地的行業展覽會，推動電競業界，與本地及海外的同行加強交流。2018年11月，數碼港率領一眾香港電競業界代表團，到韓國釜山國際遊戲展（G-STAR 2018）進行交流，了解當地電競市場發展。

去年，特區政府撥款1億港元予數碼港推動本港電競產業，其中5千萬港元用作將數碼港商場打造成為電競場地，設施於2019年7月完成改建，並隨即於新場地舉辦「數碼娛樂領袖論壇」，匯聚本地及環球電競業界，分享對行業發展的獨到見解。另外，數碼港亦已經推出「電競行業支援計劃」以及「電競實習支援計劃」，支持業界提供實習、舉辦活動、培訓人才及到海外交流機會。

EMBER
ENTERTAINMENT

Cyberport Start-up
數碼港初創企業

"It only took me a day to make the decision to move to Smart-Space 8. I like the creative environment and strong entrepreneurial atmosphere here which encourage me to continue pursuing my dream. Regular gatherings and seminars organised by Cyberport give us opportunities to meet start-ups in other industries and potential business partners that help us grow."

「短短一日我便決定進駐SS8，我喜歡這裡鼓勵創意的環境和濃厚的創業氣氛，讓我朝著夢想逐步進發。透過數碼港舉辦的定期聚會和講座，得以認識各行各業的初創企業和潛在生意夥伴，有助我們的業務發展。」

Joseph Ku 顧鏗
Founder and Director of Ember Entertainment Limited
Ember Entertainment Limited 創辦人及總裁

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Smart living solutions in action

Transforming Hong Kong into a smart city means creating an all-inclusive city with higher efficiency and standards of living. This is the sure way to go.

Packed with office buildings, shopping facilities, a hotel and car-parking spaces, and other community facilities, Cyberport serves as a showcase for the solutions of smart living start-ups. As part of this initiative, the innovative, unmanned "Smart Living Concept Store" was launched this year. Located at the "IT street" at Cyberport 3, the 24-hour store offers a wide range of products different from ordinary vending machines, such as hot food, fresh salad, fruits and gadgets. Smart plastic and aluminium bottle recycling machines are also available at the store to encourage recycling. Many other products and services are provided by our start-ups.

Besides, we unveiled a new smart toilet at the shopping arcade, electric vehicle charging stations at the car park, and robots at our office. These smart facilities make the Cyberport complex as a whole smarter, more efficient and more convenient. We also offer a place for start-ups to test market response and opportunities to showcase their innovations to potential investors.

實踐智慧生活

香港作為一個高度發展的城市，要進一步提升城市效率和改善生活質素，朝「智慧城市」的方向發展是必然的選擇。

數碼港園區擁有完善的設施，包括辦公大樓、商場、酒店及停車場等，為初創企業提供展示智慧生活方案的平台。年內，我們於數碼港三期的資訊科技大道上，開設「智慧生活概念店」。概念店採用24小時無人店的運作模式，店內提供的產品選擇有別於市面的自動販賣機，包括有熱食、新鮮沙律及水果、電訊產品等。此外亦有提供智能膠樽回收機，配合智能化的回贈計劃，鼓勵循環再造。概念店內有不少產品及服務，均由數碼港培育的初創企業提供。

另外，我們亦在商場引入「智能洗手間」，在停車場增設電動車充電裝置，以及辦公室機械人。概念店以及其他智能設施，一方面令園區更方便及有效率，另一方面讓初創業測試市場反應，亦可以帶潛在投資者來到園區，親身體驗方案的落實。

Awarding-winning solutions

The smart living solutions from Cyberport start-ups have earned enviable industry recognition. Overall, our start-ups scooped a total of 15 awards across the smart living, smart citizen, smart mobility and business solution categories at the annual Hong Kong ICT Awards. Cyberport also supported the Yidan Prize Conference held in December 2018. During the event, the EdTech Challenge competition was held for the first time to allow eight Cyberport EdTech start-ups to pitch their diversified education solutions with machine learning, big data and animation.

