

与全球性的竞争，只有由中心枢纽配合周边腹地构成的经济区，才有实力在国际上争胜。大珠三角经济区发展蓬勃，充满活力，已经成为推动国家经济发展的强大动力。

新时代，新伙伴关系

国家加入世界贸易组织(世贸)，又与香港实施《更紧密经贸关系安排》(CEPA)，为我们带来无限商机；不过，全球一体化步伐加快，加剧了各地之间的经济与科技竞争，令我们遭到前所未有的挑战。因此，在步入新时代之际，面对全新局面，香港和广东省都必须重新定位，以提高整体的竞争力。

我们深信，香港可以继续发展成国家的主要服务中心。香港在服务业方面具备丰富的专业知识和稳健的经验，非常适合为本地市场以至大珠三角地区提供服务。举例来说，香港的金融服务业一直为珠三角庞大制造业提供各类支援业务。因此，我们在重新定位时，重点之一是采取措施，推动香港为大珠三角地区提供服务。

我们全力支持香港特区政府把香港定位为区内物流中心的计划。香港拥有完善的基建设施、丰富的知识与管理经验，并凭着雄厚的实力，在国际贸易上早已建立优良信誉。因此，香港要晋身为区内的供应链管理中心，当可应付自如，亦须朝着这个目标努力。此外，香港亦应定位为地区资讯中心，协调区内商贸活动，从中创造商机，为每项交易增值。这样，我相信香港必定能够保持本身的价值，以及在区内和国际贸易上的竞争力与领先优势。

In our view, future competition in the world will not be city versus city because a city does not have the critical mass to compete on global scale. Instead, competition between economic zones consisting of a hub together with a hinterland is likely to prevail. The GPRD, as a vibrant economic zone, has become a very dynamic driver of the country's economy.

A new era, a new partnership

China's entry to the World Trade Organisation (WTO) and the implementation of the Closer Economic Partnership Arrangement (CEPA) has presented us with huge opportunities. However, the accelerating pace of globalization has sharpened worldwide economic and technological competition and brought about unprecedented challenges. Hence, as we enter a new uncharted era, both Hong Kong and the Guangdong Province will have to re-position ourselves so as to enhance our overall competitiveness.

We are convinced Hong Kong will continue to develop into a key service centre for China. With ample expertise and solid experience, Hong Kong's service sector is well placed to service the local market and the GPRD region as a whole. For instance, our financial service sector has been supporting the extensive activities of the enormous manufacturing industry in the PRD. Therefore, one key element of our re-positioning must be to take measures to promote Hong Kong's supply of services to the region.

We fully support the HKSAR Government's plans to position Hong Kong as a logistics hub of the region. With our well-established strengths in global trade – in terms of infrastructure, knowledge, sound experience in management, reputation and track record – Hong Kong can, and must aspire to be the supply chain management centre of the region. Moreover, we shall also position ourselves as an information centre that coordinates trade-related activities in the region, thereby creating and adding value to each and every transaction. That, I believe, will be the surest way to maintain our values, competitive edge and leadership in regional and global trade.

今时今日，粤港两地的合作已不限于出口制造业。整体而言，大珠三角地区需要在科技、创意、管理三方面更进一步。现时，越来越多科技公司设法在大珠三角开展业务。经过过去二十年制造业的蓬勃发展后，大珠三角地区现正致力迈向多元化发展，更上一层楼。我们相信，大珠三角显然会朝着高增值的知识型经济发展，亦将为粤港两地开拓无限商机，使两地的经贸关系更形紧密。

香港与广东省在国家融入世界经济体系方面所发挥的作用

长久以来，香港和广东省一直是国家对外的窗口。我们认为，随着国家在国际商贸活动日趋活跃，两地的窗口地位仍然会十分稳固。再者，在未来十年及以后，国家的经济将会蓬勃发展。国家也需要与全球经济融合和发展东北与西部省份，势将带来各种挑战和机遇。香港和广东省具备相关的经验，优良往绩和先进的基建，将可发挥推动发展的作用，并大大受惠于这些发展所带来的机遇。

由于国家现已加入世贸，将会开放其拥有13亿人口的市场，所以一般预期国家与世界各地的贸易额将会激增。有见及此，发展大珠三角成为物流枢纽，已变得刻不容缓。在这方面，香港具备条件和潜力足以成为区域物流枢纽，与珠三角互动互补。两地联手，将可为区内的贸易活动带来增益，合力把大珠三角发展为内地和亚太区的物流中心。

Today, the Hong Kong - Guangdong partnership has developed beyond the sphere of manufacturing for export. The region as a whole needs to advance in terms of technology, innovation and management. More and more IT firms are seeking to establish themselves in the GPRD. After the manufacturing boom in the last two decades, the GPRD is also actively seeking ways to diversify and rise to the next level of development. We believe the obvious direction is the knowledge-based economy that promises higher value-added. In this regard, we see enormous opportunities for both Hong Kong and Guangdong to forge an even closer partnership.

