



## TALENT CULTIVATION AND DEVELOPMENT

### 人才培育与发展

2020/21 was the year that digital transformation gathered extraordinary pace as the continued pandemic heightened demands from individuals, businesses and the society for technological solutions to thrive continuously. The extensive emergence of tech start-ups has oiled the wheels of comprehensive digitalisation on all fronts, powering socio-economic advancements. As the indispensability of technology has been widely recognised by the public, Cyberport continues to reinforce its conviction to nurture entrepreneurial talents as changemakers and upskill in-service personnel in digital literacy for future-readiness. During the year, we enhanced our support for the entrepreneurial and working community by strengthening conducive elements and initiating targeted measures, creating a comprehensive ecosystem for incubatees, entrepreneurs and industry professionals to chart a new course in a world redefined by technology.

2020/21年度疫情持续，大大提升了个人、企业和社会对科技方案的需求，令数字化转型更迅速发展。科技初创企业蓬勃发展，为各方面的数字化注入动力，同时推动社会经济进步。随着科技应用获得大众认同，数码港更加稳守使命，培育科创人才成为创新先驱，并提升各行业从业员的数字技能，以迎接科技未来。年内，我们加强了对创业及在职社群的支援，通过强化各种有利因素及采取针对性的措施，为培育公司、企业家及业界专才创造更全面的生态系统，让他们得以在科技重塑的世界中开辟新道路。

#### Community Support in Full Swing

Our signature incubation programmes, namely Cyberport Creative Micro Fund (CCMF), Cyberport Incubation Programme (CIP), and Cyberport Accelerator Support Programme (CASP), continued to go from strength to strength, bolstering incubatees in different stages of entrepreneurship.

#### 社群支援 全速开展

我们的重点孵化计划“数码港创意微型基金”、“数码港培育计划”和“数码港加速器支援计划”继续不断壮大，为处于不同阶段的培育公司提供创业支援。

Last year, the CCMF provided 96 successful applicants specialising in FinTech, smart living, digital entertainment, artificial intelligence, big data, blockchain and other clusters with pivotal seed funding to develop prototypes for business establishment and investor pitching. To pave way for young innovators to materialise start-up ventures, CCMF also provided enrichment activities and mentorship advised by industry professionals and start-up leaders to impart experiential insights, strengthening the youth's entrepreneurial calibre.

去年，“数码港创意微型基金”为成功申请的96家从事金融科技、智慧生活、数字娱乐、人工智能、大数据、区块链和其他业务范围的初创企业，提供了关键的种子资金，以助他们研发解决方案的原型产品、建立业务和向投资者演示方案。为了让年轻创新者更容易实现初创企划，“数码港创意微型基金”提供增润活动，以及由行业专才及初创领袖提供咨询指导的师友计划，以传递经验灼见，增强青年的创业能力。

#### 2020/21年度

Cyberport Creative Micro Fund (CCMF)  
数码港创意微型基金

HK\$9.6 M

fund granted to start-up projects specialising in FinTech, smart living, AI and big data and others  
基金资助从事金融科技、智慧生活、人工智能和大数据等科技范畴的初创企业

Cyberport Incubation Programme (CIP)  
数码港培育计划

130 間

start-ups admitted  
获录取初创企业

Cyberport Accelerator Support Programme (CASP)  
数码港加速器支援计划

75 個

Eligible Accelerator Programmes  
认可加速器计划



Meanwhile, the CIP also garnered 649 applications. Upon completion of a vetting process by the Entrepreneurship Committee Advisory Group (ECAG) members, a total of 130 start-ups have been selected for substantial financial assistance of up to HK\$ 500,000, investor matching, mentorship and free use of Cyberport's co-working spaces.

For more mature start-ups seeking specialist support from accelerators to advance their growth, the CASP continued to bridge and facilitate the connections. During the year, community members joined 33 accelerators and received a total of HK\$3.12 million in financial assistance. We also strove to landing new accelerators to maximise available patronage, bringing a total of 75 accelerators into the Eligible Accelerator Programme.

至于“数码港培育计划”则接获649份申请，经企业发展顾问组 (ECAG) 成员完成评审程序后，录取共130家初创企业。数码港为每家获取录取的初创企业提供高达50万港元的财务资助、投资者配对、指导计划，以及让其免费使用数码港共享工作间。

“数码港加速器支援计划”一直为较成熟的初创企业连系能助其加快成长的专业资源。年内，数码港社群成员成功加入了33个加速器计划，获得总额达312万港元的财务资助。我们并全力物色新的加速器计划，以扩大支援初创发展的能力，令认可加速器计划增加至75个。

**Cyberport Community Companies**  
**数码港社群企业**

**Peggy Choi 蔡碧琪**  
CEO & Company Founder, Lynk  
Lynk创始人兼首席执行官

SCAN HERE TO KNOW HOW THEIR FUTURES ARE REIMAGINED WITH CYBERPORT  
扫描此处以了解数码港初创企业如何“从”新想象未来

“As we expand across 8 locations working with more than 250 enterprise customers globally, the investment and support from Cyberport Macro Fund has given Lynk the boost we need as we continue to scale.”

“Lynk的业务横跨八个国家，为全球逾250个企业客户提供服务。我们很庆幸有“数码港投资创业基金”的投资及支持，为公司注入动力，继续扩展版图。”

- Cyberport Incubation Programme Alumna**  
“数码港培育计划”毕业生
- 1st investee of Cyberport Macro Fund**  
首家获“数码港投资创业基金”投资的公司
- Received follow-on investment from Cyberport Macro Fund in 2020/21**  
于2020/21年度再获“数码港投资创业基金”投资

### Professional Advice on Hand

In answering community members' pressing needs for professional services in business development, the **Cyberport Professional Services Network (CPN)** was newly established to connect Cyberport community start-ups with professional firms for thorough consultancy to accelerate growth, complementing the existing networks of **Cyberport Enterprise Network (CEN)**, **Cyberport Investors Network (CIN)** and **Cyberport Technology Network (CTN)**. Holistic advisement encompasses company financing, corporate services and compliance, finance and taxation, human capital, legal services, market development advisory, marketing and branding services, organisation design and technology consultancy. Over 20 international and local consultancy entities have joined CPN. Through CPN, service clinics and workshops are made available to Cyberport community companies and start-ups. The first seven organised service clinics drew participation from over 70 start-ups.

Leveraging our network of mentors, we augmented the **Cyberport Mentorship Services (CMS)** by consolidating resources and expanding the mentor pool to offer additional support to aspiring entrepreneurs. Cyberport appointed close to 80 mentors who brought in a wealth of industry domain knowledge with need-based guidance for mentees while advising on the mentees' business plans in over 190 mentoring sessions with regards to financing, marketing, setting ESG and social innovation goals. Our enhanced mentorship scheme enabled us to better support start-ups in different phases of development and engendered positive outcomes.

### 专业建议 及时到位

为了满足社群成员在发展业务时对专业服务的迫切需求，年内我们新成立了“数码港专业服务网络”，配合现有的“数码港企业网络”、“数码港投资者网络”及“数码港科技网络”，为数码港社群内的初创企业联系专业顾问公司，以获取全面的咨询服务加速发展。全面的顾问服务包括公司融资、公司服务与合规、财务与税务、人力资源、法律服务、市场发展咨询、营销与品牌服务、企业架构和科技顾问服务。超过20家国际及本地的顾问公司已加入网络，提供“初创诊所”服务和工作坊。网络举办的首场业务咨询活动成功吸引超过70家初创企业参与。

我们亦善用现有的导师网络，积极整合资源和扩展导师人才库导师网络，进一步加强“数码港创业导师服务”，提供额外支援。数码港已委任近80位创业导师，带来丰富的行业知识，并按参加者需求提供指导，并在过去190多次指导环节中，提供涉及融资、营销、制定环境、社会和企业管治 (ESG) 以及社会创新目标建议。这项针对性的强化服务让我们更有效地为处于不同发展阶段的初创企业提供支援，并取得正面成果。

**Over 20 家**  
international and local consultancy companies joined the Cyberport Professional Services Network  
国际及本地的顾问公司已加入“数码港专业服务网络”

**Over 190 次**  
mentoring sessions via Cyberport Mentorship Services  
“数码港创业导师服务”创业指导环节

### Fount of Youth Entrepreneurialism

Encouraging youth entrepreneurship and innovation has long been one of Cyberport's core public missions. The **Cyberport University Partnership Programme (CUPP)** returned for the sixth edition in virtual format in 2020/21. With renowned IESE Business School of the University of Navarra in Spain as a new partner, CUPP 2020 welcomed a record-high cohort of 73 students from local universities.

During CUPP, participants immersed themselves in the real-world setup of ventures through a series of FinTech-focused business training and mentorship from worldwide industry experts in a nine-day virtual bootcamp presented by IESE Business School. They then pitched their FinTech business proposals on Demo Day to vie for HK\$100,000 in seed funding and a fast-track interview opportunity for the Cyberport Incubation Programme. The top teams awarded the IESE Business School Young Talent Path Award will attend the Young Talent Path Programme and an entrepreneurship bootcamp in Barcelona, Spain.

### 启发年轻创业精神

鼓励青年创业及创新，是数码港一直以来的核心公众使命。第六届“数码港·大学合作伙伴计划”在2020/21年度以虚拟形式进行，并获享负盛名的西班牙纳瓦拉大学IESE商学院加入成为最新合作伙伴，吸引73名本地大学生参与，刷新参与人数记录。

“数码港·大学合作伙伴计划”提供一系列针对金融科技的业务培训和全球行业专家指导，通过由IESE商学院主办、为期九天的虚拟训练营，学生需要将意念商业化，并在活动最后的演示日，演示他们的金融科技业务计划，争夺10万港元的种子资金，以及“数码港培育计划”的优先面试机会。获得“IESE商学院青年人才奖”的优秀学生团队，将可参与于西班牙巴塞罗那举行的“Young Talent Path课程”及创业营。



The 11 winning teams selected by the judging panel each received HK\$100,000 funding from Cyberport Creative Micro Fund (CCMF) and a fast-track interview opportunity for the Cyberport Incubation Programme (CIP) to embark their start-up journeys.  
由评审团选出的11队优胜队伍均获得“数码港创意微型基金”的10万港元资助，以及“数码港培育计划”的优先面试机会，展开创业梦想。

To unleash innovative prowess in younger minds at secondary and primary schools, Cyberport joined hands through the **STEM Education Ambassador Scheme** with dedicated educational organisations to orchestrate 10 STEM events, kindling interest in cross-disciplinary exploration among 1,600 university, secondary and primary students. Among them, Cyberport supported **Outlier 2021 CSV Innovation Challenge** organised by AIESEC Hong Kong, at which over 650 university students ideated socially impactful yet profitable Creating Shared Value (CSV) business models to tackle pressing social issues in Hong Kong, manifesting students' regard for shared value and communal betterment in their co-creation.

### Window on the Start-up World

As one of Hong Kong's flagship incubators for I&T talent, Cyberport has made headway in grooming tech-savvy entrepreneurs and in-service practitioners of various sectors with diversified development efforts to meet their dynamic needs. Last year, **Cyberport Academy** was inaugurated to integrate and upgrade our training and development programmes, expand capacity and career opportunities for talents and enrich our tech talent pool.



