

Enriching  
Hong Kong's youth with  
STEM and experiential  
activities

透過STEM及連串體驗  
活動孕育新一代  
科技人才

Enabling young  
innovators to kickstart  
and develop digital careers

助新一代創新人才開創  
科技事業

# Inspire the Next Generation

啟發新一代創新思維



# Inspire the Next Generation

## 啟發新一代創新思維

Fuelling Hong Kong with digital technology innovation and synergising the digital ecosystem in the city is one of Cyberport's key aims. Our teams work collaboratively to achieve these goals, and we start this process by engaging the city's most energetic segment – the youth. They have the drive, passion, ability, and are eager to learn. Combined with support from technology institutions, entrepreneurship support, and opportunities for mentorship, young people and aspiring digital technology entrepreneurs have the ability to develop their potential and help Hong Kong develop its digital initiatives.

Cyberport is intent on fostering and empowering the city's next generation of digital technology talent for the world of tomorrow. Our comprehensive youth efforts target at inspiring young talent from an early age, exposing them to digital innovation, and helping them embark on a career in technology, or in kick-starting their entrepreneurial journey.

數碼港著力為香港注入數碼科技創新動力及促進數碼生態發展，我們團結一心，朝著目標進發。從吸引社會上最具活力的一群年青人開始，憑著他們的動力、熱誠、才能及好學的特質，加上科技機構的支持、創業支援及師友計劃等，讓年青人及具抱負的數碼初創企業發揮潛能，協助香港發展數碼科技。

數碼港致力為香港培育新一代數碼科技專才，為未來發展出力。我們全面孕育年輕人才，讓他們從小接觸數碼創新科技，為他們展開與科技相關的職業或踏上創業之旅準備就緒。

To meet the demand for STEM training and talent, Cyberport boosted its STEM and coding programmes. Highlights of 2016/17 included the Inter-School IT Elite Challenge 2016, in which over 1,800 students joined to pass through STEM checkpoints by coding, building robots, and setting up networks; and the Student Formula Coding Competition, in which around 370 students joined to learn about Internet of Things (IoT) and coding e-vehicles.

We have also added more STEM elements to our school visits. Tours to Cyberport now include visit to the IngDan Hong Kong Experience Centre, which was opened in 2016, showcasing IoT innovations from Mainland China and Hong Kong, including those from Cyberport start-ups. We are also working with schools to design workshops based on their needs and interests, such as 3D printing, coding, and virtual reality (VR), to let students experience the latest innovation and technology.

在2016/17年度，數碼港加強STEM及編程活動，以配合社會對STEM培訓及人才的渴求，其中包括「校際IT精英挑戰賽2016」，活動共超過1,800名學生參與，他們通過連串與STEM有關的考驗如編程、機械人製作及建立網絡。另外，近370名學生參與「全港學界電動車程式賽」，了解更多關於物聯網及將編程應用在操作電動車。

數碼港的學校參觀活動也加入更多STEM元素，包括到訪於2016年開幕的「硬蛋香港體驗館」，認識中國內地、香港和數碼港初創企業研發的物聯網創新科技。我們也因應學校團體的興趣，一同設計工作坊，讓學生體驗最新的創新科技，例如3D打印、編程及虛擬實境技術等。



### Education and technology

STEM education is an effective way to inspire primary and secondary students about technology and hone their problem-solving and digital skills. It received strong support in both the 2016 and 2017 Policy Address when the government provisioned new funding to schools. Many financial institutions and professional firms are actively seeking STEM scholars to join their ranks to embrace digital transformation and a new era of work.

### 教育與科技

STEM教育有助啟發中小學生認識數碼科技，提升他們的解難能力及數碼技能。在2016及2017年施政報告中，政府增撥資源向學校推廣STEM教育。很多金融機構及企業均積極招攬STEM專才，迎合數碼轉型新時代的需要。

### Advancing capacity building

For university students who want to receive advanced training or to pursue a career in technology or even to set up a digital business, Cyberport offers a series of capacity building initiatives. In 2016/17, we organised a series of hackathons, such as the BitwiseHacks FinTech Hackathon Series and Global Game Jam, to allow participants to compete in coding, pitching, and FinTech solutions. These activities are excellent for students to show their talent and enhance their problem solving, collaborative, and business building skills.

### 提升技術及能力

數碼港為有志提升技術水平或有意投身創科行業建立初創企業的大學生策劃了一系列訓練和活動，提升他們的能力。於2016/17年度，我們舉辦了連串黑客馬拉松活動，例如「BitwiseHacks FinTech Hackathon」系列及「Global Game Jam」，讓參加者比試程式編碼、推銷技巧及金融科技方案，以此展現才能，提升他們解難、協作和創業的能力。



We ran the second edition of the Cyberport University Partnership Programme (CUPP) for students with FinTech aspirations to receive premium training. 20 teams nominated by 6 local universities, comprising 65 students, joined the programme. In total, 53 of the students took their FinTech projects to the US for a week-long FinTech entrepreneurship bootcamp at the Stanford Graduate School of Business. In addition to the trip, the students received various pre-camp training from our industry partners, where they learnt about the latest industry development and pain points. These representatives came from organisations such as the Hong Kong Computer Society, Hong Kong Institute of Bankers and Hong Kong Association of Online Brokers Limited, and consulting firms such as Ernst & Young, KPMG and PricewaterhouseCoopers.

我們連續第二年舉辦「數碼港·大學合作夥伴計劃」，讓有志在金融科技上發展的大學生接受優質培訓。參與計劃的20組隊伍共65位學生，由6間本地大學合作夥伴提名，當中有53位學生遠赴美國史丹福商學院參加了為期一星期的金融科技創業營訓練，完善其金融科技創業項目。為加強培訓成效，在計劃的業界夥伴支持下，學生在出發前參加連串培訓，以了解行業最新發展及痛點。支持該計劃的業界夥伴包括香港電腦學會、香港銀行學會及香港網上經紀協會有限公司，以及專業顧問如安永會計師事務所、畢馬威會計師事務所及羅兵咸永道會計師事務所。

University Partners  
大學合作夥伴



Cyberport Start-up  
數碼港初創企業



Providing 350,000 students with instant access to tutor support. All they need to do is snap a picture of the question at hand.

