



Smooth Sailing Year of the Pig Growing Trade Between ASEAN and South Asia Expected

豬年平穩過渡

東盟南亞成貿易增長點

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The US-China trade tensions, Brexit, trade unilateralism, conservative consumer sentiment and tension faced by global enterprises all seem to point to a potential global economic downturn. Still, **Dr. Kelvin Leung, Chief Executive Officer, DHL Global Forwarding Asia Pacific**, remains optimistic about this year's economy, as he is seeing steady growth in the US, the world's biggest consumer market, as well as Mainland China and the ASEAN countries. He also hopes the US-China trade tensions will be resolved soon.

Using Data Analytics to Predict Trade Growth in ASEAN and South Asia Countries

Besides the trade disputes, Dr. Leung considers that the factors giving rise to the migration of larger production lines from China to ASEAN/South Asia, are the increasing manpower and land costs in some Chinese provinces. Vietnam, Philippines, Malaysia, and South Asia countries like India, Sri Lanka, Cambodia, Myanmar and Bangladesh, are among the popular destinations which boast lower production cost. Yet, SMEs involved in the supply chain of the same product category, such as manufacturers of component products like computer monitors or computer chips, may not have the resources to move. This in turn facilitates trading between brands and component manufacturers in the territories, driving economic and trade growth in the Asia Pacific region.



全球企業及投資者都處於相當繃緊狀態：中美貿易糾紛、英國脫歐、貿易單邊主義抬頭、消費市場謹慎，顯示環球市況前景堪虞。本會董事會副主席、DHL全球貨運物流亞太區行政總裁梁啟元博士卻認為，今年基本因素不差，美國作為全球最大的消費市場仍平穩發展，而國內及東盟地區的消費都有增長，他期望中美貿易爭議能儘早解決。

用數據把脈 推算東盟南亞貿易增

除了中美貿易糾紛影響，他估計，國內某些省份的人工及土地等成本逐漸上揚，較大企業會遷移生產線至成本較低地區，如越南、菲律賓、馬來西亞、延伸至南亞國家如印度、斯里蘭卡、柬埔寨、緬甸、孟加拉等。然而，處於同類產品供應鏈的中小企，例如電腦屏幕或晶片等配件生產商，未必有資源遷移，這便會造就配件及零件與品牌裝嵌生產商在各地區之間的貿易，促進亞太地區內的經貿增長。

Dr. Leung believes the general Hong Kong population will stay ambivalent in the first two quarters of 2019. While the trade dispute will cause some market fluctuations, he trusts that the overall environmental factors will remain robust. He adds, unless a 'Black Swan' event like a financial crisis occurs, the economy should see some upside in the second half of 2019.

Part of his insights are based on the Global Trade Barometer published by DHL every quarter. "The DHL Global Trade Barometer aggregates market data from seven largest GDP countries, which accounts for approximately 75 percent of world trade. It is based on import and export data for a number of intermediate and early-cycle commodities that serve as the basis for further industrial production, and the data is evaluated with the use of artificial intelligence, big data analytics and predictive analysis to forecast the next quarterly trade trends," said Dr. Leung.

He points out that the Global Trade Barometer is vastly different from the business index compiled from questionnaires and opinion survey, which may be subjective and opinionated. The Barometer makes use of current big data for forecasting, and the formula has undergone validation and refinement, resulting in more accurate predictive power.

The Magical Weapons in Logistics

Dr. Leung believes that technology like big data analytics is penetrating all business sectors, and DHL is one of the early adopters. Currently, DHL Global Forwarding is able to provide the latest delivery status to customers based on timestamps captured at each delivery milestone with a smart phone app connected to a mobile network, even in more remote and rural locations. The technology is simple and cost-effective, but contributes significantly to shipment visibility.

Also, DHL Global Forwarding introduced various automation systems in its warehouses, including the Robotic Process Automation (RPA), which automates data entry processes by reading and interpreting millions of words in documents or on the computer screen. The technology allows data to be processed 7x24, and minimizes human error from data entry.



