

**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 0925)**

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 the Programme 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 markets”. In fact, the Office for Attracting Strategic Enterprises has successfully attracted dozens of strategic enterprises to Hong Kong over the past year. Such results were remarkable. However, according to a survey conducted by the Census and Statistics Department, the same period saw a slight decrease in the numbers of both regional headquarters and regional offices set up in Hong Kong by enterprises located outside Hong Kong. In this connection, will the Government advise this Committee of:

- a. whether InvestHK has looked into the decrease or change in the numbers of regional headquarters and offices and pinpointed the causes for this;
- b. whether InvestHK has provided assistance or incentives for the enterprises concerned with a view to retaining them;
- c. how InvestHK will promote the development of headquarters economy in the coming year?

Asked by: Hon CHAN Kin-por (LegCo internal reference no.: 7)

Reply:

Invest Hong Kong (InvestHK) is committed to attracting and retaining foreign direct investment, including Mainland and overseas companies' regional headquarters, regional offices and local offices in Hong Kong, thereby promoting the development of various sectors and enhancing impetus for economic growth in Hong Kong.

Since the Government began to relax anti-epidemic measures in end-2022, InvestHK has already stepped up its engagement efforts with overseas and Mainland companies across

various sectors to gauge their sentiments, understand their concerns and needs, provide updates on Hong Kong's latest business opportunities and offer appropriate support. Subsequently, with the full resumption of cross-boundary travel with the Mainland since February 2023 and lifting of the mask mandate from March 2023, InvestHK further strengthened its engagement efforts, including identifying target companies that might have relocated some or all of their operations from Hong Kong earlier due to COVID-19, and providing the necessary support to facilitate their businesses to return to Hong Kong.

In 2023, InvestHK assisted a total of 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% when compared with 2022. This result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. These companies included those that have returned to Hong Kong after previously relocating their businesses elsewhere, those that set up in Hong Kong for the first time, as well as those that continued to expand their existing businesses. They brought in direct investment of more than \$61.6 billion and created over 4 100 jobs within the first year of operation or expansion.

The Chief Executive announced in the 2023 Policy Address that the Government would develop "Headquarters Economy" to attract Mainland and overseas companies to set up headquarters/corporate divisions in Hong Kong, bringing in quality enterprises to explore the immense opportunities under the national and international dual circulation initiative. The initiative will facilitate foreign enterprises to tap into the Mainland market, and also assist Mainland enterprises to go global. The Government understands that many enterprises have cross-boundary funding needs arising from business development or research activities. Our ability to facilitate such funding requirements could incentivise enterprises to establish in Hong Kong. The Financial Services and the Treasury Bureau will explore with relevant Mainland authorities measures to facilitate Mainland enterprises to set up headquarters/corporate divisions in Hong Kong (such as arrangements conducive to capital investment). The detailed measures, including proposals applicable to the development of headquarters businesses, will be announced in a timely manner once they are ready for implementation.

When carrying out its investment promotion work, InvestHK will follow relevant bureaux' policy steer to actively attract and assist enterprises that are interested in setting up and expanding their businesses in Hong Kong, and offer one-stop customised services, from the planning to implementation stages, so as to assist the enterprises to set up headquarters/corporate divisions and other businesses in Hong Kong.

- End -

**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 0926)**

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:

The Programme stated that Invest Hong Kong 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 markets, so as to capitalise on the business opportunities arising from the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) development and the Belt and Road Initiative”. In this connection, will the Government inform this Committee of:

- a. the number of activities organised in the past year to attract enterprises and investment to Hong Kong, including investment promotion efforts targeting multinational companies, startups, scaleups and family offices, as well as the specific details and effectiveness of such activities;
- b. with regard to the 7.4% increase in the estimate of the Department for 2024-25, the details of strengthening the promotion work in relation to the Belt and Road Initiative;
- c. the specific details of the Department’s efforts on enhancement of promotion strategies;
- d. whether the Government will consider replicating the successful model of the Office for Attracting Strategic Enterprises to the work of Invest Hong Kong, such as adopting the proactive business attraction approach?

Asked by: Hon CHAN Kin-por (LegCo internal reference no.: 8)

Reply:

In 2023, Invest Hong Kong (InvestHK) assisted 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis.

In the same year, the Department also organised, sponsored or supported a total of 435 events in Hong Kong, the Mainland and overseas. Flagship events included the Wealth for Good in Hong Kong Summit, Hong Kong FinTech Week, StartmeupHK Festival and Reception for New Foreign and Mainland Companies in Hong Kong. The events brought together local, overseas and Mainland enterprises, chambers of commerce, consulates and other important stakeholders, promoted Hong Kong's unique advantages and the huge opportunities in various industries, so as to attract more overseas and Mainland enterprises to set up businesses in Hong Kong, and at the same time reinforced the confidence of all sectors of the community in Hong Kong's economic development and commercial activities.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK will implement the measures outlined in the 2023 Policy Address and the 2024-25 Budget to strengthen investment promotion work by setting up consultant offices along the B&R, especially in emerging countries in the Middle East, Central Asia and Africa. InvestHK has earmarked funding in the 2024-25 budget for hiring consultants and organising events to strengthen the investment promotion efforts in emerging markets along the B&R. The Department will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

Apart from attracting overseas and Mainland enterprises to set up their businesses in Hong Kong through its global investment promotion network, InvestHK also attaches great importance to the publicity and promotion work to proactively tell the good stories of Hong Kong. Through media and social media, the Department will continue strengthening its promotion efforts to encourage overseas and Mainland companies to set up businesses and invest in Hong Kong, as well as proactively promoting the importance of attracting businesses and investment to Hong Kong economic development and the success stories of setting up businesses in Hong Kong. For example, the Department partnered with Radio Television Hong Kong to produce an eight-episode documentary titled "HK Business Made Easy" in 2023, showcasing the success stories of over ten enterprises that have set up businesses and invested in Hong Kong, so as to promote Hong Kong's unique advantages and its favourable business environment.