為35萬位學生提供即時學習指導。用家只需把學習時遇上的難題，用手機拍下便可。

*Snapask was still an idea when we first joined the Cyberport Incubation Programme. We truly appreciate Cyberport's talent recruitment support and advice, which has enabled us to expand to other regions within half a year of our launch. Today we are serving 350,000 students across Hong Kong, Malaysia, Singapore, Taiwan, Indonesia, Japan and Korea, redefining the way they learn.*

在加入數碼港培育計劃前，Snapask仍是一個構想。我們十分感謝數碼港在人才招聘上提供協助及意見，令我們可以在平台推出短短半年間，把業務拓展至其他地區。今天我們的足跡已遍佈香港、馬來西亞、新加坡、台灣、印尼、日本及韓國，服務35萬名學生，重新定義傳統的學習模式。



Timothy Yu 余佑謙  
Founder 創辦人

Cyberport also offered internship placements with the Cyberport Digital Tech Internship Programme, connecting technology companies and start-ups to some 71 internship opportunities in Hong Kong, Mainland China, and the US. Locally, there is the e+startup Internship Programme, through which students can work with the founders of Cyberport start-ups, while the eHealth Record Internship Programme enabled students to learn about health informatics in Hong Kong.

此外，我們於2016/17年度透過「數碼港數碼科技實習計劃」，聯繫不同的科技公司及初創企業，為學生在香港、中國內地及美國安排了共71個實習機會。於香港，我們亦提供「e+創業」實習計劃，學生可與數碼港初創企業的創辦人工作；另外也可參加「電子健康紀錄職前實習計劃」，了解實際香港醫療資訊系統情況。

Elsewhere, internship placements are offered in Mainland China; with companies including Microsoft, Cisco, Ctrip, and UnionPay; and in Silicon Valley at prestigious accelerators like 500 Startups, as well as Plug and Play. Hundreds of applications were received in 2016/17 for the Silicon Valley and Shanghai placements competing for 32 spots, a clear indication of strong interest amongst students. Overall, Cyberport is making a real difference in the lives of young people.

數碼港也提供在香港以外的數碼科技公司實習機會，例如在中國內地的科技巨頭微軟、思科系統、攜程網及銀聯；海外實習機構則包括矽谷著名的加速器「500 Startups」及「Plug and Play」。於2016/17年度，我們接獲數百份有意前往矽谷及上海的實習申請，爭奪32個實習機會，反映學生對實習計劃的興趣。總括來說，數碼港對年青人的生活引入不同的機會。



## Inspire the Next Generation 啟發新一代創新思維

To showcase career prospects and work opportunities, Cyberport co-hosted the Career Fair with the Office of the Government Chief Information Officer and matched youths with start-ups and technology companies. The one-day event attracted a record of more than 3,500 visitors and featured more than 500 full-time and internship openings. Key executives from Google and Microsoft also came to talk under the theme of "IT – You Study, We Hire!" and invited students to join the industry.

為了展現行業前景及工作機會，數碼港與政府資訊科技總監辦公室聯合舉辦「數碼港職業博覽」，配對初創企業和科技公司與年青人。這個活動提供超過500個全職及實習職位，吸引了逾3,500名求職者。當日谷歌及微軟要員亦前來以「IT – 你讀，我請！」作主題分享，鼓勵學生投身數碼科技行業。



For those who wish to take their digital venture further, Cyberport provides comprehensive entrepreneurship programmes and early-stage funding via its signature programme, the Cyberport Creative Micro Fund (CCMF), to help start-ups turn ideas into prototypes and provide entrepreneurial training. CCMF received a record of over 580 applications in 2016/17 and accumulated a total of 309 CCMF projects as of 31 March 2017.

對於銳意進一步在數碼科技業發展的年青人，我們的旗艦計劃「數碼港創意微型基金」提供全面創業支援、種子基金及培訓，幫助初創企業把創意點子發展成產品雛型。此計劃於2016/17年度接獲逾580份破紀錄申請。截至2017年3月31日止，該計劃已累計支持了309個「數碼港創意微型基金」項目。

### Cyberport Start-up 數碼港初創企業



Seamless and interactive event management platform for optimal cost efficiency and attendee engagement.

無縫及互動式活動管理平台，提升成本效益及出席者管理。

*We were just fresh out of university when we founded EventXtra. Joining Cyberport allowed us to connect with great start-ups, fantastic investors, and attract terrific talents, and we could not be what we are today without Cyberport's support, partnership, and connections.*

創立EventXtra時，我們只是一班剛離開大學校園的學生，數碼港讓我們聯繫到優秀的初創企業、非一般的投資者及吸引出眾的人才；沒有數碼港的支持、其合作夥伴及業務網絡，也沒有今天的EventXtra。

**Sum Wong 黃卓琛**  
CEO and Co-Founder 行政總裁暨聯合創辦人



### Cyberport Start-up 數碼港初創企業



Revolutionising transport and logistics with its 180,000 drivers in Hong Kong and across Asia.

遍布香港及至亞洲的18萬名司機，構建交通及物流業的新時代。

*GOGO VAN is very grateful for all the help we have received from Cyberport, which has always been supportive of start-ups in Hong Kong. Here, you can get all kinds of useful start-up related information, and Cyberport creates a healthy ecosystem for local start-ups to grow as well as a tech-friendly environment for network building.*

GOGO VAN十分感謝數碼港在各方面的幫助，一直以來數碼港也為香港的初創企業提供莫大的支持。在這裡，您可以接觸到有用的初創企業資訊。數碼港建立了一個健康的創科生態環境，讓本地初創企業成長，也是一個科技友善的環境，讓企業拓展業務網絡。

**Steven Lam 林凱源**  
Co-Founder & CEO 聯合創辦人兼行政總裁



### Promising Outcomes

Cyberport's youth initiatives have made a mark as well. Many CUPP participants have taken part in Cyberport's programmes and activities, such as internships, entrepreneurial programmes, workshops, training, and hackathons. Participants have also invited their friends to events and propagated an innovative and start-up spirit among the new generation.

