

CONTROLLING OFFICER'S REPLY

CEDB115

(Question Serial No. 1901)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

It is mentioned under Matters Requiring Special Attention in 2025-26 that Invest Hong Kong will continue to focus investment promotion efforts on priority sectors, including creative industries as well as sports and entertainment. In this connection, please inform this Committee:

1. whether the Government has formulated a specific work plan with targets, such as the target number of enterprises, target markets (such as the Mainland, Association of Southeast Asian Nations (ASEAN) regions, Belt and Road Initiative countries, etc.) and target groups (such as enterprises of different scales, multinational companies, investors, etc.)?
2. whether the Government has evaluated the effectiveness of its efforts on the abovementioned sectors? Please provide specific data, including the number of enterprises successfully attracted, the amount of investment, job opportunities created and the impetus given to local industries. Has the Government reviewed its work against key performance indicators, such as the number of enterprises having set up businesses in Hong Kong and the return on investment? Has the Government formulated a long-term plan that dovetails with other policy measures, such as developing Hong Kong into an East-meets-West centre for international cultural exchange and a centre for mega sports events?
3. of the staff establishment involved in the efforts on the abovementioned sectors. Please provide a breakdown by the duties of the posts, such as marketing, liaison with enterprises and events management. Are the current staff establishment and resources sufficient to cope with the work in attracting strategic enterprises in cultural and sports sectors to come to Hong Kong?

Asked by: Hon FOK Kai-kong, Kenneth (LegCo internal reference no.: 26)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices, as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

Apart from proactively attracting new enterprises to set up businesses in Hong Kong, InvestHK also attaches great importance to providing aftercare support to the established ones, as well as other major overseas and Mainland enterprises in Hong Kong. The professional teams of InvestHK will continue to develop organised and systematic programmes to reach out to major investors. Strategic discussions are also conducted to assist them to explore and evaluate new growth areas and opportunities ahead for supporting their business expansion in Hong Kong.

In 2024, InvestHK assisted 539 Mainland or overseas enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of 2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in the 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025).

Among the 539 enterprises mentioned above, more than 30 of them were from the cultural and creative industries, as well as entertainment and sports, covering different business areas such as arts, cultural exhibitions and curation, galleries and art auctions, performances and entertainment production, stage technology, sports technology, games and amusement facilities operations, etc. These enterprises were expected to create nearly 400 jobs in total within their first year of operations or expansion, and bring in direct investment of over \$500 million. These enterprises concerned have not only enriched the ecosystem of cultural and creative industries in Hong Kong, but also driven the overall development of the relevant industrial chain, injecting momentum into Hong Kong's economy.

Looking ahead, InvestHK will continue to attract more enterprises of different scales from cultural and creative industries, as well as sports and entertainment from the Mainland, Europe and Americas (such as the United States, France, Switzerland, the United Kingdom, etc.) and the Asia-Pacific region (such as Singapore, Japan, Korea, Australia, etc.) to settle in Hong Kong. We will also continue to deepen collaboration with various industry stakeholders, including chambers of commerce, industry associations and internationally renowned trade exhibition organisations, by organising, sponsoring and participating in a series of investment promotion activities, industry seminars, international expos, business matchmaking and exchange activities, such as the international conference "Live Matter", "Art Basel" and the Law Society of Hong Kong's "Sports Law Conference" held in Hong Kong, for further promoting Hong Kong's business attractiveness in the above-mentioned areas, thereby consolidating Hong Kong's position as a business hub in the creative industries, sports and entertainment sectors.

At present, the manpower and expenditure of InvestHK involved in creative industries as well as sports and entertainment sectors are adequate for coping with daily work. They have been subsumed under the overall estimate of the Department, which includes administrative overhead expenses, and hence cannot be quantified separately.

- End -

CONTROLLING OFFICER'S REPLY

CEDB116

(Question Serial No. 1444)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

Dedicated Teams for Attracting Businesses and Talents (the Dedicated Teams) set up across the Government's Mainland Offices and overseas Economic and Trade Offices are responsible for proactively reaching out to target enterprises and talents. In this connection, will the Government inform this Committee of the following:

1. What are the staff establishments and expenditures for reaching out to and attracting enterprises and talents of various Dedicated Teams? What are the details of the estimates for the coming year? Have the Dedicated Teams set goals for the number of target enterprises for each year or annual cycle? If yes, what are the goals?
2. What were the respective numbers of target enterprises with which various Dedicated Teams engaged in the past 2 financial years? Please set out in a table form and specify the business areas of the enterprises that were already engaged.
3. What were the numbers of target enterprises that had established their foothold and developed their business in Hong Kong after engaging with the Dedicated Teams in the past 2 financial years? Please set out in a table form and specify the business areas of the enterprises that already established their foothold.
4. Has the Government noted or estimated, as far as the enterprises establishing foothold in Hong Kong under this approach are concerned, the amount of investment and number of employment opportunities that can be brought to Hong Kong respectively in the next 3 years?

Asked by: Hon HO King-hong, Adrian Pedro (LegCo internal reference no.: 3)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) based in the Mainland Offices and the overseas Hong Kong

Economic and Trade Offices (ETOs), as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In 2024, InvestHK assisted 539 enterprises in establishing and expanding their businesses in Hong Kong, including 273 Mainland enterprises and 266 overseas enterprises. The figure represented an increase of over 40% as compared with the full year figure of 2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in the 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025). The businesses of these enterprises covered various sectors, including innovation and technology; financial services and fintech; family office; business and professional services; consumer products; creative industries, sports and entertainment; tourism and hospitality; as well as transport and logistics, industrials. These enterprises were expected to create over 6 800 jobs in total within the first year of operations or expansion, and bring in direct investment of over \$67.7 billion.

There are a total of 80 investment promotion staff posts in the 17 Dedicated Teams. The results of their investment promotion work were reflected in the above-mentioned overall performance indicator of InvestHK.

