



INTEGRATION OF NEW AND TRADITIONAL ECONOMIES

新經濟及傳統經濟融合

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

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

隨著各行各業數碼轉型、迅速發展所帶來的機遇，讓我們透過創新提升傳統價值，令行業煥發新姿。在數碼港社群內，不論是從事金融科技、智慧生活、數碼娛樂及電競、人工智能、區塊鏈或網絡安全等範疇的初創企業和科技公司，也都蓄勢待發，以創新方案革新商業營運。

數碼港加強與商界、政府、不同行業和社會的聯繫，從而帶動協同效應並提升影響力。我們同時聯繫社群公司與企業，促進正和發展，帶動各界採用創新方案，融合新經濟與傳統經濟。

Fruitful Collaborations for Added Value

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

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

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

通力合作 共創價值

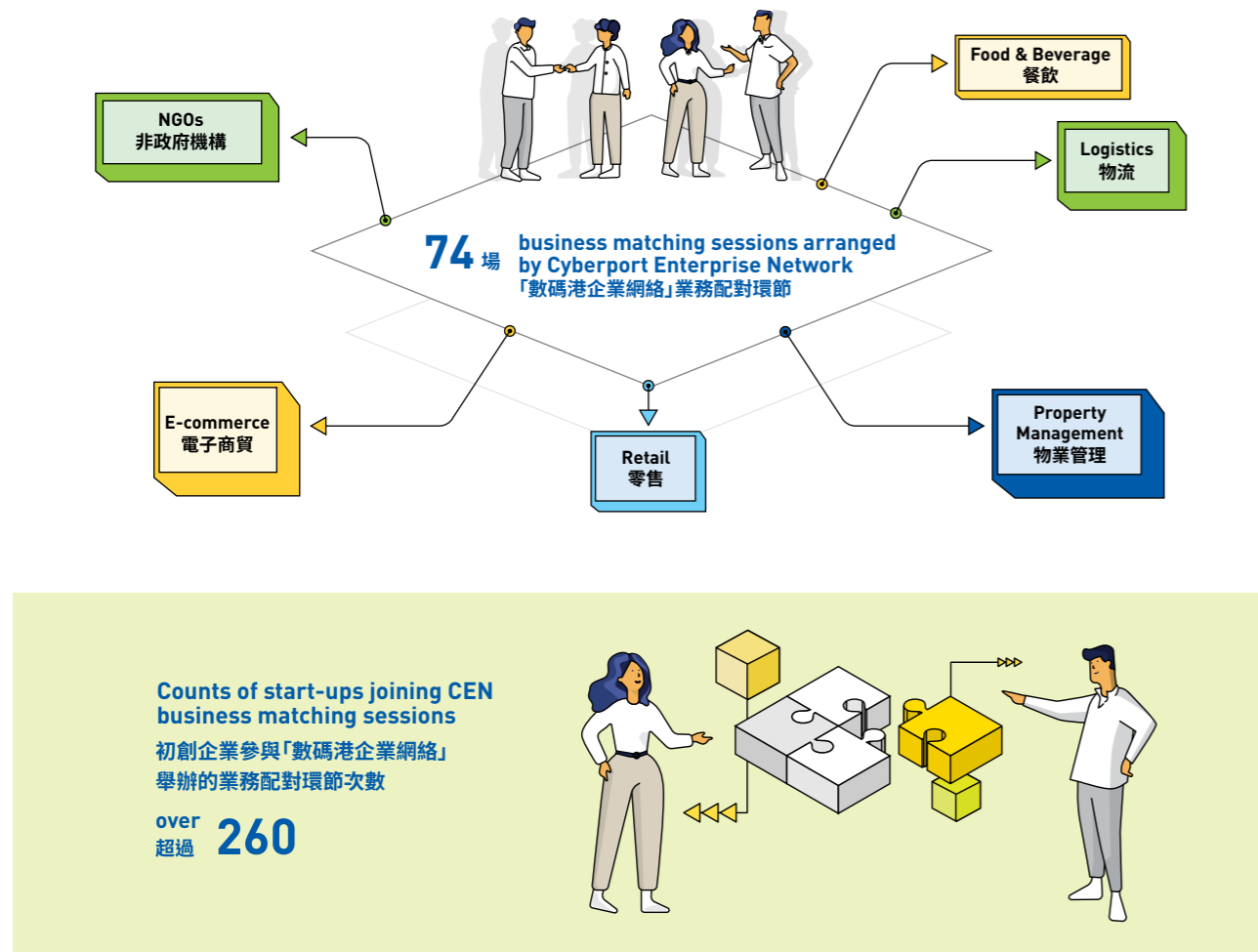
「數碼港企業網絡」一如既往，致力開拓企業聯繫及促進商業方案配對。於 2020/21 年度，「數碼港企業網絡」增添的企業成員來自更多元化的行業，包括物業發展、零售、娛樂、資訊及通訊科技，以及電子商貿。這正好反映我們的初創企業、科技公司及他們適合市場的方案，為社會和廣泛行業創造價值。

