

BUSINESS Webinar 小食生意經驗分享

想喺英國經營食品網店或小食檔賺取額外收入
並宣傳香港文化？記得報名參加呢個網上講座啦！



星期五
9 MAY, 2025



6.00 PM – 7.30 PM

Business Webinar: 小食 生意經驗分享

主辦：HK Welcome

為何在英國自僱創業 (Self-employment)?

賺取收入 (Income)

賺取外快 (1000鎊以下免稅)、賺取維持生活之收入、甚或創造高收入

創業成本較低

成立網店或攤檔所需資金極低

自己話事 (Sole Trader / Company Owner)

自己生意、自己話事、無需定時返工、無需聽從老闆指示、根據自己喜好工作

打發時間

將手藝、知識、興趣化作工餘或退休後的事業，既可打發時間，亦可協助建立人生目標

推廣香港文化


向社區輸出香港人的才能及文化，增加香港人社群在英國之話語權

<https://www.reed.co.uk/career-advice/is-self-employment-right-for-me/>

講座流程

1. 在英經營食品生意的法定要求 (10 分鐘)
2. 籌備小本食品生意之步驟 (15 分鐘)
3. 怎樣成立 Home Kitchen? (10 分鐘)
4. 怎樣成為小食檔檔主 / 網上食品商店店主? (5 分鐘)
5. 經驗分享 – Manna Asian Food (30 分鐘)
6. 填寫講座問卷 (5 分鐘)
7. Q&A (15 分鐘)






免責聲明

本講座所有內容源自網上資料及香港人經驗，但一切資料應以政府網站為準，HK Welcome 並不會承擔任何法律責任。

本講座不會回答稅務問題。

本講座亦不會回答與食品生意有關法規之問題。

敬請見諒。



在英經營食品生意的一般 法定要求

一般法規

在家經營生意，您需要獲得以下人員的許可：

- 抵押貸款提供者 (銀行)
- 房東
- 當地政府規劃部門 (如果您計劃對您的房屋進行重大改造)

您需要為生意購買一份免責保險 (Public Liability Insurance)，亦可能需要為與生意有關的資產投保，房屋保險並不涵蓋您的生意及有關資產。

如收入超過1000鎊，您需要為生意報稅 (無論是Sole Trader 或是 Company)，亦要繳交商業稅 (Business Rate)。

在英國，所有食品生意必須向當地政府 (Local Authority) 註冊，註冊適用於所有類型的銷售食品和/或飲料的生意，無論您在何處經營 (包括 Home caterer)。

您應該在開始營業前至少 28 天完成註冊，但請勿過早註冊。如果您的食品生意尚未準備好開始營業，請等到即將開始營業的時候才註冊。

如果您的食品生意在任何時候停止運作，您都需要盡快通知當地政府。

法例要求食品製造者需在產品提供過敏原資訊並遵守食物標籤規定，亦要在製作過程中注意致敏原。

<https://allergytraining.food.gov.uk/>

法例規定一定要有 Food Certificate?

It is not compulsory for you to have a food hygiene certificate, but if you are looking to start a food business, the Food Standard Agency recommend that you pursue a food hygiene qualification to improve your knowledge.

<https://www.food.gov.uk/business-guidance/starting-your-food-business-safely>

The law requires all food handlers to be trained, instructed or supervised in food hygiene to an appropriate standard. Food handlers who prepare open food should complete a Level 2 food hygiene training course.

<https://www.southampton.gov.uk/business-licensing/food-safety/food-business-advice/>

必讀參考資料

Getting Ready to Start your Food Business

<https://www.food.gov.uk/business-guidance/getting-ready-to-start-your-food-business>

Safer Food Better Business for Chinese Cuisine

<https://www.food.gov.uk/business-guidance/safer-food-better-business-for-chinese-cuisine>





籌備小本食品生意之步驟

成立食品生意前，你要考慮清楚：



資金及時間

你打算投入多少資金？

你打算投入多少時間經營生意？

以上兩點將影響生意的經營模式及處所。

目標

為什麼你想經營此生意？(經營理念)

你對此生意有什麼期望？

(有助撰寫計劃書)

市場

產品的客群是？(性別/ 年齡 / 族群 / 收入 / 居住地區)

客群的購買力如何？

以上兩點將影響生意的營業額，從而決定生意的經營模式。

Business Name

一個有意義的名稱，具畫龍點睛之效。

籌備步驟



Register a food business:

