



# Cyberport University Partnership Programme 2019

## 數碼港 · 大學合作夥伴計劃 | 2019

5th Anniversary

Talent Cultivation and Development  
人才培育與發展



With the epidemic hitting the global economy and upending traditional ways of life and business, the outlook for the labour market remains challenging. More youth are turning to the I&T industry for better prospects in employment and career development. At the same time, working adults are upgrading their digital skills to cope with the new normal where digital transformation accelerates. During the past year, Cyberport strengthened its comprehensive range of programmes to meet these demands. We have long established talent cultivation as a central pillar of our public missions. Our programmes are designed to inspire, educate, nurture, and enable students, start-ups, scale-ups, entrepreneurs, and industry practitioners to pursue opportunities and build a future in the new economy.

### Opening doors to opportunities

In light of the outbreak of COVID-19, Cyberport Career Fair 2020 was

疫情衝擊環球經濟，顛覆了傳統生活和商業模式，勞動市場前景亦面臨挑戰。唯獨創科行業的就業及發展前景仍見理想，吸引更多年青人選擇投身創科同時，在職人士亦積極提升數碼技能，裝備自己以迎接數碼轉型加速下帶來的新常態。數碼港一向視人才培育為公眾使命的核心支柱。去年，我們深化了一系列人才培育計劃以滿足新的需求，冀能啟發、教育、培養及賦能學生、初創企業、成長企業、創業家以至業界人士，在新經濟中追尋機遇及構建未來。

### 機遇之門 逐一打開

受新型冠狀病毒疫情影響，原定於三月中旬舉行的「數碼港招聘博覽2020」延至四月初，並首次以虛擬互動形式進行，展現了我們的靈活應變，同時為一眾求職者締造就業機會。是次招聘博覽為企業和有志投身創科行業人士提供雙向配對平台，僱主及應徵者可透過虛擬互動攤位，展示及查詢職位空缺等

rescheduled from mid-March to early April which was conducted in a virtual and interactive format for the first time. A major move that highlighted our agility and maximised new opportunities for job seekers. Cyberport Virtual Career Fair provides a two-way platform to pair up enterprise and talent who want to enter the I&T industry. Participants can interact with each other through the platform's virtual booth, to display and inquire job vacancies information as well as submit their resumes and arrange interviews on the spot via the platform. We received a record high of over 3,300 job seekers and over 130 companies. More than 800 vacancies in technical and non-technical positions from various industries attracted over 12,000 applications. Despite the severe economic environment, the demand for talents in the I&T industry has risen instead of falling.

Aside from job opportunities, internships are a critical way to boost

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our youth's prospects. We developed the Cyberport Digital Tech Internship Programme (CDTIP) to offer internship programmes in FinTech, esports and smart living, letting young people gain hands-on experience. Last year, over 350 participants and more than 170 companies participated in the Programme. In the Fintech Career Accelerator Scheme (FCAS), university students were offered internship opportunities at banks, stored value facility operators, or worked on FinTech-related projects at the Hong Kong Monetary Authority (HKMA), a co-presenter of the programme. Meanwhile, we also partnered with Vocational Training Council (VTC) and Hong Kong Federation of Youth Groups (HKFYG) to recruit students to take up internship positions at Cyberport's smart living start-ups.

### Cyberport Virtual Career Fair 數碼港虛擬招聘博覽



As of 30 June 2020  
截至2020年6月30日

Cyberport Career Fair 2020 was conducted in a virtual and interactive format for the first time this year  
「數碼港招聘博覽」今年首次以虛擬互動形式進行







- ① Cyberport Virtual Career Fair provided nearly 800 jobs and attracted over 3,300 job seekers to participate 「數碼港虛擬互動招聘博覽」提供近800個職位，吸引超過3,300求職者參加
- ② The fifth Cyberport University Partnership Programme (CUPP) brought 49 local university students for entrepreneurship training in the University of Chicago Booth Business School 第五屆「數碼港·大學合作夥伴計劃」率領49位本地大學生於芝加哥大學布斯商學院接受創業訓練
- ③ Cyberport's Esports Industry Facilitation Scheme sponsored two of Hong Kong's esports teams to receive professional training at Ulsan, Korea 數碼港透過「電競行業支援計劃」資助兩支本地電競戰隊到南韓蔚山接受專業訓練
- ④ Cyberport Greater Bay Area Young Entrepreneurship Programme (GBA YEP) attracted 150 university students across Hong Kong, Macau and Guangdong, to fight for seed funding 「數碼港大灣區青年創業計劃」吸引粵港澳三地150名大學生參與，爭取創業基金



## Premier incubation for innovative aspirations

Despite the economic turmoil, many people are still interested in entrepreneurship as a means to career opportunities. To support these aspiring innovators and encourage innovation, the Cyberport Incubation Programme (CIP), one of our longest-running signature programmes, increased its intake quota to 130 in 2019/20, up from 100 in 2018/19. However, in 2019/20, the demand far exceeds the supply with over 600 applications received. In addition to offering incubatees up to HK\$500,000, CIP provides a range of entrepreneurial support, mentorship, investor matching, and free use of Cyberport's co-working spaces.

## First-hand experience for youth

Innovation is built on inspiration, exploration, experiment and discovery.



## 創新抱負 優先培育

縱使面對經濟不穩，創業仍為事業發展提供理想途徑。為支持一群充滿抱負的創業者並鼓勵創新，數碼港其中一個歷史最悠久的重點計劃——「數碼港培育計劃」將名額從2018/19年度的100個，增至2019/20年度的130個，仍然供不應求。本年度計劃吸引600多個申請，遠超招募名額。「數碼港培育計劃」除了提供最高50萬港元的財務資助外，還提供一系列的創業支援，包括師友計劃、投資者配對以及免費使用數碼港的共享工作間。

## 探索實踐 敢創體驗

啟發、探索、實驗及發明是創新不

Cyberport organises a variety of programmes, hackathons, bootcamps, workshops, and other experiential and capacity building activities throughout the year to cater to youth.

Last summer, we organised the fifth edition of the Cyberport University Partnership Programme (CUPP) and admitted a fresh cohort of 49 students nominated by six local universities. The participants went to The University of Chicago Booth School of Business for a week-long FinTech entrepreneurship bootcamp and received pre-camp training from industry players, including ZA International, Amazon Web Services (AWS), and PingAn OneConnect. On the CUPP Demo Day, the students pitched their refined prototypes to a panel of judges, which selected 13 winning teams and each team was awarded a seed funding of HK\$100,000 along with a fast-track interview opportunity with the CIP.

