

5th Cyberport University Partnership Programme 2019

數碼港 · 大學合作夥伴計劃



Talent Cultivation and Development
人才培育与发展



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

疫情冲击全球经济，颠覆了传统生活和商业模式，劳动市场前景亦面临挑战。唯独创科行业的就业及发展前景仍见理想，吸引更多年青人选择投身创科同时，在职人士亦积极提升数码技能，装备自己以迎接数码转型加速下带来的新常态。数碼港一向视人才培育为公众使命的核心支柱。去年，我们深化了一系列人才培育计划以满足新的需求，冀能启发、教育、培养及赋能学生、初创企业、成长企业、创业家以至业界人士，在新经济中追寻机遇及构建未来。

机遇之门 逐一打开

受新型冠状病毒疫情影响，原定于3月中旬举行的“数碼港招聘博览2020”延至4月初，并首次以虚拟互动形式进行，展现了我们的灵活应变，同时为一众求职者缔造就业机会。是次招聘博览为企业和有志投身创科行业人士提供双向配对平台，雇主及应征者可透过虚拟互动摊位，展示及查询职位空缺等资料，更

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

Talent Cultivation and Development
人才培育与发展

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 数碼港虚拟招聘博览



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
“数碼港招聘博览”今年首次以虚拟互动形式进行



- ① Cyberport Virtual Career Fair provided nearly 800 jobs and attracted over 3,300 job seekers to participate “数码港虚拟互动招聘博览”提供逾800个职位，吸引超过3,300求职者参加
- ② The fifth Cyberport University Partnership Programme (CUPP) brought 49 local university students for entrepreneurship training in the University of Chicago Booth Business School 第五届“数码港·大学合作伙伴计划”率领49位本地大学生于芝加哥大学布斯商学院接受创业训练
- ③ Cyberport's Esports Industry Facilitation Scheme sponsored two of Hong Kong's esports teams to receive professional training at Ulsan, Korea 数码港透过“电竞行业支援计划”资助两支本地电竞战队到韩国蔚山接受专业训练
- 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 “数码港大湾区青年创业计划”吸引粤港澳三地150名大学生参与，争取创业基金



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.

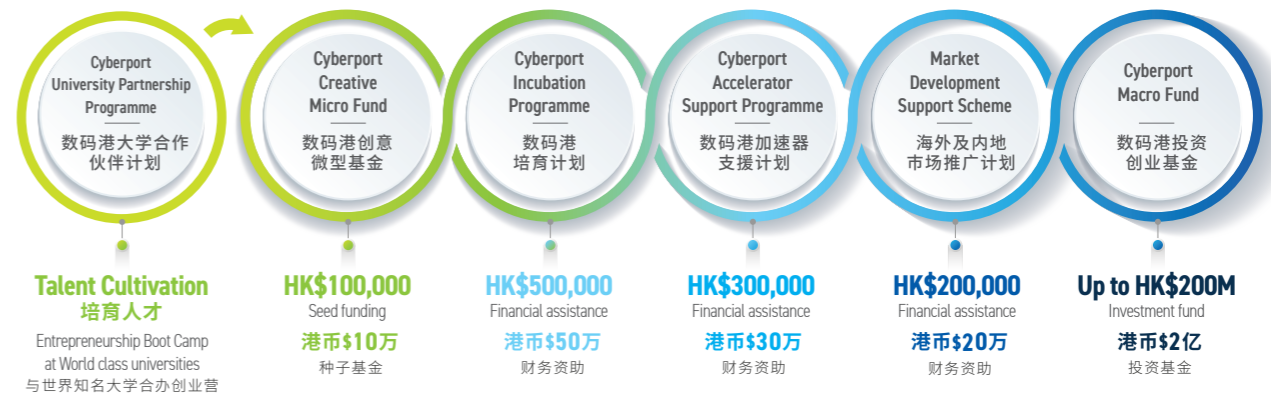
Cyberport organises a variety of programmes, hackathons, bootcamps, workshops, and other experiential and capacity building activities throughout the year to cater to youth.

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.

Talent Cultivation and Development 人才培育与发展

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.



创新抱负 优先培育

纵使面对经济不稳，创业仍为事业发展提供理想途径。为支持一群充满抱负的创业者并鼓励创新，数码港其中一个历史最悠久的重点计划——“数码港培育计划”将名额从2018/19年度的100个，增至2019/20年度的130个，仍然供不应求。本年度计划吸引600多个申请，远超招募名额。“数码港培育计划”除了提供最高50万港元的财务资助外，还提供一系列的创业支援，包括师友计划、投资者配对以及免费使用数码港的共享工作间。