Fostering technological innovations

AI, big data, blockchain and cybersecurity lay a solid foundation for future technological developments. Cyberport is at the forefront of fostering the advancement of these emerging technologies. In June 2018, EmTech Hong Kong, a global conference on emerging technologies, was staged at Cyberport for the first time. The event gathered some of the world's most famous tech leaders to explore topics like harnessing AI to stabilise food supply, smart machines and blockchain-based payment systems.

Cyberport was also a strategic partner of AI Summit 2018, during which four start-ups that specialise in AI from Cyberport presented their state-of-the-art solutions on stage. In March 2019, Cyberport collaborated with Block O2O to be a co-organiser of the Hong Kong Blockchain Week. The event attracted over 4,000 industry professionals, start-ups and investors from more than 50 countries. The participants shared their views on the latest market landscape and insights on the application of blockchain from regulatory and legal perspectives.

While FinTech and smart living solutions are now widely visible in applications, cybersecurity is the invisible glue that instils trust and confidence in the course of digital transformation. While cybersecurity is not something new, it now presents enormous opportunities in the start-up scene. At Cyberport, we will strengthen our support to cybersecurity start-ups and encourage them to innovate.

智能方案備受讚譽

數碼港初創社群的智慧生活方案在業界備受肯定，例如在「2018香港資訊及通訊科技獎」中，數碼港的初創企業共贏得15個獎項，當中包括智慧生活、智慧市民、智慧出行及商業方案等組別的獎項。另外，數碼港於2018年12月亦支持「一丹獎峰會2018」，並於數碼港園區舉辦「教育科技挑戰賽」，邀請八家落戶數碼港的教育科技企業進行演示，並展示機器學習、大數據及動畫等各種多元化教育方案。

推動先進利科發展

數碼港亦致力於推動人工智能、大數據、區域鏈技術以及網絡安全的發展，為將來數碼科技發展提供穩固基礎。2018年6月，我們將「EmTech新興科技香港會」帶到數碼港，匯聚世界知名的科技界領袖，探討人工智能如何支援糧食供應、智能機器、應用區塊鏈技術到支付系統等專門議題。

數碼港亦成為去年「AI高峰會」的策略夥伴，率領四家專注於人工智能技術的數碼港初創企業，於峰會舞台上分享他們創新的技術方案。數碼港於2019年3月亦夥拍「Block O2O全球區塊鏈峰會」，成為香港區塊鏈周的合辦單位。活動吸引全球來自50多個國家的超過4,000名業界精英、初創企業及投資者參與，分享區塊鏈技術的實際應用，以及香港在推動區塊鏈應用的重要角色。