可或缺的過程。數碼港年內舉辦多元化活動，包括黑客馬拉松、創業營、工作坊以及其他兼具實驗性和建立能力的活動等，從而培育年青人的創業潛能。

去年暑假，我們舉辦了第五屆「數碼港·大學合作夥伴計劃」，招募了由六所本地大學提名的49名學生組成全新團隊，參加在芝加哥大學布斯商學院進行為期一周的金融科技創業營，並接受來自眾安國際、亞馬遜網絡服務(AWS)及中國平安金融壹賬通等業界人士的營前培訓。學生們最後更於演示日向評審團展示其產品雛型，評審團挑選了13支優勝隊伍，各自獲得10萬港元的種子基金，以及「數碼港培育計劃」的面試機會。

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We also joined hands with other local higher education institutions such as Tech Start-up 101 which offered workshops for university students to learn about building a minimum viable product from start-ups, and the Bizkathon@HKUST, Hong Kong's first virtual banking hackathon, which challenged university students and alumni to innovate for virtual banking.

To inspire youth further, Cyberport launched a STEM Education Ambassador Scheme to connect seven educational organisations that actively promote STEM education and programmes in Hong Kong. It was well received with close to 600 students participated. We also established a Youth Fellow Network to engage young participants of Cyberport's youth programmes, creating a networking environment for further collaboration.

數碼港更與本地高等教育機構攜手合作，例如與Tech Start-up 101先導計劃合辦工作坊，讓大學生跟初創企業學習如何建立最低成本可行產品，亦支持香港首個虛擬銀行黑客馬拉松Bizkathon@HKUST，激發大學生和畢業生在虛擬銀行方面的創新。

為進一步啟發年青人，數碼港還聯同七間積極推廣STEM教育及課程的教育組織，推出STEM教育大使計劃，成功招募近600名學生參加並建立了「Youth Fellow Network」連繫不同計劃的年輕參加者，以締造一個理想的交流環境，造就未來協作。



## Support supercharges innovation

All innovation stems from small ideas, and Cyberport supports innovators to bring concept to prototype with the Cyberport Creative Micro Fund (CCMF), another signature programme of Cyberport. The CCMF provides seed funding, entrepreneurial support, and a nurturing environment of like-minded innovators. In 2019/20, 98 grantees were admitted into the programme.

Eyeing the immense prospects of the Greater Bay Area (GBA), Cyberport rebranded the cross-boundary programme of CCMF as the Cyberport Greater Bay Area Young Entrepreneurship Programme (GBA YEP) to facilitate exchange and collaboration between the young talent in the GBA. Macau was added to the programme with the full support of the Macao Young Entrepreneur Incubation Centre and the Association for Promotion of Science and Technology of Macau. The new programme has received over 300 applications which is a 34 per cent increase compared to last year. The three-day bootcamp was organised and provided training to 150 students from 30 universities across Hong Kong, Macau and Guangdong.

## 全面支援 策動創新

無數創新皆由簡單的構思蛻變而成，數碼港另一旗艦計劃－「數碼港創意微型基金」提供種子基金、創業支援及培育環境，支持創新者，將構思發展為產品雛型，並匯聚志趣相投的創新者同行共創。2019/20年度共有98個項目獲得是項計劃的支援。

放眼大灣區的龐大發展前景，數碼港將「數碼港創意微型基金」的跨境計劃升級為「數碼港大灣區青年創業計劃」，以促進灣區年青人才的交流協作。在澳門青年創業孵化中心及澳門科學技術協進會的全力支持下，計劃得以拓展至澳門，並收到逾300份申請，較去年增加34%。新計劃為150名來自香港、澳門及廣東省30家大學的學生，提供為期三天的創業營培訓。

## Time to accelerate

Start-ups are always looking to tap accelerators for specialist support in their technology fields, in addition to fresh investment and market opportunities. Last year, the Cyberport Accelerator Support Programme (CASP), supporting incubatees, grantees, or alumni to join the best accelerators around the world with financial assistance of up to HK\$300,000, endorsed 13 new accelerator programmes to a total of 57 in 2019/20. These include the Lotte Accelerator in Korea, Upward Labs in the US, and the Mizuho Crowd Brain Accelerator powered by Eureka Nova. In 2019/20, Cyberport community members joined 38 accelerator programmes, granted HK\$3.38 million financial assistance from CASP.

**Cyberport Start-up**  
數碼港初創企業

**mellow**

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

**Teresa Chan (right) 陳枳橋 (右)**  
**Chester Szeen (left) 洗瑛鏞 (左)**  
Co-founder of Mellow 聯合創辦人

**Listed in the Forbes 30 under 30 Asia 2020**  
2020年福布斯亞洲年輕領袖榜得主之一

From becoming one of the winning teams in the Cyberport University Partnership Programme (CUPP) to joining the Cyberport Incubation Programme, Cyberport has supported us throughout our entrepreneurial journey and drive us to continue to "Dare to Venture".

由成為「數碼港·大學合作夥伴計劃」優勝隊伍，到獲選入「數碼港培育計劃」，數碼港三年間一直伴隨着我們走上創業的路途，推動我們繼續「敢創同行」。

## 加快步伐 引領增長

初創企業為促進業務發展，時刻尋找相關科技領域的加速器，以獲得專家支持及新的投資和市場機會。「數碼港加速器支援計劃」支持受培育公司、受資助者及畢業生，參加世界頂級的加速器，並提供高達30萬港元的財務資助。計劃在2019/20年度新增了13個加速器計劃，令認可加速器計劃增至57個，當中包括韓國樂天加速器、美國Upward Labs，以及由Eureka Nova支持的Mizuho Crowd Brain加速器計劃。2019/20年度，數碼港社群成員參加38個加速器計劃，獲得「數碼港加速器支援計劃」338萬港元的財務資助。

## Fostering intercommunity exchanges

Cyberport organises regular Start-up Exchange sessions to spark inspiration and facilitate intercommunity knowledge sharing. Multiple sessions were held during the year for start-ups to share their entrepreneurship experiences to close to 200 participants.

Cyberport's Smart-Space users are an important part of the Cyberport Community and are our service targets. In 2019/20, we organised 43 networking events at the Smart-Space, including seminars on funding, advisory sessions, business matching events and technology adoption sharings, with more than 2,100 in total attendance.

## 社群互動 促進交流

數碼港定期舉辦初創交流會，激發社群創意和促進社群間知識交流。我們年內舉行多場交流會，由初創企業與近200名與會者分享創業經驗。

數碼港的Smart-Space租戶亦是數碼港社群的重要成員和服務對象。2019/20年度，Smart-Space共舉行43場交流活動，包括募集資金研討會、諮詢環節、業務配對活動及科技應用分享等，吸引超過2,100人參加。

## Professional training for success

Accelerated digital transformation is spurring practitioners across industries to gain new skills and credentials, and the need for FinTech skills in the financial sector is especially pronounced. In response to the government's call for enhanced FinTech training for financial practitioners in last year's Policy Address, Cyberport was entrusted by the Financial Services and the Treasury Bureau to debut the Cyberport Financial Practitioners FinTech Training Programme in March 2020. The programme, which features a series of seminars and workshops over a year, enriches Hong Kong's FinTech talent pool, promotes FinTech adoption by financial institutions, speeds up digital transformation, and fortifies our competitiveness as an international financial centre. Nearly 2,000 practitioners are expected to benefit from the programme, and they will receive a government subsidy of 80 per cent of the training fee.



