

## Video transcript

### Family above all else

00:06 We have started the banking relationship with HSBC for over 60 years. HSBC is instrumental to the growth of our family business throughout the years.

00:17 Ms. Susanna Lau | Managing Director, Lei Shing Hong Capital Limited

00:17 Our family business is Lei Shing Hong, an international conglomerate with a few core businesses, including car dealerships in Mercedes Benz, Porsche, and Lamborghini. Distribution of Caterpillar machines and power systems; property, investment and property development; trading and financial services.

Family above all else

00:42 I went to the United States to have high school and then University. After I came back to Hong Kong, I worked a few years in the area of capital markets and my brother has asked me to join the family business.

00:54 In the early 2000s, my late uncle set up a trust with HSBC Trustee. The purpose is to manage the continuity of the business and to maintain a harmonious relationship for the younger generations in the years to come, with the expertise and help of HSBC Trustee.

01:13 Ms. Karin Lau | Director, Futron Capital Limited

01:13 We are very committed to keep growing the family and making it more prosperous. In my grandfather's generation, they were trying to instill the concept of "lifetime learning", so that we don't stop learning after school. We keep improving ourselves, and knowledge is power.

01:30 It is my dad who motivated me to work outside the family business. Throughout my whole career, my dad kept reminding me that my passion and my career would evolve. But to make sure that you build your career based on your own terms and also be the master of my own time. So what he's trying to teach me is that family and work need a balance. And this is a principle that I'm also passing on to my kids now.

01:56 Our family is like an archive in a library. Each member is like a book. Their life is like different chapters. I'm allowed to go into this library, read all the books and learn bits and pieces from each of them.

02:05 Mr. Andy Lau | Chief Executive Officer, ACW Group

2:10 What not to do, what to do, learn how to be a successful entrepreneur from them.

- 02:19 My family has never asked me to go back, I have this flexibility and privilege to go outside. When we are young, we wish to go out and explore the world, to learn more from different people. The trust is like a safety net. I have a sense of security to venture into the wild, I can pursue my own passion and my dreams. By capturing those unique skills, I can bring it back to my family, community, society for a better world.
- 02:49 My family has been a safe house to me and Karin. During our downtime, or when I started up my company, we needed mental support, or financial support, they unconditionally gave it to us.
- 03:00 Mr. C. L. Lau | Director, Lei Shing Hong Capital Limited
- 03:02 So when the time comes, I think we should do the same thing, and contribute back to the family.
- 03:10 Legacy is generations passing on to generations. I think legacy does need to transform and evolve just like the world. By absorbing the new generations into the family business, it's like pumping new energy into an already-running engine and making it stronger and faster. I hope that our next generations will think like us and they will eventually join the family business.
- 03:37 If I could leave just one message to the future generation, it has to be "just be yourself, do your best and give it your best shot".
- 03:47 I will tell them to be adventurous, be bold, try to do your best and leave your mark on the Earth. Don't take things for granted. Be appreciative, and take what the trust gives you to do something better for the bigger community, not just for yourself.