隨著金融科技及智慧生活越趨普及，使用者希望系統更安全、更保密。由此可見，網絡安全乃數碼轉型不可或缺的一環。數碼港亦有不少初創企業專注於網絡安全技術的開發，我們未來會進一步加強推動網絡安全範疇的科技發展，鼓勵初創企業多朝這個方向開拓創新解決方案。
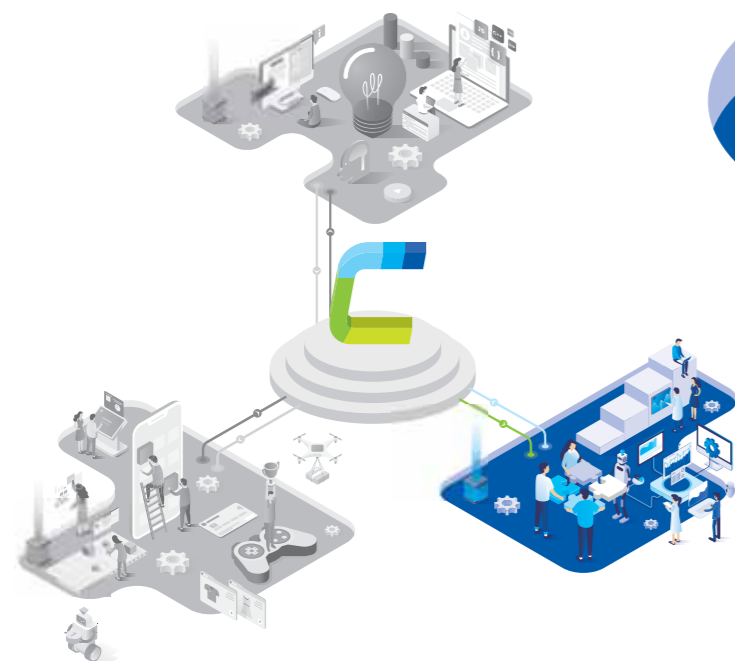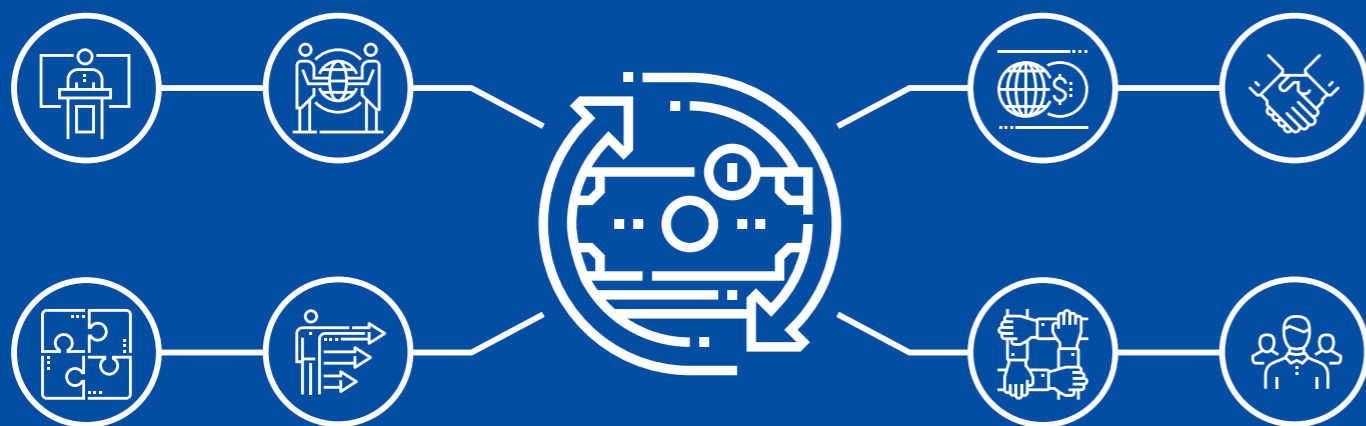
INTEGRATION OF
NEW AND TRADITIONAL
ECONOMIES
新經濟及傳統經濟融合

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The new economy is inseparable from the traditional economy. Through the Cyberport Enterprise Network (CEN) and a series of major events, Cyberport is committed to promoting collaboration and building partnerships between well-established companies and start-ups so that they can complement each other's advantages to face the challenges in operations and create value. With these efforts, Hong Kong's overall competitiveness can be enhanced.

新經濟與傳統經濟關係密不可分。數碼港致力透過「數碼港企業網絡」，以及一系列大型活動，連繫一些具規模的傳統企業與初創公司，助他們取長補短，結合雙方的優勢，共同應對經營上的挑戰，創造商業價值，令香港的整體競爭力得以提升。

Through the Cyberport Enterprise Network (CEN), Cyberport proactively reaches out to traditional enterprises to understand the difficulties they face in their business and development. They are then paired with start-ups that provide the right digital solutions to solve their problems. This way, established companies are able to take their business to the next level while offering significant business opportunities to start-ups and tech companies.

數碼港積極透過「數碼港企業網絡」平台，連繫傳統企業，了解他們在經營及業務發展上面對的困難，與提供有關解決方案的初創企業配對，務求以數碼科技解決他們的問題，助其業務更上一層樓，同時為初創企業帶來商機。

Using technology to improve competitiveness

In October 2018, Cyberport worked with telecom operator SmarTone for the second time to co-host SmarTone Hackathon. The coding competition was held again under the theme of "Smart Properties". The event partners also included property developer Sun Hung Kai Properties and data centre operator SUNeVision. Developers, designers and start-ups competed head-to-head on "Smart Life" and "Smart Property Management" challenges.