The Cyberport Financial Practitioners FinTech Training Programme was launched in March 數碼港於三月推出「數碼港金融從業員金融科技培訓計劃」

## 專業培訓 締造成功

數碼轉型急劇加速，帶動各行業的從業員尋求新技能和資格認證，尤其以金融界別對金融科技技能的需求最為殷切。為響應政府2019年《施政報告》望加強金融從業員的金融科技培訓，數碼港獲財經事務及庫務局委託，在2020年3月推出「數碼港金融從業員金融科技培訓計劃」。計劃為期一年，期間將舉辦一系列研討會及工作坊，以豐富香港的金融科技人才庫、鼓勵金融機構應用金融科技、加速數碼轉型，並鞏固香港作為國際金融中心的競爭力。計劃預計將支援近2,000名從業員，政府將資助80%的培訓費用。

For esports professionals, two of Hong Kong's professional esports teams, Hong Kong Attitude and Ebunny 88, and their coaches joined the inaugural "KeSPA Academy Global Camp 2019" in Korea with the support of Cyberport's Esports Industry Facilitation Scheme. There they received world-class professional esports training and enhanced their overall competitiveness. The Scheme will continue to support esports talent with professional trainings and overseas exchange.

## Knowledge and know-how

With technology developing in breakneck speeds, start-ups need to continually upgrade their skills and adopt cutting-edge solutions to keep up and stay ahead. The Cyberport Technology Network (CTN) engages top technology companies with seminars, trainings, workshops, and other skill-building initiatives and special packages to facilitate solution adoption. To date, the CTN has engaged 18 partners, including Alibaba Cloud, AWS, Google, IBM, Microsoft, and Tencent Cloud.



另外，針對專業電競選手的培訓，數碼港「電競行業支援計劃」安排了香港兩支專業電競強隊—香港態度和電兔88及其教練，參加韓國舉行的首屆「2019 KeSPA環球電競訓練營」。隊伍接受世界級的專業電競培訓，增強整體競爭力。數碼港將繼續透過「電競行業支援計劃」提供專業培訓及海外交流，以支持電競人才發展。

## 知識增值 啟發創新

科技正值高速發展，初創企業須不斷提高技術水平及應用頂尖方案以保持領先地位。「數碼港科技網絡」與頂尖科技企業合作，舉辦研討會、培訓、工作坊及其他技能建立計劃，並提供優惠方案促進新科技應用。截至目前為止，「數碼港科技網絡」已夥拍18家合作夥伴，當中包括阿里雲、亞馬遜網絡服務、谷歌、國際商業機器(IBM)、微軟及騰訊雲等。

Blockchain technology is also undergoing rapid development around the world. To keep our community members updated with developments and opportunities, we teamed up with leading blockchain organisations, including Hyperledger, the Financial Blockchain Shenzhen Consortium, and Forms Syntron, and organised workshops on smart contracts, eID applications development, and blockchain-based FinTech applications in Mainland China.

## Looking forward

To meet demand for entrepreneurial training, technology enablement, and sustain Hong Kong's I&T momentum, Cyberport is establishing the Cyberport Academy to consolidate and elevate our talent cultivation and development programmes. The Academy will also serve as an internship and employment platform to create career opportunities; a capacity building platform to offer accredited training programmes with top institutions; and a knowledge research institute and I&T industry think tank. It brings together key stakeholders, and expands Hong Kong's technology talent pool to support Hong Kong's long-term economic development. To inspire and support more youth to join the industry, we will also expand Cyberport Digital Tech Internship Programme (CDTIP) to offer more internship opportunities.

全球區塊鏈發展一日千里，為讓數碼港社群成員掌握最新發展和機遇，我們與領先區塊鏈組織合作，包括Hyperledger、金融區塊鏈深圳聯盟及四方精創等，舉辦一系列有關智能合約、數碼個人身份應用發展、以及內地以區塊鏈為基礎的金融科技應用等主題的工作坊。

## 展望將來

為滿足香港對創業培訓、科技應用及維持創新科技動力的需求，數碼港正在籌備的數碼港學院，將整合及提升現有的人才培訓項目，提供實習和就業平台，創造更多就業機會；並與頂級機構一同發展技能建立平台提供廣受認可的培訓計劃，建構一個知識研究中心及創新科技的行業智庫。學院將匯聚各個主要持份者，擴大香港的科技人才庫，支持香港的長遠經濟發展。為啟發和支持更多年青人投身創科，我們亦會擴展「數碼港數碼科技實習計劃」以提供更多實習機會。



In 2019/20, Sino-US trade tensions and global economic downturn impeded the development of start-ups and technology companies. Early stage start-ups strived to pull through with tighter cash flow and falling sales; while mature start-ups recalibrated development plans for new market conditions. To help community members cope, Cyberport implemented various measures to relieve operating pressure of our community members and maintain their competitive advantage.

### Empowering the community against challenges

The economic slowdown impacted start-ups and technology companies, the backbone of Hong Kong's new economy

development and digital transformation. To combat this, Cyberport offered a six-month rental concession to around 700 companies and start-ups in October 2019, to ease their financial pressure and solve urgent needs. As the COVID-19 epidemic set in, the government offered further rental relief through its Anti-Epidemic Fund and waived the rent for a further six months. We also organised a series of funding-related sharing sessions in partnership with government organisations to help start-ups explore the support available to them. Nearly 300 participants took part in these events to learn about such programmes as the Technology Voucher Programme, Enterprise Support Scheme (ESS),

Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund), SME Export Marketing Fund (EMF), and other R&D related schemes.

In the face of the epidemic, our socially responsible start-ups also turned up in droves to contribute their problem-solving skills and innovative solutions to help citizens, businesses, and the government tackle the epidemic and give back to society. The Braving the Epidemic campaign was launched to showcase the growing list of over 60 start-ups contributing their solutions, covering areas such as infection prevention, medical services, property management, insurance, and education.



Cyberport kickstarted the Braving the Epidemic campaign in February this year  
數碼港在今年二月開展「敢創抗疫」行動

2019/20年度，初創企業及科技公司均受到中美貿易緊張局勢以及疫情對經營造成的打擊所影響。早期初創企業需面對現金流緊縮和銷售額回落等挑戰；而成熟的初創公司則要衡量市場變化而重整發展策略。為協助社群成員應對當前的困難，數碼港實施了多項措施，以協助數碼港社群成員紓緩經營壓力，保持競爭優勢。

### 賦能社群 迎接挑戰

初創企業和科技公司是香港新經濟發展及數碼轉型的骨幹，然而，他們均

受到經濟放緩所影響。為紓緩他們的燃眉之急，數碼港自2019年10月起，為約700間公司和初創企業，提供為期六個月的租金寬減，以紓解他們的財務壓力及解決緊急需求。隨著新型冠狀病毒疫情席捲全港，政府通過「防疫抗疫基金」進一步的寬免租金，提供額外六個月的免租優惠。另外，數碼港與政府機構合辦一系列與集資相關的分享環節，幫助初創企業發掘適切的支援。多場活動吸引近300名參加者出席，了解「科技券計劃」、「企業支援計劃」、「發展品牌、升

級轉型及拓展行銷市場的專項基金」、「中小企業市場推廣基金」以及其他研發相關的計劃。

面對疫情，具社會責任的數碼港初創企業亦積極發揮其解難能力，以其創新方案幫助市民、商業及政府應對疫情，回饋社會。數碼港的「敢創抗疫」行動，聚焦超過60家初創企業所貢獻的多元方案，其中包括防疫、醫療服務、物業管理、保險和教育等範疇。





## FinTech shines

Cyberport's FinTech community is the largest in Hong Kong and is continually attracting new members from near and far. Our community now houses nearly 400 FinTech companies specialising in an expanding spectrum of fields, including virtual banks, InsurTech, financial software, research, data, and PayTech. In 2019/20, our FinTech start-ups are excelling globally, awards and recognitions claimed by FinTech community companies reached new heights.

