

MARKET OUTREACH AND INVESTMENT

開拓海外市場及投資機會

Global economic uncertainty impacted global venture capital investments in 2020/21. As market sentiment recovered towards the year end, it was time to ride on the global attention for the entrepreneurial trend to drive venture capital for start-ups, especially early-stage and growth-stage start-ups.

To enable start-ups to receive essential support to sustain growth, we continued to leverage the Cyberport Macro Fund and Cyberport Investors Network to bridge community companies to venture capital and generate deal flow. Amid the pandemic, we encouraged our community companies to make good use of public support funding such as the Anti-Epidemic Fund to enable sustainable growth with new impetus.

2020/21年度環球經濟動蕩，創業投資市場亦受影響。然而，隨著整體投資氣氛於年底逐步回升，我們把握全球對創業風潮的關注，著力為初創企業，特別是處於早期及成長期的初創，爭取創業投資。

為了讓初創企業取得關鍵性的支援並持續發展，數碼港積極透過「數碼港投資創業基金」和「數碼港投資者網絡」連結社群企業與創投資金，促進項目對接。於疫情期間，我們亦鼓勵社群公司善用「防疫抗疫基金」等公共資助，為企業注入持續發展的動力。

Record-high Co-investments

To survive and thrive, our community companies need sustained access to funds. The Cyberport Macro Fund (CMF), our co-investment fund that specialises in seed to Series A stage and beyond funding, injected a total of HK\$34.72 million (US\$4.48 million) into six community companies in 2020/21 and brought in HK\$474 million (US\$61.12 million) in co-investments. The investees included AQUUMON, CapBridge, GetLinks and MediConCen, as well as Lynk and OneDegree in respective follow-on rounds. These efforts achieved a co-investment ratio of 1:13, meaning every dollar injected by CMF attracted an additional 13 dollars in co-investments. This brought the cumulative number of projects that the CMF has invested to 18, and cumulative investment cost to HK\$126 million (US\$16.31 million), with the co-investment amount totalling HK\$870 million (US\$112.3 million).

Further bolstering our companies, the Cyberport Investors Network (CIN) excelled as a dedicated platform to line up investors with high-potential and high-growth start-ups to boost deal flows. In 2020/21, the CIN connected investors to 23 projects that resulted in investments totalling HK\$358 million (US\$46 million). These projects covered a range of fields, including FinTech, AI and big data, corporate solutions, IoT and smart living. Since its establishment, the CIN has already facilitated HK\$753 million in investments and supported 52 projects.

The CIN now boasts a membership of over 100, which includes global angel investors, venture capitalists, private equity funds, family offices and corporate ventures, some of which have operations in the GBA. To deepen the engagement between Cyberport companies and CIN investors, a CIN platform was launched on iStartupHK, enabling investors to easily search for and reach out to community companies and their founders, thus affording them greater exposure to win-win collaborations.

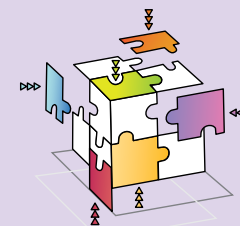
跟投資資 再創新高

社群公司要維持運作及不斷發展，持續獲得資金至關重要。「數碼港投資創業基金」是我們的共同投資基金，提供種子項目投資至A輪或後期的融資。2020/21年度，基金向六家社群企業注入3,472萬港元（約448萬美元）投資後，獲得額外4.74億港元（約6,112萬美元）的共同投資。獲得投資的初創企業包括AQUUMON、CapBridge、GetLinks和醫結（MediConCen），以及取得後續投資的Lynk和OneDegree。2020/21年度的共同投資比例達到1:13，即「數碼港投資創業基金」每投入一元，就吸引13元的共同投資。基金的累計投資項目達到18個，投資總額高達1.26億港元（約1,631萬美元），同時吸引8.7億港元（約1.12億美元）的共同投資。

「數碼港投資者網絡」作為專為高潛力、高增長的初創聯繫投資者及促進項目對接的優質平台，亦進一步協助社群企業融資。在2020/21年度，網絡成功促成23個項目對接，為初創取得總值3.58億港元（約4,600萬美元）投資。獲注資的項目涵蓋金融科技、人工智能和大數據、企業方案、物聯網和智慧生活等範疇。自網絡成立以來，已達成7.53億港元投資及支持了52個項目。