以科技提升競爭力

數碼港與電訊商數碼通於2018年10月第二度合作，再次以「智能物業」為主題，舉辦SmarTone Hackathon程式設計比賽。活動合作夥伴還包括地產發展商新鴻基地產，以及數據中心新意網。由程式開發人員、設計員和初創企業組成的參賽隊伍，就著「智能生活」及「智能物業管理」兩個題目進行比賽。

During the 24-hour contest, each team was required to develop a prototype utilising an application programming interface (API) provided by Microsoft to create a more comfortable and eco-friendly living environment that provides a better experience for people to work, play and shop. The Grand Prize went to the Petrack team comprised of members from Hong Kong, Mainland China and Israel. They came up with an innovative IoT solution that targets the pet market.

各隊伍須於24小時內透過Microsoft提供的應用程式介面（API）編寫程式原型，旨在創造更舒適及更環保的生活環境，讓工作、玩樂及消費有更好的體驗。比賽由來自香港、內地及以色列的參賽者所組成的Petrack奪冠，得獎作品運用IoT技術針對寵物市場。

We also co-organised the Cathay Pacific 24-hour Hackathon with the airline and the Airport Authority of Hong Kong in November last year. Participants demonstrated their innovative technology solutions to enhance the passenger experience. The competition was divided into two groups, Student and Professional. The winning team also made a visit to Amazon, Boeing and Microsoft in Seattle, the US, to understand the latest technological development.

國泰航空於去年11月亦與數碼港及香港機場管理局合作，舉辦「國泰航空24小時HACKATHON」，設計創新的科技方案，提升旅客體驗。比賽分為學生組以及專業組，得獎隊伍更前往美國西雅圖考察，參觀亞馬遜、波音公司及微軟等大型企業，了解最尖端的科技發展。

Professional services also see the need for digital transformation, including legal services. In April 2018, Cyberport co-organised the Access to Justice (A2J) InnoTechLaw Hackathon with the Law Society of Hong Kong. In February 2019, Cyberport supported the Global Legal Hackathon – Hong Kong to promote the development and adoption of RegTech in order to make compliance efforts more cost-effective and encourage for the digital transformation of law firms is indisputable.

專業服務亦趨向數碼化，當中包括法律服務。數碼港分別在2018年4月，與香港律師會合辦 Access to Justice（A2J）InnoTechLaw Hackathon，以及於2019年2月，支持Global Legal Hackathon香港站的比賽，希望推動法律科技及法遵科技在香港的發展，並鼓勵法律服務專業進行數碼轉型。

oneCHARGE

**Cyberport Start-up
數碼港初創企業**

"We are a Cyberport incubatee. When electric vehicle (EV) chargers were not yet popular in Hong Kong, Cyberport accepted our innovative idea and supported us by installing our EV charging stations at Cyberport for a test run. oneCHARGE set up six charging stations in the Cyberport parking lot. Not only did the experience help us approach new customers, it also allowed us to foresee and address the potential challenges after market launch. The Cyberport team has provided extensive support and valuable advice to us."

「我們是數碼港的培育公司，當電動車充電器仍未普及時，數碼港以行動支持初創企業，讓數碼港園區成為創新科技的試點。oneCHARGE現有六個充電站設於數碼港停車場，不但有助我們尋找新客戶，更能讓我們洞悉到產品推出市場後將遇到的問題，數碼港的團隊亦熱心地與我們商討業務上的解決辦法。」

Cyrus Chow 周英瑋
Co-founder of oneCHARGE
oneCHARGE聯合創辦人

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OLIVEX
BETTER

### Cyberport Start-up
數碼港初創企業

"The Cyberport team is actively helping start-ups to integrate with traditional economies. Thanks to the connections of Cyberport, we have successfully entered the hotel industry and introduced OLIVEX 's smart mirror in Le Méridien Cyberport's gym room, which laid a solid foundation for our future business development."