One major development during the year was that of virtual banking. In March 2020, community member ZhongAn Technologies International Group officially opened its ZA Bank, becoming Hong Kong's first virtual bank. WeLab Digital, which is also a community member, is planning to launch the WeLab Bank this year\*. The commencement of virtual banking in Hong Kong is set to foster and speed up the overall development of FinTech.

## Raising Hong Kong's FinTech to greater heights

To expand the avenues for growth for FinTech start-ups, Cyberport signed a memorandum of understanding (MoU) with PingAn OneConnect to join its Gamma 0 platform to grant Cyberport FinTech companies access to

Mainland Chinese financial and banking institutions, customers, technologies, productisation channels, and open banking developments in the Greater Bay Area (GBA).

Following the successful FinTech delegation to the UK in 2017, Cyberport again brought a FinTech delegation to London, led by the Financial Secretary of HKSAR. 15 Cyberport Community companies met with prominent local FinTech companies and accelerators, including Accenture FinTech Innovation Hub, Dun and Bradstreet, Level39, and Innovate Finance. As a result of the delegation, iFinGate Limited is in the process of soft-landing in London.

We also participated in international industry events such as the Hong Kong

FinTech Week, Singapore FinTech Week, FinTech Taipei, and the Asian Financial Forum to showcase our FinTech start-ups to the world.

Our FinTech pipeline continues to grow strong. Three Cyberport start-ups (Mellow, MediConcen, and Interlinkages) were among the eight finalists of the renowned Accenture FinTech Innovation Lab Asia-Pacific. For the ET Net FinTech Awards 2019, 19 Cyberport FinTech companies received 20 awards across nine categories, including Quantifeed being named FinTech of the Year 2019 and FinTech Awards 2019 in Health Investment and Management – Outstanding B2B Robo-advice Platform.

Cyberport Start-up  
數碼港初創企業

OneDegree



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

Alvin Kwok 郭彥麟  
OneDegree  
Co-founder and CEO  
OneDegree共同創辦人及行政總裁



The third virtual insurer in Hong Kong  
香港第三家虛擬保險公司

This year, we obtained the third virtual insurance license in Hong Kong, while our business has expanded to Taiwan, and is now establishing business in Thailand and Mainland China. Cyberport also doubled down on their investment in us through the Cyberport Macro Fund and brought co-investments from many investors, giving us the confidence to go further.

今年我們獲得香港第三個虛擬保險牌照。而除了香港之外，我們的業務已拓展至台灣，已正於泰國及中國內地成立業務。我們亦獲得「數碼港創業基金」再次入資金，並帶來更多共同投資者融資支持，給予我們信任走得遠。

## 金融科技 綻放光芒

數碼港的金融科技社群是全港最大規模，亦不斷吸引來自海內外的新成員加入。社群目前已雲集近400家金融科技公司，其業務更逐步擴展至虛擬銀行、保險科技、財務軟件、研究、數據及支付科技等範疇。2019/20年度，數碼港金融科技初創企業在國際舞台上更顯矚目耀眼，金融科技社群企業所獲得的獎項和榮譽更創紀錄新高。

今年是香港虛擬銀行發展重要的一年。2020年3月，社群成員眾安國際正式開設香港第一間虛擬銀行—眾安銀行。另一社群成員WeLab Digital亦計劃於今年啟動匯立銀行\*。本港虛擬銀行業務的啟動，勢促進及催化金融科技的整體發展。

## 金融科技 屢創新高

為擴大金融科技初創企業的增長版圖，數碼港與中國平安金融壹帳通簽署了合作備忘錄，加入其Gamma 0開放平台讓數碼港金融科技企業接通內地的金

\* WeLab Bank was officially launched on 30 July 2020.  
匯立銀行於2020年7月30日正式開業。



- ① Cyberport FinTech delegation led by the Financial Secretary to London  
數碼港參與由財政司司長率領的金融科技代表團訪問倫敦
- ② Digital Entertainment Leadership Forum (Delf) at the new esports venue located at Arcade@Cyberport  
「數碼娛樂領袖論壇」於數碼港商場的全新電競場地舉辦
- ③ Cyberport community start-ups scoop 19 awards at Hong Kong ICT Awards 2019  
數碼港社群於「2019 香港資訊及通訊科技獎」勇奪 19 獎項





## Smart Living

The Cyberport Community now comprises nearly 700 companies that specialise in such smart living domains as IoT applications, smart mobility, and EdTech. In addition to incorporating their innovations on campus, Cyberport opened the CyberLab at the Arcade to showcase the solutions of our incubatees, start-ups and tenants, spanning virtual reality (VR) and mixed reality (MR) experiences, 270-degree racing simulator, esports entertainment system, augmented reality (AR) smart glasses and solutions and tour-guiding robots.

## Exposure to wider audiences

Our start-ups' smart living solutions are finding demand with regional and global customers. At last year's International ICT Expo, which five community companies (Transwap, Ambit, Find Solution Ai, Play More, Wildfaces Ai) showcased their smart city projects and applications to global visitors. At the Learning and Teaching Expo, a leading education expo in Asia that showcases the latest educational resources and learning technology, 12 start-ups participated and showcased

## 智慧生活 多元方案

數碼港社群目前有近700家專門研發智慧生活應用的公司，包括物聯網應用、智慧出行和教育科技等。除了在園區應用其創新成果外，數碼港商場亦開設CyberLab，展示培育企業、初創企業及租戶所研發的方案，涵蓋了虛擬實境(VR)和混合實境(MR)體驗、270度賽車模擬器、電競娛樂系統、擴增實境(AR)智能眼鏡和方案以及導賞機械人等豐富元素。

## 拓展客戶 放眼國際

數碼港初創企業的智慧生活方案亦能迎合區內及環球客戶需求。去年「國際資訊科技博覽」上，我們五家社群企業，包括Transwap、Ambit、Find Solution Ai、Play More與華飛思便向國際買家展示智慧城市項目及應用的相關創新方案。另外，亞洲頂尖教育博覽「學與教博覽」聚焦最新教學資源和學習科技，12家數碼港初創企業於博覽示範STEM及機械人教育、學習平台和輔助工具，以及學校管理應用程式等最新方案。

## 數碼娛樂 電子競技

2019/20年度，數碼港電競場地於7月開幕，並啟動了一系列活動、比賽和計劃推動行業發展。

數碼港透過比賽、科技發展及人才培育三大範疇，推動香港電競生態圈的全

their STEM & robotics education, learning platform & aids, and school management applications.