「數碼港投資者網絡」目前有超過100位投資者成員，包括環球天使投資者、創業投資者、私募基金、家族辦公室、企業創投等，部分機構更於大灣區營運業務。為加強數碼港企業與網絡投資者互動，網絡透過iStartupHK開通平台，讓投資者能夠搜羅及接觸不同社群企業及其創辦人，從而促成更多雙贏合作的機會。

Cyberport Macro Fund 數碼港投資創業基金



In 2020/21, total investment amounts to
在2020/21年度，投資總額合共

HK\$34.72M



Total 合共
HK\$474M
from co-investment funds
來自共同投資者



Co-invested in
共同投資於
6
investment projects
個投資項目

Centre Stage for Tech Ventures

At the Cyberport Venture Capital Forum (CVCF) 2020, held virtually for the first time, we invited more than 60 international and local investors, entrepreneurs, start-ups and academics to share insights into "Navigating the New Normal of Tech Venturing". The event attracted more than 1,700 participants and recorded nearly 100,000 views on its virtual event platform.

科技創投 引領新潮

2020年「數碼港創業投資論壇」首次以線上方式舉行，我們邀請了超過60位國際和本地投資者、企業家、初創企業及學者，共同探討「領航科技創投新常態」。論壇吸引超過1,700人參與，其網上互動平台更錄得近100,000次的瀏覽量。

In addition to providing knowledge and market intelligence, CVCF 2020 offered start-ups ample opportunities to meet with investors, showcase their solutions and hone their pitching skills. With more international investors participating, over 250 one-on-one meetings between investors and start-ups were arranged during the two-day event, including a new dedicated matching session arranged exclusively for Cyberport start-ups by Jumpstart Media to unlock more fundraising opportunities.

論壇不但提供行業知識和市場資訊，亦為初創企業創造與投資者互動機會。論壇吸引大批國際投資者參與，讓初創向其展示方案並磨練演示技巧，為期兩天的活動合共安排了逾250場投資者與初創企業的一對一會面，當中初創媒體Jumpstart Media亦為數碼港初創企業安排專門的配對環節，以帶動更多集資機會。



Cyberport Venture Capital Forum (CVCF) 2020 was held virtually for the first time and invited more than 60 international and local investors, entrepreneurs, start-ups and academics to shed light on "Navigating the New Normal of Tech Venturing".

2020年的「數碼港創業投資論壇」首次以虛擬方式舉行，並邀請了超過60位國際和本地投資者、企業家、初創企業及學者，就「領航科技創投新常態」探討意見。

Emerging Opportunities for Funding

During the year, Cyberport organised a series of webinars to familiarise community companies with the support services and programmes offered by the Government departments and industry supporting organisations. Working together with the Hong Kong Productivity Council, we hosted an "Overview of Government Funding Schemes" webinar, a start-up experience sharing session and online group advisory sessions to acquaint the 200 attending community members with public funding schemes. We also invited the Office of the Communications Authority to host an online briefing session on the Subsidy Scheme for Encouraging Early Deployment of 5G. On the other hand, we invited Oracle, Huawei, Google, IBM, AliCloud, AWS and Microsoft to hold another session to highlight collaboration with global technology partners to apply to the Fintech Proof-of-Concept Subsidy Scheme.



創科資助 相繼推出

年內，數碼港舉辦了一系列網上研討會，為社群公司加深認識不同政府部門和業界組織提供的支援服務和計劃。透過與香港生產力促進局的合作，我們舉辦了「政府資助計劃概覽」網上研討會、初創經驗分享會，以及網上諮詢環節，讓參與的200家社群成員了解公共資助計劃。我們亦邀請了通訊事務管理局辦公室主持網上簡介會，向相關初創介紹「鼓勵及早使用5G技術資助計劃」。另外，我們邀請了甲骨文、華為、谷歌、國際商業機器（IBM）、阿里雲、亞馬遜網路服務公司（AWS）和微軟舉辦另一個簡介會，向初創講解如何與國際科技夥伴合作，申請「『拍住上』金融科技概念驗證測試資助計劃」。