「數碼港的團隊積極幫助初創企業與傳統經濟融合。由於數碼港的連繫,助我們成功打入酒店行業,並把OLIVEX的智能鏡面引進到數碼港艾美酒店的健身室內,為我們日後的業務發展奠定基礎。」

Keith Rumjahn 林基偉
Founder and CEO of OLIVEX
OLIVEX創辦人及行政總裁

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Driving digital transformation through industry events

In April 2018, Cyberport partnered with the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) to host the Asia-Pacific Business Forum (APBF) in Hong Kong for the first time to encourage the business community to use innovative technologies and financing to promote sustainable development.

Following the APBF, the third edition of the Internet Economy Summit was organised in partnership with the Hong Kong SAR Government under the theme of "New Impetus for the New Economy". With over 2,800 in attendance, the summit featured a line-up of over 50 heavyweight speakers from across the industry to share their thoughts and insights on the latest tech trends. Both large-scale industry events provided an ideal platform for established businesses and start-ups to understand their business needs and development goals, and most importantly, to explore collaboration opportunities.

大型活動促進數碼轉型

數碼港在2018年4月,與聯合國亞洲及太平洋經濟社會委員會合作,首次在港舉辦「亞太商業論壇」,鼓勵商界利用科技、創新和融資,促進企業實現可持續發展。

而緊接「亞太商業論壇」舉行,由數碼港與特區政府合辦的第三屆「互聯網經濟峰會」,則以「新經濟‧新動力」為主題,邀請超過50位重量級講者,分享最新科技議題,吸引超過2,800人次參與。兩項大型活動都為商界及初創企業提供理想平台,了解雙方的業務需要及發展方向,促成更多具體合作。

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Cyberport also encourages start-ups to explore and embrace new opportunities through participation in industry exhibitions, seminars and networking events, such as the Asian Financial Forum, electronics fairs and IT expos. These events provide plenty of opportunities for start-ups to promote innovative ideas, products and services to traditional businesses in the financial and consumer electronics sectors.

In January this year, the Asia Telecom Summit was held at Cyberport. The Summit is a meeting place for members of the wireless communications ecosystem. Start-ups were also encouraged to develop practical solutions with the latest technologies to prepare themselves for the future development of the telecom industry.

Leading the open data revolution

An open data infrastructure is of utmost importance for cities to transform digitally into smart cities. To enable more start-ups to access big data, Cyberport will join forces with Hong Kong's major organisations to form an Open Data Consortium to bring together the big data from different sectors to provide a sandbox environment where innovators can test and develop their solutions. The strong interlock between digital transformation and big data can create new value out of under-utilised data and transform traditional business models.

數碼港亦鼓勵初創企業藉著參與不同行業的大型活動,與傳統產業的業界多加接觸,發掘新商機,例如參與「亞洲金融論壇」、電子產品展以及資訊科技博覽等,向金融以及電子業界介紹他們嶄新的產品及服務。

今年一月,「亞洲電訊峰會」於數碼港舉行,聚焦新世代電訊行業發展議題,亦鼓勵初創企業因應未來電訊服務的發展,開發適切以及追上最新技術水平的服務。

帶領開放數據革新

要推動智慧城市發展,開放數據是數碼轉型過程中不可缺少的一環。為了讓更多初創企業能夠獲取大數據,數碼港將會聯同本港各大型機構,組成「開放數據聯盟」,匯聚不同領域的大數據,提供沙盒環境,令初創企業能開發及測試解決方案。同時令目前未被充份發揮價值的大數據,可以轉化成為推動傳統行業轉型的動力。

Find Solution
ARTIFICIAL INTELLIGENCE LIMITED

Cyberport Start-up
數碼港初創企業

"Cyberport has given us tremedous support from funding and hiring to market expansion. After launching 4LittleTrees, I met a Japanese angel investor through a Cyberport pitching event and successfully raised our first round of capital. Our business has now expanded into Asian markets including Thailand and Japan, and is serving not only schools but also corporate training."

