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Hong Kong General Chamber of Commerce
香港總商會 1861

Sailing to Success

「碼」到功成

Launch of Lantau Yacht Club helps put Hong Kong on the map for the growing yachting community in the region,
reports the Chamber's staff writer Charles Chung

Lantau Yacht Club 揭幕，助香港在愈發蓬勃的遊樂船業佔一席位 本刊記者鍾卓亨

On the bright morning of 30 August, a 45-foot Jeanneau sailboat coasted gracefully on the waters of Discovery Bay into the all-new marina, marking the soft opening of the Lantau Yacht Club.

The former marina on the same site first opened its doors in 1989. After a long-overdue renovation, which commenced in early 2019, the Lantau Yacht Club (LYC) now boasts a fully upgraded marina and much improved clubhouse facilities.

In spite of the current pandemic, which has put many business activities on hold, the Club's refurbishment project has been able to continue largely without interruption. The Marina Office and Phase 1 of the Marina opened as scheduled in August, while renovation work on the rest of the Marina and the clubhouse is due for completion by the end of the year.

"The Marina Projects UK, one of the world's leading marina consultants, was appointed to advise on the masterplan design, berth mix and technical provisions of the LYC Marina," said Victor Cha, Deputy Chairman and Managing Director of HKR International (HKRI).

"The pandemic did slightly affect the production schedule of certain hardware for the marina, but we were lucky with the weather, so the overall refurbishment schedule was not much affected."

The Lantau Yacht Club is a by invitation only member club, serving the leisure yachting community. It is part of HKRI – the shareholder of Hong Kong Resort Company Limited, which owns and manages the Discovery Bay community on Lantau Island, among others.

The club provides a high level of service that you would expect to find in a world-class marina. It accommodates 148 wet berths ranging from 10 to over 60 metres, as well as dry stacks with a maximum length of 12 metres.

"We have 24-hour mooring assistance and security, a pump-out station, and a petrol and diesel fuel gas station," said Ivan Lee, Vice President of Lantau Yacht

Club, adding that the marina also provides a dedicated electricity supply sufficient to charge superyachts.

The clubhouse will be offering international dining experience and extensive event space when it opens later this year, as well as concierge services.

The marina is also technologically advanced, Lee explained. It is equipped with an advanced marina management system for a seamless customer experience, and onsite IT provisions are also of the highest level with a 4G – soon-to-be 5G – mobile network.

In terms of the new features that distinguish Lantau Yacht Club, Lee explained: "The new marina of our club is





the first and only international standard berthing facility in Hong Kong custom-built to specifically cater for megayachts.”

Indeed, when the original marina was built over three decades ago, it was designed to handle the yacht sizes that were common at that time. The renovation has upgraded the facilities to accommodate the megayachts that have become increasingly popular in recent years.

Lantau Yacht Club also has concrete pontoons, which are a rarity in marinas in the region, giving visitors the same feeling as if walking on land.

Lee also takes pride in the marina’s breakwater, which is the sole infrastructure that has not been changed during the refurbishment. It has proved its worth and sturdiness over several decades, he explained, most recently in 2018 when Hong Kong was hit by Typhoon Mangkhut – the strongest typhoon seen by the city in 30 years.

Victor Cha pointed out that Hong Kong is Asia’s hub for the leisure boating industry. Plentiful buyers, top facilities, and a skilled and knowledgeable workforce in the field put the city ahead of other Asian locations, making Hong Kong the largest and also a very mature market for yachts.

It might come as a surprise that yachting business in Hong Kong and in Asia has not been affected by the Covid-19 pandemic, which has taken such a toll on the majority of industries. The explanation for this seems to be that more people have been drawn to the safety and seclusion of private yachts. In fact, Italian luxury yacht builder Ferretti Group has reported record sales in Asia Pacific for 2020, while Hong Kong recently emerged as one of the top destinations for yacht deliveries in the world.

Hong Kong has been the hub of regional yachting activities, so there is great potential for the city to capitalise further on the growth of the sector. This will, in turn, benefit the local economy, as Cha explained.

“Marinas, together with yachting businesses, form part of the recreational boating industry that creates employment and brings taxation to the local government, directly and indirectly through related industries including repair and maintenance, hotels, restaurants, visitor attractions and travel agents,” he said.

However, it appears that there is still some way to go before we can take full advantage of the opportunities. Cha explained that regulatory issues and a lack of berthing space have been hindering the development of the local yacht industry in recent years. The absence of mooring and facilities tailor-made for superyachts had also been an obstacle, as there had been no new marina developments in the past decade or so.

