

# 大珠三角商务委员会

The Greater Pearl River Delta  
Business Council

年报 2004/05 Annual Report



#### 兑换率

本年报所采用的人民币与美元兑换率，是参考国家外汇管理局的资料，按2004年平均兑换值人民币8.277元兑1美元计算。

#### Exchange rate

The Reminbi (RMB)/US dollar exchange rate used in this report is RMB 8.277 yuan per US dollar based on the yearly average in 2004, according to the State Administration of Foreign Exchange.

#### 鸣谢

本年报封面照片由香港特别行政区政府新闻处提供，谨此致谢。

#### Acknowledgement

Front-cover photo by courtesy of the Information Services Department of the HKSAR Government.

## 大珠三角商务委员会

### 秘书处

香港中环雪厂街11号  
中区政府合署西座6楼

### Secretariat

## Greater Pearl River Delta Business Council

6/F, West Wing, Central Government Offices,  
11 Ice House Street, Central, Hong Kong.

电话Tel : 2810 3867

传真Fax : 2537 2735

电邮Email : [hkgccu@csso.gov.hk](mailto:hkgccu@csso.gov.hk)

# 大珠三角商务委员会

## The Greater Pearl River Delta - Business Council

香港特别行政区行政长官

曾荫权先生

曾先生：

本人谨代表大珠三角商务委员会各委员呈交商务委员会的2004/2005年度年报。

正如你曾在不同场合指出，大珠三角是一个充满活力的地区，对香港实在极为重要。在国际市场对香港企业生产和出口的货品的庞大需求带动下，大珠三角近年一直取得可观的经济增长。不过，随着其他经济区崛起，预料市场竞争将日趋激烈，大珠三角必须及早行动，提升竞争力，确保可以持续发展。为此，粤港两地必须在多方面进一步加强合作，共谋发展。

商务委员会首年的工作，集中处理对粤港互惠互利的若干关键项目，包括确保跨界人流货流畅顺，协助落实《更紧密经贸关系安排》(CEPA)，促进联合投资贸易推广，吸引广东企业来港发展，以及推动可持续发展。

**跨界人流货流：**商务委员会辖下的工作小组已研究过不少建议，主要包括：

- 多项管制站改善措施，例如延长持有沙头角及文锦渡管制站封闭道路通行证私家车的夜间使用落马洲—皇岗管制站过境的时间；加强内地管制站内不同部门之间的资讯互通；以及划一管制站内不同部门的办公时间。
- 为跨界货运业提供更灵活的安排，例如放宽司机、拖头、拖架及货柜必须一并进入内地和一并返回香港的“四上四落”规定(内地当局已于2005年1月1日落实放宽措施)；以及放宽“一车一司机”制度。

**落实CEPA：**商务委员会欣悉CEPA为粤港两地带来的经济利益，但CEPA对服务行业的效应却不太明显。因此，商务委员会辖下的工作小组已集中探讨如何协助香港的服务提供者进入广东省市场。现正构思的方法包括：

- 两地政府携手推广CEPA，增加有关规例的透明度和简化开业的程序；以及
- 商会和专业团体研究服务界的需要，然后将意见转达两地政府。

**联合投资及贸易推广：**商务委员会辖下的工作小组就跨界投资和贸易与粤方工作小组交流经验，并商讨合作机会。为加强推广大珠三角地区，工作小组亦建议两地政府合作协调大珠三角的全年推广计划。

**吸引广东企业来港：**这项工作非常重要，既有助广东企业进一步发展，亦可为香港创造更多商机。商务委员会已研究有关重点，包括向有意来港开业的广东企业推广本港专业机构所提供的服务，增进这些广东企业对本港营商环境的认识，以及简化广东方面的一些相关程序，并增加其透明度。

**可持续发展：**我们全力支持粤港政府联手改善区内空气质素。商务委员会辖下的工作小组正探讨推动商界自愿采取环保措施的方法，并计划与两地政府磋商其他建议。另一方面，社会融合对持续发展至为重要，为此工作小组正在研究各项建议，致力促进社会融合。

此外，尚有其他不少事宜亦同样重要，包括两地在促进科技、教育及人力资源培训、旅游方面的合作，以及协助香港企业进入内地的消费市场等，但商务委员会必须先进行更深入的研究，才能订出具体的意见和建议。

粤港双方合作无间，范围遍及不同领域，民间的参与亦日益重要。商务委员会将致力继续推动民间合作。

为了取得更理想的成效，商务委员会必需得到两地政府和粤方商务组织的支持。为此，商务委员会已经与两地政府、中国国际贸易促进委员会广东省分会及其辖下工作小组展开积极对话，日后我们会继续维系这种行之有效的关系，进一步推展各项工作计划。

谨此提交报告，并衷心希望你可继续支持商务委员会的工作。

大珠三角商务委员会主席  
冯国经



二零零五年七月十一日



# 大珠三角商务委员会

## The Greater Pearl River Delta - Business Council -

11 July 2005

The Honourable Donald Tsang  
The Chief Executive of the Hong Kong Special Administrative Region

Dear Mr Tsang,

On behalf of members of the Greater Pearl River Delta Business Council, I am honoured to convey to you our Annual Report on the work of the Business Council in the year 2004/2005.

As you have said on numerous occasions, the Greater Pearl River Delta (GPRD) is a very dynamic region which importance to Hong Kong is indeed very significant. The GPRD has been enjoying remarkable economic growth in recent years, fuelled predominantly by the demand for goods produced and exported by Hong Kong companies. As other economic regions develop, however, competition in the market place is expected to intensify. The GPRD needs to take steps to enhance its competitiveness and sustain its development. To achieve this, it is imperative for Hong Kong and Guangdong to further strengthen cooperation in a number of areas.

In our first year of work, the Business Council focused on some key areas of mutual benefit. These include the smooth flow of cross-boundary people and cargo, facilitating the implementation of the Closer Economic Partnership Arrangement (CEPA), joint investment and trade promotion, attracting Guangdong enterprises to Hong Kong and promoting sustainable development.

**Cross-boundary people and cargo flow:** the Business Council's sub-group has examined various proposals. The key ones include:

- improvements at control points such as extending the arrangements for private cars with Closed Road Permits of Sha Tau Kok or Man Kam To Control Point to use Lok Ma Chau / Huanggang Control Point during night time, enhancing information sharing amongst different agencies at Mainland control points and standardising operating hours of such agencies at the same control point;
- enhancing flexibility for the cross-boundary cargo industry such as the relaxation of the "four-up-four-down" requirement, i.e. the truck driver, truck, trailer and container must all enter the Mainland and return to Hong Kong as one ensemble (which has been relaxed by the Mainland authorities from 1 January 2005) and relaxation of the "one-truck-one-driver" requirement.

**Implementation of CEPA:** the Business Council is pleased to note the economic benefits created by CEPA to both Hong Kong and Guangdong. As these benefits to the services sector are less obvious, the Business Council's sub-group has focused discussions on ideas to facilitate Hong Kong service suppliers to enter the market in Guangdong. Such ideas include :

- joint efforts by the governments to promote CEPA, enhance transparency of relevant regulations and streamline procedures for setting up business operations; and
- trade associations and professional bodies to gauge the needs of service sectors and convey these views to the respective governments.

**Joint investment and trade promotion :** the Business Council's sub-group has shared experience with its Guangdong counterpart on cross-boundary investment and trade and discussed opportunities for cooperation. To strengthen promotion of the region, the sub-group has also proposed that the governments of the two places coordinate an annual GPRD promotional plan.

**Attracting Guangdong enterprises to Hong Kong :** we consider this a very important issue to help Guangdong enterprises to further develop and to create more business opportunities for Hong Kong. The Business Council has examined the essential elements, including promoting the supply of services by Hong Kong professional firms to Guangdong enterprises interested in setting up business in Hong Kong, facilitating such Guangdong enterprises to understand the operating environment here, simplifying relevant procedures in Guangdong and enhancing the transparency of such procedures.

**Sustainable Development :** we fully support joint efforts by the governments of Hong Kong and Guangdong to improve air quality of our common air-shed. The Business Council's sub-group is exploring ways with which the business sector can promote voluntary environmental protection initiatives and intends to discuss other proposals with the two governments. Separately the sub-group is also studying proposals to promote social integration which is a key to the community's sustainable development.

There are other issues which are also important but they require more in-depth study before the Business Council would formulate specific ideas and suggestions. They include cooperation to promote advancement in technology, education and manpower training, tourism cooperation and facilitating Hong Kong enterprises in Guangdong to enter the Mainland domestic consumer market.

Cooperation between Hong Kong and Guangdong has reached a stage at which the scope covers a wide spectrum of topics. Involvement of the private sector has become increasingly important. The Business Council is ready to continue to contribute to this process.

To achieve better results, the Business Council needs the support of governments of the two places and our counterparts in the Guangdong Province. I am pleased to report that the Business Council has commenced a positive dialogue with the two governments and the China Council for the Promotion of International Trade Guangdong Sub-Council and its sub-groups. We will maintain this useful working relationship in the years ahead.

I look forward to your continued support in the Business Council's work.

Yours sincerely,



Dr Victor Fung  
Chairman

The Greater Pearl River Delta Business Council

# 目录 • CONTENTS

## 年报摘要 2 Executive Summary

### 序 • Foreword

- 政务司司长曾荫权 10 Mr Donald Tsang,  
Chief Secretary for Administration of HKSAR
- 广东省常务副省长汤炳权 12 Mr Tang Bingquan,  
Executive Vice-Governor of Guangdong  
Provincial People's Government

## 主席报告 14 Chairman's Statement

### 大珠三角商务委员会 职权范围及架构 • Terms of Reference and Structure of the Greater Pearl River Delta Business Council

- 职权范围 21 Terms of Reference
- 委员及事务主任名单 22 List of Members and Staff Officers
- 工作小组 23 Sub-groups

## 大珠江三角洲概览 25 An overview of the Greater Pearl River Delta

### 工作小组报告 • Reports of the Sub-groups

- 跨界基建规划工作小组 35 Cross-boundary Infrastructure Planning Sub-group
- 落实CEPA服务业合作工作小组 39 Services — Implementation of CEPA Sub-group
- 可持续发展工作小组 43 Sustainable Development Sub-group
- 联合投资贸易推广工作小组 46 Joint Investment and Trade Promotion Sub-group
- 科技、教育及人力资源工作小组 50 Technology, Education and Human Resources Sub-group
- 旅游、文化及体育工作小组 55 Tourism, Culture and Sports Sub-group

### 三个主要研究课题报告 • Reports on three major areas of study

- 吸引内地企业来港开业 61 Attracting Mainland Enterprises to Hong Kong
- 促进粤港货物贸易便利化 65 Facilitation of Trade in Goods between  
Hong Kong and Guangdong
- 协助珠三角的外发加工厂进入内地市场 69 Facilitating Outward Processing Operations  
in PRD to enter the Mainland Market

### 大珠三角商务委员会的 对外联系和工作 74 External Liaison of the Greater Pearl River Delta Business Council

## 附录 76 Appendix



# 年报摘要

## Executive Summary

### 大珠江三角洲

国家在七十年代末推行改革开放政策后，广东省珠江三角洲(珠三角)便不断发展，势头强劲。短短二十年间，珠三角已摇身一变成为世界工厂，并逐渐转向知识型经济发展。2003年，珠三角的国内生产总值达11,340亿元人民币(1,370亿美元)，而人均国内生产总值则为39,782元人民币(4,806美元)，是全国的4.36倍。

香港的世界级服务业和国际网络，结合珠三角的生产和研究实力，使今天的大珠三角成为实力雄厚的经济地区。区内涌现不少产业群，如制衣及纺织、塑胶制品、电器产品和电子零件等。这类产业群的发展增强了整个地区的竞争力。现时，大珠三角在不少方面取得骄人的成就：

- 大珠三角是多种轻工业产品的全球主要制造中心，又是高科技电子产品装配和制造的主要地区之一。
- 大珠三角已成为内地的主要贸易服务、商业及金融中心。
- 大珠三角已成为国际海空货运服务的其中一个最大市场。

大珠三角的发展受多项重要措施影响，包括2001年国家加入世界贸易组织(世贸)，2003年内地与香港签署《更紧密经贸关系安排》(CEPA)，进行泛珠三角区域合作，以及改善区内运输基建。这些措施均有助大珠三角的发展。

另一方面，大珠三角须处理区内发

### The Greater Pearl River Delta

The development of the Pearl River Delta (PRD) in Guangdong Province gained momentum when the open-door policy and economic reforms were introduced in the late 1970s. In two decades' time, it has developed into the world's manufacturing base and is gradually transforming into a knowledge-based economy. In 2003, the Gross Domestic Product (GDP) of the PRD reached 1,134 billion yuan (US\$ 137 billion) and per capita GDP was 39,782 yuan (US\$ 4,806), which is 4.36 times of that of the entire country.

Combining Hong Kong's world class services sector and international network and the PRD's production and research capabilities, the Greater Pearl River Delta (GPRD) has emerged as an economic powerhouse. A broad range of industrial clusters has emerged in the GPRD, such as garments and textiles, plastic products, electrical goods and electronics. The development of these clusters has enhanced the competitiveness of the whole region. The region now excels in many aspects:

- It is the world's leading centre for a wide range of light-manufactured goods and one of the leading locations for assembly manufacturing of high-tech electronics products.
- The GPRD has become a major centre for trade-related services, as well as a business and financial centre in the Mainland.
- The region has become one of the largest markets for sea and air cargo services in the world.

A number of major initiatives are shaping the development of the GPRD. These include China's accession to the World Trade Organisation (WTO) in 2001, the signing of the Closer Economic Partnership Arrangement (CEPA) between the Mainland and Hong Kong in 2003, the emergence of Pan-PRD regional cooperation and significant improvement in transport infrastructure within the region. These initiatives would help sustain the development of the GPRD.

On the other hand, the GPRD has to deal with strains on infrastructure, environment, energy and other public services brought

展迅速对基建、环境、能源和其他公共服务所造成的压力，亦要面对来自长三角和环渤海等地区的激烈竞争。大珠三角端赖区内各政府和私人机构紧密合作，才能持续兴旺发展。

## 商务委员会

大珠三角商务委员会（商务委员会）在2004年3月成立，旨在就有关粤港合作的事宜，向香港特别行政区（香港特区）政府行政长官提供意见。商务委员会亦提供途径让粤港两地的私营机构交流意见；收集香港私营机构的意见；以及与香港特区政府中央政策组进行关于大珠三角地区日后经济发展的策略研究。

商务委员会的主席由冯国经博士担任，委员共有31人。为了集中处理主要的课题，商务委员会成立了六个工作小组，并邀请委员参加，研究粤港合作的主要范畴：

1. 跨界基建规划工作小组
2. 落实CEPA服务业合作工作小组
3. 可持续发展工作小组
4. 联合投资贸易推广工作小组
5. 科技、教育及人才资源工作小组
6. 旅游、文化及体育工作小组

在成立后的首年，商务委员会也集中研究了三项备受关注的课题，并提出建议：

1. 吸引内地企业来港开业
2. 促进粤港货物贸易便利化
3. 协助珠三角的外发加工厂进入内地市场

## 工作小组的工作

### 1. 跨界基建规划工作小组

小组曾讨论加快粤港两地人流和货流的措施，它们包括：改善管制站运作以疏导人流、放宽货柜车“四上四落”（即司机、拖头、拖架及货柜必须一并进入内地和一并返回香港）的限制，以及

by the rapid growth of the region. It also faces strong competition from other regions such as the Yangtze River Delta and the Bohai Rim. In this regard, closer cooperation between governments and private sector in the GPRD is essential for the region to continue to prosper.

## The Business Council

Established in March 2004, the Greater Pearl River Delta Business Council (Business Council) gives advice to the Chief Executive of the Hong Kong Special Administrative Region (HKSAR) Government on co-operation between Hong Kong and Guangdong. It provides a platform for gathering opinion from the business community, identifying critical issues, and conducting strategic research in collaboration with the Hong Kong Central Policy Unit. In addition, it also provides a forum for the private sectors in Hong Kong and Guangdong to exchange views on issues that will shape the future economic development of the GPRD region.

The Business Council is chaired by Dr Victor Fung and has 31 Members. Six Sub-groups have been formed to look after major areas on Hong Kong / Guangdong cooperation. Members have been asked to join one or more Sub-group(s). The six Sub-groups include:

1. Cross-boundary Infrastructure Planning Sub-group
2. Services – Implementation of CEPA Sub-group
3. Sustainable Development Sub-group
4. Joint Investment and Trade Promotion Sub-group
5. Technology, Education and Human Resources Sub-group
6. Tourism, Culture and Sports Sub-group

In the first year, the Business Council also identified three priority issues for study and strived to come up with some recommendations:

1. Attracting Mainland enterprises to establish business in Hong Kong
2. Facilitation of trade in goods between Hong Kong and Guangdong
3. Facilitating outward processing operations in PRD to enter the Mainland market

## Work of the Sub-groups

### 1. Cross-boundary Infrastructure Planning Sub-group

The Sub-group has identified measures to speed up passenger flow and cargo clearance between Hong Kong and Guangdong. These included improvements on control points efficiency, relaxation of the “four-up-four-down” rule – which required that the driver, the truck, the trailer and the container must all enter the Mainland and return to Hong Kong as one ensemble, and the adoption of new technology.



采用新科技以提高货物清关的效率。

过去一年，小组集中研究以下两项建议：

(i) 延长沙头角和文锦渡口岸的运作时间：

两地政府应分阶段把沙头角及文锦渡管制站的运作时间分别从晚上八时及十时延长至午夜十二时。小组建议采取过渡措施，准许持有沙头角／文锦渡口岸「封闭道路通行证」的私家车于晚上十时后，经落马洲／皇岗管制站过境。当局现正推行试验计划，准许持有沙头角／文锦渡管制站「封闭道路通行证」的私家车在午夜十二时至翌日早上六时三十分经落马洲管制站过境。香港特区政府表示会作出检讨，研究可否进一步放宽这项试验计划。

(ii) 商务旅游证：

以广东省作为试点，向合格的持外国护照商人签发“商务旅游证”，并设立特别出入境通道，便利他们往来粤港两地营商。虽然中央政府从未签发类似的旅游证，但广东省方面答应把这项建议呈交中央有关当局考虑。

长远来说，小组计划就其他课题进行研究，包括加强使用电子报关、统一内陆口岸各部门的工作时间，以及进一步放宽跨境客车的通关限制等。

## 2. 落实CEPA服务业合作工作小组

小组注意到，虽然CEPA对香港的整体经济有帮助，但对服务业的效果并不显著。这是因为香港和内地的体制不同，以及香港服务提供者申请在内地开业的手续繁复所致。此外，部分专业服务如建筑服务业，亦无法以单一专业的形式在内地经营。

为了解决这些问题，小组建议粤港政府加强合作推广CEPA，提高有关政策及规例的透明度，并尽量简化申请开

In the past year, the Sub-group came up with two proposals –

(i) Extension of the operation hours of Sha Tau Kok (STK) and Man Kam To (MKT) Control Points

The HKSAR Government and the Shenzhen Municipal Government should extend, in phases, the operating hours of STK and MKT control points from 8 p.m. and 10 p.m. respectively to midnight. As an interim measure, the Sub-group proposed that private cars with Closed Road Permits of the STK/MKT Control Points be allowed to cross the boundary through Lok Ma Chau/Huanggang Control Point after 10 p.m. The HKSAR Government would review the existing pilot scheme, which allowed private cars with Closed Road Permits of the two control points to use Lok Ma Chau Control Point between midnight and 6:30 a.m., to see whether this could be extended;

(ii) Business Travel Card

A pilot scheme should be introduced in Guangdong in which “business travel card” would be issued and special lanes be designated to facilitate eligible businessmen holding foreign passports to conduct business trips between Hong Kong and Guangdong. Whilst there is no precedent for the Central Government to issue such travel documents, the Guangdong side agreed to forward the proposal to the central authorities for consideration.

