



The Future of Smart Living and Digital Entertainment

Organizers:

Market Outreach and Investment 開拓海外市場及投資機會



In the past year, the global economic downturn has slowed deals, paused adoption decisions, and reduced collaboration. Nonetheless, Cyberport continues to expand its global network of partners and investors for start-ups to grow. With connections established from the US, Canada, and Europe to Mainland China, ASEAN, East Asia, Greater Bay Area (GBA), and along the Belt and Road, we provide our start-ups and technology companies access to global assistance and market opportunities. These networks also enable us to engage external talent, start-ups, technology, and investment to enrich Hong Kong's I&T ecosystem. All these assets are especially crucial to help start-ups find new opportunities amid emerging challenges.

過去一年，全球經濟下行令交易放緩，很多科技及產品的採納應用和協作均滯減。面對如斯情況，數碼港加緊借助其全球合作夥伴和投資者網絡，支援初創企業發展。通過與美國、加拿大、歐洲以至中國內地、東盟、東亞地區、大灣區及「一帶一路」沿線的市場建立聯繫，我們為初創企業和科技公司接通了全球性的支援和市場開拓機會。這些網絡協助我們吸引外地人才、初創企業、技術和投資，以豐富香港的創新科技生態系統。在充滿挑戰的前景下，這些珍貴資源在幫助初創企業找尋新機會的角色更顯重要。



Cyberport actively expands its global network of partners and investors to support the development of start-ups
 數碼港積極拓展全球合作夥伴和投資者網絡，以支援初創企業發展

Driving deal flow

In 2019/20, Cyberport continued to facilitate deal flow for start-ups and enrich the investment landscape. The annual Cyberport Venture Capital Forum (CVCF) is a key channel for us to connect Cyberport's start-ups and investors. During CVCF 2019, we gathered more than 40 global venture capital experts to examine the "New Frontier of Tech Venturing". From angel and VC investment and corporate and family venturing to the rise of alternative funding platforms, the discussions spotlighted the global technology investment landscape and offered actionable advice to help start-ups and

investors navigate and succeed. Investor matching sessions were organised for start-ups to meet one-on-one with investors, where more than 200 meetings were arranged, an increase of 33 per cent over the previous year.

Last year's event also marked the second anniversary of the Cyberport Investors Network (CIN), during which Cindy Chow, Executive Director of Alibaba Hong Kong Entrepreneurs Fund, officially took the baton from Duncan Chiu, co-founder and Managing Director of Radiant Venture Capital, as new chairperson of the Steering Group of the CIN, continue to build on his success and accelerate the growth of the start-up environment in



Cyberport Venture Capital Forum 2019 marked the second anniversary of the Cyberport Investors Network
 「2019數碼港創業投資論壇」標誌著「數碼港投資者網絡」成立兩週年

項目對接 推動增長

在2019/20年度，數碼港一直促進初創企業的项目對接，並為香港創造更理想的投資環境。年度「數碼港創業投資論壇」是我們吸引投資者的一個主要途徑，同時也是重點推介不同數碼港初創企業的年度活動。在2019論壇期間，我們聚集了超過40位全球創投專家，一同檢視探討「科技創投新領域」。除介紹天使投資者、創投資金、企業和家族投資以至新興的另類融資平台，討論亦聚焦於全球科技投資形勢，為初創企業和投資者

提供具體可行的建議。投資者配對環節上，我們更安排了200多場會議，讓初創企業與投資者進行一對一會面，整體會議數目比上一年增加了33%。

去年的活動亦標誌著「數碼港投資者網絡」成立兩週年。在論壇期間，阿里巴巴香港創業者基金執行董事周駱美琪，正式接替卸任的慧科資本有限公司聯合創辦人及董事總經理邱達根，成為「數碼港投資者網絡」策劃小組主席，繼續推動香港創新創業生態的發展。

Market Outreach and Investment 開拓海外市場及投資機會

Hong Kong.

Enhancing fund syndication

Through engaging investors worldwide, Cyberport enhances deal-making opportunities for our start-ups. Since its inception in 2017, CIN has gathered over 100 investors, including private equity funds, venture capital funds, corporate investors, angel investors and family offices. The network has thus far raised more than HK\$360 million in funds for Cyberport's start-ups through 26 investment-matching projects, with six deals completed in 2019/20.