Cyberport has also accumulated a strong following of past event participants and alumni from entrepreneurship and internship programmes. These individuals have been profoundly influenced by digital innovation and start-up culture, and they continue to stay engaged with Cyberport's news and events. Some maintain long-term friendships and lend one another mutual support, partnership, and share industry news and information. Others, such as past grantees and incubatees, have decided to pay their good fortune forward by offering assistance to new generations of digital innovators and like-minded individuals, allowing them to be involved in this incredible digital technology ecosystem.

This inclusive suite of offerings and community is one of the reasons students, educators, and youth organisations favour Cyberport as a partner in nurturing young entrepreneurial aspirations. Cyberport seeks to provide the most comprehensive and fertile environment to inspire and prepare our youth for a digital future, and continue to offer support through entrepreneurship and partner programmes.

### 成績斐然

數碼港一系列針對年青人的創業培訓成效顯著，很多參加「數碼港·大學合作夥伴計劃」的學生亦參與其他數碼港的計劃及活動，例如實習計劃、創業支援計劃、工作坊、培訓及黑客馬拉松。他們更向身邊朋友推廣數碼港的活動，在新生代之間宣揚創新及創業精神。

過往參與了數碼港活動、創業支援計劃及實習計劃的參加者和創業者，都成了數碼港堅實的支持者。他們深受創新創業文化影響，緊貼我們的動態及活動。多年來，有些更成為志同道合的朋友，互相支持、合作、交換業界新知及資訊。數碼港創業支援計劃的畢業生更樂意把他們的創業經驗傳承下去，協助新一代數碼科技創業者，投入這個潛力龐大的數碼科技行業。

數碼港完善的配套及社群網絡，吸引學生、教育工作者及青年團體選擇數碼港作為合作夥伴，攜手培育新一代創業者。數碼港將繼續提供最全面的創業支援、最有利創科行業發展的環境，啟發年青人迎接數碼新時代。我們會透過創業支援計劃及夥伴網絡，繼續成為他們的強勁後盾。

Let Ideas Shine  
讓創意發光發亮



Pitching Training  
演示訓練

Business Analysis  
業務分析



Market Expansion  
拓展海外市場



Reaching out to investors and  
corporate partners to drive deal  
flow and adoption  
連繫投資者及企業夥伴推動項目  
對接及科技應用

Financial Assistance  
財務支援



Cyberport News



Market Exposure  
增加市場曝光



Ideas to Grow  
孕育創意點子

Accelerating start-up  
development with  
enablement programmes

全面創業家支援計劃  
加快初創業務增長



# Nurture and Scale-up Entrepreneurs

扶植業界實力 帶動創業氣氛

# Nurture and Scale-up Entrepreneurs

## 扶植業界實力 帶動創業氣氛

In 2016/17, we witnessed a strong inflow of start-ups to Cyberport's programmes, a reflection of the passionate interest in digital entrepreneurship and innovation in Hong Kong. We also observed a stream of mature start-ups achieving market success and gaining international recognition. These accomplishments were made possible as a result of our assistance along their entrepreneurial journey, supportive government initiatives, and ever-more creative innovators joining the ranks of digital entrepreneurship.

We know that the best ideas must be connected to markets and investment, and in this spirit, Cyberport bolstered its entrepreneurial support in 2016/17. We dedicated more resources to start-ups, enhancing their market and investment readiness. From previously providing enablement training to Cyberport's start-ups only, we have now expanded our enablement programme to all digital technology companies in our community, including Smart-Space companies, providing them with all-rounded support to succeed in the business. These services address varying needs from intensive training for younger start-ups to structured investor meetings for mature start-ups.

在2016/17年度，參與數碼港創業支援計劃的初創企業數目大增，反映了香港的數碼初企及創科風氣熾熱。不少發展成熟的初創企業陸續進軍國際市場並獲得認同，全因數碼港與初創企業一路同行，加上政府的政策支援，成功吸引愈來愈多創新專才投身成為數碼創業家。

具創意的點子必須要面向市場及獲得投資才可成功。為此，數碼港於2016/17年內致力投放更多資源於創業支援，着重提升初創企業在市場營銷及集資的準備。有別於我們過往只為數碼港初創企業提供培訓，現在我們的支援已拓展至社群內的所有數碼科技公司，包括Smart-Space共用工作空間的公司，讓更多企業得到全方位支援，引領他們邁向成功。這些服務針對企業發展不同階段的需要：由向剛成立的初創企業提供密集培訓，乃至為較成熟的初創企業連繫投資者等。

**Cyberport Start-up  
數碼港初創企業**



15,000 businesses trust Dragon Law for its cloud-based legal software platform.  
15,000間公司選擇信賴Dragon Law的雲端法律軟件平台。

*We have benefited from the support of the Cyberport Incubation Programme. We have now moved into the Smart-Space where we can meet more like-minded digital start-ups.*

*我們的成功有賴數碼港培育計劃的支持。現時我們已進駐數碼港的Smart-Space共用工作空間，在那裡讓我們認識到其他志同道合的數碼初創企業。*



**Daniel Walker**  
CEO 行政總裁

### Cyberport Start-up 數碼港初創企業



Turning fingers into phones with bone conduction technology for seamless and screen-less communication.

通過我們的骨傳導技術，手指也能化身成手機，達至無縫、無屏幕通訊。

*If HKUST was where our team and ORII were born, then Cyberport was where our concept became a reality. Apart from the comprehensive services and great publicity support, Cyberport, a responsive and impactful partner, lined us up with some of our best partnerships and investment opportunities. We look forward to giving back to the Cyberport community and fostering a spirit of generosity by sharing what we have learned from this powerful platform.*

*如果香港科技大學是我們團隊及ORII的誕生地，數碼港便是我們把概念付諸實踐的地方。除了全面的服務及優質的宣傳支援外，數碼港也是一個高效及有影響力的夥伴，為我們聯繫到一些最好的業務夥伴及投資機會。未來，我們熱切期望透過分享我們在這裡學到的知識，回饋數碼港社群及加強社區內的共享精神。*

**Kevin Wong 黃家恒**  
CEO 行政總裁



### Increase Market Exposure and Deal Flow

Hong Kong start-ups, particularly those focus on business to business solutions, often lack market access – many of them seek feedback after prototypes are developed, which delay their time to market. Cyberport serves as the bridge between start-ups and the industry during their early phase of development to boost the success rate of their products.