In the longer term, the Sub-group will study other topics such as wider use of electronic submission of manifests, standardisation of the operating hours of various departments at inland control points and further relaxation of clearance restrictions for cross-boundary passenger vehicles.

## 2. Services – Implementation of CEPA Sub-group

The Sub-group noted that while CEPA is helpful to the local economy as a whole, it has not made significant impact on the services sector. This is due to the institutional differences between Hong Kong and the Mainland and the complicated application procedures that service providers have to go through in setting up business in the Mainland. Moreover, some professional sectors such as architectural profession cannot operate in the existing single-professional mode in the Mainland.

To tackle these problems, the Sub-group proposed that the HKSAR and Guangdong governments should forge closer cooperation to promote CEPA, to enhance the transparency of relevant policies and regulations, and to streamline application procedures for business operation. Guangdong could be requested to offer herself as a trial

业的手续。小组建议，可请广东省作为试点，率先简化手续和放宽规例。此外，两地的商会和专业团体应加强交流，并反映企业或专业人士的意见，供两地政府考虑。

小组亦研究香港医疗服务在广东省发展的可行性。小组认为，香港的医疗专业具有很高的专业水平，可以吸引广东省及内地其他地区的市民来港就医，因此建议加强这方面的宣传。小组将继续研究如何借助CEPA协助香港的医疗专业进入广东省市场。

### 3. 可持续发展工作小组

**空气质素：**小组去年集中研究如何改善大珠三角的空气质素，并全力支持粤港政府改善区内空气质素的工作。小组建议广东省政府提升车辆废气排放标准，推广使用较为环保的燃料，以及收紧所有燃料排放废气的规格。小组会与本港各大商会和广东省有关机构携手合作，通过推广活动和研究，进一步推动环保工作。

**社会融合：**小组得悉有些香港志愿机构一直为在广东省居住或工作的港人提供社会支援服务，因此期望粤港政府能协助这些机构提供所需的服务。小组会研究方法加强粤港合作，并和粤方共同研究港人在内地居住和工作的需要，以及为他们提供何种服务和如何提供服务。

### 4. 联合投资贸易推广工作小组

**协助广东企业来港发展：**小组曾与粤方工作小组讨论如何吸引内地企业，特别是广东企业来港开业。为此，小组探讨了多项提供协助的建议，例如简化企业在内地申请来港的手续和内地企业人员来港工作的签证安排，同时加强宣传香港可为这些企业提供的服务。小组将会跟进香港特区政府中央政策组和广东省发展研究中心即将完成有关这个课题的研究报告，以及考虑日后在这方面推行的工作。

point for simplifying procedures and relaxing regulations. In addition, chambers of commerce and professional bodies of both places should strengthen mutual exchanges and relay the views of the enterprises or professionals to the governments for consideration.

The Sub-group has also studied the feasibility of exporting Hong Kong's medical services to Guangdong. It is considered that Hong Kong's medical services has an edge in its professionalism which could make it appealing to people in Guangdong and other areas in the Mainland. The Sub-group proposed to step up promotion in this aspect. It will explore ways to facilitate the entry of Hong Kong's medical profession to Guangdong under CEPA.

### 3. Sustainable Development Sub-group

**Air quality:** in the past year, the Sub-group focused its work on improving air quality in the GPRD. The Sub-group lent full support to the work of HKSAR and Guangdong governments in improving the region's air quality. The Sub-group also suggested the Guangdong government to raise its vehicle emission standard, to promote the use of cleaner fuel and to tighten all fuel emission requirements. The Sub-group will join hands with Hong Kong's major chambers of commerce and Guangdong's organisations to further promote environmental protection work, through promotion campaigns and researches.

**Social inclusion:** the Sub-group noted that Hong Kong voluntary agencies have been providing social support services to Hong Kong residents living or working in Guangdong. It looked forward to both the HKSAR and Guangdong governments to support the work of these agencies in providing the needed services. The Sub-group will study ways to strengthen Hong Kong / Guangdong cooperation, to carry out joint studies on the needs of Hong Kong residents living and working in the Mainland and what and how suitable services could be provided to them.

### 4. Joint Investment & Trade Promotion Sub-group

**Facilitating Guangdong enterprises to develop in Hong Kong:** the Sub-group has discussed with its Guangdong counterpart on the topic of attracting Mainland enterprises, in particular Guangdong enterprises, to set up business in Hong Kong. It has explored measures to facilitate this, such as simplifying application procedures in the Mainland and the visa arrangements for staff of the enterprises to work in Hong Kong and conducting more promotion on the services which Hong Kong could offer to these enterprises. The Sub-group will study a relevant report to be completed by the Hong Kong Central Policy Unit and the Guangdong Development Research Centre and consider future work in this regard.

携手向海外推广大珠三角：小组建议粤港两地在每年九月携手协调下一个年度的大珠三角推广计划，并会继续与粤方小组讨论这项工作和其他推广措施。

## 5. 科技、教育及人才资源工作小组

**教育及人才资源发展：**小组就如何加强粤港合作进行研究，并提出建议。建议包括(i)把教育服务纳入CEPA内；(ii)粤港政府采取一视同仁的态度，准许粤港的教育机构在两地办学；以及(iii)珠三角地区的雇员对培训的需求日益殷切，香港可为他们提供培训。

**科技合作：**小组建议：(i)粤港两地加强科技发展的沟通；(ii)致力加强科研产业化；以及(iii)粤方可研究借助香港在大学师资方面的优势，在邻近香港的地区开设“科技教育城”。

小组会就教育服务纳入CEPA的建议拟备具体建议书，亦会探讨香港的大学以独资方式或与广东省机构以合作方式在内地办学的可行性，并推动有关工作。

## 6. 旅游、文化及体育工作小组

**签证事宜：**为促进和便利两地旅客互访，小组年内集中处理签证事宜。首先，小组建议简化签证安排，鼓励前往内地的海外旅客顺道来港。其次，小组建议放宽规定，让持澳门通行证的内地居民顺道来港。小组正与政府有关当局商讨这些建议。

**文化：**小组正探讨方法鼓励粤港机构加强演艺活动的合作，并研究以制衣业为试点，在本港设立创意产业集聚区。

**Joint overseas promotion of the GPRD region:** the Sub-group proposed that Hong Kong and Guangdong jointly coordinate, in September every year, an annual promotional plan for the region. It will continue to discuss this and other promotion measures with its Guangdong counterpart.

## 5. Technology, Education & Human Resources Sub-group

**Education and human resources development:** the Sub-group has studied and made recommendations on how Hong Kong and Guangdong could strengthen cooperation. It proposed that (i) education services should be included in CEPA; (ii) the two governments should allow educational institutions in Hong Kong and Guangdong to operate in both places on an equitable basis; and (iii) Hong Kong can offer training to meet the rising demand for training from employees in the GPRD.

**Technological cooperation:** the Sub-group recommended that (i) the two governments should enhance communication on the status/progress of technological development; (ii) action should be taken to promote commercialisation of research and development deliverables; and (iii) Guangdong could explore the idea of developing a “City of Science Education” in an area close to Hong Kong and to capitalise on the teaching staff of Hong Kong’s universities.

The Sub-group will prepare a concrete proposal to urge the governments to include education services in CEPA. It will also study the feasibility of and promote the establishment of education institutes by Hong Kong universities in the Mainland either in collaboration with Guangdong organisations or in sole proprietorship.

## 6. Tourism, Culture and Sports Sub-group

**Visa-related issues:** the Sub-group focused its work on visa-related issues to encourage and facilitate visitor flow. First, the Sub-group proposed to simplify visa-issuing arrangements to encourage overseas visitors visiting the Mainland to make a side trip to Hong Kong. Secondly, it proposed to relax the entry requirement for Mainland residents who have a permit to visit Macao to visit Hong Kong on the same trip. The Sub-group has been discussing these proposals with relevant Government authorities.

**Culture:** the Sub-group has been studying ways to encourage organisations in Hong Kong and Guangdong to enhance cooperation in performing arts. It also explored the idea of developing creative industry clusters in Hong Kong, initially with the garment industry as a pilot scheme.

## 三项主要工作

### 1. 吸引内地民企来港开业

现时已有不少内地民企在海外拓展业务。商务委员会认为应更积极鼓励广东民企(尤其是规模较小者)来港开业，因为此举对粤港两地均有好处。

商务委员会已定出三方面的工作，协助民企来港发展。首先，广东民企(尤其是规模较小者)的发展潜力仍有待全面开发，香港的专业服务可协助他们做好准备，向海外市场发展。其次，这些民企申请到海外开业，必须办理繁复的申请手续。商务委员会希望内地当局可以进一步简化有关手续。最后，这些民企大都不了解香港的营商情况。委员会认为，香港特区政府和有关机构应向民企介绍可供使用的服务。

香港特区政府中央政策组和广东省发展研究中心现正就这个课题进行研究。商务委员会会跟进这份报告，探讨方法鼓励更多广东民企来港开业。

### 2. 促进粤港货物贸易便利化

商务委员会认为保持粤港两地货流畅顺，以促进两地的货物贸易和经济增长，并推动香港运输业和物流业的发展，是十分重要的。

商务委员会已参阅国家发展和改革委员会为探讨两地在贸易便利化领域面对的问题而进行的研究，同时亦曾徵询香港各大商会的意见。

## Work on Three Major Issues

### 1. Attracting Mainland enterprises to establish business in Hong Kong

Whilst many Mainland enterprises have expanded overseas, the Business Council considered that more efforts should be made to encourage Guangdong enterprises, especially the smaller ones, to start business in Hong Kong. This would bring benefits to both Guangdong and Hong Kong.

The Business Council has identified three aspects relevant to the facilitation of private enterprises to come to Hong Kong. First, Guangdong enterprises, in particular the smaller ones, have yet to fully develop their potentials and Hong Kong's professional services can help to enhance their readiness for expanding abroad. Secondly, these enterprises have to go through complicated application procedures before obtaining the relevant approval to start business abroad. The Business Council hoped that Mainland authorities could further simplify the relevant procedures. Finally, many of these enterprises have limited knowledge about operating business in Hong Kong. The Business Council considered that the HKSAR Government and organisations should introduce the services that Hong Kong could render to these enterprises.

The Hong Kong Central Policy Unit and the Guangdong Development Research Centre have been conducting a study on this topic. The Business Council will study the report with a view to considering ways to encourage more Guangdong enterprises to establish business in Hong Kong.

### 2. Facilitation of trade in goods between Hong Kong and Guangdong

The Business Council considered that it is important to maintain efficient cargo flow between Hong Kong and Guangdong so as to ensure sustained growth of trade in goods in the two places and to promote transport and logistic development in Hong Kong.

The Business Council had made reference to a study conducted by the National Development and Reform Commission which examined the barriers to trade facilitation between Hong Kong and the Mainland. The Business Council also sought the views of Hong Kong's major chambers of commerce.



综合有关意见后，商务委员会认为可加以改善的范畴主要包括：

- 提高内地对外来投资政策的透明度和在落实政策时统一诠释；
- 提高海关和口岸的运作效率，包括统一各内地口岸部门的工作时间和加强部门之间的资讯互通，使运输商和贸易商无须重复申报资料；
- 放宽“一车一司机”的规定(即只准许由一名司机登记驾驶货车往返内地和香港)，以增加货运的灵活性；
- 推广粤港两地的电子商贸；以及
- 统一内地与香港两地的产品标准，方便检验认证。

商务委员会已把上述建议提交粤港政府考虑，并会与有关部门跟进建议。

### 3. 协助珠三角的外发加工厂进入内地市场

目前，有超过80 000家港资企业在广东省，其中约有一半属外发加工厂。设立外发加工厂的企业，在来料和厂房设备方面享有免税优惠，条件是所有制成品必须外销。

内地的人均收入日益增加，对消费品的需求亦随之上升，有能力以较高的价格购买质量较佳的产品。这个消费市场为企业提供很大的商机。如外发加工企业希望把货物转为内销，便须补回获豁免的税款。如在计算补税内销的税款时出现偏差，便要受到惩罚。

商务委员会认为要协助这些企业进行内销，其中一个方法是鼓励他们使用电子数据联网报关，以加快报关时间和减少可能出现的偏差。此举又可改善补税措施，从而方便企业在内地市场销售制成品。

The Business Council concluded that the major areas of improvement lie in –

- Enhancing the transparency of the Mainland's policies on inbound investment and standardising interpretation in implementing policies;
- Enhancing efficiency of customs and control points operation. This includes standardising the operation hours of different departments in the Mainland's control points and sharing of information amongst these departments to avoid duplication in submission of information by carriers and traders;
- Providing greater flexibility in cargo flow by relaxing the “one-truck-one-driver” requirements, i.e. only one driver could be registered to drive the same truck to and from the Mainland ;
- Promoting the use of e-commerce in Hong Kong and Guangdong; and
- Harmonising product standards in Hong Kong and the Mainland for product inspection and certification.

The Business Council has submitted these proposals to the HKSAR and Guangdong governments for consideration and will follow up on them with the relevant departments.

### 3. Facilitating outward processing operations in PRD to enter the Mainland market

There are over 80 000 Hong Kong enterprises in Guangdong with over half of them engaging in outward processing manufacturing industries in the Guangdong Province. For those enterprises engaged in outward processing operations, imported raw materials and equipment are exempted from tax on condition that all finished products are exported for sales overseas.

With rising per capita income in the Mainland, the demand for consumer products has increased and people could afford higher priced and better quality products. The booming consumer market has created huge business opportunity for both domestic and foreign investors. If outward processing operations wish to sell their products in the domestic market, they need to repay the exempted taxes. In this process, they may be penalised if any discrepancy is found in the calculation of overdue tax for their sales in the domestic market.

The Business Council considered that one way to help these enterprises to sell into the domestic market was to encourage the use of Electronic Data Interchange online declaration to bring about quicker declaration and reduce possible discrepancy. This would in turn improve the tax repayment process and thus facilitate outward processing operations to enter the Mainland market.



商务委员会亦希望内地当局能更弹性处理问题，以及为企业提供更多有关内地市场的资讯。香港工业总会和香港中华厂商联合会正就有关事宜向其会员作出调查，商务委员会将研究调查结果和考虑制订更多的建议，以便与有关当局进行讨论。

## 大珠三角商务委员会的对外联系工作

商务委员会及其工作小组与香港特区政府、广东省政府、中国国际贸易促进委员会广东省分会(广东省贸促会)，以及个别市政府一直保持密切联系。

### 去年的主要联系活动包括：

- 2004年8月，主席在粤港合作联席会议第七次会议上报告商务委员会的工作进度。
- 2005年1月11日，商务委员会与香港政务司司长和广东省政府常务副省长会晤，就多项与粤港合作有关的课题提出建议。
- 主席与广东省贸促会会长叶耀先生举行多次会议，就两会的工作交换意见。
- 2004年8月，商务委员会与广州市市长张广宁先生率领的广州代表团举行会议，商讨双方关注的事项。

商务委员会亦与附录所载的本港各主要机构和商会合作，委员会对各机构和商会在过去一年的支持，谨表谢意。

展望未来，商务委员会希望能在各主要工作范畴上提出更多建议，并致力与粤港政府和两地商界真诚合作。

The Business Council also hoped that Mainland authorities could exercise greater flexibility and provide more business information on the Mainland market to the enterprises. It will study the results of a survey being conducted by the Federation of Hong Kong Industries and The Chinese Manufacturers' Association of Hong Kong on customs declaration issues and consider further proposals for discussion with relevant authorities.

## External Liaison of the Greater Pearl River Delta Business Council

The Business Council and its Sub-groups have maintained close liaison with the HKSAR Government, the Guangdong Government and the China Council for the Promotion of International Trade (CCPIT) Guangdong Sub-Council as well as the individual municipal governments.

### Major liaison activities in the past year included:

- The Chairman reported the work progress of the Business Council at The Seventh Plenary of the Hong Kong Guangdong Cooperation Joint Conference in August 2004.
- The Business Council met with the Chief Secretary for Administration of the HKSAR and the Executive Vice-Governor of the Guangdong Government on 11 January 2005. The Business Council put forward suggestions on a wide range of issues relating to Hong Kong / Guangdong cooperation.
- The Chairman had held several meetings with Mr Ye Yao, President of CCPIT Guangdong Sub-Council to exchange views on the work of the two councils.
- The Business Council held a meeting with a Guangzhou delegation led by Mr Zhang Guangning, Mayor of Guangzhou in August 2004, to discuss issues of common interest.

The Business Council has also worked closely with the major organisations and chambers of commerce in Hong Kong. A list of these is shown in the Appendix. The Business Council would like to thank these organisations for their support in the past year.

Looking ahead, the Business Council would come up with further recommendations on major areas of work and strive for effective cooperation with the governments and business sectors in both places.



## 政务司司长 曾荫权

粤港合作源远流长，香港商界一直发挥极大的作用。早在二十多年前，香港商人已在珠三角地区谋求发展。由最早期的设厂生产开始，发展至今天，香港企业在广东省的业务已遍及制造、物流、金融、零售等不同行业，并提供各种专业服务。

粤港的联系也从自发性的商业活动提升至两地政府的全面合作。自1998年粤港合作联席会议成立以来，两地政府已就共同合作的项目，取得很好的成果。在经贸交流、基建项目、环境改善、口岸合作、旅游、投资推广、卫生，以至文化交流各方面，粤港政府均同心协力，让整个地区更有规模地发展，并提高竞争力。

粤港政府在2003年的第六次联席会议同意各自成立商界组织，让两地的私营机构能配合粤港政府进一步推动两地合作。香港的商界向来以灵活应变、具有创意和拼劲十足见称。大珠三角商务委员会的成立，为粤港合作多提供一个平台，从私营机构的角度提出意见，与两地政府的工作相辅相成。

商务委员会成立只有短短一年，已积极研究各项粤港合作的课题，包括提高两地通关效率、促进货流、完善《内地与香港关于建立更紧密经贸关系的安排》的实施、贸易和投资推广及改善空气质素等，并向广东省的商界组织和粤港政府提出积极的意见及建议。

在未来的日子，相信商务委员会定能继续发挥重要功能，支持和推动粤港合作。

曾 蔭 權

曾荫权  
香港特别行政区政务司司长  
二零零五年四月



# Mr Donald Tsang Chief Secretary for Administration of HKSAR

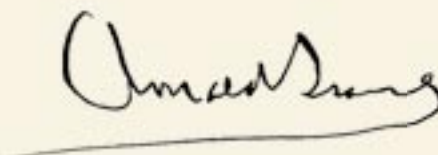
**Hong** Kong's business community has played a significant role in the historical link and cooperation between Hong Kong and Guangdong. More than two decades ago, Hong Kong companies began setting up manufacturing plants in the Pearl River Delta region. Today, their business in Guangdong Province covers a wide spectrum, including manufacturing, logistics, financial and retail services as well as various professional services.

The ties between Hong Kong and Guangdong have also been elevated from commercial activities spearheaded by the business sector to all-embracing cooperation at the government level. Since the establishment of the Hong Kong Guangdong Cooperation Joint Conference (Joint Conference) in 1998, the two governments have made good progress in various cooperation projects. Their concerted efforts in promoting economic and trade, infrastructure development, environmental improvement, control point cooperation, tourism, investment promotion, hygiene and cultural exchange have led to better coordinated development and enhanced the competitiveness of the whole region.

At the Sixth Plenary of the Joint Conference held in 2003, both governments agreed to each set up a business committee to facilitate collaboration of the private sector in enhancing cooperation between the two places. Hong Kong's private sector is renowned for its resilience, creativity and can-do spirit. The establishment of the Greater Pearl River Delta Business Council (Business Council) has provided an additional platform for the business sector to provide input and complement government efforts in forging closer ties between the two places.

In its first year of operation, the Business Council has actively engaged in studies in various issues regarding Hong Kong/Guangdong cooperation. They include enhancement of control point operation, promotion of cargo flow, effective implementation of the Mainland and Hong Kong Closer Economic Partnership Arrangement, promotion of trade and investment, and improvement of air quality. The Business Council has also tendered sound advice and recommendations to the business committee of Guangdong and the two governments.