The refurbished Lantau Yacht Club therefore is a welcome addition. Moreover, its location – Lantau Island – enjoys a strategic position in Asia and is a recognised gateway to Mainland China. Lantau Yacht Club can serve as a key transit location for yachts sailing in the region, or en route to China for sightseeing or obtaining supplies.

The growing wealth in the region, particularly in China, bodes well for the Asian yacht market, and being in proximity to the Mainland gives Hong Kong an edge in this department. The increasing trend of superyachts coming to the Asia Pacific will also boost the tourism sector more generally, with increased visitor numbers and greater revenue.

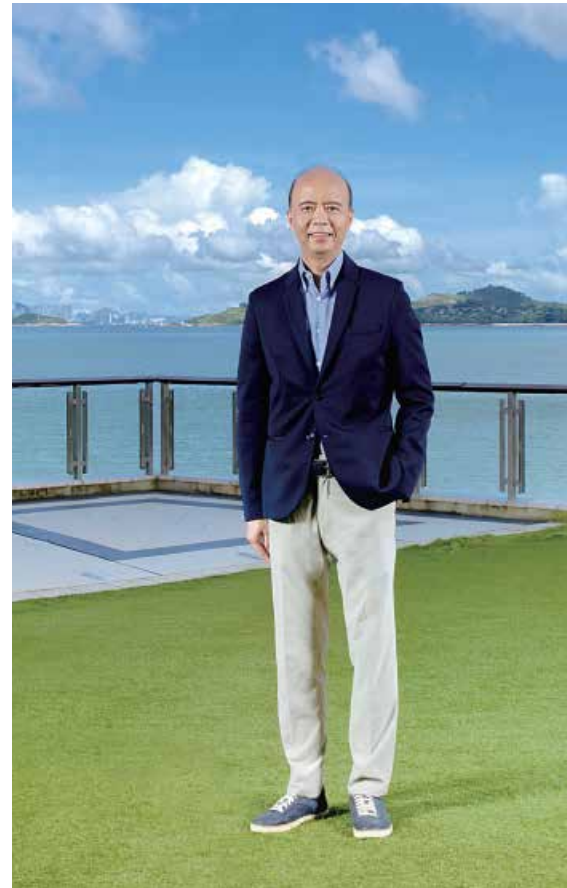
To ensure that Hong Kong is primed to make the most of these opportunities, Lantau Yacht Club works with local and

regional yachting associations to share its views and suggestions on promoting Hong Kong as a yachting destination. Cooperation with government organizations is another item high on its agenda, to create synergy for the industry. For example, the Hong Kong Tourism Board has been devoting increasing resources to promote cruise tourism, but Cha believes that more could be done to attract yacht tourists.

There is a very good reason to encourage the yacht segment, as Cha explained: “Yachting tourists spend a few times more in the local economy than a cruise ship tourist.”

The growth in the sector and the size of the yachts have not been the only changes in the industry in recent years. As climate change becomes an increasingly clear threat to the planet, many businesses are turning to more sustainable practices.

For its part, Lantau Yacht Club has taken action including the progressive ban of single-use plastic, implementing eco-initiatives and imposing fines for polluting and littering. As it opens a new chapter in its history, the club has made it its mission to promote and develop a sustainable – as well as luxurious and enjoyable – yachting lifestyle.



Company 公司名稱 : **HKR International Ltd**
香港興業國際集團有限公司
HKGCC Membership No. 總商會會員編號 : HKH0718
Established 創辦年份 : 1977
Website 網站 : <https://www.hkri.com/>





在 8 月 30 日陽光明媚的早上，一艘 45 尺長的亞諾帆船悠然駛過愉景灣海域，進入全新的遊艇碼頭，標誌著 Lantau Yacht Club (LYC) 的首階段開幕。

同址的前遊艇碼頭早於 1989 年開業，翻新工程其後於 2019 年初展開，可謂讓人引頸以待良久。如今遊艇會煥然一新，碼頭及會所設施均全面升級。

儘管當前疫情令不少商業活動擱置或延期，遊艇會的翻修工程卻大致未受影響。碼頭辦事處及碼頭第一期如期於 8 月投入服務，而碼頭餘下部分及會所的工程亦將於年內竣工。

香港興業國際集團有限公司副主席兼董事總經理查懋成解說：「我們聘任了世界頂尖的碼頭顧問公司 The Marina Projects UK，為本會碼頭的總體規劃設計、泊位分配，以至技術規格提供意見。」