Cyberport Academy is established with the aim of further enriching Hong Kong's technology talent pool and enhancing Hong Kong's overall I&T competitiveness.  
数码港成立数码港学院,旨在进一步扩大香港的科技人才库,提升香港的整体科创竞争力。

Under the umbrella of Cyberport Academy, **Cyberport Digital Tech Internship Programme (CDTIP)** continued to provide students with hands-on experiences in start-up settings. 120 student participants were able to get a taste of entrepreneurship by interning with 40 companies in the fields of Fintech, digital entertainment, and smart living. Through collaboration with various faculties of tertiary institutions, **Cyberport Scale-up Placement Programme** matched 53 start-ups with 91 university students for credit-bearing practicums to contribute their expertise from their studied disciplines to start-ups. **Startup 101 Training Day 2020** was hosted to help 86 students gain essential skills in entrepreneurship.

数码港学院旗下的“数码港数码科技实习计划”持续为学生提供初创新战经验。120位学生通过计划获得40家金融科技、数字娱乐及智慧生活等领域公司的实习机会,亲身体验初创的工作文化。“数码港学分实习计划”则与各大院校不同学系合作,为91名大学生提供可累积学分的实习机会,并为他们配对到53家初创实习,贡献所学的专业知识。年内举行的“Startup 101 Training Day 2020”,协助86名学生掌握创业所需的基本技能。



CDTIP serves as a bridge connecting youngsters who are eager to join the I&T industry and Cyberport community start-ups and tech companies, and offers cross-discipline job and training opportunities to students. Cyberport scaled up the programme this year and increased the internship quota more than two-fold to over 100, in order to enrich the talent pool.

“数码港数码科技实习计划”旨在联系有意投身科创行列的年轻人及数码港社群初创及科技公司,为学生提供实习和培训机会。数码港今年扩大实习计划的规模,把名额增加超过2倍至超过100个,进一步丰富人才资源。

### 窥探初创世界

数码港作为香港其中一个科技创新人才旗舰培育基地,一直透过多元化发展,满足科技企业及各行各业的从业员不断演变的需求。去年成立的**数码港学院**,旨在整合和提升我们各项人才培养计划,为参与人士增值,并开拓更多就业机会,从而丰富我们的科创人才库。

As cloud technologies serve as the foundation for advanced technological applications and hold great promise for adoption across different trades, **Cyberport and AWS Educate Cloud Career Pathways Programme** was initiated in harness with Amazon Web Services Educate to equip university and secondary school students with fundamental knowledge in cloud computing technology and its commercial application through complimentary online learning. About 500 youngsters aged 14 or above opened their eyes with the latest know-how in areas such as artificial intelligence, machine learning, cybersecurity, Internet of Things (IoT), Robomaker and virtual reality, equipping them for a coveted career in relevant technology sectors.

### Gateway to Tech Careers

As the labour market blooms in the tech sectors, Cyberport Academy also aims to become an internship and employment platform for those who are interested in I&T to bring their capabilities into the spotlight. At the **Cyberport Virtual Career Fair 2021**, a record high of more than 170 major enterprises, technology companies and start-ups created over 1,300 I&T job vacancies related to FinTech, smart living, digital entertainment, artificial intelligence, big data, blockchain, and cybersecurity, open to job seekers including students, graduates and IT professionals to gain firsthand experiences in the I&T sector.

To meet the growing interest from enterprises in Greater Bay Area (GBA) opportunities, the Career Fair also showcased dedicated virtual booths with vacancies provided by Cyberport community companies under the Government's Greater Bay Area Youth Employment Scheme. Around 50 career-related webinars and recruitment talks including CV Clinics, career assessment sessions and one-on-one online career consultations conducted by professional human resources firms helped participants grasp the industry's manpower trends and channels of engagement.

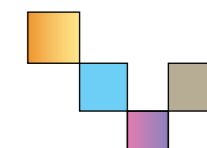


云端技术作为尖端科技应用的基础,能广泛应用于不同行业。有见及此,我们与AWS Educate共同推出“**数码港X AWS Educate云端运算基础课程计划**”,为大学及中学生提供免费的线上课程,向他们灌输云端科技的基础知识,并了解技术不同的商业应用。约500位14岁或以上的年轻参加者接触了最先进的人工智能、机器学习、网络安全、物联网、机器人制作及虚拟实境等科技,为他们及早装备,日后投身有关科技界别。

### 开启科技事业之门

科技界别的人才市场正蓬勃扩展,数码港学院以成为为实习和就业平台为目标,让有志投身科创的求职者一展实力。“**数码港虚拟互动招聘博览2021**”参与企业数目为历年之冠,汇聚超过170家大型企业、科技公司和初创企业,提供1,300多个与金融科技、智慧生活、数字娱乐、人工智能、大数据、区块链和网络安全相关的科技创新职位,让学生、毕业生及信息科技专业人员等求职者,有机会投身科创界。

鉴于企业对大湾区发展机会的兴趣日益增加,招聘博览更特设专区,展示政府“大湾区青年就业计划”下,由数码港社群公司提供的职位。博览期间,我们同时举行了约50场活动,包括线上就业研讨会、招聘讲座,以及由专业人力资源公司提供的个人履历指导、职业评估环节及一对一线上职业咨询等,帮助参加者掌握业界的人力资源优势和求职渠道。



Cyberport Virtual Career Fair 2021 continues to adopt a virtual exhibition format, with the participation of over 170 major enterprises, technology companies and start-ups. 2021年的“数码港虚拟互动招聘博览”继续沿用虚拟展览形式举办,汇聚了超过170家大型企业、科技公司和初创企业。

### Cyberport Virtual Career Fair 2021 数码港虚拟互动招聘博览2021

Over 170  
超过 170 家  
hiring companies  
招聘企业

Over 1,300  
超过 1,300 家  
openings  
职位

Around 50  
约 50 场  
webinars and  
recruitment talks  
线上研讨会和招聘讲座

## Riding the Wave of GBA

With the Greater Bay Area evolving into an international hub of innovation and technologies on the horizon, more tech talents and companies are attracted year-on-year to converge for synergistic development. The **Cyberport Greater Bay Area Young Entrepreneurship Programme (GBA YEP)** was jointly organised by the Department of Industry and Information Technology of Guangdong Province, the Office of the Government Chief Information Officer of the HKSAR and Cyberport to facilitate exchange and collaboration among young talents from Hong Kong, Guangdong and Macau. Last year, 160 youths out of about 350 applications from the regions were handpicked to attend the programme including a virtual bootcamp co-hosted by the Hong Kong Productivity Council. Nine winning teams have embarked on realising their projects under the CCMF for another six months.

## 捉紧大湾区发展机遇

随着大湾区发展为国际科技创新枢纽，每年吸引越来越多科技人才和公司把握机遇、协同发展。“**数码港大湾区青年创业计划**”由广东省工业和信息化厅、香港特别行政区政府资讯科技总监办公室和数码港三方联合举办，冀能促进香港、广东和澳门之间青年人才的交流合作。去年，该计划来自三地约350名申请者中，选出160位青年参与该计划，出席包括我们与香港生产力促进局协办的虚拟训练营。九队胜出队伍已在“数码港创意微型基金”计划支持下，展开了额外六个月的项目实践期。



Peter Yan, CEO of Cyberport (left) and Victor Lam, JP, Government Chief Information Officer of the Office of the Government Chief Information Officer (OGCIO) (right), attended the Ninth Guangdong/Hong Kong Cloud Computing Conference cum the Fourth Guangdong-Hong Kong-Macao Greater Bay Area ICT Conference, and officiated at the opening of the Ninth **Cyberport Greater Bay Area Young Entrepreneurship Programme** virtually.

数码港行政总裁任景信(左)及资讯科技总监办公室资讯科技总监林伟乔JP(右)出席第九届粤港澳大湾区云计算大会暨第四届粤港澳大湾区ICT大会，并以视像形式为第九届“数码港大湾区青年创业计划”进行启动仪式。

## Elevating Tech Savvy in Industries

At Cyberport, we are committed to uplifting digital proficiency of the workforce to keep abreast of the technological developments driving the new economy. Last year, we were entrusted by the Financial Services and the Treasury Bureau to debut the **Cyberport Financial Practitioners FinTech Training Programme**, covering a full range of FinTech topics such as RegTech, InsurTech, capital market trading, cybersecurity, blockchain, AI application, corporate ventures, etc. in 32 seminars and workshops. The Programme was met with enthusiasm from over 1,200 professional partakers from financial institutions. Attendees were particularly impressed by illustration of overseas and local FinTech applications by operating financial companies, and the transformative powers of blockchain and RegTech. The Government will work with Cyberport to explore the possibility of extending the Programme to enlighten more in-service practitioners with FinTech, thus boosting digital transformation of the industry.

## 提升业界科技技能

数码港一直致力提高各行业从业员对数字知识的掌握，以迎上带动新经济的各种科技发展。去年，我们受财经事务及库务局委托，开展“**数码港金融从业员金融科技培训计划**”，其32场研讨会及工作坊涵盖金融科技的各个范畴，包括监管科技、保险科技、资本市场交易、网络安全、区块链、人工智能应用、企业创投等。该计划吸引了来自不同金融机构的1,200多位专业人士踊跃参与，他们对海外和本地金融科技应用、以及区块链和监管科技所带来的革新，留下深刻印象。政府将与数码港合作，探索扩展计划的可能性，让更多金融从业员能从中得到启发，进一步加速行业的数码转型。

To recognise the financial institutions for adopting FinTech applications from Cyberport start-ups during the Programme, Cyberport awarded the **FinTech Transformation Awards** to DBS Bank and JETCO, and the **FinTech Talent Development Award** to the Bank of China for signing up the most participants for the training sessions. Additionally, five practitioners from Sumitomo Mitsui Banking, China Minsheng Banking Corporation Limited, and the Bank of East Asia were bestowed the **FinTech Talent Award** for having completed the most training sessions.

为表扬参与的金融机构，在计划期间采用数码港初创企业研发的金融科技应用方案，数码港向星展银行及银通颁发“**金融科技数码转型奖**”。同时亦向有最多员工参与培训环节的中国银行颁发“**金融科技人才发展奖**”。此外，五位分别来自三井住友银行、中国民生银行和东亚银行的员工获颁发“**金融科技人才奖**”，以表扬他们完成最多培训环节。



With enthusiastic support from the financial institutions, over 1200 in-service financial practitioners participated in the Cyberport Financial Practitioners FinTech Training Programme. “数码港金融从业员金融科技培训计划”获1,200多位金融从业员参与，反应热烈。

## Looking Forward

Having served more than 3,500 participants during the first year of its inception, Cyberport Academy proved to be a productive nurturing ground for a broad spectrum of digital tech talent. We will build on the foundations to elevate Hong Kong's I&T competencies by diversifying its talent pipeline. Cyberport Academy will progress to be a transformative powerhouse with tech learning resources, enrichment courses, training programmes and internship opportunities offered by wide-ranging industries to set start-up pursuers and industry practitioners on the path to success.