至於香港，梁博士相信整體市場人士於頭兩季採取觀望態度，會令期間市場數據因貿易戰而升跌波幅遽增，但整體大環境因素平穩，除非出現黑天鵝、如金融風暴的意外情況，否則下半年會追回上半年的回落。

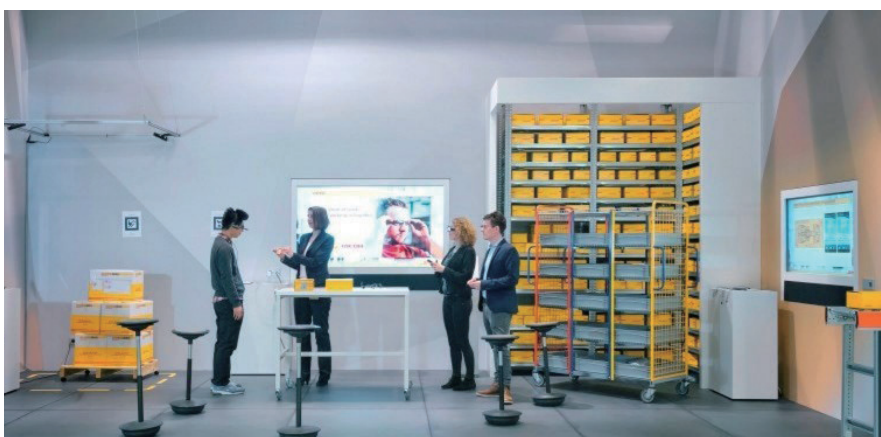
他的預測有部份是根據DHL每季度推出「全球貿易晴雨表」(Global Trade Barometer)的數據而來。梁博士表示：「『全球貿易晴雨表』匯集了來自全球7大GDP經濟體、佔世界貿易大約75%的進出口貿易數據，評估了後續工業生產提供基礎的大宗商品量，推算未來成品生產後的貿易量，然後使用人工智能，大數據及預測分析，得出對未來貿易的季度性展望。」

他強調這有別於市場上一般利用問卷及意見調查統計而成的指數，因意見調查具有主觀性，而「DHL全球貿易晴雨表」則利用近期的大數據作估算，並經過反覆驗證，所以預測數據會更準繩。

物流神器：自動化倉務員

梁博士表示大數據分析等科技應用在商界是勢在必行，DHL亦是箇中佼佼者。現時DHL全球貨運收貨和送貨的操作人員只要利用智能手機app及網絡，就算在多偏僻的地區如非洲，都可即時製作送貨時間記錄，將寄件貨品現況通知送/收貨者，操作簡便之餘成本亦極低，更大大提升透明度，一舉數得。

另外，DHL全球貨運不但在大型倉庫引進自動化機械系統，更利用RPA (Robotic Process Automation) 將許多數據輸入的工序自動化，利用機器去閱



Automation has inevitably made certain functions comprising repetitive tasks redundant, but it has also created new job demands. “We need experienced software engineers who are familiar with machine operation to manage our warehouses, so that they can troubleshoot when problems occur. To optimize processes in the warehouses, we are re-evaluating the current organizational structure of tasks undertaken by different departments.”

Multi-pronged Measures to Strengthen Hong Kong's Role as the Logistics Hub

Mega infrastructures in Hong Kong completed recently, like the Hong Kong-Zhuhai-Macau bridge, Express Rail Link, Liantang/Heung Yuen Wai Boundary Control Point and Third Runway, will solidify the foundation for Hong Kong's Role as the Logistics Hub's economic pillars. Dr. Leung believes the Hong Kong-Zhuhai-Macau bridge will contribute significantly to exports in West Zhuhai.

