Tmall x Li & Fung

Boosting Your Brands in China 推廣品牌@中國

2019 / 06 / 28

3:45pm - 6:00pm

Explorium HK * 1/F. Li Fung Tower 868 Cheung Sha Wan Road

Language Cantonese



Funded by SME Development Fund



Trade and Industry Department



Rex Cheuk Tmall Global

Business Development Director HK, Macau, Taiwan & Southeast Asia



Michelle Leung Fung Omni Services (HK) Ltd Senior Vice President



Doris Chung Hong Kong Retail Management Association

Manager, Programme





















































Any opinions, findings, conclusions or recommendations expressed in this material/event (or by members of the Project team) do not reflect the views of the Government of the Hong Kong Special Administrative Region, Trade and Industry Department or the Vetting Committee of the SME Development Fund and the Dedicated Fund on Branding, Upgrading and Domestic Sales (Organisation Support Programme).

Event Organizer 主辦機辦

HKEBA

香港電子商務業協會



Hong Kong E-Commerce Business Associa

Trade and Industry Departme 工業貿易署



工業貿易署 Trade and Industry Department

Past Seminars 過往講座

Introduction to Omnichannel Sales & Commerce







Applications of Platform and Enterprise Data Analytics







Lane Crawford

Tmall x Li & Fung

Boosting Your Brands in China 推廣品牌@中國

2019 / 06 / 28

3:45pm - 6:00pm

Explorium HK * 1/F. Li Fung Tower 868 Cheung Sha Wan Road

Language Cantonese



Funded by SME Development Fund



Trade and Industry Department



Rex Cheuk Tmall Global

Business Development Director HK, Macau, Taiwan & Southeast Asia



Michelle Leung Fung Omni Services (HK) Ltd Senior Vice President



Doris Chung Hong Kong Retail Management Association

Manager, Programme





















































Any opinions, findings, conclusions or recommendations expressed in this material/event (or by members of the Project team) do not reflect the views of the Government of the Hong Kong Special Administrative Region, Trade and Industry Department or the Vetting Committee of the SME Development Fund and the Dedicated Fund on Branding, Upgrading and Domestic Sales (Organisation Support Programme).

Google x Shopify

Accelerating your e-commerce business



Alan Poon Google Agency Account Manager

2019 / 07 / 12

7:00pm - 9:00pm

Google Hong Kong Office Suite 2501, Tower 2, Times Square 1 Matheson Street, Causeway Bay

Language: English (HKRMA Section: Cantonese)



Funded by SME Development Fund



Trade and Industry Department





Frankie Ng Shopify Hong Kong Lead



Doris Chung Hong Kong Retail Management Association

Manager, Programme























































Any opinions, findings, conclusions or recommendations expressed in this material/event (or by members of the Project team) do not reflect the views of the Government of the Hong Kong Special Administrative Region, Trade and Industry Department or the Vetting Committee of the SME Development Fund and the Dedicated Fund on Branding, Upgrading and Domestic Sales (Organisation Support Programme).

Supporting Organizations 合作機構















































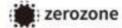








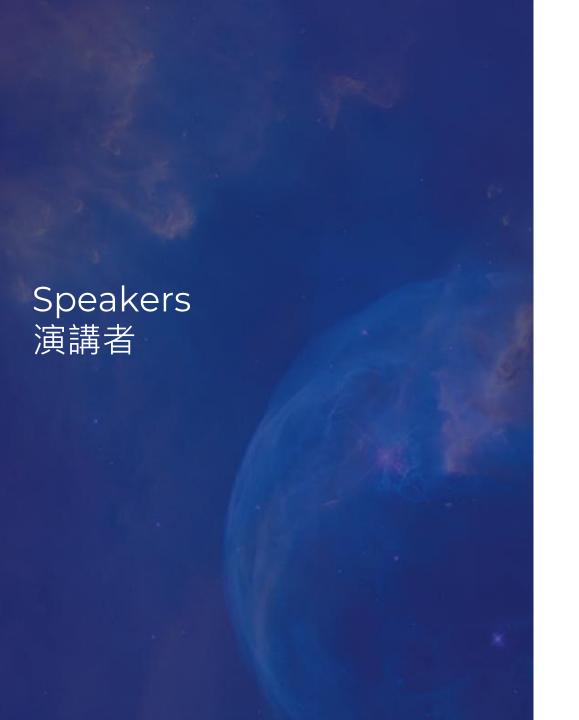




Explorium Hong Kong 香港利程坊

Fung Group 馮氏集團







Rex Cheuk

Business Development Director



Michelle Leung
Senior Vice President



Doris ChungManager, Programme

Photo Taking 拍照



Tmall Global 天貓國際



Rex CheukBusiness Development Director







天猫国际 TMALL.HK

买进口, 上天猫国际

Boosting your brands in China



买 进 口 , 上 天 猫 国 际



The China Opportunity Today

Retail Market Size



2017 – China is the the world's largest retail market at

US\$5.69 trillion

Retail Market Online Penetration



Online penetration of China's overall retail market will reach

25% by 2020

Taste for Imported Goods



The proportion of online consumers in China who buy foreign/imported goods

40% of online consumers

The China Opportunity Tomorrow





731 Million Internet Users in China

Compared to







US (326 M)



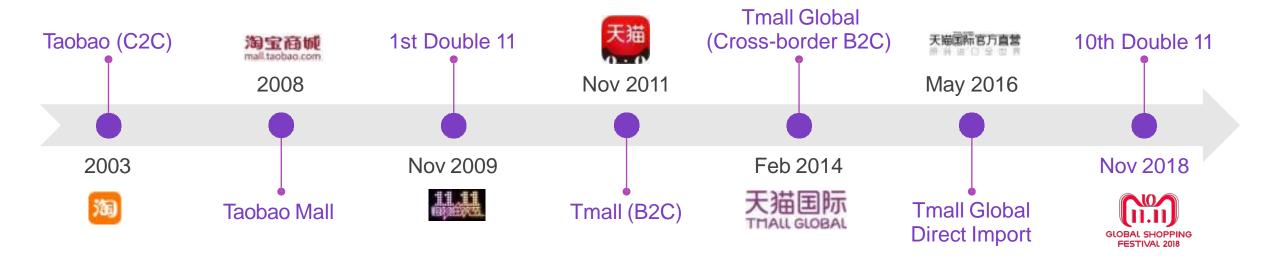
ANZ (25M)



400 MillionMiddle-class consumers

The middle-class population is set to reach 400M by 2020. Which is the economic equivalent of adding an economy the size of Germany.