Cyberport invited Office of the Communications Authority (OFCA) to host a briefing session for community members on the Subsidy Scheme for Encouraging Early Deployment of 5G. 數碼港邀請了通訊事務管理局辦公室主持了一場網上簡介會，讓社群成員認識「鼓勵及早使用5G技術資助計劃」。



Powerhouse in GBA

As the key engine for economic developments in the near future, the development of GBA has piqued the interest of a growing number of community companies. According to a survey we conducted with more than 260 community companies, around 60% of respondents expressed interest to tap the GBA's diverse opportunities and strengths for business expansion.

To propel mutually beneficial development, Cyberport and the Shenzhen Qianhai Authority signed a Memorandum of Understanding (MoU) to unleash greater entrepreneurial, business and funding opportunities for start-ups and enrich the I&T ecosystem in both cities. Under the MoU, Cyberport Community companies enjoy the Authority's landing services and policy support when they develop GBA markets. On the other hand, the Authority will refer outstanding companies in Qianhai to set up offices at Cyberport.

To pave the way for start-ups to go directly to market, we organised a series of Go-To-Market Webinars that featured market situations in Shenzhen, Guangzhou, Zhuhai and Dongguan. We also strengthened partnerships with key cities such as Hengqin and Qianhai, establishing business relationships with 12 GBA landing partners to unlock doorways for start-ups. Additionally, we partnered with KPMG and conducted a study entitled "Review and Study for Cyberport's Strategy and Action Plan in the GBA" to identify specific opportunities for community companies.

灣區發展 動力泉源

粵港澳大灣區是未來經濟增長的主要引擎，越來越多社群成員對大灣區發展有興趣。我們對260多家社群公司進行有關大灣區發展的調查便顯示，有六成公司表示有意把握大灣區的多元發展機會和優勢，並拓展業務至大灣區。

為進一步促進兩地互惠互贏，數碼港與深圳前海管理局簽署合作備忘錄，為初創企業開啓更多在當地的創業、商業和融資機會，從而豐富兩地的創科生態系統。數碼港社群企業進入大灣區市場，將可獲得前海管理局的落地服務和政策支援；另一方面，前海管理局亦會推薦優秀的前海企業落戶數碼港。

為加快初創企業進入大灣區市場，我們舉辦了「走進灣區」系列網上研討會，重點介紹深圳、廣州、珠海和東莞的市場現況，助初創加深對當地市場的了解。同時，為加強與大灣區重點城市如橫琴、前海等地的合作夥伴關係，我們已與12家大灣區落戶夥伴建立了業務合作，為初創企業接進駐當地的渠道。與此同時，我們與畢馬威合作進行「數碼港大灣區策略和行動計劃的分析及建議」研究，為社群公司發掘合適機遇。

Cyberport Venture Capital Forum (CVCF) held virtually for the first time and recorded nearly 100,000 views on its virtual event platform.

「數碼港創業投資論壇」首次以虛擬方式舉行，活動的網上平台錄得近100,000次的瀏覽觀看。



Cyberport Venture Capital Forum 2020
數碼港創業投資論壇 2020



Further boosting opportunities, Cyberport and the the Authority of Qianhai signed a Memorandum of Understanding (MoU) to unleash greater entrepreneurial, business, and funding opportunities for start-ups and enrich the I&T ecosystem of both cities.

數碼港與前海管理局簽署合作備忘錄，為初創企業釋放更多創業、商業和融資機會，從而豐富兩地的創科生態系統。

Prosperity in Worldwide Ventures

Aside from the GBA, Cyberport also helped I&T start-ups and entrepreneurs to explore regional and international opportunities. 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 the Mainland and overseas business missions, trade fairs, and exhibitions. Launched in 2018, the MDSS has provided HK\$3 million that supported 60 start-ups to attend 142 events, exhibitions, delegation missions, or tap landing services. In 2020/21, the ways of getting international exposure have been reimagined with the epidemic, turning to virtual events and exhibitions. Thus, we have amended the terms to include virtual events and exhibitions, supporting a total of 45 events.