Cyberport Investors Network (CIN) 數碼港投資者網絡



創投機遇 穩步加強

數碼港通過積極聯繫全球投資者，為我們的初創企業增加交投機會。自2017年「數碼港投資者網絡」成立以來，成功匯聚了超過100個投資者，當中包括私募基金、創投基金、企業投資者、天使投資者和家族辦公室。至今網絡已通過26個投資配對項目為數碼港的初創企業籌集了接近港幣3.6億資金，其中六宗交易於2019/20年度完成。

The Cyberport Macro Fund (CMF), a co-investment fund initiative to support high-potential start-ups, invested in six start-ups throughout the year, bringing its total amount of investments to HK\$47.89 million (US\$6.18 million). For instance, in 2019/20, logistics start-up Pickupp received additional co-investment of HK\$51.46 million (US\$6.64 million), which was facilitated by the initial investment of HK\$11.63 million (US\$1.5 million) from CMF; while OneDegree clinched a co-investment of HK\$52.7 million (US\$6.8 million) after the CMF invested HK\$7.75 million (US\$1 million) when the start-up received a virtual insurance license.

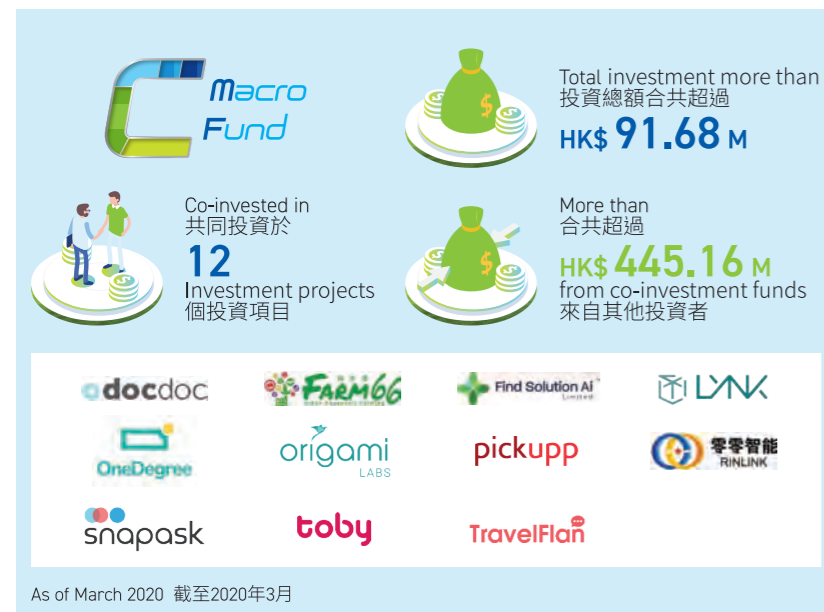
By enhancing collaboration, we will augment the CMF's co-investments with the networking built by the CIN. We are leveraging the intelligence and resources generated by the CMF, such as due diligence, deal reports and investment assessments, to inspire more CIN members to become co-investment partners. These efforts also allow investors to share risk and knowledge while spurring additional technology investments.

Strengthening international market outreach

Our endeavours to connect start-ups and technology companies to new markets also bore fruit. The Overseas/

Mainland Market Development Support Scheme (MDSS) offers up to HK\$200,000 for CIP or CCMF graduates to conduct market research, promotion, and participate in Mainland and overseas business missions, trade fairs, and exhibitions. Since the programme was launched in November 2018, the MDSS has provided HK\$2.15 million that supported 51 start-ups to attend 97 events, exhibitions, delegation missions, or tap landing services. In 2019/20 alone, we approved 38 applications, up from 13 in 2018/19. Last year's funding enabled smart living start-up Service Technology Partners to land in Singapore; Phone Joy Solutions to establish a presence in Shenzhen, Guangzhou, and Beijing; and Kazoo Technology to participate in six market development programmes.

市場推廣計劃」為畢業於「數碼港培育計劃」或「數碼港創意微型基金」的公司，提供高達港幣20萬資助，協助初創企業進行市場研究、宣傳推廣和出訪內地和海外業務、交易會和展覽。自計劃於2018年11月推出以來，已提供港幣215萬資助，支持51間初創企業參加97個活動、展覽、代表團或落地服務。單單在2019/20年度，我們批核了38份申請，遠多2018/19年度的13份。去年獲得的資金促成了智慧生活初創企業Service Technology Partners進入新加坡市場；讓Phone Joy Solutions於深圳、廣州和北京落地；並協助Kazoo Technology參加了六個市場開發計劃。



「數碼港投資創業基金」(基金) 作為支援高潛力初創企業的投資基金項目，本年度共投資了六間初創企業，為相關企業帶來總投資額達到港幣4,789萬(相當於618萬美元)。在2019/20年度，物流初創企業Pickupp於獲基金投資港幣1,163萬(相當於150萬美元) 初始投資後，獲得額外港幣5,146萬(相當於664萬美元)的共同投資；基金亦於OneDegree獲得虛擬保險牌照時投資了港幣775萬(相當於100萬美元)，其後亦帶動了港幣5,270萬(相當於680萬美元)的共同投資。