Alibaba China Retail Marketplaces Milestones





699m mobile monthly active users





60%+ consumers are under 30 years old



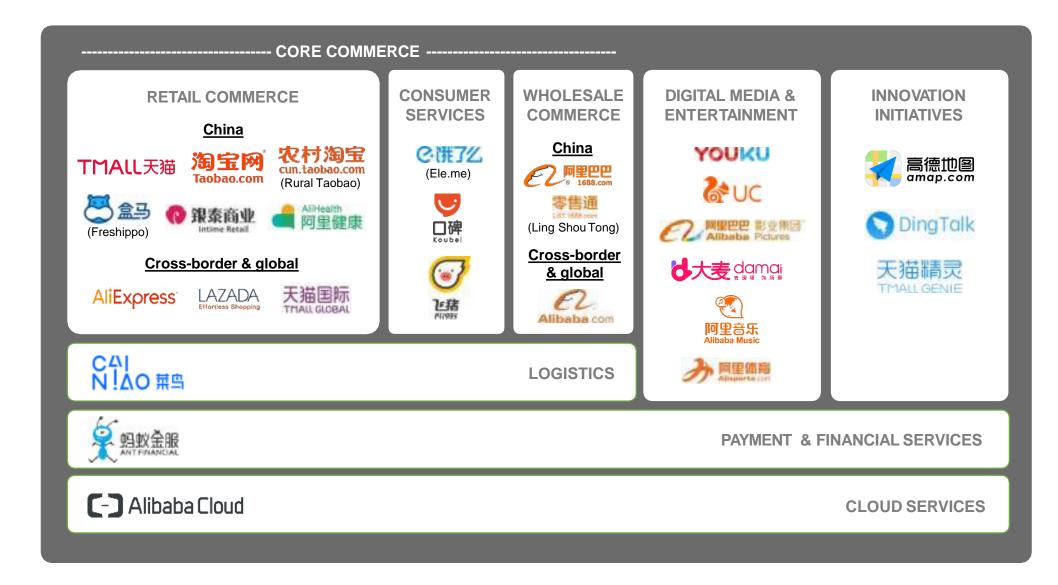
90%+ of total transactions are conducted on mobile



20m+ comments and times of sharing on mobile everyday

^{*}China retail marketplace mobile MAUs for the month ended December 31,2018

The Alibaba Ecosystem



Integrated Marketing Channels

At Alibaba, digital media and entertainment are completely integrated into the marketplaces



Various Platform Solutions to Suit Brands' Needs

天猫国际 TMALL GLOBAL



Legal entity

Bank account

Payment

Trademark registered

Warehouse

Shipping to Chinese consumers

Outside of China

In home country

In home currency

In home country

Outside of China

From overseas





In Mainland China (subsidiary or distributor)

In Mainland China

In CNY

In Mainland China

In Mainland China

From within Mainland China







In Mainland China (subsidiary or distributor)

In Mainland China

In CNY

In Mainland China

In Mainland China

From within Mainland China

TMALL OVERVIEW

699m

Mobile MAUs

60.9%

B2C market share

29%

Physical Goods GMV Growth

NO.1 B2C PLATFORM IN CHINA

Source: Analysys: Based on Tmall's 2019GM

2018 11.11 Global Shopping Festival



~ 180,000 participating brands and merchants



RMB213.5 billion (approx. US\$30.8 billion) in total GMV



27% YoY growth in GMV



>1 billion delivery orders processed by Cainiao

Top 5 Countries for Import









No.1 Japan No. 2 USA No. 3 S. Korea No. 4 Australia No. 5 Germany

GLOBAL SHOPPING FESTIVAL 2018 **GROSS MERCHANDISE VOLUME** ¥213,550,497,011 \$30,802,477,608

女装

头部品类:长销品类 10%女装二级类目占比

营销款:明星同款、限 量联名款、IP合作款

头部品类:长销品类 10%女装二级类目占比

经典牛仔裤品牌引入: J Brand, Mother, Frame, Toteme



品类大势: 1000%+ YOY增幅,25%冬季 女装二级类目占比

重品牌营销推广:时装 周、明星同款、小红书 笔记(2000-3000万

> 全年营销投入) 高客单,促成交



潮酷风

-5kg修身

EDGII

男装

头部品类:长销品类 32%男装二级类目占比

高性价比: 轻奢经典 款、潮牌街头爆款

营销款:明星同款、限 量联名款、IP合作款

卫衣

街头爆款:

AMBUSH

offwhite, Y3,

头部品类:长销品类

25%男装二级类目占比

营销款:明星同款、限

量联名款、IP合作款











Urban Tommy&Cocacola



Urban&Champion

塑身系列

趋势品类: 700%+YOY增 幅;15%内衣二级类目占比

内衣

单品爆款:全年千万成交



品类升级 精品奢款



男士内裤

头部品类100%+YOY增 幅:长销品类36%内衣二 级类目占比

单品爆款:全年干万成交

男士裤袜

新兴趋势品类

单品爆款



YPL塑身裤

Salua來腹帶



Hunkemoller



aleren.