<https://register.food.gov.uk/new>

試業前檢視：



Checklist – Starting your food business safely

https://www.food.gov.uk/sites/default/files/media/document/Starting%20your%20food%20business%20safely%20checklist_0.docx

必讀資料

<https://www.food.gov.uk/business-guidance/starting-your-food-business-safely>

Sole Trader Vs Company



英國商業結構介紹：Sole trader(獨資經營) VS Limited company(有限公司)你點揀？

<https://www.gov.uk/set-up-business>

Register as a Sole Trader

<https://www.gov.uk/set-up-as-sole-trader>

Set up a Ltd. company

<https://www.gov.uk/set-up-limited-company>

Self-employed people have limited employment rights. They have:

- protection for their health and safety on a client's premises
- protection against discrimination

They do not have the rights that employees or workers have. For example, they do not get sick pay when they're not well enough to work.

需要登記VAT嗎？

VAT Thresholds

<https://www.gov.uk/how-vat-works/vat-thresholds>

Registration thresholds

Circumstance	Threshold	What to do
Total taxable turnover	More than £90,000	Register for VAT
Bringing goods into Northern Ireland from the EU ('acquisitions')	More than £90,000	Register for VAT
Selling goods from Northern Ireland to consumers in the EU ('distance selling')	Total sales across the EU over £8,818	Register for VAT in EU countries
VAT-registered - taxable turnover	Less than £88,000	Cancel VAT registration (optional)



怎樣成立 Home Kitchen?

你的廚房有以下設備嗎？

Handwashing facilities and toilets

Handwashing facilities and toilets

Facilities for cleaning equipment

Your premises must have adequate facilities for cleaning, disinfecting and storing utensils, including equipment. The facilities must have an adequate supply of hot and cold water.

Food hygiene rating

The local authority will inspect your *food business and publish the rating.

<https://www.southampton.gov.uk/business-licensing/food-safety/>

Facilities for washing food

Separate sinks must be provided, where necessary, for washing food and cleaning equipment in food preparation areas.

Others

Your premises must have adequate ventilation, lighting and drainage.

必讀參考資料

Starting a food business from your home

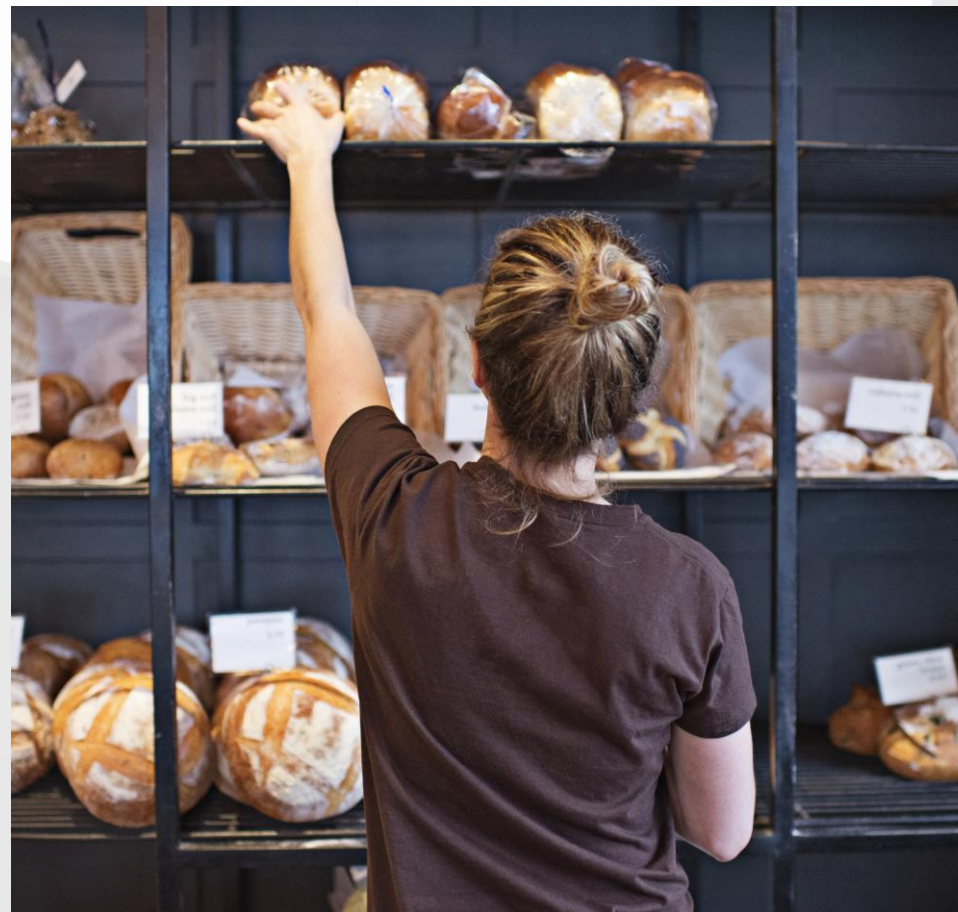
<https://www.food.gov.uk/business-guidance/starting-a-food-business-from-your-home>