Since the establishment of the Office for Attracting Strategic Enterprises (OASES) in December 2022, InvestHK and OASES have been working closely with each other in attracting inward investments to Hong Kong. While OASES focuses on strategic enterprises from industries of strategic importance to Hong Kong, InvestHK focuses on enterprises from various other sectors. Despite having different target sectors, OASES and InvestHK proactively identify and reach out to multinational corporations and leading corporations in key geographical markets around the world and to enterprises with high potential and economic value. The Department will continue to attract and assist enterprises that are interested in setting up and expanding businesses in Hong Kong, and offer one-stop customised support services, from the planning to implementation stages. Meanwhile, InvestHK proactively encourages enterprises to expand their businesses in Hong Kong through aftercare support.

- End -

**CONTROLLING OFFICER'S REPLY**

**CEDB143**

**(Question Serial No. 1185)**

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:

- (1) the breakdown of number of investment promotion activities including meetings, conferences, seminars, and exhibitions, etc;
- (2) the breakdown of the number of meetings by Invest HK with target companies by geographic market in the past 3 years;
- (3) the breakdown of the number of meetings with target companies by sector in the past 3 years;
- (4) the breakdown of foreign direct investment inflow into Hong Kong by geographic market in the past 3 years;
- (5) the manpower resources and expenditure involved in the past 3 years; and
- (6) the work plan and priority sectors in 2024/25 in promoting Hong Kong's business opportunity and the manpower resources and estimated expenditure involved.

Asked by: Hon IP LAU Suk-ye, Regina (LegCo internal reference no.: 34)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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 and expand their businesses in Hong Kong, and offering one-stop customised support services, from the planning to implementation stages.

In the past 3 years, there was an increase in number of meetings between InvestHK and target companies from various key sectors and major regional markets. The breakdown by place of origin and sector is as follows:

<b>Place of origin</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
Asia (other than the Middle East) and Pacific	About 4 030	About 4 350	About 5 210
Europe	About 1 480	About 1 970	About 2 650
Americas	About 1 250	About 1 180	About 1 260
Africa and the Middle East	About 160	About 170	About 380
<b>Total</b>	<b>About 6 920</b>	<b>About 7 670</b>	<b>About 9 500</b>

<b>Sectors</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
Business and Professional Services	About 1 200	About 1 190	About 960
Consumer Products	About 420	About 380	About 390
Creative Industries	About 330	About 310	About 330
Family Office	About 10	About 50	About 100
Financial Services and Fintech	About 750	About 850	About 780
Innovation and Technology	About 1 220	About 1 110	About 1 300
Tourism and Hospitality	About 450	About 450	About 480
Transport and Industrial	About 340	About 420	About 380
Cross-sector	About 2 200	About 2 910	About 4 780
<b>Total</b>	<b>About 6 920</b>	<b>About 7 670</b>	<b>About 9 500</b>

In addition to meeting with target companies, InvestHK also conducts other investment promotion activities to provide potential investors and companies from Mainland and overseas with the latest information on Hong Kong's business environment. In 2023, other investment promotion activities conducted by InvestHK included around 150 large-scale meetings, about 260 seminars and about 30 exhibitions. The expenses involved were subsumed under the overall estimated expenditure of InvestHK which included administrative overhead expenses and hence could not be quantified separately.

According to the statistics released by the Census and Statistics Department, the breakdown of foreign direct investment inflow into Hong Kong by geographic region in the past 3 years is as follows:

<b>Region</b>	<b>2020</b> (\$ billion)	<b>2021</b> (\$ billion)	<b>2022</b> (\$ billion)
Asia (other than the Middle East) and Pacific	505.9	456.3	384.4
Europe	108.8	66.3	98.4
Americas	410.7	544.4	358.8
Africa and the Middle East	19.5	22.6	17.4
<b>Total</b>	<b>1,045.0</b>	<b>1,089.7</b>	<b>859.0</b>

Note: Figures in the tables may not add up to the total due to rounding.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK will strengthen investment promotion work by setting up consultant offices along the B&R, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

In 2024-25, 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 in the Mainland and overseas with the latest information on Hong Kong's business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative will be highlighted in the promotional activities.