## Digital Entertainment & Esports

In 2019/20, Cyberport opened its esports venue in July and set in motion a spate of events, competitions, and programmes.

Cyberport's holistic development of Hong Kong's esports ecosystem focuses on three separate but interdependent aspects: competitions, technology development, and talent cultivation. The Esports Industry Facilitation Scheme has approved financial assistance to 26 events and competitions and 14 talent cultivation and training courses, including providing venue support with Cyberport's esports venue. Meanwhile, the Esports Internship Scheme provided cash subsidies of up to HK\$7,500 per month per intern for nearly 20 internships in 10 companies, offering front-row seats and hands-on experience to those interested in joining this burgeoning industry.

Simultaneously, we debuted the Digital Entertainment Leadership

Forum (DELF), the first esports-focused international conference in Hong Kong. It attracted over 700 participants to gain insights from more than 40 speakers from Hong Kong, Mainland China, the UK, Israel, Germany, Japan, Korea, and Southeast Asia about regional dynamics and market trends at over 30 themed sessions. Experiential activities, themed zones, pop-up stores, start-up showcases and battles by professional gamers and esports teams also enhanced the visitor experience and offered a deeper understanding of esports.

Cyberport also turned July into a Digital Entertainment Month to galvanise engagement further. Blockchain Gamer Connects, the acclaimed international conference that explores blockchain and games, made its Asian debut; In addition to this, we partnered with other industry stakeholders to present competitions and events. We organised the League of Legends International College Cup 2019, LoL Campus League 2019 Finals (Secondary & Tertiary Division), Blocky League eSports Competition Finals, and EMF 2019: LoL International College Championship Qualifiers.



13 Cyberport start-ups awarded in Deloitte Hong Kong Tech Fast Program last year  
13家數碼港初創企業去年榮獲德勤頒發「香港高科技高成長暨明日之星」殊榮

體發展。「電競行業支援計劃」已批核了26場活動和賽事，以及14項人才培育和培訓課程的財務資助，當中包括提供數碼港電競場地支援。同時，「電競實習支援計劃」為十家公司近20個實習職位，提供每月最高7,500港元的現金補貼，讓有興趣投身這新興行業的人士獲得實戰經驗。

同時，我們籌辦了「數碼娛樂領袖論壇」，為香港首個以電競為主題的國際論壇。論壇吸引超過700名參加者一同了解電競行業的區域動態和市場趨勢，30多場主題環節中，有超過40位來自香港、內地、英國、以色列、德國、日本、韓國和其他東南亞地區的講者分享見解。參加者透過體驗活動、主題專區、快閃

店、初創展示和專業玩家和電競團隊間對戰，多角度加深對電競的了解。

數碼港亦將7月定為「數碼娛樂月」，進一步帶動參加者的全情投入。享譽國際的全球區塊鏈遊戲大會「Blockchain Gamer Connects」在亞洲首次登場。

除此之外，我們還與其他行業持份者合辦多個電競和數碼娛樂的競賽和活動。我們舉辦了「2019英雄聯盟全球高校冠軍盃」、「英雄聯盟香港校區盃2019大專組及中學組決賽」、「塊學聯盟校際比賽決賽」，以及「電競音樂節英雄聯盟國際大學冠軍賽資格賽」。

## Awards accumulate

Established and fledgling community members continued to earn recognition from near and far. At the 19th Asia Pacific Information and Communications Technology Alliance (APICTA) Awards, Cyberport start-ups claimed four Winner Awards and three Merit Awards. For the Hong Kong ICT Awards, 16 start-ups and technology firms were awarded 19 accolades, including winning the grand awards in the FinTech, Smart Mobility, and ICT Startup categories.

13 distinguished Cyberport start-ups have been recognised by the 2019 Hong Kong Technology Fast and Rising Star

## 獎項殊榮 佳績漸豐

數碼港成熟及早期社群成員均贏得海內外的殊榮和肯定。於第19屆「亞太資訊及通訊科技大獎」中，數碼港初創企業獲得四個大獎及三個優異獎。在「2019香港資訊及通訊科技獎」中，16家初創企業及科技公司分別獲得19個獎項，包括在金融科技、智慧出行及資訊科技初創企業類別中均獲得大獎。

13家初創企業榮獲「德勤－香港高科技高成長」和「明日之星」殊榮。數碼港初創企業客路及LYNK更分別獲頒首屆「2019德勤－香港高科技高成長領軍企業」以及「高科技高成長女創業家獎」。

## 展望將來

即使過去一年充滿挑戰，金融科技、智慧城市、數碼娛樂及電競、以及人工智能及大數據、區塊鏈和網絡安全等仍得以穩步發展，多項科技引領全球數碼轉型的進程，更是香港發揮所長的範疇。金融機構和政府已相繼開放數據環境以鼓勵更廣泛和個人化的創新，準備就緒迎接金融科技和數碼經濟，可見前景相當理想。5G的進程更將為智慧城市發展，揭示前所未有的可能性。

數碼港在數碼娛樂及電競範疇早著先機，未來將繼續促進行業發展，為初創企業創造更多創業機會。此外，我們將涉足智慧物業管理、零售科技及教育科技等新領域，確保香港掌握新興範疇的無限機遇。

Program organised by Deloitte. Cyberport start-ups, Klook and LYNK, won the 2019 Deloitte Tech Leadership Award and Tech Fast Female Award respectively.

## Looking forward

Despite the challenges of the past year, sustained developments in FinTech, smart city, digital entertainment & esports, as well as in AI & big data, blockchain, and cybersecurity are set to continue, as these technologies underpin the world's digital transformation and play to Hong Kong's strengths. The prospects are good as financial institutions and governments are already embracing FinTech and the

digital economy, with the open data environment encouraging both broader and more personalised innovations. 5G advancements will unleash unprecedented possibilities for smart city developments.

With our early success in esports and digital entertainment, we will continue to foster industry development, generate more entrepreneurial and start-up opportunities. In addition to this, we will delve into new domains, such as Smart Building Management, RetailTech, and EdTech, to ensure that Hong Kong is well-placed to capture new opportunities in emerging fields.

**Cyberport Start-up**  
數碼港初創企業

MADGAZE

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

**Jordan Cheng 鄭文輝**  
Mad Gaze  
Founder and CEO  
Mad Gaze創始人及董事長

**Winner of the China Unicom Best 5G AR Partner award**  
獲得中國聯通最佳5G AR合作夥伴獎

Beyond funding and mentorship, Cyberport has enabled us to increase our products' exposure in different occasions, leading to business and partnerships. On the advent of the 5G era, Telecom companies are looking to find new devices that could better reflect the advantages of the technology and have reached out to us to explore opportunities for collaborations.