## 展望未来

数码港学院成立短短一年，已为超过3,500位参加者提供服务，在培育全方位数字科技人才方面，取得丰硕成果。我们将在此基础上，强化多元化人才培养，以提升香港的科创能力。数码港学院将持续汇聚各行各业的科技学习资源、增润课程、培训计划和实习机会，成为强大的增值及学习平台，扶助初创企业家和业界从业员踏上成功之路。

Down the line, we strive to establish Cyberport Academy as a knowledge research institute and an IT think tank in a bid to tap into the creativity of tech bright sparks for cross-sectoral co-creation and steer our society and economy forward. We will also work towards deepening the ties with the Government, corporate institutions, academic entities and industry leaders to generate synergy for talent development and technological breakthroughs.

今后，我们将积极发展数码港学院成为知识研究中心及科创产业智库，引领跨行业共创，带动社会和经济稳步向前。同时，我们将着力加强与政府、企业、学术机构和业界领袖的联系，齐心协力推动人才发展，谋求科技突破。



## INDUSTRY DEVELOPMENT 产业发展

With the economy recovering from the pandemic, Cyberport reinforced its support to help community companies adapt to changes and turn challenges into opportunities. With steadfast commitment to creating a key economic driver for Hong Kong, we endeavoured to enrich the ecosystem for I&T, boost the development of our I&T industry, and propel digitalisation across industries and trades, taking the economy on track to make headway with sustainable growth.

随着经济逐渐从疫情中复苏，数码港积极加强对社群成员的支援，助他们灵活应变、化危为机。我们一直秉持为香港缔造新经济动力的使命，丰富科创生态系统，促进科创产业发展，并推动各行各业数字化转型，引领经济在可持续发展路上迈步向前。

### Professional Consultancy Paves the Way

Professional services are indispensable in bolstering growth of start-ups from initial to more sophisticated stages, laying solid foundations for up-and-coming enterprises to emerge as industry and economic drivers. In 2020/21, Cyberport launched the **Cyberport Professional Services Network (CPN)** as a platform to source, bridge and match professional service providers with community companies, complementing the existing Cyberport Enterprise Network, Cyberport Investors Network and Cyberport Technology Network to enhance support for entrepreneurship.

### 专业服务 助初创起飞

不论初创企业处于起步或较为成熟的阶段，专业服务仍是不可或缺，以支持其稳健成长，发展成为驱动行业及经济发展的新动力。2020/21年度，数码港推出了“数码港专业服务网络”，提供平台让社群企业接通专业顾问公司、建立联系和进行服务配对，配合现有的“数码港企业网络”、“数码港投资者网络”和“数码港科技网络”，提升创业支援。

Targeting the priority needs of start-ups, we have offered specific professional assistance in areas including legal, accounting, financing, marketing and corporate development services. The CPN was supported by over 20 full-service and specialised consultancy firms, including Deloitte China, Ernst & Young, KPMG, PwC, Baker & McKenzie and Grant Thornton Hong Kong, which provide services at competitive rates, with service clinics, engagement programmes and workshops free-of-charge or for nominal fees. We also launched an online service matching platform on iStartup.hk to facilitate further engagement and collaboration.

我们针对初创企业在发展上的特定需要，提供包括法律、会计、财务、市场营销及企业发展等专业服务支援。“数码港专业服务网络”获得超过20家提供一站式服务的专业顾问公司支持，包括德勤中国、安永、毕马威、罗兵咸永道（普华永道）、贝克·麦坚时律师事务所和致同（香港）会计师事务所等。他们以优惠价格为社群企业提供专业服务，并以免费或象征性收费提供“初创诊所”服务、交流活动和工作坊。数码港亦在iStartup.hk增设服务配对平台，支援初创企业与网络成员进一步合作。

### Tech Enhancement for Digitalisation

Synergising with CPN to buttress start-ups in different development stages with technological support, The **Cyberport Technology Network (CTN)** continued to empower start-ups with the latest technologies, tools and services of leading tech corporations to amplify the reach of their solutions. During the year, the CTN arranged 63 business matching sessions with 15 CTN members, taking a start-up attendance of over 140.

### 技术提升 引领数字化

“数码港科技网络”则与“数码港专业服务网络”相辅相成，以科技支援在不同发展阶段的初创企业，继续为他们提供领先科技企业的最新技术、工具和服务，让初创企业发挥所长，增强其方案的应用范围。过去一年，我们安排了15家网络成员举行63场业务配对环节，初创企业参与次数超过140。

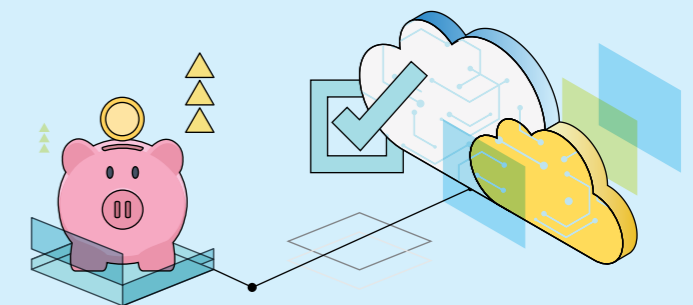
The free service credits offered by CTN members help start-ups get to market faster and at a lower cost, providing higher value-added to start-ups. During the year, the six CTN partners, AliCloud, Google, AWS, Microsoft, Huawei and Oracle offered free cloud service credits worth more than US\$600,000 to community companies. Cyberport also entered into a collaboration with a new CTN member, IBM China/Hong Kong, to offer community companies with priority admission to the “Start-up with IBM” programme. Participating start-ups received up to US\$120,000 of cloud credits per annum and gained access to IBM’s experts and enterprise-grade cloud, data, IoT, blockchain and AI technologies.

网络成员提供的免费服务信用额，能协助初创企业更快地以更节省成本的方式投入市场，为初创企业提供高增值效益。年内，阿里云、谷歌、亚马逊网络服务公司、微软、华为、甲骨文共六家科技网络合作伙伴，为社群公司提供价值超过60万美元的云端信用额。数码港同时与科技网络新成员IBM中国/香港合作，为社群公司提供优先入围“Start-up with IBM”计划的机会。参与的初创企业每年可获得高达12万美元的云端信用额，优先接触IBM专家和其企业级的云端系统、数据、物联网、区块链和人工智能的技术。

Cyberport Technology Network members offered free cloud service credits worth more than

“数码港科技网络”成员提供的免费云端信用额总值超过

**US\$720,000**

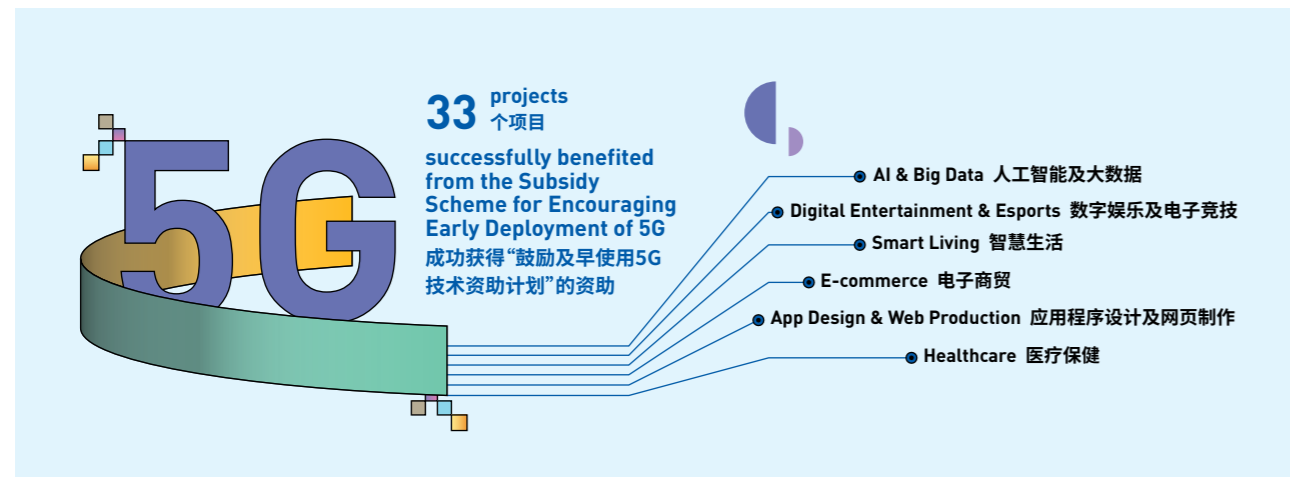


Many of the collaborations yielded powerful results. For example, with the launch of 5G and the "Subsidy Scheme for Encouraging Early Deployment of 5G" initiated by the Government, Cyberport lined up community companies and the CTN's 5G operators to jointly apply for the subsidy and spur the development of 5G solutions. A total of 33 projects, ranging from e-commerce, smart living, and digital entertainment/esports to AI/big data, healthcare, and app design/web production, secured around HK\$15 million of funding from the Scheme.

CTN members that are systems integrators, resellers, and service partners also bridged community companies with business opportunities. Through referral by AWS, Cyberport community member, Team Concepts, won two contracts to deploy smart healthcare and smart building systems at a government body. CLEARgo, an e-commerce company, was awarded three contracts to deploy its e-business solutions for Canon.

丰硕的合作成果并不止于此，例如当去年5G技术发展如火如荼之际，政府推出了“鼓励及早使用5G技术资助计划”，数码港连系社群企业与“数码港科技网络”的5G营运商，共同申请资助计划，以推动开发5G方案。合共33个项目透过计划获得超过1,500万港元的资助，方案范畴涵盖电子商务、智慧生活、数字娱乐与电竞、人工智能和大数据、医疗保健、应用程序设计和网页制作。

“数码港科技网络”成员中包括系统集成商、经销商和服务合作伙伴，是社群公司的商业桥梁。在亚马逊网路服务公司转介下，数码港社群企业“天空社”成功取得两份合约，将为政府机构提供智慧医疗保健及智慧建筑系统。电子商务服务公司CLEARgo则获得三份合约，为佳能部署电子商务方案。



### Spotlight on New Tech

Our outreach and matching efforts also continued virtually. During the year, we organised a series of Demo Days to showcase solutions with new technologies such as RegTech, InsurTech, LegalTech, WealthTech and blockchain from community companies to wide-ranging sectors.

### 崭新科技 亮眼面世

过去一年，我们马不停蹄于线上拓展网络和进行商业配对。年内，我们举办了一系列演示日，向不同业界展示社群企业的崭新科技方案，包括监管科技、保险科技、法律科技、财富管理科技和区块链等。



Cyberport organised the WealthTech Demo Day in partnership with the Chinese Financial Association of Hong Kong, and the Hong Kong Securities and Investment Institute. Seven Cyberport start-ups showcased their latest solutions for the securities sector virtually, helping financial institutions to identify partners.

数码港联同香港中国金融协会及香港证券及投资学会合办WealthTech Demo Day，邀得七家数码港初创企业，在线上向证券业界介绍其创新方案，为金融机构配对合作伙伴。

Notably, we partnered with InvestHK and Hong Kong Science and Technology Parks Corporation to host the online Hong Kong stop of the ITC+DIA World Tour, the world's largest international InsurTech event, to enable start-ups to build global networks and capture growth opportunities.

For blockchain, we rolled out the "Block adVenture" PoC Presentation Day in conjunction with industry leaders R3 and FORMS HK, inspiring start-ups to integrate blockchain technology into their innovations for diverse applications ranging from Chinese medicine quality control, small amount remittance to music distribution, facilitating the development of blockchain application in different areas.