For instance, start-ups in FinTech were connected to industry professionals to learn about regulations, compliance, and other operational constraints. This allowed start-ups to fine-tune their ideas and, in certain cases, decide the best market to promote their solutions.

Cyberport also organised pitching and networking events for investors to learn about start-ups and for start-ups to reach out to investors, with excellent results. Origami Labs met the Alibaba Entrepreneurs Fund at a pitching event, leading to a strategic investment. Appustech, a start-up offering parking solutions, closed a deal within 6 weeks after meeting its first investor at an awards celebration party.

### 增加市場曝光及項目對接

香港的初創企業，特別是專注開發B2B(企業對企業)解決方案的公司，往往缺乏進入市場的渠道。他們很多時在開發產品雛型後才能收集用家意見，延誤了打入市場的時機。有見及此，數碼港在初創企業發展初期扮演他們與業界的橋樑，以求增加產品成功的機會。

舉例說，數碼港為金融科技相關的初創企業連繫業界專業人士，助他們了解行業監管、法規及其他實際營運上的限制。這可讓初創企業調整策略，選定市場。

數碼港亦舉辦了連串創投演示及交流活動，連繫投資者並加強他們與初創企業的相互了解，成效顯著。例如Origami Labs在投資對接活動中認識阿里巴巴創業者基金的代表，促成了兩者其後的投資；泊車解決方案平台Appustech在數碼港一個慶祝會上也遇上其首位投資者，更於六星期內成功獲得注資。



### Training and mentorship

With digital technology's rapid development, start-ups in every field need to keep abreast of the latest trends. In 2016/17, we launched a partnership with IBM and provided a series of blockchain training sessions covering Blockchain+ FinTech, Blockchain+ EduTech, and Blockchain+ e-commerce solutions. The training guided start-ups to explore cross-sector integration and upgrade their business with up-and-coming technologies, and all participants considered the training extremely fruitful.

### 培訓及師友計劃

數碼科技發展急速，不同領域的初創企業要緊貼潮流，把握發展機遇。為此，我們於2016/17年度展開了與IBM的合作，提供一系列與區塊鏈技術相關的培訓，涵蓋區塊鏈+金融科技、區塊鏈+教育科技、區塊鏈+電子商貿相關的解決方案。有關培訓引領初創企業開拓跨行業商機，讓新技術更廣泛應用於業務層面，所有參與的公司均表示獲益良多。

Knowing that some start-ups require targeted investment training, in 2016/17, we cooperated with the University of California, Berkeley and adapted its investment training programmes for Hong Kong. Experts well-versed in coaching imparted on what venture capitalists and angel investors look for in start-ups, and how start-ups can better prepare themselves and successfully obtain funding.

我們知道部分初創企業需要針對性的投資培訓，因此，我們於2016/17年度與加州大學柏克萊分校合作，引進其投資培訓計劃。計劃旗下的專家明白及針對風險投資及天使投資者的需要，指導初創企業應如何裝備自己，才能成功獲得注資。



### Cyberport Start-up 數碼港初創企業



#### Heycoins

Turning inconvenience to ease. Smart kiosks turn coins to digital currency, special offers, and charity donations.

化不便為簡便。智能散銀兌換機，把硬幣轉換成電子貨幣、優惠卷或作慈善捐贈。

*We have always wanted to join Cyberport and become a part of this largest start-up community in Hong Kong, where we have found mentors, business partners, like-minded peers, and opportunities. Through different events, competitions, and business matching sessions organised by Cyberport, we have gained so much and we are certain this supportive community will continue to help Heycoins create more social and economic impact in our world.*

我們一直希望加入數碼港，成為香港這個最大型初創企業社區的一分子，在這裡我們找到了導師、合作夥伴、有同樣抱負的同儕及發展機會。通過數碼港舉辦的不同活動、比賽及配對環節，我們獲益良多。我們確信，這個社區會繼續協助Heycoins，創造更多社會及經濟效益。



**Eddie Rong 榮南**  
CEO & Company-Founder 執行董事及聯合創始人



In 2016/17, we doubled up the quota of Cyberport Incubation Programme and our start-ups achieved a 300% year-on-year funding boost, an encouraging result of Cyberport's connection with investors, investor training, and support provided to start-ups. The substantial jump in investment offered a strong endorsement for our start-ups and the success of the Cyberport Incubation Programme.

We also enriched the CCMF Mentorship Programme by lining up alumni of the Cyberport Start-up Alumni Association to provide one-on-one, entrepreneur-to-entrepreneur mentorship to grantees, and invited entrepreneurs from Mainland China to serve as mentors to share their experience in a bootcamp.



2016/17年度「數碼港培育計劃」的名額倍增，數碼港的初創企業獲投資金額按年錄得三倍增幅，成績驕人，更印證數碼港在連繫投資者、培訓及支援的努力及成果。此大幅度的增長亦反映了外界對數碼港的初創企業及數碼港培育計劃的信心。

「數碼港創意微型基金」的師友計劃內容也越見豐富，數碼港創業學會一眾畢業生為計劃的新生提供一對一的企業師友指導；也邀請了內地的創業家成為導師，在創業營上分享他們的創業經驗。

**Cyberport Start-up  
數碼港初創企業**



Asia's largest in-destination services booking platform, allows users to discover and book travel experiences at exclusive prices.

亞洲最大的旅遊體驗預訂平台；讓用戶在專享的價格搜尋及預訂旅遊特色行程。

*Committed to nurturing and supporting start-ups at different development stages, Cyberport has been providing Klook with great networking opportunities to connect with potential users, employees, and industry leaders.*

數碼港致力培育及扶植初創企業，在不同階段為企業提供支援。數碼港一直以來為KLOOK帶來許多交流的機會，讓我們接觸到潛在用家、員工及行業領袖。

**Eric Gnock Fah 王志豪**  
President & Co-founder 聯合創辦人兼總裁





**Cyberport Start-up  
數碼港初創企業**



Maximise returns, manage risks, and support trading decisions for the wealth management industry with Lattice's invention: The world's first, award-winning, View-Driven Portfolio Optimiser and Robo Advisor.

