



INTEGRATION OF NEW AND TRADITIONAL ECONOMIES

新经济及传统经济融合

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.

随着各行各业数字转型、迅速发展所带来的机遇，让我们透过创新提升传统价值，令行业焕发新姿。在数码港社群内，不论是从事金融科技、智慧生活、数字娱乐及电竞、人工智能、区块链或网络安全等范畴的初创企业和科技公司，正蓄势待发，以创新方案革新商业营运。

数码港致力加强与商界、政府、不同行业和社会的联系，从而带动协同效应并提升影响力。我们同时联系社群公司与企业，促进正和发展，带动各界采用创新方案，融合新经济与传统经济。

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 共创价值

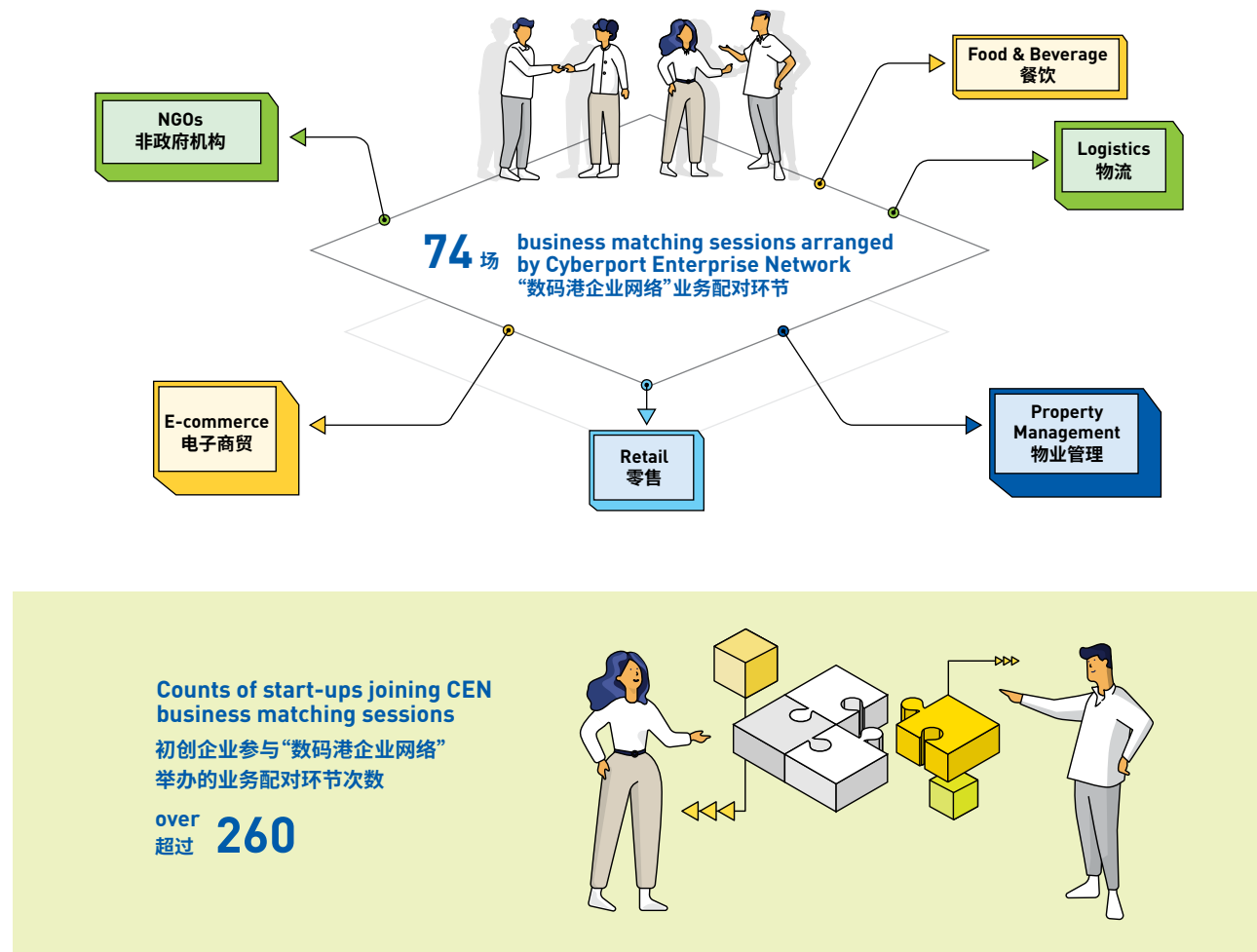
“数码港企业网络”一如既往，致力开拓企业联系及促进商业方案配对。于2020/21年度，“数码港企业网络”增添的企业成员来自更多元化的行业，包括物业发展、零售、娱乐、信息及通讯科技，以及电子商贸。这正好反映我们的初创企业、科技公司及他们适合市场的方案，为社会和广泛行业创造价值。

过去一年间，“数码港企业网络”联系45家网络成员，以安排74场业务配对环节，获得初创企业参与次数超过260次。业务配对环节横跨不同行业，包括餐饮、物流、物业管理、零售、电子商贸、货柜码头服务和非政府组织等，反映网络积极拓展对外联系，更为非政府组织及社企搭建桥梁，连结数字科技社群企业，协助不同界别推动数字转型。

事实上，许多企业已视数码港为寻找创新方案的一站式服务点，成为他们创新团队的后援。“数码港企业网络”亦促成了不少成功例子，当中包括基督教灵实协会与物联网初创企业德柯斯科技合作的概念验证，协会经营的护老院和服务中心将会装置20个智能感测器，为长者护理服务提供协助。



Cyberport Enterprise Network arranged visit for the Haven of Hope Christian Service to Descamps. Technology's office to explore possible collaboration.
“数码港企业网络”为基督教灵实协会安排到访德柯斯科技的办公室，探讨合作机会。



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.