Looking ahead, I am confident that the Business Council will continue to play a vital role in supporting and promoting Hong Kong/Guangdong cooperation.



(Donald Tsang)  
Chief Secretary for Administration  
Hong Kong Special Administrative Region  
April 2005



## 广东省常务副省长 汤炳权

**值**此香港大珠三角商务委员会年报出版之际，我谨代表广东省人民政府表示热烈祝贺！并对香港大珠三角商务委员会为推动粤港合作做出的努力和贡献表示衷心感谢！

加强粤港民间合作，是粤港合作联席会议第六次会议确立的粤港合作重要机制之一。去年以来，在粤港两地工商企业界、民间团体、各界人士的热心支援和共同努力下，粤港合作取得丰硕成果。2004年粤港进出口贸易总值达2533.8亿美元(其中直接贸易额745.2亿美元，转口贸易额1788.6亿美元)，广东实际吸收香港直接投资累计已突破1000亿美元，在粤港资企业已超过8万家。粤港合作取得的巨大成就，香港大珠三角商务委员会功不可没！作为粤港民间合作的重要机构，大珠三角商务委员会成立以来积极配合政府推动粤港交流与合作，尤其是在推动粤港民间合作、促进两地繁荣发展等方面做了大量卓有成效的工作，为粤港合作做出了积极的贡献！

当前，加强粤港合作时机大好、商机无限、前景广阔。希望香港大珠三角商务委员会进一步加强与广东省贸促会的合作，充分发挥粤港民间合作机制的重要平台作用，密切交流，推动合作，为促进粤港两地共同发展繁荣做出更大的贡献！

汤炳权  
广东省人民政府常务副省长  
二零零五年四月



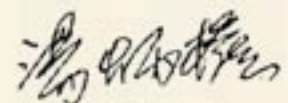
序 Foreword

# Mr Tang Bingquan Executive Vice-Governor of Guangdong Provincial People's Government

**On** behalf of the Guangdong Provincial People's Government, I wish to extend our warmest congratulations on the publication of the Annual Report of the Hong Kong Greater Pearl River Delta Business Council. I would also like to take this opportunity to express our heartfelt appreciation of the dedication and contribution of the Business Council in strengthening cooperation between Guangdong and Hong Kong.

Enhancing Guangdong/Hong Kong private sector cooperation is one of the important collaboration mechanisms agreed at The Sixth Plenary of the Hong Kong Guangdong Cooperation Joint Conference. With the staunch support and concerted efforts of the industrial and commercial enterprises, the private sector and individuals in the two places, we have made enormous achievements in Guangdong/Hong Kong cooperation since 2004. Last year the total value of imports and exports between Guangdong and Hong Kong reached US\$253.38 billion, of which direct trading accounted for US\$74.52 billion and re-export US\$178.86 billion. The cumulative actual direct investment in Guangdong from Hong Kong has exceeded US\$100 billion. Over 80 000 Hong Kong-funded enterprises have been set up in the province. The cooperation between Guangdong and Hong Kong has indeed achieved remarkable results, to which the Business Council has made an important contribution. As a key player in promoting private sector cooperation between Guangdong and Hong Kong since its establishment, the Business Council has taken active steps to dovetail with government endeavour in facilitating mutual exchange and cooperation between the two places. In particular, the Business Council has made strenuous efforts to boost Guangdong/Hong Kong private sector cooperation and the prosperity of the two places.

This is a golden time to enhance the cooperation between the two places, in view of the immense business opportunities available and the promising future. I hope the Business Council will forge closer ties with the Guangdong Council for the Promotion of International Trade, continue to serve as an effective and important platform for Guangdong/Hong Kong private sector cooperation, facilitate interaction and collaboration, and achieve greater success in promoting the prosperity and development of Guangdong and Hong Kong.



TANG Bingquan  
Executive Vice-Governor  
Guangdong Provincial People's Government  
April 2005





# 主席报告

## Chairman's Statement

大珠三角商务委员会于去年三月由行政长官委任成立，目的是在政府架构以外提供一条民间渠道，就如何加强香港与广东省的经济和其他领域的合作，向行政长官提供意见。本报告是委员会的第一份年报。

*This is the first annual report of the Business Council. Appointed by the Chief Executive in March last year, the Business Council serves as a private sector channel alongside the government mechanism to give advice to the Chief Executive on strengthening Hong Kong and Guangdong cooperation in economic and other arenas.*

粤港合作对香港一向极为重要。粤港两地水陆相连，唇齿相依，在社会和经济发展方面一直紧密合作，彼此忧戚与共，互惠互利。

身为商务委员会的主席，可以和大家分享商务委员会对大珠三角日后发展的愿景，实在深感荣幸。

### 香港和广东省的关系

香港自1997年回归祖国后，实行“一国两制”，在经济上与珠三角日渐融合，逐渐不断扩大而成为大珠三角地区。大珠三角包括香港特别行政区、澳门特别行政区和广东省九个省。区内人口约4 900万，本地生产总值超过24,830亿元人民币(3,000亿美元)，进出口货物总值占全国的三分之一以上。大珠三角取得如此强大的经济实力，全赖珠三角的生产基地与香港这个金融、贸易和物流中心协作，互动互补。

我们认为，日后国际间的竞争将不再是个别城市间的较量，而是以经济区之间的竞争为主，个别城市的经济规模有限，难以参

The cooperation between the two sides has always been an important subject for Hong Kong because we are more than just neighbours. We are also close partners in terms of social and economic development. In many ways we are interlinked and benefit mutually from our strong ties.

As the Chairman of the Business Council, it is a great honour for me to share with you the Business Council's vision on the future development of the GPRD.

### Hong Kong and the Guangdong Province

Through reunification with the Mainland of China in 1997, Hong Kong today operates under the “one country, two systems” principle and has become economically more and more integrated with the PRD. The result of this integration has spurred the enlargement of the PRD into the GPRD, which encompasses the HKSAR, the Macao Special Administrative Region and nine municipalities of the Guangdong Province. This region has a population of about 49 million with a Gross Domestic Product of over \$2,483 billion yuan (US\$300 billion). It also accounts for over one-third of China's total imports and exports. It is really due to the synergy between the manufacturing base in the PRD and Hong Kong as a financial, trade and logistics centre that this region has risen as a powerful economic force.

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

我谨代表商务委员会，感谢各位委员与事务主任尽心竭力为商务委员会服务。商务委员会的工作得以顺利进行，实在有赖全体同寅的鼎力协助和支持。我也要感谢秘书处人员不辞劳苦，确保商务委员会运作畅顺。最后，我要感谢粤港两地政府，以及中国国际贸易促进委员会广东省分会同心协力，为推动香港与广东省地区的经贸合作作出贡献。



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.

## Acknowledgements

On behalf of the Business Council, I would like to extend my gratitude to every member of the Business Council and the staff officers. All our endeavors would not have been possible without their commitment and dedication to the Business Council. I also wish to thank the Secretariat for its efforts and support in ensuring the smooth operation of the Business Council. Finally, I would like to thank the efforts of the HKSAR and Guangdong governments, and the CCPIT Guangdong Sub-Council in fostering cooperation between Hong Kong and the Guangdong Province.



Dr Victor Fung  
Chairman  
The Greater Pearl River Delta Business Council  
May 2005

# 大珠三角商务委员会 职权范围及架构

*Terms of Reference and Structure  
of the Greater Pearl River Delta  
Business Council*







# 职权范围

## Terms of Reference

**向**行政长官提出建议并在粤港合作联席会议框架下运作，促使大珠江三角洲（大珠三角）地区在经济上更紧密合作，负责：

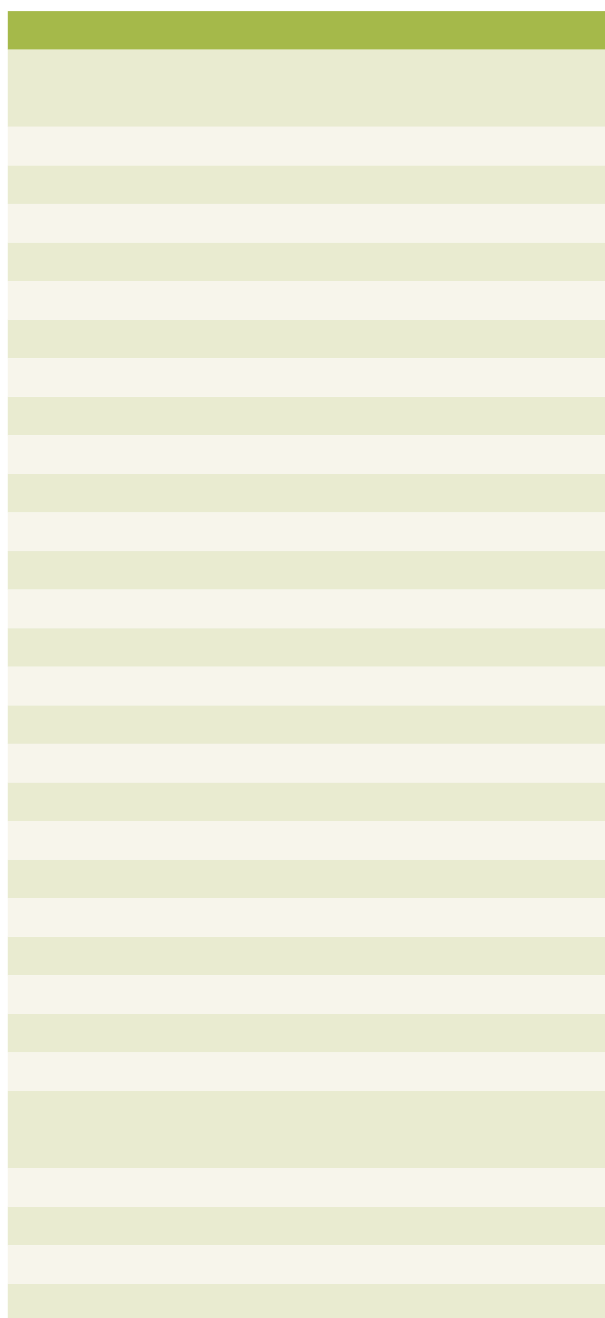
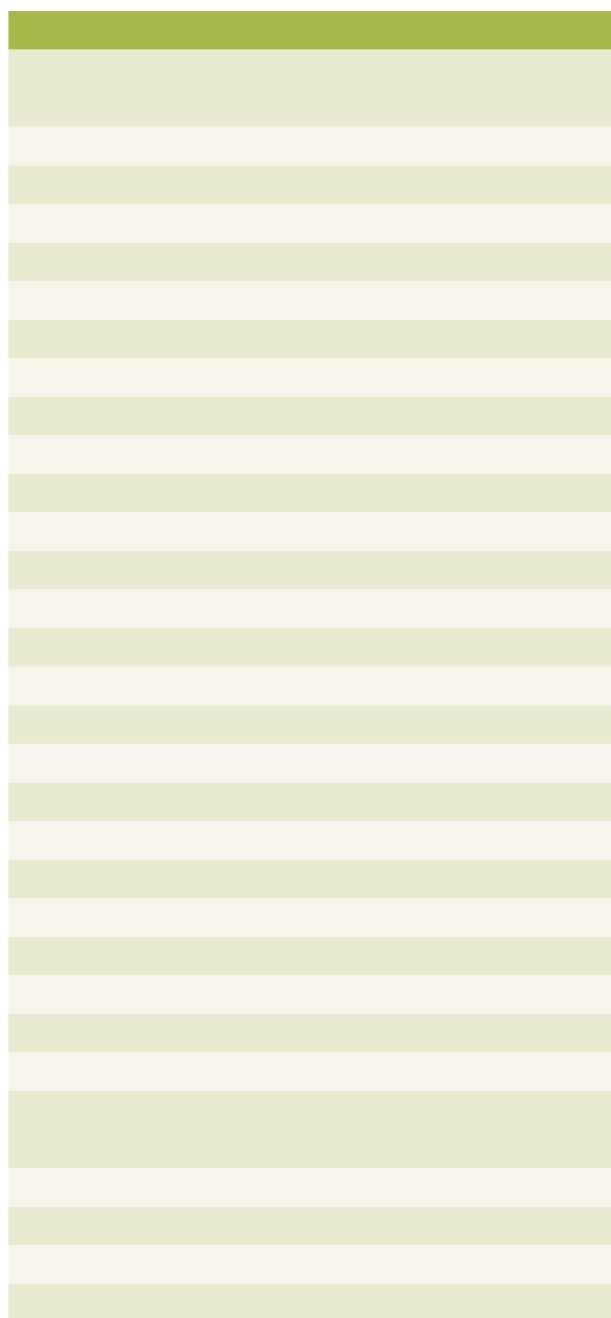
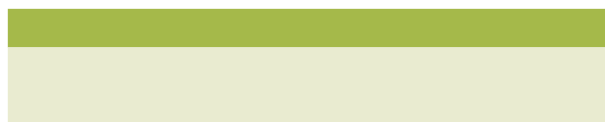
- 1 就加强粤港在经济及其他方面合作所需的政策及推行策略提出建议，藉此推动两地更多增值合作和可持续发展；
- 2 提供途径，让粤港两地的私营机构就如何进一步促进双向贸易及投资交流意见；
- 3 收集香港商界及专业界别对粤港合作事宜的意见，并转达两地政府；
- 4 协同中央政策组进行关于大珠三角地区日后经济发展的策略研究；及
- 5 与广东的省市机关建立更紧密的联系。

**To** advise the Chief Executive and to operate under Hong Kong/Guangdong Co-operation Joint Conference to foster closer economic co-operation within the Greater Pearl River Delta (GPRD) region by :

- 1 advising on the policies and implementation strategies needed to enhance the economic and other co-operation between Hong Kong and Guangdong, which in turn will facilitate more value-added operations and sustainable development on both sides of the boundary;
- 2 providing a forum for the private sectors in Hong Kong and Guangdong to exchange views with one another on how to further promote two-way trade and investments;
- 3 collecting opinions of Hong Kong business and professional sectors on issues relating to Hong Kong/Guangdong co-operation and channel them to both governments;
- 4 in collaboration with the Central Policy Unit, conducting strategic research into the future economic development of the GPRD region; and
- 5 establishing closer ties with provincial and municipal institutions in Guangdong.

# 委员及事务主任名单

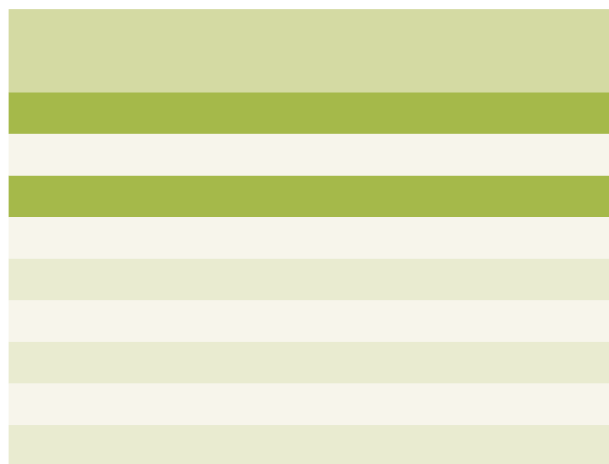
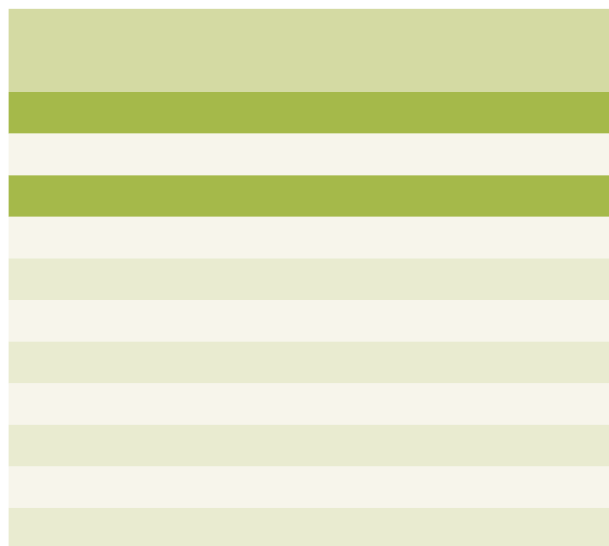
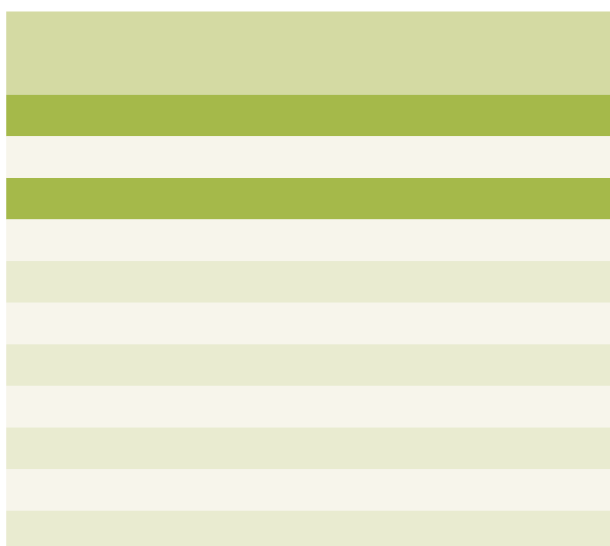
## List of Members and Staff Officers



秘书 **Secretary** : 粤港合作统筹小组组长 Head, Hong Kong Guangdong Cooperation Coordination Unit  
何健华先生 Mr Arthur K W Ho

# 工作小组

## Sub-groups





可持续发展工作小组  
Sustainable Development Sub-group

**召集人**            **Convenor**

郑耀棠议员        The Hon Cheng Yiu-tong

**委员**                **Members**

陈智思议员        The Hon Bernard Chan

郭炳联先生        Mr Kwok Ping-luen, Raymond

刘皇发议员        The Hon Lau Wong-fat

黄匡源先生        Mr Wong Hong-yuen, Peter



# 大珠江三角洲概览

## An overview of the Greater Pearl River Delta

### 大珠江三角洲的定义

大珠江三角洲(大珠三角)地区包括香港特别行政区、澳门特别行政区，以及广东省的珠江三角洲(珠三角)经济区。根据广东省的界定，珠三角经济区包括九个城市，分别是广州、深圳、东莞、佛山、江门、中山、珠海，以及惠州和肇庆的市区(大珠三角的11个管辖区和所占的土地面积见图表1和地图)。

### Definition of the Greater Pearl River Delta

The GPRD includes the HKSAR, the Macao Special Administrative Region, and the PRD Economic Zone portion of Guangdong Province. The PRD Economic Zone, as specified by Guangdong Province, includes nine municipalities, namely Guangzhou, Shenzhen, Dongguan, Foshan, Jiangmen, Zhongshan, Zhuhai, and the urban areas of Huizhou and Zhaoqing (see Exhibit 1 and map below for the 11 jurisdictions of the Greater Pearl River Delta and their land area).

### 广东省及珠江三角洲经济区

#### Guangdong Province and the Pearl River Delta Economic Zone

资料来源：投资推广署(www.investhk.gov.hk)  
Source: Invest HK (www.investhk.gov.hk)



注：图内橙色区域为珠江三角洲  
Note: The area shaded orange denotes the Pearl River Delta

图表1：大珠江三角洲管辖区和土地面积

Exhibit 1: Jurisdictions of the Greater Pearl River Delta and their land area

香港 Hong Kong	珠江三角洲经济区 Pearl River Delta Economic Zone		澳门 Macao
	东莞 Dongguan	深圳 Shenzhen	
	佛山 Foshan	肇庆 Zhaoqing	
	广州 Guangzhou	中山 Zhongshan	
	惠州 Huizhou	珠海 Zhuhai	
	江门 Jiangmen		
1,100平方公里 sq km	41,698平方公里 sq km		26平方公里 sq km

## 大珠江三角洲的主要管辖区

### Main Jurisdictions in the Greater Pearl River Delta Region



资料来源：投资推广署(www.investhk.gov.hk)  
Source: Invest HK (www.investhk.gov.hk)

## 大珠三角的发展

二十多年前，广东省珠三角大部分地区尚未发展。珠三角早期以务农为主，直到国家在七十年代末推行改革开放政策，才成为全球发展最快的地区之一。

八十年代初，邻近港澳的深圳和珠海成为经济特区，以特设的规定和税制吸引外资，促使不少港商把工厂迁往邻近的深圳特区以及珠三角其他地区，借助内地低廉的土地、工资和营运成本生产。劳工密集的工业北移至珠三角，而高增值的服务如管理、金融、物流、设计、科研、品质保证等行业则留港发展。

## Development of the GPRD

Some twenty years ago, the PRD in Guangdong Province was largely undeveloped and largely engaged in agricultural activities. It was not until the introduction of the open-door policy and economic reforms in the late 1970s that the region has transformed into one of the fastest-growing areas in the world.