Cyberport played an active part in international events to augment exposure and networking opportunities for community start-ups. At the 5th Belt and Road Summit organised by the Hong Kong Trade Development Council, we hosted a breakout session on "Resilience of Digital Technologies in the Greater Bay Area – Emerging Opportunities in the New Normal". Eight community members participated in the virtual exhibition to display their innovative solutions to the event's international participants.

To prepare the community for overseas expansion, Cyberport debuted an Overseas Market Briefing Series to impart first-hand information and local insights. The five webinars featured Finland, Taiwan, Shenzhen Qianhai, Guangzhou Nansha and Zhuhai Hengqin respectively. At the sessions, we brought together our local partners to illuminate the market landscape, business opportunities, landing options, government support and funding patronage in each territory, benefiting nearly 200 community companies.

環球創業 機遇處處

除了大灣區，我們亦為創科初創及創業者發掘區域性和國際機遇。「海外及內地市場推廣計劃」為畢業於「數碼港培育計劃」或「數碼港創意微型基金」的公司，提供高達港幣20萬元資助，協助初創企業進行市場研究、宣傳推廣、出訪內地和海外市場、參與交易會和展覽。計劃於2018年推出以來，已提供港幣300萬元資金，支持60間初創企業參加142個活動、展覽、代表團或使用落地服務。在2020/21年度，疫情改變了初創企業拓展國際聯繫的模式，改為以虛擬活動及展覽為主，因此我們修訂了計劃條款，納入虛擬活動及展覽，年內支持了45個活動。

數碼港積極參與國際活動，為社群初創企業增加曝光和交流機會，當中包括香港貿易發展局主辦的第五屆「一帶一路高峰論壇」，除了舉辦「把握大灣區常態下數碼科技新機遇」分享環節，八名社群企業亦參加了論壇的虛擬展覽，向來自世界各地的參加者展示創新方案。

此外，數碼港推出了一系列以拓展海外市場為主題的研討會，為初創企業提供第一手資訊及當地市場的發展情報，以助社群公司為拓展海外業務做好充分準備。五場論壇分別邀請了芬蘭、台灣、深圳前海、廣州南沙和珠海橫琴的當地合作夥伴，解構每個地區的市場形勢、商業機會、落戶形式、政府和資金支援，近200家社群企業受惠。

We also supported the Asia Creative and Innovation Channel, organised by Knowledge Capital in Japan, to provide community companies with opportunities for exposure and exchange with their Japanese and Asian counterparts. At the webinars, start-ups shared their experiences in innovating for the new normal, with topics including how to engage the gaming community with technology, changing leisure living with smart entertainment, and generating innovative ideas for social good.

我們更協助日本Knowledge Capital發起的「亞洲創意及創新頻道」，為社群公司提供與日本和亞洲同業交流和曝光機會。透過頻道舉辦的多場網上研討會，初創企業分享了他們的新常態創新項目，主題包括如何以創新科技促進遊戲社群互動、利用智慧娛樂提升生活，以及如何借助數碼創新服務社會等。



At the 5th Belt and Road Summit, a fireside chat themed "Opportunities in Digital Assets across the GBA" invited representatives from two FinTech start-ups in the Cyberport community, HKBitEX and Hashkey, to share views on the development prospects of digital assets.

在第五屆「一帶一路高峰論壇」，以「大灣區數碼資產的發展機遇」為題的爐邊談話邀請到兩間數碼港社群的金融科技初創企業 HKBitEX 及 Hashkey 的代表分享數碼資產的發展前景。

Looking Forward

With more Cyberport community companies scaling up, the CMF would capitalise on the additionally earmarked HK\$200 million funding to facilitate financing beyond Series A for start-ups. To amplify the impact of CIN investments and step up knowledge sharing, the CIN will also set up sub-committees based on different development stages of start-ups and conduct targeted business matchings to foster fundraising opportunities for all community companies.

展望未來

隨著更多數碼港社群企業擴大業務規模，「數碼港投資創業基金」將善用額外預留的兩億港元，推動A輪及其後的融資。為擴大「數碼港投資者網絡」的影響力，同時加強知識共享，網絡將為不同階段的初創企業設立小組委員會，以進行針對性的業務配對，為社群公司創造集資機會。