「數碼港從募集資金、招聘人才以至拓展市場各方面都帶給我們很大的支持。在4LittleTrees正式推出後,我通過數碼港的演示活動認識一位日籍天使投資者,並成功獲得第一筆資金。現時我們的業務已衝出香港,開拓至泰國、日本等亞洲市場,對象亦由學校延伸至不同的企業培訓。」

Viola Lam 林苑莉
Founder and CEO of Find Solution Ai
Find Solution Ai 創辦人及行政總裁

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Investor Engagement and Outreach
接通投資者與開拓市場

Investors are an indispensable part of the start-up landscape. Identifying the right investors not only can help a start-up expand and sustain, they can also offer valuable advice and help with reaching out to potential partners and customers. Cyberport is committed to connecting entrepreneurs with investors. As part of this commitment, Cyberport Investors Network (CIN) was established at the end of 2017. After more than a year, it attracted nearly 100 institutional investors, including private equity funds, venture capital funds, corporate investors, angel investors and family offices, by the end of March 2019. Since its inception, CIN has thus far backed 10 projects, raising more than HK$234 million.

Cyberport also hosted the annual Cyberport Venture Capital Forum (CVCF) in November 2018, which brought together the most promising start-ups and investors to share insights into the latest tech trends and paths to collaboration. The forum further featured an online investor matching platform for start-ups to match their projects with investors, thereby maximising Cyberport start-ups' fundraising opportunities.

During the year, Cyberport Macro Fund (CMF) continued to proactively identify potential projects and invested in a number of Cyberport start-ups on a matching basis. Three new investments completed by CMF in the fiscal year included YEECHOO, a designer fashion rental platform, HelloToby, a community driven marketplace for consumer services, and DocDoc, a medical education system. Another five investments including for Find Solution Ai, an AI-powered education system; Origami Labs and Rinlink, which focus on Internet-of-Things (IoT) solutions; Farm66, an agri-tech pioneer; as well as an InsurTech company, OneDegree have been committed. These eight investment projects involved a total of more than US$8 million of funding from CMF and US$25 million from other co-investment funds in addition.

投資者是推動創科生態圈持續發展不可或缺的部份，物色到合適的投資者，不但可以為初創企業提供持續發展的資金，更可以為初創在業務上提供建議，以及協助拓展商業網絡，結識更多潛在合作夥伴及客戶。數碼港亦致力協助初創企業聯繫投資者。數碼港在2017年底成立「數碼港投資者網絡」，經過一年多的發展，截至2019年3月底，經已吸引近100家機構投資者參與，包括私募股權及創投基金、企業投資者、天使投資者、家族基金等，累積為10個投資項目，募集資金超過2.34億港元。

數碼港亦在2018年11月再度舉辦「數碼港創業投資論壇」，匯聚最具實力而且眼光獨到的投資界領袖，以及最具潛力的初創企業，聚首一堂，探討創科領域的投資趨勢和機遇，同時提供網上投資者配對平台，協助初創企業開拓與投資者的聯繫，帶動數碼港初創企業的融資機會。

「數碼港創業投資基金」年內繼續秉持積極務實的態度，以配對基金的模式，投資多間數碼港初創企業。年內完成三項新投資，包括女裝租賃平台YEECHOO、社區參與的消費服務配對平台HelloToby，以及醫療諮詢及服務配對平台DocDoc，並批出另外五個投資項目，包括人工智能教育系統Find Solution Ai、專注於物聯網科技解決方案的Origami Labs及Rinlink、農業科技先鋒綠芝園，以及保險科技企業OneDegree。「數碼港創業投資基金」於上述八個投資項目合共涉及超過800萬美元投資額，同時為有關初創企業帶來額外超過2,500萬美元的共同投資資金。

Besides, Cyberport partnered with Silicon Dragon to host the Silicon Dragon Hong Kong Conference in April last year. A number of representatives of private equity funds from around the world were invited to share their insights and knowledge of the technology industry and investment opportunities. The conference aims to foster investment in high-potential start-ups through networking and face-to-face pitching.