Besides, the New Capital Investment Entrant Scheme (the new CIES), which InvestHK is assisting the Financial Services and the Treasury Bureau (FSTB) to implement, was launched on 1 March 2024. The new CIES further enriches the talent pool and attracts more new capital to Hong Kong, helps strengthen the development advantages of the asset and wealth management and related professional service sectors in Hong Kong as well as supports the development of innovation and technology industry. The New CIES Office under InvestHK is responsible for assessing whether the applications fulfil the financial requirements under the Scheme, and the Immigration Department is responsible for assessing the applications for visa/entry permit and extension of stay, etc. pursuant to the Scheme. InvestHK will step up publicity of the new CIES, including promoting the Scheme to different chambers of commerce, international stakeholders and family offices, and conducting extensive publicity to target client groups.

The overall estimated expenditure of InvestHK in 2024-25 is about \$306.5 million. The increase in the estimates is mainly due to setting up 2 new consultant offices, strengthening investment and trade promotion work in emerging markets along the B&R, and assisting FSTB in implementing the new CIES. The expenses involved in the work plan and priority sectors for promoting business opportunities in Hong Kong have been subsumed under the above-mentioned overall estimated expenditure which include administrative overhead expenses and hence cannot be quantified separately.

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**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 0461)**

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 2024-25, 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 National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative. Please advise this Committee of:

- 1) the plans of InvestHK for attracting multinational companies and family offices from the B&R countries or regions to set up their businesses in Hong Kong; and
- 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, of the estimated expenditure involved; if not, of the reasons.

Asked by: Hon LAM Kin-fung, Jeffrey (LegCo internal reference no.: 9)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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, InvestHK will strengthen investment promotion work by setting up consultant offices along the Belt and Road, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in



Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

To attract family offices to Hong Kong, the Legislative Council passed the Inland Revenue (Amendment) (Tax Concessions for Family-owned Investment Holding Vehicles) Bill 2022 in May 2023 to provide profits tax concessions for eligible family-owned investment holding vehicles managed by single family offices in Hong Kong. Under the policy guidance of the Financial Services and the Treasury Bureau (FSTB), InvestHK and its Dedicated FamilyOfficeHK Team launched the Network of Family Office Service Providers in June 2023 to bring together a global network of teams in relevant professional service fields to promote Hong Kong's advantages and opportunities to global family offices. The Dedicated FamilyOfficeHK Team will continue to provide one-stop services to family offices that are interested in setting up a base in Hong Kong and attract multinationals and family offices from emerging countries and regions along the Belt and Road to set up their businesses in Hong Kong. The New Capital Investment Entrant Scheme, which InvestHK is assisting FSTB to implement, was launched for application on 1 March 2024 to attract asset owners to settle in the city and explore its diverse investment opportunities through wealth allocation and management.

As for assisting Hong Kong enterprises to tap more overseas business opportunities in countries along the Belt and Road, InvestHK will proactively cooperate with the responsible Belt and Road Office by assisting it in organising small-scale missions to further cultivate these Belt and Road markets, and organising visits for enterprises of the Belt and Road countries in Hong Kong to visit the Mainland using Hong Kong as the service base.

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 in the Mainland and overseas with the latest information on Hong Kong's business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the Belt and Road Initiative will be highlighted in the promotional activities.

- End -

**CONTROLLING OFFICER'S REPLY**

**CEDB145**

**(Question Serial No. 1674)**

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 under the Brief Description of the Programme that foreign direct investment inflow into Hong Kong dropped sharply from \$1,089.7 billion recorded in 2021 to \$859 billion in 2022. During the same period, share of foreign direct investment inflow into Hong Kong in the overall inflow into South, East and South-East Asia also decreased substantially by around 10 percentage points. In this connection, will the Government inform this Committee of:

- a) the details of the abovementioned two sets of data in the past 5 years and the reasons for the significant decrease shown in the data in recent years, as well as whether the Government has taken follow-up actions and conducted investigations into the underlying reasons; and
- b) whether the Government has formulated measures and a timetable to tackle the decline in foreign direct investment inflow; if yes, the details?

Asked by: Hon LUK Hon-man, Benson (LegCo internal reference no.: 7)

Reply:

During the period from 2018 to 2022, the foreign direct investment (FDI) inflow into Hong Kong and the share of FDI inflow into Hong Kong in the overall inflow into South, East and South-East Asia (the share) are provided below:

	2018	2019	2020	2021	2022
FDI inflow into Hong Kong (\$ billion)	817.1	577.6	1,045.0	1,089.7	859.0
The share (in percentage)	22.9%	16.1%	28.4%	23.4%	18.4%

Note: Data for 2023 has not yet been released

According to the World Investment Report promulgated annually by the United Nations Conference on Trade and Development, various global factors affected the overall global FDI inflows, resulting in different trends in the past 5 years. Compared with 2021, there was a decrease in the overall global FDI inflows, same as the situation of Hong Kong's FDI inflows during the period. The decrease in FDI inflow into Hong Kong was mainly attributable to the decrease in the inflow of external investment (equity or inter-company debts) from overseas affiliated companies to Hong Kong companies during the peak of the epidemic. Besides, the decrease in "the share" in 2022 as compared with 2021 may be attributed to the fact that other countries in South Asia, East Asia and Southeast Asia resumed to normalcy earlier than Hong Kong.

Notwithstanding the above, Hong Kong remained within the top 6 economies in the world in terms of FDI inflows from 2018 to 2022. In 2023, Invest Hong Kong (InvestHK) assisted 382 Mainland and overseas companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. The above data has fully demonstrated that Hong Kong remains highly attractive as a base for multinational companies to manage their global investments and businesses.