In the early 1980s, the areas next to Hong Kong and Macao became the Special Economic Zones (SEZs) of Shenzhen and Zhuhai respectively. These SEZs had special regulations and taxation to attract foreign investments. Hence, many Hong Kong manufacturers moved into the Shenzhen SEZ nearby as well as other parts of the PRD to take advantage of cheaper land, labour and operating costs. Whilst labour-intensive activities shifted to the PRD, higher value-added activities, such as management, finance, logistics, design, R&D, quality assurance etc. remained in Hong Kong.

珠三角的经济结构近年出现了新一轮的转变，由从前以制造业为主的，逐渐发展为知识型的经济体系。广东省一直积极拓展服务业，发展较高增值的服务。另一方面，又增加汽车制造、石油化工及设备制造等高增长和具有长增值链的高科技产业及重工业的比重。因此，珠三角正转型为生产力高、科研发展力强的经济重镇。

香港在金融、管理、会计、法律服务、产品设计、品牌创造、分销管理、市场推广和公共关系上的优势，结合珠三角在制造和科研发展方面的实力，使大珠三角成为实力雄厚的经济地区。

珠三角的国内生产总值由1980年的稍低于120亿元人民币(14.5亿美元)，上升至2003年的11,340多亿元人民币(1,370亿美元)(见图表2：珠江三角洲主要经济指标)。期间，珠三角的国内生产总值每年平均增长21.9%，增幅远较广东省(13.6%)和全国(9.6%)为高。2003年，珠三角的人均国内生产总值为39,782元人民币(4,806美元)，是广东省的2.3倍，全国的4.36倍。在珠三角地区，以广州、深圳、佛山和东莞这几个城市的发展最为蓬勃；2003年，这些城市的人均国内生产总值都超过4万元人民币(4,833美元)(图表3)。

珠三角是广东省的经济中心，虽然土地面积只占全省的25%，但2003年的国内生产总值却占全省的83.2%。此外，珠三角已逐渐成为一个具有吸引力的消费市场。过去二十多年，珠三角消费品的零售额由1980年的70.7亿元人民币(8.5亿美元)，激增至2003年的3,976.6亿元人民币(480.4亿美元)。2003年的消费品零售额较一年前增加11.8%，占全省总零售额的70%以上。

In recent years, a new wave of transformation of the PRD's economic structure - from one that has been predominantly manufacturing-based to one that is gradually becoming knowledge-based - has taken place. Guangdong Province has been keen in developing its service capabilities and diversifying into higher value-added services. Meanwhile, it has increased the proportion of high-tech and heavy industries such as automobiles, petrochemicals and equipment manufacturing industries, which feature high growth and long production industry value chains. Hence, the PRD is transforming into a dynamic place with high levels of productivity and considerable scientific R&D capabilities.

It is the combination of Hong Kong's strengths in financing, management, accounting, legal service, product design, branding, distribution management, marketing and public relations with the PRD's abilities in production and R&D research that has enabled the PRD to emerge as an economic powerhouse.

The GDP of the PRD grew from just below 12 billion yuan (US\$1.45 billion) in 1980 to over 1,134 billion yuan (US\$ 137 billion) in 2003 (see Exhibit 2 for a summary of the major economic indicators of the PRD). During the period, the average annual growth rate of GDP in the PRD was 21.9%, well above that of Guangdong Province (13.6%) and the country as a whole (9.6%). The per capita GDP of the PRD amounted to 39,782 yuan (US\$ 4,806) in 2003, which is 2.3 times that of Guangdong Province and 4.36 times that of the whole country. Within the PRD region, Guangzhou, Shenzhen, Foshan and Dongguan are the most prosperous cities, and the per capita GDP of each of them was over 40,000 yuan (US\$4,833) in 2003 (Exhibit 3).

The PRD is the economic hub of Guangdong province. It accounted for 25% of Guangdong's land area but contributed to 83.2% of the province's GDP in 2003. Moreover, the PRD has increasingly become an attractive consumer marketplace. Over the past two decades, the retail sales of consumer goods in the PRD increased dramatically from 7.07 billion yuan (US\$ 0.85 billion) in 1980 to 397.66 billion yuan (US\$ 48.04 billion) in 2003. In 2003, the retail sales of consumer goods grew by 11.8% year-on-year, and accounted for over 70% of the provincial total.

图表2：珠江三角洲的主要经济指标(按当时价格计算)

Exhibit 2: Pearl River Delta Region Major Economic Indicators (at current prices)

指标 Indicator	1980	1985	1990	1995	2000	2001	2002	2003
登记人口(百万人) (注) Registered population (million persons) (Note)	16.27	17.57	19.28	21.38	23.07	23.37	23.65	23.99
国内生产总值(亿元人民币) Gross domestic product (0.1 billion yuan)	119.2	303.9	872.2	3,899.7	7,378.6	8,363.9	9,418.8	11,341.1
第一产业(亿元人民币) Primary industry (0.1 billion yuan)	30.7	57.3	129.4	314.9	428.5	445.2	465.0	470.5
第二产业(亿元人民币) Secondary industry (0.1 billion yuan)	54.0	148.7	404.6	1,957.1	3,657.3	4,139.0	4,688.1	5,939.6
第三产业(亿元人民币) Tertiary industry (0.1 billion yuan)	34.5	97.9	338.2	1,627.7	3,292.9	3,779.8	4,265.6	4,930.0
固定资产投资总额(亿元人民币) Total amount of investment in fixed assets (0.1 billion yuan)	16.6	128.4	231.4	1,491.0	2,291.6	2,566.8	2,886.6	3,739.7
消费品零售总额(亿元人民币) Total amount of retail sales of consumer goods (0.1 billion yuan)	70.7	198.0	445.7	1,544.7	2,781.4	3,120.1	3,481.3	3,976.6
出口总额(亿美元) Total amount of exports (US\$ 0.1 billion)	6.2	16.3	81.4	461.1	847.4	908.3	126.1	1,450.6
实际利用的外资(亿美元) Amount of foreign capital actually utilized (US\$ 0.1 billion)	1.0	7.4	15.4	85.8	125.4	141.9	150.2	170.3
政府收入(亿元人民币) Government revenue (0.1 billion yuan)	23.4	49.9	95.9	315.3	599.1	745.7	768.7	878.0
政府支出(亿元人民币) Government expenditure (0.1 billion yuan)	8.2	26.1	76.4	316.6	685.4	822.7	963.6	1,075.0
城乡居民年终储蓄存款(亿元人民币) Savings deposits by urban and rural residents at year-end (0.1 billion yuan)	21.0	112.0	552.7	2,810.4	6,641.0	7,670.6	9,240.2	11,068.9

资料来源：广东省统计局和 2001年、2002年、2003年及2004年的《广东统计年鉴》。

Sources: Guangdong Provincial Statistics Bureau, and Guangdong Statistical Yearbook 2001, 2002, 2003, 2004.

注：根据2000年进行的全国人口普查，珠三角经济区共有人口4 080万，与官方的登记人口数字有出入。两者出现差异的主要原因，是前者计算了外来人口和流动人口，而后者则没有把这两类人口计算在内。由于前往珠三角就业者人数众多，但却没有正式的‘登记’户籍，所以珠三角在这方面的人口差异较中国其他地区为大。

Note: According to the 2000 National Census, the PRD Economic Zone had a population of 40.8 million people. This contrasts with the official registered population. The main reason for the difference between the Census and registered populations is that the former figure includes the migrant and floating populations and the latter does not. Given the large number of people that come to the PRD for employment, but do not have official 'registered' status, this discrepancy is larger in the PRD than elsewhere in China.



图表3：2003年珠三角主要城市居民的生活水平

Exhibit 3: Living standard of local residents in major cities of the PRD in 2003

主要城市 Major City	国内生产总值 GDP (百万元人民币) (million yuan) (逐年增长率) (yoy growth)	人均国内生产总值 Per capita GDP (百万元人民币) (million yuan) (逐年增长率) (yoy growth)	消费品零售总额 Total Retail Sales of Consumer Goods (百万元人民币) (million yuan) (逐年增长率) (yoy growth)
广州 Guangzhou	349,687.87 (15.2%)	48,372 (14.2%)	149,427 (9.02%)
深圳 Shenzhen	289,540.70 (19.2%)	54,545 (9.3%)	80,177 (16.27%)
珠海 Zhuhai	47,327.42 (17.5%)	37,675 (16.3%)	15,918 (10.95%)
佛山 Foshan	138,159.51 (16.1%)	40,444 (14.7%)	47,319 (12.72%)
江门 Jiangmen	73,008.25 (11.1%)	19,131 (10.9%)	27,784 (11.86%)
东莞 Dongguan	94,796.54 (19.5%)	60,158 (17.6%)	33,800 (50.26%)
中山 Zhongshan	50,140.43 (18.6%)	28,645 (16.4%)	15,361 (14.35%)
惠州 Huizhou	59,097.72 (13.9%)	20,759 (12.7%)	18,167 (12.84%)
肇庆 Zhaoqing	46,639.14 (11.4%)	11,907 (10.9%)	17,120 (10.72%)

资料来源：《广东统计年鉴—2004》

Source: Guangdong Statistical Yearbook 2004

## 大珠江三角洲的竞争力

香港和珠三角在经济上互动互补，带动了大珠江三角洲地区发展各式各样具国际竞争力的工业和产业群。大珠江三角洲不仅是各种资源、物料和资本货物的重要工业市场，也是运输及贸易服务的主要市场。

### (1) 制造业

大珠江三角洲在国际轻工业和科技制造业的市场上甚具竞争力，也许可以说已成为全球最重要的轻工业制品中心，以及全球高科技电子产品的主要装配点之一。大珠江三角洲在这些工业上具备的主要优势包括：低廉的土地和工资、高效率的劳工、妥善的基础设施、日益进步的技术，以及政府的政策支持。此外，这些产业亦借助本港的投资、管理、市场知识、科技和国际联系拓展业务。

## Competitiveness of the GPRD

The economic interaction between Hong Kong and the PRD has fostered the development of a range of internationally competitive industries and clusters in the GPRD. The region is important as an industrial market for all sorts of inputs, materials, and capital goods. It is also a major market for transportation and trade-related services.

### (1) Manufacturing industries

The GPRD has achieved a high level of international competitiveness in light manufacturing and technology-based manufacturing. The region has become perhaps the world's leading centre for a wide range of light-manufactured goods and one of the leading locations for assembling manufacturing of high-tech electronics products. The region's greatest strengths in these industries include low land and labour cost, productive workforce, reasonable infrastructure, improving technical skills, and a supportive policy regime. The industries also benefit from the investment, management, market knowledge, technology, and international connections obtained through Hong Kong.

## (2) 运输服务

大珠三角地区的运输服务主要由国际贸易带动。大珠三角是全球主要的制造业和出口基地之一，而且地位日益重要，因而成为全球海空货运服务的最大市场之一。一直以来，本港拥有全球最繁忙的货柜港和国际航空货运机场。最近，珠三角(特别是深圳和广州)的港口和机场发展非常迅速，为付运人提供更多的货运容量和选择，也为区内的运输服务带来发展动力。

## (3) 贸易和商业服务

大珠三角的出口量在过去二十多年大幅增长，使区内的贸易、采购、货运代理、物流、贸易融资、法律及其他相关服务的需求上升。香港是国际贸易和金融中心，具备发展完善的服务业，吸引大量跨国企业的采购部门，以及物流、资讯和其他贸易服务公司进驻香港。类似服务亦在珠三角发展，数量与日俱增。时至今日，大珠三角已经成为内地贸易服务的主要中心。

至于商业服务方面，香港资金自由流动、有效率的规管制度，又汇聚世界各地的技术专业人才，足以提供大量的专业和商业服务，供应大珠三角的庞大需求。

## (4) 产业羣

大珠三角发展的一个明显特徵是涌现了一大批各行各业的产业羣，如制衣和纺织、鞋履、塑胶制品、电器、电子、印刷、运输、物流、金融服务等。这些产业羣大多分布在范围较小的地方(图表4显示各行各业往往集中在珠三角的某些城市和乡镇)。

产业羣已经成为大珠三角的主要竞争优势。在产业羣中，企业可共用相关的生产资源、具有专门技能的劳工、分销和讯息渠道，以及联系网络等，从而

## (2) Transportation services

Transportation services in the GPRD region are driven largely by international trade. Given the growing prominence of the GPRD as one of the world's leading manufacturing and export bases, the region has become one of the largest markets for sea and air cargo services in the world. Hong Kong has long been the world's busiest container port and airport for international airfreight. Recently, the ports and airports in the PRD, particularly those in Shenzhen and Guangzhou are developing very fast. This provides shippers with additional capacity and additional choice, as well as impetus for development of transportation services in the region.

## (3) Trade-related and business services

The massive export surge of the GPRD region over the last two decades has increased demand for trading, sourcing, freight-forwarding, logistics, trade finance, legal, and other related services in the region. Hong Kong being an international trade and finance centre, with a well-developed service industry, has become a magnet to the buying and sourcing offices of multinational enterprises, as well as to logistical, information, and other services related to trade. Increasingly, similar services are developing in the PRD. Hence, the GPRD has become a major centre for trade-related services in the Mainland.

As for business services, Hong Kong's free flows of capital, efficient regulatory system and skilled professionals from all over the world have greatly contributed to a good supply of professional and business services to meet the enormous demand for such services in the GPRD.

## (4) Industrial clusters

A distinctive feature of the development of the GPRD is the emergence of a broad range of clusters in various industries such as garments and textiles, footwear, plastic products, electrical goods, electronics, printing, transportation, logistics, financial services, etc. Many of these clusters can be found in relatively small geographic areas. (Exhibit 4 shows a wide range of industries in which there is a strong geographic concentration in individual cities or towns in the PRD).

Industrial cluster has become a major source of the GPRD's competitiveness - enterprises within a cluster can enjoy economies of scale from sharing related production inputs, specialized labour pools, distribution and communication channels, and also networking. Moreover, such clustering can also spur competition, which encourages information, knowledge and technology transfer among related

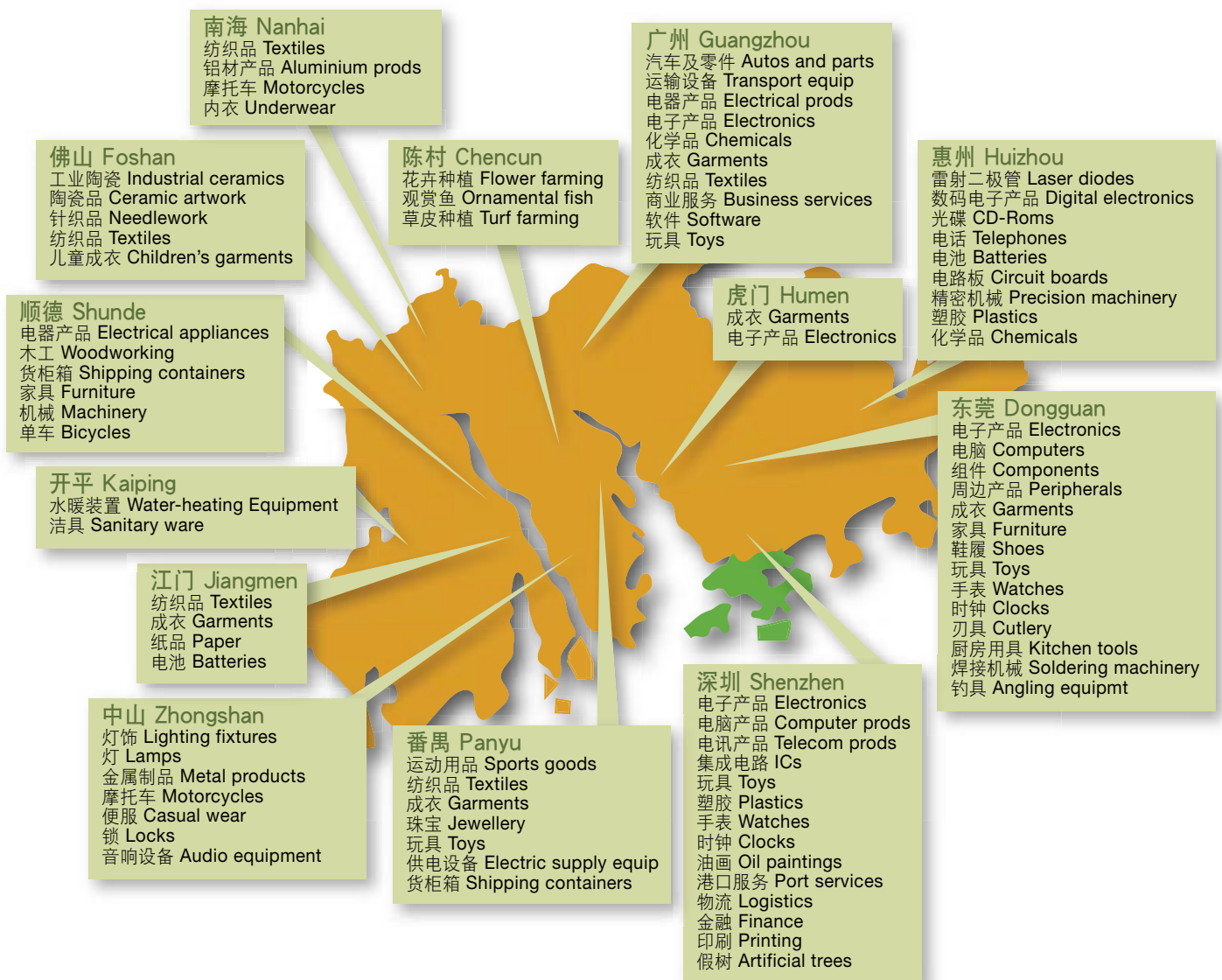
受惠于规模经济效益。此外，这些产业羣亦可推动竞争，促进相关企业互通资讯、知识和技术。这种知识与技术的转移有助发展新的产业，从而带动产业羣的整体发展。

产业羣是地区经济的重要一环，大珠三角的经济一直受惠于各地区产业羣的稳步发展。

enterprises within the cluster. Such type of knowledge and technology transfer may lead to new industry growth, thereby helping to drive the overall growth of the cluster.

Industrial cluster is an integral part of the regional economy. The GPRD economy has been benefiting from the steady growth of the local clusters.

**图表4：珠三角的地区工业**  
**Exhibit 4: Localised Industries in the Pearl River Delta Region**



资料来源：《香港与珠江三角洲：经济互动》，恩莱特等著，2003年  
Source: "Hong Kong and the Pearl River Delta: the Economic Interaction", M. Enright et al., 2003.