通過加強協作，我們將進一步以「數碼港投資者網絡」建立的聯繫去豐富「數碼港投資創業基金」的共同投資。我們將透過「數碼港投資者網絡」搜集的行業情況和資源，例如盡職調查、交易報告和投資評估等，啟發更多網絡成員成為共同投資夥伴。這些工作能讓投資者分擔風險和分享知識，同時促進其他科技投資。

國際市場 鞏固拓展

數碼港將初創企業和科技公司帶入新市場的努力漸見成果。「海外及內地市

CMF drives co-investment amidst the epidemic CMF「疫」市帶動共同投資

01/2020 - 06/2020



In September, we joined the "Think Asia Think Hong Kong" delegation and went to Los Angeles. We visited their innovation hubs, local government officials, start-up communities, and investors to exchange ideas, showcase solutions, and build connections. More than 200 participants joined Cyberport session "The Future of Smart Living and Digital Entertainment". Seven community start-ups shared their solutions at the event and exhibited at the InnoVenture Salon. Consequently, Redspots was connected with Hollywood studios and is working with a NASDAQ company to expand its overseas market. Unspun, a start-up that specialises in 3D weaving, met the global apparel brand Patagonia and was connected to on-demand fashion supply chains in the US.

Connecting Belt and Road opportunities

Closer to home, the Belt and Road region presents a hotbed of business opportunities, and start-ups in FinTech and smart living are particularly well-

在9月份，我們與「邁向亞洲首選香港」代表團一同出訪洛杉磯，拜訪了當地的創新中心、地方政府官員、初創社區和投資者，與他們交流意見、展示不同方案及建立聯繫。超過200名參加者出席了數碼港主持的「智慧生活與數碼娛樂的未來」的專題論壇。七間數碼港初創企業在活動及會場的InnoVenture Salon專區中，分享和展示他們嶄新的產品及方案。透過是次代表團，Redspots與荷里活製片廠建立了聯繫，目前正在與一間於納斯達克上市的公司合作以擴大其海外市場。另一間專門從事3D編織的初創企業Unspun在活動中遇上全球服裝品牌Patagonia，已與美國的需求導向時裝供應鏈建立聯繫。

一帶一路 連接機遇

「一帶一路」地區孕育著各種商機，而金融科技和智慧生活範疇的初創企業特別適合投入於這類新興市場。去年數碼港再次以專題分組論壇夥伴的身份參與「一



placed for these emerging markets. Last year, Cyberport again joined the Belt and Road Summit as a Breakout Forum Partner and hosted a session entitled "FinTech to Reshape the Cross-border Trade along Digital Silk Road". More than 320 participants attended the session to examine how FinTech can bridge the Belt and Road's tremendous financial opportunities and facilitate financial integration and policy coordination of markets.

Following the Memorandum of Understanding (MoU) we signed with InnoSpace (Thailand) in 2018/19, in which we pledged to strengthen bilateral support for each other's start-ups, further collaboration materialised last year. In November, Cyberport led ten start-ups to participate in Digital Thailand Big Bang 2019, one of the largest digital technology symposiums in Southeast Asia, to showcase their solutions to visitors from Thailand, ASEAN countries, and around the world. The Innospace

Cyberport Start-up
數碼港初創企業

Redspots

POINT CAMERA AT BLUE AREA
移動鏡頭覆蓋藍色標示位置

Kevin Lee Ka Tsun 李嘉俊
Founder and CEO of Redspots Creative
紅點子創作(香港)有限公司
創辦人及行政總裁

Gained opportunity to work with Hollywood creative studios
through joining Cyberport's LA delegation
參與數碼港洛杉磯代表團造訪與荷里活特技公司合作機會

Cyberport brought Redspots and its Virtual Idol Solution to North America through the Think Asia Think Hong Kong delegation. There we were connected with various Oscar calibre Hollywood Studios and we are now working with a NASDAQ company to expand our presence in overseas markets.

數碼港通過Think Asia Think Hong Kong香港代表團將Redspots及其虛擬偶像解決方案帶到北美。在那裡，我們與多間奧斯卡級別的荷里活製片廠建立聯繫，現在我們正在與納斯達克上市公司合作，以擴大我們在海外市場的影響力。

帶一路高峰論壇」，舉辦名為「金融科技重塑數字絲綢之路的國際貿易」的論壇，與超過320位參加者一同探討了金融科技如何連接「一帶一路」的龐大金融商機，促進金融整合和市場的政策協調。

隨著數碼港與泰國InnoSpace於2018/19年簽署諒解備忘錄，我們承諾將加強對彼此初創企業的雙邊支持，並於去年具體實現了進一步合作。於11月，數碼港率領十間初創企業參加了東南亞其中一個最大型的數碼科技研討會 - Digital Thailand Big Bang 2019，向來自泰國及東

Cyberport joined the Belt and Road Summit to discuss development opportunities of FinTech in the region. 數碼港參與「一帶一路高峰論壇」探討區內金融科技發展機遇

Cyberport Demo Day, which Cyberport co-organised, enabled our start-ups to pitch to Thai and ASEAN corporations and investors and participated in one-on-one business matching meetings.

