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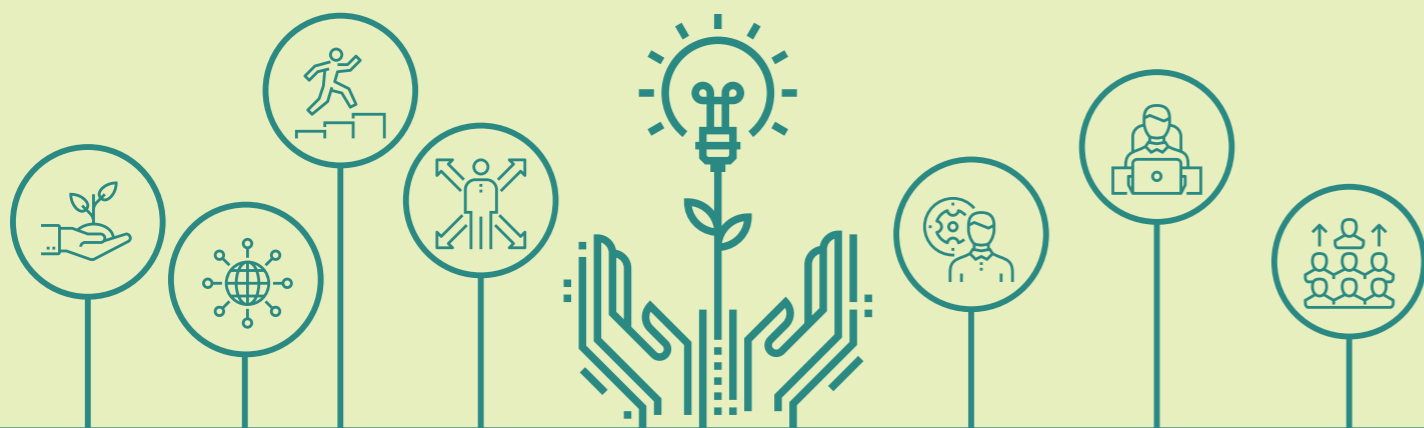
TALENT CULTIVATION AND DEVELOPMENT

人才培育与发展



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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.

培育创科人才与提倡创业风气，是推动创科发展的基础。近年愈来愈多大学生透过不同计划一尝创业滋味，亦有不少资深研究人员将研究成果商品化。政府近年亦积极加强中小学的科普教育，相信能够启发新一代对创新科技的兴趣和巩固基础知识。

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 GOGO VAN 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.

全方位创业支援计划

"数码港培育计划"自2005年启动，多年来培育出数以百计的成功初创企业，更有部分晋身"独角兽"(市值10亿美元或以上的初创企业)，包括GOGO VAN和客路。随著香港的创业风气渐浓，"数码港培育计划"报名反应热烈，年内共接获超过600份申请。有见及此，我们由2019/20年度起，将计划名额增至每年130个，以满足庞大的需求。



Cyberport Start-up 数码港初创企业



Fred Ngan 颜耀辉
Co-founder and Co-CEO of Bowtie
保泰人寿创办人及联合行政总裁

"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."

"在创业这条充满未知的路上，数码港协助初创公司规划好发展蓝图，实践我们的创业梦。透过参与数码港创意微型基金及培育计划，我们获得很多难能可贵的业务展示机会，更得以登上国际论坛的大舞台，提升Bowtie的知名度。"



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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.

数码港于2018/19年度，获特区政府拨款，把"数码港培育计划"的财务资助上限，由过去的33万港元，提高至50万港元，年内共有超过250家初创企业受惠于有关优化措施。

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，数码港亦改善了"数码港培育计划"的拨款机制，由过去的实报实销，改为根据表现发放。初创企业会先得到10万港元起启动资金，其余40万港元将根据表现评估机制于两年间分阶段发放。新机制一方面可令数码港能更有效地监察及指导受培育公司，另一方面令初创企业在创新的过程和行政程序更有弹性。


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.

除了财务资助，数码港亦为初创企业提供全方位支援，包括创业导师的专业意见、技术顾问以及获安排与潜在投资者会面，以及于培育期获数码港提供免租工作间。位于数码港园区三期内的全新"企业发展中心"专为"数码港培育计划"公司而设，并于年内正式投入运作，为初创企业提供设备先进、环境舒适的工作、会议及交流空间。

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.

数码港继续透过"数码港创意微型基金"，提供10万港元的种子基金，协助他们在6个月的计划期内将意念付诸实践，建立产品雏型。2018/19年度，"数码港创意微型基金"共支援了97个项目，涵盖金融科技、智慧生活以至数码娱乐等范畴。



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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.