探索实践 敢创体验

启发、探索、实验及发明是创新不

可或缺的过程。数码港年内举办多元化活动，包括黑客马拉松、创业营、工作坊以及其他兼具实验性和建立能力的活动，从而培育年青人的创业潜能。

去年暑假，我们举办了第五届“数码港·大学合作伙伴计划”，招募了由六所本地大学提名的49名学生组成全新团队，参加在芝加哥大学布斯商学院进行为期一周的金融科技创业营，并接受来自众安国际、亚马逊网络服务(AWS)及中国平安金融壹账通等业界人士的营前培训。学生们最后更于演示日向评审团展示其产品雏型，评审团挑选了13支优胜队伍，各自获得10万港元的种子基金，以及“数码港培育计划”的面试机会。

数码港更与本地高等教育机构携手合作，例如与Tech Start-up 101先导计划合办工作坊，让大学生跟初创企业学习如何建立最低成本可行产品，亦支持香港首个虚拟银行黑客马拉松Bizkathon@HKUST，激发大学生和毕业生在虚拟银行方面的创新。

为进一步启发年青人，数码港还联同七家积极推广STEM教育及课程的教育组织，推出STEM教育大使计划，成功招募近600名学生参加并建立了“Youth Fellow Network”连系不同计划的年轻参加者，以缔造一个理想的交流环境，造就未来协作。



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. Macao 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 策动创新

无数创新皆由简单的构思蜕变而成，数码港另一旗舰计划——“数码港创意微型基金”提供种子基金、创业支援及培育环境，支持创新者，将构思发展为产品雏型，并汇聚志趣相投的创新者同行共创。2019/20年度共有98个项目获得是项计划的支援。

放眼大湾区的庞大发展前景，数码港将“数码港创意微型基金”的跨境计划升级为“数码港大湾区青年创业计划”，以促进湾区年青人才的交流协作。在澳门青年创业孵化中心及澳门科学技术协进会的全力支持下，计划得以拓展至澳门，并收到逾300份申请，较去年增加34%。新计划为150名来自香港、澳门及广东省30家大学的学生，提供为期三天的创业营培训。

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.

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.

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".

由成为“数码港·大学合作伙伴计划”优胜队伍，到获选入“数码港培育计划”，数码港三年间一直伴随着我们走上创业的路途，推动我们继续“敢创同行”。

加快步伐 引领增长

初创企业为促进业务发展，时刻寻找相关科技领域的加速器，以获得专家支持及新的投资和市场机会。“数码港加速器支援计划”支持受培育公司、受资助者及毕业生，参加世界顶级的加速器，并提供高达30万港元的财务资助。计划在2019/20年度新增了13个加速器计划，令认可加速器计划增至57个，当中包括韩国乐天加速器、美国Upward Labs，以及由Eureka Nova支持的Mizuho Crowd Brain加速器计划。2019/20年度，数码港社群成员参加38个加速器计划，获得“数码港加速器支援计划”338万港元的财务资助。

社群互动 促进交流

数码港定期举办初创交流会，激发社群创意和促进社群间知识交流。我们年内举行多场交流会，由初创企业与近200名与会者分享创业经验。

数码港的Smart-Space租户亦是数码港社群的重要成员和服务对象。2019/20年度，Smart-Space共举行43场交流活动，包括募集资金研讨会、咨询环节、业务配对活动及科技应用分享等，吸引超过2,100人参加。

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 数码港于三月推出“数码港金融从业员金融科技培训计划”

专业培训 缔造成功

数码转型急剧加速，带动各行业的从业员寻求新技能和资格认证，尤其以金融界别对金融科技技能的需求最为殷切。为响应政府2019年《施政报告》期望加强金融从业员的金融科技培训，数码港获财经事务及库务局委托，在2020年3月推出“数码港金融从业员金融科技培训计划”。计划为期一年，期间将举办一系列研讨会及工作坊，以丰富香港的金融科技人才库、鼓励金融机构应用金融科技、加速数码转型，并巩固香港作为国际金融中心的竞争力。计划预计将支援近2,000名从业员，政府将资助80%的培训费用。

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.

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.

全球区块链发展一日千里，为让数码港社群成员掌握最新发展和机遇，我们与领先区块链组织合作，包括Hyperledger、金融区块链深圳联盟及四方精创等，举办一系列有关智能合约、数码个人身份应用发展、以及内地以区块链为基础的金融科技应用等主题的工作坊。

展望未来

为满足香港对创业培训、科技应用及维持创新科技动力的需求，数码港正在筹备的数码港学院，将整合及提升现有的人才培训项目，提供实习和就业平台，创造更多就业机会；并与顶级机构一同发展技能建立平台提供广受认可的培训计划，建构一个知识研究中心及创新科技的行业智库。学院将汇聚各个主要持份者，扩大香港的科技人才库，支持香港的长远经济发展。为启发和支持更多年青人投身创科，我们亦会扩展“数码港数码科技实习计划”以提供更多实习机会。

知识增值 启发创新

科技正值高速发展，初创企业须不断提高技术水平及应用顶尖方案以保持领先地位。“数码港科技网络”与顶尖科技企业合作，举办研讨会、培训、工作坊及其他技能建立计划，并提供优惠方案促进崭新科技应用。截至目前为止，“数码港科技网络”已伙拍18家合作伙伴，当中包括阿里云、亚马逊网络服务、谷歌、国际商业机器 (IBM)、微软及腾讯云等。

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.



