



## **GEG and IPIM Co-organize the “Business Matching Session for Products and Food from Macau Enterprises”; Attracting Nearly 140 Local SMEs to Explore Business Opportunities**

**May 9, 2025** – As the first integrated tourism and leisure enterprise to promote the “Large Businesses Leading Small Businesses” business model, Galaxy Entertainment Group (“GEG”) has been actively supporting local SMEs in quality enhancement and expanding business opportunities through diverse initiatives. Recently, GEG collaborated with the Commerce and Investment Promotion Institute (“IPIM”) of the Macau SAR Government to co-organize the “GEG SME X IPIM Enterprises Expansion Series: Business Matching Session for Products and Food from Macau Enterprises”, to facilitate in-depth exchanges between participating enterprises and GEG’s procurement team on future cooperative opportunities through “Product Showcases” and “Business Matching Session”. The event attracted over 200 representatives from nearly 140 local SMEs, and was supported and attended by Mr. Vincent U, President of IPIM.

Held at the JW Marriott Hotel Macau at Galaxy Macau™, other distinguished guests included Mr. Leong Wa Fong, Director of IPIM; Ms. Sanna Leong, Manager of Commerce and Business Development Division of IPIM; Mr. Philip Cheng, Director of GEG; Mr. Peter Chow, Senior Vice President of Procurement and Warehousing of GEG; and Mr. Timmy Wong, Vice President of Procurement of GEG. Mr. Vincent U said in his speech, “In recent years, SMEs have shown great initiative in innovating and upgrading to keep pace with market trends. As such, IPIM continues to collaborate with various enterprises and institutions to build diverse business platforms ranging from traditional exhibitions and matching sessions to more innovative formats such as employee pop-up zones at major enterprises, department store promotions, and university sales, helping SMEs explore and expand into wider markets.” Mr. Philip Cheng said, “It’s a great honor for GEG to collaborate with IPIM in jointly providing this platform for local SMEs to discover new business opportunities. We firmly believe that SMEs are crucial to Macau’s economic development, and we look forward to continuing to leverage our resources to create more development opportunities for local SMEs, driving forward Macau’s economic diversification and high-quality growth.”

The participating enterprises were primarily suppliers of a range of products and services, including hotel operating supplies, food and beverages, technology solutions, and facility equipment. Among them were various “Made in Macau” products, “Macau Brand” enterprises, and “Products agented by Macau Enterprises”, with nearly 15 enterprises providing products from Portuguese-speaking and Spanish-speaking countries. In addition to the one-on-one business matching discussion that allowed enterprises to understand GEG’s procurement requirements and procedures,



GEG's procurement team also arranged a "Product Showcases" session, providing 25 SMEs with the opportunity to present their products and services on-site, enabling direct engagement with relevant GEG departments, enhancing brand exposure and facilitating potential business collaborations.

GEG has long considered local SMEs as key partners and prioritizes them in its procurement of products and services, achieving a local procurement ratio of nearly 90% in 2024. Furthermore, in line with the Macau SAR Government's policies on fostering the digital transformation of local traditional SMEs, GEG regularly organizes the "GEG SME Series" to provide local SMEs with diverse support, including professional training, business matching, and certification support for qualified suppliers. For the second consecutive year, GEG sponsored the "SME Digitalization Support Services" Program, launched by the Macau Productivity and Technology Transfer Center and commissioned by the Economic and Technological Development Bureau, to help local SMEs in retail, catering, lifestyle services, wholesale, and manufacturing upgrade their digital capabilities. Moving forward, GEG will continue to take practical actions to support the steady development of local SMEs through comprehensive initiatives, creating win-win outcomes and sharing economic achievements.

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**Photo Captions**



P001: GEG collaborated with IPIM to co-organize the “GEG SME X IPIM Enterprises Expansion Series: Business Matching Session for Products and Food from Macau Enterprises”, attracting over 200 representatives from nearly 140 local SMEs to participate.



P002: Mr. Vincent U, President of IPIM, delivered a speech.



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P003: Mr. Philip Cheng, Director of GEG, delivered a speech.



P004: Mr. Philip Cheng, Director of GEG (left), presented a souvenir to Mr. Vincent U, President of IPIM (right).



P005: GEG's procurement team conducted one-on-one business matching discussions with the participating enterprises, helping them understand GEG's procurement requirements and procedure.



P006: GEG arranged a “Product Showcases” session, providing 25 SMEs with the opportunity to present their products and services on-site, enabling direct engagement with relevant GEG departments, enhancing brand exposure and facilitating potential business collaborations.