Setting up your food business premises

<https://www.food.gov.uk/business-guidance/setting-up-your-food-business-premises>

Running a business from home

<https://www.gov.uk/run-business-from-home>



A woman with curly hair is sitting at a table in a cafe, working on a laptop. There is a white cup of coffee and a potted plant on the table. In the background, there are hanging lamps and a large clock on the wall. The text "怎樣成為小食檔檔主 / 網上商店店主?" is overlaid on the image.

怎樣成為小食檔檔主 / 網上商店店主?

即製小食攤檔

Camping Sink









Gazebo



電器

Bubble Waffle Machine

					
Commercial Bubble Waffle...	Hong Kong Bubble Waffle...	Commercial Bubble Waffle...	White Bubble Waffle Maker	Commercial Bubble Waffle...	Buffalo Bubble Waffle Maker
£86.40	£29.99	£150.00	£19.99	£81.59	£167.98
Adexa Direct	Amazon.co.uk	Adexa Direct	Homebase	Nextday Cateri...	Nisbets.co.uk
🚚 5/13前免費	運費：+£4.49	🚚 5/13前免費	運費：+£4.99	運費：+£7.14	🚚 5/15前免費
資訊來源：Produc	資訊來源：Kelkoo	資訊來源：Produc	資訊來源：High S	消費滿 £300即... 資訊來源：Produc	★★★★★ (18) 資訊來源：Klarna

Conduct a PAT Test before using

攤檔必備

Portable Tables



Payment machine



Square Terminal
- The All-In-On...
£178.80

Square
免運費



Contactless
Card Reader...
£40.80

sumup.gb
免運費



SumUp Solo
Card Reader...
£94.80

sumup.gb
免運費

怎樣申請檔口？

本地定期市集

<https://www.southernmarkettraders.co.uk/trader-information/>

<https://www.gaiahealthstore.co.uk/collections/carton-place-market-southampton>

<https://bray-markets.com/bray-markets-bitterne-in-southampton>

本地大型年度市集

<https://thebigeatfestival.co.uk/>

<https://www.southamptonthaimassage.com/>

<https://streetfoodcircus.co.uk/summer-feastival>

Pop Up Market

https://www.facebook.com/groups/780617840654616/user/100076010274598/?locale=en_GB

由香港人成立的CIC 舉辦之市集

<https://www.facebook.com/ReadingHKers/>

網上商店

eCommerce website builders

The best eCommerce website builders at a glance

	Best for	Pricing	Transaction fees
Shopify	Getting up and running quickly	From \$39/month for unlimited products	2.9% + \$0.30 per transaction with the built-in payment gateway
Square	Selling in-person and online	Free for unlimited products and a Square branded site; from \$29/month to remove branding	2.9% + \$0.30 per transaction
Ecwid by Lightspeed	Starting with a free plan—then growing	Free for standard features; from \$25/month for professional features	Depends on payment gateway
BigCommerce	Large-volume sellers	From \$39/month for unlimited products	Depends on payment gateway
WooCommerce	Adding a shopping cart to an existing WordPress site	Free for standard features on a self-hosted WordPress site	Depends on payment gateway
Wix	Creating an online store and business website	From \$43/month	2.9% + \$0.30 per transaction with the built-in payment gateway



經驗分享 Manna Asian Food



公司資料

1. 成立年份
2. 主要產品
3. 行銷模式
4. 已註冊成有限公司

為什麼成立Manna Asian Food?

如何決定產品及定價?

開業成本?

Home Kitchen Inspection 經驗分享

為何成立公司?

為何選擇網上商店為行銷渠道? 物流如何處理?

市集經驗分享



休息 / 填寫問卷時間



Q & A

謝謝

<https://www.gov.uk/guidance/help-and-support-if-youre-self-employed>