Industry Development 行业发展



Braving the Epidemic 敢创抗疫



Cyberport kickstarted the Braving the Epidemic campaign in February this year
数码港在今年二月开展“敢创抗疫”行动

2019/20年度，初创企业及科技公司均受到中美贸易紧张局势以及疫情对经营造成的打击所影响。早期初创企业需面对现金流紧缩和销售额回落等挑战；而成熟的初创公司则要衡量市场变化而重整发展策略。为协助社群成员应对当前的困难，数码港实施了多项措施，以协助数码港社群成员纾缓经营压力，保持竞争优势。

赋能社群 迎接挑战

初创企业和科技公司 是香港新经济发展及数码转型的骨干，然而，他们均

受到经济放缓所影响。为纾缓他们的燃眉之急，数码港自2019年10月起，为约700家公司和初创企业，提供为期六个月的租金宽减，以纾解他们的财务压力及解决紧急需求。随着新型冠状病毒疫情席卷全港，政府通过“防疫抗疫基金”进一步的宽免租金，提供额外六个月的免租优惠。另外，数码港与政府机构合办一系列与集资相关的分享环节，帮助初创企业发掘适切的支援。多场活动吸引近300名参加者出席，了解“科技券计划”、“企业支援计划”、“发展品牌、升

级转型及拓展营销市场的专项基金”、“中小企业市场推广基金”以及其他研发相关的计划。

面对疫情，具社会责任的数码港初创企业亦积极发挥其解难能力，以其创新方案帮助市民、商业及政府应对疫情，回馈社会。数码港的“敢创抗疫”行动，聚焦超过60家初创企业所贡献的多元方案，其中包括防疫、医疗服务、物业管理、保险和教育等范畴。

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
数码港初创企业



POINT CAMERA AT BLUE AREA
移动镜头覆盖蓝色标示位置

Alvin Kwok 郭彦麟
OneDegree
Co-founder and CEO
OneDegree共同创办人及行政总裁

The third virtual insurer in Hong Kong
香港第三家虚拟保险公司

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.

今年我们获得香港第三个虚拟保险牌照。除了香港之外，我们的业务已拓展至台湾，并把业务落户于泰国及中国内地。我们亦获得“数码港创业基金”再次入资金，并带来更多共同投资者融资支持，给予我们信任走得更远。

金融科技 绽放光芒

数码港的金融科技社群是全港最大规模，亦不断吸引来自海内外的新成员加入。社群目前已云集近400家金融科技公司，其业务更逐步扩展至虚拟银行、保险科技、财务软件、研究、数据及支付科技等范畴。2019/20年度，数码港金融科技初创企业在国际舞台上更显瞩目耀眼，金融科技社群企业所获得的奖项和荣誉更创纪录新高。

今年是香港虚拟银行发展重要的一年。2020年3月，社群成员众安国际正式开设香港第一家虚拟银行——众安银行。另一社群成员WeLab Digital亦计划于今年启动汇立银行*。本港虚拟银行业务的启动，势促进及催化金融科技的整体发展。

金融科技 屡创新高

为扩大金融科技初创企业的增长版图，数码港与中国平安金融壹帐通签署了合作备忘录，加入其Gamma 0开放平台让数码港金融科技企业接通内地的金

融和银行机构、客户、科技、产品化途径以及大湾区开放银行业务的各种发展。

随着2017年金融科技代表团成功出访英国，在香港特别行政区政府财政司长率领下，数码港再次组织金融科技代表团到访伦敦。15家数码港社群企业与当地顶尖金融科技公司和加速器会晤，包括埃森哲金融科技创新枢纽、邓白氏、Level39和Innovate Finance等。经过是次考察，社群成员iFinGate Limited已启动在伦敦进行软着陆的筹备。

数码港亦参与不少国际业界活动，例如“香港金融科技周”、“新加坡金融科

技周”、“台北金融科技展”和“亚洲金融论坛”等，向世界展示我们的金融科技初创企业。

数码港金融科技潜力正不断增长。去年埃森哲亚太区金融科技创新实验室入围的八家初创企业当中，数码港初创企业占三家，分别是Mellow、医结和Interlinkages。在2019年经济通“金融科技大奖”中，19家数码港金融科技公司囊括了九个组别中20个奖项，其中Quantifeed更勇夺“2019金融科技大奖”及“2019金融科技大奖—财富投资与管理：杰出人工智能商用投资应用平台”殊荣。



① Cyberport FinTech delegation led by the Financial Secretary to London
数码港参与由财政司司长率领的金融科技代表团访问伦敦
② Digital Entertainment Leadership Forum (DELFF) at the new esports venue located at Arcade@Cyberport
“数码娱乐领袖论坛”于数码港商场的全新电竞场地举办
③ Cyberport community start-ups scoop 19 awards at Hong Kong ICT Awards 2019
数码港社群于“2019 香港资讯及通讯科技奖”勇夺 19 奖项