Meanwhile, through active participation in large-scale industry events including Hong Kong FinTech Week, the Asian Financial Forum, and the Hong Kong Blockchain Week, Cyberport shared industry insights, discussed industry developments, taking advantage of the online format of the events to showcase our start-ups at the virtual Cyberport Pavilions to increase exposure for them.

当中最为瞩目的是我们与投资推广署和香港科技园公司合作，举办了全球最大型线上巡回保险科技会议“ITC+DIA World Tour”香港站，让初创企业建立环球网络，把握发展机会。

在区块链方面，我们与业界先驱R3和FORMS HK合作，推出“Block adVenture区块链方案比赛”，启发初创企业将区块链技术融入其创新方案，并作多元化应用，例如中医药品质监控、小额汇款及音乐发行等，推动区块链在各个范畴的发展。

同时，数码港积极参与不同大型业界活动包括“香港金融科技周”、“亚洲金融论坛”和“香港区块链周”，分享业界洞见、讨论产业发展，并善用活动的网上平台，在虚拟数码港展馆展示初创企业的解决方案，为他们争取曝光。



As the city's largest FinTech community, Cyberport was the Asian Financial Forum's FinTech partner for the third consecutive year, hosting a thematic breakout session.

作为香港最大的金融科技社群，数码港已连续第三年成为“亚洲金融论坛”的金融科技合作伙伴，并举办了专题分组论坛。

## FinTech Forges Ahead

Our FinTech community remains the largest in Hong Kong. According to InvestHK, Hong Kong has over 600 FinTech companies and start-ups, among which nearly 400 companies belong to the Cyberport's FinTech community, accounting for two-thirds of the total. In addition to having all of Hong Kong's virtual insurers (Bowtie, OneDegree, ZA Life, Avo Insurance) and two of its virtual banks (WeLab Bank and ZA Bank) in our FinTech community, our FinTech ecosystem is continually growing in diversity and sophistication. In recognition of its efforts in nurturing FinTech start-ups and fostering the financial industry's digital transformation, Cyberport was awarded the "FinTech Ecosystem Contribution Honorary Award" by the Institute of Financial Technologists of Asia (IFTA) at the IFTA FinTech Achievement Awards.

## 金融科技 前进领先

数码港金融科技社群继续保持全港最大的规模。根据投资推广署的资料,本港有逾600家金融科技公司及初创企业,当中接近400家属于数码港金融科技社群,占整体数目的三份之二。数码港金融科技社群除了涵盖香港所有虚拟保险公司(保泰人寿、OneDegree、众安国际、安我保险)及两家虚拟银行(汇立银行和众安银行),我们的金融科技生态圈亦更见多元和成熟。为表扬数码港在培育金融科技初创,以及促进金融业数字化转型的贡献,数码港于亚洲金融科技师学会“IFTA金融科技成就大奖”中,获颁“金融科技生态贡献奖”。



In recognition of the efforts in nurturing FinTech start-ups, Cyberport was awarded the FinTech Ecosystem Contribution Honorary Award. 数码港致力培育金融科技初创,努力备受认可,获颁“金融科技生态贡献奖”。

To maintain the momentum of the FinTech sector, Cyberport partnered with the Government to implement several support initiatives to bolster the sector's growth. We were commissioned by the Financial Services and the Treasury Bureau (FSTB) to administer the **FinTech Anti-epidemic Scheme for Talent Development (FAST)** to incentivise FinTech job creation, encourage talent development and strengthen the ecosystem. During the year, more than 600 applications from start-ups and FinTech enterprises were approved, and over 430 newly created jobs were filled.

随着金融科技趋势已然成形,数码港与政府合作,实施了多项支援措施以促进产业高速发展。我们获财经事务及库务局委托推行“**抗疫基金金融科技人才计划**”,以创造更多与金融科技相关的就业机会、鼓励人才发展及强化生态系统。年内,已有超过600个来自初创企业及金融科技企业的申请获批,超过430个新增就业机会已聘得雇员。

To expedite the launch of FinTech solutions into markets, increase industry adoption, and spark financial innovation in Hong Kong, we also launched the **FinTech Proof-of-Concept Subsidy Scheme**, as entrusted by the FSTB, in February 2021. The Scheme sought to match FinTech companies with regulated financial institutions to conduct proof-of-concept projects to help industry looking for solutions to resolve their pain points.

为了加快香港的金融科技方案投入市场、提高采用率,并启发更多金融创新,我们同时接受财经事务及库务局的委托,于2021年2月推出“**‘拍住上’金融科技概念验证测试资助计划**”。该计划旨在将金融科技公司与受监管的金融机构进行配对,进行概念验证测试,以解决业界急需良策的困难痛点。

## Smart Living Flourishes

The Cyberport Community now comprises over 750 companies that specialise in smart living domains such as HealthTech, IoT applications and EdTech, remaining to be the largest community cluster in Cyberport.

Cyberport launched the **Braving the Epidemic** campaign at the beginning of 2020 to connect our smart living cluster to the world. More than 70 solutions specialising in Distance Learning and Work from Home, Medical and Healthcare, Insurance and Relief Funds, and Household and Workplace Improvement have offered relief and empowerment to individuals, families and businesses to rise to challenges amid the pandemic.

The campaign also galvanised cross-sector collaboration, spurring the adoption of EdTech, HealthTech and green technologies in relevant industries. During the year, more than 30 collaborations were carried out with the Government, businesses and NGOs, benefitting over 40,000 users and generating significant social value. The campaign attracted widespread media attention with more than 300 pieces of media coverage. Six participating start-ups were recognised at ET Net's Health Partnership Awards 2020 and the Pandemic Innovative Digital Solution Awards 2020.

During the Connected Cities Conference organised by KPMG at the StartmeupHK Festival 2020, four Cyberport start-ups were invited to share their experiences in innovating for the new normal to an international audience. Through the events organised by the Commerce and Economic Development Bureau and the Hong Kong Trade Development Council, the campaign and solutions were promoted to ASEAN nations. Subsequently, Rice Robotics' disinfection and delivery robots were adopted in Japan and Thailand, Snapask's online tutoring platform and Education Technology (EdTech) solution was picked up in Vietnam, while Farmacy's hydroponic farms found new homes in Thailand.

## 智慧生活 新机焕发

数码港社群目前有超过750家专门研发智慧生活应用的公司,包括医疗科技、物联网应用及教育科技等,继续成为数码港最大的社群。

2020年初数码港发起“**敢创抗疫**”行动,把从事智慧生活创新的社群企业与世界联系起来。超过70个应对远程学习及在家工作、提供医疗及保健护理服务、保险服务和支援保障,和改善家居及工作环境的方案,均为个人、家庭和企业提供了不同程度的支援,以面对疫情带来的挑战。

“敢创抗疫”行动成功推动跨界别的合作,促使业界应用教育科技、健康科技和绿色科技。过去一年,超过30项与政府、企业和非政府组织的合作已经展开,受惠用户超过四万名,创造显著的社会价值,并获超过300篇媒体报导。参与行动的六家初创企业更获得《经济通》主办“2020健康同行伙伴大奖”,以及“抗疫创新数码方案奖2020”的嘉许。

StartmeupHK创业节2020期间,在毕马威举办的“**互联城市会议**”中,四家数码港初创企业获邀向国际观众分享他们在新常态下的创新经验。同时,透过商务及经济发展局和香港贸易发展局举办的活动,我们的“敢创抗疫”行动及参与的智慧生活企业,亦获推广至东盟国家;现时Rice Robotics的消毒和递送机器人已应用于日本和泰国, Snapask的线上补习平台和教育科技方案在越南被采用,而“水耕细作”的水耕农场也成功落户泰国。



## Technology Augments Education

Education technology (EdTech) was unquestionably one of the fastest-growing sectors spurred by the pandemic. Cyberport is now home to around 140 EdTech start-ups. To bolster the growth of Hong Kong's EdTech start-ups, enrich the ecosystem and reinvent education for the 21st century, Cyberport partnered with Esperanza and launched the **EdVentures Global Business Acceleration (GBA) Fellowship** to support EdTech start-up development. The partners also hosted the Edventures Global Business Acceleration Summit during the Cyberport Venture Capital Forum 2020 to explore EdTech's global developments and ventures. We also organised the STEM+E Summit x EdTech Demo Day, inviting teachers and principals of some 70 primary and secondary schools to learn in-depth about the EdTech solutions from 23 start-ups.

## Digital Entertainment and Esports in Full Bloom

Cyberport's digital entertainment and esports cluster now houses nearly 150 start-ups and companies, specialising in the areas along the entire industry chain, from game publishing to digital entertainment tools, distribution and licensing, content and esports team management to game, media and tournament platforms.

## 科技发展 提升教育

教育科技无疑是疫情下应运而生、增长最快的产业之一。数码港现有约140家教育科技初创企业。为支援香港教育科技初创企业的发展，同时丰富生态系统和重塑21世纪的教育模式，数码港与“薯片叔叔共创社”合作推出“**教育科技企业全球拓展计划**”，协助教育科技初创拓展市场。计划的合作伙伴亦在“数码港创业投资论坛2020”期间举办了“全球教育企业峰会”，共同探索教育科技的全球发展和机遇。我们亦举行了“STEM+E Summit x EdTech Demo Day”，邀请约70家中小学的校长和教师到访，深入了解23家初创企业研发的教育科技方案。

## 数码娱乐及电竞 百花齐放

数码港的数码娱乐和电竞社群现有接近150家初创企业和公司，覆盖整个产业链的专业范畴，从游戏开发到数码娱乐内容创作工具、分销及版权、内容及电竞团队管理，以至游戏、传播媒介和竞赛平台。



While the pandemic shut down many physical esports events, our work in fostering the holistic development of the digital entertainment and esports industry was not deterred. The **Digital Entertainment Leadership Forum (DELFL) 2020** returned in a virtual and interactive format to shed light on the "New Normal of Digital Entertainment: From Gamification to Esportification". The event featured over 70 speakers from gaming, entertainment, sports, esports, tech and education, alongside thrilling show matches and online tournaments, which garnered over 600,000 views from almost 30 countries or regions on the online platform.

纵然疫情导致实体电竞赛事难以举行，仍然无碍我们推动数码娱乐和电竞产业的整体发展。“**2020数码娱乐领袖论坛**”以“数码娱乐新常态：从游戏迈向电竞”为主题，透过虚拟互动形式进行。是次活动的逾70位讲者来自游戏、娱乐、体育、电竞、科技和教育等多元化范畴，电竞表演赛及线上赛事于论坛期间同步进行。活动于线上平台录得来自接近30个国家或地区的超过60万次浏览量。



The two-day Digital Entertainment Leadership Forum 2020 was held in a virtual and interactive format. “2020数码娱乐领袖论坛”一连两天以虚拟互动形式举行。

The **Esports Premier League (EPL)**, organised by the Esports Association Hong Kong and long supported by Cyberport to drive industry growth, launched its first season in May 2020. The month-long competitions for three game titles attracted more than 300 teams of pro-gamers and amateurs alike. To cultivate players even during social distancing, we supported more online esports tournaments and competitions catered for players of different levels. The Grand Final games of the Asia Mobile Esports Tournament 2021 attracted amateur, semi-pro and professional players. Meanwhile, the Student eSports Cup, jointly organised by the Hong Kong Student Esports Association, Razer and Cyberport, drew more than 800 students from secondary schools and tertiary institutions.