## 近期影响大珠三角发展的措施

### (1) 世贸和CEPA

国家持续进行经济自由化和改革开放，对大珠三角的经济带来重要影响。2001年国家加入世界贸易组织(世贸)，2003年签署《内地与香港关于更紧密经贸关系的安排》(CEPA)，以及多项促进粤港经济合作的政策措施，均有助增强大珠三角的经济增长。

根据世贸协议，中国须逐步开放服务业市场。不少跨国企业将会把握这个机会，开拓庞大的中国市场。由于珠三角毗邻以香港为基地的世界级服务机构，因此会大大受惠。

在CEPA框架下，预期大珠三角会通过货物和服务贸易、投资便利化和旅游业，加速融合。CEPA准许香港多个服务界别以先于内地对世贸订下的开放时间表进入内地市场，使以香港为基地的企业可以早着先机，赴内地发展。

### (2) 泛珠三角区域合作

2003年8月，广东省政府提出泛珠三角区域合作的构思。泛珠三角包罗九个省份，再加上香港和澳门两个特别行政区<sup>1</sup>。整个地区的面积占全国面积的五分之一，人口超过全国的三分之一，国内生产总值合计达到52,145亿元人民币(6,300亿美元)。

今天，国际间的竞争已不再局限于一个城市，而是以区域为单位，同时，每个经济区亦必须拥有独特的优势(“核心”)和腹地。泛珠三角区域合作成功，将可大大增强区内的经济实力、地位和影响力，并有助达致区域协调发展的目标。香港和广东是区内经济最发达的两个地方，当可携手合作，戮力开拓和利用这个巨大经济区域的潜力和机遇。

<sup>1</sup> 泛珠三角由广东、福建、湖南、广西、海南、四川、贵州、江西和云南九个省份，再加上香港和澳门两个特别行政区组成，又称为“9+2”。

## Recent initiatives shaping the development of the GPRD

### (1) WTO and CEPA

China's continuing process of economic liberalisation and opening will have an important influence on the economies of the GPRD. China's accession to the WTO in 2001, the signing of CEPA between the Mainland and Hong Kong in 2003, and the various policy initiatives to enhance economic cooperation between Guangdong and Hong Kong have helped strengthen economic growth of the GPRD.

Under WTO's agreement, China has to gradually open up its service sector to the world. Many multinational enterprises will make use of this opportunity to tap the huge Chinese market. In this connection, the PRD, with its proximity to world-class service providers based in Hong Kong, shall be a strong beneficiary.

With CEPA, the GPRD is expected to integrate even faster through trade in goods and services, investment facilitation and tourism. In many service sectors, CEPA is lowering barriers of entry into the Mainland for Hong Kong service providers before China's WTO commitments take effect, allowing enterprises based in Hong Kong an early mover advantage.

### (2) Pan-PRD cooperation

The concept of Pan-Pearl River Delta (Pan-PRD) regional cooperation was proposed by the Guangdong Government in August 2003. The Pan-PRD region comprises nine provinces and the Hong Kong and Macao Special Administrative Regions<sup>1</sup>. The region makes up one-fifth of China's landmass, contains more than one-third of its population and a combined GDP of \$5,214.5 billion yuan (US\$630 billion).

Nowadays, international competition is no longer on a city basis, but rather on a regional basis, and that each economic region possesses unique strengths ('core') and a hinterland. A successful Pan-PRD regional collaboration will give a huge boost to the economic strength, status and influence of the region concerned and help realise the objective of coordinated regional development. Hence, Hong Kong and Guangdong, being the two most developed economies in the region, must together play a very critical role in exploring and utilising the potentials of and opportunities brought by this growing regional giant.

<sup>1</sup> The Pan-PRD region is made up of nine provinces including Guangdong, Fujian, Hunan, Guangxi, Hainan, Sichuan, Guizhou, Jiangxi and Yunnan as well as Hong Kong and Macao special administrative regions. The region is also known as "9+2".



### (3) 改善运输基建

为了促进大珠三角的合作，我们必需发展一系列运输基建和相关设施，以配合随着区内贸易投资大幅增长而激增的需求。最近，粤港两地正不断推动多项跨界基建的发展。举例来说，港珠澳大桥的前期规划工作进展良好，三方已就大桥的定线和落脚点达成共识。此外，两地政府正进行广深港高速铁路的前期工作，并正全力兴建深港西部通道，以期在2006年下半年前落成启用。在泛珠三角区域进行类似的合作，对进一步促进区内的融合至为重要。

#### 大珠三角面临的挑战

大珠三角地区诚然拥有庞大的潜力，具备实力成为全球最有活力的地区之一，但前路并非毫无障碍，仍有不少问题和挑战足以左右未来的发展。事实上，很多挑战都是区内急速发展所致。发展迅速对珠三角的基建、环境、能源和其他公共服务造成压力，其中环境恶化等问题已在粤港两地引起很大的关注。

此外，大珠三角正面对内地其他地区的激烈竞争。十多年前，长江三角洲（长三角）的经济发展落后于珠三角，但现已急起直追，成为推动内地经济发展的另一个重要动力源头。长三角近年的出口增长更超越珠三角。另一方面，华北的环渤海地区亦正在冒起，将在内地的经济发展方面担当重要的角色。

事实上，大珠三角面对种种挑战和问题，将会促使区内各地更加紧密合作。总而言之，大珠三角端赖区内各政府和私人机构紧密合作，才能持续兴旺发展。

### (3) Improvement in transport infrastructure

To facilitate GPRD cooperation, it is important to develop a range of transport infrastructure and related facilities to keep pace with the surging needs resulting from substantial growth of trade and investment in the region. Recently, the Hong Kong and Guangdong authorities have been making progresses concerning cross-boundary infrastructure developments. For example, the advanced planning work of the proposed bridge linking Hong Kong, Zhuhai and Macao has been progressing well, with consensus reached on the alignment and landing sites. They are also taking forward the preparatory work of the Guangzhou-Shenzhen-HK Express Rail Link and working at full steam on the construction of HK-Shenzhen Western Corridor with the objective of ensuring its opening by the second half of 2006. Similar cooperation in the Pan-PRD region would be important to facilitate better regional integration.

#### Challenges faced by the GPRD

There is no doubt that there is enormous potential for the GPRD region to extend its position as one of the most dynamic regions in the world. Yet the region is not growing without challenge – the region is facing a number of issues and challenges that can influence its future development. In fact, many of these challenges stem from the rapid growth of the region. The rapid pace of development has placed great strains on the infrastructure, environment, energy and other public services in the PRD. Some issues, for instance, the problem of environmental degradation, have become a major concern for both Hong Kong and Guangdong.

Besides, the GPRD is facing strong competition from other regions in China. The Yangtze River Delta (YRD), whose economy lagged behind the PRD some ten years ago, is surging as another major economic engine of China. The YRD's export growth recently overtook that of the PRD. The Bohai Rim in Northern China is also going to play a key role in economic development.

Indeed, the challenges and issues that the GPRD faces would provide incentive for different parts of the region to work together even more closely. All in all, it is through close cooperation between governments and private sector in the region that the GPRD can continue to prosper in the future.



# 工作小组报告

## *Reports of the Sub-groups*





# 跨界基建规划工作小组

## Cross-boundary Infrastructure Planning Sub-group

### 工作目标及范围

工作小组的目标是研究可以加快港、粤两地人流、货流通关的具体措施，从而提升大珠三角作为一个经济体的整体营商效率。

### 工作进度及意见

小组曾讨论议题包括改善深港边境口岸人流过关效率、放宽货柜车「四上四落」的限制、检讨跨界客车的发牌制度、推动利用「射频识别技术」加快货物通关等。

经讨论后，小组将工作集中于两项具体建议，并已和港、粤两地政府作出商讨。

#### (1) 沙头角及文锦渡口岸分阶段延长运作时间

小组建议香港特区及深圳市政府将沙头角及文锦渡口岸每天的运作时间分别从现行的晚上八时及十时延长至午夜十二时，以方便日益增长的跨界人流、货流；但考虑到两地政府需要增加及调动人手加以配合，小组提出按以下三个阶段逐步实施有关的建议：

1. 沙头角口岸先延长运作时间两小时至晚上十时；

### Objective of the Sub-group

To identify specific measures to speed up passenger and cargo clearance between Hong Kong and Guangdong with a view to enhancing the overall operating efficiency of the GPRD as an economic entity.

### Work plan and progress

The Sub-group had discussed a wide range of issues including measures to improve passenger clearance at control points between Shenzhen and Hong Kong, relaxation of the “four-up-four-down” rule for container trucks, review of the licencing system of cross-boundary passenger vehicles, and wider use of Radio Frequency Identification (RFID) to speed up cargo clearance.

Based on their discussions, the Sub-group came up with two concrete proposals and raised them with HKSAR and Guangdong governments.

#### (1) Extension of Operating Hours of Sha Tau Kok (STK) and Man Kam To (MKT) Control Points on a Progressive Basis

To meet the ever-growing people and cargo flows, the Sub-group proposed that both HKSAR and Shenzhen governments extend the daily operating hours of STK and MKT Control Points to midnight from 8:00 p.m. and 10:00 p.m. respectively. The Sub-group also put forward the view that the proposal be rolled out in the following three stages, having regard to the additional manpower and staff deployment involved:

1. Extending the operating hours of STK Control Point for two hours to 10:00 p.m.;



2. 晚上十时后，容许持有沙头角及文锦渡「封闭道路通行证」的私家车经落马洲—皇岗口岸过关；
3. 沙头角及文锦渡口岸同时延长运作时间至午夜十二时。

小组亦同意向两地政府建议，中、长期而言，应考虑扩建沙头角口岸，并发展至全日二十四小时通关，以应付粤东地区的发展。

对于延长沙头角及文锦渡口岸的运作时间，广东省方面初步认为，如果港、粤两地社会认定有此需要，广东省政府会研究作出相应调整。但是，由于建议涉及口岸人员的配置及设施的改造，须由粤港两地政府进一步详细研究如何配合运作。

另一方面，香港特区政府从2003年10月8日起，实施了一项试验计划，容许获发该两个管制站的「封闭道路通行证」的私家车在午夜12时至翌日早上6时30分经由落马洲管制站过境。政府表示会研究可否进一步放宽这项试验计划。

## **(2) 「商务旅游证」**

小组建议向中央政府提出，以广东省作为试点，向合资格的持外国护照商人签发「商务旅游证」，并设立特别出入境通道，便利他们往来香港及广东营商。根据小组的构思，该「商务旅游证」的申请及审批准则，应以「亚太经合组织商务旅游证」为蓝本，并加以适当修改，以符合国家对入境旅客的管理，但却不应附加太多限制条件。小组建议，持有「商务旅游证」的外国商人，其进出内地的手续及运作，应与「亚太经合组织商务旅游证」持有人大致相同。

广东省方面指出，涉及中央政府向外国人签发进出境证件，现时没有先例

2. Allowing private cars with Closed Road Permits of STK/MKT Control Point to cross the boundary through Lok Ma Chau/Huanggang (LMC/HG) Control Point after 10:00 p.m.; and
3. Extending the operating hours of both STK and MKT Control Points to midnight.

In the medium and longer term, the Sub-group had arrived at the view that both governments should consider carrying out extension work and implementing 24-hour operation at STK Control Point to keep pace with the development of eastern Guangdong.

In its initial response, the Guangdong side stated that necessary adjustments would be considered subject to the needs of Hong Kong and Guangdong. However, as this would entail staff deployment and facility modifications, further deliberations and coordination by both governments were required.

Meanwhile, the HKSAR Government had launched a pilot scheme on 8 October 2003 to allow private cars with Closed Road Permits of the two control points to use LMC Control Point between midnight and 6:30 a.m. The government indicated that they would see whether the scheme could be further extended.

## **(2) Business Travel Card**

The Sub-group put forward the proposal that the Central Government consider introducing a pilot scheme in Guangdong in which business travel cards would be issued and special lanes be designated for eligible businessmen holding foreign passports to facilitate business travel between Hong Kong and Guangdong. The Sub-group held the view that the application and approval criteria of the business travel card, if introduced, could be modelled on the APEC Card with necessary modifications for the control of inbound travellers in line with the established practice in the Mainland. Excessive restrictions should be avoided. It was also proposed that foreign businessmen holding the business travel card would enjoy similar treatment as APEC Card holders when travelling to the Mainland.





可援，但他们会把建议向中央有关部门反映，同时，亦会研究合适的措施，尽快提升外国人进出粤、港两地口岸的效率。

### (3) 其他事项

工作小组亦于2005年3月8日与广东省有关部门会面，除了跟进上述两项建议外，还就开展粤港两地直升机服务、深港西部通道通车后「一地两检」的运作安排、以及兴建「东部通道」以加强粤东与香港的交通连系，与粤方交换了意见。

与会各方都认同改善两地的通关流程，可以减省企业的成本，有利提升大珠三角区域的整体竞争力及经济效益。粤方表示，会考虑工作小组提出的意见。此外，粤方指出，他们用「以人为本」的理念，一直以来不断进行改革，同时会采用新的管理模式及科技设施，使跨境通关更方便。对此，工作小组感到鼓励。

The Guangdong side pointed out that there was no precedent for the Central Government to issue such a travelling document to foreigners, but they would forward the proposal to the central authorities concerned for consideration. They would also explore appropriate measures to speed up immigration clearance for foreigners commuting between Hong Kong and Guangdong as soon as practicable.

### (3) Other issues

On 8 March 2005, the Sub-group held a meeting with the relevant Guangdong authorities to follow up on the two proposals and exchange views on the commencement of cross-boundary helicopter service, the “co-location” arrangements after the commissioning of the Hong Kong-Shenzhen Western Corridor, and the development of an “eastern corridor” to strengthen the transport link between Hong Kong and eastern Guangdong.

The meeting agreed that smoother clearance arrangements would lower the operating costs for enterprises, thereby enhancing the overall competitiveness and economic efficiency of the GPRD region. The Guangdong side undertook to consider the Sub-group’s proposals. The Sub-group was pleased to learn that the Guangdong side, with travellers’ interest in mind, had been taking actions to facilitate clearance at control points, and that new management systems and technological facilities would be put in place to give greater convenience to cross-boundary travellers.

## 未来工作

工作小组将会与粤、港两地政府的相关部门，就已提出的建议继续商讨，并会开展新的研究课题，其中包括加强运用电子报关以提升通关效率、统一内地口岸各部门的运作时间及减少跨境客车的通关限制等。

## 结语

粤港两地经贸关系密不可分，要进一步提升大珠三角地区的竞争力，改善跨境人流物流效率是其中之先决条件。由于各种因素，包括可扩展用地空间、跨境交通量升幅大且急等，我们都理解改善跨境基建并非一蹴而就的工作。然而，我们深信，粤港两地经济互惠互利，信念一致，当可加快完善跨境通关设施和政策，以进一步促进两地的经贸、旅游等联系。

## Future plan

The Sub-group will continue to work with the relevant HKSAR and Guangdong authorities on the above proposals and embark on study on other new topics, including the wider application of electronic submission of manifests to enhance clearance efficiency, standardisation of the operating hours of various departments at inland control points and relaxation of clearance restrictions for cross-boundary passenger vehicles.

## Conclusion

Hong Kong and Guangdong are integrated inextricably in their economic and trade activities. One of the prerequisites of further enhancing the competitiveness of the GPRD region is to improve the efficiency of cross-boundary passenger and cargo flows. We appreciate that improvements to cross-boundary infrastructure cannot be achieved overnight owing to multi-faceted factors such as the availability of land for expansion and the rapid surge of cross-boundary traffic volume. Nevertheless, we firmly believe that Hong Kong and Guangdong, based on mutual economic benefits and a shared vision, will certainly expedite the enhancement of cross-boundary facilities and refinement of relevant policies to forge closer ties in trade, economic and tourism activities.





# 落实CEPA服务业合作工作小组 Services — Implementation of CEPA Sub-group

## 工作目标及范围

中央人民政府与香港特别行政区政府在2003年6月签署了「内地与香港关于建立更紧密经贸关系的安排」(CEPA)，并在2004年10月签署CEPA第二阶段。CEPA涵盖三大范畴，分别为：货物贸易、服务贸易和贸易投资便利化。在2005年1月CEPA第二阶段实施以后，合共有26个服务行业的香港服务提供者取得内地的优惠待遇。

落实CEPA服务业合作工作小组集中于研究服务行业进入内地市场的安排及实施进度。小组的主要目标包括研究如何加强推广CEPA、了解及建议如何解决服务提供者在内地开业时遇到的困难及研究专业服务在内地发展的前景及问题等。

## 工作进度及意见

根据香港特区政府的经济效益分析，初步结果显示CEPA实施的首两年估计为香港带来超过28 000个新增职位。在这方面，小组认为CEPA对香港的整体经济有帮助。但是在服务行业方面，尤其是个别专业，CEPA的效果并不十分彰显。小组认为主要成因有几方面：

- 服务业在内地申请开业遇到不少困难。香港业界一般对内地法规不熟悉，加上某些政策透明度不高和申请开业手续比较繁复。因此，香港服务提供者在办理手续时往往遇到困难。

## Objectives of the Sub-group

The Mainland and Hong Kong Closer Economic Partnership Arrangement (CEPA) and CEPA II were signed by the Central Government and the HKSAR Government in June 2003 and October 2004 respectively. CEPA covers three main areas, namely trade in goods, trade in services, as well as trade and investment facilitation. Since the implementation of CEPA II in January 2005, service suppliers of a total of 26 services sectors from Hong Kong have been granted preferential treatment in the Mainland.

The Sub-group focused on the arrangements and implementation progress regarding the services sector's market access in the Mainland. Its primary objectives are to explore ways to step up the promotion of CEPA, identify problems encountered by service suppliers in starting a business in the Mainland and suggest possible solutions, and assess the prospects as well as possible problems for professional sectors to develop in the Mainland.

## Work progress and suggestions

According to the initial economic assessment conducted by the HKSAR Government, an estimate of over 28 000 new jobs would be created in Hong Kong in the first two years after the implementation of CEPA. The Sub-group is of the view that while CEPA is helpful to the local economy as a whole, it has not made significant impact on the services sector, especially individual professions, mainly due to the following reasons:

- Hong Kong's services sector has been confronted with difficulties in starting up business in the Mainland. Generally they are unfamiliar with the Mainland's laws and regulations. Moreover some policies may not be very transparent and application procedures may be relatively complicated. As a result, service suppliers from Hong Kong often encountered difficulties when going through the necessary formalities required for business operation.



- 由于内地与香港制度不同，因此在落实CEPA方面必须要解决因制度不同而做成的障碍，其中以专业界别遇到较大问题。小组认为两地的专业服务行业必须衷诚合作，达成专业资格互认及加强交流，并要在互惠的原则下合作，让两地的专业可扩大市场并得到更大的发展空间。
- 此外，即使个别专业行业的专业资格可以互认，在开业时仍然可能遇到其他问题。例如在建筑专业，内地在审批申请成立建筑设计企业时，对申办资质证书的人员要求，必须包含建筑、结构及其他相关的专业人员。这种综合模式的企业，有别于香港一般的单一专业形式经营。因此，一般香港建筑师事务所不能以现有模式在CEPA框架下在内地开业。工程师及规划师等专业服务行业亦遇到类似的问题。

小组在研究过这些问题后，认为可以从不同途径进一步协助CEPA在两地得到更好的发展，其中广东省与香港关系最密切，亦是香港服务业开拓内地市场的第一步，因此应从广东省做起：

- Barriers created by the institutional differences between Hong Kong and the Mainland had hampered the smooth implementation of CEPA. In particular, the professional sector has faced greater difficulties. The Sub-group considered that the professional service sectors of the two places should work together earnestly to achieve mutual recognition of qualifications and conduct more exchange activities. They should also cooperate on the principle of reciprocity to help expand their markets and seek bigger scope for development.
- For some professional sectors, though mutual recognition of qualifications has been in place, they still have to address some other problems in establishing business in the Mainland. Take the architectural profession for example. A staff mix of architects, structural engineers and other related professionals is required for an architectural design company to apply for business operation in the Mainland. Such a multi-disciplined mode of business is different from the operation of architectural firms in Hong Kong, which generally adopts a single-professional mode. As a result, Hong Kong architectural firms cannot operate in their existing mode in the Mainland under CEPA. Other professionals, like engineers and planners, also have similar problems.

