

Invest Hong Kong fosters mutual engagement through successful delegations to Gulf Cooperation Council region (with photos)

Invest Hong Kong (InvestHK) continues to promote both inward and outward investment, reinforcing Hong Kong's role as a global business hub. InvestHK embarked on a visit to the Gulf Cooperation Council (GCC) region from May 9 to 16, with stops in Oman and the United Arab Emirates (UAE). Significant progress was made in forging robust partnerships and generating tangible business outcomes. The visit also aligns with the momentum driven by the Chief Executive's visit to the Middle East in May, during which three Memoranda of Understanding (MOU) were signed by InvestHK.

The delegation comprised leaders from prominent financial services and fintech companies, founded locally, in Mainland China or overseas with operations in Hong Kong. They participated in high-level strategic meetings with senior management of local government organisations, chambers of commerce, sovereign wealth funds, private equity partners and tech incubators, facilitated by InvestHK.

The Director-General of Investment Promotion at InvestHK, Ms Alpha Lau, said, "In today's evolving global economy, Hong Kong has showcased its irreplaceable strategic value as a 'super connector'. Our city's unique advantage lies in its ability to effectively connect the East with the West and the Global South. At InvestHK, we are continuously strengthening our core role in facilitating business connectivity, with a firm commitment to delivering value-added services to Mainland and overseas companies looking to establish themselves in Hong Kong and expand globally. We recognise opportunities in high-potential markets, such as the GCC region, which are actively diversifying their economies through innovations. By partnering with InvestHK, companies can effectively access these competitive markets with the government support."

Bridging markets and transforming outcomes: turning vision into action

The Global Head of Financial Services, FinTech & Sustainability at InvestHK, Mr King Leung, added, "Our support for the delegation was very results driven, opening essential government-to-government (G2G) and business-to-business doors for them. Leveraging our in-depth understanding of each participating company, we successfully showcased Hong Kong as an efficient platform for connecting high-quality enterprises, earning broad recognition from local governments, businesses, and investors across the GCC region. This growing collaboration and trust are built on aligning the right expertise, the right people, and the right connectors. Together, we are creating meaningful bridges that transform relationships into tangible

business outcomes."

Over the past two years, companies such as EvidentGroup, LianLian Global, Lingfeng Capital, OneDegree, 4Paradigm, Libertify and more participated in the delegations. Delegates acknowledged that remarkable results would not have been possible without opportunities and connections provided by the Hong Kong Special Administrative Region (HKSAR) Government.

For Evident Group, a highlight was an MOU signing with Zand Bank, the UAE's AI-powered bank, licensed by the Central Bank of the UAE, which Evident first connected with during last year's delegation visit. The MOU signifies a commitment to develop a strategic collaboration, aimed at delivering innovative alternative investment solutions for Zand Bank's private wealth clients. The goal is to leverage Evident's secure, cutting-edge digital market infrastructure to facilitate access to alternative investments such as private equity secondaries, private credit, and tokenised infrastructure. This collaboration pioneers a new model, demonstrating how the digitalisation of private markets enhances Hong Kong's role in linking global private wealth with unique investment opportunities.

LianLian Global regards Hong Kong as a key hub for expanding its global ecosystem, particularly in the GCC region. Through InvestHK delegations, it forged key G2G ties, most notably with the Central Bank of the UAE, unlocking strategic opportunities in the region. At the Dubai FinTech Summit, LianLian reached a cooperation agreement with Lulu Money to extend its payment gateway services into Mainland China. Leveraging Hong Kong as a fund hub, it also addressed cross-border trade challenges between China and the Middle East and North Africa region. In one case, LianLian facilitated a procurement and payment solution for a company purchasing electric vehicles from China, streamlining transactions for both buyer and manufacturer.

Lingfeng Capital has obtained its approved-in-principle from the Financial Services Regulatory Authority as a licensed fund manager in the UAE and established operations in Abu Dhabi as its regional headquarters after identifying opportunities during the first delegation visit last year. This year, Lingfeng Capital is further engaging with key partners and initiating the setup of a fund in Abu Dhabi to support portfolio companies from Hong Kong, Mainland and other international markets expanding into the GCC region.

OneDegree has been recognised by GCC government officials for its industry-leading digital asset insurance offerings. Following an investment from Dubai Insurance, OneDegree is set to provide digital asset insurance in the UAE, having received approval from the Central Bank of the UAE through partnership with Dubai Insurance Co. In addition, Walaa is supplying reinsurance capital for OneDegree's global digital asset book. A pivotal milestone was a private meeting with senior management of the Insurance Authority of Kingdom of Saudi Arabia during the delegation visit last year.

Connecting the East with the West and the Global South

The 2025 delegation led by InvestHK built on the solid foundation laid

by the HKSAR Government officials during earlier trip to focus on driving tangible business results, further solidifying Hong Kong's position as an outward-facing, globally connected economy. The success of these delegations reaffirms Hong Kong's position as a "super connector" and "super value-adder" to the world, where innovation and strategic dialogue forge robust pathways for two-way economic growth. With tangible results achieved across sectors, InvestHK continues to empower enterprises to "go global" through Hong Kong. Looking ahead, these achievements will lay the foundation for transformative regional collaborations that will benefit Hong Kong and contribute to national policies supporting global trade and investment, further deepening international exchanges and co-operation.



