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<td>Online survey&lt;br&gt;The questionnaire was designed by AmCham. Intuit Research, an independent research agency, facilitated administration of the survey.</td>
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<td><strong>Sample size</strong></td>
<td>AmCham members n=262&lt;br&gt;• n=151 Key Corporate representatives&lt;br&gt;• n=111 Individual members</td>
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<tr>
<td><strong>Survey Timing</strong></td>
<td>10th September to 8th October, 2021</td>
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PROFILE OF RESPONDENTS

SECTOR

- Technology, Life Sciences: 11%
- Logistics & Real Estate: 11%
- Retail, Consumer Brands & W & M: 15%
- Professional services: 21%
- Retail, Distribution & Licensing: 14%
- Legal & Education: 12%

POSITION

- Associate/Executive: 5%
- Managing Director/Partner: 12%
- Manager/Team Leader: 45%
- Other/Owner: 37%

EMPLOYEES

- Small (49 staff or less): 32%
- Medium (50-249 staff): 38%
- Large (250 or more staff): 30%

Avg. - 508 employees

YEARS IN BUSINESS

- Less than 5 years: 7%
- 5-10 years: 9%
- 10-25 years: 20%
- >25 years: 64%

OFFICES

- Hong Kong: 97%
- United States: 68%
- Mainland China: 67%
- Europe: 63%
- Singapore: 57%
- Others: 32%

GLOBAL REVENUE

- Less than US$2 million: 11%
- US$2 million to US$9.99 million: 12%
- US$10 million to US$99.99 million: 14%
- US$100 million to US$1 billion: 17%
- Greater than US$1 billion: 45%
Hong Kong still holds business opportunities but an array of issues, especially draconian travel restrictions and worsening US-China relations weigh on sentiment.

- A net 9% of AmCham member companies see an improved business environment in Hong Kong over the next year— with respondents in financial services and the transport and logistics sectors among the most optimistic.
- However, Hong Kong’s international travel restrictions to contain COVID-19 weigh heavily on both company and personal sentiment. Hefty quarantine rules and travel restrictions continue to cause significant disruptions, are delaying new investments and causing a struggle in recruiting executive talent to Hong Kong.
- The restrictions are also weighing on sentiment about living in Hong Kong, from both a company and personal perspective. Over 40 percent of respondents say they are more likely to leave Hong Kong from a personal perspective, while over 25 percent of companies say they are more likely to leave Hong Kong. Singapore is expected to be the major beneficiary.
- There is a perception that foreign business is less welcome in Hong Kong. More than half of respondents feel the government is unconcerned and dismissive.
- Both AmCham members companies and individuals express increased pessimism over the strength of Rule of Law in Hong Kong, with companies particularly concerned.
- Also, over 8 in 10 businesses have been impacted by Hong Kong’s National Security Law. Close to half have seen staff morale affected and lost employees who have emigrated.
- US sanctions on Hong Kong officials have had a much more muted impact.
- Data freedom remains robust in Hong Kong according to our respondents, but there is increasing pessimism that data freedoms will remain intact over the next 3 years.
- When it comes to R&D, Shenzhen and Singapore eclipse Hong Kong as favored centers, while technology companies are benefitting the most from plans to economically integrate Hong Kong with Shenzhen and nine cities in southern China. The wealth management sector is also expected to benefit from the development of the Greater Bay Area, though survey respondents say regulations over the movement of people remain a top barrier, along with clarity over laws and regulations.
B1. What is your company’s assessment of Hong Kong’s business environment over the past 12 months?
B3. How did your company’s total 2020 revenues in Hong Kong compare to 2019?
B4.1. If answered “Increased” in previous question, by what % did it increase? B4.2. If answered “Decreased” in previous question, by what % did it decrease?

Base: All Respondents n=262

The picture has been mixed, but slightly more businesses had increased revenues than those whose revenues declined.

Among those who mentioned revenue increases, the average increase was 27%.
Among those who mentioned it decreases, the average decrease was 27%.