由香港电竞总会举办的“**香港电竞超级联赛**”一直在数码港支持下，推动产业发展，并于2020年5月推出首个赛季。为期一个月、围绕三个电竞游戏的比赛吸引了超过300队职业队伍和业余爱好者参加。为了在社交距离限制下继续栽培电竞选手，我们支持了更多为不同级别选手而设的线上电竞锦标赛和赛事；包括获业余、半职业和职业选手参与的“亚洲手游电竞联赛2021”总决赛。由香港学生电竞总会、雷蛇和数码港联合主办的“学生电竞杯”，更吸引了约800名来自中学和大专院校的学生。

## Digital Entertainment Leadership Forum 2020 2020数码娱乐领袖论坛



With the injection of HK\$100 million funding from the Government to develop Hong Kong as an Asian esports hub, the **Esports Industry Facilitation Scheme (EIFS)** and **Esports Internship Scheme (EIS)** were launched alongside other initiatives. Last year EIFS approved financial assistance and venue sponsorships for 68 events and competitions (including 34 online events), 12 talent cultivation and training courses, and three overseas exchanges. Meanwhile, the EIS provided subsidies for 55 internships in 26 companies.

为打造香港成为亚洲电子竞技中心，香港政府向数码港注资一亿港元，推行包括“**电竞行业支援计划**”及“**电竞实习支援计划**”等相关措施。“**电竞行业支援计划**”于年内提供财政资助和场地赞助予68个活动和比赛（包括34个线上活动）、12个人才培育和训练课程，以及三个海外交流项目。“**电竞实习支援计划**”则为26家公司的55个实习岗位提供资金补贴。



Esports racers the Mok Brothers and their coach share their secrets to success. 电竞车手莫氏兄弟及其军师教练于论坛上分享成功之道。





## Multifaceted Cultivation of Esports Talent

Success stories continued to emerge from the start-up front in the esports sphere. Most remarkably, Talon Esports, a high-flying esports company and Cyberport incubatee, entered into a multi-year partnership with Paris Saint-Germain (PSG) to co-brand its "League of Legends" (LOL) team to compete in regional and global LOL tournaments. They were also appointed as the official partner by game developer Riot Games to organise competition in Hong Kong and Taiwan. Already enjoying millions of fans worldwide and success in multiple titles, Talon Esports also raised US\$2 million in seed funding.

Esports and esportification are also gaining popularity in academia. In partnership with the Association of Pacific Rim Universities (APRU) which is now based in Cyberport, we launched the **APRU Esports Fellowship Program** to foster future esports leaders. In addition, we debuted the Esports MetaGame Conference during DELF 2020 to explore building socially beneficial and economically productive esports ecosystems.

We also organised more experiential and inspirational events for primary and secondary school students. These include hosting an exhilarating RoboMaster Youth Tournament (Hong Kong) that combined robotics and STEM, which attracted more than 200 students from 50 schools, and the first virtual concert in Hong Kong, C AllStar Virtual Live, hosted on Minecraft platform. To meet the growing appetite for esports events and to cultivate a spectator base for local players, casters, developers and creators, we launched a dedicated Cyberport Esports YouTube channel to stream local and international esports events for free. After only four months of operation, we already live-streamed 26 tournaments and accumulated more than 100 hours of content.

## Awards Galore

Accolades and recognitions continued to mount for community companies of different sizes and specialisations. Last year witnessed the record-high number of 225 awards received by community companies. At the **Hong Kong ICT Awards 2020**, 21 members of the Cyberport community chalked up a total of 23 awards across eight categories, including Grand Awards in the Digital Entertainment category (3 MindWave) and Smart Mobility category (Maphive Technology). At the **ETNet FinTech Awards 2020**, 29 FinTech companies claimed 31 awards across 11 categories, including "FinTech of the Year 2020" (WeLab) and "FinTech of the Year 2020 in Start-up" (Digital Transaction).

## 全方位培育电竞人才

数码港于培育电竞初创方面屡创佳绩，专营电竞战队管理的数码港培育公司Talon Esports，年内就与巴黎圣日耳曼签订多年合作协议，以联合品牌形式让其“英雄联盟”团队，于区域性及全球英雄联盟锦标赛作赛；他们亦成功获游戏开发商Riot Games授权，成为香港及台湾赛事的官方合作伙伴。Talon Esports及其战队在全球拥有数百万支持者，在多项游戏中屡获殊荣，公司更于年内筹集了200万美元的种子资金。

电竞及电竞化发展在教育界别亦渐受支持，我们与已进驻数码港的环太平洋大学协会(APRU)合作，推出了“APRU电竞人才培育计划”，以栽培未来的电竞先锋。此外，我们在“2020数码娱乐领袖论坛”期间，举办了“EsportsMetaGame Conference”会议，探讨如何构建具社会效益和经济产能的电竞生态系统。

我们为中小學生举办了众多体验式和具启发性的电竞活动，当中包括结合机器人竞技、编程和STEM教育的“机甲大师青少年挑战赛”（香港站），吸引来自50所学校超过200名学生参加；还有利用Minecraft游戏平台举办的本港首个虚拟演唱会C AllStar Virtual Live。随着观赏电竞赛事的需求日益增长，我们推出了专属的数码港电竞YouTube频道，免费串流播放本地和国际电竞赛事，在满足观众需求之余，亦为本地选手、评述员、开发及创作人才拓展更广阔的观众群。频道启用仅四个月，已直播了26场比赛，累计超过100小时的内容。

## 科创成果 屡获殊荣

数码港不同规模及各个专业的社群企业持续获得认可及殊荣，去年社群企业所获的奖项达225项，为历年之冠。在**2020年香港资讯及通讯科技奖**中，数码港社群的21位成员囊括八个类别的23个奖项，包括“数码娱乐大奖”（3 MindWave）及“智慧出行大奖”（蜂图科技）。由经济通举办的“**2020金融科技大奖**”中，29家金融科技公司在11个类别中赢得31个奖项，包括“2020金融科技大奖”（汇立银行）和“2020金融科技大奖-初创企业”（数字交易有限公司）。

Cyberport Community companies received a total of  
数码港社群公司获得共

**225** awards  
个奖项



Internationally, at the revered **JUMPSTARTER 2021**, organised by the Alibaba Entrepreneurs Fund to recognise the world's best innovators and innovations, 24 Cyberport community companies were shortlisted into the Top 200. Two Cyberport start-ups even claimed four of the top awards. Rice Robotics nabbed the illustrious JUMPSTARTER 2021 award, the "Best JUMPSTARTER - Smart City" award, and the "Social Impact Startup Award", while Benefit Vantage claimed the "Best JUMPSTARTER - FinTech" award. At the **World Summit Awards 2020**, CoronAI and IPification were the only two companies from Hong Kong recognised for exemplary social impact in the categories of "Health & Well-Being" and "Business & Commerce" and for advancing the United Nations' (UN) Sustainable Development Goals.



Maphive Technology, with its barrier-free indoor navigation platform, won the "Smart Mobility Grand Award" and the Gold Award in the "Smart Mobility (Smart Tourism)" stream at Hong Kong ICT Awards 2020.

蜂图科技凭借“蜂图无障碍室内导航平台”于2020年香港资讯及通讯科技奖中获得“智慧出行大奖”及“智慧出行（智慧旅游）奖”金奖。

## Cyberport Community Companies 数码港社群企业



Yat Siu 萧逸  
Founder of Animoca Brands  
Animoca Brands 创办人

"Animoca Brands is continuing to grow in Cyberport this new wave of internet and blockchain through non-fungible tokens (NFT) by delivering essentially Web3.0. 20 years after being here in Cyberport to deliver the next wave of industry revolution here at Cyberport."

"Animoca Brands通过非同质化代币 (NFT)，继续在数码港推动互联网及区块链的新浪潮，打造Web3.0。在数码港扎根20年后，我们希望在同一个地方引领下一波产业改革热潮。"

Cyberport's 5th unicorn  
数码港第5家“独角兽”企业

Cyberport's 1st blockchain gaming community member  
数码港首家开发区块链游戏的社群成员

## Looking Forward

Cyberport will continue to set the stage for community companies to fly higher in the years to come, especially by strengthening connections with the GBA for start-ups to make capital out of new opportunities. With the support of Cyberport's various networks, new initiatives are underway to offer business training, market access, support and connections for community companies to expand business into the GBA and beyond. As digital transformation is on the rise in the financial sector with demand for a wider range of technologies, we will deepen support for the FinTech community to develop diversified solutions, speeding up the integration of technology into industry for enhanced competitiveness. Meanwhile, riding on the success of the "Braving the Epidemic" campaign, we endeavour to forge further collaborations and investment opportunities for start-up solutions for smart living. With promising prospects for the esports industry, more events combining educational and esports elements are in the pipelines to inject new blood into the industry through talent cultivation.

## 展望未来

数码港将继续为社群企业创造有利条件，尤其加强与大湾区联系，让初创企业捉紧最新机遇，在来年飞得更高更远。而在数码港多个网络伙伴的支持下，新计划陆续展开，为社群企业提供商业培训、拓展市场机会、支援和联系，以助其拓展业务至大湾区及其他地区。随着金融业界加速数字转型，所需技术涉及更广范畴，我们会加强对金融科技社群的支援，助企业研发更多元方案，以加快业界融汇科技，提升竞争力。而在“敢创抗疫”行动的成功基础上，我们将积极为初创企业的智慧生活方案促成更多合作和投资机会。乘着电竞产业发展炽热，我们会举办更多结合教育和电竞元素的活动，为产业发展培育人才，注入新血。



## INTEGRATION OF NEW AND TRADITIONAL ECONOMIES

新经济及传统经济融合

Accelerated digital transformation across industries has uncovered fresh opportunities for us to reimagine the old and invent the new. From FinTech, smart living, digital entertainment and esports, to AI, blockchain and cybersecurity – our community members are ready to revolutionise business practices with innovative solutions.

随着各行各业数字转型、迅速发展所带来的机遇，让我们透过创新提升传统价值，令行业焕发新姿。在数码港社群内，不论是从事金融科技、智慧生活、数字娱乐及电竞、人工智能、区块链或网络安全等范畴的初创企业和科技公司，正蓄势待发，以创新方案革新商业营运。

Cyberport expanded its engagement with business, government, industry and society to create synergy and amplify impact, bridging community companies with enterprises, fostering positive-sum developments, spurring adoption, and integrating new and traditional economies.

数码港致力加强与商界、政府、不同行业和社会的联系，从而带动协同效应并提升影响力。我们同时联系社群公司与企业，促进正和发展，带动各界采用创新方案，融合新经济与传统经济。

### Fruitful Collaborations for Added Value

Cyberport Enterprise Network (CEN) continued to dedicate efforts to enterprise outreach and business solutions matching. In 2020/21, the CEN welcomed new enterprise members from a broader diversity of industries, including property development, retail, entertainment, ICT and e-commerce. This is an apt reflection of value generation by our start-ups, tech companies and their market-ready solutions for society, and all industries and trades.