由Lattice研發、世界首創並獲獎的觀點驅動投資組合優化器和智能投顧，為財富管理行業增加投資回報、管理風險及協助市場交易決策。

*Relocating from London to start Lattice with the famous Cyberport Incubation Programme was our conscious decision*



*and we have never regretted it. We soon discovered a truly empathetic and helpful community and Cyberport's dedicated, passionate, and exceptionally knowledgeable entrepreneur-support team – It made our tough start-up journey much more enjoyable and helped our business to expand and evolve. We are determined to stay connected with Cyberport.*

Lattice由倫敦遷往香港發展，並參與享負盛名的數碼港培育計劃，是我們一個深思熟慮且絕對正確的決定。我們很快便感受到這是一個貼心及互助的社區；數碼港的創業支援隊伍全心全意、充滿熱誠及擁有專業知識—令我們更能享受這個艱辛的創業旅程，也有助我們擴充業務及發展，我們日後定必與數碼港保持緊密聯繫。

**Wing Cheung 張嶸**  
CEO 行政總裁

**Intra-ecosystem collaboration**

As the Cyberport community grows in diversity, we strengthen collaboration among community members. It is our aim to bridge both technology and other professional service companies in our community to partake in collaboration and drive mutual growth. For instance, TNG Wallet payment is now offered on all tenant shuttle buses. We also lined up Marks & Clerk, an IP expert in Cyberport, to offer free initial consultation to start-ups.

To ensure that Cyberport start-ups receive optimal support as they grow their businesses, we organise regular review meetings to monitor their progress and offer tailored support to meet their needs. These include matching them with relevant business partners at Cyberport's events, as well as taking them on overseas delegations for business development. All these initiatives provide the most nourishing environment for start-ups to quickly grow and go to market.



**園區內互惠協作**

隨著數碼港園區的初創企業日趨多元化，我們加強了園區企業之間的互惠合作，成為科技與非科技企業之間的橋樑，帶動業務雙向增長。例如我們引入TNG Wallet的支付技術，用於所有租戶專車上；我們亦邀請了數碼港租戶、知識產權專家公司麥仕奇，向初創企業提供免費的初步諮詢服務。

為確保數碼港的初創企業獲得最合適的支援以擴展業務，我們定期會見他們以了解發展進度，也度身訂造支援服務來配合他們的需求，包括在數碼港的活動中進行配對，及組織海外代表團，尋找更多商機。這些措施旨在為初創企業提供最優質的環境，以培育它們快速成長及擴展市場。



# Connect Partners and Global Network

聯繫業界夥伴  
推動企業踏足國際舞台

Unleashing  
Hong Kong's potential  
in FinTech, Big Data/AI,  
e-commerce, and IoT/Wearables

釋放香港在金融科技、大數據/  
人工智能、電子商貿及物聯網/  
可穿戴科技的發展潛力

Partnering with key players  
to springboard start-ups  
to success

與業界巨頭合作  
助初創企業成就非凡



## Connect Partners and Global Network 聯繫業界夥伴 推動企業踏足國際舞台

As our start-ups grow, scaling is the next essential aspect of their journey, and Cyberport is ready to connect these rising stars to a worldwide network of partners and investors in Hong Kong, Mainland China, across Asia, and globally. In 2016/17, Cyberport enhanced its service platforms and bolstered ecosystems in its major clusters including FinTech, Big Data/AI, e-commerce and Internet of Things (IoT)/Wearables.

Cyberport is committed to developing Hong Kong's digital economy while connecting start-ups to new opportunities globally, by working with governments, enterprises, incubators, or accelerators. We continue to help our start-ups go global and strengthen our inbound services for international start-ups as they expand to Hong Kong.

### Accelerate Cluster Development

To date, we have brought over 70 partners to our network, adding accelerator programmes and collaboration opportunities, for we understand it takes strong ecosystems to grow new industries. FinTech is one of our key clusters and an area of keen interest. For this reason, we supported the 12-week SuperCharger FinTech Accelerator programme at Smart-Space FinTech for FinTech innovators.

隨著數碼港初創企業的發展漸上軌道，擴大業務版圖是創業路上的重要里程碑。我們已準備就緒，把數碼港的明日之星連繫至中港、亞洲及環球的業務夥伴及投資者。於2016/17年度，數碼港的服務平台更趨完善，集中力量推動金融科技、大數據/人工智能、電子商貿及物聯網/可穿戴科技的生態發展。

數碼港致力推動香港的數碼經濟發展，並與不同地區政府、企業、孵化器或加速器合作，為初創企業拓展全球機遇。我們會繼續扶植初創企業走向世界，同時為進駐香港市場的初創企業加強服務，吸引世界各地初創企業來港拓展業務。

### 加速重點科技群組發展

時至今日，我們已連繫了超過70個合作夥伴，引入了更多加速器計劃及其他協作機會。我們深信一個強大的生態環境才能讓新行業成長。金融科技是我們其中一個重點群組，因此我們支持為期12星期的「SuperCharger」金融科技加速器計劃，讓參與的金融科技公司在Smart-Space FinTech共用工作空間成長。



We co-organised the third FinTech Innovation Lab Asia-Pacific with Accenture, with 8 shortlisted FinTech start-ups from around the world, including 4 from Cyberport, undergoing a 12-week intensive mentoring programme. These start-ups were connected to leaders at Bank of America, Merrill Lynch, Credit Suisse, Goldman Sachs, HSBC, J.P. Morgan, China Construction Bank (Asia), Standard Chartered, and other financial institutions.

We organised regular industry events, including a FinTech O2O series for start-ups, to enhance networking between industry practitioners and regulators. Cyberport also organised international conferences to connect Hong Kong's FinTech start-ups and businesses, including hosting 2 dedicated sessions at the prestigious Asian Financial Forum discussing payments, cybersecurity, and encouraging investment in Hong Kong's FinTech start-ups. These efforts were augmented by our hosting of a FinTech session on global FinTech innovation at the 2017 Internet Economy Summit.