为鼓励更多年轻企业家拓展内地市场，数码港举办“数码港·粤港青年创业计划”，让香港及广东地区有志创业的资讯科技与数码科技专才有携手探索合作的机会。年内共有10个粤港合作项目获得“数码港创意微型基金”(跨界计划)的种子基金资助。“数码港粤港青年创业计划”将于2019/20年度升级为“数码港大湾区青年创业计划”，涵盖大湾区内各个城市，包括香港、澳门及广东省内的有志企业家。

“数码港·大学合作伙伴计划”连续第四年进行，与本港六家大学携手，为大学生提供以金融科技为题的创业培训。19队来自本地大学的队伍，除了于香港接受一连串工作坊及培训课程外，更远赴美国芝加哥大学布斯商学院，参与为期一星期的创业营，并参观当地顶尖的数码科技公司及加速器。回港后，各队伍与顶尖行业专家学习有关金融科技领域，以协助他们开发市场就绪的解决方案。评审团最后选出13支优胜队伍，每队均获得10万港元的“数码港创意微型基金”，以及“数码港培育计划”的面试机会，开展其创业之路。

Cyberport Start-up 数码港初创企业





Eric Yau 丘之鹏
Founder of AMBIT
AMBIT 创办人

“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锐意发展无人机智能地理信息系统，我们在加入‘数码港培育计划’后，藉著其园区网络，能接触来自世界各地的创科人才和企业家；同时有赖其团队全方位支援，能让传媒和大众了解到最新的无人机素描技术，为推动智慧城市发展尽一分力。”



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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.



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Smart-Space 8 扩展数码港网络

数码港多年来于薄扶林园区，建立了七个 Smart-Space 共享工作间，为初创企业提供价格相宜，设备完善的办公及会议场所。2018/19 年度，数码港首度冲出薄扶林并于荃湾设立首个园区外的共享工作间 Smart-Space 8。

Smart-Space 8 透过2017 施政报告中提出的“青年共享空间计划”，以低于市价的租金，提供约两万平方呎面积，为18至35岁的年轻企业家提供多一个收费相宜、条款灵活的办公空间选择。Smart-Space 8 自去年7 月启用以来，已经吸引90 家初创企业进驻，出租率达到85%。数码港亦于年内于 Smart-Space 8 举办了约40 场活动、工作坊、分享会及联谊活动等，以鼓励互相交流分享的创业氛围。

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.

提升初创竞争力

数码港致力协助初创企业掌握最新科技发展、营销、市场推广以及应对投资者的技巧。“数码港科技网络”网罗全球顶尖的科技企业，包括阿里云、亚马逊网路服务(AWS)、Google、Microsoft和腾讯云等，为初创企业提供技术讲座、工作坊、证书课程等，助他们掌握云端计算、人工智能、大数据分析和社交平台营销等先进科技，而部分更提供优惠方案，降低初创企业应用尖端技术的门槛。

数码港于去年10月联同500 Startups，举办为期两天的Cyberport Angel Investor Pitch Training，由500 Startups的专家传授应对投资者的技巧。此外，数码港亦筹办“初创诊所”系列工作坊，邀请专家向初创企业代表讲解开拓内地市场、制定业务目标以及财务风险管理等方面的课题。



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.

培育新一代创科思维

数码港积极推动针对学生的创业及科技教育培训，并提供实习和就业支援，助新一代投身科技行业。

数码港联同非牟利组织DreamStarter“启梦者计划”合作举办第三届儿童梦想募资日，让来自11家中小学的同学分享他们超过200个梦想项目，为我们日常生活及社会问题提供解决方案，并透过网上平台众筹实现计划。是次活动吸引超过3,000名师生参与。

数码港于2019年初跟AWS旗下的AWS Educate合作，为14岁以上的学生提供免费的网上云端运算基础课程，启发他们对云端科技的兴趣，计划吸引超过400名学生参与。

数码港积极深化在金融科技人才培训的工作，包括于去年4月与中银香港合作举办“中银香港极客大赛”，为业界发掘具优秀潜质的金融科技人才，培育生力军，吸引130多支队伍参赛。

另外又与财经事务及库务局、职业训练局，以及保险业人才培训先导计划，合作举办“保险科技创新商业大赛：生活有得保”，吸引超过220名中学生及大学生参与，并透过工作坊及24小时的黑客马拉松比赛，启发学生对保险科技及保险行业的创新思维。

Cyberport Start-up 数码港初创企业





Edén Lu 吕力君
Founder and CEO of Roborn Dynamics
路邦动力创办人及行政总裁




"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."