The Sub-group has studied the issue and considered that efforts could be made at various levels to take CEPA further in both places, and such efforts should start with Guangdong as it has the closest tie with Hong Kong and is the gateway for Hong Kong services sector to develop in the Mainland market:



- 香港特区及广东省政府应加强合作推广CEPA，提高有关政策及规例的透明度，及尽量简化申请开业的手续。两地政府部门亦应该加强咨询服务，发放讯息。此外，就着个别行业的需求及新政策的推行，小组建议可请广东省作为试点，先推行简化的程序和较宽松的处理方法。
- 两地的商会和专业团体应加强交流和建立联系，多接触有兴趣利用CEPA到内地经营的企业或专业人士，以了解他们的需求，并将搜集到的资料或意见交给政府考虑。
- 此外，小组鼓励香港的专业界别多在广东省发展，为那些准备到香港开业的内地企业提供不同的财务、会计、法律及管理等方面的服务，各个专业界别亦应就此加强推广。

小组亦研究了医疗专业在广东省发展的可能性，并理解到在CEPA框架下，具有香港特区合法行医权的医生，可以申请在内地短期执业，最长时间为3年，短期执业期满需要延期的，可重新办理短期执业。但是现时内地一般情

- Both the HKSAR and Guangdong governments should forge closer cooperation to promote CEPA, enhance the transparency of relevant policies and regulations, and streamline application procedures for business operation. Government departments in both places should also strengthen their enquiry services and information dissemination. Guangdong could be requested to offer herself as a trial point for simplifying procedures and relaxing regulations in response to the needs of individual trades and introduction of new policies.
- Chambers of commerce and professional bodies in both places should enhance mutual exchanges and liaison. They should reach out to enterprises or professionals interested in establishing operations in the Mainland under CEPA, so as to gauge their needs and relay the information or views collected to the governments for consideration.
- Hong Kong's professional sector should be encouraged to build a greater presence in Guangdong to provide a wide range of financial, accounting, legal and management services to Mainland enterprises intending to start business in Hong Kong. The professional sector should step up promotional efforts in this respect.

The Sub-group has also studied the feasibility of exporting Hong Kong's medical services to Guangdong. It understood that currently medical practitioners who are legally eligible to practise in the HKSAR can apply for a licence, maximum duration being 3 years, to provide short-term medical services in the Mainland. On expiry, the licence for



况是医生在医疗机构工作，私人执业并不普遍容许。香港的医疗界在内地开办医疗机构亦不容易，除了要有一定开办资本，申请手续也相当繁复。小组亦认为香港医疗专业可以其专业精神作主要卖点，向广东省及内地其他地区的市民推广来港就医，但内地市民对香港医疗服务的详情，例如收费及配套措施等不清楚。小组认为香港医疗服务界应多加推广。

## 未来工作

小组将继续研究如何协助医疗专业利用CEPA进入广东省市场，委员将会谘询香港的医疗机构以了解在内地开业的困难。小组将在了解情况后向粤港政府反映，并研究是否可以广东省为试点，放宽部份开办业务的条例。

此外，小组会研究香港特区政府进行有关CEPA经济效益的评估，以考虑商务委员会可向政府或其他机构进一步提出的意见。

short-term practice is renewable. It also noted that private practice is not normally allowed in the Mainland as medical practitioners are generally employed by medical institutions. Setting up medical practice in the Mainland by Hong Kong's medical service sector is not easy as it involves sizable start-up capital and have to go through complicated application procedures. The Sub-group considered that the medical profession might highlight its professionalism as a key selling point and promote the local medical services to people from Guangdong and other areas in the Mainland. Promotion drive should also be stepped up for people in the Mainland as they have no idea about the service details like the fee level and service package.

## Future actions

The Sub-group will continue to explore ways to facilitate the entry of Hong Kong's medical profession into Guangdong under CEPA. Local medical institutions will be consulted on the difficulties they encountered in setting up practice in the Mainland. The Sub-group will then reflect the situation to the HKSAR and Guangdong governments and see whether Guangdong could run a pilot scheme and relax certain regulations governing medical practice.

Moreover, the Sub-group will study the assessment conducted by the HKSAR Government on the economic impact of CEPA in order to consider what the Business Council should propose to the governments or other organisations.





# 可持续发展工作小组

## Sustainable Development Sub-group

### 工作目标及范围

根据联合国环境及发展世界委员会提出，可持续发展指「既能满足我们现今的需求，又不损害子孙后代能满足他们的需求的发展模式。」可持续发展的概念及策略思考应涵盖很广的范畴，除保护环境和生态保育外，更应包括社会发展、土地资源运用及社会融和等重要议题。

香港社会的成功因素向来都是与背靠内地有莫大的关系，要达致可持续发展的效益，香港社会必须继续发挥与内地各自的优势，在加强两地经济合作之上，同时需要在策略发展上顾及其他的社会需要，才能建立双赢的局面。因此，可持续发展工作小组主力在加强香港与广东省城市合作的层面，将可持续发展概念贯彻在大珠三角社会当中，从而共同促进两地的长远发展。

小组希望能提出本地社会各界对促进社会融合、人力资源发展、其他社会服务配套及保护环境等课题的意见，并推动香港与广东省加强合作，从而带动两地共同发展和进步。

### 工作进度及意见

在过去一年，小组和有关的政府部门官员、社会服务界代表、环保人士等，就推动大珠三角的可持续发展的课题，进行意见交流。在有关的课题上，小组有以下的建议：

### Objectives of the Sub-group

**Sustainable** development, as defined by the United Nations World Commission on Environment and Development, is “development that meets the needs of the present without compromising the ability of future generations to meet their own needs.” The concept of sustainable development and its strategic planning should go beyond environmental and ecological protection to cover a wider scope including other equally important issues like social development, land use and social inclusion.

Hong Kong has owed its success largely to its proximity to the Mainland. To maintain sustainable development and achieve a “win-win” situation, Hong Kong and the Mainland should continue to play to their respective strengths and forge closer economic cooperation. It is also important to take into consideration social needs when formulating strategic development policies. To promote long-term development of the two places, the Sustainable Development Sub-group has therefore focused its efforts on achieving sustainable development in GPRD through enhanced cooperation between Hong Kong and Guangdong.

The Sub-group aims to relay the views of local community on issues like social inclusion, human resources development, provision of necessary social services and environmental protection to the Government, and to facilitate closer cooperation between Hong Kong and Guangdong in order to promote mutual development and improvements.

### Work Plan and progress

In the past year, the Sub-group met officials from relevant government departments, representatives of the social welfare sector and environmentalists to share their views on issues relating to the promotion of sustainable development in GPRD. On these issues, the Sub-group made the following recommendations:



## (1) 改善空气污染

最近，大珠三角的环境污染情况日趋严重，直接及间接影响两地社会的发展，当中尤以空气污染情况最令人关注。环境保护署在2002年委托香港大学及香港中文大学进行研究，估计香港社会可能与空气污染有关连的呼吸系统和心脏病所引致的经济损失，每年可达17亿港元。由于珠三角城市的地方及人口都比本地为大，由此可推算，香港及广东省城市近年因空气污染所造成的经济损失合共的开支更为庞大。

要建设优美的大珠三角城市环境，香港社会必须要争取广东省政府的合作。为此，香港已率先把汽车废气排放标准提升至欧盟三期，并预计于日后提升至欧盟四期标准，但本地空气悬浮粒子水平仍属偏高；而深圳去年亦录得有130日为空气欠佳的日子，显示区域性空气污染仍然严重。小组希望广东省城市能采取有效措施，包括争取尽早把废气排放标准提升至与本港相同水平，从提高燃油的品质上来解决空气污染问题，及收紧所有燃料排放废气的规格。

## (2) 促进社会融合的发展

从整体发展而言，香港与内地城市的经济发展十分急速，从而衍生出许多与社会发展相关的问题，是值得两地关注。根据香港政府统计处2003年的调查，有接近24万香港居民在内地工作。小组希望能反映本地社会各界对促进社会融和、人力资源及其他服务配套等课题的意见，并推动香港与广东省加强合作，在各方面的政策及措施上提出解决问题的方案。

香港社会服务联会于2004年8月与广东省民政厅签定「合作开展社会福利服务工作备忘录」，现时亦有香港志愿机构于内地设立谘询服务中心，为在内地工作/居住的港人提供相关社会支援服务。小组希望两地政府可支持这些社会

## (1) Improving air quality

The environmental pollution in GPRD has worsened recently and has adversely affected the development of both places, directly and indirectly. In particular, the poor air quality has become an issue of grave concern in the community. According to a joint study commissioned by the Environmental Protection Department and conducted by the University of Hong Kong and the Chinese University of Hong Kong in 2002, the annual economic loss possibly caused by air pollution-induced respiratory and heart diseases was estimated to be as high as HK\$1.7 billion. As the PRD cities are larger in geographical and population sizes, it could be projected that the combined economic loss incurred by air pollution in Hong Kong and cities of Guangdong in recent years would be much greater.

Without the cooperation of the Guangdong authorities, Hong Kong alone cannot create a clean and healthy environment in the GPRD. Despite Hong Kong's effort to raise vehicle emission standard to Euro III, and the plan for the progressive advancement to Euro IV standard, the local level of respiratory suspended particulates still remains high. The air pollution problem in the region is also serious, as evidenced by Shenzhen's record of 130 days being rated as poor in air condition in the last year. In view of this, the Sub-group suggested the Guangdong Government to put forward effective improvement measures, including raising the vehicle emission standards to a level commensurate with that adopted by Hong Kong as soon as possible, addressing the air pollution issue through the use of cleaner fuel products and tightening all fuel emission requirements.

## (2) Facilitating social inclusion

The rapid economic growth in Hong Kong and Mainland cities has engendered many social problems and rightly raised the concern of the two places. According to a survey conducted by Hong Kong's Census



服务机构，使它们可有效地为在内地的港人及在港工作/居住的内地人士提供适切的服务，令两地居民得到适当的相关服务，从而达致长远稳健的社会发展。

## 未来工作

在加强粤港环境保护合作方面，小组将深入探讨改善空气质素的具体建议。作为第一步，小组正与香港的商会商讨合作推动企业自发性开展环保工作，例如推行机构环保守则。同时小组希望能与广东省有关机构讨论如何就大珠三角地区空气污染问题及改善方法作更具体的研究。此外，小组亦会就有关改善香港与内地水质污染的问题，进行相关的研究工作。

在促进社会共融方面，小组会研究建议，以加强两地政府的合作，深入了解现时内地工作及居住的香港居民的背景、数字及需要，以便得到足够的资料作为基础，再考虑如何为这些人士提供相应的服务。

and Statistics Department in 2003, nearly 240 000 Hong Kong residents were working in the Mainland. The Sub-group hoped to reflect the views of the local community on issues like social inclusion, human resources and provision of necessary support services, and to facilitate closer cooperation between Hong Kong and Guangdong to identify solutions to the problems through the introduction of relevant policies and initiatives.

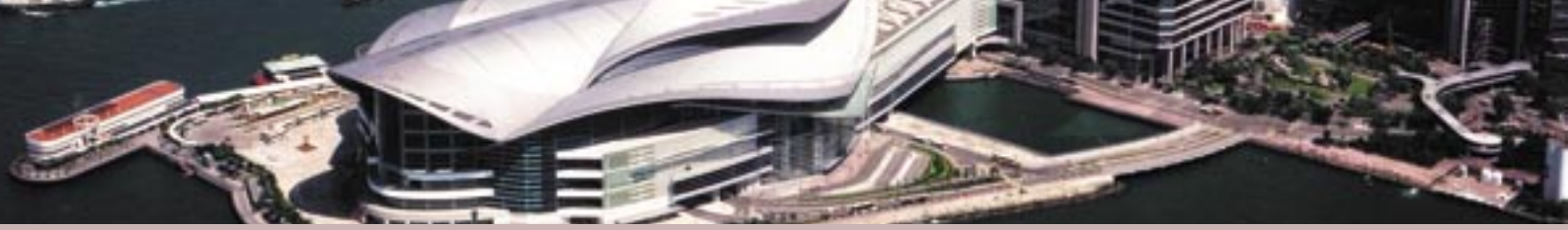
The Hong Kong Council of Social Services signed a memorandum of understanding with the Department of Civil Affairs of Guangdong Province in August 2004. There are also other local voluntary agencies which have set up enquiry service centres in the Mainland to provide social support services to Hong Kong people working or living there. The Sub-group looked forward to support from both governments to the work of these agencies in offering suitable services for Hong Kong and Mainland people working or living across the boundary to help promote steady and long-term social development.

## Way Forward

To take the cooperation between Hong Kong and Guangdong in environmental protection further, the Sub-group will explore in greater depth concrete measures to improve air quality. As a first step, the Sub-group is working with Hong Kong's major chambers of commerce on promoting voluntary environmental protection work in enterprises, such as the introduction of codes of practices. At the same time, the Sub-group plans to work with the relevant Guangdong organisations in conducting more research on air pollution in the GPRD in order to identify the problems and improvement measures. Moreover, studies on water quality improvement in both places will also be conducted.

As part of its effort to promote social inclusion, the Sub-group will study ways to strengthen cooperation between the two governments, to understand the profile, number and needs of Hong Kong residents living and working in the Mainland. The findings could be used to facilitate planning of suitable services for them.





# 联合投资贸易推广工作小组

## Joint Investment and Trade Promotion Sub-group

### 工作目标及范围

工作小组的目标是进行研究，并提出方法：

- 向海外投资者推广大珠三角地区
- 推广香港作为广东企业拓展业务的地方

小组亦在贸易投资的议题上，特别是贸易便利化方面向商务委员会提供支援。

小组首先制订了工作计划，作为2004年的工作指引。小组在2004年年底审视有关计划后，决定集中处理两项主要工作，分别是推动广东企业来港开业，以及携手向海外推广大珠三角。在厘定工作重点后，小组与广东省方面有关的工作小组就联合投资、贸易推广事宜展开讨论和交换意见。

### 工作进度及意见

小组初期定下的工作计划包括以下主要工作：

- 建立协调机制，以协调推广香港的工作
- 制订粤港海外推广工作的总策略
- 促请两地采取措施，推动广东企业来港开业
- 评估内地企业来港开业的需要

小组在2004年年底进行检讨后，决定首先集中处理两项工作：

### Objective and scope of work

**The** Sub-group's objective is to study ways to:

- promote the GPRD region to overseas investors
- promote Hong Kong as a place for Guangdong enterprises to expand their business

The Sub-group also provides support to the Business Council's agenda on trade and investment, especially on issues related to trade facilitation.

The Sub-group began by developing a work plan to guide its tasks through 2004. Following a stock-taking by the end of 2004, the Sub-group focused its work on two major items, namely, facilitation of Guangdong enterprises to set up business in Hong Kong, and joint overseas promotion of the GPRD. With a clearer focus, the Sub-group then engaged its Guangdong counterpart in discussion and exchange on joint investment and trade promotion.

### Work plan and progress

The Sub-group's initial work plan covered the following major items:

- Setting up a mechanism to coordinate promotion of Hong Kong Inc.
- Establishing an overall strategy for overseas promotion of Hong Kong and Guangdong
- Calling for measures to facilitate Guangdong enterprises to set up business in Hong Kong
- Gauging the needs of Mainland enterprises in setting up business in Hong Kong

After taking stock at end-2004, the Sub-group decided that, as a first step, it should focus on two specific areas:



**(1) 推动广东企业来港开业：**

小组参考了香港特区政府中央政策组资助，香港理工大学进行的《内地有关政策及措施对方便民营企业来港经营的影响》研究。小组经讨论后，向商务委员会提出了三项建议：

- 建议中央政府将鼓励内地民企来港投资的措施纳入“走出去”的中央政策内，使有关措施提升为国家经济政策。
- 建议中央政府采取措施鼓励更多广东企业来港投资，例如放宽对广东企业调动员工和资金来港的限制。
- 建议中央政府鼓励广东金融机构利用CEPA的框架来港开设分行及代表办事处。

**(2) 携手向海外推广大珠三角：**

小组倡议粤港双方在每年九月协调下一个年度的大珠三角推广计划。

2005年1月20日，小组与以广东省外商投资企业协会为首的粤方工作小组举行会议。会上双方介绍了各自的工作计划，并就跨境投资和贸易的经验、个中困难，以及合作机遇进行了深入的讨论。

2005年3月，小组又与广东省发展研究中心举行会议，会议由小组召集人黎定基先生主持。该中心正与中央政策组研究如何吸引广东企业来港开业。小组就如何简化相关程序，以及增加程序的透明度提出建议。

**(1) Facilitation of Guangdong enterprises to set up business in Hong Kong:**

The Sub-group evaluated a study on “Mainland policies and practices to facilitate private enterprises in setting up business in Hong Kong” which was funded by the Hong Kong Central Policy Unit and conducted by the Hong Kong Polytechnic University. The Sub-group made three recommendations to the Business Council, namely:

- To recommend to the Central Government to include measures to encourage Mainland private enterprises to invest in Hong Kong as part of the central “Going Out” policy, so as to raise the matter to the level of national economic policy.
- To suggest to the Central Government to encourage more Guangdong investment in Hong Kong by measures such as relaxation of procedures for Guangdong enterprises to deploy their staff and capital to Hong Kong.
- To suggest to the Central Government to encourage the setting up of branches and representative offices of Guangdong financial institutions in Hong Kong under the CEPA framework.

**(2) Joint overseas promotion of the GPRD:**

The Sub-group advocated the coordination of an annual GPRD promotional plan, to be agreed between the Hong Kong and Guangdong sides every September for the following year.

The Sub-group held a meeting on 20 January 2005 with its Guangdong counterpart, which is led by the Association of Enterprises with Foreign Investment of Guangdong Province. Both sides shared their respective work plans at the meeting, and there was very substantive and fruitful discussion on both sides’ experiences in cross-boundary investment and trade, the problems encountered, and the opportunities for cooperation.



## 未来工作和总结

在粤港合作的众多范畴当中，投资和贸易推广对协助两地企业的发展十分重要。由于牵涉的事宜非常广泛，因此小组应先选择其中几项主要工作，集中处理。

要取得成效，小组须与粤方工作小组厘定清晰的方向和共同的目标，而订定方向和目标的过程亦能促进双方进行有建设性的合作。

在首年工作中，小组与粤方达成共识，同意需要搜集资料，了解企业在贸易和投资上遇到的困难；简化手续；以及促进区内的资金流动。

The Sub-group's Convenor, Mr Anthony Nightingale, also hosted a meeting in March 2005 with the Guangdong Development Research Centre which was undertaking a study jointly with the Central Policy Unit on attracting Guangdong enterprises to Hong Kong. The Sub-group provided some suggestions on how to simplify the relevant procedures and enhance the transparency of such procedures.

## Conclusion and the way forward

Among the many areas of cooperation between Hong Kong and Guangdong, investment and trade promotion is very important in helping businesses of both sides. The Sub-group's observation is that there is a diverse range of issues to tackle, hence it is critically important to be able to focus our effort on a few key areas.

To do so would require the Sub-group to come up with clear direction and shared goals with its Guangdong counterpart. The finding of such clear direction and shared goals is in itself a process of constructive engagement for the Guangdong and Hong Kong sides.





**小组未来的主要工作包括：**

- 跟进香港特区政府中央政策组与广东省发展研究中心有关鼓励广东民企到港发展业务的研究报告，以考虑这方面的未来工作。
- 跟进粤港双方每年协调大珠三角推广计划的建议。
- 与粤方工作小组合作，支持两地政府和相关机构举办讲座和推广活动，向广东企业进一步推广香港的投资环境，并推动企业来港开业。

展望未来，小组深信粤港双方凭藉至今取得的合作基础和共识，定能制订具体计划，协助两地企业的发展。

In the first year of work, the Sub-group has made progress in reaching consensus with its Guangdong counterpart on the need to gather information on the difficulties encountered by enterprises in trade and investment, to simplify relevant procedural requirements, and to facilitate the flow of capital within the region.

**The major tasks for the Sub-group will include:**

- Ê Studying the report by the Hong Kong Central Policy Unit and the Guangdong Development Research Centre on encouraging Guangdong enterprises to set up business in Hong Kong when it is available in order to consider future work in this regard.
- Ê Pursuing the proposal for Hong Kong and Guangdong to coordinate an annual GPRD promotion plan.
- Ê Working with its Guangdong counterpart to further promote to Guangdong enterprises the investment environment in Hong Kong and to facilitate them to set up business in Hong Kong, by supporting the organising of seminars and promotional activities by the two Governments and relevant organisations.