Under "One Country, Two Systems", Hong Kong has the distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world, plays the important roles as a "super-connector" and a "super value-adder", and serves as a two-way springboard for attracting overseas enterprises and for Mainland enterprises to "go global". Being one of the most competitive economies in the world, Hong Kong's institutional fundamentals and other core strengths (including continuation of the common law system, exercise of independent judicial power by the Judiciary, a favourable business environment with efficient and transparent markets, a regulatory regime in line with international rules, an efficient and clean Government, a simple and low tax system, world-class professional services, and free flow of goods and factors of production including talents, capital and information, etc.), make Hong Kong the only place in the world where the global advantage and the China advantage come together in a single economy. We are confident that the above unique advantages as well as key national strategies, including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the Belt and Road (B&R) Initiative, provide Hong Kong with unlimited opportunities and will continue to be beneficial for Hong Kong in attracting FDI.

In the coming year, InvestHK will implement the measures outlined in the 2023 Policy Address and the 2024-25 Budget to strengthen investment promotion work by setting up consultant offices along the B&R, especially in emerging countries in the Middle East, Central Asia and Africa. The Department will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. InvestHK will continue to strengthen investment promotion work by fully leveraging Hong Kong's advantages on all fronts and making every effort in attracting overseas and Mainland enterprises to invest in Hong Kong. Riding on the good performance in 2023, the Department will continue to implement the performance indicator as set out in the 2022 Policy Address.

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**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 1675)**

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 that Invest Hong Kong (InvestHK) will continue to strengthen its overseas and Mainland network comprising Dedicated Teams for Attracting Businesses and Talents in overseas Economic and Trade Offices and Mainland Offices as well as overseas consultants, and step up efforts to attract target strategic companies to Hong Kong. Besides, it will continue to strengthen the aftercare services for overseas and Mainland enterprises and investors in Hong Kong. In this connection, please inform this Committee of:

- a) whether InvestHK has any specific plan and timetable for expanding its overseas and Mainland network; if yes, the details;
- b) the numbers of overseas and Mainland enterprises which have been successfully attracted to Hong Kong so far, as well as the details; and
- c) the specific measures to strengthen the aftercare services mentioned by InvestHK.

Asked by: Hon LUK Hon-man, Benson (LegCo internal reference no.: 8)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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 enterprises which it has previously assisted, 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 study and evaluate new growth areas and opportunities ahead to facilitate their business expansion in Hong Kong.

In view of the huge economic potential of the countries along the Belt and Road, InvestHK will strengthen investment promotion work by setting up consultant offices along the Belt and Road, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively.

In 2023, InvestHK assisted 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. Analysed by locations of parent companies, the 382 companies mainly came from the Mainland (136), followed by the United Kingdom (48), the United States (34), Singapore (27) and Australia (13). Riding on the good performance, InvestHK will continue to make every effort in attracting overseas and Mainland enterprises to invest in Hong Kong and continue to implement the performance indicator as set out in the 2022 Policy Address.

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**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 1894)**

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 (InvestHK) has all along been playing the specific role of attracting businesses and investment, bringing in enterprises from within and outside the country to expand their businesses in Hong Kong. As mentioned in paragraph 31 of the Budget Speech, InvestHK, alongside other departments and parties including the Office for Attracting Strategic Enterprises (OASES), will actively reach out to enterprises from the Mainland and overseas, and proactively attract and assist high value-added technology industries and enterprises to establish a foothold in Hong Kong. In this connection, will the Government inform this Committee of the following:

1. Under Head 79, the estimate for InvestHK in 2024-25 is \$306.5 million, which is 7.4% higher than the revised estimate of \$285.5 million for last year. What are the reasons for the increase in the estimate for next year and the major uses of the increased estimate?
2. Given that there are a significant number of heavyweight top-notch enterprises in the textiles, clothing and fashion industry in the Mainland and overseas, will InvestHK step up efforts to attract more top-notch enterprises in the industry to expand their businesses in Hong Kong, including setting up research and development centres, design centres or regional headquarters and regional supply chain management centres, so as to enhance the ecosystem for the industry?
3. How will InvestHK enhance the co-operation, co-ordination and division of work with the OASES for better synergy in attracting businesses and investment?
4. What are the staff establishment and expenditure involved in respect of the Dedicated Teams for Attracting Businesses and Talents as well as the overseas consultants in overseas Economic and Trade Offices and Mainland Offices? Does the Government have any plans to expand the Dedicated Teams for Attracting Businesses and Talents as well as the pool of overseas consultants, with a view to enhancing our work on attracting businesses and investment?

5. As mentioned in paragraph 97 of last year's Budget Speech, \$100 million would be allocated to InvestHK over the next 3 years for attracting more family offices to Hong Kong. For the past year, how many family offices has InvestHK reached out to and how many family offices have been attracted to expand their businesses in Hong Kong? What specific strategies will be in place to attract more family offices to Hong Kong?

Asked by: Hon TAN Sunny (LegCo internal reference no.: 24)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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.

At present, there are 33 and 46 posts established under the Dedicated Teams in the Mainland Offices and overseas ETOs respectively. The relevant expenditure involved has been subsumed under the overall estimated expenditure of the Constitutional and Mainland Affairs Bureau, Commerce and Economic Development Bureau and InvestHK, and hence cannot be quantified separately.