MOVE YOUR CAMERA TO OVERLAY BLUE AREA
开启网页后移动镜头覆盖蓝色标示位置



* WeLab Bank was officially launched on 30 July 2020.
汇立银行于2020年7月30日正式开业。

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

智能生活 多元方案

数码港社群目前有近700家专门研发智能生活应用的公司，包括物联网应用、智能出行和教育科技等。除了在园区应用其创新成果外，数码港商场亦开设CyberLab，展示培育企业、初创企业及租户所研发的方案，涵盖了虚拟实境 (VR) 和混合实境 (MR) 体验、270度赛车模拟器、电竞娱乐系统、扩增实境 (AR) 智能眼镜和方案以及导赏机械人等丰富元素。

拓展客户 放眼国际

数码港初创企业的智能生活方案亦能迎合区内及环球客户需求。去年“国际资讯科技博览”上，我们五家社群企业，包括Transwap、Ambit、Find Solution Ai、Play More与华飞思便向国际买家展示智慧城市项目及应用的相关创新方案。另外，亚洲顶尖教育博览“学与教博览”聚焦最新教学资源和学习科技，12家数码港初创企业于博览示范STEM及机器人教育、学习平台和辅助工具，以及学校管理应用程序等最新方案。

数码娱乐 电子竞技

2019/20年度，数码港电竞场地于7月开幕，并启动了一系列活动、比赛和计划推动行业发展。

数码港透过比赛、科技发展及人才

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家数码港初创企业去年荣获德勤颁发“香港高科技高成长暨明日之星”殊荣

培育三大范畴，推动香港电竞生态圈的整体发展。“电竞行业支援计划”已批核了26场活动和赛事，以及14项人才培育和培训课程的财务资助，当中包括提供数码港电竞场地支援。同时，“电竞实习支援计划”为十家公司近20个实习职位，提供每月最高7,500港元的现金补贴，让有兴趣投身这新兴行业的人士获得实战经验。

同时，我们筹办了“数码娱乐领袖论坛”，为香港首个以电竞为主题的国际论坛。论坛吸引超过700名参加者一同了解电竞行业的区域动态和市场趋势，30多场主题环节中，有超过40位来自香港、内地、英国、以色列、德国、日本、韩国和其他东南亚地区的讲者分享见解。

参加者透过体验活动、主题专区、快闪店、初创展示和专业玩家和电竞团队间对战，多角度加深对电竞的了解。

数码港亦将7月定为“数码娱乐月”，进一步带动参加者的全情投入。享誉国际的全球区块链游戏大会“Blockchain Gamer Connects”在亚洲首次登场。

除此之外，我们还与其他行业持份者合办多个电竞和数码娱乐的竞赛和活动。我们举办了“2019英雄联盟全球高校冠军杯”、“英雄联盟香港校园杯2019大专组及中学组决赛”、“块学联盟校际比赛决赛”，以及“电竞音乐节英雄联盟国际大学冠军赛资格赛”。

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

奖项殊荣 佳绩渐丰

数码港成熟及早期社群成员均赢得海内外的殊荣和肯定。于第19届“亚太资讯及通讯科技大奖”中，数码港初创企业获得四个大奖及三个优异奖。在“2019香港资讯及通讯科技奖”中，16家初创企业及科技公司分别获得19个奖项，包括在金融科技、智能出行及信息科技初创企业类别中均获得大奖。

13家初创企业荣获“德勤—香港高科技高成长”和“明日之星”殊荣。数码港初创企业客路及LYNK更分别获颁首届“2019德勤—香港高科技高成长领军企业”以及“高科技高成长女企业家奖”。

展望将来

即使过去一年充满挑战，金融科技、智慧城市、数码娱乐及电竞、以及人工智能及大数据、区块链和网络安全等仍得以稳步发展，多项科技引领全球数码转型的进程，更是香港发挥所长的范畴。金融机构和政府已相继开放数据环境以鼓励更广泛和个人化的创新，准备就绪迎接金融科技和数字经济，可见前景相当理想。5G的进程更将为智慧城市发展，揭示前所未有的可能性。

数码港在数码娱乐及电竞范畴早着先机，未来将继续促进行业发展，为初创企业创造更多创业机会。此外，我们将涉足智能物业管理、零售科技及教育科技等新领域，确保香港掌握新兴范畴的无限机遇。

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
数码港初创企业

MADGAZE

POINT CAMERA AT BLUE AREA
移动镜头覆盖蓝色标示位置

Jordan Cheng 郑文辉
Mad Gaze
Founder and CEO
Mad Gaze创始人及董事长

Winner of the China Unicom Best 5G AR Partner award
获得中国联通最佳5G AR合作伙伴奖

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.

除了资金和指导，数码港还为我们在不同场合增加曝光率，从而建立业务和合作伙伴关系。在5G时代到来之际，不少电讯公司聚焦于能更好地反映5G技术优势的新设备，并主动接触我们以探索合作机会。



Blockchain Gamer Connects, a leading international mobile gaming industry event held in Asia for the first time, fully powered by Cyberport
国际游戏界盛事“Blockchain Gamer Connects”首次在亚洲举行，由数码港全力策划



Integration of New and Traditional Economies 新经济及传统经济融合



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.