過去一年間，「數碼港企業網絡」聯繫45家網絡成員，以安排74場業務配對環節，獲得初創企業參與次數超過260次。業務配對環節橫跨不同行業，包括餐飲、物流、物業管理、零售、電子商貿、貨櫃碼頭服務和非政府組織等，顯示網絡積極拓展對外聯繫，更為非政府組織及社企搭建橋樑，連繫數碼科技社群企業，協助不同界別推動數碼轉型。

事實上，許多企業已視數碼港為尋找創新方案的一站式服務點，成為他們創新團隊的後援。「數碼港企業網絡」亦促成了不少成功例子，當中包括基督教靈實協會與物聯網初創企業德柯斯科技合作的概念驗證，協會經營的護理院和服務中心將會裝置20個智能感測器，為長者護理服務提供協助。

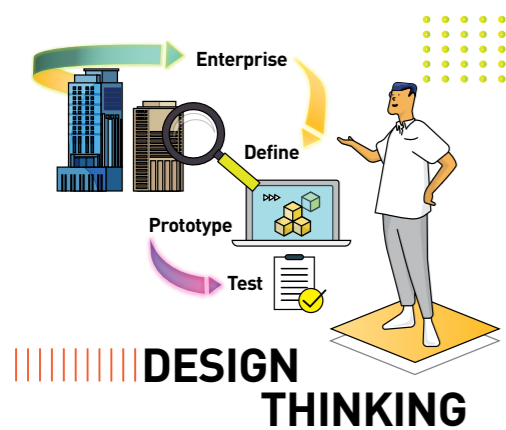


Cyberport Enterprise Network arranged visit for the Haven of Hope Christian Service to Descamps. Technology's office to explore possible collaboration.
「數碼港企業網絡」為基督教靈實協會安排到訪德柯斯科技的辦公室，探討合作機會。



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

我們精心策劃商業配對環節，讓初創企業與大型企業的網絡成員配對，例如中原集團、華懋集團、信和集團、Chicco香港、香港開飯喇、南豐發展、港鐵和資匯科技。配對環節促成多宗交易，包括信和集團批出價值60萬港元的合約予歷奇工作室，於「信和創意研發室」設置「HOMEY」應用程式，提供嶄新居家互動體驗；微馬科技簽訂了價值60萬港元的服務合約，為舞蹈學院iDance提供骨骼識別和快樂指數統計方案；電子市場推廣初創Mojodomo則協助Chicco香港在支付寶平台上，設計佣金式的市場推銷活動。另外，亞洲國際餐飲集團與手機程式及軟件開發公司Legato簽訂兩份總值超過240萬港元的合約，為集團旗下餐廳開發應用程式和內部商用B2B訂購系統。



Cyberport's start-ups joined a Design Thinking Workshop with Cyberport Enterprise Network members New World Development and Ho & Partners Architects Engineers & Development Consultants Ltd.