In view of the huge economic potential of the countries along the Belt and Road, InvestHK will strengthen investment promotion work by setting up consultant offices along the Belt and Road, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

The increase in the Estimate 2024-25 of InvestHK is mainly due to the additional funding allocated for setting up the 2 new consultant offices to strengthen investment promotion work in emerging markets along the Belt and Road, as well as assisting the Financial Services and the Treasury Bureau (FSTB) in the implementation of the New Capital Investment Entrant Scheme.

Since the establishment of the Office for Attracting Strategic Enterprises (OASES) in December 2022, InvestHK and OASES have been working closely with each other and InvestHK officers have been seconded to OASES in order to attract inward investments to Hong Kong. While OASES focuses on strategic enterprises from industries of strategic importance to Hong Kong, InvestHK focuses on other enterprises from various sectors. InvestHK's investment promotion officers in the Mainland Offices and overseas ETOs are core members of the Dedicated Teams, and they act as the first point of contact outside Hong Kong whenever Mainland and overseas enterprises (regardless of fields) approach them.

On attracting enterprises from the textiles, clothing and fashion industry, InvestHK will step up its promotional efforts by proactively supporting and partnering with trade publications and event organisers to further its outreach efforts and enhance communication with the

industry, with a view to attracting and retaining overseas and Mainland companies in the textiles, clothing and fashion industry. For example, InvestHK works closely with the Hong Kong Research Institute of Textiles and Apparel and various design institutes to showcase Hong Kong as an excellent design or research hub for the industry, and promote Hong Kong as an ideal location for setting up regional headquarters. In addition, InvestHK organised and sponsored a number of seminars, information sessions and networking events themed on sustainability and environmental, social and governance (ESG) in 2023 in collaboration with various industry partners, and industry members had been invited to join.

Meanwhile, to promote development of family office business in Hong Kong, InvestHK set up a dedicated FamilyOfficeHK team with the funding support from FSTB to provide one-stop support services to family offices and ultra-high-net-worth individuals interested in developing their foothold in Hong Kong in 2021. Since its establishment until February 2024, the FamilyOfficeHK team has received over 600 enquiries on setting up family offices in Hong Kong, mainly from the Mainland, Association of South East Asian Nations countries, Middle East, Europe and the Americas, etc. InvestHK has successfully assisted 58 family offices to establish or expand their operations in Hong Kong.

The FamilyOfficeHK team has already set up offices in Beijing, Brussels, Dubai and Singapore, and plans to increase manpower in the Mainland (such as Shanghai) to tell the good stories of Hong Kong and to focus on the promotion of Hong Kong's competitiveness as a family office hub to target clients. In 2023, the FamilyOfficeHK team conducted over 150 diversified and face-to-face interactive events (such as roundtables, seminars, conferences, media interviews, and external visits, etc.) in Hong Kong, the Mainland and overseas (including South East Asia, the Middle East, Europe, the Americas and Australia) to showcase Hong Kong's competitiveness and unique advantages as a family office hub to target clients. Riding on last year's success, FSTB and InvestHK co-organised the second edition of the Wealth for Good in Hong Kong Summit on 27 March this year. The highly acclaimed family office exclusive Summit, themed "Growing with Certainty Amid Growing Uncertainty", brought together influential family offices from around the world to engage together with the profession, asset owners and wealth successors to explore investment opportunities and effective wealth management amidst the volatile global economic climate, as well as to showcase Hong Kong's long-standing vision as a leading hub for family offices and international asset and wealth management.

- End -



**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 2820)**

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:

Do the government authorities concerned have any plans to provide education and training on Basic Law Article 23 (BL23) legislation to different levels of staff of Invest Hong Kong, in order to promote their awareness and understanding of the details and nature of BL23 legislation, such that when these staff meet overseas players from the commerce and industry sectors, they can respond to and answer their questions on BL23 legislation readily to dispel misunderstanding? If yes, what are the details and key performance indicators regarding the work of providing education and training in this respect? If no, what are the reasons?

Asked by: Hon WONG Chun-sek, Edmund (LegCo internal reference no.: 48)

Reply:

Invest Hong Kong (InvestHK) and its investment promotion staff in the overseas Hong Kong Economic and Trade Offices (ETOs) not only have been proactively promoting Hong Kong's distinctive advantages of being a "super-connector" and a "super value-adder" under "One Country, Two Systems" so as to attract foreign investment, but also been taking the initiative to clarify and rebut false information regarding Hong Kong, and telling the good stories of Hong Kong.

The Security Bureau has explained in detail the legislative background of the Basic Law Article 23 (BL23) legislation and its important clauses to all policy bureaux, relevant departments and relevant staff of the ETOs, such that they could explain to the public the legislative intent and relevant clauses of the BL23 legislation with clarity, thereby alleviating doubts of the public; the relevant staff will also continue to promote Hong Kong's strategic position as an international trade and finance centre.

As always, staff of InvestHK will continue to promote Hong Kong's unique position under "One Country, Two Systems" and the city's advantages on various fronts, as well as the immense business opportunities brought by the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area development.