Net = Positive – Negative Scale (excluding Neutral scale)
BUSINESS OUTLOOK AND INVESTMENT PLANS

Businesses are generally optimistic about the business outlook and more plan to expand rather than reduce investments.

Business outlook for next 12M
- Net +18%
  - Very optimistic: 6%
  - Optimistic: 35%
  - Neutral: 35%
  - Pessimistic: 18%
  - Very pessimistic: 5%

Investment plans for next 2 years
- Net +13%
  - Significantly expand: 5%
  - Expand operations: 24%
  - No change: 56%
  - Reduce operations: 14%
  - Significantly reduce: 1%

B2. What is your/your company’s expectation of Hong Kong’s business environment in the next 12 months?
B5. What are your company’s investment plans in Hong Kong over the next two years?
Base: All Respondents n=262
B7. What are Hong Kong’s top business challenges over the coming 12 months? Please select the top 3 and rank them from 1 being highest to 3 being lowest.

Base: All Respondents n=262

**BUSINESS CHALLENGES**

Travel restrictions, tensions in the US-China relationship and continuing to live with the COVID-19 pandemic are the most prominent business challenges.

**Top Business Challenges**

1. International travel restrictions (60%)
2. US-China relations (44%)
3. COVID-19 pandemic (40%)
4. Legal & regulatory uncertainty (35%)
5. Political uncertainty (32%)
6. Travel to mainland China restrictions (28%)
7. Human resources (19%)
8. Strength of economic recovery (17%)
9. Overseas media reporting on Hong Kong (9%)
10. Lack of government support (6%)
11. Social unrest (3%)
US-CHINA RELATIONSHIP

86% of companies mention the US-China relationship has some impact on their business. The uncertainty leads to a general pessimism about things improving.

Impact of US-China relations on company in past 3 years

- 59% moderate to significant impact
- 36% significant impact
- 27% moderate impact
- 14% slight impact
- 23% no impact

US-China issues with greatest impact to business

- General uncertainty in outlook: 67%
- Complying with US & China regulations: 49%
- Foreign media reporting on Hong Kong: 29%
- Reputational risks in the China market: 29%
- Departure of foreign nationals: 28%
- Imposition of trade tariffs: 25%
- Reputational risks in the US market: 22%
- Access to US technology: 8%
- Loss of ‘Made in Hong Kong’ label: 5%
- Access to HK government officials: 5%

Outlook on US-China relations

- Very optimistic: 12%
- Optimistic: 34%
- Neutral: 38%
- Pessimistic: 38%
- Very pessimistic: 15%

Net 41% pessimistic

I1. Have US-China relations had an impact on your company’s business in the past three years?
I2. Which issues have had the greatest impact on your company? Please select three and rank them from 1 being highest to 3.
I3. How optimistic are you about an improvement in US-China relations over the next 12 months? Base: All Respondents n=262
IMPACT OF COVID-19 ON HONG KONG AS A BUSINESS HUB

Nearly half of the companies have faced disruption in offices outside Hong Kong due to travel restrictions. COVID-19 restrictions have made both businesses and them as individuals more likely to leave Hong Kong.

How was business affected?

- Faced significant disruption in offices outside HK due to travel restrictions: 44%
- Delayed new investments in HK: 32%
- Struggling to fill senior executive roles: 30%
- Competitors in the rest of Asia, Europe, US gaining market share at our expense: 18%
- Competitors in China gaining market share at our expense: 17%
- Reduced scale of HK operations: 15%
- Relocated employees to China: 10%

Have COVID-19 restrictions impacted plans to stay in Hong Kong?

- Net 44% more likely to leave
- Net 26% more likely to leave

C9. Have Hong Kong’s COVID-19 travel and social restrictions changed your company’s view on whether to stay in Hong Kong?
C10. Have Hong Kong’s COVID-19 travel and social restrictions changed your personal view on whether to stay in Hong Kong?
C11. Which of the following is true for your business? Please select up to 3. Base: All Respondents n=262
BUSINESS ENVIRONMENT & HONG KONG GOVERNMENT’S RESPONSE TO BUSINESS CONCERNS

There is a perception that foreign businesses are less welcome in Hong Kong now and almost 6 in 10 feel the Hong Kong government is unconcerned or dismissive about business concerns.