The expenditure relating to the investment promotion work of the Dedicated Teams has been subsumed under the overall estimate of InvestHK, ETOs and Mainland Offices, which includes administrative overhead expenses, and hence cannot be quantified separately.

- End -

CONTROLLING OFFICER'S REPLY

CEDB117

(Question Serial No. 1308)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

As announced in the 2022-23 Budget, Invest Hong Kong has been allocated additional recurrent funding of around \$90 million in phases starting from 2022/23. Will the Government inform this Committee of:

- the breakdown of number of investment promotion activities in 2024 by place of origin and sector, including meetings, conferences, seminars and exhibitions, etc.;
- the amount of foreign direct investment inflow into Hong Kong through InvestHK in 2023 and 2024 by geographic market;
- the manpower resources and expenditure involved in the above activities in the past 3 years;
- the progress, manpower resources and expenditure involved in setting up the consultant offices in Cairo, Egypt and Izmir, Türkiye; and
- the work plan and priority sectors in 2025/26 in promoting business opportunity in Hong Kong and the manpower resources and estimated expenditure involved.

Asked by: Hon IP LAU Suk-ye, Regina (LegCo internal reference no.: 33)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices, as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In 2024, a total of about 8 900 meetings with target companies were held by InvestHK. The origins of the companies spread across the globe, including Asia, Africa and the Pacific region (about 5 320 meetings), Europe (about 2 260 meetings) and the Americas (about 1 320 meetings). The breakdown of the meetings by sector is as follows:

Sectors	2024
Business and Professional Services	About 840
Consumer Products	About 380
Creative Industries, Sports & Entertainment	About 280
Family Office	About 870
Financial Services and Fintech	About 670
Innovation and Technology	About 1 300
Tourism and Hospitality	About 410
Transport and Logistics, Industrials	About 360
Cross-sector	About 3 790
Total	About 8 900

In addition to meeting with target companies, InvestHK also conducts other investment promotion activities to provide potential investors and enterprises from the Mainland and overseas with the latest information on Hong Kong's business environment. In 2024, the other investment promotion activities conducted by InvestHK included around 150 large-scale meetings, about 300 seminars and about 30 exhibitions. The expenses involved has been subsumed under the overall estimate of InvestHK, which includes administrative overhead expenses, and hence cannot be quantified separately.

In 2023 and 2024, the amount of foreign direct investment (FDI) inflow into Hong Kong attracted by InvestHK were about \$61.6 billion and \$67.7 billion respectively. The sources of FDI spread across the globe, including Asia, Africa, and the Pacific region (\$58.8 billion in 2023 and \$55.9 billion in 2024), Europe (\$1.7 billion in 2023 and \$10.3 billion in 2024) and the Americas (\$1.1 billion in 2023 and \$1.5 billion in 2024).

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK set up consultant offices in Cairo, the capital of Egypt, and Izmir, the 3rd largest city in Türkiye within 2024-25 according to the 2023 Policy Address and 2024-25 Budget, for attracting capital and enterprises from high-potential emerging countries in the Middle East and North Africa.

In 2025-26, InvestHK will continue to leverage Hong Kong's roles as a "super connector" and a "super value-adder", as well as to collaborate with relevant organisations, chambers of commerce, and professional bodies, etc., to organise investment promotion activities, including meetings, conferences, roadshows, seminars, exhibitions, etc. so as to proactively provide potential investors and enterprises in the Mainland and overseas with the latest information on Hong Kong's business environment and promote Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths under "one country, two systems", as well as the immense opportunities brought by key national strategies including the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative, with a view to attracting Mainland

and overseas enterprises to set up or expand their businesses in Hong Kong. The key work plans are provided below.

The global trade landscape and geopolitics are rapidly changing, with parts of the supply chains shifting to the Global South and B&R countries, while Mainland enterprises are also proactively establishing their presence abroad. To cope with this trend, it was announced in the 2024-25 Budget that the Government's goal was to develop Hong Kong into a multinational supply chain management centre. In his 2024 Policy Address, the Chief Executive further requested InvestHK and the Hong Kong Trade Development Council (HKTDC) to set up a high value-added supply chain services mechanism for attracting Mainland enterprises to establish international or regional headquarters in Hong Kong for managing offshore trading and supply chain, and providing one-stop professional advisory services for enterprises in Hong Kong looking to go global. In December 2024, InvestHK and HKTDC established the above mechanism to jointly encourage Mainland enterprises to establish presence in Hong Kong.

At the same time, InvestHK, through its Dedicated Teams based in the Mainland Offices, is proactively organising activities under the theme of multinational supply chains, so as to actively reach out to more Mainland enterprises for investment promotion work. As at end-February 2025, InvestHK had organised and co-organised around 20 relevant investment promotion activities in various Mainland cities, including Hangzhou, Nanjing and Xiamen, etc. within around 1 year's time.

Besides, InvestHK will continue to implement jointly with the Immigration Department the New Capital Investment Entrant Scheme (New CIES) under the Financial Services and the Treasury Bureau with a view to further enriching the talent pool and attracting more new capital to Hong Kong, strengthening the development of Hong Kong's asset and wealth management, financial and related professional service sector as well as supporting the development of innovation and technology industry. The Government announced in January 2025 a series of enhancement measures on the New CIES, which have taken into effect since 1 March 2025. The measures include relaxing the net asset assessment and calculation requirement, and allowing applicants to include investments made through an eligible private company wholly owned by the applicant to be counted towards the applicant's eligible investment. These enhancement measures will encourage more investors to join the New CIES, and create synergy with the tax concession regime for family offices, thereby promoting the development of family office businesses in Hong Kong.

The overall estimated expenditure of InvestHK in 2025-26 is about \$303.8 million. The expenditure involving the aforesaid consultant offices and InvestHK's priority work plan have been subsumed under the overall estimate of the Department, which includes administrative overhead expenses, and hence cannot be quantified separately.