Diesel





N-platz连裤袜



Tmall Global – Educate/ Sell/ Engage

Tmall Global Ecosystem

An Overseas Brand's Ultimate Destination to Invest in Brand Building / Product Introduction & Sales

FLAGSHIP MODEL

Self-managed Tmall Global flagship store
Partner with TP to run store operations
Fees (Deposit, Annual, Commission, Service)



Flagship Store:

Build Branding and Marketing Billboard

Discover New Lifestyle

- Introduce brands, product variety •
- A channel to educate, customer lock-in
 - One stop hub to introduce a lifestyle •

TMALL DIRECT IMPORT



Supplier model
Sold through Tmall Global TDI store
Fees (Deposit)

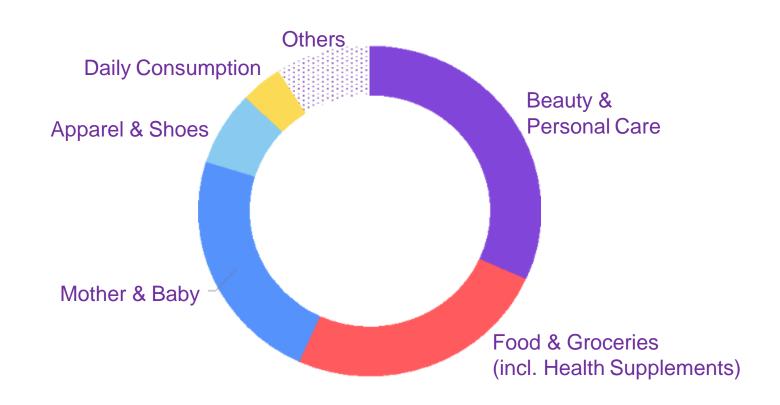
Direct Collaboration with a powerful distribution Channel: Supply Chain Depth / Risk Control

Import Lifestyle Supermarket

- Platform to sell high-volume products
- Channel to introduce mature products
- Dedicated effort for new products on flagship store

Popular categories on Tmall Global

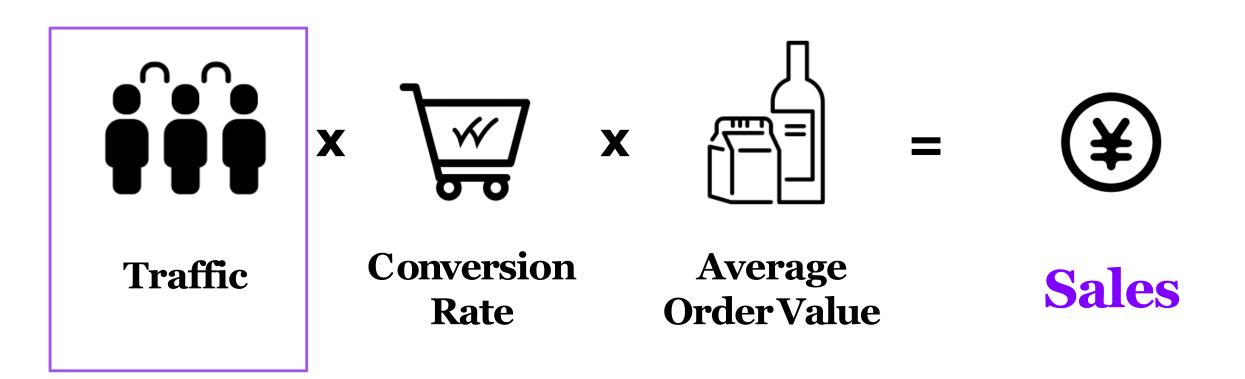
- Beauty & Personal Care
- Health Supplements
- Mother & Baby



Alibaba: To Make It Easy to do Business Anywhere



SECRET FORMULA ON TMG



In order for any brand to grow sales, they must understand how to grow traffic effectively.

3 Tips on Standing Out in the China Market



- Engage local partners to quickly adapt to fast-paced market developments
- Utilize social media for brand building



Consumer Insights

- Leverage on the inherently data-rich nature of ecommerce to gather actionable insights
- Act on consumer insights for enhancement of consumer experience and product development

3 Price Control

Cross-border vs local channels

Fung Omni Services 馮氏全渠道服務



Michelle Leung
Senior Vice President





FOM E-Commerce Service Introduction

Cross-border Partner to China Market





Introduction of LF Fung Omni Services

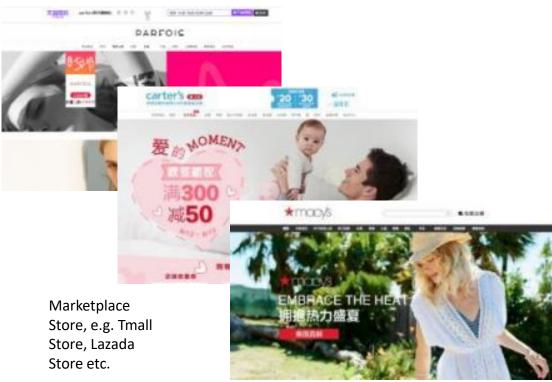
- Fung Omni Services (FOM) is an acquisition of Fireswirl Technologies Inc's e-commerce team and technology by the Fung Group (Li & Fung). The acquisition was completed as of April, 2015.
- The team has served a number of major international clients with their marketplace store or their branded online store in Asia. These brands include Toys R Us, Hugo Boss, Dyson, BMW, etc. before the acquisition.
- As a subsidiary of the Fung Group, FOM complies to high standard of corporate governance and service quality. FOM differentiates itself from its local China/SEA competitors in terms of its overall business integrity and its appreciation of its clients' brand value.



Mobile Store



Branded Store, e.g. ".cn" store

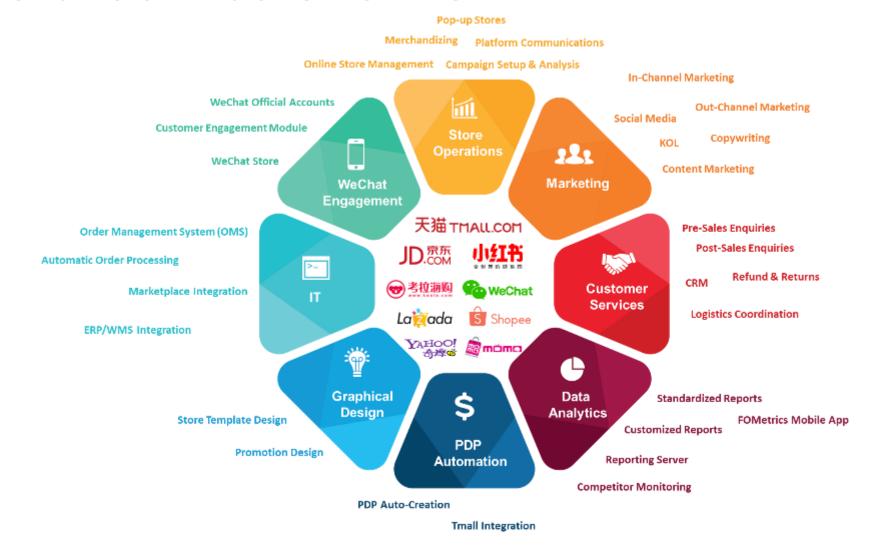


FOM provides technologies and operation services to brands and executes their omni-channel commerce strategy