我們與埃森哲合辦了第三屆「亞太區金融科技創新實驗室」，讓8間來自不同地區的金融科技初創企業，包括4間數碼港初創企業在內，進行為期12個星期密集式的指導培訓。與此同時，我們與銀行界的代表包括美銀、美林、瑞信、高盛、匯豐、摩根大通、建行(亞洲)、渣打及其他金融機構交流。

我們定期舉辦行業活動，例如為初創企業而設的「FinTech O2O」系列，增加業界與監管機構的交流。數碼港去年度舉辦和參與多個國際會議，促進溝通。我們在具有影響力的「亞洲金融論壇」舉辦了兩個有關電子支付技術和網絡安全的專題環節及鼓勵投資於香港金融科技初創企業。我們亦在「2017互聯網經濟峰會」中籌辦「全球金融科技創新意念」專題論壇，推動新的金融科技政策。



Cyberport Start-up  
數碼港初創企業

SHOPLINE

B2B e-commerce software platform that has helped over 80,000 merchants in Asia to open their online shops.

B2B 電子商貿軟件平台，為亞洲逾8萬間商戶開立網上商店。

*Cyberport has done a great job facilitating and hosting regular industry sharing, workshops, and networking events for start-ups and SMEs. We would also like to express our appreciation to the Cyberport team for providing continuous support and valuable feedback throughout the various programmes.*

數碼港在促成及舉辦定期行業分享會、工作坊及初創企業和中小企的交流活動上表現出色。數碼港團隊通過不同活動為我們提供了支援及寶貴意見，我們也希望藉此向他們表達謝意。

Tony Wong 黃浩昌

Co-founder & CEO 共同創辦人及執行長



We worked closely with the government, including the Innovation and Technology Bureau, the Hong Kong Monetary Authority, and Financial Services and the Treasury Bureau to drive for new policies in nurturing the FinTech industry. We also reached an memorandum of understanding (MoU) with the Hong Kong Monetary Authority, Hong Kong Science and Technology Parks Corporation, and ASTRI to promote regulatory overhaul and industry adoption of innovative FinTech solutions. Public education has also been paramount, with workshops and seminars increasing the awareness of the public on topics including Blockchain, Cybersecurity, InsurTech, RegTech, and many more.

Although FinTech is a key focus, other key clusters saw significant development as well. At the Digital Entrepreneur Leadership Forum, we showcased Smart Mobility and Smart City solutions, and connected thought leaders to examine opportunities in AI, Big Data, Internet of Things (IoT), and Wearables. We joined Lenovo to launch the three-month Lenovo Accelerator TOP TEN Programme, offering funding, infrastructure, and business support to AI, Big Data, and Robotics start-ups in Hong Kong and southern part of Mainland China. Another popular initiative saw IngDan set up its first Hong Kong Experience Centre at Cyberport to showcase IoT and Wearable products, including those developed by our start-ups, and accelerate the product launch of their innovations.



我們與政府緊密合作，包括與創新及科技局、香港金融管理局及財經事務及庫務局聯手推動新的金融科技相關政策。我們也與香港金融管理局、香港科技園公司和香港應用科技研究院簽訂合作備忘錄，推動行業監管及法規，並推動金融科技在業界應用。公眾教育工作也十分重要，我們舉辦工作坊及論壇，介紹區塊鏈、網絡安全、保險科技、監管科技等知識。

雖然我們著力發展金融科技，但在其他科技範疇上亦取得理想成績。在「數碼企業卓越領袖論壇」上，我們展示了智慧流動相關的解決方案，邀請行業領袖分享人工智能、大數據、物聯網及可穿戴技術的發展潛力。另外，我們與聯想集團合作，推出為期三個月的「聯想全球TOP TEN計劃」，在香港及南中國地區為人工智能、大數據及機械人技術相關的創業家提供資金、硬件配套及其他業務支援。硬蛋在香港開設首個體驗館亦是另一個獲好評的項目，體驗館內展出了包括數碼港初創企業研發的物聯網及可穿戴相關科技產品，加快把創新產品推出市場。

Linking global markets

Cyberport has built a reputation for incubating high quality start-ups; that is why accelerators favour solutions from the Cyberport community. In 2016/17, two of our start-ups were admitted to 500 Startups, and another two to Y Combinator. Many others have ventured globally and achieved market success. TNG Wallet, a Fintech start-up that joined the Cyberport Incubation Programme and Cyberport Accelerator Support Programme, spring-boarded into 14 markets. Meanwhile, APrivacy, a Canadian start-up and Cyberport Smart-Space company offering digital security solutions, met key financial partners through Cyberport network, and opened up new markets around the world.

As we cast our focus increasingly on the Asia-Pacific region, we are actively building connections with accelerators in strategic markets such as Taiwan, Korea, Singapore, and Malaysia. In 2016/17, for example, we established connections with Taiwan's PurpleCow Startup Association and AppWorks to help Hong Kong start-ups enter the Taiwan market. As we explore global opportunities, a bilateral agreement with Canada's Ontario Centres of Excellence was established, to support three Canadian companies soft-landing in Hong Kong.

連接全球市場

數碼港培育了多間具質素的數碼科技初創企業，不少加速器在此尋找具潛力的投資對象。於2016/17年度，我們有兩間初創企業成功晉身「500 Startups」加速器，另外兩間則加入了「Y Combinator」，還有很多初創企業成功拓展國際市場。以金融科技公司TNG Wallet為例，他們是數碼港培育計劃及數碼港加速器支持計劃的公司，現已拓展至環球14個市場。另一間自來加拿大進駐Smart-Space的初創企業APrivity，為企業提供數碼安全的解決方案，在數碼港的連繫下，找到主要投資者，將業務開拓至新市場。

近年我們極力發展亞太區，積極與來自台灣、南韓、新加坡及馬來西亞等戰略性市場的加速器建立聯繫。於2016/17年度，我們與台灣紫牛創業協會和之初創投合作，幫助香港的初創企業拓展台灣市場。另外，為開拓全球商機，我們與加拿大安大略省卓越中心簽訂了雙邊協議，為三間加拿大公司落戶香港作出安排。

Cyberport Start-up  
數碼港初創企業



Seamless digital security delivering multi-channel customer experiences for the financial services industry.