- End -

CONTROLLING OFFICER'S REPLY

CEDB118

(Question Serial No. 1034)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

Invest Hong Kong organised the StartmeupHK Festival from 21 to 25 October 2024. A series of 15 roadshow events across 9 countries/regions was also held to promote the Festival. In this connection, will the Government inform this Committee of:

- a) the expenditure breakdowns for the Festival and the roadshow events;
- b) the numbers of events, guests (individuals or enterprise representatives) and attendees of the Festival; and
- c) how the Festival can effectively promote the growth of the startup ecosystem in Hong Kong?

Asked by: Hon LAM Kin-fung, Jeffrey (LegCo internal reference no.: 36)

Reply:

StartmeupHK Festival (the Festival) is Invest Hong Kong (InvestHK)'s annual flagship event, which aims to attract global startups to establish presence in Hong Kong, promote Hong Kong's position as an international innovation and technology hub, and foster a thriving startup ecosystem in Hong Kong. Focusing on Hong Kong's latest developments, policies and support in key areas such as web3, health technology, sustainable development and artificial intelligence (AI), the Festival attracts investors, entrepreneurs and talents from the Mainland and overseas to settle in Hong Kong, and promotes exchanges and collaboration between Hong Kong and other innovation and technology centres, thereby further improving the overall development of Hong Kong's startup industry chain and enhancing Hong Kong's advantages as a startup hub.

Under the theme "A Future Unlimited", the 2024 Festival featured 5 key events from 21 to 25 October 2024, covering popular technology topics including AI, web3, game, responsible technology, healthtech and sustainability, etc. In addition, the 2024 Festival also hosted a

series of other activities, such as reverse investor pitches, investor summits, startup roadshows and business matchmaking. The 2024 Festival attracted more than 200 speakers and over 3 400 participants in total, including industry leaders, startup entrepreneurs, investors, technology enthusiasts and government officials from 49 countries/regions. It also attracted 6 delegations from the Mainland, Canada, India, the Philippines, Thailand and the United Kingdom, reflecting Hong Kong's attractiveness to startups. Also, the 2024 Festival held a total of 15 roadshow events in 9 countries/regions to strengthen the publicity effect of the Festival overseas, which attracted more than 1 400 participants.

According to the results of InvestHK's 2024 Startup Survey, the number of startups in Hong Kong increased by 10% year-on-year to 4 694, reaching a record high. The startups employed 17 651 individuals, up by 7% year on year, also reaching a new high. This shows that the startup ecosystem in Hong Kong continues to flourish as driven by large-scale investment promotion activities such as the Festival.

Looking forward, InvestHK will continue to organise and expand the scale of the Festival to attract more startups to establish foothold in Hong Kong, and provide early-stage startups with one-stop support services. The Department will also continue to deepen its collaboration with various startup stakeholders, including local organisations, incubators, accelerators and co-working spaces, and will work with the Mainland Offices, overseas Hong Kong Economic and Trade Offices, Cyberport, the Hong Kong Science and Technology Parks Corporation, etc. to organise and sponsor various investment promotion activities to promote Hong Kong as a preferred destination for startups.

The expenditure of the 2024 Festival has been subsumed under the overall estimate of InvestHK, which includes administrative overhead expenses, and hence cannot be quantified separately.

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CONTROLLING OFFICER'S REPLY

CEDB119

(Question Serial No. 1053)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

Under Matters Requiring Special Attention in 2025-26, it is mentioned that Invest Hong Kong (InvestHK) will continue to strengthen global investment promotion efforts and enhance promotion strategies to encourage multinational companies, startups, scaleups and family offices to set up or expand their businesses in Hong Kong, including those from the Mainland and Belt and Road (B&R) markets, so as to capitalise on the business opportunities arising from the key national strategies including GBA development and the B&R Initiative. Please advise this Committee on:

- 1) the plans of InvestHK for attracting multinational companies and family offices from the Mainland and the B&R countries or regions to set up their businesses in Hong Kong;
- 2) whether additional resources will be allocated to support Hong Kong enterprises in expanding markets in the B&R countries or regions in order to enhance their competitiveness; if so, on the estimated expenditure involved; if not, on the reasons.

Asked by: Hon LAM Kin-fung, Jeffrey (LegCo internal reference no.: 3)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices (ETOs), as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

The Mainland is one of InvestHK's key markets for investment promotion. To attract more multinational corporations and family offices from the Mainland to set up businesses in Hong Kong, InvestHK plans to organise more investment promotion activities in various

Mainland cities including Chengdu, Wuhan, Ningbo, Tianjin, Shenyang, Wuxi, Zibo, Beijing and Xiamen to introduce Hong Kong's business advantages to local companies and promote Hong Kong as an ideal platform for Mainland enterprises to go global. InvestHK has set up Dedicated Teams in each of the five Mainland Offices, which are responsible for investment promotion work in various provinces and cities, including organising and participating in briefings and meetings with enterprises, as well as promoting Hong Kong's business environment through different media interviews and social media platforms. InvestHK also maintains close collaboration with the Ministry of Commerce, relevant local departments, and industrial and commercial organisations to strengthen investment promotion efforts in provinces and cities in the Mainland.