Expanding GBA connections

The Greater Bay Area (GBA) is another region that boasts a plethora of opportunities for new economy companies, and Cyberport is continually enhancing its outreach in the GBA to explore and connect talent, investment, and business opportunities. At "SmartHK, Guangzhou", community companies exhibited at the Cyberport Pavilion and joined pitching and matching events with investors from Guangdong Province. At the Greater Bay X Urban Summit, which Cyberport co-organised to connect mobility-related urban-tech to the GBA, we hosted a panel

discussion to explore "Urban-tech in Greater Bay Area", with panellists from Siemens, MTR, and Smart City Consortium, and 100 participants in attendance.

Local events gain global exposure

Cyberport is also actively participating in local signature events to boost the profile of Hong Kong's start-ups and help them build networks. In April, start-ups joined the Silicon Dragon event and examined "IoT and Smart City Innovations" at a panel discussion. In July, we joined the RISE Conference again and featured a record of 21 community start-ups at a pavilion co-hosted with InvestHK and the HKSTP. The start-ups crossed FinTech, RegTech, blockchain, AI, EdTech, HealthTech, IoT, and professional services, showcasing their solutions to more than 16,000 attendees from over 100 countries.

Invigorating the ecosystem

Cyberport's Easy Landing Scheme offers discounted rental spaces to attract multinational companies, to foster development of digital technology ecosystem. Last year, Amazon Web Services joined the community, and further collaboration is on the horizon.

As we move forward, Cyberport's international networks will play a crucial role in helping start-ups gain exposure to potential investors and expansion opportunities all over the world. We look forward to engaging more technology enterprises and overseas talent to join the Cyberport community, further invigorating the local I&T ecosystem, and enhancing our competitiveness for the 'new normal'.



Cyberport start-ups pitched to Thailand and ASEAN corporations and investors on The Innospace Cyberport Demo Day in Innospace Cyberport Demo Day, 數碼港初創企業向泰國和東盟的公司及投資者演示其方案

盟國家和世界各地的訪客展示他們的方案。數碼港合辦的「Innospace Cyberport Demo Day」演示日，讓我們的初創企業向泰國和東盟的公司及投資者進行投標，並參加一對一的業務配對會議。

大灣區內 擴展連繫

大灣區是另一個蓄勢待發的地區，當中蘊藏不少適合新經濟公司的機會，數碼港亦正不斷擴大其在大灣區中的覆蓋面，希望可以發掘及接觸更多人才、投資和商業機會。在廣州舉行的「創新升級·香港論壇」上，園區公司在數碼港展館展出，同時與來自廣東省的投資者進行投標和配對活動。數碼港聯合舉辦的「Greater Bay X 城市峰會」上，我們將流動技術相關的都市科技連接至大灣區，

與來自西門子、港鐵、智慧城市聯盟的主講及100位參加者，一同探討「大灣區的城都市科技」。

本地盛事 國際關注

數碼港也同時積極參與本地標誌性的活動，以打響香港初創企業的知名度，幫助他們建立網絡。初創企業於四月參加了「Silicon Dragon」，在小組討論中探討了「物聯網和智慧城市創新」的議題。於7月，數碼港再次參加了「RISE會議」初創企業展覽會議，與投資推廣署和香港科技園公司的聯合展館中，介紹了園區21間初創企業，當中涵蓋金融科技、監管科技、區塊鏈、人工智能、教育科技、醫療科技、物聯網和專業服務等範疇，向來自100多個國家1.6萬多位參與者一一展示了他們的方案。

生態系統 重整旗鼓

數碼港的「易著陸」計劃提供租金優惠，吸引跨國公司進駐，促進數碼科技生態的發展。去年，亞馬遜雲端運算服務加入了數碼港社區，並將與我們有更進一步的協作。

繼往開來，數碼港的國際網絡將扮演重要角色，協助初創企業與全球潛在投資者接觸及開拓國際市場。展望未來，我們期望能吸引更多科技企業和海外人才加入數碼港社群，進一步振興本地創新科技生態系統發展，提昇我們在新常態下的競爭力。



Start-ups exchanged ideas with successful entrepreneurs, venture capitalists and industry experts through participating in Silicon Dragon 初創企業通過參與Silicon Dragon，與成功企業家、風險投資者及業界領袖交流



Cyberport participated in RISE Conference in July last year, introducing Cyberport start-ups to attendees around the world 數碼港在去年7月參與了「RISE會議」，向世界各地的參加者介紹園區的初創企業