### 通力合作 共创价值

“数码港企业网络”一如既往，致力开拓企业联系及促进商业方案配对。于2020/21年度，“数码港企业网络”增添的企业成员来自更多元化的行业，包括物业发展、零售、娱乐、信息及通讯科技，以及电子商贸。这正好反映我们的初创企业、科技公司及他们适合市场的方案，为社会和广泛行业创造价值。

During the year, CEN engaged 45 members to arrange 74 business matching sessions, garnering an aggregate start-up turnout of over 260. The matching sessions spanned wide-ranging industries, which included food and beverage (F&B), logistics, property management, retail, ecommerce, cargo terminal services and NGOs, signifying that CEN went the extra mile to expand its outreach, connecting NGOs and social enterprises with our digital tech community companies to drive digital transformation in these sectors.

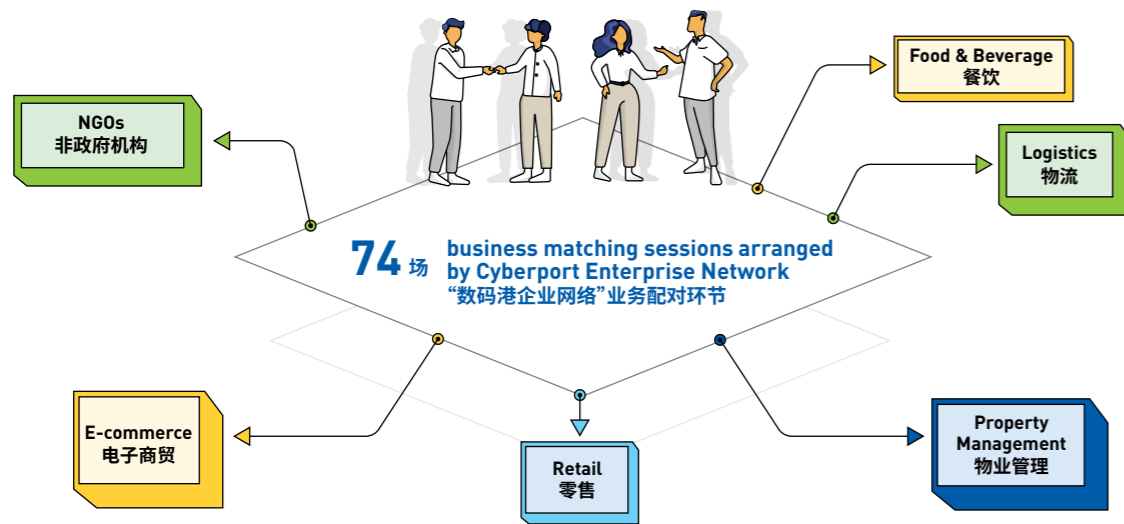
过去一年间，“数码港企业网络”联系45家网络成员，以安排74场业务配对环节，获得初创企业参与次数超过260次。业务配对环节横跨不同行业，包括餐饮、物流、物业管理、零售、电子商贸、货柜码头服务和非政府组织等，反映网络积极拓展对外联系，更为非政府组织及社企搭建桥梁，连结数字科技社群企业，协助不同界别推动数字转型。

Success stories were aplenty. Indeed, many enterprises are turning to Cyberport as their one-stop shop for innovative solutions and regard us as their extended innovative teams. For instance, the Haven of Hope Christian Service (HOHCS) signed a PoC with the IoT start-up, Descamps.Technology, to deploy 20 Descamps' sensors at elderly homes and service centres to assist in elderly care.

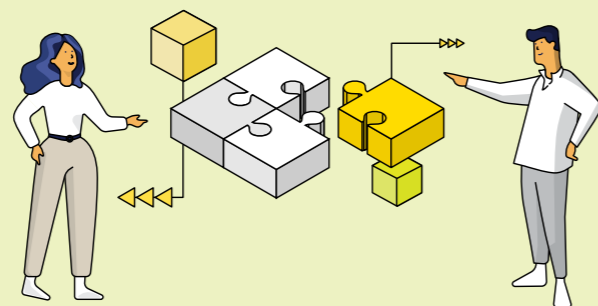
事实上，许多企业已视数码港为寻找创新方案的一站式服务点，成为他们创新团队的后援。“数码港企业网络”亦促成了不少成功例子，当中包括基督教灵实协会与物联网初创企业德柯斯科技合作的概念验证，协会经营的护老院和服务中心将会装置20个智能感测器，为长者护理服务提供协助。



Cyberport Enterprise Network arranged visit for the Haven of Hope Christian Service to Descamps. Technology's office to explore possible collaboration.  
“数码港企业网络”为基督教灵实协会安排到访德柯斯科技的办公室，探讨合作机会。

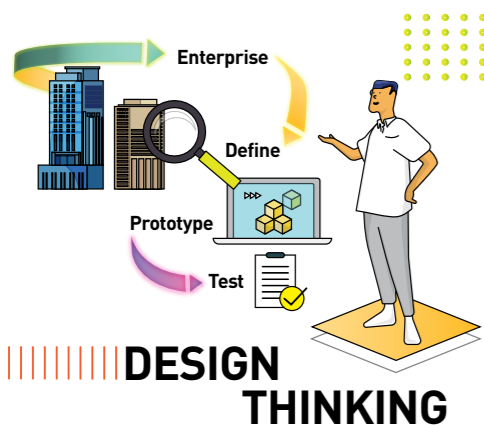


Counts of start-ups joining CEN business matching sessions  
 初创企业参与“数码港企业网络”举办的业务配对环节次数  
 over 260  
 超过



We curated business matching sessions for community start-ups to match with CEN members which are established corporates, such as Centaline Group, Chinachem Group, Sino Group, Chicco Hong Kong, Openrice (HK), Nan Fung Development, MTR and E-Business Solutions Ltd. The matchings resulted in various deals. These include Sino Group's award of a HK\$600,000 contract to Studio-R to implement HOMEY solution in Sino Inno Lab for a new interactive experience in home living; Vision Matrix entering a service contract worth HK\$600,000 to provide a bone recognition and happiness statistics solution for the dance institute, iDance; and digital marketer Mojodomo assisting Chicco Hong Kong to develop a commission-based marketing campaign on Alipay. Moreover, the Taste of Asia Group awarded two contracts worth more than HK\$2.4 million to Legato to develop an app and an internal B2B ordering system for its restaurants.

我们精心策划商业配对环节，让初创企业与大型企业的网络成员配对，例如中原集团、华懋集团、信和集团、Chicco香港、香港开饭喇、南丰发展、港铁和资汇科技。配对环节促成多宗交易，包括信和集团批出价值60万港元的合约予历奇工作室，于“信和创新研发室”设置“HOMEY”应用程序，提供崭新居家互动体验；微马科技签订了价值60万港元的服务合约，为舞蹈学院iDance提供骨骼识别和快乐指数统计方案；电子市场推广初创Mojodomo则协助Chicco香港在支付宝平台上，设计佣金式的市场推销活动。另外，亚洲国际餐饮集团与手机程序及软件开发公司Legato签订两份总值超过240万港元的合约，为集团旗下餐厅开发应用程序和内部商用B2B订购系统。



Cyberport's start-ups joined a Design Thinking Workshop with Cyberport Enterprise Network members New World Development and Ho & Partners Architects Engineers & Development Consultants Ltd.  
 数码港初创参加由“数码港企业网络”成员新世界发展及何显毅建筑师楼地产生发展顾问有限公司举办的设计思维工作坊。

## Innovations Embraced by the Public Sector

All along the line, Cyberport has served as a hub connecting the public sector with innovative solutions, and a supportive advocate of the Government's Smart City Blueprint for Hong Kong 2.0 and the "iAM Smart" one-stop service platform. We organised an array of events in 2020/21, with the view to enabling start-ups and tech companies to better grasp the needs of Government departments, and for the Government departments to understand the scope, diversity and possibilities of digital technologies.

We charted six technology forums in joint forces with the Office of the Government Chief Information Officer, the Hong Kong Productivity Council, and the Hong Kong Science and Technology Parks Corporation. Topics spanned robotics technologies for public services, 5G and Wi-Fi, technological solutions for remote work, open data and analytics, and support for the elderly and persons with disabilities. Our community companies including GRWTH, leapxpert, Unisoft, EventX, Teamnote and Microsoft, joined as speakers to share their insights. We also cooperated with the Efficiency Office of the Government and organised the Innovation and Technology Trade Show Live 2020 F/W. A total of 20 community companies pitched their solutions to over 300 representatives from nearly 50 Government bureaux and departments.

In addition, our start-ups participated in the virtual E&M I&T Day 2020, organised by the Electrical and Mechanical Services Department (EMSD). During the year, solutions were added to the EMSD's E&M InnoPortal that presents the digital solution needs of Government departments, and accepts project proposals and matching.

## 公共界别 力求创新

数码港一直是连结公共界别与创新方案的枢纽，积极推动特区政府“智慧城市蓝图2.0”及“智方便”一站式服务平台。我们于2020/21年度筹划了一系列活动，让初创企业和科技公司更易掌握政府部门的需求，同时让政府部门了解数字科技所涉及的范围、多样性和可能性。

数码港联同政府资讯科技总监办公室、香港生产力促进局及香港科技园公司举办六场科技论坛，主题涵盖为公共服务而设计的机器人技术、5G和Wi-Fi、遥距办公技术方案、开放数据和分析，以及专为长者及残疾人士而设的科技支援。我们的社群企业包括GRWTH、leapxpert、紫晟科技、EventX、Teamnote和微软，均参与演讲分享见解。我们亦与政府效率促进办公室合作，举办“2020创新及科技商贸展览”，有合共20家社群公司，向来自近50个政府决策局和部门的300多名代表演示及推广他们的方案。

另外，我们的初创企业参与了由机电工程署举办的虚拟“机电创科日2020”。同时亦有方案于年内新增至机电工程署的“机电创科网上平台”，该平台罗列各政府部门对数字方案的需求，让科技业界提供相应的科技创新解决方案以作配对。



A total of 20 Cyberport community members pitched their solutions to officials representatives from Government bureaux and departments at the Innovation and Technology Trade Show Live 2020 F/W.

合共20家数码港社群公司于“2020创新及科技商贸展览”向政府决策局和部门演示及推广他们的方案。

## Cross-sectoral Bridge for I&T

Cyberport continued to enhance engagement with ICT industry associations to spur cluster development and strengthen industry connections. In 2020/21, Cyberport collaborated with the Hong Kong Wireless Technology Industry Association, the Hong Kong Retail Technology Industry Association (HKRTIA), and the Communications Association of Hong Kong on hosting "Cyberport Community Connect" thematic webinars for industry exchanges. The webinars covered IoT, RetailTech, online to offline (O2O)/digital marketing, augmented reality (AR)/ virtual reality (VR), esports, digital entertainment, smart cities and 5G. Six community companies, namely Softhard.IO, Mad Gaze, Wada Bento, Mojodomo, Roborn and Formula Square, were invited to discuss industry trends, challenges and prospects with industry luminaries. More than 130 industry leaders and professionals joined the sessions to exchange views and insights. The events won the approval of participants, with more than 80% of respondents acknowledging the events as insightful in response to evaluations.