**Are foreign businesses welcome in Hong Kong?**
- More welcomed than last year: 7%
- No Change: 36%
- Less welcomed than last year: 57%

**Effectiveness of Hong Kong Government in responding to business concerns and opportunities**
- Very responsive: 4%
- Somewhat responsive: 30%
- Unconcerned: 37%
- Dismissive: 29%

B8. Do you feel foreign businesses are welcomed in Hong Kong?
B10. How well would you rate the Hong Kong government’s effectiveness in responding to business concerns and opportunities?
Base: All Respondents n=262
### COMPETITIVE FACTORS

Hong Kong’s competitiveness is driven by free flow of capital, international connectivity and the tax structure. The high cost of living and the travel restrictions are the top concerns.

<table>
<thead>
<tr>
<th>Top 10 Factors that make Hong Kong competitive</th>
<th>Top 10 Factors that make Hong Kong uncompetitive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free flow of capital</td>
<td>Cost of living (incl. housing)</td>
</tr>
<tr>
<td>55%</td>
<td>84%</td>
</tr>
<tr>
<td>International connectivity</td>
<td>Travel restrictions &amp; COVID quarantine</td>
</tr>
<tr>
<td>53%</td>
<td>76%</td>
</tr>
<tr>
<td>Taxation</td>
<td>Cost of doing business (office rent)</td>
</tr>
<tr>
<td>53%</td>
<td>60%</td>
</tr>
<tr>
<td>Legal &amp; regulatory system</td>
<td>Political system</td>
</tr>
<tr>
<td>39%</td>
<td>54%</td>
</tr>
<tr>
<td>Gateway in &amp; out of China</td>
<td>Air quality</td>
</tr>
<tr>
<td>38%</td>
<td>29%</td>
</tr>
<tr>
<td>Availability of quality personnel</td>
<td>Consultative process for gov’t policies</td>
</tr>
<tr>
<td>36%</td>
<td>29%</td>
</tr>
<tr>
<td>Free flow of information/data</td>
<td>Availability of high-quality personnel</td>
</tr>
<tr>
<td>31%</td>
<td>23%</td>
</tr>
<tr>
<td>Quality of life</td>
<td>Reception of innovation &amp; technologies</td>
</tr>
<tr>
<td>30%</td>
<td>18%</td>
</tr>
<tr>
<td>Infrastructure &amp; transportation links</td>
<td>Legal &amp; regulatory system</td>
</tr>
<tr>
<td>24%</td>
<td>16%</td>
</tr>
<tr>
<td>Language proficiency</td>
<td>Quality of life</td>
</tr>
<tr>
<td>19%</td>
<td>14%</td>
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</tbody>
</table>

C7. From your company’s perspective, what are the top factors that make Hong Kong competitive as a business hub? Please choose the top 5.
C8. Looking at the same set of factors, which of these factors make Hong Kong uncompetitive as a business hub? Please choose the top 5.
Base: All Respondents n=262
HONG KONG AS A HEADQUARTERS
C1. What is the role of your Hong Kong office?
Base: All Respondents n=262

Hong Kong is either the global or regional headquarters for 6 out of 10 businesses.
ASSESSING FUTURE PLANS
While only 5% of businesses have definite plans to move their headquarters out of Hong Kong, half are unsure. Hong Kong is seen by the majority to be competitive as a global hub.
GREATEST THREAT TO HONG KONG

Singapore is the biggest threat to Hong Kong given its strategic location and pro-business approach.

Singapore 80%

Shanghai 10%
Shenzhen 6%
Others 2%
New York 1%
Tokyo 1%
HONG KONG’S RULE OF LAW

68% say that their confidence in Hong Kong’s rule of law has worsened over the past year. Only a quarter say they have confidence in the rule of law now.