**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 3208)**

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:

Provision for 2024-25 is \$21.0 million (7.4%) higher than the revised estimate for 2023-24. This is mainly due to the increased provisions for implementing the New Capital Investment Entrant Scheme (CIES), as well as engaging consultants and organising activities to strengthen investment and trade promotion work in emerging markets along the Belt and Road. In this connection, please inform this Committee of:

1. the specific expenditure and the key performance indicators for the implementation of the New CIES;
2. the work of engaging consultants and the specific expenditure involved; and
3. the detailed list of activities to be organised and the specific expenditure involved.

Asked by: Hon WONG Chun-sek, Edmund (LegCo internal reference no.: 27)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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 will implement the measures outlined in the 2023 Policy Address and the 2024-25 Budget to strengthen investment promotion work by setting up consultant offices along the B&R, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK has earmarked funding in the 2024-25 budget for hiring consultants and organising events to strengthen the investment promotion work in emerging markets along the B&R. The

Department will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

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 in the Mainland and overseas with the latest information on Hong Kong's business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative will be highlighted in the promotional activities. The expenditure involved has been subsumed under the overall estimated expenditure of InvestHK which include administrative overhead expenses and hence cannot be quantified separately.

- End -

**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 3106)**

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:

1. Please list out the number of staff, posts and salary expenditure of each overseas office of Invest Hong Kong (InvestHK), including those of outsourced staff in the past 5 years.
2. Will the Government review the effectiveness delivered by all overseas offices of Invest HK, reshuffle (e.g. closing down) those with reduced economic benefits due to geopolitics and allocate resources to countries with potential (such as those in the Middle East and along the Belt and Road) for setting up and expanding their business in Hong Kong? If yes, what are the details? If no, what are the reasons?

Asked by: Hon WONG Ying-ho, Kennedy (LegCo internal reference no.: 38)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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.

Except Geneva ETO which represents Hong Kong, China in the World Trade Organization and the Trade Committee of the Organisation for Economic Co-operation and Development, and Washington ETO which is mainly responsible for liaising with the political circle in the United States, Dedicated Teams have been established under other ETOs for attracting enterprises and investment, including assisting overseas enterprises to set up or expand their businesses in Hong Kong. During the five years from 2019-20 to 2023-24, the Dedicated Teams <sup>Note 1</sup> (and the Investment Promotion Units before their transformation) under ETOs had 35, 36, 37, 44 and 46 posts respectively. The salary expenditure of the relevant staff (including agency workers) were subsumed under the overall estimated expenditure of ETOs and InvestHK, and hence could not be quantified separately.

Note 1: Dedicated Teams were established in December 2022.

We have set multiple indicators to measure the performance of ETOs. The 2024 estimated performance indicators in respect of investment promotion are as follows:

<b>Indicators</b>	<b>2024 (Estimate)</b>
New projects generated <sup>Note 2</sup>	280
Projects completed <sup>Note 3</sup>	140

Note 2 : New projects with the potential of becoming completed projects in the coming 18 months. The figure reflects the investment promotion efforts in a particular year, discounting projects carried forward from previous years.

Note 3 : Investment projects each resulting in an overseas company setting up or undergoing a significant expansion in Hong Kong with the assistance of InvestHK.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK will strengthen investment promotion work by setting up consultant offices along the B&R, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively.

InvestHK's teams based in Hong Kong will continue to work closely with all Dedicated Teams and consultant offices. Apart from working on reinforcing the traditional markets, InvestHK will also, at the same time, drive investment promotion work to attract foreign investment from emerging markets. Also, InvestHK collaborates 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 in the Mainland and overseas with the latest information on Hong Kong's business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative will be highlighted in the promotional activities.

- End -

**CONTROLLING OFFICER'S REPLY**

<b>CEDB172</b>
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**(Question Serial No. 3863)**

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:

Regarding the nurturing of start-ups, please inform this Committee, in tabular form and by business area, of the numbers of start-ups, the numbers of their employees and the year-on-year changes in the past 5 years (2019-20 to 2023-24).

Asked by: Hon KAN Wai-mun, Carmen (LegCo internal reference no.: 47)

Reply:

The latest 2023 Startup Survey conducted by Invest Hong Kong (InvestHK) showed that, the number of startups in Hong Kong reached a record high in 2023 with a total of 4 257 startups, an increase of 272 from 2022. The startups came from various sectors, mainly financial technology (Fintech), e-commerce, supply chain management and logistics technology. The number of startups by sector in the past 5 years (2019 to 2023) is tabulated below:

Sectors	Number of startups (Year-on-year change)				
	2019	2020	2021	2022	2023
Fintech	456	468 (+12; +3%)	472 (+4; +1%)	513 (+41; +9%)	601 (+88; +17%)
E-commerce / Supply chain management / Logistics technology	342	385 (+43; +13%)	432 (+47; +12%)	512 (+80; +19%)	584 (+72; +14%)
Information, computer & technology	322	315 (-7; -2%)	372 (+57; +18%)	369 (-3; -1%)	379 (+10; +3%)