"我们在2018年加入‘数码港培育计划’并获得不同范畴的支援。除了资金上的帮助，透过数码港的媒体网络和市场推广，令Roborn得到更多宣传机会，让我们更容易接触投资者。在今年四月，我们很荣幸夺得2019年度“香港资讯及通讯科技奖”资讯科技初创企业大奖以及硬件与设备组别金奖，希望能鼓励更多公众了解香港的5G机器人发展。”



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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.

为电竞业提供人才

电竞行业在本港方兴未艾，有巨大的发展潜力，对具有相关知识的人才需求愈来愈大。数码港积极拓展电竞产业，其中一项重点工作就是为业界培训更多人才。

数码港与香港大学专业进修学院(HKU SPACE)合办的“电子竞技科学文凭”，是全港首个达到资历架构第三级的电竞行业课程，兼读课程于去年七月开课，预计每期招生50人。

另外，数码港亦与香港电竞总会、香港大学专业进修学院以及少年警讯合作，为40多名少年警讯学员提供电子竞技基础科学证书，其中四名学员更获安排担任去年雅加达亚运会电竞示范赛事的工作人员，汲取宝贵的活动经验。

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.

吸引更多年轻人投身科技产业

2018/19财政年度，数码港通过“数码科技实习计划”为超过210名本地学生提供到科技公司，以及大型企业的科技部门实习的机会。除了本地的企业和机构，计划更安排学生到美国矽谷、上海以及大湾区城市实习，参与的知名科技企业包括思科系统和冯氏全渠道商业服务(深圳)等。

数码港每年亦为有意投身创科行列的学生、应届毕业生和年轻人提供求职平台。于今年3月举行的第五届“数码港招聘博览”，有近100家科技企业及初创公司参与，提供大约600个职位，吸引逾2,600名求职者到场参观。博览更新增设“电竞区”，共有16家电竞相关公司参与进行招聘。

持续培训专才

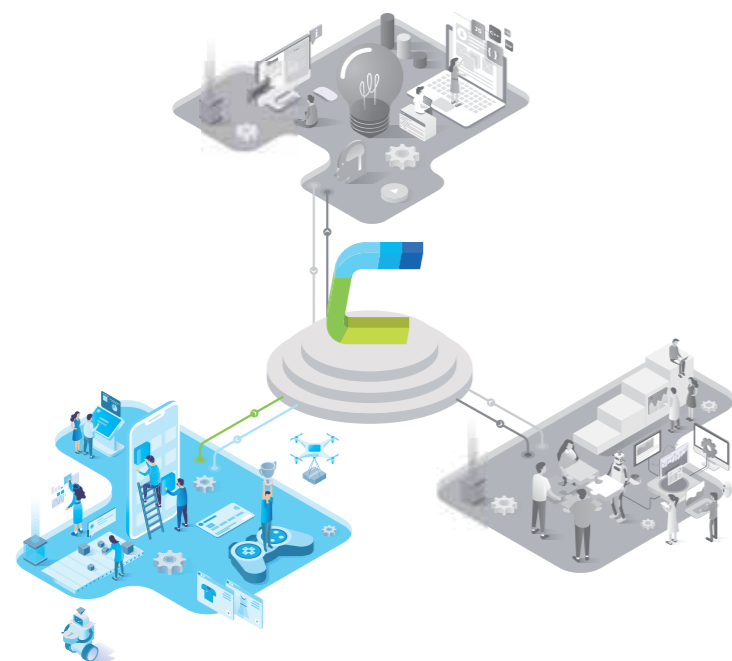
经过多年的努力，数码港已经与本地及海外的高等学府、专业团体以及科技巨擘建立紧密的合作关系，共同为创新科技界培育更多具国际视野的人才，以及提高业界水平。数码港提供不同的专业课程、培训资源、实习计划以及师友网络，以提供更系统化的人才培训平台，为创科行业栽培更多未来栋梁。

MISSION

INDUSTRY DEVELOPMENT 行业发展



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FinTech
金融科技



Digital Entertainment & Esports
数码娱乐与电子竞技



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.