FOM Clients

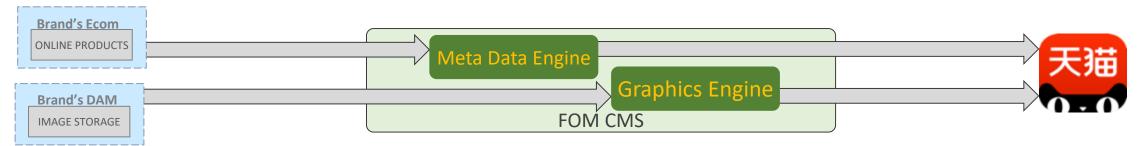
Fashion	Sports	Bags & Accessories	Children wear	Lifestyle	WeChat & Brand site
G 2 000	Foot Locker	PARFOIS	Walmart 🔆	Kroger	Friso 美素佳兒" Ctrowing up together
Clarks.	Fanatics	RADLEY	carter's	ember	SMART TURNOUT
VICTORIA'S SECRET		HAWKERS	boboli	PERLIER S	NANOS ,,v ^A u,
★ macy's	PACHECOS I	RAYMOND WEIL GENEVE	MINOTI	TRU	SONIA RYKIEL
CERRUTI	CHE CHE	UNO de 50	··jbc	Clale n	PATE BATTER
GIEVES & HAWKES	KITBAG	Misaki	stride rite	Zoff	LOU

General Service Overview

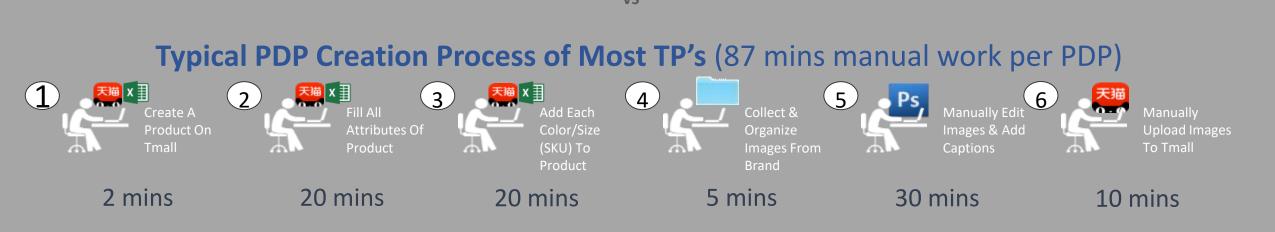


FOM Fully Automated PDP Generation

FOM CMS – Fully Automated PDP Generation (a few seconds per PDP, automated)



Fung Omni designers can further enrich content and generate PDP's for hero products on Tmall



Mobile App To Monitor Your Business

FOM provides a proprietary FOMetrics Mobile App to our brand clients to check their store performance and various metrics ANYTIME, ANYWHERE. (Both English & Chinese interfaces are available)



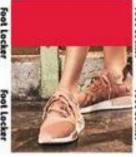
Foot Locker Tmall Global Store



Foot Locker, Inc. (NYSE: FL) is a leading global retailer of athletically inspired shoes and apparel. Headquartered in New York City, the Company operates 3,276 athletic retail stores in 24 countries in North America, Europe, Australia, and New Zealand under the brand names Foot Locker, Champs Sports, Kids Foot Locker, Footaction, SIX:02, Lady Foot Locker, Runners Point, and Sidestep.











络。最早的 Footlocker只是一家鞋店, 不过卖的鞋在敷式上有着特别的风格。 因此吸引了许多追随者。在取得了...

Store Type: Tmall Global Official Flagship Store

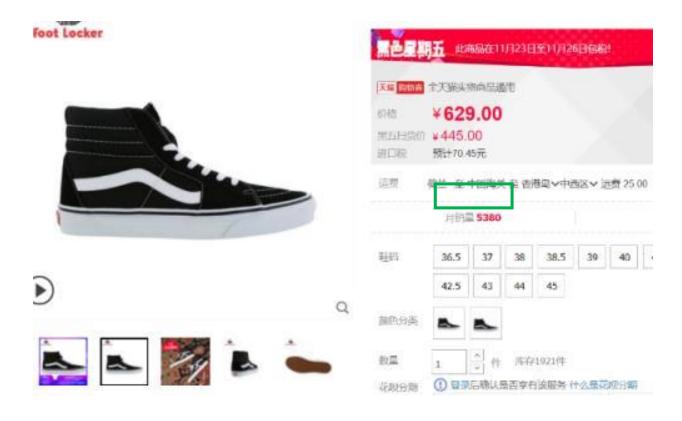
Launched: Sep, 2018 Category: Sneakers

URL: https://footlocker.tmall.hk

比同行业平均水平 高 100.00% 宝贝与描述相符: 5.0分 比同行业平均水平 高 100.00% 卖家的服务态度: 5.0分 比同行业平均水平 高 100.00% 跨境物流的服务: 5.0分

Success case: over 5000 sold for Hero Item

FOM initiated Foot Locker's first Asia eCommerce store in 2018. For the first D11, FOM supported FOM to sell Vans boots – over 5000 sold putting Foot Locker as one of the most successful new Tmall Global stores in 2018



Foot Locker O2O Live Stream Event – D11 Preheat

Event Overview: FOM conducted a Live Stream in Foot Locker's first offline flagship store in Hong Kong

In-store UV: Increased by **300%**;

Page View: Increased by 400%;

Conversion Rate: Increased by 370%.





