



# Flying high

*Sr Kin-siu Ng, CEO of Fruit Design & Build, has worked his way up through the construction industry, establishing a successful firm that has won plaudits in high places.*

Kit M Yip

Sr Kin-siu Ng, CEO of Fruit Design & Build, is a building surveyor with an entrepreneurial spirit. Hardworking and curious, he has over the years steadily built his profile to strengthen his professional and company portfolios, learning and innovating along the way. Investing in R&D while running a professional firm, he is fond of exploring the road less travelled to help the industry build a better future.

As a teenager in the late 1980s, Ng started working in a construction firm under the supervision of a building surveyor. After three years of exposure to different aspects of building and construction, he went to the Hong Kong Polytechnic and then the UK to complete a BSc in building surveying.

“I have always been intrigued by the different trades within building surveying and construction, as well as the satisfaction of

*“ This is what I had always wanted to achieve: meet new challenges, try things out in a new environment and develop my strengths. ”*

completing building projects and connecting with people,” says Ng. Throughout the years of working since graduated, Ng has attained various experience in building and property development from his employment in both private and public sector.

Ng did not rest on his laurels. In 2008, he started his own business Fruit Design & Build to provide solutions to clients. “This is what I had always wanted to achieve: meet new challenges, try things out in a new environment and develop my strengths,” he says.

Based on client needs and being market-oriented, the firm has gradually expanded to encompass a range of professional realms. Today, the company, which employs 200, focuses on more than just building and construction. It is also officially authorised to provide licensing, engineering, architectural and interior design services.

To take on further challenges, Ng oversaw the firm’s public listing on GEM in 2015, and then on the Main Board of HKEx in 2017. “There are several factors leading to our public listing,” he says. “Firstly, we want to gain wider recognition and have stronger financial support so as to work on bigger projects with major clients. Secondly, we would like to enhance our strengths and corporate governance by complying with HKEx’ requirements. Thirdly, going public gives management and employees clear goals and parameters to work towards greater success.”

And his firm has gained recognition from more than simply the market; it has won praise from the highest reaches of the Chinese government. Fruit Design & Build was the “legendary” firm behind the foreign-aid project of China in

Nepal that received compliments from National People’s Congress Chairman Zhang Dejiang. Zhang said in a speech at the Belt and Road summit in 2016, that “when the massive Nepal earthquake struck, a large number of structures collapsed, but projects supervised by Hong Kong companies basically remained intact.” The firm was praised for being a showcase of the strengths Hong Kong’s professional services sector under China’s “One Belt, One Road” strategic initiative.

Humbly admitting that he was congratulated by many professionals in the industry after Zhang’s public compliments, Ng recalls what happened in Nepal. “Thanks to the HKIS, our firm had the chance to work on one of China’s foreign-aid projects in 2015. It was supposed to be a 22-month project, but a severe earthquake struck on a Saturday night during the second month, resulting in a breakdown in communications and great chaos.”

“As we had staff members on secondment to Nepal, we immediately contacted their family members in Hong Kong to comfort them,” Ng continues. “It was the first thing we did, because it was just the right thing to do.”

The staff members were thankfully later found to be safe. Having been forewarned of the situation in Nepal, the employees stayed outdoors at night to avoid being caught in aftershocks.

Back in Hong Kong, Ng is proud to have contributed to urban redevelopment and revitalisation. From Hong Kong Island’s Western district to Kwai Chung’s factories, Ng and his people worked hard to come up with win-win solutions to enhance the experience of pedestrians, while at the same time negotiating better gross floor areas for developers.

## MEET THE SURVEYOR

*“ I encourage our colleagues to think outside the box: you will always learn a lot from your explorations and attempts to solve problems, even if they may not be financially rewarding at times.”*

Always willing to learn and embark on new adventures, Ng turns his words into actions by investing in R&D. “I don’t mind not being able to make immediate or big profits through R&D. Instead, I encourage our colleagues to think outside the box: you will always learn a lot from your explorations and attempts to solve problems, even if they may not be financially rewarding at times,” notes Ng with enthusiasm.

With the belief that there are gaps in the market to be filled, Ng gives employees intellectual space to explore formerly untapped areas, leading to potentially fruitful harvests. “To respond to the government’s call for a smart city, we are developing an app-based system for the visually impaired,” he says. “We hope to promote it to developers and other stakeholders to provide an alternative to the internationally recognised, physical tactile paving currently used.” On top, the group helmsman is ready to get a foothold in property development in the near future.

As a leader who is both down-to-earth and visionary, Ng advises that young surveyors equip themselves with strong professional knowledge. “It is only when you cement your professional expertise and experience that you can develop your potential. Grasp opportunities to learn as much as you can. Do not be afraid of hard work or work that does not promise immediate returns. You may encounter good times or bad, but if you know your core responsibilities well and possess an in-depth understanding of the sectors, you can overcome challenges at all times.”