Sectors	Number of startups (Year-on-year change)				
	2019	2020	2021	2022	2023
Education & learning	158	171 (+13; +8%)	218 (+47; +27%)	319 (+101; +46%)	374 (+55; +17%)
Data analytics	224	241 (+17; +8%)	257 (+16; +7%)	257 (-)	337 (+80; +31%)
Design	301	234 (-67; -22%)	280 (+46; +20%)	291 (+11; +4%)	280 (-11; -4%)
Professional / consultancy services	287	357 (+70; +24%)	399 (+42; +12%)	307 (-92; -23%)	240 (-67; -22%)
Biotechnology	32	55 (+23; +72%)	69 (+14; +25%)	165 (+96; +139%)	189 (+24; +15%)
Health & medical	151	148 (-3; -2%)	145 (-3; -2%)	242 (+97; +67%)	178 (-64; -26%)
Digital entertainment & gaming	135	140 (+5; +4%)	130 (-10; -7%)	128 (-2; -2%)	160 (+32; +25%)
Hardware (Internet of Things, 3D printing, prototypes & wearables)	210	163 (-47; -22%)	184 (+21; +13%)	176 (-8; -4%)	157 (-19; -11%)
Sustainable technology / green technology	93	106 (+13; +14%)	104 (-2; -2%)	130 (+26; +25%)	134 (+4; +3%)
Foodtech	41	32 (-9; -22%)	44 (+12; +38%)	40 (-4; -9%)	106 (+66; +165%)
Robotics / smart manufacturing	33	35 (+2; +6%)	62 (+27; +77%)	90 (+28; +45%)	92 (+2; +2%)
Social innovation / venture	59	63 (+4; +7%)	135 (+72; +114%)	58 (-77; -57%)	85 (+27; +47%)
Retail technology	61	67 (+6; +10%)	61 (-6; -9%)	66 (+5; +8%)	82 (+16; +24%)

Sectors	Number of startups (Year-on-year change)				
	2019	2020	2021	2022	2023
Smart city	104	99 (-5; -5%)	113 (+14; +14%)	93 (-20; -18%)	76 (-17; -18%)
Others <sup>Note</sup>	175	281 (+106; +61%)	278 (-3; -1%)	229 (-49; -18%)	203 (-26; -11%)
Total number of startups	3 184	3 360 (+176; +6%)	3 755 (+395; +12%)	3 985 (+230; +6%)	4 257 (+272; +7%)

Note: As not all respondents answered the question on sectors, startups of those did not were classified as “others”.

In terms of the number of people employed by startups, the figure reached a record high and the startups employed approximately 16 453 staff in 2023, an increase of 10% from 2022. The total number of people employed by startups over the past 5 years (2019 to 2023) is tabulated below. InvestHK does not keep statistics on the number of employees in individual business sectors.

Number of employees (Year-on-year change)				
2019	2020	2021	2022	2023
12 478	10 688 (-1 790; -14%)	13 804 (+3 116; +29%)	14 932 (+1 128; +8%)	16 453 (+1 521; +10%)

The above survey results fully demonstrate the favourable business environment of Hong Kong, which continues to attract startups from Mainland and overseas from different sectors to set up or expand their businesses here, and that the companies continue to be fully confident in Hong Kong and have therefore chosen to invest in Hong Kong, leveraging Hong Kong’s distinctive advantages of enjoying strong support of the motherland and being closely connected to the world under “One Country, Two Systems” to better seize the development opportunities arising from the post-pandemic recovery. The results also reflect that the HKSAR Government’s effective work in encouraging innovation and technology development.

Going forward, 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 in the Mainland and overseas with the latest information on Hong Kong’s business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong’s distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the Belt and Road Initiative will be highlighted in the promotional activities.



**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 3848)**

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:

What is the estimated provision earmarked by the Invest Hong Kong for attracting enterprises to set up their businesses in Hong Kong? Are there detailed plans on the special measures for attracting enterprises and the time schedule?

Asked by: Hon LAU Chi-pang (LegCo internal reference no.: 2)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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 expenditure involved has been subsumed under the overall estimated expenditure of InvestHK and hence cannot be quantified separately.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK will strengthen investment promotion work by setting up consultant offices along the B&R, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

In 2023, InvestHK assisted 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. Riding on the good performance, InvestHK will continue to make every effort in attracting

overseas and Mainland enterprises to invest in Hong Kong and continue to implement the performance indicator as set out in the 2022 Policy Address.

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 in the Mainland and overseas with the latest information on Hong Kong's business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative will be highlighted in the promotional activities.

- End -

**CONTROLLING OFFICER'S REPLY**

**CEDB174**

**(Question Serial No. 3802)**

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:

The Government has mentioned that it targets to attract a total of 1 130 enterprises to Hong Kong from 2023 to 2025. Apart from strategic enterprises themselves, what other outcomes have been achieved? What are the scopes of business of the enterprises attracted to Hong Kong, their investment amounts, and the number of jobs created by them in detail?

Asked by: Hon LIAO Cheung-kong, Martin (LegCo internal reference no.: 17)

Reply:

In 2023, Invest Hong Kong (InvestHK) assisted 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. Those companies brought in direct investment of more than \$61.6 billion and created over 4 100 new jobs within the first year of operation or expansion.

In terms of sectors, the top 5 among the 382 projects were financial services and fintech (90), followed by innovation and technology (82), business and professional services (45), tourism and hospitality (42) and consumer products (34).

Riding on the good performance, InvestHK will continue to make every effort in attracting overseas and Mainland enterprises to invest in Hong Kong and continue to implement the performance indicator as set out in the 2022 Policy Address.