- Customer can purchase the same style directly from the Foot Locker Tmall Flagship Store
- Videos can be saved and used in store's product description page

19 August 2019 Page 37

TMG – Rising Star Award of FY 2019 for Foot Locker



A Unique WeChat eStore Solution: Highlight

Fung Omni (FOM) is one of the few e-com service providers in Hong Kong that has a WeChat eStore technology fully integrated with China customs and complies with the new China e-commerce law enforced since Jan 1, 2019

- Full WeChat shopping experience
- Peer-to-peer referral and marketing features (via Mini-Program)
- "Under-sunlight" shipping solution, pays 9.1% e-commerce tax
- System fully integrated with China customs
- Same day customs clearance
- Storage & pick-pack solution available



WeChat eStore



System integrated with China customs

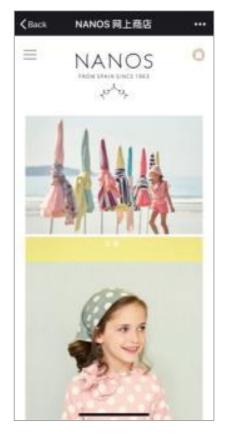


Pack stations in our B2C bonded warehouse in Shenzhen

19 August 2019 Page 39

WeChat eStore – Webstore

WeChat eStore Technology and Store Operations To Generate Sales









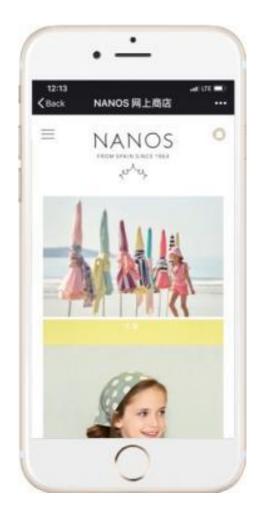




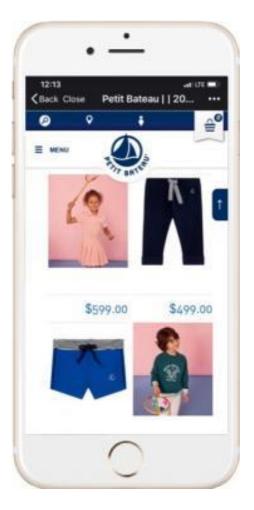
Leading tourist /
customers to follow
brand's WeChat OA,
then conduct CRM to
generate cross-border
online sales

19 August 2019 Page 40

WeChat eStore Showcases

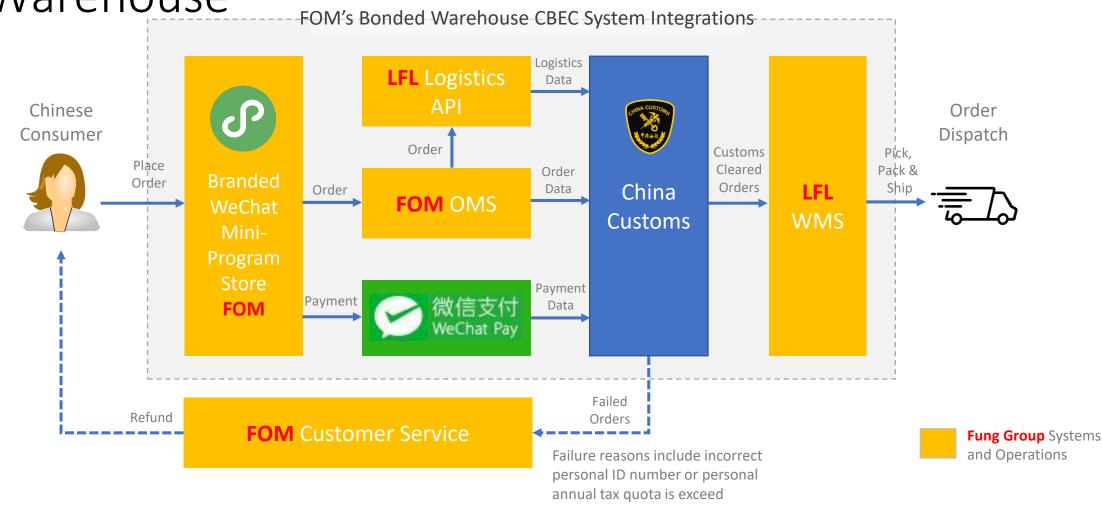




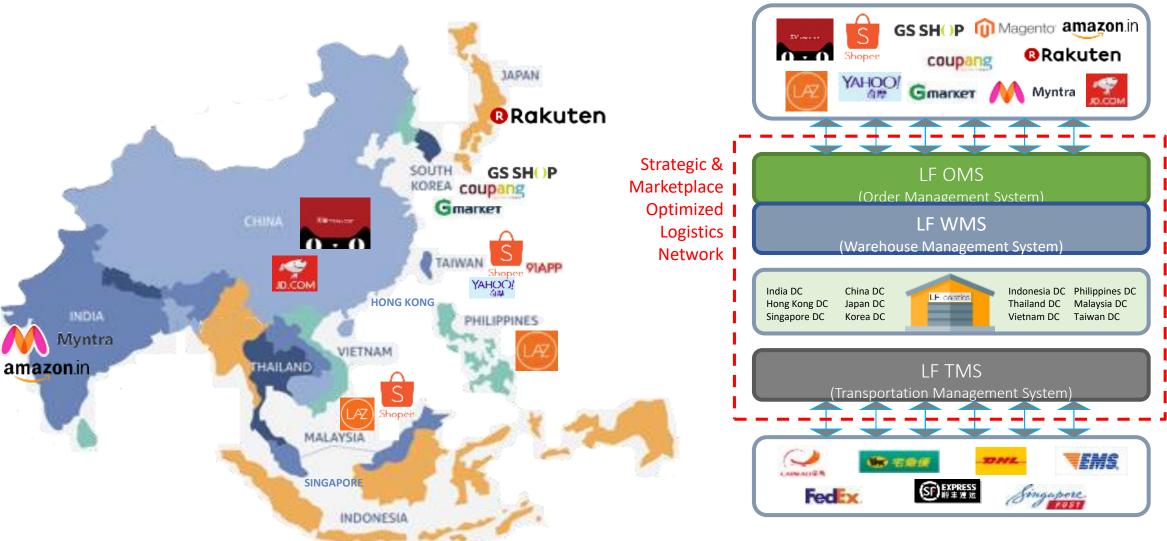




Customs Clearance System Flow in QHW Bonded Warehouse



Major eCommerce Platform in China & SEA



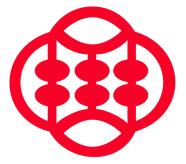
19 August 2019 Page 43

HKRMA 香港零售管理協會



Doris Chung

Manager, Programme



HONG KONG RETAIL MANAGEMENT ASSOCIATION

香港零售管理協會

HONG KONG RETAIL MANAGEMENT ASSOCIATION

Quality E-Shop Gains Consumer Confidence for Your Brand







Background

- Founded in 1983
- 800+ members
- Covering 9,500+ retail outlets
- Employing 50%+ local retail workforce