In addition, the global trade landscape and geopolitics are rapidly changing, with parts of the supply chains shifting to the Global South and Belt and Road (B&R) countries, while Mainland enterprises are also proactively establishing their presence abroad. To cope with this trend, it was announced in the 2024-25 Budget that the Government's goal was to develop Hong Kong into a multinational supply chain management centre. In his 2024 Policy Address, the Chief Executive further requested InvestHK and the Hong Kong Trade Development Council (HKTDC) to set up a high value-added supply chain services mechanism for attracting Mainland enterprises to establish international or regional headquarters in Hong Kong for managing offshore trading and supply chain, and providing one-stop professional advisory services for enterprises in Hong Kong looking to go global. In December 2024, InvestHK and HKTDC established the above mechanism to jointly encourage Mainland enterprises to establish presence in Hong Kong. Through its Dedicated Teams based in the Mainland Offices, InvestHK is proactively organising activities under the theme of multinational supply chains, so as to actively reach out to more Mainland enterprises for investment promotion work. As at end-February 2025, InvestHK had organised and co-organised around 20 relevant investment promotion activities in various Mainland cities, including Hangzhou, Nanjing and Xiamen, etc. within around one year's time. Meanwhile, HKTDC is providing one-stop professional advisory services for enterprises in Hong Kong and, through its overseas offices, rendering on-site support services.

In view of the huge economic potential of the countries along the B&R, InvestHK set up consultant offices in Cairo, the capital of Egypt, and Izmir, the 3rd largest city in Türkiye within 2024-25 according to the 2023 Policy Address and 2024-25 Budget, for attracting capital and enterprises from high-potential emerging countries in the Middle East and North Africa.

In terms of attracting family offices, InvestHK has been collaborating with the Financial Services and the Treasury Bureau (FSTB) in the relevant work. In 2024, the Dedicated FamilyOfficeHK Team (the Dedicated FOHK Team) under the Department conducted more than 260 investment promotion activities of various forms in the Mainland, Hong Kong and overseas (including countries along the B&R) to promote Hong Kong's competitiveness and unique advantages as a family office hub to the target client groups through face-to-face interactions. The Dedicated FOHK Team will continue to strengthen collaboration with the Mainland Offices, ETOs and Belt and Road Office, to conduct roundtable fora with the theme of family offices in major cities to highlight Hong Kong's role as a leading destination for asset and wealth management. The Government has been implementing a number of measures, including providing tax concessions for single family offices, adopting a streamlined approach for compliance with suitability obligation when dealing with

sophisticated professional investors, establishing the Hong Kong Academy for Wealth Legacy to expand the talent pool of family offices, and launching the “New Capital Investment Entrant Scheme” by FSTB to attract more new capital to Hong Kong.

Going forward, InvestHK will continue to leverage Hong Kong’s role as a “super connector” and “super value-adder” through its Dedicated Teams in the Mainland Offices and countries along the B&R as well as the overseas consultant offices, as well as to collaborate with relevant organisations, chambers of commerce, and professional bodies, etc., to organise investment promotion activities, including meetings, conferences, roadshows, seminars, exhibitions, etc. so as to proactively provide potential investors and enterprises in the Mainland and overseas with the latest information on Hong Kong’s business environment and promote Hong Kong’s distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths under “one country, two systems”, as well as the immense opportunities brought by key national strategies including the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative, with a view to attracting Mainland and overseas enterprises to set up or expand their businesses in Hong Kong.

The expenditure involved in investment promotion in the Mainland and the countries along the B&R has been subsumed under the overall estimate of InvestHK, which includes administrative overhead expenses, and hence cannot be quantified separately.

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CONTROLLING OFFICER'S REPLY

CEDB120

(Question Serial No. 1820)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

It is stated in paragraph 28 of the Budget Speech that Invest Hong Kong (InvestHK) successfully attracted over 500 Mainland and overseas enterprises to set up or expand their business in Hong Kong last year, representing an increase of over 40%, and that these enterprises are expected to bring in direct investment of over \$67.7 billion. In this connection, will the Government inform this Committee of the following:

Please set out the major industry sectors involved in the direct investment of \$67.7 billion mentioned above, the percentage share of each industry sector, and the proportion of Mainland enterprises to overseas enterprises?

What were the number of enterprises attracted by InvestHK and the corresponding amount of direct investment in each of the past 3 years? What is the estimated tax revenue to be generated from every \$10 billion of direct investment in Hong Kong by these enterprises?

Asked by: Hon LEE Wai-wang, Robert (LegCo internal reference no.: 18)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices, as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In 2022 and 2023, InvestHK assisted 300 and 382 enterprises respectively, which brought in direct investment of about \$21.1 billion and \$61.6 billion respectively. In 2024, InvestHK assisted 539 Mainland or overseas enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of

2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in the 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025). These enterprises were expected to bring in direct investment of over \$67.7 billion.

Among these 539 enterprises, analysed by place of origin, 51% of them (273 enterprises) were from the Mainland, while the remaining enterprises were from other regions. By sector, the top five sectors were innovation and technology (120 enterprises; 22%), financial services and fintech (110 enterprises; 20%), family offices (95 enterprises; 18%), tourism and hospitality (58 enterprises; 11%) and business and professional services (47 enterprises; 9%). Riding on the good performance, InvestHK will make every effort in attracting Mainland and overseas enterprises to invest in Hong Kong and continue to implement the aforesaid performance indicator as set out in the 2022 Policy Address.

InvestHK does not maintain information related to the enterprises' tax payment in Hong Kong.

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CONTROLLING OFFICER'S REPLY

CEDB121

(Question Serial No. 2333)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

It is mentioned in the Matters Requiring Special Attention in 2025-26 that the Government plans to strengthen its Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) overseas and in the Mainland, and will continue to attract target strategic companies to Hong Kong. In this connection, will the Government inform this Committee of the following:

- (a) What is the total estimate for the expansion of the overseas and Mainland network in 2025-26? What is the increase compared to the preceding year?
- (b) Will new resources be allocated to the work on attracting businesses and talents? If yes, how will the additional resources be allocated (e.g. recruiting more staff, establishing new footholds, strengthening the consultant team, etc.)?
- (c) According to the information provided by the Government, there are currently 17 Dedicated Teams based in the Mainland Offices and the overseas Hong Kong Economic Trade Offices. What were the staff establishment and expenditure estimate for these 17 Dedicated Teams in the past 3 years? Will differentiated budget proposals and resource allocation plans be formulated for different regions (e.g. "Belt and Road countries", European and American countries, first-tier and second-tier cities in the Mainland etc.)?