## 創新科技 跨界橋樑

数码港继续加强与信息及通讯科技行业不同组织之间的互动，以推动业界发展及巩固行业联系。2020/21年度，数码港与香港无线科技商会、香港零售科技商会及香港通讯业联合会合作，举办“Cyberport Community Connect”主题网上研讨会，促进业界交流。线上研讨会涵盖物联网、零售科技、线上到线下营销模式 (O2O) / 数字营销、扩增实境 / 虚拟实境 (AR/VR)、电竞、数字娱乐、智慧城市和5G。六家数码港社群公司，分别为Softhard.IO、Mad Gaze、和田升当、Mojodomo、路邦科技和Formula Square，获邀与业界知名人士讨论行业趋势、挑战和前景。超过130位业界领袖和专业人士参与多个环节，互相交流意见和见解。活动备受与会者欢迎，超过八成受访者在回应评价时，认为活动裨益良多。



Through Cyberport Community Connect programme, four major telecommunications service providers and Cyberport start-ups explored how 5G accelerated the development of smart city and digital entertainment in Hong Kong. 四大电讯商与数码港初创透过“Cyberport Community Connect”计划，探讨5G如何推动香港在智慧城市及数字娱乐的发展。



Co-presented by Cyberport Community Connect and HKRTIA, the webinar invited marketing and sales veterans, as well as our start-up members to share their insights on recovery through technologies.

由“Cyberport Community Connect”伙拍香港零售科技商会举行的线上活动，请来多位具营销经验的嘉宾及数码港初创企业，向业界分享如何善用科技突破当前困局。

## Cyberport Community Companies 数码港社群企业

**Kelvin Lei 雷春然**  
CEO & Co-founder of AQUMON  
AQUMON 行政总裁兼联合创始人

SCAN HERE TO KNOW HOW THEIR FUTURES  
ARE REIMAGINED WITH CYBERPORT  
扫描此处以了解数码港初创企业如何  
“从”新想象未来

“For AQUMON, one of the best decisions we have made was joining Cyberport Incubation Programme. Thanks to Cyberport’s support, we managed to land US\$30 million Series Pre-B funding from Cyberport Macro Fund and other investors, concluding the largest funding deal in the Asian digital wealth management industry in the year.”

“对AQUMON来说，我们做过最正确的选择之一便是加入‘数码港培育计划’。我们有幸透过数码港的支持，获得‘数码港投资创业基金’及其他投资者合共超过3,000万美元前B轮融资，创下亚洲数字财富管理行业的年度融资记录。”

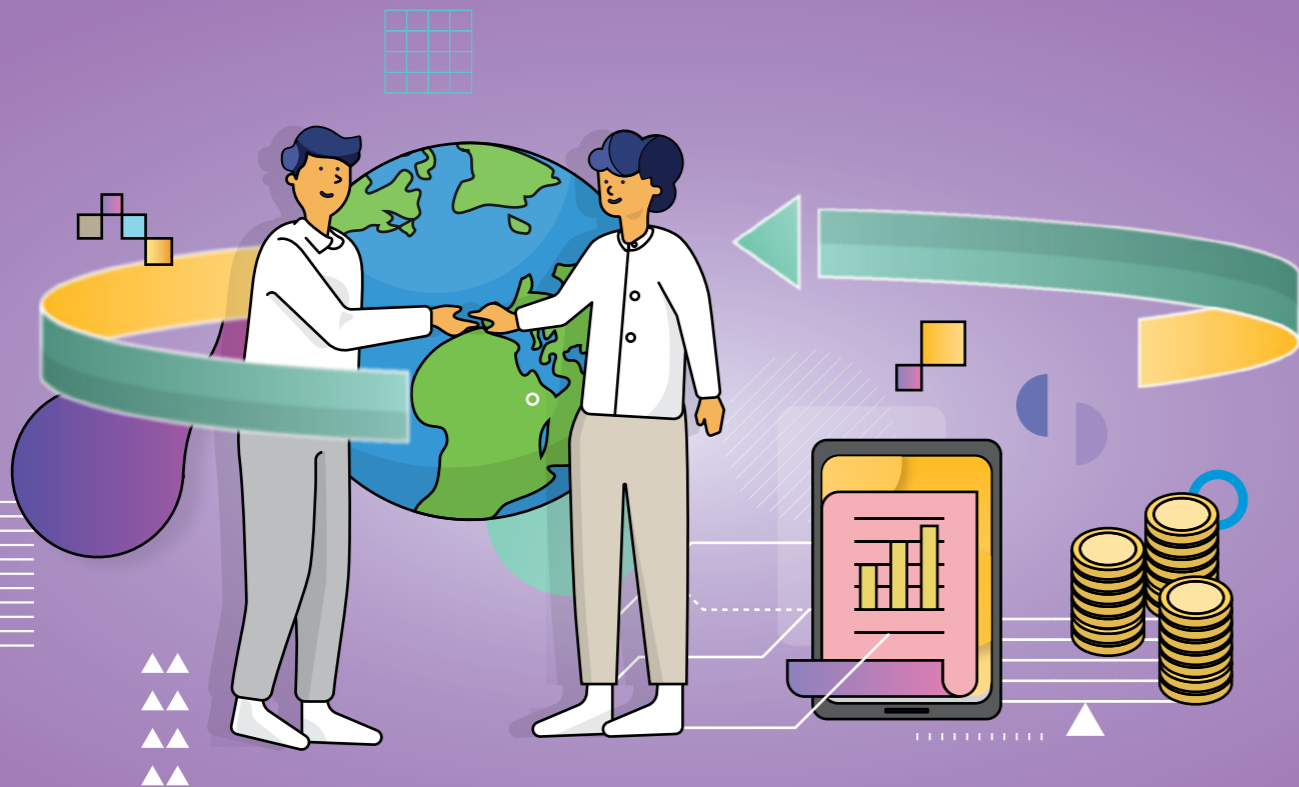
- Cyberport Incubation Programme incubatee**  
数码港培育企业
- Secured US\$30 million in Series Pre-B funding in 2020/21 and concluded the largest funding deal in the Asian digital wealth management sphere in 2020/21**  
在2020/21年度获得总值3,000万美元前B轮融资，创下亚洲数字财富管理行业的融资记录
- Received investment from Cyberport Macro Fund in 2020/21**  
于2020/21年度获得“数码港投资创业基金”投资

## Looking Forward

With enterprises, the Government, academia, NGOs and other members of society looking more zealously for I&T solutions to meet needs arising from the new normal, Cyberport will continue to leverage various networks, and our capacity as a digital tech innovation nexus to engage and connect community companies and stakeholders to foster win-win partnerships.

## 展望未来

在新常态下，大型企业、政府、学界、非政府组织和社会大众发展更多不同的需要，对科技方案的渴求与日俱增。数码港将继续善用不同网络，和我们作为数字科技创新枢纽的能力，与所有社群企业和持份者共同投入，紧密协作，以建构双赢的伙伴关系。



## MARKET OUTREACH AND INVESTMENT 开拓海外市场及投资机会

Global economic uncertainty impacted global venture capital investments in 2020/21. As market sentiment recovered towards the year end, it was time to ride on the global attention for the entrepreneurial trend to drive venture capital for start-ups, especially early-stage and growth-stage start-ups.

To enable start-ups to receive essential support to sustain growth, we continued to leverage the Cyberport Macro Fund and Cyberport Investors Network to bridge community companies to venture capital and generate deal flow. Amid the pandemic, we encouraged our community companies to make good use of public support funding such as the Anti-Epidemic Fund to enable sustainable growth with new impetus.

2020/21年度全球经济动荡，创业投资市场备受影响。然而，随着整体投资气氛于年底逐步回升，我们把握全球对创业风潮的关注，着力为初创企业，特别是处于早期及成长期的初创，争取创业投资。

为了让初创企业取得关键性的支援并持续发展，数码港积极透过“数码港投资创业基金”和“数码港投资者网络”连结社群企业与创投资金，促进项目对接。于疫情期间，我们鼓励社群公司善用“防疫抗疫基金”等公共资助，为企业注入持续发展的动力。

### Record-high Co-investments

To survive and thrive, our community companies need sustained access to funds. The Cyberport Macro Fund (CMF), our co-investment fund that specialises in seed to Series A stage and beyond funding, injected a total of HK\$34.72 million (US\$4.48 million) into six community companies in 2020/21 and brought in HK\$474 million (US\$61.12 million) in co-investments. The investees included AQUUMON, CapBridge, GetLinks and MediConCen, as well as Lynk and OneDegree in respective follow-on rounds. These efforts achieved a co-investment ratio of 1:13, meaning every dollar injected by CMF attracted an additional 13 dollars in co-investments. This brought the cumulative number of projects that the CMF has invested to 18, and cumulative investment cost to HK\$126 million (US\$16.31 million), with the co-investment amount totalling HK\$870 million (US\$112.3 million).

Further bolstering our companies, the Cyberport Investors Network (CIN) excelled as a dedicated platform to line up investors with high-potential and high-growth start-ups to boost deal flows. In 2020/21, the CIN connected investors to 23 projects that resulted in investments totalling HK\$358 million (US\$46 million). These projects covered a range of fields, including FinTech, AI and big data, corporate solutions, IoT and smart living. Since its establishment, the CIN has already facilitated HK\$753 million in investments and supported 52 projects.

The CIN now boasts a membership of over 100, which includes global angel investors, venture capitalists, private equity funds, family offices and corporate ventures, some of which have operations in the GBA. To deepen the engagement between Cyberport companies and CIN investors, a CIN platform was launched on iStartupHK, enabling investors to easily search for and reach out to community companies and their founders, thus affording them greater exposure to win-win collaborations.

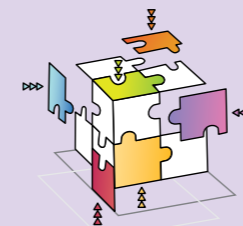
### 跟投资资 再创新高

社群公司要维持运作及不断发展，持续获得资金至关重要。“数码港投资创业基金”是我们的共同投资基金，提供种子项目投资至A轮或后期的融资。2020/21年度，基金向六家社群企业注入3,472万港元（约448万美元）投资后，获得额外4.74亿港元（约6,112万美元）的共同投资。获得投资的初创企业包括AQUUMON、CapBridge、GetLinks和医结（MediConCen），以及取得后续投资的Lynk和OneDegree。2020/21年度的共同投资比例达到1:13，即“数码港投资创业基金”每投入一元，就吸引13元的共同投资。基金的累计投资项目达到18个，投资总额高达1.26亿港元（约1,631万美元），同时吸引18.7亿港元（约1.12亿美元）的共同投资。

“数码港投资者网络”作为专为高潜力、高增长的初创联系投资者及促进项目对接的优质平台，亦进一步协助社群企业融资。在2020/21年度，网络成功促成23个项目对接，为初创取得总值3.58亿港元（约4,600万美元）投资。获注资的项目涵盖金融科技、人工智能和大数据、企业方案、物联网和智慧生活等范畴。自网络成立以来，已达成7.53亿港元投资及支持了52个项目。

“数码港投资者网络”目前有超过100位投资者成员，包括环球天使投资者、创业投资者、私募基金、家族办公室、企业创投等，部分机构更于大湾区营运业务。为加强数码港企业与网络投资者互动，网络透过iStartupHK开通平台，让投资者能够搜罗及接触不同社群企业及其创办人，从而促成更多双赢合作的机会。

### Cyberport Macro Fund 数码港投资创业基金



In 2020/21, total investment amounts to  
在2020/21年度，投资总额合共  
**HK\$34.72M**



Total 合共  
**HK\$474M**  
from co-investment funds  
来自共同投资者



Co-invested in  
共同投资于  
**6**  
investment projects  
个投资项目

### Centre Stage for Tech Ventures

At the Cyberport Venture Capital Forum (CVCF) 2020, held virtually for the first time, we invited more than 60 international and local investors, entrepreneurs, start-ups and academics to share insights into “Navigating the New Normal of Tech Venturing”. The event attracted more than 1,700 participants and recorded nearly 100,000 views on its virtual event platform.