随着会议和展览因疫情延期举行、各类活动和黑客马拉松相继取消、采纳新科技的商业决定被搁置等情况，令初创企业及科技公司难以接触客户推广方案。然而，商业环境在疫情下经历结构性转变，各行各业为坚守经营、保持竞争力和未来发展增长的前提下，均加快数码转型步伐，亦为创科带动崭新机遇。

为迎接新常态，我们透过“数码港企业网络”推出一系列措施及举办重点活动，联系初创公司以及企业，为双方配对方案及实现互利共赢的协作关系。过程中，我们延续以融合新型与传统经济的宗旨，持续推动数码转型及巩固科技公司成长。




130+
Start-ups participated in Business matching
初创企业参与商业配对会面

企业网络 深化联系

“数码港企业网络”锐意联系初创公司与传统企业，在了解传统企业的业务需求后，为他们提供适切的初创企业数码方案。目标是希望协助传统企业加快数码转型，同时为初创和科技公司缔造无限商机。2019/20年度，“数码港企业网络”会员数目增至34家机构，包括来自金融服务、创新科技、餐饮、以至文化创意产业、贸易和物流等的企业和行业商会。

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
“数码港企业网络”今年合共安排了44场商业配对环节

年内，“数码港企业网络”为136家初创企业安排了35场商业配对环节，配对大型企业包括金门建筑、凯知乐、新世界发展、信和集团、奥雅纳、联款通、香港机场管理局和西九文化区管理局等。近12个项目已启动交易和后续讨论，当中包括建筑巨头采纳区块链应用、以及货物处理采用人工智能及物联网技术等。

开辟机会 公共服务

公共服务亦积极推行数码转型。年内，数码港与政府资讯科技总监办公室及香港科技园公司合办了三场“技术论坛”，协助初创企业和中小企更深入了解政府部门的运作需求。论坛重点介绍智慧城市基础建设、公共服务的区块链科技，以及智能运输系统和交通管理。数码港和科技园公司的初创企业亦有向政府代表介绍其创新方案。

Integration of New and Traditional Economies
新经济及传统经济融合

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.



- ① Cyberport co-organised the SmarTone Hackathon themed under '5G & Smart City' 数码港与数码通合办以“5G及智慧城市”为题的程式设计马拉松比赛
- ② Themed under "Digital Economy · Redefines our Future", the two-day Internet Economy Summit attracted around 3,000 attendance “互联网经济峰会”以“数字经济·缔造未来”为题，两天吸引约3,000人次
- ③ Cyberport Venture Capital Forum attracted the world's top industry leaders, investors and technology companies to participate “数码港创业投资论坛”吸引全球顶尖行业领袖、投资者及创科企业参加



Community Connect Programme was launched to strengthen connection among Cyberport community members and explore industry collaboration 社群联系计划旨在加强数码港社群成员之间的联系，发掘新的协作机会

数码港初创企业也与机电工程署机电创科网上平台建立联系，平台整合政府不同部门的技术需求，与项目提案作出配对。平台载列数码港初创企业研发的十多个方案，政府部门更已采纳其中两个方案，分别是为机电工程署提供电动车充电设施的oneCHARGE，以及为机电工程署、惩教署、消防处和运输署提供体温检测机器人的路邦科技。

优化配对 延展商机

年内，数码港积极安排初创公司与大型企业之间的商业配对。我们邀得人工智能初创企业华飞思为中电智慧能源计划一“Smart Energy Connect”合办一次活动，并为其中一个项目提交专案；我们亦安排医疗科技初创企业，包括艾草蜂、Abida Medical和Qualife，与新世界发展旗下的港怡医院会面；我们更向西



九文化区管理局推荐Molekiu，探索采用智能接待机器人的可行性。

数码港还推出社群联系计划“Community Connect”，加强社群成员之间的联系，同时发掘与外界企业的协作机会。我们与七家行业协会合作，包

括香港资讯科技联会、青年专业联盟、香港电脑学会和香港软件行业协会等，展示数码港杰出初创企业及优秀方案。计划举办了五场交流活动，共展示22家虚拟银行、人工智能、数码娱乐、电竞和区块链初创企业，吸引超过320人参加。



MOVE YOUR CAMERA TO OVERLAY BLUE AREA 开启网页后移动镜头覆盖蓝色标示位置



MOVE YOUR CAMERA TO OVERLAY BLUE AREA 开启网页后移动镜头覆盖蓝色标示位置

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.