除了資金和指導，數碼港還為我們在不同場合增加曝光率，從而建立業務和合作夥伴關係。在5G時代到來之際，不少電訊公司聚焦於能更好地反映5G技術優勢的新設備，並主動接觸我們以探索合作機會。



Blockchain Gamer Connects, a leading international mobile gaming industry event held in Asia for the first time, fully powered by Cyberport  
國際遊戲界盛事「Blockchain Gamer Connects」首次在亞洲舉行，由數碼港全力策劃



With meetings and exhibitions postponed, events and hackathons cancelled, and adoption decisions put on hold, start-ups and technology companies faced much difficulty in connecting their products and solutions to customer demand. The epidemic has also fundamentally altered the business landscape, spurring industries to accelerate digital transformation for survival, competitiveness, and future growth, and this has opened up fresh opportunities.

Adapting to this "new normal", we implemented a series of initiatives through the Cyberport Enterprise Network (CEN) and organised dedicated events for start-ups and enterprises to build connections, match solutions, and forge win-win collaborations. Along the way, we continue our mission to bridge the gap between new and traditional economies, drive digital transformation, and strengthen the growth of technology companies.

### Cyberport Enterprise Network strengthens connections

Much of our enterprise outreach efforts were spearheaded by the CEN linking the start-up community and traditional enterprises, to understand their business needs and offer our start-ups' digital solutions. Our goals are to help enterprises expedite their digital transformation and offer significant business opportunities to start-ups and technology companies. In 2019/20, CEN membership grew to 34 organisations, comprising enterprises and industry associations from financial services, I&T, F&B to cultural and creative industries, as well as trading and logistics.

隨著會議和展覽因疫情延期舉行、各類活動和黑客馬拉松相繼取消、採納新科技的商業決定被擱置等情況，令初創企業及科技公司難以接觸客戶推廣方案。然而，商業環境在疫情下經歷結構性轉變，各行各業為堅守經營、保持競爭力和未來增長的前提下，均加快數碼轉型步伐，亦為創科帶動嶄新機遇。

為迎接新常態，我們透過「數碼港企業網絡」推出一系列措施及舉辦重點活動，聯繫初創公司以及企業，為雙方配對方案及實現互利互贏的協作關係。過程中，我們延續以融合新型與傳統經濟的宗旨，持續推動數碼轉型及鞏固科技公司成長。



### 企業網絡 深化聯繫

「數碼港企業網絡」銳意聯繫初創公司與傳統企業，在了解傳統企業的業務需求後，為他們提供適切的初創企業數碼方案。目標是希望協助傳統企業加快數碼轉型，同時為初創和科技公司締造無限商機。2019/20年度，「數碼港企業網絡」會員數目增至34家機構，包括來自金融服務、創新科技、飲食、以至文化創意產業、貿易和物流等的企業和行業商會。

During the year, the CEN arranged 35 business matching sessions for 136 start-ups, including Gammon Construction, KIDSLAND, New World Development, Sino Group, Arup, AsiaPay, Hong Kong Airport Authority, and West Kowloon Cultural District Authority. Nearly a dozen projects, including a blockchain application for a construction giant, along with AI and IoT systems for cargo processing, have since moved on for deals and advanced discussions.

### Providing access to government opportunities

Public services is another sector inviting digital transformation. During the year, the Office of the Government Chief Information Officer (OGCIO), Cyberport, and the Hong Kong Science and Technology Parks Corporation (HKSTP), jointly organised three Technology Forums to help start-ups and SMEs better understand the operational needs of government departments. The sessions spotlighted smart city infrastructure, blockchain technology for public services, and intelligent transport system and traffic management. Start-ups from both Cyberport and HKSTP presented their solutions to government representatives.



The Cyberport Enterprise Network arranged a total of 44 business matching sessions this year  
「數碼港企業網絡」今年合共安排了44場商業配對環節

年內，「數碼港企業網絡」為136家初創企業安排了35場商業配對環節，配對大型企業包括金門建築、凱知樂、新世界發展、信和集團、奧雅納、聯眾通、香港機場管理局和西九文化區管理局等。近12個項目已啟動交易和後續討論，當中包括建築巨頭採納區塊鏈應用、以及貨物處理採用人工智能及物聯網技術等。

### 開闢機會 公共服務

公共服務亦積極推行數碼轉型。年內，數碼港與政府資訊科技總監辦公室及香港科技園公司合辦了三場「技術論壇」，協助初創企業和中小企更深入了解政府部門的運作需求。論壇重點介紹智慧城市基礎建設、公共服務的區塊鏈科技，以及智能運輸系統和交通管理。數碼港和科技園公司的初創企業亦有向政府代表介紹其創新方案。





## Integration of New and Traditional Economies 新經濟及傳統經濟融合

Cyberport start-ups were also connected to the Electrical and Mechanical Services Department (EMSD) E&M InnoPortal, which consolidates the needs of government departments and is a platform for project proposals and matching. More than ten technology solutions were featured on the portal and two have since been engaged by government departments: oneCHARGE set up electric vehicle (EV) charging facilities for EMSD and Roborn Technology deployed its temperature scanning robots at the EMSD, the Correctional Services Department (CSD), the Fire Services Department (FSD) and the Transport Department (TD).

### Expanding matching opportunities

During the year, Cyberport strengthened business matching between start-ups and corporations. For example, we invited AI start-up, Wildfaces, to co-organise an event for CLP's Smart Energy Connect, a smart energy initiative, and bid for one of its projects. We arranged HealthTech start-ups, Acesobee, Abida Medical and Qualife, to meet Gleneagles Hospital Hong Kong, owned by New World Development; and we connected Molekiu with the West Kowloon Cultural District Authority to explore deploying smart hospitality robots.

Cyberport also launched the Community Connect programme to enhance connection among community members and explore collaboration with external enterprises. We collaborated with seven industry associations, including the Hong Kong Information Technology Joint Council (HKITJC), Young Professionals Alliance (YPA), Hong Kong Computer Society (HKCS) and Hong Kong Software Industry Association (HKSIA). We introduced them to our remarkable start-ups and their outstanding solutions. Five events featuring 22 virtual banking, AI, digital entertainment, esports and blockchain start-ups were held, attracting more than 320 attendees.