To fully unleash the bridge's potential, the governments of Hong Kong and Macau will need to improve the current arrangement of cross-border trucks at the bridge and the supporting facilities in Macau. One example is the cargo handling capability at Macau International Airport. Dr. Leung looks forward to the seamless connectivity of cross-border trucking along the bridge resembling the current arrangement between Hong Kong and China, which allows products to be delivered directly to its destination after customs and inspection clearance.

Customs around the world like the US and the European Union will see changes in 2020, one of which is the use of X-ray equipment to inspect all cargos and travellers to ensure flight security. Dr. Leung recommends that the Hong Kong Government provides resources to help the industry assimilate with international standards, such as in the purchase of X-Ray scanning systems which can cost up to millions, as well as to train practitioners on how to manage the systems. “The Hong Kong Government should take the lead in initiating dialogues with foreign governments to agree on the safety inspection practices and standards, so as to facilitate logistics development.”

讀及翻譯數以百萬計的在屏幕或文件中的文字，達到全天候7x24的效率，並將出錯機會減到最低。

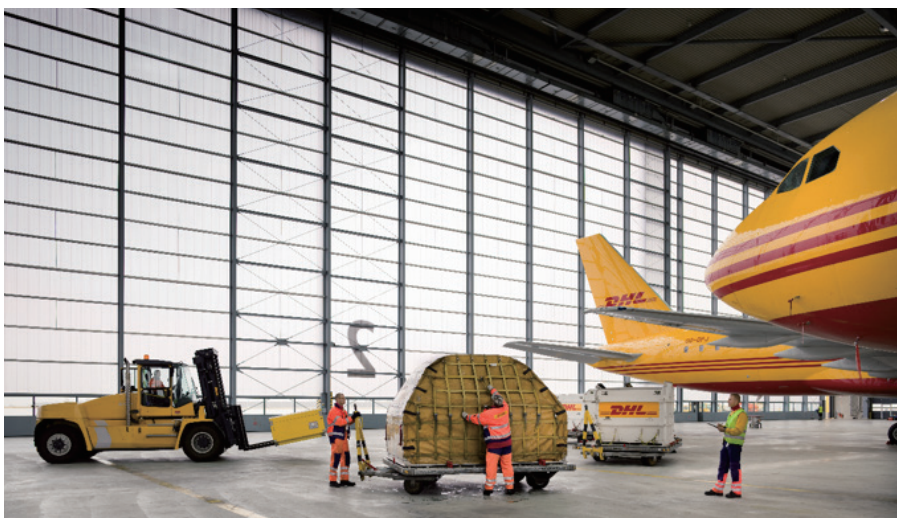
自動化難免會淘汰一些過度重複的舊工種，但亦會迎來新需求。「我們現在需要一個熟識機械運作及設定的軟件工程師去管理倉務，在機械發生問題時會處理和重置；並將執貨盤點的倉務人手計劃工種轉移。」



多管齊下 強化本港物流樞紐角色

本港各項大型基建正陸續落成，港珠澳大橋、高鐵、蓮塘/香園圍口岸、機場第三跑道等都正為本港經濟支柱 - 物流業鞏固基礎。梁博士認為港珠澳大橋對珠海西部的貨物出口將會有極大幫助，未來只要澳門及香港特區政府就跨境貨車的安排磋商妥當，以及完善其他配套設施、如澳門機場的貨運處理能力，便可以發揮大橋潛力。他期望未來大橋能實踐像現時中港跨境貨車般的安排，將貨物在海關檢驗檢疫後便可以直往內地省市。