致力推广 数码转型

面对挑战，我们继续前行。数码港再次与香港特区政府合办年度旗舰活动“互联网经济峰会”，推广最新创新科技趋势及发展、应用案例和机遇。上届峰会以“数字经济·缔造未来”为主题，录得超过3,000人次，汲取来自世界各地70多位讲者的真知灼见。

数码港作为香港最重要的金融科技枢纽，更于峰会期间主办“金融科技论坛”，在“定义金融新时代”的主题下，分享了银行、保险和贸易金融未来趋势。香港首批虚拟银行于2019年3月下旬至4月初取得牌照后，更聚首论坛讨论未来发展路向。与此同时，为了推动初创企业的项目对接，我们进行超过100场投资者会面环节，会面总数比上届增加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 数码港初创企业

redsip

POINT CAMERA AT BLUE AREA 移动镜头覆盖蓝色标示位置

Qing Li 李卿
Redsip
Co-founder and CEO
Redsip联合创始人及行政总裁

Received investments from two investors at CVCF 参与CVCF并获得两名投资者融资支持

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.

初创公司要筹集资金从来都不是一件容易的事，你可能会遇到100位投资者，而99位都会说“不”。幸运的是，我们是数码港的培育公司。我们透过CVCF认识的两名投资者，与我们会面后两周便决定注资，可见数码港对我们营运及执行上的认可，是投资者的信心保证。

连系初创提升企业实力

除“数码港创业投资论坛”聚焦企业创投外，数码港亦协办首届“创客中国”国际中小企业创新创业大赛香港赛区决赛。比赛于九个国家和地区举行，享誉国际，邀得当地企业在金融科技、人工智能及大数据、生物医学和智能制造等11个主题范畴，为参赛项目进行投资对

接，协助企业解决营运痛点及提升业务。

其中六个项目已成功获得本地企业青睐，提出意向投资以配合企业的技术需求。当中两项更是来自数码港园区公司—WOOM及Vfluencer，分别获得共用工作空间集团WorkTech的500万港元意向投资及鸿兴印刷集团的1,000万港元意向投资。

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



Cyberport and Convoy co-organised the FINSPIRE Hackathon to encourage university students to design innovative FinTech solutions. 数码港与康宏合办“FINSPIRE Hackathon”，鼓励大学生设计创新金融科技方案。

黑客马拉松

黑客马拉松一向是联系大型企业与创新者的上佳途径，藉以互取所长、培育科技人才及促进企业数码转型。去年，数码港与上海商业银行合办“『领创者』沪港台三地上银金融科技创新大赛”，挑战香港、内地及台湾三地大学生开发金融科技方案，以完善银行的运营及客户体验。我们亦与康宏合办“FINSPIRE Hackathon”，让本地和海外大学生设计金融科技方案，解决社会及环境需求。

另外，“数码通黑客马拉松”汇聚来自六个国家和地区150多个软件开发商、设计师和初创企业，一同为5G及智慧城市创建方案。“虚拟互动招聘博览”期间，数码港主持“Melco Student & Startup Challenge决赛”，挑战来自世界各地的大学以科技重塑酒店和娱乐行业。

除丰富奖金外，部分参赛者更获得“数码港创意微型基金”或“数码港培育计划”的面试机会，进一步实现其创业梦想。

展望将来

疫情过后，运用数码科技将演变为新常态，数码港的一众新经济公司已准备就绪，提供多元化及市场适切的产品方案。有见政府防疫抗疫基金提供财务资助以鼓励科技应用，例如“遥距营商计划 (D-Biz)”、“法律科技基金”和“鼓励及早使用5G技术资助计划”等，数码港亦将加强配对工作，协助企业筛选合适的社群公司方案。我们亦会协助促进政府、非政府组织、学校和社会服务机构的科技应用，进一步推动新型和传统经济融合，向社会宣扬数码转型的优势。



The Future of Smart Living and Digital Entertainment

Organizers:

Market Outreach and Investment 开拓海外市场及投资机会



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.

过去一年，全球经济下行令交易放缓，很多科技及产品的采纳应用和协作均停滞减少。面对如斯情况，数码港加紧借助其全球合作伙伴和投资者网络，支援初创企业发展。通过与美国、加拿大、欧洲以至中国内地、东盟、东亚地区、大湾区及“一带一路”沿线的市场建立联系，我们为初创企业和科技公司接通了全球性的支援和市场开拓机会。这些网络协助我们吸引外地人才、初创企业、技术和投资，以丰富香港的创新科技生态系统。在充满挑战的前景下，这些珍贵资源在帮助初创企业找寻新机会的角色更显重要。



Cyberport actively expands its global network of partners and investors to support the development of start-ups
 数码港积极拓展全球合作伙伴和投资者网络，以支援初创企业发展

Driving deal flow

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

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

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



Cyberport Venture Capital Forum 2019 marked the second anniversary of the Cyberport Investors Network
 "2019数码港创业投资论坛"标志着“数码港投资者网络”成立两周年

Market Outreach and Investment 开拓海外市场及投资机会

Hong Kong.