数码港矢志将创新及科技业打造成香港的支柱产业，为新经济注入源源不绝的动力。数码港专注推动的三个应用范畴，包括**金融科技**、**数码娱乐与电子竞技**以及**智慧生活**的产业发展，扩大市场规模，同时积极推动人工智能及大数据、区块链技术，以及网络安全的技术提升和应用，为未来的科技应用奠定基础。



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

金融科技是本港发展得最迅速的科技应用范畴，而数码港的金融科技社群云集约350家企业，是全香港最大的金融科技社群。数码港的金融科技企业，涵盖不同的专业领域，包括金融财务软件和服务、金融大数据研究、保险科技、财富管理科技、电子支付科技等，照顾到金融行业不同领范畴的科技需要，同时创造新的市场需求。

除了专注发展金融科技的初创企业，数码港亦积极引入实力雄厚的金融及科技企业。去年4月，知名金融服务科技公司Finastra，于数码港园区的Smart-Space FinTech内成立“卓越未来银行中心”，为亚太区银行业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.

数码港透过积极筹划及参与不同的金融科技活动，展示香港在金融科技方面的实力。重点活动之一是由投资推广署牵头，于去年10月29日至11月2日举行的“香港金融科技周”，数码港作为活动的金融科技合作伙伴，率领九家园区公司，组成数码港展馆，展示最新的金融科技概念与解决方案。另外，数码港亦在去年五月，与NexChange合办FinTech O2O Global Summit，吸引约1,500名与会者参与。

数码港亦活跃于国际金融科技会议及活动，例如“新加坡金融科技节”、“台北金融科技展”等，带领数码港的金融科技企业参展、示范产品、宣传及配对投资者等，当中包括在“台北金融科技展”中举办了一场国际金融科技应用演讲，讲解香港金融科技的最新发展及创新环境。

虚拟银行开启新一页

八家获香港金融管理局发牌的虚拟银行中，包括两家数码港社群的新经济公司，分别为众安虚拟金融以及WeLab。虚拟银行开启香港金融业发展的新一页，不但有助巩固香港国际金融中心的地位，同时亦可以进一步改善银行服务。

Cyberport Start-up 数码港初创企业





"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."

"通过数码港举办的大型活动，OneDegree 得以和来自世界各地不同行业的领导者交流。例如，当我担任互联网经济峰会讲者的时候，我和其他讲者的交流为我带来了更多新想法及合作机会。"

Alvin Kwok 郭彦麟
Founder and CEO of OneDegree
OneDegree创办人及行政总裁



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Cyberport Community Member
数码港社群成员



"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."

"香港是众安业务迈向国际化的重要一环，而数码港的园区环境吸引，配套设施完善，亦给予我们全面的支援。除了'易著陆'计划提供租金优惠外，数码港积极连系我们与其优秀的金融科技社群，不单有助我们发展业务，更能通过交流知识及分享经验，发掘更多新构思和协作机会。"



Wayne Xu 许炜
President of ZA International
众安国际总裁



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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.

保险科技丰盛一年

保险科技是金融科技的重要一环，保险业监管局于去年12月发出首个经快速通道(Fast Track)申请的虚拟保险公司授权，获发授权的是数码港的培育公司保泰人寿(Bowtie)。保泰人寿会利用数码分销渠道，提供结构简单、保障成份高及保费低廉的产品。

另一家数码港培育计划下的保险科技企业OneDegree，今年初与信诺集团旗下信诺香港合作，简化购买保险及索偿过程。OneDegree亦向保险业监管局申请虚拟保险公司授权，并完成A2轮融资，他们准备就绪，利用以自家研发的保险平台提供服务。

数码港的金融科技企业亦在颁奖台上得到业界的肯定。数码港的初创企业在由经济通主办的"2018金融科技大奖"中，囊括14个奖项，当中涵盖保险、消费者电子支付方案、财富投资与管理、信贷、外汇/电子支付方案等九大组别。



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.

数码娱乐与电竞起飞

数码娱乐，包括电子竞技是近年急速冒起的产业。数码港配合特区政府产业政策，分别从三个不同方向，包括人才培养、赛事以及科技，推动电竞行业发展。

电竞行业的产业链涵盖游戏设计、虚拟现实及扩增实境(VR及AR)科技、赛事筹划、赛手训练等，为年轻人及创业家提供多元化的就业选择及发展空间。数码港过去一年积极与学界及电竞行业组织合作，推动电竞产业的人才培训。

数码港大力支持在港举行的大型电竞赛事，包括香港电竞音乐节、阿里体育WESG香港电竞节，以及香港业余电竞杯等，希望藉著大型赛事，让更多人了解到电竞能成为香港新经济动力。例如数码港透过举办讲座、研讨会，以及支持业界参与各地的行业展览会，推动电竞业界，与本地及海外的同行加强交流。2018年11月，数码港率领一众香港电竞业界代表团，到韩国釜山国际游戏展(G-STAR 2018)进行交流，了解当地电竞市场发展。