Asked by: Hon LEUNG Tsz-wing, Dennis (LegCo internal reference no.: 28)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices (ETOs), as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand

their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In 2024, InvestHK assisted 539 Mainland or overseas enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of 2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in the 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025).

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK set up consultant offices in Cairo, the capital of Egypt, and Izmir, the 3rd largest city in Türkiye within 2024-25 according to the 2023 Policy Address and 2024-25 Budget, for attracting capital and enterprises from high-potential emerging countries in the Middle East and North Africa. These are the 3rd and the 4th consultant offices set up by the current-term Government since it took office, after the ones established in Nairobi, Kenya and Almaty, Kazakhstan.

InvestHK will continue to leverage Hong Kong's roles as a "super connector" and a "super value-adder", as well as to collaborate with relevant organisations, chambers of commerce, and professional bodies, etc., to organise investment promotion activities, including meetings, conferences, roadshows, seminars, exhibitions, etc. so as to proactively provide potential investors and enterprises in the Mainland and overseas with the latest information on Hong Kong's business environment and promote Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths under "one country, two systems", as well as the immense opportunities brought by key national strategies including the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative, with a view to attracting Mainland and overseas enterprises to set up or expand their businesses in Hong Kong.

In the 3 years from 2022-23 to 2024-25, the number of posts in the 17 Dedicated Teams were 75, 79 and 80 respectively. The expenditure for salary and the consultant offices has been subsumed under the overall estimate of InvestHK, ETOs and Mainland offices, which includes administrative overhead expenses, and hence cannot be quantified separately. Depending on the investment promotion needs of individual markets, InvestHK will flexibly deploy existing resources to consolidate and strengthen its investment promotion work around the world.

- End -

CONTROLLING OFFICER'S REPLY

CEDB122

(Question Serial No. 0768)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

One of the matters requiring special attention in 2025-26 is to continue to conduct global promotion activities across sectors and arrange events to attract leading carbon neutrality solutions and potential investors to Hong Kong, leveraging Hong Kong's commitments and business opportunities to achieving carbon neutrality before 2050.

In this connection, please inform this Committee of the following:

- (1) In 2024, Invest Hong Kong (InvestHK) assisted a total of 539 overseas and Mainland companies in setting up or expanding their business in Hong Kong, representing a jump of over 41% compared to 2023. Were there carbon neutrality solutions among the companies assisted? If so, what are the details? If not, what are the reasons? What are the details of the work to introduce carbon neutrality solutions and potential investors to Hong Kong in 2025-26?
- (2) Reports have it that in recent years the top locations of origin (in quantitative terms) of the companies introduced by InvestHK have been traditional areas such as the United Kingdom, United States, Singapore and Japan, while companies from Southeast Asia, Middle East and Eastern Europe have accounted for a relatively low proportion. InvestHK has stated that it will devote more efforts to giving the Belt and Road countries a better understanding of Hong Kong and attracting companies from those areas to Hong Kong. What are the details of the manpower, expenditure and measures involved in the relevant work?

Asked by: Hon LIAO Cheung-kong, Martin (LegCo internal reference no.: 11)

Reply:

To leverage Hong Kong's commitments and business opportunities to achieve carbon neutrality before 2050, Invest Hong Kong (InvestHK) has been conducting global

promotional activities across sectors and arranging events to attract leading carbon neutrality solutions companies and potential investors to Hong Kong.

In 2024, InvestHK assisted 539 Mainland or overseas enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of 2023. The Department completed 38 carbon neutrality-related projects among those 539, with main businesses covering green technology, green living, fintech and green talent training, etc., which are conducive to reduction of carbon emission.

InvestHK proactively collaborates with relevant bureaux, departments, organisations, chambers of commerce, and professional bodies, etc., to organise an array of carbon neutrality-related investment promotion activities in the Mainland and overseas, including seminars, fora, exhibitions, roundtables, etc. to proactively promote relevant policies and Hong Kong's competitive advantages to business communities and investors in the Mainland and overseas, so as to attract more carbon-neutrality related companies to set up or expand their businesses in Hong Kong.

In addition, while InvestHK is consolidating its investment promotion work in traditional markets, it also steps up its work in emerging markets (including countries along the Belt and Road (B&R)). For instance, in view of the huge economic potential of the countries along B&R, InvestHK set up consultant offices in Cairo, the capital of Egypt, and Izmir, the 3rd largest city in Türkiye within 2024-25 according to the 2023 Policy Address and 2024-25 Budget, for attracting capital and enterprises from high-potential emerging countries in the Middle East and North Africa. These are the 3rd and the 4th consultant offices set up by the current-term Government since it took office, after the ones established in Nairobi, Kenya and Almaty, Kazakhstan.

Apart from setting up new consultant offices, InvestHK's teams in Hong Kong will continue to work closely with the Dedicated Teams for Attracting Businesses and Talents and consultant offices along B&R to drive for attracting inward investment from countries along B&R. The Department will collaborate with relevant organisations, chambers of commerce, and professional bodies, etc., to organise investment promotion activities, including meetings, conferences, roadshows, seminars, exhibitions, etc. so as to proactively provide potential investors and enterprises with the latest information on Hong Kong's business environment and promote Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths under "one country, two systems", as well as the immense opportunities brought by key national strategies including the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative, with a view to attracting overseas enterprises along B&R countries to set up or expand businesses in Hong Kong. For example, the Department will organise roundtables or seminars in Eurasian countries, such as Singapore, Vietnam, Indonesia, Malaysia, Thailand, Mongolia, Kazakhstan and Türkiye, as well as roundtables in the Middle East and African regions, such as Saudi Arabia, the United Arab Emirates, Côte d'Ivoire and Morocco in 2025.