Looking ahead, the Sub-group is confident that on the basis of cooperation and common understanding achieved so far, Hong Kong and Guangdong can develop concrete joint projects to facilitate the businesses of both sides.



# 科技、教育及人力资源工作小组

## Technology, Education & Human Resources Sub-group

### 工作目标及范围

- (1) 就促进粤港两地在科技、教育及人力资源培训方面合作，提出政策及策略上建议；
- (2) 推动两地的私营机构在科技及教育方面作更进一步合作；及
- (3) 与广东省及各主要城市就有关范畴建立更紧密的联系。

### 工作进度

自从成立以来，小组已分别听取了教育统筹局介绍目前在大珠三角地区之教育合作情况、创新科技署与内地的合作计划及知识产权署在粤港保护知识产权方面的合作和推广计划。

经深入讨论，就如何推进两地进一步合作，小组拟订了一系列工作计划，包括：

- (1) 听取更多参与机构的意见，如香港的大学，香港科技园，香港应用科技研究院等；
- (2) 与主要城市建立良好关系和探讨在小组领域中的合作机会；及
- (3) 提交科技、教育及人力资源建议书。

### Objectives and scope of work

- (1) To advise on the policies and strategies on promoting Hong Kong/ Guangdong cooperation in technology, education and human resources development;
- (2) To forge closer technological and educational cooperation between the private sectors in both places; and
- (3) To establish a closer tie with the Guangdong Province and its major cities in related areas.

### Work progress

Since its establishment, the Sub-group has received briefings on various issues such as educational cooperation with GPRD by Education and Manpower Bureau, cooperation programmes with the Mainland by Innovation and Technology Commission, and cooperation and promotion programmes on protection of intellectual property rights in Hong Kong and Guangdong by Intellectual Property Department.

After thorough discussion, a work plan was drawn up to take the cooperation further by:

- (1) inviting more inputs from the stakeholders such as local universities, Hong Kong Science and Technology Parks, and Hong Kong Applied Science and Technology Research Institute (ASTRI);
- (2) nurturing good working relations with major cities and exploring cooperation opportunities within the ambit of the Sub-group; and
- (3) preparing and putting forward proposals on technology, education and human resources development.

为订下工作计划，小组于2004年6月17日与八所大学(香港大学、中文大学、科技大学、理工大学、城市大学、岭南大学、浸会大学、公开大学)作初步了解并交换一些意见及现有经验。于2005年3月10日，与八所大学及教育学院就教育加入CEPA项目再深入研究及探讨现有合作项目中税务及外汇的问题。

于2004年6月18日，小组与深圳市李鸿忠市长及市领导在香港作初步会谈，讨论如何加强深圳及香港在科技及教育方面的合作，得到深圳市政府的初步支持。为跟进有关讨论事宜，小组于2004年7月21日探访深圳大学、高新区科技园、集成电路设计产业化基地(包括一些香港的大学设于深圳的科研单位及举办之课程)、深圳市所办的虚拟大学及清华大学研究院，大大提高了本小组对深圳市在科研及教育工作的认识。

## 小组的构思和意见

小组就粤港科技、教育及人才资源培育合作有以下构思及意见：

### 教育及人才资源培育

(1) 大珠三角地区经济发展迅速，工商业一直依赖从发展比较缓慢的地区聘请大量廉价劳工，他们的教育程度亦比较低，在90年代对大珠三角区工商业发展有肯定贡献。但在2000年代及对往后之长远发展，却有一定限制。大珠三角要保持长期竞争优势，面对中国加入世贸后将引入国外竞争及与国际接轨，必需在教育及培训方面作出更大努力，培养新进人才，提升现有员工学识水准和开阔他们的视野，及挽留优秀及有经验人才。

To facilitate the formulation of the work plan, the Sub-group held a meeting on 17 June 2004 with eight local universities (i.e. University of Hong Kong, Chinese University of Hong Kong, Hong Kong University of Science and Technology, Hong Kong Polytechnic University, City University of Hong Kong, Lingnan University, Hong Kong Baptist University and Open University of Hong Kong) to carry out an initial stocktaking and exchange views and experience. On 10 March 2005, the Sub-group had another meeting with the universities and the Hong Kong Institute of Education to discuss in greater depth a proposal to include education services in CEPA and explore the taxation and foreign exchange problems they encountered in their cooperation projects.

On 18 June 2004, the Sub-group had an initial discussion in Hong Kong with Mr. Li Hongzhong, the then Mayor of Shenzhen, and other senior Shenzhen officials on how to strengthen technological and educational cooperation between the two places. The Shenzhen Municipal Government expressed initial support to the cooperation. To follow up on the discussion, the Sub-group visited Shenzhen University, High New Technology Industrial Park, Shenzhen IC Base (including some R & D units set up and training classes organised in Shenzhen by Hong Kong's universities), Shenzhen Cyber University and the Research Institute of Tsinghua University in Shenzhen on 21 July 2004. The visit has significantly deepened our understanding of Shenzhen's effort in the fields of technological research and education.

## Propositions and recommendations

The Sub-group has the following propositions and recommendations on Hong Kong / Guangdong cooperation in technology, education and human resources development.

### Education and human resources training

(1) The business sector has been taking advantage of the cheap and abundant labour supply from the less-developed regions to underpin the rapid economic development in the GPRD region. The education level of these workers is relatively low. Despite their contribution to the industrial and commercial development in GPRD in the 1990s, there would be constraints for long term development in the 2000s and beyond. In order to sustain its competitive edges in the face of overseas competition emerged after China's accession to WTO and to link up with the world, the GPRD has to make greater efforts in promoting education and training, to nurture talents, to increase the knowledge level of serving staff and expand their horizons and to retain competent and experienced talents.



- (2) 香港在大珠三角地区投资、加工及管理的工厂雇用员工超过一千万人，培训商机庞大，香港有关机构应把握这些机会。
- (3) 大珠三角须提升教育及培训的质与量，以配合经济发展，而香港拥有世界一流师资及设施，包括专业及工商业长期及短期培训，广东省联同香港在教育及培训方面合作发展，将为两地取得一定优势。
- (4) 小组建议把教育服务包括大学、专上、专业、职业及短期培训(正规及非常规教育)加入CEPA框架，以推动大珠三角地区教育服务的双向交流合作，利用两地地理及资源优势，提供专才与国际工商管理接轨，应付加入世贸带来的商机及新挑战。
- (5) 双方政府必须对两地教育在监管确保素质条件下，对开办各层次学位、学历以及专业、职业培训等课程采取一视同仁的态度，不加设限制，让市场自行调节(义务教育和某些特殊专业除外)。认可办学机构可自由独资、合资或以合作形式在两地办学。
- (6) 两地自由办学应分期进行，如先从双方认可办学机构(大学及政府注册为专上学院等)和本科以下的认可学科、课程及短期培训(例如工商管理、工业工程、会计、商业英语等)开始，发展为全面专上教育及培训。



- (2) The number of employees working in factories and outward processing operations set up or managed by Hong Kong enterprises in PRD exceeds 10 million. Educational institutions in Hong Kong should capitalise on the enormous business opportunity flowing from the great training demand of these employees.
- (3) To keep pace with its economic development, the GPRD should enhance its education and training services in both quality and quantity. With its world class teaching staff and facilities, Hong Kong could offer various kinds of training ranging from short to long-term professional, business and industry training. It would bring mutual benefits to both places if Hong Kong and Guangdong could work together on education and training development.
- (4) Education services including university and tertiary education, as well as professional, vocational and short-term training (formal and non-formal education) should be included in CEPA to facilitate exchange of and cooperation in education services in GPRD. The close proximity of the two places and the training resources available should be put to good use to cultivate talents conversant in international business management in support of the Mainland to embrace the opportunities and new challenges brought about by its accession to WTO.
- (5) The two governments should allow educational institutions in both places to run, on an equitable basis, multi-level and multi-disciplinary courses as well as professional and vocational training programmes as long as they were up to the required standard under an appropriate quality assurance mechanism. Their operation should be regulated by market forces with no restrictions imposed (except in the case of voluntary and certain special professional programmes). Authorised educational institutions should be given a free hand to operate in both places in sole proprietorship, joint venture or partnership.
- (6) The above liberalisation measures should be introduced in phases. For example, liberalisation may start with approved educational institutions (such as universities and registered post-secondary colleges) and approved subjects, courses and short-term training programmes below undergraduate level (e.g. business administration, industrial engineering, accounting and business English) before extending to all post-secondary education and training courses.





- (7) 为扶持教育服务作为不牟利事业的发展，中央政府应给予香港教育机构国民待遇，并在外汇和税制等方面给予便利和优惠，以达到不逊于在CEPA框架下其它工商项目的投资条件。
- (8) 小组建议两地政府应促进学术人才流通，包括提供出入境便利、异地短期学习、培训、在职培训和实习。
- (9) 小组亦建议加快两地学历、专业资格及课程互认和学分免修互相衔接，以及推广两地互相开放各种专业资格联合考试，达到一试两证及相关要求的上岗证。

## 科技合作

- (1) 联合举办产品及设计有关的国际会议和论坛并提供专上（硕士等）及短期培训课程，提高工商业对设计的认识。



- (2) 根据泛珠三角区域合作前景和创立大经济圈发展所需，对各层次和各种专业的教育及人才培育作长远的研究和规划。
- (3) 两地应加强在科技方面的沟通，共同研究确定科技合作和发展的重点领域，以明确目标，集中资源共同发展。
- (4) 加强科研产业化，完善各类科技园区，提高孵化能力，发展出新的产业群，为传统产业提供新技术的支持。

- (7) To promote the development of non-profit making education services, the Central Government should provide Hong Kong educational bodies with the same treatment as that for their Mainland counterparts, and offer them tax incentives and concessionary treatment for foreign exchange arrangement, which would be no less favourable than the investment concessions granted to other businesses under CEPA.
- (8) The two governments should step up exchange of academics through facilitation measures for cross-boundary visit, short-term study, training including on-the-job training and practical training.
- (9) Mutual recognition of academic and professional qualifications, educational and training programmes as well as credits exemption should be expedited. Organisation of joint professional examinations should also be encouraged so that candidates who pass the relevant examination on either side could be issued with professional certificates and practicing licences in both places.

## Technological cooperation

- (1) Both sides should co-organise international conferences and forums in relation to products and design, as well as postgraduate (such as Master degree) courses and short-term training programmes to enable the industrial and business sectors to gain a better understanding of product design.
- (2) A long-term study and planning for professional education and training at all levels and for different fields should be carried out, having regard to the future development of Pan-PRD cooperation and the needs arising from the establishment of a greater economic circle.
- (3) Communication in technological development should be enhanced to identify key areas of technological cooperation and development, so that resources could be marshalled for the targeted joint development projects.
- (4) Further action should be taken to promote commercialisation of R & D deliverables. Science and technology parks should also be upgraded to enhance their incubation capability with a view to developing new clusters of industries and providing new technological support for traditional industries.



(5) 研究利用邻近香港地区和香港大学师资优势，开设科技教育城，允许香港教育机构在城内采取合作、合资和合作等多种形式办学，作为特殊政策的试点，以获取经验。

## 未来工作

小组会继续跟进及推动把教育项目纳入CEPA框架的建议，及促进两地大学在粤港独资办学；包括：

- 提交教育加入CEPA更具体的建议书；及
- 探讨和推动与广东省政府和各市合作办学或提供独资办学的可行性。

在科研合作方面，小组会就上述的构思及意见作更深入研究，然后按优先次序与有关政府部门讨论。

(5) Guangdong should consider capitalising on its proximity to Hong Kong and the quality teaching staff in Hong Kong's universities to develop "a City of Science Education". Hong Kong educational institutions should be allowed to operate in the city in sole proprietorship, joint venture or partnership as a trial scheme of this special policy to gain experience.

## Way forward

The Sub-group will follow up on the proposal to include education services in CEPA and facilitate operation of training ventures in sole proprietorship by Hong Kong/Guangdong universities in both places, including:

- Ê put forward a concrete proposal to include education services in CEPA; and
- Ê study the feasibility of and promote the establishment of educational institutions by Hong Kong universities in the Mainland either in collaboration with Guangdong Government and cities or in sole proprietorship.

The Sub-group will carry out in-depth study on the above propositions and recommendations in relation to technological cooperation, and raise them with the authorities concerned in order of priority.





# 旅游、文化及体育工作小组

## Tourism, Culture and Sports Sub-group

### 目标

- (1) 就加强粤港旅游、文化和体育合作的政策和策略提供意见；
- (2) 促进和便利粤港两地旅客互访；以及
- (3) 推动粤港两地文化艺术和创意设计的发展和合作，并促进两地人才资源的融合、本土经济发展和文化创新。

### 工作范围

- (1) 旅游：推动改善有关基建、交通设施、出入境手续及过境设施，以便与广东省不同地方连接起来，方便旅客来港或经香港前往其他海外的主要目的地；
- (2) 文化：加强粤港两地在演艺活动和文化方面的合作和交流，并促进两地创意产业羣聚区的发展。

### 工作计划和最新进展

#### 旅游

香港旅游业近年不断取得蓬勃发展。2004年，访港旅客已达2 180万人次，比2003年增长40.4%。随着几个大型旅游热点于2005年年底/2006年年初落成启用，2005年香港的旅客人数将稳步迈向2 300多万人次的目标，开创新的里程。能够取得这个成绩，主要是由于香港位处亚太地区的要冲，又是通往内地的门户，同时得益于内地旅游市场的迅速增长。

### Objectives of the Sub-group

- (1) To advise on policies and strategies pertaining to enhancement of cooperation between Hong Kong and Guangdong in the areas of tourism, culture and sports;
- (2) To encourage and facilitate more visitor flow between Guangdong and Hong Kong; and
- (3) To promote development and cooperation in terms of arts, culture and creative design between Hong Kong and Guangdong, and to enhance integration of human resources, local economic development and cultural innovation in both places.

### Scope of work

- (1) For tourism, the scope of work is to promote enhancement in infrastructure, transport facilities, entry requirements and cross-boundary facilities to better connect various parts of Guangdong with Hong Kong and facilitate passenger movement both to Hong Kong and through it to other key overseas markets;
- (2) For culture, the scope of work is to promote cooperation and exchanges in performing arts and culture and facilitate the development of clustering for creative industries between Hong Kong and Guangdong.

### Work Plan and progress to date

#### Tourism

Hong Kong's tourism industry has been going from strength to strength in recent years. 2004 visitors arrivals reached 21.8 million, represented a 40.4% growth on 2003. With the opening of some large scale exciting tourism attractions in late 2005/early 2006, Hong Kong is well on target to achieve a new milestone of more than 23 million visitor arrivals in 2005. This achievement is due in no small measure to Hong Kong's strategic location in the Asia Pacific region and as a gateway to the Mainland, as well as the rapid expansion of the Mainland's tourism market.



随着珠江三角洲地区的经济不断增长，区内出现了十分庞大的消费市场，居民外游的能力和对服务的要求亦不断提高。珠三角旅游这个概念早在十多年前便已开始构思。1993年，香港旅游发展局(旅发局)与澳门和广东旅游当局成立珠江三角洲旅游推广机构，首次提出这个概念，目的是促进珠三角区内的旅游活动和交流。2003年，这个机构易名为“粤港澳旅游推广机构”，反映珠三角的推广工作已扩大至大珠三角区域。

多年来，香港旅发局、澳门特别行政区政府旅游局和广东省旅游局曾多次携手为大珠三角进行推广活动，例如：在2004年，三地的旅游局一同参与在澳洲墨尔本、德国柏林、日本和香港举行的国际旅游展。三地共同制订一系列大珠三角行程。此外，当局邀请旅客市场（如北美洲和欧洲）的旅游业伙伴到三地进行考察访问；三地的旅游局亦各自在网页上提供超连结，推广各个旅游目的地的景点。

With the growing economy of the PRD region, it presented a very large consumer market with increasing affordability and sophistication for outbound travel. The PRD tourism concept was first nurtured more than 10 years ago when the Hong Kong Tourism Board (HKTB) and the Macau and Guangdong tourism authorities jointly established the Pearl River Delta Tourism Marketing Organisation in 1993, with an aim to generate tourism traffic and exchange amongst the PRD region. This organisation was renamed as 'Guangdong, Hong Kong & Macau Tourism Marketing Organisation' in 2003, signifying that the promotion work for the PRD has expanded to cover the GPRD region.

Over the years, the HKTB, the Macau Government Tourism Office (MGTO) and the Guangdong Provincial Tourism Administration have launched several joint promotions for the GPRD. For example, in 2004, the three tourism bureaux participated in international travel shows in Melbourne of Australia, Berlin of Germany, Japan and Hong Kong. Together they developed a series of GPRD itineraries. Furthermore, travel trade partners from source markets such as North America and Europe were invited to participate in familiarisation visits to the three areas. In addition, hyperlinks are provided on the websites of the respective tourism organisations to promote the attractions of the destinations.





从旅游业的角度看，为了进一步发挥大珠三角地区的地理优势，必须确保香港备有所需基建、交通设施、出入境手续和过境设施，以便与内地不同地方连接起来，方便旅客来港或经香港前往其他海外的主要目的地。

作为第一步，小组同意集中处理有关签证的事项，以简化海外及内地旅客来港旅游的安排。

## (1) 签证事项

可改善两方面的签证安排：

### (i) 往返内地的海外旅客

- 往返内地(来自须签证才可来港旅游的国家或地区)的海外旅客，如有意顺道来港旅游，必须持有有效的香港签证，否则不能入境。
- 持“指定起落点”机票前往内地的旅客如欲顺道来港，必须于来港后返回内地<sup>(注)</sup>。这类旅客须申领多程出入中国的签证，费用为单一出入境签证的两倍，令有意在单一旅程顺道来港的旅客却步。
- 解决上述问题对于前往珠三角地区营商或休闲旅游的旅客尤其重要，因为可以鼓励他们顺道来港。这类旅客的数量众多，而且往返次数频繁，尤以商务旅客为甚。如能简化规定，便利他们访港，当可为香港的旅客人次带来可观增长。

### (ii) 内地旅客

- 目前，持来港通行证的内地旅客可以同一签证前往澳门，但持澳门通行证者则不可以顺道来港。这类旅客如获相同待遇，有助鼓励他们来港。

(注) “指定起落点”机票的价钱较可以自选回程上机地点的机票便宜。

To further leverage on the strategic locations of GPRD region from a tourism perspective, it is essential that the necessary infrastructure, transport facilities, entry requirements and cross-border facilities are in place to connect various parts of the Mainland with Hong Kong and facilitate passenger movement both to Hong Kong and through it to other key overseas markets.

As a first step, the Sub-group has focused its work on visa related issues, simplifying the arrangements for overseas and Mainland visitors to visit Hong Kong.

## (1) Visa related issues

There are two areas related to visas where improvements can possibly be made :

### (i) Overseas visitors in the Mainland

- Overseas visitors (from countries or regions that require a visa to visit Hong Kong) in the Mainland who want to visit Hong Kong on the same trip are not able to do so unless they have a valid visa to visit Hong Kong.
- Overseas visitors visiting Hong Kong as part of a China trip need to return to the Mainland if they use point-to-point tickets into the Mainland <sup>(Note)</sup>. These visitors are required to apply for a multiple-entry visa into the Mainland and the cost is double the price of a single entry visa. This is a deterrent factor for visitors to visit Hong Kong as part of a Mainland trip.
- These issues are of particular pertinence to travellers who are visiting the PRD area either for business or leisure as they can easily make a side trip to Hong Kong. Due to the large numbers involved and the likely frequency of visits, especially for business visitors, the potential arrivals that can be generated for Hong Kong can be significant if the requirements can be simplified.