### 科技创投 引领新潮

2020年“数码港创业投资论坛”首次以线上方式举行，我们邀请了超过60位国际和本地投资者、企业家、初创企业及学者，共同探讨“领航科技创投新常态”。论坛吸引超过1,700人参与，其线上互动平台更录得近100,000次的浏览量。

In addition to providing knowledge and market intelligence, CVCF 2020 offered start-ups ample opportunities to meet with investors, showcase their solutions and hone their pitching skills. With more international investors participating, over 250 one-on-one meetings between investors and start-ups were arranged during the two-day event, including a new dedicated matching session arranged exclusively for Cyberport start-ups by Jumpstart Media to unlock more fundraising opportunities.

论坛不但提供行业知识和市场信息，也为初创企业创造与投资者互动机会。论坛吸引大批国际投资者参与，让初创向其展示方案并磨练演示技巧，为期两天的活动共安排了逾250场投资者与初创企业的一对一会面，当中初创媒体Jumpstart Media为数码港初创企业安排专门的配对环节，以带动更多集资机会。



Cyberport Venture Capital Forum (CVCF) 2020 was held virtually for the first time and invited more than 60 international and local investors, entrepreneurs, start-ups and academics to shed light on "Navigating the New Normal of Tech Venturing".

2020年的“数码港创业投资论坛”首次以虚拟方式举行，并邀请了超过60位国际和本地投资者、企业家、初创企业及学者，就“领航科技创投新常态”探讨意见。

### Emerging Opportunities for Funding

During the year, Cyberport organised a series of webinars to familiarise community companies with the support services and programmes offered by the Government departments and industry supporting organisations. Working together with the Hong Kong Productivity Council, we hosted an "Overview of Government Funding Schemes" webinar, a start-up experience sharing session and online group advisory sessions to acquaint the 200 attending community members with public funding schemes. We also invited the Office of the Communications Authority to host an online briefing session on the Subsidy Scheme for Encouraging Early Deployment of 5G. On the other hand, we invited Oracle, Huawei, Google, IBM, AliCloud, AWS and Microsoft to hold another session to highlight collaboration with global technology partners to apply to the Fintech Proof-of-Concept Subsidy Scheme.

### 科创资助 相继推出

年内，数码港举办了一系列线上研讨会，为社群公司加深认识不同政府部门和业界组织提供的支援服务和计划。透过与香港生产力促进局的合作，我们举办了“政府资助计划概览”线上研讨会、初创经验分享会，以及线上咨询环节，让参与的200家社群成员了解公共资助计划。我们亦邀请了通讯事务管理局办公室主持线上简介会，向相关初创介绍“鼓励及早使用5G技术资助计划”。另外，我们邀请了甲骨文、华为、谷歌、国际商业机器（IBM）、阿里云、亚马逊网路服务公司（AWS）和微软举办简介会，向初创讲解如何与国际科技伙伴合作，申请“‘拍住上’金融科技概念验证测试资助计划”。



Cyberport invited Office of the Communications Authority (OFCA) to host a briefing session for community members on the Subsidy Scheme for Encouraging Early Deployment of 5G. 数码港邀请了通讯事务管理局办公室主持了一场线上简介会，让社群成员认识“鼓励及早使用5G技术资助计划”。



Cyberport Venture Capital Forum (CVCF) held virtually for the first time and recorded nearly 100,000 views on its virtual event platform.

“数码港创业投资论坛”首次以虚拟方式举行，活动的线上平台上录得近100,000次的浏览观看。

### Powerhouse in GBA

As the key engine for economic developments in the near future, the development of GBA has piqued the interest of a growing number of community companies. According to a survey we conducted with more than 260 community companies, around 60% of respondents expressed interest to tap the GBA's diverse opportunities and strengths for business expansion.

To propel mutually beneficial development, Cyberport and the Shenzhen Qianhai Authority signed a Memorandum of Understanding (MoU) to unleash greater entrepreneurial, business and funding opportunities for start-ups and enrich the I&T ecosystem in both cities. Under the MoU, Cyberport Community companies enjoy the Authority's landing services and policy support when they develop GBA markets. On the other hand, the Authority will refer outstanding companies in Qianhai to set up offices at Cyberport.

To pave the way for start-ups to go directly to market, we organised a series of Go-To-Market Webinars that featured market situations in Shenzhen, Guangzhou, Zhuhai and Dongguan. We also strengthened partnerships with key cities such as Hengqin and Qianhai, establishing business relationships with 12 GBA landing partners to unlock doorways for start-ups. Additionally, we partnered with KPMG and conducted a study entitled "Review and Study for Cyberport's Strategy and Action Plan in the GBA" to identify specific opportunities for community companies.

### 湾区发展 动力泉源

粤港澳大湾区是未来经济增长的主要引擎，越来越多社群成员对大湾区发展有兴趣。我们对260多家社群公司进行有关大湾区发展的调查便显示，有六成公司表示有意把握大湾区的多元发展机会和优势，并拓展业务至大湾区。

为进一步促进两地互惠互赢，数码港与深圳前海管理局签署合作备忘录，为初创企业开启更多在当地的创业、商业和融资机会，从而丰富两地的科创生态系统。数码港社群企业进入大湾区市场，将可获得前海管理局的落地服务和政策支援；另一方面，前海管理局亦会推荐优秀的前海企业落户数码港。

为加快初创企业进入大湾区市场，我们举办了“走进湾区”系列线上研讨会，重点介绍深圳、广州、珠海和东莞的市场现况，助初创加深对当地市场的了解。同时，为加强与大湾区重点城市如横琴、前海等地的合作伙伴关系，我们已与12家大湾区落户伙伴建立了业务合作，为初创企业接通进驻当地的渠道。此外，我们与毕马威合作进行“数码港大湾区策略和行动计划的分析及建议”研究，为社群公司发掘合适机遇。



Cyberport Venture Capital Forum 2020 数码港创业投资论坛 2020



Further boosting opportunities, Cyberport and the the Authority of Qianhai signed a Memorandum of Understanding (MoU) to unleash greater entrepreneurial, business, and funding opportunities for start-ups and enrich the I&T ecosystem of both cities.

数码港与前海管理局签署合作备忘录，为初创企业释放更多创业、商业和融资机会，从而丰富两地的科创生态系统。

### Prosperity in Worldwide Ventures

Aside from the GBA, Cyberport also helped I&T start-ups and entrepreneurs to explore regional and international opportunities. 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 the Mainland and overseas business missions, trade fairs, and exhibitions. Launched in 2018, the MDSS has provided HK\$3 million that supported 60 start-ups to attend 142 events, exhibitions, delegation missions, or tap landing services. In 2020/21, the ways of getting international exposure have been reimaged with the epidemic, turning to virtual events and exhibitions. Thus, we have amended the terms to include virtual events and exhibitions, supporting a total of 45 events.

Cyberport played an active part in international events to augment exposure and networking opportunities for community start-ups. At the 5th Belt and Road Summit organised by the Hong Kong Trade Development Council, we hosted a breakout session on "Resilience of Digital Technologies in the Greater Bay Area – Emerging Opportunities in the New Normal". Eight community members participated in the virtual exhibition to display their innovative solutions to the event's international participants.

To prepare the community for overseas expansion, Cyberport debuted an Overseas Market Briefing Series to impart first-hand information and local insights. The five webinars featured Finland, Taiwan, Shenzhen Qianhai, Guangzhou Nansha and Zhuhai Hengqin respectively. At the sessions, we brought together our local partners to illuminate the market landscape, business opportunities, landing options, government support and funding patronage in each territory, benefiting nearly 200 community companies.

### 环球创业 机遇处处

除了大湾区，我们亦为科创初创及创业者发掘区域性和国际机遇。“海外及内地市场推广计划”为毕业于“数码港培育计划”或“数码港创意微型基金”的公司，提供高达20港万元资助，协助初创企业进行市场研究、宣传推广、出访内地和海外市场、参与交易会和展览。计划于2018年推出以来，已提供300港万元资金，支持60家初创企业参加142个活动、展览、代表团或使用落地服务。在2020/21年度，疫情改变了初创企业拓展国际联系的模式，改为以虚拟活动及展览为主，因此我们修订了计划条款，纳入虚拟活动及展览，年内支持了45个活动。

数码港积极参与国际活动，为社群初创企业增加曝光和交流机会，当中包括由香港贸易发展局主办的第五届“一带一路高峰论坛”，除了举办“把握大湾区新常态下数码科技新机遇”分享环节，八名社群企业亦参加了论坛的虚拟展览，向来自世界各地的参加者展示创新方案。

此外，数码港推出了一系列以拓展海外市场为主题的研讨会，为初创企业提供第一手信息及当地市场的发展情报，以助社群公司为拓展海外业务做好充分准备。五场论坛分别邀请了芬兰、台湾、深圳前海、广州南沙和珠海横琴的当地合作伙伴，解构每个地区的市场形势、商业机会、落户形式、政府和资金支援，近200家社群企业受惠。

We also supported the Asia Creative and Innovation Channel, organised by Knowledge Capital in Japan, to provide community companies with opportunities for exposure and exchange with their Japanese and Asian counterparts. At the webinars, start-ups shared their experiences in innovating for the new normal, with topics including how to engage the gaming community with technology, changing leisure living with smart entertainment, and generating innovative ideas for social good.

我们更协助日本Knowledge Capital发起的“亚洲创意及创新频道”，为社群公司提供与日本和亚洲同业交流和曝光机会。透过频道举办的多场线上研讨会，初创企业分享了他们的新常态创新项目，主题包括如何以科技创新促进游戏社群互动、利用智慧娱乐提升生活，以及如何借助数字创新服务社会等。



At the 5th Belt and Road Summit, a fireside chat themed "Opportunities in Digital Assets across the GBA" invited representatives from two FinTech start-ups in the Cyberport community, HKBitEX and Hashkey, to share views on the development prospects of digital assets.

在第五届“一带一路高峰论坛”，以“大湾区数码资产的发展机遇”为题的炉边谈话邀请了两家数码港社群的金融科技初创企业HKBitEX及Hashkey的代表分享数字资产的发展前景。

### Looking Forward

With more Cyberport community companies scaling up, the CMF would capitalise on the additionally earmarked HK\$200 million funding to facilitate financing beyond Series A for start-ups. To amplify the impact of CIN investments and step up knowledge sharing, the CIN will also set up sub-committees based on different development stages of start-ups and conduct targeted business matchings to foster fundraising opportunities for all community companies.

### 展望未来

随着更多数码港社群企业扩大业务规模，“数码港投资创业基金”将善用额外预留的两亿港元，推动A轮及其后的融资。为扩大“数码港投资者网络”的影响力，同时加强知识共享，网络将为不同阶段的初创企业设立小组委员会，以进行针对性的业务配对，为社群公司创造集资机会。