去年，特区政府拨款1亿港元予数码港推动本港电竞产业，其中5千万港元用以把数码港商场打造成为电竞场地，设施于2019年7月完成改建，并随即于新场地举办"数码娱乐领袖论坛"，汇聚本地及环球电竞业界，分享对行业发展的独到见解。另外，数码港亦已经推出"电竞行业支援计划"以及"电竞实习支援计划"，支持业界提供实习、举办活动、培训人才及到海外交流机会。

Cyberport Start-up 数码港初创企业



"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."

"短短一日我便决定进驻SS8，我喜欢这里鼓励创意的环境和浓厚的创业气氛，让我朝著梦想逐步进发。透过数码港举办的定期聚会和讲座，得以认识各行各业的初创企业和潜在生意伙伴，有助我们的业务发展。"



Joseph Ku 顾铿
Founder and Director of Ember Entertainment Limited
Ember Entertainment Limited 创办人及总裁



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.

实践智慧生活

香港作为一个高度发展的城市，要进一步提升城市效率和改善生活素质，朝“智慧城市”的方向发展是必然的选择。

数码港园区拥有完善的设施，包括办公大楼、商场、酒店及停车场等，为初创企业提供展示智慧生活方案的平台。年内，我们于数码港三期的资讯科技大道上，开设“智慧生活概念店”。概念店采用24小时无人店的运作模式，店内提供的产品选择有别于市面的自动贩卖机，包括有热食、新鲜沙律及水果、电讯产品等。此外亦有提供智能塑胶瓶回收机，配合智能化的回赠计划，鼓励循环再造。概念店内有不少产品及服务均由数码港培育的初创企业提供。

另外，我们亦在商场引入“智能洗手间”，在停车场增设电动车充电装置，以及办公室机器人。概念店以及其他智能设施，一方面令园区更方便及有效率，另一方面让初创企业测试市场反应，亦可以带潜在投资者来到园区，亲身体验方案的落实。

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.

智能方案备受赞誉

数码港初创社群的智慧生活方案在业界备受肯定，例如在“2018香港资讯及通讯科技奖”中，数码港的初创企业共赢得15个奖项，当中包括智慧生活、智慧市民、智慧出行及商业方案等组别的奖项。另外，数码港于2018年12月亦支持“一丹奖峰会2018”，并于数码港园区举办“教育科技挑战赛”，邀请八家落户于数码港的教育科技企业进行演示，并展示机器学习、大数据及动画等各种多元化教育方案。

推动先进利科技发展

数码港亦致力推动人工智能、大数据、区域链技术以及网络安全的发展，为将来数码科技的发展提供稳固基础。2018年6月，我们将“EmTech新兴科技香港峰会”带到数码港，汇聚世界知名的科技界领袖，探讨人工智能如何支援粮食供应、智能机器、应用区块链技术到支付系统等专门议题。

数码港亦成为去年“AI高峰论坛”的策略伙伴，率领4家专注于人工智能技术的数码港初创企业，于峰会舞台上分享他们创新的技术方案。数码港于2019年3月亦伙拍“Block O2O全球区块链峰会”，成为香港区块链周的合办单位。活动吸引全球来自50多个国家的超过4,000名业界精英、初创企业及投资者参与，分享区块链技术的实际应用，以及香港在推动区块链应用的重要角色。

随著金融科技及智慧生活愈趋普及，使用者希望系统更安全、更保密。由此可见，网络安全乃数码转型不可或缺的一环。数码港亦有不少初创企业专注于网络安全技术的开发，我们未来会进一步加强推动网络安全范畴的科技发展，鼓励初创企业多朝这个方向开拓创新解决方案。