Enhancing fund syndication

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

Cyberport Investors Network (CIN) 数码港投资者网络



项目对接 推动增长

在2019/20年度，数码港一直促进初创企业的项目对接，并为香港创造更理想的投资环境。年度“数码港创业投资论坛”是我们吸引投资者的一个主要途径，同时也是重点推介不同数码港初创企业的年度活动。在2019论坛期间，我们聚集了超过40位全球创投专家，一同检视探讨“科技创投新领域”。除介绍天使投资者、创投资金、企业和家族投资以至新兴的另类融资平台，讨论亦聚焦于全球科技投资形势，为初创企业和投资者

提供具体可行的建议。投资者配对环节上，我们更安排了200多场会议，让初创企业与投资者进行一对一会面，整体会议数目比上一年增加了33%。

去年的活动亦标志着“数码港投资者网络”成立两周年。在论坛期间，阿里巴巴香港创业者基金执行董事周路美琪，正式接替卸任的慧科资本有限公司联合创始人及董事总经理邱达根，成为“数码港投资者网络”策划小组主席，继续推动香港创新创业生态的发展。

创投机遇 稳步加强

数码港通过积极联系全球投资者，为我们的初创企业增加交投机会。自2017年“数码港投资者网络”成立以来，成功汇聚了超过100个投资者，当中包括私募基金、创投基金、企业投资者、天使投资者和家族办公室。至今网络已通过26个投资配对项目为数码港的初创企业筹集了接近3.6亿港元资金，其中六宗交易于2019/20年度完成。

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

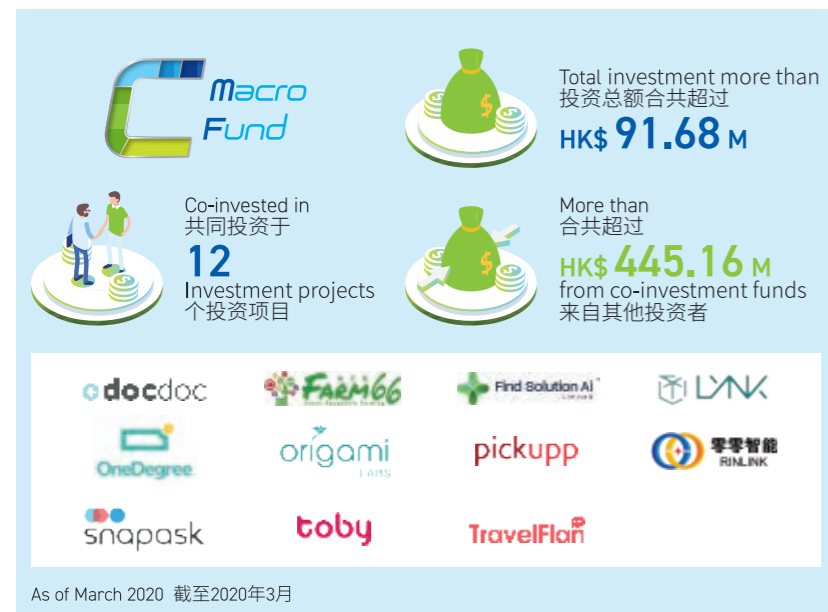
By enhancing collaboration, we will augment the CMF's co-investments with the networking built by the CIN. We are leveraging the intelligence and resources generated by the CMF, such as due diligence, deal reports and investment assessments, to inspire more CIN members to become co-investment partners.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

Strengthening international market outreach

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

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

“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20万港元资助，协助初创企业进行市场研究、宣传推广和出访内地和海外业务、交易会和展览。自计划于2018年11月推出以来，已提供215万港元资金，支持51家初创企业参加97个活动、展览、代表团或落地服务。单单在2019/20年度，我们批核了38份申请，远多于2018/19年度的13份。去年获得的资金促成了智能生活初创企业Service Technology Partners进入新加坡市场；让Phone Joy Solutions于深圳、广州和北京落地；并协助Kazoo Technology参加了六个市场开发计划。



“数码港投资创业基金”（基金）作为支援高潜力初创企业的投资基金项目，本年度共投资了六家初创企业，为相关企业带来总投资额达到4,789万港元（相当于618万美元）。在2019/20年度，物流初创企业Pickupp于获基金投资1,163万港元（相当于150万美元）初始投资后，获得额外5,146万港元（相当于664万美元）的共同投资；基金亦于OneDegree获得虚拟保险牌照时投资了775万港元（相当于100万美元），其后亦带动了5,270万港元（相当于680万美元）的共同投资。

通过加强协作，我们将进一步以“数码港投资者网络”建立的联系去丰富“数码港投资创业基金”的共同投资。我们将透过“数码港投资者网络”搜集的行业情况和资源，例如尽职调查、交易报告和评估等，启发更多网络成员成为共同投资伙伴。这些工作能让投资者分担风险和分享知识，同时促进其他科技投资。