J1. What is your current confidence in the rule of law in Hong Kong?
J2. How has your confidence in the rule of law in Hong Kong changed over the last 12 months?

Base: All Respondents n=262

HONG KONG’S RULE OF LAW

Change in confidence over last 12 months in Hong Kong’s rule of law

- Improved a lot
- Somewhat improved
- Somewhat worsened
- Worsened a lot

Current confidence in Hong Kong Rule of Law

- Very confident
- Confident
- Not confident
- Not confident at all

Net 58% say the rule of law has worsened
Net 23% not confident in Hong Kong’s rule of law
IMPACT OF NATIONAL SECURITY LAW ON COMPANY OPERATIONS

Over 8 in 10 businesses have been impacted by the National Security Law. Close to half have seen staff morale affected and lost employees who emigrated. Sanctions on Hong Kong officials have impacted a sixth.

### Impact of NSL to company's operations

<table>
<thead>
<tr>
<th>Impact</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff morale has been impacted</td>
<td>47%</td>
</tr>
<tr>
<td>Lost HK employees who have emigrated</td>
<td>45%</td>
</tr>
<tr>
<td>Moved select operations/roles outside HK</td>
<td>18%</td>
</tr>
<tr>
<td>Reduction in foreign investor interest</td>
<td>17%</td>
</tr>
<tr>
<td>Diverted resources for guidance &amp; compliance</td>
<td>17%</td>
</tr>
<tr>
<td>Paused investment or business development</td>
<td>16%</td>
</tr>
<tr>
<td>Improvement in business activity</td>
<td>9%</td>
</tr>
<tr>
<td>Increased hiring of mainland Chinese talent</td>
<td>9%</td>
</tr>
<tr>
<td>Increase in mainland Chinese investor interest</td>
<td>6%</td>
</tr>
<tr>
<td>Increased investments</td>
<td>5%</td>
</tr>
<tr>
<td>No impact from the NSL</td>
<td>18%</td>
</tr>
</tbody>
</table>

### Any impact on operations from sanctions on Hong Kong officials?

- **No**: 84%
- **Yes**: 16%

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J6. In what ways, if at all, have your company’s operations in Hong Kong been impacted by the National Security Law? Please select up to three and rank them from 1 being highest to 3.

J7. Have foreign governments’ sanctions on some Hong Kong government officials impacted your company’s operations? Base: All Respondents n=262
TRANSPORTATION, LOGISTICS & FINANCIAL SECTOR
HONG KONG TRANSPORT & LOGISTICS INDUSTRY PERFORMANCE
66% of the businesses rate the performance of the transport & logistics industry as good to excellent.

**Assessment of past 12 months**
- Excellent: 5%
- Very good: 24%
- Good: 37%
- Fair: 21%
- Poor: 11%

**Assessment of smart transportation**
- Excellent: 3%
- Very good: 17%
- Good: 35%
- Fair: 32%
- Poor: 9%

**How well connected is Hong Kong with rest of GBA?**
- Not at all connected: 3%
- Somewhat less connected: 13%
- Neutral: 34%
- Somewhat well connected: 37%
- Very well connected: 10%

Net +31%

---

E1. What is your/your company’s assessment of the Hong Kong transportation and logistics industry’s performance in the past 12 months?
E2. What is your assessment of the use of smart transportation (modern technology and management strategies) to improve transportation and logistics in Hong Kong?
E3. In your opinion, how well connected is Hong Kong with the rest of the GBA in terms of transportation and logistics? Base: All Respondents n=262
FINANCIAL SERVICES – GAINED/LOST REGIONAL COMPETITIVENESS
The financial services sector is seen as largely robust with gains in competitiveness, especially in wealth management.

H1. In which of these areas of financial services has Hong Kong gained regional competitiveness in the past three years?
H2. In which of these areas of financial services has Hong Kong lost regional competitiveness in the past three years?

