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

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

Cyberport Enterprise Network strengthens connections

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

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

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

130+
Start-ups participated in Business matching
初創企業參與商業配對會面

企業網絡 深化聯繫

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

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

Providing access to government opportunities

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

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

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

開闢機會 公共服務

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

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

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

Expanding matching opportunities

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

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

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

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

優化配對　延展商機

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

九文化區管理局推薦Molekiu，探索採用智能接待機械人的可行性。

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

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

① Cyberport co-organised the SmarTone Hackathon themed under '5G & Smart City'
數碼港與數碼通合辦以「5G及智慧城市」為題的程式設計馬拉松比賽

② Themed under "Digital Economy‧Redefines our Future", the two-day Internet Economy Summit attracted around 3,000 attendance
「互聯網經濟峰會」以「數字經濟、締造未來」為題，兩日吸引約3,000人次

③ Cyberport Venture Capital Forum attracted the world's top industry leaders, investors and technology companies to participate
「數碼港創業投資論壇」吸引全球頂尖行業領袖、投資者及創科企業參加

MOVE YOUR CAMERA TO OVERLAY BLUE AREA
開啟網頁後移動鏡頭覆蓋藍色標示位置

MOVE YOUR CAMERA TO OVERLAY BLUE AREA
開啟網頁後移動鏡頭覆蓋藍色標示位置

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.

致力推廣　數碼轉型

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

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

Bridging the gap between start-ups and enterprises

During the Cyberport Venture Capital Forum (CVCF), which spotlighted corporate ventures, Cyberport co-organised the first Hong Kong Chapter Finals of the Intellectual Property Innovation & Entrepreneurship Contest Global (IPIEC Global). This internationally acclaimed competition, organised in nine countries and regions, invites local enterprises to pledge potential investment for technology solutions under 11 themes, including FinTech, AI & big data, biomedicine, and smart manufacturing. It also calls on innovators to come up with solutions to help enterprises solve pain points and upgrade their businesses.

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

Cyberport Start-up
數碼港初創企業

redsip

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

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

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

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

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

連繫初創提昇企業

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

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

Hackathons continue to inspire

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

This was in addition to the Smartone Hackathon, which gathered over 150 software developers, designers and start-ups from six countries and regions to create solutions for 5G & smart city. During the Virtual Career Fair, we hosted the finals of the Melco Student and Start-up Challenge, where university students from around the world attempted to reinvent the hospitality and entertainment industry with technology.

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

Looking forward

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

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

黑客馬拉松

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

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

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

展望將來

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