數碼港亦與Silicon Dragon合作，於去年4月份舉辦Silicon Dragon Hong Kong，邀請世界各地的私募基金代表，分享投資科技產業的心得以及最具投資潛力的科技領域，同時讓初創企業有機會親身接觸私募基金經理進行提案。

Cyberport Start-up
數碼港初創企業

"Since our 20,000 ft flagship plantation opened last year, we have been actively exploring overseas markets, such as Japan and Southeast Asia. Last November, we are fortunate that we travelled to Tokyo with Cyberport and joined the 'Think Global, Think Hong Kong' campaign. In addition, we have successfully expanded our business to DaHengQin through Cyberport's network. Farm66 is also promoting our patented technologies to Dubai. We are grateful to Cyberport for connecting start-ups to investors to capture new opportunities."

「自Farm66的二萬呎旗艦種植場於去年開幕，我們積極開拓海外市場，包括日本和東南亞市場。去年11月，我們隨數碼港到日本東京，參加「邁向全球 首選香港」活動。此外，我們亦透過數碼港的網絡成功拓展業務至大橫琴。目前，Farm66積極把我們的專利技術引入杜拜。我們感謝數碼港為初創企業穿針引線，協助連繫投資者，捕捉發展機遇。」

Gordon Tam 譚嗣籛
Chief Executive Officer of Farm66
綠芝園行政總裁

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Facilitating access to overseas markets

After years of efforts, many Cyberport start-ups have matured and are ready to go the extra mile by tapping into overseas markets. In the year of 2018/19, Cyberport received further funding from the Hong Kong SAR Government to launch the Overseas/Mainland Market Development Support Scheme (MDSS), to offer as much as HK$200,000 of subsidies. The funding scheme is intended to assist graduates of the Cyberport Incubation Programme and the Cyberport Creative Micro Fund with their go-to-market strategies for entering the mainland and overseas markets. Since the MDSS was launched in November 2018, a total of 13 applications were granted funding support by the end of March 2019.

To introduce their solutions to business leaders from around the world, Cyberport also led start-ups to participate in major international events held during the year, such as the Belt and Road Summit, Asian Financial Forum, RISE Conference and JUMPSTARTER held in Hong Kong, in order to help them explore overseas market opportunities.

In November last year, we led a delegation of Cyberport companies to participate in the "Think Global, Think Hong Kong" symposium held in Japan. Apart from introducing Hong Kong's FinTech and smart living innovations to the symposium attendees, the participating Cyberport start-ups set up booths to introduce their business plans to the Japanese business community as a way to test the market response.

On that occasion, Cyberport took the opportunity to sign a memorandum of understanding (MoU) with Mizuho Financial Group of Japan to strengthen support for start-ups from Hong Kong and Japan in terms of investor matching and market expansion in both places. It is hoped that mutual support will help Hong Kong start-ups enter the Japanese market more easily and attract more Japanese start-ups to establish a presence in Hong Kong.

開拓更遠大市場

數碼港社群內的初創企業，經過多年發展，業務日漸成熟，待機開拓海外市場。數碼港於2018/19年度，獲特區政府撥款推出「海外及內地市場推廣計劃」，為已畢業於「數碼港培育計劃」及「數碼港創意微型基金」的培育公司，提供高達20萬港元資助，以開拓內地及海外市場。計劃自2018年11月推出，截至今年3月底，共批出13項申請。

數碼港帶領初創企業參與各項大型國際活動，例如在香港舉行的「一帶一路高峰論壇」、「亞洲金融論壇」、「RISE Conference」以及「JUMPSTARTER」等，向訪港的商界領袖進行提案及介紹他們項目，尋求拓展海外的機會。

我們亦於去年11月率領多間數碼港企業訪問日本，參與「邁向全球‧首選香港」論壇，除了介紹香港在金融科技及智慧生活的最新發展外，參與的數碼港初創企業亦於場內設置展位，向日本商界介紹他們的業務方案，測試日本市場的反應。