可應用於多渠道的無縫數碼安全技术，為金融服務行業帶來全新客戶體驗。

*We joined Cyberport to advance APrivacy's FinTech aspirations. The dynamic community of Cyberport connects us to many other start-ups, to socialise with entrepreneurs and form lasting business contacts. Smart-Space FinTech is not just spacious and inspiring, it also enables us to work among FinTech peers and participate in all kinds of conferences and industry events to gain valuable exposure.*

APrivity銳意在金融科技領域上大展拳腳，故此我們選擇進駐數碼港。數碼港是一個活力澎湃的社區，在這裡我們聯繫到不少初創企業，與不同的創業家交流，更在此贏得長遠的生意聯繫。Smart-Space FinTech不但是個寬敞及富啟發性的地方，這裡讓我們有機會與其他金融科技同業合作；而參與不同的座談會及行業活動，有助我們擴闊行業接觸面。

Cédric Jeannot

Founder & CEO 創辦人兼行政總裁





Without a doubt, the Mainland China market is always top of mind, particularly with its rapid Internet+ development. Hong Kong's start-ups must be prepared and equipped to tap opportunities in Mainland China markets, the Greater Bay Area, and countries along the One Belt, One Road initiatives. To this end, we hosted events in Shanghai, Beijing, Shenzhen to introduce Hong Kong's start-ups and digital solutions to Mainland Chinese customers, partners, and investors.

中國內地是我們致力發展的市場，加上其快速發展的「互聯網+」策略，香港的初創企業必須裝備自己，抓緊內地、粵港澳大灣區及「一帶一路」沿線國家的發展機遇。在這方面，我們在上海、北京及深圳舉辦了簡介會，介紹香港的初創企業及數碼解決方案予中國內地的客戶群、夥伴及投資者。

#### Cyberport Start-up 數碼港初創企業



Democratises access to knowledge, connecting users to 35,000+ subject matter experts across nearly 80 countries, for fast and cost-effective consultations.

自主地聯繫全球近80個國家超過35,000名專家，輕鬆獲得專家知識，是一個高效及低成本的專家平台。

We are very proud to become the first Cyberport Macro Fund investee earlier this year. Cyberport is known for helping start-ups grow and prosper and has an outstanding start-up community. The professional support was extraordinary, and was crucial to the progress we have made. It is an incredibly rewarding partnership and we look forward to many more years of working together to make Lynk a truly global brand.

我們很榮幸成為「數碼港投資創業基金」首間投資的公司，數碼港一直扶植初創企業成長及發展，並以其超卓的初創社區而聞名。Lynk的成長與數碼港的專業支援息息相關。數碼港是一個難能可貴的夥伴，我們將繼續與數碼港合作，攜手把Lynk建成立全球品牌。



Peggy Choi 蔡碧琪  
Founder & CEO 創辦人兼行政總裁

#### Cyberport Start-up 數碼港初創企業



Hong Kong's leading e-Wallet with global remittance, bank transfers and global cash withdrawals, and other financial functions available 24/7 in 14 markets.

香港領先電子錢包，已拓展服務至14個市場。功能包括全球匯款、銀行轉帳、全球提取現金及其他全年無休的金融服務。

*The Cyberport Incubation Programme and Acceleration Programme were crucial in helping us decipher the right business model and strategy. The programmes provided us the much-needed exposure to the most senior executives from business partners, regulators, and investors for us to build our reputation and grow our footprint - TNG Wallet has benefited immeasurably from the extremely helpful and experienced Cyberport team, and all the well organised events.*

「數碼港培育計劃」及「數碼港加速器支援計劃」對我們確立業務模式及策略起了關鍵作用。計劃讓我們接觸到不同業務夥伴的高層、監管機構及投資者，有助我們建立知名度及拓展業務版圖—數碼港的團隊樂於提供協助且經驗豐富，並擅長組織不同的活動，TNG Wallet受益匪淺。

Alex Kong 江慶恩  
Founder & CEO 創辦人兼行政總裁



#### Expanding investor networks

Investors have been attracted by Cyberport's reputation and its array of global-facing and market-ready start-ups, which has been both Hong Kong and Cyberport's niche. They trust and keep the Cyberport's start-ups on their radar for top-notch projects. Cyberport's significantly expanded investors network has contributed to our record deal flow in 2016/17, including more investment from Mainland China and from prominent Venture Capitalists, such as IDG and Sequoia. As an example, Klook, which focuses on Hong Kong, Asia-Pacific, and Mainland China markets attracted investments from Sequoia.

In 2016/17, we embarked on a partnership with the Hong Kong Business Angel Network to connect investors and start-ups. We also partnered the Alibaba Entrepreneurs Fund to launch the Jumpstarter competition, providing new opportunities for FinTech, AI, Big Data, Internet of Things (IoT), Wearables, and e-commerce start-ups.

Most prominently, our work with institutional investors led to co-investment in Lynk, which was the first project funded by the Cyberport Macro Fund, which landed investment from South East Asia and Mainland China.

#### 拓闊投資者網絡

數碼港的初創企業面向全球市場，是香港及數碼港的生招牌，展示著我們的優勢。投資者被數碼港的品牌吸引，對數碼港的初創企業充滿信心，並希望吸納成為旗下的投資項目。數碼港的投資者網絡遍佈全球，2016/17年度的項目對接破紀錄，當中包括更多內地及其他地區的著名風險投資公司如IDG資本及紅杉資本等的投資。以初創企業KLOOK為例，它的業務專注香港、亞太區及中國內地市場，也成功吸引紅杉投資的青睞。

在2016/17年度，我們與香港天使投資網絡合作，為投資者及初創企業開拓機會，也與阿里巴巴創業者基金合辦「Jumpstarter」比賽，提供新機會予金融科技、人工智能、大數據、物聯網、可穿戴科技及電子商貿相關的初創企業。

值得一提的是，「數碼港創業投資基金」的首個投資項目，就是由我們與東南亞及中國內地機構投資者共同投資的數碼港初創企業Lynk，實現了數碼港助初創企業成就非凡的願景。

Cyberport Start-up  
數碼港初創企業

YEECHOO

Stay in style with the latest collection from designer brands through YEECHOO's rental and sharing platform.