国际市场 巩固拓展

数码港将初创企业和科技公司带入新市场的努力渐见成果。“海外及内地市

CMF drives co-investment amidst the epidemic CMF“疫”市带动共同投资

01/2020 - 06/2020



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

Connecting Belt and Road opportunities

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

在9月份，我们与“迈向亚洲首选香港”代表团一同出访洛杉矶，拜访了当地的创新中心、地方政府官员、初创社区和投资者，与他们交流意见、展示不同方案及建立联系。超过200名参加者出席了数码港主持的“智慧生活与数码娱乐的未来”的专题论坛。七家数码港初创企业在活动及会场的InnoVenture Salon专区中，分享和展示他们崭新的产品及方案。透过是次代表团，Redspots与好莱坞制片厂建立了联系，目前正在与一家于纳斯达克上市的公司合作以扩大其海外市场。另一家专门从事3D编织的初创企业Unspun在活动中遇上全球服装品牌Patagonia，已与美国的需求导向时装供应链建立联系。

一带一路 连接机遇

“一带一路”地区孕育着各种商机，而金融科技和智慧生活范畴的初创企业特别适合投入于这类新兴市场。去年数码港再次以专题分组论坛伙伴的身份参与“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
数码港初创企业

POINT CAMERA AT BLUE AREA
移动镜头覆盖蓝色标示位置

Kevin Lee Ka Tsun 李嘉俊
Founder and CEO of Redspots Creative
红点子创作(香港)有限公司
创办人及行政总裁

Gained opportunity to work with Hollywood creative studios
through joining Cyberport’s LA delegation
参与数码港洛杉矶代表团造就与好莱坞特技公司合作机会

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.

数码港通过Think Asia Think Hong Kong香港代表团将Redspots及其虚拟偶像解决方案带到北美。在那里，我们与多间奥斯卡级数的荷里活制片厂建立联系，现在我们正在与纳斯达克上市公司合作，以扩大我们在海外市场的影响力。

带一路高峰论坛”，举办名为“金融科技重塑数字丝绸之路的国际贸易”的论坛，与超过320位参加者一同探讨了金融科技如何连接“一带一路”的庞大金融商机，促进金融整合和市场的政策协调。

随着数码港与泰国InnoSpace于2018/19年签署谅解备忘录，我们承诺将加强对彼此初创企业的双边支持，并于去年具体实现了进一步合作。于11月，数码港率领十家初创企业参加了东南亚其中一个最大型的数码科技研讨会 — Digital Thailand Big Bang 2019，向来自泰国及东

Cyberport joined the Belt and Road Summit to discuss development opportunities of FinTech in the region. 数码港参与“一带一路高峰论坛”探讨区内金融科技发展机遇。

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 2019. 数码港初创企业向泰国和东盟的公司及投资者演示其方案。

盟国家和世界各地的访客展示他们的方案。数码港合办的 "Innospace Cyberport Demo Day" 演示日, 让我们的初创企业向泰国和东盟的公司及投资者进行投票, 并参加一对一的业务配对会议。

大湾区内 扩展连系

大湾区是另一个蓄势待发的地区, 当中蕴藏不少适合新经济公司的机会, 数码港亦正不断扩大其在大湾区中的覆盖面, 希望可以发掘及接触更多人才、投资和商业机会。在广州举行的 "创新升级·香港论坛" 上, 园区公司在数码港展馆展出, 同时与来自广东省的投资者进行投票和配对活动。数码港联合举办的 "Greater Bay X 城市峰会" 上, 我们将流动技术相关的都市科技连接至大湾区,

与来自西门子、港铁、智慧城市联盟的主讲及100位参加者, 一同探讨 "大湾区的都市科技"。

本地盛事 国际关注

数码港也同时积极参与本地标志性的活动, 以打响香港初创企业的知名度, 帮助他们建立网络。初创企业于4月参加了 "Silicon Dragon", 在小组讨论中探讨了 "物联网和智慧城市创新" 的议题。于7月, 数码港再次参加了 "RISE会议" 初创企业展览会议, 与投资推广署和香港科技园公司的联合展馆中, 介绍了园区21家初创企业, 当中涵盖金融科技、监管科技、区块链、人工智能、教育科技、医疗科技、物联网和专业服务等范畴, 向来自100多个国家1.6万多位参与者一一展示了他们的方案。

生态系统 重整旗鼓

数码港的 "易着陆" 计划提供租金优惠, 吸引跨国公司进驻, 促进数码科技生态的发展。去年, 亚马逊云端运算服务加入了数码港社区, 并将与我们有更进一步的协作。

继往开来, 数码港的国际网络将扮演重要角色, 协助初创企业与全球潜在投资者接触及开拓国际市场。展望未来, 我们期望能吸引更多科技企业和海外人才加入数码港社群, 进一步振兴本地创新科技生态系统发展, 提昇我们在新常态下的竞争力。



Start-ups exchanged ideas with successful entrepreneurs, venture capitalists and industry experts through participating in Silicon Dragon. 初创企业通过参与 Silicon Dragon, 与成功企业家、风险投资者及业界领袖交流。



Cyberport participated in RISE Conference in July last year, introducing Cyberport start-ups to attendees around the world. 数码港在去年7月参与了 "RISE会议", 向世界各地的参加者介绍园区的初创企业。