The manpower and expenditure relating to the above-mentioned consultant offices and investment promotion work have been subsumed under InvestHK's overall establishment and estimate, which includes administrative overhead expenses, and hence cannot be quantified separately.

- End -

CONTROLLING OFFICER'S REPLY

CEDB123

(Question Serial No. 0770)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development [Note: The question below concerns matters under the policy purview of the Constitutional and Mainland Affairs Bureau (CMAB). The reply was prepared by Invest Hong Kong and vetted by the CMAB.]

Question:

Matters Requiring Special Attention in 2025-26 involve, among other things, continuing to strengthen the promotion of the business advantages and opportunities of Greater Bay Area (GBA) development to global investors through the Pan-GBA Inward Investment Liaison Group, and in collaboration with the Investment Promotion Bureau of Shenzhen Municipality, continuing to conduct joint investment promotion activities on the business environment and advantages of Hong Kong and Shenzhen.

In this connection, please inform this Committee of the following:

- (1) the details and outcome of the activities carried out under the above two collaborative investment promotion initiatives in 2024-25; and
- (2) the details of the manpower, expenditure and work of Invest Hong Kong involved in joint promotions of the advantages of GBA development in 2025-26.

Asked by: Hon LIAO Cheung-kong, Martin (LegCo internal reference no.: 12)

Reply:

Invest Hong Kong (InvestHK) has been collaborating with the Constitutional and Mainland Affairs Bureau (CMAB) in actively promoting the unique advantages of the Guangdong-Hong Kong-Macao Greater Bay Area (GBA), thereby attracting overseas companies to set up or expand their businesses in Hong Kong. The Pan-Greater Bay Area Inward Investment Liaison Group (the Liaison Group) conducted the “GBA and Europe (France) Economic and Trade Cooperation Conference” in Paris, France in 2024, which attracted over 400 European business professionals. The Liaison Group also hosted the “2024 Global Investment

Promotion Conference for the GBA” in Guangzhou to promote the business advantages of the GBA cities to over 900 business representatives.

In addition, InvestHK collaborated with the Investment Promotion Bureau of the Shenzhen Municipality to conduct multiple seminars and fora in Canada, Australia and Portugal in 2024 to promote business opportunities brought by both Hong Kong and Shenzhen, which are core engines of the GBA development, thereby attracting inward investment by fully leveraging the advantages of the overseas networks of both cities.

The above activities brought about remarkable results. InvestHK will continue to offer professional advice and customised support services to relevant companies, and encourage and assist them in setting up or expanding businesses in Hong Kong.

Looking forward, InvestHK will continue to collaborate with CMAB to strengthen promotion to global investors about the advantages and opportunities of the GBA development through various means, in particular via the Liaison Group. It will also proactively promote to overseas markets about the potential of the GBA market, the latest investment incentive policies, as well as how to leverage Hong Kong’s unique advantages under “one country, two systems” to expand into the GBA market. Amongst others, the Liaison Group will hold various economic and trade cooperation conferences in places such as the Eastern Europe and Southeast Asia in mid-2025, and will organise the “2025 Global Investment Promotion Conference for the GBA” in end 2025 to further promote Hong Kong as the ideal gateway for overseas enterprises to explore the GBA market. Regarding Hong Kong-Shenzhen cooperation, InvestHK will continue to organise promotional events and activities worldwide to promote the complementary advantages of Hong Kong and Shenzhen. Meanwhile, InvestHK will enhance its connections with the investment promotion bureaux of the GBA cities to facilitate further exchanges and cooperation.

The manpower and expenditure involved in the GBA investment promotion work have been subsumed under the overall establishment and estimate of InvestHK, which includes administrative overhead expenses, and hence cannot be quantified separately.

- End -

CONTROLLING OFFICER'S REPLY

CEDB124

(Question Serial No. 1628)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

It is mentioned in the Programme of Invest Hong Kong (“InvestHK”) that it conducted around 8 900 meetings with target companies in key geographic markets in 2024, focusing on various priority sectors, including promoting Hong Kong in the Mainland as an ideal platform for Mainland enterprises to go global, and promoting Hong Kong overseas as the favourable platform for overseas enterprises to tap into the Mainland markets. Would the Government inform this Committee of the details of the aforementioned meetings, including the total number of companies InvestHK reached out to and the sectors involved, the number of companies which are willing to consider investing in Hong Kong, and of the 8 900 meetings, the number of meetings held in the Mainland and abroad respectively? In addition, how many similar promotion activities does InvestHK plan to organise in the coming year?

Asked by: Hon SO Cheung-wing (LegCo internal reference no.: 29)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices, as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

A total of about 8 900 meetings with target companies were conducted by InvestHK in 2024. The origins of the companies concerned spread across the globe, including Mainland companies (about 3 000 meetings) and overseas companies (about 5 900 meetings). These meetings were conducted in Hong Kong, the Mainland and various places overseas. By sector, the companies concerned were from innovation and technology; financial services and fintech; family offices; business and professional services; consumer products; creative

industries, sports and entertainment; tourism and hospitality, as well as transport and logistics, industrials, etc.

In 2024, InvestHK assisted 539 Mainland or overseas enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of 2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in the 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025).

InvestHK will continue to leverage Hong Kong's roles as a "super connector" and a "super value-adder", as well as to collaborate with relevant organisations, chambers of commerce, and professional bodies, etc., to organise investment promotion activities, including meetings, conferences, roadshows, seminars, exhibitions, etc. so as to proactively provide potential investors and enterprises in the Mainland and overseas with the latest information on Hong Kong's business environment and promote Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths under "one country, two systems", as well as the immense opportunities brought by key national strategies including the Guangdong-Hong Kong-Macao Greater Bay Area development and the Belt and Road Initiative, with a view to attracting Mainland and overseas enterprises to set up or expand their businesses in Hong Kong.