Hong Kong's and Guangdong Province's Role in China's Integration with the World Economy

Traditionally, both Hong Kong and the Guangdong Province have been China's windows to the outside world. We consider that role will remain strong as China becomes a major component of international trade and commerce. Furthermore, the next 10 years and beyond will be exciting times for the Chinese economy. The need for China to integrate with the global economy and to develop the Northeastern and Western provinces will give rise to both challenges and opportunities. With their established experience, track record and advanced infrastructure, Hong Kong and the Guangdong Province are well equipped to play the role of a catalyst in these developments, and as a result, will benefit greatly from the opportunities that arise.

It is generally expected that the volume of trade between China and the rest of the world will drastically increase now that China is a WTO member and will open up its 1.3 billion - population market. Under such circumstances, the urgency for the GPRD to become a logistics hub is very obvious. In this regard, Hong Kong's capabilities and potential as a regional logistics hub will complement those of the PRD. Together we can be one single value creator for trade activities across the region and build the GPRD into the logistics centre for the Mainland and the Asia Pacific region.

粤港融合，一直能发挥互利互惠、相辅相成的作用。展望未来，这种融合关系将可继续让两地受惠，所以两地更应加强合作，融合为一，拓展世界市场。

落实措施，加强合作

为加强大珠三角的竞争力，以及谋求持续发展，香港和珠三角必须更紧密地合作。我们认为各方应齐心协力，一同解决对区内构成影响的重要问题。

首先，能否建设覆盖全面的多元运输网络，令整个珠三角地区的交通畅通无阻，是成功落实区域合作的关键。为此，香港和广东省需要进一步协调基础设施建设的发展，以期建设一个四通八达的运输网络，应付越见频繁的人流和货流。此外，香港必须与广东省的有关政府部门保持紧密联系，务求去除一切障碍，做到人便其行，货畅其流。

另一项备受大家关注的事宜，是环境污染问题。每况愈下的空气质素，不仅影响区内市民的健康和生活质素，同时亦减低大珠三角对海外投资者和旅客的吸引力。空气污染的问题主要源于区内运输和大量工厂产生的污染物，因此，粤港政府和民间机构必须携手合作，采取前瞻性的措施，改善两地空气质素。

其次是人才资源的问题。我们正处于全球一体化的新时代，必须培养具备所需技能的人才，以便在区内运作。我们认为香港应致力发展成为区内的优秀人才集中地，吸引来自内地和世界各地的顶尖人才，为大珠三角以至全国服

The integration between Hong Kong and the Guangdong Province has been mutually rewarding and reinforcing. For integration to remain beneficial to both sides, the two economies should foster cooperation and compete together as one entity in world markets.

Initiatives for future cooperation

In order to enhance the competitiveness of the GPRD and to ensure growth in the longer term, Hong Kong and the PRD have to reinforce their partnership. In our view, there are some key issues that have regional implications and therefore require joint concerted efforts of all parties in the region.

First, the key to successful regional cooperation lies in the ability of building an all-encompassing multi-modal transport network, such that the region will have a high level of mobility. In this regard, there is a need for Hong Kong and the Guangdong Province to further coordinate developments in advanced infrastructure with a view to establishing an integrated transport network that facilitates the increasing flow of people and goods. Moreover, Hong Kong shall work closely with its counterpart in the Guangdong Province on a long-term and continuous basis to remove any barriers which may hinder or interrupt the efficient movement of people and goods.

Another issue, which we believe is close to the heart of many people, is the problem of the environment. The deterioration of air quality in particular threatens not only people's health and quality of life, but also the GPRD's attractiveness to international business and tourists. Much of the problem is due to pollutants that originate from transport and extensive manufacturing in the region. Hence, there must be a concerted effort between governments of both sides and the private sector to take forward-looking measures that can improve our air quality.