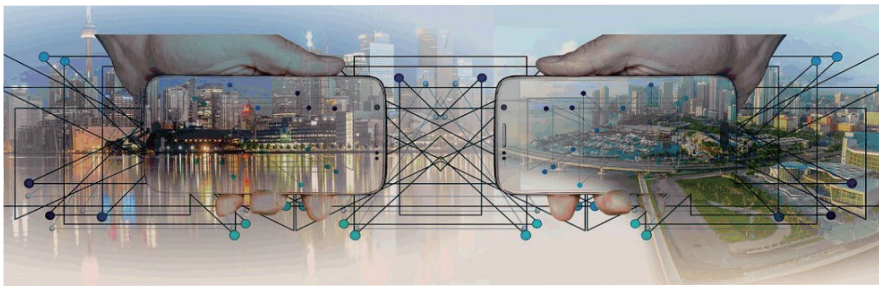
全球海關部門包括美國及歐盟將於2020年進行改革，利用X光對所有貨品及旅客進行安檢，確保飛行安全。梁博士建議香港特區政府調撥資源，助香港全面配合其他國家X光安檢的安排，譬如購買百萬元計的X光掃描設備、以及培訓從業員謹慎操作相關器材裝備等。「特區政府亦牽頭與外國政府磋商，承認雙方安檢運作模式，才有助物流業拓展。」



5G Infrastructure: A Critical Element to Integrate into the Greater Bay Area

Dr. Leung believes that Hong Kong possesses excellent conditions to develop into a smart city. "Hong Kong is a densely populated city. Launching a trial test of any smart technology in one of the larger housing estates can benefit tens of thousands of people – this is cost effective and creates a high return on investment (ROI). Such conditions may not be present in other international cities. He strongly advocates the acceleration of 5G network development with narrowband IoT (NB-IoT), and believes innovative technologies will only be able to advance if Hong Kong can foster the establishment, auction, standardisation and frequency spectrum compatibility of the 5G network.

"This is one of the critical elements for Hong Kong in its integration into the Greater Bay Area: With both Shenzhen and Guangzhou adopting the 5G network, lagging behind in the adoption of the network would affect the connectivity of many smart devices and may compromise Hong Kong's seamless integration into the Greater Bay Area."

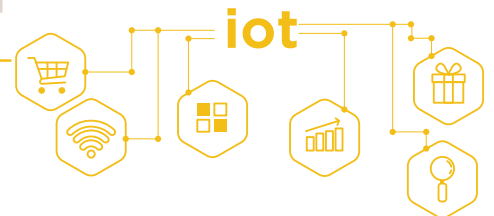


5G基建不可緩 融入大灣區發展條件

對於整體城市發展，他認為本港擁有優厚條件成為智慧城市。「香港人口擠擁，只要在某一大型屋苑範圍試行智能科技，便可讓數萬人受惠，成本效益及回報率甚高，這與其他國際化城市大相逕庭。」他大力提倡NB-IoT(窄頻物聯網)5G網絡，認為香港必須加快推廣其頻譜建設、拍賣、標準設立、兼容機制等，才可讓創科持續萌芽。

「這亦是本港融合大灣區的要素：當深圳、廣州都使用5G網絡時，若香港發展滯後，很多智能設備便不能銜接，對融入大灣區有著深遠影響。」

GS1 HK: The Steering Wheel of IoT GS1 HK 成物聯網的「方向盤」



As the Chairman of GS1 Hong Kong, Dr. Leung expects GS1 HK to strengthen its service capabilities to increase business transparency and efficiency across logistics, retail and other industries. Meanwhile, GS1 is closely related to the IoT technologies and standards, so he hopes GS1 HK can take lead in the development of NB-IoT in Hong Kong and plan for the set of data standards, facilitating the integration with the Greater Bay Area. GS1 HK's international background helps to enhance efficiency across logistics and promotes the Greater Bay Area to become the role model for the world's 5G smart district.

作為香港貨品編碼協會的主席，梁博士鼓勵GS1 HK積極強化服務能力，幫助包括物流、零售等各行業提升透明度及營運效率。同時，GS1與物聯網技術和標準息息相關，他期望未來香港在發展NB-IoT時，GS1 HK能擔當引導角色，設定數據標準，並將之與大灣區接軌，以GS1 HK國際化背景推動大灣區成為全球5G智能區域模範。