Base: All Respondents n=262
HIRING PLANS AND CHALLENGES

Companies plan to increase their headcount in the next year, but 40% say there is a decrease in qualified staff in Hong Kong.

Hiring plans in next 12 months

- Large reduction in headcount: 2%
- Reduce headcount: 10%
- No change: 47%
- Increase headcount: 35%
- Significant increase in headcount: 4%

Availability of qualified staff in Hong Kong in past 12 months

- Significant decrease: 7%
- Decrease: 39%
- Unchanged: 45%
- Increase: 8%

Challenges faced during hiring

- Decreasing talent pool: 40%
- COVID restrictions: 36%
- Difficulty retaining local talent: 35%
- Difficulty hiring new local talent: 32%
- Rising salary and wage expenses: 28%
- Difficulty attracting skilled senior staff: 26%
- Difficulty hiring overseas talent: 26%
- Competition with other firms: 25%
- Difficulty retaining foreign talent: 24%
- Slow growth in Hong Kong: 14%
- Schooling availability: 12%
- Competition with other organizations: 11%
- Cost of social benefits: 5%

G1. What are your expected hiring plans over the next 12 months?
G2. What is your assessment of the availability of qualified staff in Hong Kong in the past 12 months?
G3. Please select your top three human resource challenges and rank them from 1 being highest to 3. Base: All Respondents n=262
SALARIES & HIRING FOREIGN TALENT

43% say the costs of employing staff have increased. Recruiting foreign talent is a challenge mainly due to the high cost of living, travel restrictions and the feeling that Hong Kong is becoming less unique.

Change in cost of paying employees

SALARIES HAVE INCREASED BY 9%

- Increased
- Remained the same
- Decreased

Challenge to recruit/retain foreign talent

- High cost of living: 60%
- Travel restrictions: 57%
- Hong Kong is becoming more like China: 53%
- Talent is leaving to other countries: 50%
- COVID policies: 43%
- Anti-foreign sentiment from HK leaders: 27%
- Foreign media reporting: 25%
- Perception of Hong Kong as unsafe: 24%
- Preference for other Asian cities: 22%
- Pollution: 17%
- Slow growth in Hong Kong: 14%
- Schooling availability: 12%
- Competition with other organizations: 11%

G4. Which of the following factors is a significant challenge to your organization’s ability to recruit and retain foreign talent to work in Hong Kong. Please select all that apply.

G5. How has the cost of paying employees changed in the past 12 months for your company?

G6. If answered “Increased” in previous question, by what % did it increase? If answered “Decreased” in previous question, by what % did it decrease? Base: All Respondents n=262
DATA FREEDOM & TECHNOLOGY
ACCESS TO INTERNET AND INFORMATION PLATFORMS

Businesses universally feel free access to the internet and information platforms is important.

Importance of free access to internet & information for company operations:
- 83% Very important
- 10% Somewhat Important
- 5% Neutral
- 3% Somewhat not important
- 1% Not important at all

Importance of free access to internet & information for personal use:
- 84% Very important
- 11% Somewhat Important
- 3% Neutral
- 5% Somewhat not important
- 4% Not important at all

F6. How important is free access to global internet and information platforms (e.g. Google, Facebook, Bloomberg) to your company’s operations in Hong Kong?
F7. How important is free access to global internet and information platforms (e.g. Google, Facebook, Bloomberg) to your personal life in Hong Kong?
Base: All Respondents n=262
CURRENT & FUTURE ACCESS TO INTERNET AND INFORMATION PLATFORMS
42% believe that they may not be able to continue to have free internet access in the future.

F1. On a scale of 1-5 (1 being least and 5 being most), how happy are you with the data freedom in Hong Kong?

F8. What is your expectation for Hong Kong to continue to have free access (without government censorship and/or firewall) to global internet and information platforms (e.g. Google, Facebook, Bloomberg) in the next 3 years? Base: All Respondents n=262

Data freedom in Hong Kong

- 1 Least: 3%
- 2: 16%
- 3: 28%
- 4: 30%
- 5 Most: 21%

Net 32%

Continue to have free access to global internet and information platforms for the next 3 years

- Very optimistic: 12%
- Optimistic: 23%
- Pessimistic: 30%
- Very pessimistic: 12%

Net 7% pessimistic
DATA PRIVACY
A third of the businesses are uncomfortable with the current levels of data privacy regulations.