- End -

CONTROLLING OFFICER'S REPLY

CEDB125

(Question Serial No. 1629)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

It is mentioned in the Programme of Invest Hong Kong (InvestHK) that it will continue to strengthen its overseas and Mainland network comprising Dedicated Teams for Attracting Businesses and Talents in overseas Economic and Trade Offices (ETOs) and Mainland Offices as well as overseas consultants, and step up efforts to attract target strategic companies to Hong Kong. In fact, the ETOs, Mainland Offices, InvestHK, and Hong Kong Trade Development Council jointly undertake the tasks of attracting businesses. Please give a detailed account of the co-operation and the division of work among the departments, with specific examples to illustrate the co-operation among them. Besides, do the departments hold working meetings regularly to formulate common development targets and strategies, and collaborate in taking forward the same projects?

Asked by: Hon SO Cheung-wing (LegCo internal reference no.: 30)

Reply:

The overseas Hong Kong Economic and Trade Offices (ETOs), Invest Hong Kong (InvestHK) and Hong Kong Trade Development Council (HKTDC) are responsible for different aspects of work in deepening international engagement and collaboration. They also collaborate from time to time to generate synergy, thereby jointly promoting bilateral economic and trade relations between Hong Kong and overseas economies.

First of all, InvestHK and HKTDC mainly serve the business community. InvestHK is responsible for promoting inward direct investment to Hong Kong. Through its teams based in Hong Kong, the Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) based in ETOs, as well as consultant offices in other locations, the Department has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages. As for HKTDC, it is responsible for trade promotion as well as facilitating, assisting and developing trade in Hong Kong. Through organising international exhibitions, conferences

and business missions, HKTDC creates business opportunities in the Mainland and international markets for Hong Kong enterprises. Although the 2 agencies' functions differ, they have been working closely together and are dedicated to promoting Hong Kong as a two-way global investment and business hub, thereby fully leveraging Hong Kong's advantages as a two-way springboard for the Mainland and rest of the world.

For instance, in view of the rapidly-changing global trade landscape and geopolitics, some parts of supply chains are shifting to the Global South and Belt and Road countries, while Mainland enterprises are also proactively establishing their presence abroad. To cope with this trend, it was announced in the 2024-25 Budget that Hong Kong would develop into a multinational supply chain management centre, and a high value-added supply chain services mechanism be established by InvestHK and HKTDC. Through its Dedicated Teams based in the Mainland Offices, InvestHK attracts Mainland enterprises to set up international or regional headquarters in Hong Kong for managing offshore trading and supply chain. HKTDC provides those enterprises established in Hong Kong with one-stop professional advisory services to assist them to go global, followed by on-site support services rendered by HKTDC's overseas offices. InvestHK and HKTDC will continue to strengthen their collaboration to promote the economic and trade network between Hong Kong, Mainland and overseas.

As regards ETOs, they are the official representatives of the Hong Kong Special Administrative Region (HKSAR) Government in countries under their purview, performing a wide range of functions. With the exception of the Geneva ETO ^{Note 1}, the other ETOs handle bilateral affairs (including those on economic and trade, as well as cultural exchanges) between Hong Kong and countries under their purview. Every year, ETOs organise and participate in various activities on areas of external commercial relations, public relations and investment promotion ^{Note 2}.

ETOs are committed to maintaining close communication and exchanges with the international community and overseas stakeholders in different sectors (including government officials, think tanks, media organisations, academics, cultural and business groups and other key opinion leaders in countries under their purview), promoting and explaining the HKSAR Government's important policies and Hong Kong's unique advantages under "one country, two systems", with a view to telling the good stories of Hong Kong and promoting economic and trade development between Hong Kong and overseas. In addition to regularly providing local stakeholders with the latest information on Hong Kong through newsletters and social media, ETOs have direct dialogues with various local stakeholders, and meet with the media and take the initiative to publish articles to rebut biased reports and to set the record straight. Also, ETOs have been proactively supporting and participating in various conferences and fora organised by the local governments, business organisations and groups, and assisting in arranging overseas visits by the Chief Executive and other HKSAR Government officials to establish and deepen networks with local sectors. They also, in collaboration with policy bureaux and departments, relevant organisations, chambers of commerce and professional bodies, organise and participate in various events in different cities, including conferences, seminars, cultural and arts performances, exhibitions, film festivals and sports events, so as to enhance publicity and promotion work.

Note 1: The Geneva ETO represents Hong Kong, China in the World Trade Organization and the Trade Committee of the Organisation for Economic Co-operation and Development, and is mainly responsible for handling issues

relating to these organisations. The work on bilateral economic and trade relations with Switzerland is handled by the Berlin ETO.

Note 2: The Washington ETO is mainly responsible for liaising with the political circle in the United States (US), and the New York ETO is responsible for attracting businesses and talents in the eastern states of the US.

- End -

CONTROLLING OFFICER'S REPLY

CEDB126

(Question Serial No. 1640)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

It is mentioned in the Programme of Invest Hong Kong ("InvestHK") that it provides one-to-one support services to companies throughout the planning and execution of their setup and expansion in Hong Kong. Will the Government inform this Committee of the total number of overseas companies coming to Hong Kong that have been provided with one-to-one support services by InvestHK over the past year, including the types of services provided, the specific results, and the distribution between companies which have been established in Hong Kong and those which are new entrants? Besides, InvestHK's mission is to spearhead Hong Kong's efforts to attract and retain foreign direct investment. Please explain the specific work done and results achieved by InvestHK in respect of retaining investment.

Asked by: Hon SO Cheung-wing (LegCo internal reference no.: 31)

Reply:

Invest Hong Kong (InvestHK)'s mission is to attract and retain foreign direct investment, and provide one-to-one support services to Mainland and overseas enterprises.