- End -

**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 3880)**

Head: (79) Invest Hong Kong  
Subhead (No. & title): (000) Operational expenses  
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 Budget Speech that Invest Hong Kong will actively reach out to enterprises from the Mainland and overseas, and proactively attract and assist high value-added technology industries and enterprises to establish a foothold in Hong Kong. In this connection, would the Government inform this Committee of:

1. the respective numbers of enterprises reached out, enterprises successfully attracted to establish a foothold in Hong Kong and jobs created in each of the past 3 years; and
2. the action plans and estimated expenditures for 2024-25, and whether any key performance indicators (KPIs) have been set; if yes, what are the details; if not, what are the reasons?

Asked by: Hon SHIU Ka-fai (LegCo internal reference no.: 20)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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 number of meetings between the Department and enterprises, the number of projects completed <sup>Note</sup>, and the number of jobs created within the first year by the completed projects in the past 3 years are listed below:

Year	Number of meetings between InvestHK and the enterprises	Number of projects completed	Number of jobs created
2021	around 6 920	333	over 3 000
2022	around 7 670	300	over 3 600
2023	around 9 500	382	over 4 100

Note: “Number of projects completed” refers to investment projects each resulting in a non-local company setting up or undergoing a significant expansion in Hong Kong with the assistance of InvestHK.

In 2023, InvestHK assisted 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. Riding on the good performance, InvestHK will continue to make every effort in attracting overseas and Mainland enterprises to invest in Hong Kong and continue to implement the performance indicator as set out in the 2022 Policy Address.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK will strengthen investment promotion work by setting up consultant offices along the B&R, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively. The estimated annual expenditure of each consultant office is around \$1.5 million.

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 in the Mainland and overseas with the latest information on Hong Kong’s business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong’s distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative will be highlighted in the promotional activities. The expenditure involved has been subsumed under the overall estimated expenditure of InvestHK which include administrative overhead expenses and hence cannot be quantified separately.

- End -

**CONTROLLING OFFICER'S REPLY**

**(Question Serial No. 3881)**

Head: (79) Invest Hong Kong  
Subhead (No. & title): (000) Operational Expenses  
Programme: (-) Investment Promotion  
Controlling Officer: Director-General of Investment Promotion (Ms Alpha LAU)  
Director of Bureau: Secretary for Commerce and Economic Development

Question:

As regards paragraph 31 of the Budget Speech, please inform this Committee of:

1. the number of promotion activities launched in the Mainland and overseas by the Office for Attracting Strategic Enterprises, the Innovation, Technology and Industry Bureau, Invest Hong Kong and the Hong Kong Investment Corporation Limited in the previous year and the manpower and expenditure incurred;
2. the number of enterprises brought in by the above office/bureau/department/corporation in the past year, their place of origin, the type of business they engage in, the amount of their investment and the jobs they created; and
3. the specific plans for attracting enterprises in the coming year and performance indicators for such work.

Asked by: Hon ZHANG Xinyu, Gary (LegCo internal reference no.: 30)

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 16 consultant offices in key locations not covered by the Dedicated Teams, 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 2023, InvestHK assisted 382 companies to set up or expand their businesses in Hong Kong, an increase of 27% compared with 2022. The result well exceeded the performance indicator as set out in the 2022 Policy Address (i.e. to attract at least a total of 1 130 companies to set up or expand their operations in Hong Kong from 2023 to 2025) on a pro-rata basis. Those companies came from all over the world and spanned across different sectors. The

top 5 sources were the Mainland (136), the United Kingdom (48), the United States of America (34), Singapore (27) and Australia (13). In terms of sectors, the top 5 were financial services and fintech (90), followed by innovation and technology (82), business and professional services (45), tourism and hospitality (42) and consumer products (34). They brought in direct investment of more than \$61.6 billion and created over 4 100 jobs within the first year of operation or expansion.

In the same year, InvestHK organised, sponsored or supported a total of 435 events in Hong Kong, the Mainland and overseas. The manpower and expenditure involved have been subsumed under the overall estimated expenditure of InvestHK which include administrative overhead expenses and hence cannot be quantified separately.

In view of the huge economic potential of the countries along the Belt and Road (B&R), InvestHK will strengthen investment promotion work by setting up consultant offices along the B&R, especially emerging countries in the Middle East, Central Asia and Africa. InvestHK will set up consultant offices in Cairo, the capital of Egypt, and Izmir, the third largest city in Türkiye within 2024-25 to bring in capital and enterprises from high-potential emerging countries in the Middle East and North Africa respectively.

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 in the Mainland and overseas with the latest information on Hong Kong's business environment and attract Mainland and overseas enterprises to set up or expand businesses in Hong Kong. Hong Kong's distinctive advantages of enjoying strong support of the Motherland and being closely connected to the world and other core strengths, as well as the immense opportunities brought by national strategies including the National 14th Five-Year Plan, the Guangdong-Hong Kong-Macao Greater Bay Area development and the B&R Initiative will be highlighted in the promotional activities. Riding on the good performance, InvestHK will continue to make every effort in attracting overseas and Mainland enterprises to invest in Hong Kong and continue to implement the performance indicator as set out in the 2022 Policy Address.

- End -