Comfort levels with regulation on data privacy protection

- Very comfortable: 6%
- Comfortable: 24%
- Neutral: 34%
- Uncomfortable: 28%
- Very uncomfortable: 7%

Net 4% uncomfortable

Difficulties in accessing data online

- Never: 30%
- Rarely: 45%
- Occasionally: 23%
- Often: 1%

F2. How often do you or your businesses encounter difficulties in terms of accessing data (e.g. news, information, website) online in Hong Kong?
F4. How comfortable are you with the regulation of data privacy protection in Hong Kong currently?
Base: All Respondents n=262
HONG KONG AS A DATA CENTER

While only a third are not confident in storing customer and company data locally now, 47% are pessimistic about Hong Kong’s future as a regional data center.

Confidence in storing customer and company data locally in Hong Kong

- Very confident: 8%
- Confident: 18%
- Neutral: 39%
- Unconfident: 21%
- Very unconfident: 11%

Net 7% not confident

Hong Kong’s future as regional data center

- Very optimistic: 5%
- Optimistic: 17%
- Neutral: 30%
- Pessimistic: 33%
- Very pessimistic: 14%

Net 26% pessimistic

F3. What is your personal outlook on Hong Kong’s future as a regional data center?
F5. How confident are you of storing your company and customer’s data locally in Hong Kong or establishing data centres in Hong Kong?

Base: All Respondents n=262
Half feel the government is supportive to innovation research & development, but Shenzhen and Singapore are seen to be better places for R&D.

HONG KONG GOVERNMENT SUPPORT TO R&D

F9. Which of the following places, in your mind, is better suited for R&D innovation? Please rank them from 1 being highest to 3 being lowest.

F10. How well do you think the Hong Kong government supports research and development of innovation and technology in Hong Kong?

Base: All Respondents n=262
HONG KONG AS A PLACE FOR STARTUPS, VENTURE CAPITAL FUNDING

There is sufficient funding available in the market for new ventures but businesses don’t see Hong Kong as a good place for starting up.

Hong Kong as a place for entrepreneurs to create start-ups

- 5 Best: 4%
- 4: 25%
- 3: 34%
- 2: 25%
- 1 Worst: 7%

Net: -3%

Hong Kong as venture capital funding for entrepreneurs

- Very accessible: 15%
- Somewhat accessible: 33%
- Neutral: 36%
- Somewhat inaccessible: 11%
- Very inaccessible: 2%

Net: +35%

F11. On a scale of 1-5 (1 being worst and 5 being best), how do you assess Hong Kong as a place for entrepreneurs to create start-ups?

F12. In your opinion, how accessible is securing venture capital funding for entrepreneurs in Hong Kong?

Base: All Respondents n=262
GREATER BAY AREA (GBA)
OPERATIONS IN GREATER BAY AREA

60% of business are already operating in GBA, with Shenzhen and Guangzhou the most popular cities. 2 in 5 businesses plan to expand their operations in GBA over the next few years.

Cities (among those having business in GBA, n=158)

- Shenzhen: 95%
- Guangzhou: 74%
- Macau: 47%
- Dongguan: 43%
- Zhuhai: 33%
- Zhongshan: 28%
- Foshan: 28%
- Huizhou: 22%
- Jiangmen: 20%
- Zhaoqing: 16%

Expansion in GBA next 3 years

- Significantly reduce operations: 1%
- Reduce operations: 2%
- No change to strategy: 56%
- Expand operations: 34%
- Significantly expand operations: 7%

Business opportunities in GBA next 3 years

- Very pessimistic: 2%
- Pessimistic: 5%
- Neutral: 38%
- Optimistic: 42%
- Very optimistic: 14%

Net +39%
Net +49%

D1. Does your company currently conduct business in the Greater Bay Area (GBA), excluding Hong Kong?
D2. Please select the cities in which your company currently conducts business.
D3. Does your company plan to expand its operations in the Greater Bay Area in the next 3 years?
D5. What is your/your company’s expectation of the Greater Bay Area’s business opportunities in the next 3 years? Base: All Respondents n=262
CHALLENGES WITHIN GBA

Uncertainty in policy & decision making followed by cross-border movement of people feature as the top challenge.