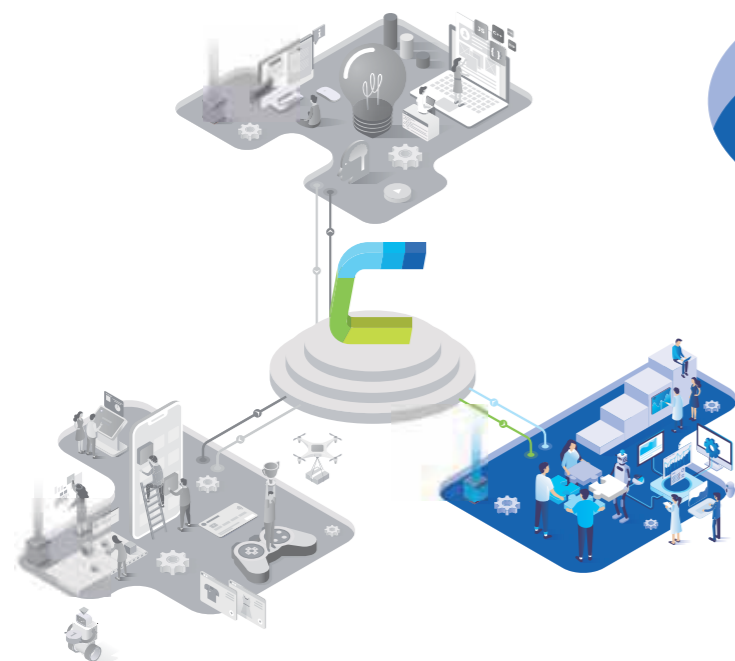
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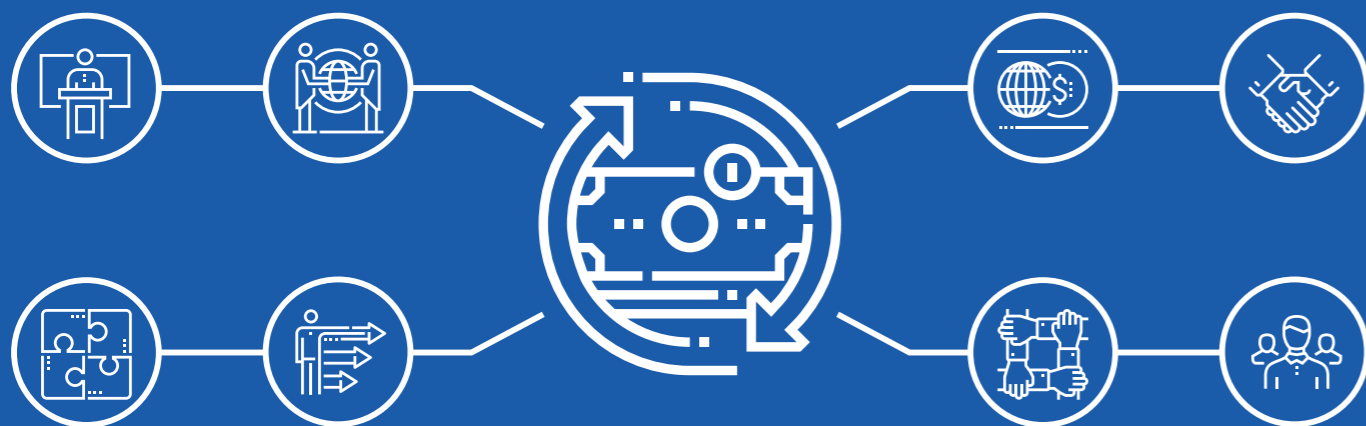
INTEGRATION OF NEW AND TRADITIONAL ECONOMIES

新经济及传统经济融合



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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.

新经济与传统经济关系密不可分。数码港致力透过“数码港企业网络”，以及一系列大型活动，连系一些具规模的传统企业与初创公司，助他们取长补短，结合双方的优势，共同应对经营上的挑战，创造商业价值，令香港的整体竞争力得以提升。

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.

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.

数码港积极透过“数码港企业网络”平台连系传统企业，了解他们在经营及业务发展上面对困难，与提供有关解决方案的初创企业配对，务求以数码科技解决他们的问题，助其业务更上一层楼，同时为初创企业带来商机。

以科技提升竞争力

数码港与电讯商数码通于2018年10月第二度合作，再次以“智能物业”为主题，举办SmarTone Hackathon应用程序设计比赛。活动合作伙伴还包括地产发展商新鸿基地产，以及数据中心新意网。由程序开发人员、设计员和初创企业组成的参赛队伍，就著“智能生活”及“智能物业管理”两个题目进行比赛。

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.

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.

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.