To this end, InvestHK proactively attracts and assists enterprises that are interested in setting up and expanding businesses in Hong Kong, and offers one-stop customised support services, from the planning to implementation stages. The services offered include provision of market information as well as guidance on laws and regulations in relevant sectors, assistance in office search and staff hiring, facilitation of visa and licence applications, provision of information about funding and other support schemes, introduction of business partners and service providers, and marketing support on business launch.

Apart from proactively attracting new enterprises to set up businesses in Hong Kong, InvestHK also attaches great importance to providing aftercare support to the established ones, as well as other major overseas and Mainland enterprises in Hong Kong. The professional teams of InvestHK will continue to develop organised and systematic

programmes to reach out to major investors. Strategic discussions are also conducted to assist them to explore and evaluate new growth areas and opportunities ahead for supporting their business expansion in Hong Kong.

Enterprises receiving one-to-one support services from InvestHK originate from all over the world, including the Mainland and overseas. In 2024, InvestHK assisted 539 enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of 2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in the 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025). Among these 539 enterprises, about 80% of them set up businesses in Hong Kong for the first time, while the remaining 20% expanded their businesses in Hong Kong. Within their first year of operations or expansion, these enterprises were expected to create over 6 800 jobs in total, and bring in direct investment of over \$67.7 billion.

- End -

CONTROLLING OFFICER'S REPLY

CEDB158

(Question Serial No. 3999)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

How many Mainland small and medium enterprises were successfully attracted by InvestHK in 2024-25? What industries were primarily involved?

Asked by: Hon TAN Sunny (LegCo internal reference no.: 1)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices, as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In 2024, InvestHK assisted 539 Mainland or overseas enterprises in establishing and expanding their businesses in Hong Kong, representing an increase of over 40% as compared with the full year figure of 2023. On a pro-rata basis, the figure well exceeded the performance indicator as set out in 2022 Policy Address by the Chief Executive (viz. attracting at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025).

Among the 539 enterprises, 273 of them were from the Mainland. The top 5 sectors were innovation and technology (71 enterprises); family offices (71 enterprises); financial services and fintech (52 enterprises); tourism and hospitality (31 enterprises); and business and professional services (18 enterprises). InvestHK offers one-stop customised support services to enterprises, irrespective of their scale of operation in the Mainland and Hong Kong. The Department does not separately categorise enterprises by their size.

InvestHK will continue to leverage Hong Kong's roles as a "super connector" and a "super value-adder", as well as to collaborate with relevant organisations, chambers of commerce, and professional bodies, etc., to organise investment promotion activities, including meetings, conferences, roadshows, seminars, exhibitions, etc. so as to proactively provide potential investors and enterprises in the Mainland with the latest information on Hong Kong's business environment and promote Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths under "one country, two systems", with a view to attracting more Mainland enterprises to set up or expand their businesses in Hong Kong.

- End -

CONTROLLING OFFICER'S REPLY

CEDB159

(Question Serial No. 3923)

Head: (79) Invest Hong Kong

Subhead (No. & title): (-) -

Programme: (-) Investment Promotion

Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)

Director of Bureau: Secretary for Commerce and Economic Development

Question:

On promoting the “Belt and Road (B&R)” Initiative and exploring the Middle East market, will the Government inform this Committee of the following:

1. the current manpower, establishment, salary expenditures by rank and total salary expenditure of Invest Hong Kong (InvestHK); and
2. in tabular form, the numbers of visits made in each of the past 5 years and the estimated numbers of visits to be made in 2025-26 by InvestHK to each of the B&R countries, with the destinations and visit programmes, the sizes of the delegations, the lists of institutions met and to be met, and the relevant expenditures (including details of expenditures on air tickets, hotels, etc.).

Asked by: Hon YUNG Hoi-yan (LegCo internal reference no.: 23)

Reply:

Through its teams based in Hong Kong, the 17 Dedicated Teams for Attracting Businesses and Talents (Dedicated Teams) based in the Mainland Offices and the overseas Hong Kong Economic and Trade Offices (ETOs), as well as consultant offices in other locations, Invest Hong Kong (InvestHK) has all along been reaching out to a wide spectrum of companies in different sectors and industries around the world to attract and assist them to set up or expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK set up consultant offices in Cairo, the capital of Egypt, and Izmir, the 3rd largest city in Türkiye within 2024-25 according to the 2023 Policy Address and 2024-25 Budget, for attracting capital and enterprises from high-potential emerging countries in the Middle East and North Africa. These are the 3rd and the 4th consultant offices set up by the current-

term Government since it took office, after the ones established in Nairobi, Kenya and Almaty, Kazakhstan.

In the light of the market potential of the Middle East countries along the B&R, InvestHK proactively strengthened its investment promotion efforts in the region in recent years. The department also conducted duty visits and organised different promotional activities in various Middle East countries, including seminars, industry fora, roundtables, trade fairs and media interviews, etc. to attract enterprises from the Middle East to set up and expand their businesses in Hong Kong. In the past 5 years, InvestHK paid 13 visits to Middle East countries along the B&R, including the United Arab Emirates (Abu Dhabi and Dubai), Qatar (Doha), Kuwait (Kuwait City), Saudi Arabia (Riyadh) and Egypt (Cairo). In 2025-26, InvestHK will continue to visit the Middle East countries, including Saudi Arabia (Riyadh and Jeddah) and the United Arab Emirates (Abu Dhabi and Dubai), to strengthen its investment promotion efforts in these places.

At present, there are 184 posts in the head office of InvestHK and 80 investment promotion staff posts in the 17 Dedicated Teams based in the Mainland Offices and the overseas ETOs. The expenditure for salary and duty visits involved in exploring the Middle East market has been subsumed under the overall estimate of InvestHK and ETOs, which includes administrative overhead expenses, and hence cannot be quantified separately.

- End -