D9. Please select the top three challenges in doing business in the GBA and rank them from 1 being highest to 3.
Base: All Respondents n=179, Key Corporate n=106, Individual members n=73
INDUSTRIES THAT BENEFIT FROM GBA’S DEVELOPMENT
Most industries have benefitted from the growth in the GBA. Information Technology has benefitted the most.

D6. Which Hong Kong industries will benefit most from the GBA’s development?
Base: All Respondents n=262, Key Corporate n=151, Individual members n=111
IMPACT OF WEALTH MANAGEMENT CONNECT AND STOCKCONNECT

Wealth Management Connect and StockConnect are expected to have an impact on Hong Kong revenues for a quarter of businesses.

Impact of Wealth Management Connect on revenues in next 3 years
- 5% Significant impact
- 22% Moderate impact
- 43% No impact
- 29% Don’t know/Not aware of Wealth Management Connect

Impact of StockConnect on revenues in next 3 years
- 6% Significant impact
- 21% Moderate impact
- 44% No impact
- 28% Don’t know/Not aware of Stock Connect

D7. What is the expected impact of Wealth Management Connect on your Hong Kong revenues over the next three years?
D8. What is the expected impact of StockConnect on your Hong Kong revenues over the next three years?
Base: All Respondents n=262
OPPORTUNITIES AND BENEFITS
Free flow of people along with clearer rules & laws are the factors supporting GBA opportunities.

**Factors supporting GBA Opportunities**

<table>
<thead>
<tr>
<th>Factor</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free flow of people</td>
<td>40%</td>
</tr>
<tr>
<td>Clearer rules and laws</td>
<td>39%</td>
</tr>
<tr>
<td>Visa free access</td>
<td>31%</td>
</tr>
<tr>
<td>Free flow of capital</td>
<td>30%</td>
</tr>
<tr>
<td>Regulatory harmonisation</td>
<td>30%</td>
</tr>
<tr>
<td>Tax incentives</td>
<td>23%</td>
</tr>
<tr>
<td>Better communication from Govt.</td>
<td>20%</td>
</tr>
<tr>
<td>Transport infrastructure</td>
<td>16%</td>
</tr>
<tr>
<td>Free flow of goods</td>
<td>14%</td>
</tr>
<tr>
<td>Government subsidies</td>
<td>9%</td>
</tr>
</tbody>
</table>

n=179 among those who conduct or plan to have business in GBA

**BENEFITS FROM GBA’S INNOVATION & TECHNOLOGY SECTORS**

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>We help GBA firms export to foreign markets</td>
<td>13%</td>
</tr>
<tr>
<td>We have an innovation and/or R&amp;D centre in the mainland GBA</td>
<td>10%</td>
</tr>
<tr>
<td>We hire technology talent from the mainland GBA</td>
<td>10%</td>
</tr>
<tr>
<td>We prototype and/or manufacture products in the mainland GBA</td>
<td>9%</td>
</tr>
<tr>
<td>We use mainland GBA firms to create our technology solutions</td>
<td>8%</td>
</tr>
<tr>
<td>We have partnerships with mainland GBA start-ups</td>
<td>6%</td>
</tr>
<tr>
<td>None of the above</td>
<td>65%</td>
</tr>
</tbody>
</table>

D10. Please select the top three factors that would support your GBA opportunities and rank them from 1 being highest to 3.
D11. Please select below how your company benefits from the mainland GBA’s innovation & technology sectors.
Base: All Respondents n=262