*The article is published courtesy of Classified Post.*



「我一直追求的目標就是迎接新挑戰，嘗試新環境和發揮所長。」

# 展翅高飛

豐展設計及營造有限公司行政總裁吳建韶測量師，一步一步，在建造業嶄露頭角，建立了一間成功的公司，成績有目共睹。

葉潔明

豐展設計及營造有限公司行政總裁吳建韶測量師，本身是一位建築測量師，但具有企業家的精神。勤奮、好奇的他，這些年來慢慢建立了自己的事業，打造專業形象，增強公司的競爭力，學習和創新同步進行。投資科研，同時經營公司，他享受發掘各種機會，為行業建立更美好的未來。

回想 1980 年代後期，青少年時期的吳建韶測量師在一間建築公司任職，並向公司的建築測量師匯報工作。他在三年間接觸樓宇和建築各方面的事情，之後在香港理工學院和英國完成建築測量學理學士課程。

吳建韶測量師說：「我對建築測量和樓宇建造的各方面工作深感興趣，完成樓宇項目和與人交流令我很有滿足感。」畢業後，他在公營機構和私人公司累積不同的工作經驗，豐富了他在樓宇和物業發展方面的閱歷。

吳建韶測量師並未安於現狀。他在 2008 年成立豐展設計及營造有限公司，為客戶提供全面的設計及建築服務方案。他說：「我一直追求的目標就是迎接新挑戰，嘗試新環境和發揮所長。」

公司照顧客戶需要和緊貼市場趨勢，逐漸擴充業務至各專業領域。目前公司聘請了 200 名員工，集中處理樓宇和建築各方面的工作，另外提供牌照顧問服務、屋宇工程服務、建築設計和室內設計服務。

為迎接更多挑戰，吳建韶測量師帶領公司於 2015 年在創業板上市，兩年後在主板掛牌。他說：「公司上市出於多個考慮因素，第一我們期望取得市場的肯定，有更強大的資金來源，在處理大客戶的大型項目時更得心應手。第二我們上市必須符合香港交易所的要求，變相等同增強公司的競爭力和企業管理效能。第三公司上市為管理層和員工提供更清晰的發展目標，大家共同努力邁向成功。」

「我鼓勵員工創新：在探索和解決問題的過程中，你會有新的體驗，哪怕是無法即時有金錢上的回報。」

公司不但在市場上取得成功，中國政府亦對此予以肯定。豐展設計及營造有限公司有份參與中國在尼泊爾的一個援建項目，被時任全國人大委員長張德江點名表揚。張德江在 2016 年出席一帶一路高峰論壇並發表演說，他提到「尼泊爾發生大地震，大量建築物倒塌，但香港公司監理的項目完好無損」，充分體現香港專業服務的優良品質，也證明香港專業服務對一帶一路建設貢獻良多。

吳建韶測量師謙虛地說，公司在獲得張德江表揚後，紛紛收到同業的祝賀，他回憶當時在尼泊爾發生的種種，「在香港測量師學會的協助下，我們公司有機會在 2015 年參與由中國援助的項目。有關工程項目本身為期 22 個月，但工程開始後的第二個月即發生大地震，當時對外通訊完全中斷，情況非常混亂。」

「我們有員工借調到尼泊爾工作，於是我們立即通知他們在香港的家人，讓他們放心。」他說：「我們第一時間要做的就是這件事，因為這是必需要做的事情。」幸運地有關員工最後都安然無恙。因為當地發出餘震警告，員工當晚通宵留在室外以察安全。

吳建韶測量師對於參與香港的市區重建和活化感到自豪。由港島西至葵涌的工廠大廈，吳建韶測量師和團隊努力提供能達致雙贏的解決方案，在顧及行人需要的同時，亦為發展商爭取較大的建築面積。

不斷學習和接受新挑戰，吳建韶測量師以行動證明自己，投資科研。「我不在意投資科研無法立即取得回報或賺大錢，相反我想藉此鼓勵員工創新：在探索和解決問題的過程中，你會有新的體驗，哪怕是無法即時有金錢上的回報。」對此，他充滿熱忱。

吳建韶測量師相信市場仍有許多未開發的潛力，他鼓勵員工多探索，把握潛在的發展機會。他說：「我們為回應政府提倡建設智慧型城市，開發了一個以應用程式為主的系統，協助視障人士。我們希望向發展商和其他持份者推廣這個系統，在盲人引路徑以外，為視障人士提供另一選擇。」吳建韶測量師亦有意在未來進軍地產發展。

作為一個兼具務實和有遠景的領袖，吳建韶測量師建議年輕測量師要時刻裝備自己，增強專業知識。他說：「你要鞏固自己的專業知識和經驗，才能發揮所長。盡量爭取學習機會。不要怕辛苦或抱怨工作沒有即時回報。順境和逆境都是必經階段，但只要你清楚自己的職責，深入了解這個行業，你一定能夠克服困難。」

本文由《Classified Post》撰文。