Next is about human resources. In the new globalisation era, we need to build our own human resources with the requisite skills to operate throughout the region. Our view is that Hong Kong should strive to become a centre of quality human resources for the GPRD and the whole country, and as such, shall attract the best talents from China

务。为此，香港和广东省须在发展教育及人才培训方面加强合作。

最后是香港和广东省企业的新发展潜力。在国家实行改革开放后的二十年内，香港约80%的制造业已迁往广东省。今天，香港厂商在广东省投资管理的工厂超过80 000家，雇用超过1 100万名工人。这些厂商大多是八、九十年代成立的出口加工企业，产品行销海外市场。不过，随着国家逐步开放本土的庞大市场，加上内地人民收入增加，消费需求上升，内地已成为香港企业争取的最大客户。为这些出口企业开拓急速增长的内地市场，不但可为香港各行各业扩大销售市场，同时亦可带动内地的内部消费。

另一方面，很多内地企业已为拓展国际市场作好准备。随着国家加入世贸，民营企业投资国外的项目已有所增加。由于两地为邻，广东企业可轻易通过香港这个窗口走向地区和全球市场。吸引更多广东民企来港经营，会有助推动本地经济，巩固香港的中介角色，来港经营的内地企业亦能借助本港稳健的金融市场、支援服务和覆盖全球的交通网络，走向世界，可谓一举两得。

总结

大珠三角地区对投资者和商人日见重要。这个地区拥有无限潜力，可以成为推动国家经济发展的一股重要动力。香港是广东省的长期伙伴，可以促进区内的经济增长和发展，并因而受惠。与此同时，我们须审

and around the world. To achieve this, there is a need to strengthen cooperation between Hong Kong and the Guangdong Province in developing education and manpower training.

The final point is about new potential for Hong Kong and Guangdong enterprises. Within two decades after the economic opening of China, about 80 percent of Hong Kong's manufacturing had shifted to the Guangdong Province. Today, there are over 80 000 Hong Kong controlled factories in Guangdong, employing more than 11 million people. The majority of them are export-processing enterprises set up in the 1980s and 1990s, with products destined for overseas markets. However, as China gradually opens up its vast market, coupled with its rising income and increasing consumer demand, the Mainland has become Hong Kong enterprises' biggest potential customer. Opening the fast-growing Mainland market to these export-driven enterprises will not only provide a greater sales market for Hong Kong businesses, but also serve as a catalyst that will drive domestic consumption in the country.

On the other hand, many Mainland enterprises are ready for expansion into the international market. China's accession to the WTO has increased the number of outbound investments from private enterprises. The proximity to Hong Kong makes it easy for Guangdong enterprises to use Hong Kong as the gateway to regional and global markets. Attracting more Guangdong private enterprises to establish business in Hong Kong will bring benefits to both sides. This will help boost the local economy and fortify Hong Kong's intermediary role. Mainland enterprises on the other hand that set up businesses in Hong Kong will benefit from our well-established financial markets, support services and our global reach.

Conclusion

The GPRD is becoming an increasingly important region for investors and businessmen. It has unlimited potential in playing a key role in driving the economic growth of China. As the Guangdong Province's lifelong partner, Hong Kong has the ability to facilitate the region's growth and development, and will all gain as a result. At the same time, we should be mindful of region-

慎处理一些因经济发展而衍生的地区性问题，例如可持续发展，并积极谋求对策。我们必须紧记，地区融合并非单为了经济利益和回报，也必须寻求共识和彼此分担责任。

因此，两地政府必须有开放的态度和远大的目光。在这方面，我认为民间的参与不可或缺。我身为商务委员会的主席，定必与全体委员一起探讨更多方法，促进粤港关系和商机，为两地开创互惠互利的局面。

鸣谢

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大珠三角商务委员会主席
冯国经
二零零五年五月

wide issues such as sustainable development that may arise from economic prosperity and we all need to proactively contribute to solving them. After all, integration is not just about economic benefits and gains. It is about the sharing of a common vision and the sharing of responsibilities as well.

It is therefore important for governments on both sides to have an open mind and a shared long-term vision. In this regard, I think participation of the private sector is essential. And as the Chairman of the GPRD Business Council, I and fellow members will be looking for more ways to foster relations and business opportunities that will be mutually beneficial to both sides.

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