各队伍须于24小时内透过Microsoft提供的应用程序介面(API)编写程序原型，旨在创造更舒适及更环保的生活环境，让工作、玩乐及消费有更好的体验。比赛由来自香港、内地及以色列的参赛者所组成的Petrack夺冠，得奖作品运用IoT技术针对宠物市场。

国泰航空于去年11月亦与数码港及香港机场管理局合作，举办“国泰航空24小时HACKATHON”，设计创新的科技方案，提升旅客体验。比赛分为学生组以及专业组，得奖队伍更前往美国西雅图考察，参观亚马逊、波音公司及微软等大型企业，了解最尖端的科技发展。

专业服务亦趋向数码化，当中包括法律服务。数码港分别在2018年4月，与香港律师会合办 Access to Justice (A2J) InnoTechLaw Hackathon，以及于2019年2月，支持Global Legal Hackathon香港站的比赛，希望推动法律科技及法道科技在香港的发展，并鼓励法律服务专业进行数码转型。

oneCHARGE

Cyberport Start-up 数码港初创企业


"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."

"我们是数码港的培育公司，当电动车充电器仍未普及时，数码港以行动支持初创企业，让数码港园区成为创新科技的试点。oneCHARGE现有6个充电站设于数码港停车场，不但有助我们寻找新客户，更能让我们洞悉到产品推出市场后将遇到的问题，数码港的团队亦热心地与我们商讨业务上的解决办法。"



Cyrus Chow 周英玮
Co-founder of oneCHARGE
oneCHARGE联合创始人



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**Cyberport Start-up
数码港初创企业**





"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."

"数码港的团队积极帮助初创企业与传统经济融合。由于数码港的连系，助我们成功打入酒店行业，并把OLIVEX的智能镜面引进到数码港艾美酒店的健身室内，为我们日后的业务发展奠定基础。"



Keith Rumjahn 林基伟
Founder and CEO of OLIVEX
OLIVEX创办人及行政总裁



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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.

大型活动促进数码转型



数码港在2018年4月，与联合国亚洲及太平洋经济社会委员会合作，首次在港举办“亚太商业论坛”，鼓励商界利用科技、创新和融资，促进企业实现可持续发展。

而紧接“亚太商业论坛”举行，由数码港与特区政府合办的第三届“互联网经济峰会”，则以“新经济·新动力”为主题，邀请超过50位重量级讲者，分享最新科技议题，吸引超过2,800人次参与。两项大型活动都为商界及初创企业提供理想平台，了解双方的业务需要及发展方向，促成更多具体合作。



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**Cyberport Start-up
数码港初创企业**



"Cyberport has given us tremendous 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."

"数码港从募集资金、招聘人才以至拓展市场各方面都带给我们很大的支持。在4LittleTrees正式推出后，我通过数码港的演示活动认识一位日籍天使投资者，并成功获得第一笔资金。现时我们的业务已冲出香港，开拓至泰国、日本等亚洲市场，对象亦由学校延伸至不同的企业培训。"



Viola Lam 林苑莉
Founder and CEO of Find Solution Ai
Find Solution Ai 创办人及行政总裁



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数码港亦鼓励初创企业藉著参与不同行业的大型活动，与传统产业的业界多加接触，发掘新商机，例如参与“亚洲金融论坛”、电子产品展以及资讯科技博览等，向金融以及电子业界介绍他们崭新的产品及服务。

今年1月，“亚洲电讯峰会”于数码港举行，聚焦新世代电讯行业发展议题，亦鼓励初创企业因应未来电讯服务的发展，开发适切以及追上最新技术水平的服务。

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.

带领开放数据革新

要推动智慧城市发展，开放数据是数码转型过程中不可或缺的一环。为了让更多初创企业能够获取大数据，数码港将会联同本港各大型机构，组成“开放数据联盟”，汇聚不同领域的大数据，提供沙盒环境，令初创企业能开发及测试解决方案，同时令目前未被充份发挥价值的大数据，可以转化成为推动传统行业转型的动力。





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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.

投资者是推动创科生态圈持续发展不可或缺的部分，物色到合适的投资者，不但可以为初创企业提供持续发展的资金，更可以为初创在业务上提供建议，以及协助拓展商业网络，结识更多潜在合作伙伴及客户。数码港亦致力协助初创企业联系投资者。数码港在2017年底成立“数码港投资者网络”，经过一年多的发展，截至2019年3月底，经已吸引近100家机构投资者参与，包括私募股权及创投基金、企业投资者、天使投资者、家族基金等，累积为10个投资项目，募集资金超过2.34亿港元。

数码港亦在2018年11月再度举办“数码港创业投资论坛”，汇聚最具实力而且眼光独到的投资界领袖，以及最具潜力的初创企业，聚首一堂，探讨创科领域的投资趋势和机遇，同时提供网上投资者配对平台，协助初创企业开拓与投资者的联系，带动数码港初创企业的融资机会。

“数码港创业投资基金”年内继续秉持积极务实的态度，以配对基金的模式，投资多家数码港初创企业。年内完成三项新投资，包括女装租赁平台YEECHOO、社区参与的消费服务配对平台HelloToby，以及医疗咨询及服务配对平台DocDoc，并批出另外五个投资项目，包括人工智能教育系统Find Solution Ai、专注于物联网科技解决方案的Origami Labs及Rinlink、农业科技先锋绿芝园，以及保险科技企业OneDegree。“数码港创业投资基金”于上述八个投资项目合共涉及超过800万美元投资额，同时为有关初创企业带来额外超过2,500万美元的共同投资资金。

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.