數碼港亦藉此機會，與日本瑞穗金融集團簽署合作備忘錄，加強對兩地初創企業在投資及市場開拓的支援，協助香港的初創企業進軍當地市場，同時亦希望吸引更多日本初創企業落戶香港。

In February this year, Cyberport signed an MoU with InnoSpace of Thailand. Thailand InnoSpace is a public-private joint venture positioned as a launch pad for Thai start-ups to grow and thrive. The two parties will establish a cooperation framework to promote innovation and entrepreneurship, connecting start-ups, talent and resource exchanges. It also aims at attracting Thai start-ups to set up a business in Hong Kong and to help Cyberport start-ups foray into the Thai and ASEAN markets once they are ready. The signing ceremony was witnessed by the Chief Executive of the Hong Kong SAR Government, Mrs Carrie Lam, and the Deputy Prime Minister of Thailand, Mr Somkid Jatusripitak.

Attracting MNCs to Cyberport

In addition to assisting Hong Kong start-ups to enter overseas markets, Cyberport is committed to attracting overseas companies, especially multinational companies (MNCs), to establish a presence at Cyberport to invigorate the Cyberport ecosystem.

During the year, Cyberport introduced the "Easy Landing" scheme to offer discounted rental spaces to attract leading tech giants and FinTech firms from abroad and the mainland, as well as tech firms with unique propositions. Zhong An International, a leading FinTech group from Mainland China, was the first company that established operations at Cyberport through the scheme during the year.

Looking forward, Cyberport will continue to expand its international network to help more start-ups expand their global business footprint. Meanwhile, top tech companies and promising start-ups from around the world will be brought in to grow Cyberport's and Hong Kong's start-up and innovation ecosystems, thereby accelerating Hong Kong's economic growth.

今年2月，數碼港與泰國InnoSpace簽署合作備忘錄。泰國InnoSpace是一家公私合營企業，擔當支援當地初創企業發展的平台，並致力成為泰國初創企業發展的中心。雙方將建立推動創新及促進初創企業發展的合作框架，連繫兩地初創企業成為夥伴，並透過人才及資源交流，吸引具潛力的泰國初創企業落戶香港，同時協助數碼港初創企業進軍泰國及東盟市場。簽署儀式獲香港特別行政區行政長官林鄭月娥、泰國副總理頌奇等共同見證。

吸引跨國科企落戶

除了協助香港初創企業拓展海外市場，數碼港亦致力吸引海外機構，特別是跨國企業到數碼港，進一步豐富我們的創科生態圈。

數碼港於年內推出的「易著陸」計劃，提供租金優惠，以吸引海外及內地互聯網龍頭企業及金融科技公司，以及具獨特商業模式的科技企業落戶數碼港。首家參與「易著陸」計劃的企業為內地金融科技巨擘眾安國際，已經於年內進駐數碼港。

數碼港將會繼續拓展其國際網絡，以協助更多初創企業拓大其業務版圖，同時致力吸引全球各地的頂尖科技企業及具潛力初創企業落戶數碼港，以進一步豐富數碼港以及香港的創科生態圈，加大創科帶來的經濟貢獻。

iNAS

Cyberport Start-up
數碼港初創企業

"We are very grateful to have Cyberport as our partner throughout the growth of Unissoft's DeepTech development. With the support from their incubation programme and the opportunities they offered in the last two years, our team was able to share our DeepTech with various government departments and enterprises from Hong Kong and Mainland China. Cyberport's extensive network in the Greater Bay Area has enabled Unissoft to develop a complete supply chain – helping us to further expand our business in the mainland market."

「我們很高興作為數碼港的培育公司，在過去兩年得到他們的支援，令我們在發展過程中有機會向香港及內地的政府機構及公司介紹紫晟的DeepTech方案。數碼港在大灣區的強大網絡更使紫晟成功發展一套完善的供應鏈，幫助我們的業務能擴展至內地。」

Aldous Ng 吳國聲
Founder and CEO of Unissoft Technology Co, Ltd.
紫晟科技有限公司創辦人及行政總裁

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