Missions

- To present a unified voice on behalf of the retail industry with regard to policy and advocating on issues that affect retailers
- To raise the status and professionalism of retailing through education and training

HKRMA FLAGSHIP PROGRAMMES



2019 Service & Courtesy AWard 傑出服務獎





PAYPAL FORECASTS

HONG KONG ONLINE
COMMERCE TO REACH
HKD55.4 BILLION
BY 2020

In the last 12 months

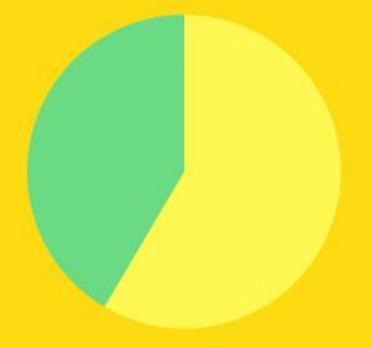
- 3/4 HK Consumers
- HKD30.7 billion
- 27% year-on-year growth



CROSS-BORDER SHOPPING DOMINATES ONLINE TRANSACTIONS

Shop from large global platforms (71%)

- Clothing/apparel, footwear and accessories (83%)
- Toys and hobby-related goods (63%)



CHALLENGES



Shipping costs (35%)



Difficult process for returning unwanted purchases (32%)



Security (34%)



OPPORTUNITIES??



QUALITY E-SHOP RECOGNITION SCHEME

OBJECTIVES & FEATURES

Objectives

- To develop industry-wide standards and best practices for online retailing in Hong Kong
- To give recognition to quality eshops
- To raise consumers' confidence in Hong Kong's e-shops

Features

- Well Recognized Organizer
- Standardized Benchmarking Criteria
- Independent Assessment Report



ASSESSMENT CRITERIA

- 3 Perspectives
- 4 Key Qualities



REPRESENTATION OF QUALITY E-SHOP







RECOGNITION

Standard Assessment

- -- 23 e-shop prerequisites
- -- Assessment report
- --Q-Eshop Recognition

All-round Assessment

- --60 e-shop assessment
- --All-round report for improvement
- --Premium Quality E-Shop (90% or above)
- -- Top 10 Quality E-Shop Award



KEY AREA OF ASSESSMENT CRITERIA







Trustfulness & Development 35%

Customer Experience 50%

Contract Fulfillment 15%



RUST-WORTHINESS

OPERATOR'S TRUST & DEVELOPMENT

- 1. Registered domain name
 - --at least 12 months validity
- 2. Consumer complaint records
 - --less than 0.1% of the annual orders / transaction
- 3. Counterfeit good records
 - --100% no record of trading Counterfeit good



R ECOGNIED HARDWARES

SYSTEM - HARDWARE & SECURITY

- Trusted hosting platform / licensed software with web security
- ISO 27001 Certified Data Centre or Secured Own Data Centre
 - Reasons for using own data centre
 - Security
 - Hardware
 - Storage environment
 - Data back up
 - Measure to restore



SER-FRIENDLY

ONLINE CUSTOMER EXPERIENCE

- 6. Well-structured categories
- 7. Responsive or mobile version
- 8. Information
 - Product / Service Menu / Shopping Cart
 - Delivery arrangement
 - Return, refund or replacement policy / Service Pledge Policy / Terms and Conditions



SER-FRIENDLY

ONLINE CUSTOMER EXPERIENCE

9. Shopping process - functional keys work properly

10. Check-out

- Accurate total amount by listing all incurred costs
- Online payment for check-out
- Order detail tracking within 24-hour



SAFE

PROTECT E-SHOP & CONSUMER'S DATA

11. Payment options

• PCI DSS - VISA、MasterCard、 JCB、 AMEX & Discover

12. SSL Secure Site valid for 6 months

13. Privacy Disclaimer

https:/

- Purpose for personal data collection
- Usage of personal data collected
- Notification of data transfer to the 3rd party and the classes of 3rd party
- Options for personal data access, corrections and unsubscription



IMEINESS

CONTRACT FULFILLMENT

14. Good condition or good manner

15. Customer service

- Contact or enquiry information listed on e-shop
- Timely response
- Attitude of customer service

TOP 10 QUALITY E-SHOP AWARDS





PROMOTION













PROMOTION

通知的公司的计算 2 至

电影不用单数的言语用生活多数

到位和国籍、均均为集界撤北部

可仍使完成正在底、放棄者有用

有效的發展的工學與實際及於

心・今年計劃共有16種資金簿

時行入「十六個質病症大療」・

以一世軍以出於「本政保 Premium Quality E-Sh

西班拉斯林市是在九十多 数中の神及機力事性な数

百分之九十成以上,至黄



「遊飲就正提問計劃」推動報等集

「機能網方記錄於數」自2017年初後出版市一行衛也經五營網底 所向計劃·計劃計算等并於的出版公開管備制於·計畫的程期技術 ()等 松蔚在計畫: 5.7位申集性: 所包括行一以及A在工作集件建筑政治 11 「工大船橋・四大店房」及工业者・地工場を支援を設定の企業局

Earyboy平拉突破底面照射

BR BRESSELLE BROKE

RESULTED STREET, STREET, SERVICES AND STREET, PROPERTY AND STREET, PROPE WAN THAT BUILDINGS OF THE PARTY OF

RESERVED TO THE RESERVED AND ADDRESS OF THE PERSON OF THE

PRINCE MEALWRIDE

Bill ware boundaries

CROSSORIOS.