数码港亦与Silicon Dragon合作，于去年4月举办Silicon Dragon Hong Kong，邀请世界各地的私募基金代表，分享投资科技产业的心得以及最具投资潜力的科技领域，同时让初创企业有机会亲身接触私募基金经理进行提案。

Cyberport Start-up 数码港初创企业



“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的二万呎旗舰种植场于去年开幕，我们积极开拓海外市场，包括日本和东南亚市场。去年11月，我们随数码港到日本东京，参加“迈向全球 首选香港”活动。此外，我们亦透过数码港的网络成功拓展业务至大横琴。目前，Farm66积极把我们的专利技术引入迪拜。我们感谢数码港为初创企业穿针引线，协助连系投资者，捕捉发展机遇。”




Gordon Tam 譚嗣豪
Chief Executive Officer of Farm66
绿芝园行政总裁



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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.

开拓更远大市场

数码港社群内的初创企业，经过多年发展，业务日渐成熟，待机开拓海外市场。数码港于2018/19年度，获特区政府拨款推出「海外及内地市场推广计划」，为已毕业于「数码港培育计划」及「数码港创意微型基金」的培育公司，提供高达20万港元资助，以开拓内地及海外市场。计划自2018年11月推出，截至今年3月底，共批出13项申请。

数码港带领初创企业参与各项大型国际活动，例如在香港举行的「一带一路高峰论坛」、「亚洲金融论坛」、「RISE Conference」以及「JUMPSTARTER」等，向访港的商界领袖进行提案及介绍他们项目，寻求拓展海外的机会。

我们亦于去年11月率领多家数码港企业访问日本，参与「迈向全球·首选香港」论坛，除了介绍香港在金融科技及智慧生活的最新发展外，参与的数码港初创企业亦于场内设置展位，向日本商界介绍他们的业务方案，测试日本市场的反应。

数码港亦藉此机会，与日本瑞穗金融集团签署合作备忘录，加强对两地初创企业在投资及市场开拓的支援，协助香港的初创企业进军当地市场，同时亦希望吸引更多日本初创企业落户香港。

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，数码港与泰国InnoSpace签署合作备忘录。泰国InnoSpace是一家公私合营企业，担当支援当地初创企业发展的平台，并致力成为泰国初创企业发展的中心。双方将建立推动创新及促进初创企业发展的合作框架，连系两地初创企业成为伙伴，并透过人才及资源交流，吸引具潜力的泰国初创企业落户香港，同时协助数码港初创企业进军泰国及东盟市场。签署仪式获香港特别行政区行政长官林郑月娥、泰国副总理颂奇等共同见证。

吸引跨国科技企业落户

除了协助香港初创企业拓展海外市场，数码港亦致力吸引海外机构，特别是跨国企业到数码港，进一步丰富我们的创科生态圈。

数码港于年内推出了「易著陆」计划，提供租金优惠，以吸引海外及内地互联网龙头企业及金融科技公司，以及具独特商业模式的科技企业落户数码港。首家参与「易著陆」计划的企业为内地金融科技巨擘众安国际，已经于年内进驻数码港。

数码港将会继续拓展其国际网络，以协助更多初创企业拓大其业务版图，同时致力吸引全球各地的顶尖科技企业及具潜力初创企业落户数码港，以进一步丰富数码港以及香港的创科生态圈，加大创科带来的经济贡献。

Cyberport Start-up 数码港初创企业

"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."



"我们很高兴作为数码港的培育公司，在过去两年得到他们的支援，令我们在发展过程中有机会向香港及内地的政府机构及公司介绍紫晟的DeepTech方案。数码港在大湾区的强大网络更使紫晟成功发展一套完善的供应链，帮助我们的业务能扩展至内地。"



Aldous Ng 吴国声

Founder and CEO of Unissoft Technology Co., Ltd.
紫晟科技有限公司创办人及行政总裁



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