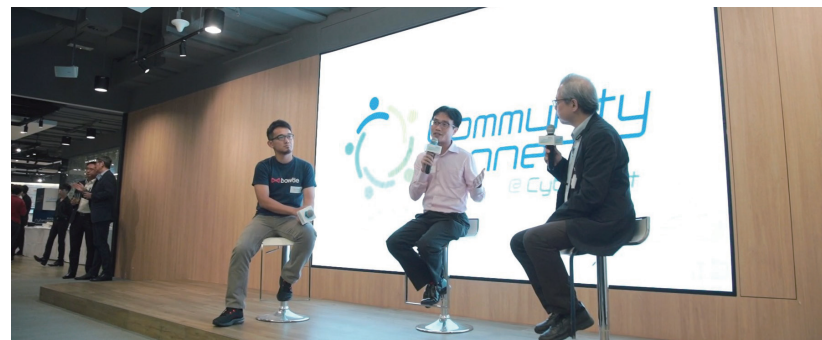


Community Connect Programme was launched to strengthen connection among Cyberport community members and explore industry collaboration  
社群聯繫計劃旨在加強數碼港社群成員之間的聯繫，發掘新的協作機會

數碼港初創企業也與機電工程署機電創科網上平台建立聯繫，平台整合政府不同部門的技術需求，與項目提案作出配對。平台載列數碼港初創企業研發的十多個方案，政府部門更已採納其中兩個方案，分別是為機電工程署提供電動車充電設施的oneCHARGE，以及為機電工程署、懲教署、消防處和運輸署提供體溫檢測機械人的路邦科技。

### 優化配對 延展商機

年內，數碼港積極安排初創公司與大型企業之間的商業配對。我們邀得人工智能初創企業華飛思為中電智慧能源計劃「Smart Energy Connect」合辦一次活動，並為其中一個項目提交專案；我們亦安排醫療科技初創企業，包括艾草蜂、Abida Medical和Qualife，與新世界發展旗下的港怡醫院會面；我們更向西



九文化區管理局推薦Molekiu，探索採用智能接待機械人的可行性。

數碼港還推出社群聯繫計劃「Community Connect」，加強社群成員之間的聯繫，同時發掘與外界企業的協作機會。我們與七家行業協會合作，包

括香港資訊科技聯會、青年專業聯盟、香港電腦學會和香港軟件行業協會等，展示數碼港傑出初創企業及優秀方案。計劃舉辦了五場交流活動，共展示22家虛擬銀行、人工智能、數碼娛樂、電競和區塊鏈初創企業，吸引超過320人參加。



- ① Cyberport co-organised the SmarTone Hackathon themed under '5G & Smart City' 數碼港與數碼港合辦以「5G及智慧城市」為題的程式設計馬拉松比賽
- ② Themed under "Digital Economy · Redefines our Future", the two-day Internet Economy Summit attracted around 3,000 attendance 「互聯網經濟峰會」以「數字經濟、締造未來」為題，兩日吸引約3,000人次
- ③ Cyberport Venture Capital Forum attracted the world's top industry leaders, investors and technology companies to participate 「數碼港創業投資論壇」吸引全球頂尖行業領袖、投資者及創科企業參加





## Promoting digital transformation

In the face of challenges, we continued to move forward. We again co-organised the Internet Economy Summit (IES), our annual signature event, with the Hong Kong SAR government, to promote the latest I&T trends, developments, use cases, and opportunities. A record of 3,000 attendance listened to over 70 speakers from around the world offering insights under the theme "Digital Economy · Redefines Our Future".

As Hong Kong's foremost FinTech hub, Cyberport also hosted the FinTech Forum during IES and shared ideas for the future of banking, insurance and trade finance under the theme of "The New Era of Finance Redefined". We also gathered representatives of Hong Kong's first virtual banks, right after they were granted their virtual banking licenses in late March and early April 2019, to share their development roadmaps at panel discussions. Additionally, to drive deal flow for start-ups, more than 100 investor matching meetings were conducted during the IES, marking a 54 per cent increase in meetings over the previous year.

## 致力推廣 數碼轉型

面對挑戰，我們繼續前行。數碼港再次與香港特區政府合辦年度旗艦活動「互聯網經濟峰會」，推廣最新創新科技趨勢及發展、應用案例和機遇。上屆峰會以「數字經濟·締造未來」為主題，錄得超過3,000人次，汲取來自世界各地70多位講者的真知灼見。

數碼港作為香港最重要的金融科技樞紐，更於峰會期間主辦「金融科技論壇」，在「定義金融新時代」的主題下，分享銀行、保險和貿易金融未來趨勢。香港首批虛擬銀行於2019年3月下旬至4月初取得牌照後，更聚首論壇討論未來發展路向。與此同時，為了推動初創企業的項目對接，我們進行超過100場投資者會面環節，會面總數比上屆增加54%。

## Bridging the gap between start-ups and enterprises

During the Cyberport Venture Capital Forum (CVCF), which spotlighted corporate ventures, Cyberport co-organised the first Hong Kong Chapter Finals of the Intellectual Property Innovation & Entrepreneurship Contest Global (IPIEC Global). This internationally acclaimed competition, organised in nine countries and regions, invites local enterprises to pledge potential investment for technology solutions under 11 themes, including FinTech, AI & big data, biomedicine, and

smart manufacturing. It also calls on innovators to come up with solutions to help enterprises solve pain points and upgrade their businesses.

Six entries were successfully identified to match with enterprises' technology demands, of which two are from Cyberport Community – WOOM and Vfluencer got intentional investments of HK\$5 million from US co-working space group, WorkTech, and HK\$10 million from Hung Hing Printing Group respectively.

**Cyberport Start-up**  
數碼港初創企業



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

  
**Qing Li 李卿**  
Redsip  
Co-founder and CEO  
Redsip聯合創辦人及行政總裁

 Received investments from two investors at CVCF  
參與CVCF並獲得兩名投資者融資支持

It is never easy to raise funds as a start-up, you might meet a hundred investors and 99 will say "No". Luckily, we are sitting in Cyberport. Within two weeks of meeting us at CVCF, two investors decided to come onboard. The investors recognise the stamp of approval from Cyberport on the way we operate and execute.

初創公司要籌集資金從來都不是一件容易的事，你可能會遇到100位投資者，而99位都會說「不」。幸運的是，我們是數碼港的培育公司。我們透過CVCF認識的兩名投資者，與我們會面後兩週便決定注資，可見數碼港對我們營運及執行上的認可，是投資者的信心保證。

## 連繫初創提昇企業

除「數碼港創業投資論壇」聚焦企業創投外，數碼港亦協辦首屆「創客中國」國際中小企業創新創業大賽香港賽區決賽。比賽於九個國家及地區舉行，享譽國際，邀得當地企業在金融科技、人工智能及大數據、生物醫學和智慧製造等11個主題範疇，為參賽項目進行投資對

接，協助企業解決營運痛點及提升業務。

其中六個項目已成功獲得本地企業青睞，提出意向投資以配合企業的技術需求。當中兩項更是來自數碼港園區公司—WOOM及Vfluencer，分別獲得共用工作空間集團WorkTech的500萬港元意向投資及鴻興印刷集團的1,000萬港元意向投資。

## Hackathons continue to inspire

Hackathons have always been an excellent means to bridge corporations and innovators to enable them to tap one another's strengths, nurture technology talent and promote corporate digital transformation. During the year, we co-organised the Innovator Tribank Fintech Challenge with the Shanghai Commercial Bank to challenge Hong Kong, Mainland Chinese and Taiwanese university students to develop FinTech solutions to enhance the Bank's operations and customer experience. We also co-organised the FINSPIRE Hackathon with Convoy for local and overseas university students to design FinTech solutions for addressing social and environmental needs.

This was in addition to the Smartone Hackathon, which gathered over 150

software developers, designers and start-ups from six countries and regions to create solutions for 5G & smart city. During the Virtual Career Fair, we hosted the finals of the Melco Student and Start-up Challenge, where university students from around the world attempted to reinvent the hospitality and entertainment industry with technology.