數碼港初創參加由「數碼港企業網絡」成員新世界發展及何顯毅建築工程師樓地產發展顧問有限公司舉辦的設計思維工作坊。

Innovations Embraced by the Public Sector

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

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

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

公共界別 力求創新

數碼港一直是連結公共界別與創新方案的樞紐，積極推動特區政府「智慧城市藍圖2.0」及「智方便」一站式服務平台。我們於2020/21年度籌劃了一系列活動，讓初創企業和科技公司更易掌握政府部門的需求，同時讓政府部門了解數碼科技所涉及的範圍、多樣性和可能性。

數碼港聯同政府資訊科技總監辦公室、香港生產力促進局及香港科技園公司舉辦六場科技論壇，主題涵蓋為公共服務而設計的機械人技術、5G和Wi-Fi、遙距工作科技方案、開放數據和分析，以及專為長者和殘疾人士而設的科技支援。我們的社群企業包括GRWTH、leapxpert、紫晨科技、EventX、Teamnote和微軟，均參與演講分享見解。我們亦與政府效率促進辦公室合作，舉辦「2020創新及科技商貿展覽」，有合共20家社群公司，向來自近50個政府決策局和部門的300多名代表演示及推廣他們的方案。

另外，我們的初創企業亦參與由機電工程署舉辦的虛擬「機電創科日2020」。同時亦有方案於年內新增至機電工程署的「機電創科網上平台」，該平台羅列各政府部門對數碼方案的需求，讓創科業界提供相應的創新科技解決方案以作配對。



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

合共20家數碼港社群公司於「2020創新及科技商貿展覽」向政府決策局和部門演示及推廣他們的方案。

Cross-sectoral Bridge for I&T

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

創新科技 跨界橋樑

數碼港繼續加強與資訊及通訊科技行業不同組織之間的互動，以推動業界發展及鞏固行業聯繫。2020/21年度，數碼港與香港無線科技商會、香港零售科技商會及香港通訊業聯會合作，舉辦「Cyberport Community Connect」主題網上研討會，促進業界交流。網上研討會涵蓋物聯網、零售科技、線上到線下營銷模式（O2O）／數碼營銷、擴增實境／虛擬實境（AR/VR）、電競、數碼娛樂、智慧城市和5G。六家數碼港社群公司，分別為Softhard.IO、Mad Gaze、和田升当、Mojodomo、路邦科技和Formula Square，獲邀與業界知名人士討論行業趨勢、挑戰和前景。超過130位業界領袖和專業人士參與多個環節，互相交流意見和見解。活動備受與會者歡迎，超過八成受訪者在回應評價時，認為活動裨益良多。



Through Cyberport Community Connect programme, four major telecommunications service providers and Cyberport start-ups explored how 5G accelerated the development of smart city and digital entertainment in Hong Kong. 四大電訊商與數碼港初創透過「Cyberport Community Connect」計劃，探討5G如何推動香港在智慧城市及數碼娛樂的發展。



Co-presented by Cyberport Community Connect and HKRTIA, the webinar invited marketing and sales veterans, as well as our start-up members to share their insights on recovery through technologies. 由「Cyberport Community Connect」夥同香港零售科技商會舉行的網上活動，請來多位具營銷經驗的嘉賓及數碼港初創企業，向業界分享如何善用科技突破當前困局。

Cyberport Community Companies
數碼港社群企業

SCAN HERE TO KNOW HOW THEIR FUTURES ARE REIMAGINED WITH CYBERPORT
掃描此處以了解數碼港初創企業如何「從」新想像未來

Kelvin Lei 雷春然
CEO & Co-founder of AQUMON
AQUMON 行政總裁兼聯合創辦人

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

「對AQUMON來說，我們做過最正確的選擇之一便是加入『數碼港培育計劃』。我們有幸透過數碼港的支持，獲得『數碼港投資創業基金』及其他投資者合共超過3,000萬美元前B輪投資，創下亞洲數碼財富管理行業的年度融資記錄。」

Cyberport Incubation Programme incubatee
數碼港培育企業

Secured US\$30 million in Series Pre-B funding in 2020/21 and concluded the largest funding deal in the Asian digital wealth management sphere in 2020/21
在2020/21年度獲得總值3,000萬美元前B輪投資，創下亞洲數碼財富管理行業的融資記錄

Received investment from Cyberport Macro Fund in 2020/21
於2020/21年度獲得「數碼港投資創業基金」投資

Looking Forward

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

展望未來

在新常態下，大型企業、政府、學界、非政府組織和社會大眾發展更多不同的需要，對科技方案的渴求與日俱增。數碼港將繼續善用不同網絡，和我們作為數碼科技創新樞紐的能力，與所有社群企業和持分者共同投入，緊密協作，以建構雙贏的夥伴關係。