「疫情確實稍微影響了碼頭個別硬件的生產工序，可幸天公作美，整體的翻修進度無甚受阻。」

LYC 為「邀請制」的私人會所，服務遊樂船隻社群，屬香港興業國際集團業務。香港興業有限公司為集團附屬公司，主要發展及管理大嶼山的愉景灣項目。

遊艇會提供媲美世界級遊艇碼頭的高水準服務，設有 148 個長 10 米至逾 60 米不等的海上泊位，以及長達 12 米的陸上泊位。

LYC 副總裁李泓熙表示：「我們提供 24 小時的船舶停泊協助和保安服務、泵水排水設備，以及汽油和柴油加油站。」他補充指，碼頭還設有專屬的供電系統，為停泊的超級遊艇提供專享的充電服務。

遊艇會會所也將於年內開放，向會員呈獻國際化的餐飲服務，並提供寬敞的活動空間和禮賓招待服務。

李泓熙闡釋，遊艇會碼頭更配備了先進科技，包括高端碼頭管理系統，務求打造流暢無縫的顧客體驗，以及頂級的資訊科技設施，如 4G（即將升級為 5G）流動網絡。

談及 LYC 不同凡響之處，李泓熙表示：「本會新建的碼頭是全港首個也是唯一一個符合國際標準、專為超級遊艇而設的船舶停泊設施。」

的確，原先的遊艇碼頭建於 30 多年前，乃根據當年常見遊艇的大小設計。是次翻新把設施升級，使之能夠容納近年愈趨流行的超級遊艇。

遊艇會還建有區內遊艇碼頭鮮見的混凝土浮橋，讓賓客如履平地。

李泓熙又表示，遊艇會的防波堤是他引以為傲的設施之一，也是碼頭唯一無需翻新修葺的基礎建設。他解釋，防波堤在過去數十年間經歷無數考驗，其中包括 2018 年襲港、被喻為 30 年一遇的超強颱風山竹，卻依然穩如磐石，足見其牢固堅實。

查懋成指出，香港是亞洲遊樂船業的樞紐。眾多買家、頂級設施，加上業內技術知識兼具的勞動力，令香港在其他亞洲城市中脫穎而出，成為規模最大且非常成熟的遊艇市場。

令人意外的是，面對重挫各行各業的新冠病毒疫情，香港及亞洲的遊艇業卻安然無恙；原因似乎是疫情促使更多人投向了遊艇提供的私人空間。事實上，意大利豪華遊艇品牌法拉帝集團的亞太區銷量在 2020 年錄得新高，而香港則在近年冒起成全球遊艇交付的熱門目的地。

本港向來是區內遊艇活動的核心，因此我們大有潛力進一步發展這一界別。查懋成認為，本地經濟將會因此而受惠。

他說：「遊艇會和遊艇業，均是遊樂船業的組成部分，能夠惠及維修、酒店、餐飲、觀光和旅遊等相關行業，直接和間接地創造就業，並增加政府稅收。」

不過，距離充分把握這些機會還有遙遙長路。查懋成解釋，近年規管及船舶泊位不足的問題，皆窒礙了本地遊艇業的發展。缺乏為超級遊艇度身而設的泊位和設施亦是一項障礙，事關過去十多年間，本港遊艇碼頭的發展一直停滯不前。

翻新後的遊艇會正好填補了空缺。而且，其位處之地——大嶼山是亞洲戰略據點，也是公認通往中國內地的門戶。LYC 可以充當重要的中轉站，讓在區內航行或駛往中國的遊艇沿途觀光或補給物資。

區內——尤其中國日益富庶，有利亞洲遊艇市場發展，而香港正好坐擁毗連內地的優勢。超級遊艇來訪亞太區日漸頻繁的趨勢，亦將有助帶動整體旅遊業，包括提升旅客人次及增加收入。

為確保香港做好準備充分把握這些機遇，LYC 加強與本地及區內遊艇組織的溝通和合作關係，就推廣香港作為遊艇業目的地的分享意見和建議。此外，與政府機構合力為業界創造協同效應亦是要務之一。例如，香港旅遊發展局正增撥資源推廣郵輪旅遊，但查懋成認為，當局在吸引遊艇訪客方面可以做得更多。

他闡釋，鼓勵遊艇旅遊業發展大有好處：「相比郵輪旅客，遊艇旅客在目的地的消費額高逾數倍。」

不過，業界近年面對的轉變，並不限於遊艇業的增長與船隻大小的變化。隨著氣候變化對全球的威脅日漸明顯，不少企業都轉而採用更可持續的營運模式。

為此，LYC 也實施了多項環保措施，包括逐步停用一次性塑膠、落實生態倡議，以及向污染和亂拋垃圾者施加罰款。邁進歷史新里程，遊艇會如今的使命，是推廣既符合可持續理念，又舒適豪華的遊艇樂活之道。