In addition to winning cash prizes, some entrants received fast-track interview opportunities with the Cyberport Creative Micro Fund (CCMF) or the Cyberport Incubation Programme (CIP) to further realise their entrepreneurial dreams.

## Looking forward

Leveraging digital technology will be a key in the post-epidemic new

normal, and Cyberport's new economy companies are ready to help with their diverse range of market-ready products and solutions. Riding on the government's Anti-epidemic Fund offering financial assistance for technology adoption (such as Distance Business Programme (D-Biz), LawTech Fund, and Subsidy Scheme for Encouraging Early Deployment of 5G), Cyberport will step up our matching initiatives to help enterprises identify suitable solutions from our start-ups and technology companies. We will also facilitate technology adoption in the government, NGOs, schools and social services to further promote the integration of new and traditional economies and propagate the benefits of digital transformation to society at large.



Cyberport and Convoy co-organised the FINSPIRE Hackathon to encourage university students to design innovative FinTech solutions. 數碼港與康宏合辦「FINSPIRE Hackathon」，鼓勵大學生設計創新金融科技方案。

## 黑客馬拉松

黑客馬拉松一向是聯繫大型企業與創新者的上佳途徑，藉以互取所長、培育科技人才及促進企業數碼轉型。去年，數碼港與上海商業銀行合辦「『領創者』滬港台三地上銀金融科技創新大賽」，挑戰香港、內地及台灣三地大學生開發金融科技方案，以完善銀行的運營及客戶體驗。我們亦與康宏合辦「FINSPIRE Hackathon」，讓本地和海外大學生設計金融科技方案，解決社會及環境需求。

另外，「數碼通黑客馬拉松」匯聚來自六個國家和地區150多個軟件開發商、設計師和初創企業，一同為5G及智慧城市創建方案。「虛擬互動招聘博覽」期間，數碼港主持「Melco Student & Startup Challenge決賽」，挑戰來自世界各地的大學生以科技重塑酒店和娛樂行業。

除豐富獎金外，部份參賽者更獲得「數碼港創意微型基金」或「數碼港培育計劃」的面試機會，進一步實現其創業夢想。

## 展望將來

疫情過後，運用數碼科技將演變為新常態，數碼港的一眾新經濟公司已準備就緒，提供多元化及市場適切的產品方案。有見政府防疫抗疫基金提供財務資助以鼓勵科技應用，例如「遙距營商計劃(D-Biz)」、「法律科技基金」和「鼓勵及早使用5G技術資助計劃」等，數碼港亦將加強配對工作，協助企業篩選合適的社群公司方案。我們亦會協助促進政府、非政府組織、學校和社會服務機構的科技應用，進一步推動新型和傳統經濟融合，向社會宣揚數碼轉型的優勢。



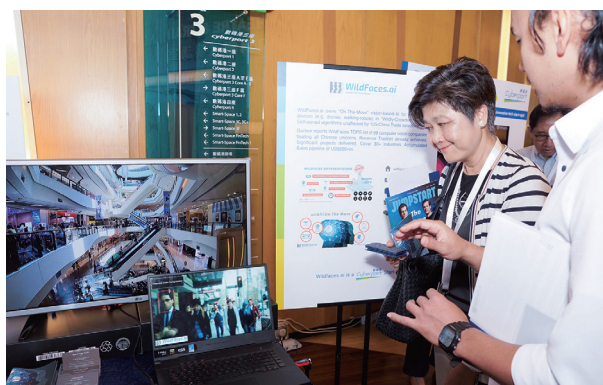


## Market Outreach and Investment 開拓海外市場及投資機會



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

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



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

# The Future of Smart Living and Digital Entertainment

Organizers:



### Driving deal flow

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

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

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

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

Hong Kong.

### Enhancing fund syndication

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



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

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



### 項目對接 推動增長

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

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

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

### 創投機遇 穩步加強

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



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

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

### Strengthening international market outreach

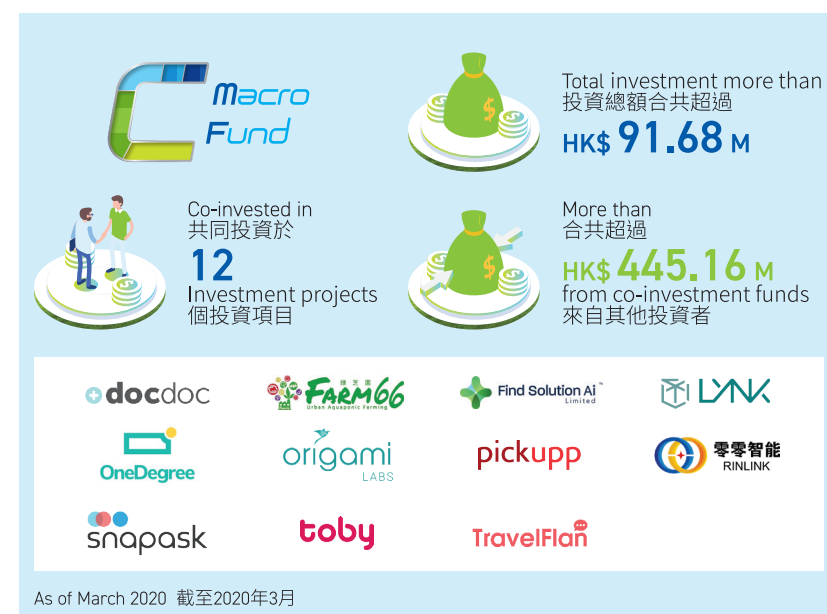
Our endeavours to connect start-ups and technology companies to new markets also bore fruit. The Overseas/

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

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

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

01/2020 - 06/2020



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

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

### 國際市場 鞏固拓展

數碼港將初創企業和科技公司帶入新市場的努力漸見成果。「海外及內地市

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

### Connecting Belt and Road opportunities

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

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

### 一帶一路 連接機遇

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

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

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

**Cyberport Start-up 數碼港初創企業**

**Redspots**

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

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

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

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

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

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

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



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



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

### Expanding GBA connections

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

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

### Local events gain global exposure

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

### Invigorating the ecosystem

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

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



Cyberport start-ups pitched to Thailand and ASEAN corporations and investors on The Innospace Cyberport Demo Day. In Innospace Cyberport Demo Day, Cyberport start-ups pitched to Thai and ASEAN corporations and investors and participated in one-on-one business matching meetings.

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### 大灣區內 擴展連繫

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

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

### 本地盛事 國際關注

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

### 生態系統 重整旗鼓

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

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



Start-ups exchanged ideas with successful entrepreneurs, venture capitalists and industry experts through participating in Silicon Dragon. Start-ups exchanged ideas with successful entrepreneurs, venture capitalists and industry experts through participating in Silicon Dragon.



Cyberport participated in RISE Conference in July last year, introducing Cyberport start-ups to attendees around the world. Cyberport participated in RISE Conference in July last year, introducing Cyberport start-ups to attendees around the world.