整件未会计划整体的内容 : 电人物速度设施设施 - 设计标准

作为一张理察院区·亚巴迪尔维亚斯里兰亚人名巴拉

第15、宋京、音乐指数传动的一彩文艺人名法尔多安

刘俊·张朱明明为秦公公司刘建第一人立二位刘俊)

ON HE CHRESHOSE BELLTHE

独出需求的香油调品集份价值 美国加工工程工作工 「使用花」算算・算中13所合 名的台 - 個 - 新雪 四隣封建路「卓越 其中推荐去一前一前贯的1等值



但但提行交易表質, 推測線上 並於據行反南線的是河東省立網構造程中衛門

平均模拟了,《秦牧报行尔洛西报报》、(Best Con-

2018十大要買明店大獎,新塘

西班南市小山学外保管园等不高级 - 南京新

操作股政策 - 医经常小原及保護体验检查及内部化

使其政法大镇; 新维卡丁古福加水、加卡丁亚生

STREET SMANISHS COMMISSION

DOMESTICAL ERO

2018年十大優質網店



2018年十大衛賀總正時刊

綫上零售大趨勢 優網店提升網購信心

※片・宮田地区書館込の事を選を書物 - 万和お棚を寄み立面の成立 建丁基茶层等一利生企业、商品等售售等级等 (丁等应案) 在2017 WERE PROGRESS CONTROL - ACRES 6885 的影響、用特異改革有權性的確定、其關果然主義確定有限。

T ACAM NAMED AND ASSESSED. 正知度、二數原理整管計算者於一篇上海面信息構造以、決議一并等。 美国过去中央的 - 计数据的过去式和过去分词 - 图像大学等的 - 图像的 - 图像 京加斯·林尔特斯里共品牌长线上成了同时设色建筑的框架联系。

[2014年大學家的意义性] 的第一屆一個共和國的資訊「明結構」 成期刊報報金加工 BEST CONTRACTOR OF CONTRACTOR

11、10年1日 東京市の衛生の開発の日本市内 K30 KX10 F (151m) (H-1083) DMCTo-35-Swo NR-BSSBRS: DRE 用中心点绘制: 在对其中原知案中心心學等的原理案子由第一直接处理 THE WARRENCE WHERE BROKEN WARREN 世界の世界のはで・1

国社会保護系元、共会一方共和国企業化資金協会、可有情况更新 第7 「春信等行文书表世界」 - (Next Contract Fulfithmen) - 美術学者 WICH - NATIONAL AND ADDRESS - NAMED OF STREET 確定、以形式と個別指挥的推進、位と管外報用指揮を展示企事代表が 等: 包括網上部時期目前第一個各內里方包括: 公立在美国特别內提出



Pricerite實際 Pricerite香港網上商店 高用二维路技術提升機物體驗

Promotives (MTE) - Research of ARIS TURKERS REGISTERS BERKEVES ARREST AREA - DIRECTOR

BTC wave pricerity com/sk



東京 - 从北京原原区北大教授 - 人工效应 - 機能人物報 PRINCIPLE STATISTICS PRINCIPLE · 基础 1.71 计正规区中设计 的现在分 - 约如 1 中 3 年代報 的位置电缆化区化人工和现在形成物 日期间最高分别的区 事務・例は、お外の中にartic par 24年ではで開発を開発した THE RESIDENCE OF STREET STREET, SELECTION OF STREET CHE PRESIDENT CARRESTS AND



Smarlone

SmarTone網上商店

線上線下傳勢互補



AN ENGINEERING STREET, AND STREET NE NABORYCARDEN DI WERENDERSEN

Bill shop omerions non-



Market Place Delivers製上品味超市

送饱福用延伸大塘山梨膏

BUTTELLESSES TO A COLUMN TO A BROOKS (IRS. - B.E.D.) - These Para Debendi (BROOK) (TRAVER CARROLLES - CONTANTE NO AC-AC-AR-AR-ARAMA-1



2018年十大優質網店

保息以下以除者也! 年前開布於一周上 RENGER - N DE

大届西葡萄作用系的病区投出一配在安安年前 ·代星管的Line France - 星球大概员Marvel 互利知道高一成协约人可能尔德。据大福珠管 张斯特什董事团在北京区 - 何下中在人生法管 源、应多价量利用平衡的原生注明品、层景以 至成心口节我能之外有我品。 [所以在然的原 京斯的高麗不同鄉沿海鄉 - 京会公安成小店市 张裕州·范州县市Chuttor形洪县军证明·用 正母位于伊建、罗生农的联络 - 3

-0-

--

JAHRARE - N. 进购「2018十六便貨 網店) - 網店成立宣令 约4年 - 在銀形排出機

整·斯特維定性等方面 *要操作技力和条约。 JHPCershop 40 (S.F) NLW 特別國、才能優化網及 JHCsstop### T

世帯を検討(4240年度 THE SALES 展為從為點、使顧客無常受除改合的的目述其 整束牌 - 北京官立成立下東市 - 高快等的2日 使可提高·安维日本规定高四目而Emytoy? 2. 整工系統的直接解的内容器、建工技工程



VI-xeuma; sess-secon 批判犯罪形式、關鍵提於其以下為非色質移植

丰油市区的市域外限、米出售工商工程市建物 市市党的使用 - Market Place Delvers单九处中 年工作经验还管银榜基一进延伸至火糖业禁蒸



Bynnas 生活 - 新田口田田 前往常餐店市拼心

医传子出行上,并指着被正常公路下价或出达出现的 Sturfore等级

PROMOTION





据上講物已是大朝所護,帶我然同時發展線上線下業務似乎是事在必行的策略。有及至此,而用帶教管理協會 在2017年初推出「使其此及知识計劃」、配合新數學指点排媒指数與數字表質、計劃用出至今已提供可可能因其類似反響 與,令年成功構試證的確立高進八成年、可見非濟的確立學情樂務和程室不包的表現。

計劃計畫專門

WHENDERS ASSESSED THROUGH A CHARACTER **建筑的实施的证明专用的建立,完成还在建筑的建筑企业。但是许是证明不是工程** BARRACES BY SELECTEDIST STREETS IN STREET NAME AND ADDRESS OF THE PARTY O

BERNATERETREE PRESENTANT SPERME THE ACRESCALATIONSPRING

CHILD & AMERICA ARL MARKS

AN (ANDRESCADO BURGO DE RECESTADO PROPERTO Person Gody & State Co. - S. State Co. | S. State C





學為100%要導人網上推斷学台 - Navehorbula com知識要導人出升銀行 的推薦、混乱在建上提供一址式的集品、包括和機算、推定、機算+推定量

章 - 重幼印刷名本 - 亚维依多索瓦 特殊基础的硕士预订报告: 预订影响 確認・針哲・仮己有線上構物管理的 BPB.