我们精心策划商业配对环节，让初创企业与大型企业的网络成员配对，例如中原集团、华懋集团、信和集团、Chicco香港、香港开饭喇、南丰发展、港铁和资汇科技。配对环节促成多宗交易，包括信和集团批出价值60万港元的合约予历奇工作室，于“信和创意研发室”设置“HOMEY”应用程序，提供崭新居家互动体验；微马科技签订了价值60万港元的服务合约，为舞蹈学院iDance提供骨骼识别和快乐指数统计方案；电子市场推广初创Mojodomo则协助Chicco香港在支付宝平台上，设计佣金式的市场推销活动。另外，亚洲国际餐饮集团与手机程序及软件开发公司Legato签订两份总值超过240万港元的合约，为集团旗下餐厅开发应用程序和内部商用B2B订购系统。



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.

公共界别 力求创新

数码港一直是连结公共界别与创新方案的枢纽，积极推动特区政府“智慧城市蓝图2.0”及“智方便”一站式服务平台。我们于2020/21年度筹划了一系列活动，让初创企业和科技公司更易掌握政府部门的需求，同时让政府部门了解数字科技所涉及的范围、多样性和可能性。

数码港联同政府资讯科技总监办公室、香港生产力促进局及香港科技园公司举办六场科技论坛，主题涵盖为公共服务而设计的机器人技术、5G和Wi-Fi、遥距办公科技方案、开放数据和分析，以及专为长者和残疾人士而设的科技支援。我们的社群企业包括GRWTH、leapxpert、紫晟科技、EventX、Teamnote和微软，均参与演讲分享见解。我们亦与政府效率促进办公室合作，举办“2020创新及科技商贸展览”，有合共20家社群公司，向来自近50个政府决策局和部门的300多名代表演示及推广他们的方案。

另外，我们的初创企业参与了由机电工程署举办的虚拟“机电创科日2020”。同时亦有方案于年内新增至机电工程署的“机电创科网上平台”，该平台罗列各政府部门对数字方案的需求，让科技业界提供相应的科技创新解决方案以作配对。



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家数码港社群公司于“2020创新及科技商贸展览”向政府决策局和部门演示及推广他们的方案。

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

数码港继续加强与信息及通讯科技行业不同组织之间的互动，以推动业界发展及巩固行业联系。2020/21年度，数码港与香港无线科技商会、香港零售科技商会及香港通讯业联合会合作，举办“Cyberport Community Connect”主题网上研讨会，促进业界交流。线上研讨会涵盖物联网、零售科技、线上到线下营销模式（O2O）／数字营销、扩增实境／虚拟实境（AR/VR）、电竞、数字娱乐、智慧城市和5G。六家数码港社群公司，分别为Softhard.IO、Mad Gaze、和田升当、Mojodomo、路邦科技和Formula Square，获邀与业界知名人士讨论行业趋势、挑战和前景。超过130位业界领袖和专业人士参与多个环节，互相交流意见和见解。活动备受与会者欢迎，超过八成受访者在回应评价时，认为活动裨益良多。



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. 四大电讯商与数码港初创透过“Cyberport Community Connect”计划，探讨5G如何推动香港在智慧城市及数字娱乐的发展。



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”伙拍香港零售科技商会举行的线上活动，请来多位具营销经验的嘉宾及数码港初创企业，向业界分享如何用科技突破当前困局。

Cyberport Community Companies
数码港社群企业

SCAN HERE TO KNOW HOW THEIR FUTURES ARE REIMAGINED WITH CYBERPORT
扫描此处以了解数码港初创企业如何“从”新想象未来

Kelvin Lei 雷春然
CEO & Co-founder of AQUMON
AQUMON 行政总裁兼联合创始人

WEALTH MANAGEMENT
CYBERPORT MACRO FUND
AI INTELLIGENCE
ROBOTIC ADVISOR
DIGITAL DATA

“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.”

“对AQUMON来说，我们做过最正确的选择之一便是加入‘数码港培育计划’。我们有幸透过数码港的支持，获得‘数码港投资创业基金’及其他投资者合共超过3,000万美元前B轮投资，创下亚洲数字财富管理行业的年度融资记录。”

- Cyberport Incubation Programme incubatee**
数码港培育企业
- 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年度获得总值3,000万美元前B轮投资，创下亚洲数字财富管理行业的融资记录
- Received investment from Cyberport Macro Fund in 2020/21**
于2020/21年度获得“数码港投资创业基金”投资

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.

展望未来

在新常态下，大型企业、政府、学界、非政府组织和社会大众发展更多不同的需要，对科技方案的渴求与日俱增。数码港将继续善用不同网络，和我们作为数字科技创新枢纽的能力，与所有社群企业和持份者共同投入，紧密协作，以建构双赢的伙伴关系。