透過YEECHOO的零售及租借平台，任選各種設計品牌，走在時尚尖端。

*We were originally investment bankers with an interest in fashion and an idea for e-commerce. With the help of Cyberport, which connected us to industry experts and business advisors, we were also introduced to investors such as Alibaba, which took us into its investment programme.*

我們本是熱愛時尚的投資銀行家，又對電子商貿躍躍欲試。數碼港不但讓我們接觸到業界專家和生意上的顧問，更把我們引薦給不同的投資者，如阿里巴巴。後來我們更有機會參與其投資計劃。

Shan Shan 單珊  
Abby Zhang 張扶陽  
Co-founder 聯合創始人



### Looking Forward

Our momentum has been very strong, and we will not stop. For youth initiatives, in addition to continuing our across-the-board initiatives in the coming year, Cyberport will increase its partnership and collaboration with universities. Plans are already underway to collaborate with The Hong Kong Polytechnic University, The Hong Kong University of Science and Technology (HKUST), and The University of Hong Kong.

We will offer FinTech placement for students enrolled in The Hong Kong Polytechnic University's undergraduate Financial Technology programme. We will also provide co-working space to participants of the HKUST's Entrepreneurship Centre. Students of The University of Hong Kong's Master of Science in Business Analytics programme will learn from Cyberport's start-ups cases and have the chance to help these entrepreneurs crack their business challenges.

For budding entrepreneurs, enablement programmes in 2016/17 have produced remarkable results in enhancing their market- and investment-readiness. We will continue to enhance our enablement offerings in 2017/18. As Asia Pacific is often the first market for Hong Kong's start-ups to expand into, we shall step up our Asia Pacific support in our programmes. Other areas of special interest include AI and Blockchain knowledge sharing, and the list will get longer as we aim to assist entrepreneurs along every step of their journey.

### 展望將來

創科行業的發展勢頭強勁，我們將繼續邁步向前。在年青人計劃方面，明年除了全面推進落實年青人計劃的各項細節外，也會增加與大學的夥伴合作，目前我們已經與香港理工大學、香港科技大學及香港大學展開合作計劃。

我們將會提供金融科技的實習崗位予香港理工大學的金融科技本科課程學生。我們也提供共享工作空間予香港科技大學創業中心的成員。至於香港大學理學碩士(商業分析)課程的學生，將會研究數碼港的初創企業個案，並有機會協助創業家們解決業務難題。

對於一些處於萌芽階段的企業家來說，2016/17年度的啟導計劃效果令人鼓舞，讓他們在進入市場及面對投資者前有更充份的準備，於2017/18年度我們會繼續推行有關計劃。由於香港的初創企業傾向選擇在亞太區擴展業務，我們擬增加於亞太區的支援。另一邊廂，我們也會在計劃內增加包括人工智能及區塊鏈技術範疇知識，而計劃涵蓋的內容將隨企業的需要增加，務求與企業共同跨過每段歷程。

In 2017/18, we will also engage even more partners to bolster our services and ecosystem, and organise an increasing number of events to engage the wider public. The Cyberport Venture Capital Forum and the Cyberport Investors Network will offer increasing opportunities for our start-ups to connect with high-quality investors, and for investors to learn more about Hong Kong's start-ups at Cyberport.

We will extend our expertise in successfully developing our FinTech cluster to other key initiatives as well. The multi-pronged engagement of industry, enterprises, regulators, public, and global partners has yielded extraordinary results for FinTech. We will strive to accelerate our ecosystem development in AI/Big Data, e-commerce, and Internet of Things (IoT)/Wearables while continuing to build on the solid foundation we have established for our FinTech start-ups and partners.

To strengthen our inbound and outbound partner services, we will leverage our international partners to increase access to global markets and scaling opportunities. Part of this effort will focus on fostering ties with Singapore, London, and Asia Pacific; and leveraging our resources in Mainland China, particularly with our Shanghai and Guangzhou representative offices while exploring further partnerships in Shenzhen and southern part of Mainland China.

All these efforts are aimed at reinforcing the platform of holistic support we provide to Hong Kong's start-ups and offering them with the optimal assistance to pursue their global aspirations. Our role is clear – to combine the energy of youth with the know-how of entrepreneurs and institutions to springboard start-ups and digital companies to success, creating outcomes that empower the emergence of Hong Kong as a major digital technology hub. Through an array of trainings, competitions, hackathons, accelerators, forums, conferences, and collaborations with MNCs, start-ups, Venture Capitalists, and student communities, the synergy is in place to create boundless achievements for a digital Hong Kong.

在2017/18年度，我們會繼續引入更多合作夥伴，強化服務及生態系統，也會策劃更多活動予市民大眾參與。數碼港創業投資論壇以及數碼港投資者網絡不斷創造機會，將我們的初創企業連繫至優質投資者，也進一步也讓投資者更了解數碼港的初創企業。

我們希望把金融科技的成功推而廣之至其他領域。在行業夥伴、企業、監管機構、公眾以及環球夥伴的努力下，金融科技發展獲得非凡成就。我們將致力加快人工智能/大數據、電子商貿及物聯網/可穿戴科技的生態系統的建設，並在紮實的金融科技基礎上繼續成長。

為堅實數碼港為「走進來」及「走出去」企業所提供的夥伴服務，我們與世界各地的機構企業合作，增強與全球市場的聯繫，造就企業成長。我們重點加強與新加坡、倫敦及亞太區的聯繫，同時我們將進一步利用在中國內地的資源，特別是上海及廣州的代表處，並聯繫更多在深圳及南中國的合作機會。

上述的努力旨在加強數碼港為初創企業提供最合適的支援，讓他們的業務衝出香港。我們的角色鮮明：匯聚年青人的活力、創業家及行業機構的經驗及遠見，助初創企業及數碼科技公司成就非凡，推動香港成為全球主要的數碼科技匯點。透過一系列的培訓活動、比賽、黑客馬拉松、加速器計劃、論壇及會議，與跨國企業、初創企業、風險投資者及學生團體合作，為香港數碼科技發展創造無限可能。