图诸人称音乐图写描述目标名: 形式 **书自由执知的概念一个位于某个关键化模。** 上批明一品式编售字句,但有构架之框工 POLY ROOM - travelegation com-表示-- 「在产州公共学师张祥中 - 東戸司 化象据引程被集机门程定法 - 寮电下标准 祖甫的大大-252-北方州北京門内北京 **建我有多年前辦代院政府市一選张人尼亚** ESSENCIAL SECTIONS AND PAGE BASIS - BASIS -的方法·阿特古拉州建筑人家管理契约第一个美工的工作管理会区、保险费工机区



Development of the Lorentz William P. W. W. 25 - 東原省協力小市場 - 伊奈加丁県県 **阿瓦拉尔沙斯-77度阿瓦万英名沙策** 施制:第一位第三方式扩展频道:例2 位力,在内书证实有以高品牌书公簿件 後,可提供有效的內心可以與此數法







www.flot/was.com.fd watsons.com.hk

· 看達超速式一直以前為外· 實體改建を四內都在面前直通過至至度 - 對於直坡的现在形象: 何 动员严重投放大量减跌于按上包填下 (D+D) 的高展平台、放力由能管的调的性报料在排标记一键点 STATEMENT STATEMENT AND ADDRESS OF THE

他并且在公司的政治规范的企工的工工工程的公司、由公司的工工工程等。其位、在V用目的条件等。 立、関係的立案工程の第三、整个件等に多三者工具の書車、何に第三十章工程数据、当れ関三規則 **第二小型电话性 - 万区村開展工作業長**

> 「九四丁家の前を含まる村の京随者後・北京上の古 在黄色架品建建和扩充行推构建筑架構。空間於至古行 总照特性做的電子付款方式 - 1 盆顶 (着钢) > 不得不 都是是否式单点标准的「新数量接」。 医阿人工管链律 这些好其就和我们的唯一我工作工能的和准就是工艺法。

着海兹拉瓦十分健康獲得出着港零售管理協會頒發的 [2018十大個質網店]的企業、亦感謝協會對照症抗電子 南瓜的椰果食工, 南州田田代葡萄鄉鄉村等開降小田田, 由 但用者被表面的事業的以(機能够可以用其) 實際的可以 血、能與精神協會政定並支持、維軽限制的延症炎電子政定 的旗物機器、窗外交高、位置、三大配唱及整理品牌的集和 変大的個のト

经业标准及关键循环接上展下模型播放。此外、香港层层式下架接 Trislagram E 1987 desentions - If 487 (Fill Hill E BRIDE 产聚去物整、扩化工网络上物强从规模大式摄象系统。

/ 旅門在九個內面出版性 · 準符可靠的 / 網膜目的CLICK & COLECTI RESERVENEES AND A STREET OF THE STREET AND ASSOCIATION OF THE STREET, NAMED IN COLUMN TO STREE 热情等也不欠 - 1 使整理不理文表示 - 医拉克拉力能入时间等的位 柳原其實施財務 - 被指於東京軍務形成 : 「以上の+の在軍務市場の (2) 地·克敦尼纳美国,亚亚州民共和亚的首称,亦是 人名巴·尼亚斯马尔法尔特 (2) 李亚维上维丁,他们将来加拿家还 SECURE AND ADDRESS OF THE PARTY AND ADDRESS OF



「在人址網上開設」一直至力計算基準計畫構業的會併品提供給客戶。 世俗講問知顧格控制成本及品質・加集期度品収集・価格分析及定価・業品 雍远到門正立上回到雍古 - 均有額相的維導第古以最後的特殊直接 - 鹿士庙 **导张包裹明款式的背压给客户保健** - 3

TOPPOZNE W

公司基本: 中国「中国共享的政治会」共享申集中的共享工工基础中心、任务 了解於自身制以的療法之權、係以更由原本治療干扰的地方。及果納及除職及原行權 PERSONAL TRACKS

现在一公司了解某户证明范围和收收报道:所以并坚持银户在报上提供补偿下一 和企工工學與於國有機論一例如一致因素與自然與自然與量的指導的第二例如為於2006 STREENBOOKS - MANUALISM

TERRITORS TAPERS TO THE TAPE OF THE PROPERTY II-DHERRERTEPSHAY-ARTSERSFRAYKON-JARS STREETHINGS - DESERBIGERODOS - DESER - DESER 和州福州市产品的品种区、以中国工产企业区区均在70周的规模。)



























PRODUCE ENGLISH







新計組入公司方面等計

























JOIN US

SCHEME DETAIL



TEL/EMAIL

21799407 / qeshop@hkrma.org



Google x Shopify

Accelerating your e-commerce business



Alan Poon Google Agency Account Manager

2019 / 07 / 12

7:00pm - 9:00pm

Google Hong Kong Office Suite 2501, Tower 2, Times Square 1 Matheson Street, Causeway Bay

Language: English (HKRMA Section: Cantonese)

Funded by SME Development Fund

Trade and Industry Department





Frankie Ng Shopify Hong Kong Lead



Doris Chung Hong Kong Retail Management Association

Manager, Programme



















































Any opinions, findings, conclusions or recommendations expressed in this material/event (or by members of the Project team) do not reflect the views of the Government of the Hong Kong Special Administrative Region, Trade and Industry Department or the Vetting Committee of the SME Development Fund and the Dedicated Fund on Branding, Upgrading and Domestic Sales (Organisation Support Programme).