### (ii) Mainland visitors

- Currently, Mainland residents who have a permit to visit Hong Kong are allowed to visit Macau with the same permit but not vice versa. Mainland residents visiting Macau using the ‘Macau only’ permit can be encouraged to visit Hong Kong on the same trip if the permit allows them to do so.

Note: point-to-point tickets are cheaper than open jaw ticket, which allow the passenger to return home from a different point.

## (2) 工作进度

小组已拟备一份概述上述情况的文件，并一直与有关的政府决策局研究如何改善签证申请程序和安排，以便到内地探访的海外旅客途经香港或绕道到香港旅游。此外，小组亦建议内地有关机构检讨多程签证的收费水平。小组又正与有关机构合作，研究放宽持有澳门通行证的内地旅客访港的入境规定。

## 文化

为推动粤港两地文化艺术和创意设计的发展和合作，小组同意推展以下工作：

### (1) 研究两地有关团体的推动演艺活动合作建议：

- (i) 在大珠三角各城市举办比赛(例如服装设计、平面设计、流行音乐、粤剧、舞蹈等)和创意艺术节；

## (2) Work progress

The Sub-group prepared a paper outlining the current situation of the points raised above and has been working with relevant Government bureaux on possible enhancement to the visa application procedures and arrangements, and to facilitate overseas visitors travelling to the Mainland via or detour to Hong Kong for a visit. In addition, the proposal suggested relevant Mainland authorities could review the cost of multiple visas as far as possible. The Sub-group has also been working with relevant authorities in the relaxation on entry requirements to Hong Kong, for Mainland visitors holding valid 'Macau only' entry permit.

## Culture

To promote development and cooperation in terms of arts, culture and creative design between Hong Kong and Guangdong, the Sub-group has agreed to work on the following initiatives:

### (1) To study proposals for relevant organisation in the two places to enhance cooperation in performing arts by:

- (i) holding contests (on fashion design, graphic design, pop music, Cantonese opera and dance etc.) and arts festivals in GPRD cities;





- (ii) 设立大珠三角文化艺术村；以及
- (iii) 编辑演艺交流资料手册、建立广东戏曲资料中心、放宽文化艺术人才交流互访的入境规定，并推动两地在出版和电视文化频道上更紧密合作。

**(2) 研究在本地设立创意产业羣聚区，并以长沙湾服装业羣聚区为试点，与珠三角的专业集散市互动合作。**

**(3) 工作进度**

在第(i)项工作方面，小组曾与民政事务局进行现况调查，了解政府筹办的工作和交流互动，并得悉粤港澳三地政府已成立了五个工作小组跟进各项文化合作项目。此外，三地亦透过合作，在发展及促进大珠三角区域文化上取得了进展，包括：演艺人才交流和培训及节目合作；文化讯息交流及售票网络的合作；博物馆网络的发展和文物发掘、保护与推广；公共图书馆数字化联网；以及粤剧艺术的推广。

进行现况调查的目的是为了避免工作重叠，让小组可以集中进行其他跨境文化艺术推广工作。

至于第(ii)项，小组得知长沙湾工业大厦已有清拆计划。

为了进一步落实这个构思，小组会向制衣及纺织业和创意工业的代表徵询意见，以期为羣聚区物色选址，务求善用本地的创意人才，协助珠三角地区内的相关工业增值。

- (ii) setting up an arts and cultural village in GPRD; and
- (iii) compiling a handbook for performing arts, setting up a Cantonese opera information centre, relaxing the entry requirements for artists to engage in exchange programmes for performance across the boundary, as well as forging closer cooperation in publication and cultural television channels in Hong Kong and Guangdong.

**(2) To explore the idea of developing clusters of creative industry in local community, with the garment industry cluster in Cheung Sha Wan as a pilot project, and to link them up with the distribution centres in PRD.**

**(3) Work Progress**

For item (i), the Sub-group has done a stocktaking exercise with the Home Affairs Bureau on the relevant work or exchanges being carried out on a government-to-government level. The Sub-group has also noted that five working groups have been set up jointly by Hong Kong, Macao and Guangdong governments to take forward their cultural cooperation programmes. Moreover, progress has been made in cultural development and promotion in the GPRD region through tripartite cooperation in, inter alia, exchange and training of performing artists and co-organisation of cultural performances; exchange of cultural information and establishment of ticketing network; development of museum network as well as excavation, preservation and promotion of cultural relics; networking of digital public library services; and promotion of Cantonese opera.

The aim of this stocktaking exercise was to avoid duplication of work and to focus the work of the Sub-group on initiatives that would promote cross-boundary arts and cultural activities.

For item (ii), the Sub-group noted that the Cheung Sha Wan Flatted Factories had been earmarked for demolition.

The Sub-group would like to pursue this idea further by consulting relevant representatives from the garment and textile industries and the creative industry to identify possible locations for this clustering that would help the relevant industries in the PRD to add value with the benefit of our creative talents.



# 三个主要研究课题报告

*Reports on three  
major areas of study*





# 吸引内地企业来港开业

## Attracting Mainland Enterprises to Hong Kong

### 吸引民营企业来港的重要性

内地民营经济经过二十多年的发展，已经成为中国经济新一轮发展的原动力。最新的资料显示，内地民营企业已有近300万家。民营企业主要集中在广东、上海、江苏及浙江四省市。这些民营企业经过多年发展已有一定的对外投资的能力，并正积极开拓海外市场。

中央政府由1992年开始便鼓励内地企业到境外投资。在2003年，中共十六大报告谈及民营企业「走出去」的政策，指出：「实施『走出去』战略是对外开放新阶段的重大举措，鼓励和支援有比较优势的各种所有制企业对外投资，带动商品和劳务出口，形成一批有实力的跨国企业和著名品牌。」

虽然不少内地企业在过去十多年已经开始向外发展，包括来港上市或集资，但是商务委员会认为应该研究如何进一步吸引内地的民营企业来港发展。这是一个双赢的方案。对内地民营企业来说，香港是国际金融及商业中心，拥有优越的条件，可为内地企业发展提供优良的融资、财务或管理等服务。到香港投资一方面可以集资，另一方面也可在香港提升技术和吸收管理方面的经验，从而令企业在迈向国际市场时更加成熟和更有信心。对香港来说，吸引内地企业来港发展，可为香港的金融及专业服务界拓展商机和扩大与内地的商业联系，并会为本港制造就业机会。

### The importance of attracting private enterprises to Hong Kong

**After** over two decades of development, private economy has emerged as a major driving force for the next stage of economic development in the Mainland. According to the latest data, there are nearly 3 million private enterprises in the Mainland, mainly clustering in Guangdong, Shanghai, Jiangsu and Zhejiang. After years of development, these private enterprises have now built up the capacity to expand abroad and are seeking to open up overseas markets.

The Central Government has been encouraging Mainland enterprises to invest overseas since 1992. In 2003, the “Going Out” policy for private enterprises was highlighted in the report of the 16<sup>th</sup> Party Congress, which reads “Implementation of the strategy of ‘going out’ is an important measure taken in the new stage of opening up. We should encourage and help relatively competitive enterprises with various forms of ownership to invest abroad in order to increase export of goods and labour services and bring about a number of strong multinational enterprises and brand names.”

Many Mainland enterprises have started to expand overseas with a number of them listing or raising funds in Hong Kong in the past decade. However, the Business Council considered that greater efforts should be made to further attract Mainland private enterprises to Hong Kong. This will be a win-win situation. For Mainland private enterprises, on top of raising capital, doing business in Hong Kong can also enable them to enhance their technological level and draw on Hong Kong’s management experience, which will make them better equipped and more confident when making inroads to international markets. As an international financial and commercial centre, Hong Kong is strategically positioned to provide them with funding, financial or management services, all of quality standard. For Hong Kong, attracting Mainland enterprises to the territory would open up business opportunities and forge closer link with the Mainland for the financial and professional sectors. This will also help create more job opportunities in the local labour market.



## 研究和工作进度

在研究这个课题时，商务委员会参考了香港特区政府中央政策组委托香港理工大学中国商业中心编写的「内地有关政策及措施对方便民营企业来港经营的影响」研究报告。同时，在粤港合作联席会议的架构下，广东省发展研究中心及香港特区政府中央政策组正就鼓励广东民企到港发展业务进行研究。商务委员会的联合投资贸易推广工作小组亦就上述研究与广东省发展研究中心的课题组举行了一次交流会议。

根据商务委员会的研究，吸引更多广东省民营企业来港开业的工作可集中在几方面。首先是企业本身的状况。其次是香港有甚么优势吸引内地企业利用香港的服务，以及企业使用这些服务时遇到的困难。第三方面是审批企业来港开业的程序。

### (1) 广东省民营企业本身的状况

广东省民营企业发展的历史仍短，这些民营企业无论在内部管理、投资策略、品牌意识或技术方面仍处于发展阶段。另外，部分民营企业对国际市场的运作也不熟悉，也可能不大了解在香港营商的情况。

在这方面，香港可以为广东省企业提供协助。凭藉CEPA的契机，香港的专业服务可在广东省成立办事处，为准备到香港发展的企业提供财务或投资方面的专业服务，亦可以为民营企业提供管理人才训练，加强它们向外发展的条件，并为迈向国际市场作好准备。

## Study and work progress

In examining this issue, the Business Council has drawn reference to a report by the China Business Centre of Hong Kong Polytechnic University on *the Study of Mainland Policies and Practices to Facilitate Private Enterprises in Setting Up Business in Hong Kong* commissioned by Hong Kong's Central Policy Unit (CPU). In parallel, the Guangdong Development Research Centre (the Research Centre) and CPU are also conducting an in-depth study on the issue under the framework of Hong Kong Guangdong Cooperation Joint Conference. The Joint Investment and Trade Promotion Sub-group under the Business Council had held a sharing session on this study with the research project group of the Research Centre.

On the basis of its study, the Business Council has come to the view that to attract more Guangdong private enterprises to set up business in Hong Kong, efforts should be focused on: (1) taking stock of the enterprises' situation; (2) identifying the services that Hong Kong can offer to them; and (3) streamlining the approval procedures for them to set up business in Hong Kong.

### (1) Taking stock of Guangdong private enterprises' situation

Established for a relatively short period of time, private enterprises in Guangdong still have room for improvement in terms of internal management, investment strategies, brand building and technology development. Besides, some of them are unfamiliar with the operation of the international market or about the business environment in Hong Kong.

Hong Kong has much to offer in this regard. Taking advantage of CEPA, Hong Kong's professional service sectors may set up offices in Guangdong to provide enterprises which plan to start business in Hong Kong with professional financial/investment services or management training. This would enhance their readiness for overseas development and entry to the international market.



## (2) 香港为内地民营企业提供的服务

香港的优势在于拥有自由的市场经济体制，对投资和商业活动限制较少，税率低，政策和规例一视同仁，力求便利所有企业来港经营。香港能提供优良的金融和专业服务，并拥有良好的国际市场网络。此外，广东企业应较易适应香港的文化、语言和环境。

民营企业来港发展，除了一般企业融资和贸易融资外，还可以利用香港为企业自创的品牌做推广，以香港作为平台，进一步打入国际市场。

为了使民营企业更加了解在香港成立公司、会计和法律方面的规例和手续等，商务委员会希望政府和有关商会或专业团体，例如香港贸易发展局和投资推广署等，可以向有兴趣来港发展的内地企业简介有关的资料和香港可为他们提供的服务，协助他们来港发展。

## (2) Providing services to Mainland private enterprises

The strength of Hong Kong lies in its free market economy with minimum intervention in investment and business activities, a low tax regime, a level playing field to facilitate all enterprises in terms of policies and regulations, excellent financial and professional services, as well as strong business ties with the international market. Guangdong enterprises would also find it easier to adapt to the culture, language and environment of Hong Kong.

In addition to corporate and trade financing, Guangdong private enterprises may also draw on Hong Kong's expertise in marketing to promote their brand names and open up the global market.

To familiarise private enterprises with the procedures as well as the accounting and legal requirements relating to setting up companies in Hong Kong, the Business Council hoped that the Government and the relevant chambers of commerce or professional bodies, such as the Hong Kong Trade Development Council and Invest HK, could brief Mainland enterprises interested in coming to Hong Kong on the services available.



### (3) 简化内地的审批程序

商务委员会得悉，现时内地在审批这些民营企业向外投资的申请时，例如审批工作人员签证和投资项目方面，手续比较繁复，可能影响企业来港发展的计划。

商务委员会希望中央政府商务部去年九月推出的《关于内地企业赴香港、澳门特别行政区投资开办企业核准事项的规定》会对简化这些审批程序有帮助，但更希望内地政府进一步简化这些程序，以方便民营企业的发展。

#### 未来工作

当香港特区政府中央政策组与广东省发展研究中心完成这个课题的研究报告后，商务委员会将会跟进报告内容，以便考虑进一步的具体建议，协助推动更多广东省民营企业来港发展。

### (3) Streamlining the approval procedures of the Mainland

The Business Council noted that the approval procedures in the Mainland in relation to overseas investment applications by private enterprises, such as those for staff visas or investment projects, were relatively complicated. This might impede private enterprises' plans to set up business in Hong Kong.

The Business Council hoped that the *Rules of Approving Mainland Enterprises to Invest in Enterprises in Hong Kong or Macao Special Administrative Regions* as promulgated by the Ministry of Commerce of the Central Government in last September would help streamline the procedures. Better still, it hoped that the Mainland authorities could take further actions to simplify the procedures and facilitate private enterprises' entry to Hong Kong.

#### Future plan

The Business Council will study the joint study report prepared by CPU and the Research Centre in detail and come up with further recommendations to attract more Guangdong private enterprises to Hong Kong.



# 促进粤港货物贸易便利化

## Facilitation of Trade in Goods between Hong Kong and Guangdong

### 贸易便利化的重要性

香港与广东省的贸易关系非常密切。在2004年，香港与广东省的贸易额达6,167亿元人民币（745亿美元）。同年，香港是广东省最大的出口市场，总出口额为5,678亿元人民币（686亿美元），占全省出口总额35.8%。香港亦是广东省第六大进口货物来源地，进口额为488亿元人民币（59亿美元），占全省进口总额3.6%<sup>1</sup>。

粤港之间的货物贸易随着两地经济的发展，在过去的二十多年不断增长。广东省自内地改革开放后，农村经济逐步转型，转向工业及制造业发展。与此同时，香港的制造业自八十年代开始北移，利用珠三角地区提供的廉宜土地和劳工，降低生产成本。港资加工贸易在珠三角地区迅速发展，现时已有超过八万家港资企业在粤，其中约有一半属外发加工厂。很多外发加工贸易都是经香港进口原料，加工后把制成品出口。

在短短二十多年间，珠三角已经成为世界级制造业基地，进出口的原料与制成品的数量不断增加。香港是亚洲首要的国际运输及物流枢纽，拥有全球生产力和效率最高的货柜码头，货柜航线四通八达，联系香港和全球逾500个目的地。凭着这些优势，香港成为了联系珠三角的制造业基地和国际市场的桥梁。商务委员会认为必须保持粤港两地货流畅顺，以促进粤港两地的货物贸易和经济增长，并推进香港运输业和物流业的发展。

1. 广东统计年鉴2004及广东省对外贸易经济合作厅网页

### The importance of trade facilitation

Hong Kong and Guangdong have very close economic and trade ties. In 2004, trade value between the two places reached \$616.7 billion yuan (US\$74.5 billion). In the same year, Hong Kong was Guangdong's largest export market, importing a total of \$567.8 billion yuan (US\$68.6 billion) worth of goods or 35.8% of Guangdong's total exports. Hong Kong was also Guangdong's sixth largest source of imports, supplying \$48.8 billion yuan (US\$5.9 billion) or 3.6% of Guangdong's total import value<sup>1</sup>.

The continuous growth of trade in goods between Hong Kong and Guangdong over the past two decades has been in tandem with the economic development of the two places. Following the opening up of the Mainland market, Guangdong has gradually transformed herself from a rural economy into an industrial and manufacturing base since the 1980s. Many Hong Kong manufacturers have moved into the PRD region to take advantage of cheaper land, labour and production costs. This has led to a rapid growth of processing trade in the region. At present, there are over 80 000 Hong Kong-invested enterprises in Guangdong, with over 50% engaged in outward processing operations. Many of these enterprises import raw materials via Hong Kong and export the finished products after processing.

In a short span of only about decades, PRD has developed into a global manufacturing base. The growth of its import/export of raw materials/finished products shows no signs of slowing down. Hong Kong is strategically positioned to serve as a bridge between the manufacturing base in PRD and the international markets. It is a leading international transport and logistic hub in Asia and operates one of the busiest and most efficient container ports in the world, with an extensive network connecting to more than 500 destinations all over the world. The Business Council was of the view that efficient cargo flow between Hong Kong and Guangdong must be maintained to ensure growth of trade in goods in the two places and to promote transport and logistic development in Hong Kong.

1. Guangdong Statistical Yearbook 2004 and Website of Department of Foreign Trade and Economic Cooperation of Guangdong Province

## 研究和工作进度

商务委员会在展开货物贸易便利化的研究时参考了国内有关课题的研究报告<sup>2</sup>。报告主要在宏观和中观的层面探讨两地在贸易便利化领域面对的问题。

该报告其中一章探讨两地货物贸易便利化的问题。报告认为货物在通关和跨境运输方面的延误和繁琐的手续要求增加了货物的流通成本，给政府、经营者和消费者带来不利影响。货物贸易便利化可以给政府和商界都带来直接的有形收益。对商界来说，加快货物流转和降低交易成本可以节省贸易商的时间和金钱，为企业带来实际收益。对政府部门来说，通过加强和改善管理，既可提高效率，亦可增加对外国投资者的吸引力。

商务委员会认同这个意见，并决定研究现时粤港在货物贸易中遇到的问题，通过咨询商界，了解问题和研究是否有改善方案，综合意见后向两地政府建议如何进一步促进两地货物贸易便利化。

在收集了各委员及香港各大商会的意见后，商务委员会综合了以下几方面的意见。

### (1) 政策

研究报告与商界均认为要进一步推进粤港经济发展，内地政府应提高对外商政策的透明度，统一诠释政策执行细则，并设立具体问题处理机制。在草拟新政策时可多咨询商界的意见，而在推行新政策时，亦可尽早向港商宣传和解释有关政策，让他们有更多时间准备。

## Study and work progress

In studying trade facilitation between Hong Kong and Guangdong, the Business Council has made reference to a research on the subject conducted by a Mainland research centre<sup>2</sup>. The report examined the barriers to trade facilitation between Hong Kong and the Mainland at macro and meso levels.

One chapter of the report discussed issues pertaining to facilitation of trade in goods. It pointed out that delay and the complicated procedures involved in cargo clearance and cross-boundary transport unduly increased the distribution cost of goods. This adversely affected the government, business operators and consumers. Facilitation of trade in goods could bring about direct and tangible benefits. To the business sector, it could bring real profits to enterprises by lowering the transaction cost and helping traders save time and money through faster cargo flow and reduced cost. To the government, better management could enhance efficiency and attract more foreign investors.

The Business Council shared this view and decided to study the existing problems encountered by Hong Kong and Guangdong in trade in goods. Views of the business sector were collected to gain a better understanding of their problems and work out improvement measures. Based on the consolidated views, recommendations would be made to both governments to further facilitate trade in goods.

The views of Council members and major chambers of commerce were consolidated as follows:

### (1) Policies

Both the report and the business sector opined that to further promote the economic development of Hong Kong and Guangdong, the Mainland authorities should enhance the transparency of the policies governing inbound investment, standardise the interpretation of the fine points of the policies and establish a mechanism to address specific implementation problems. They should be more ready to consult the business sector during policy formulation, and conduct publicity drive and briefings for Hong Kong businessmen before implementation of new policies to allow them more time to make necessary preparations.

2. 国家发展和改革委员会宏观经济课题组于2003年展开了一项重点课题研究，并在同年12月发表「香港内地经济合作：贸易便利化问题研究」报告。

2. Research conducted by the macroeconomic research team under the National Development and Reform Commission in 2003 and the report entitled "Economic Cooperation between Hong Kong and the Mainland: A Study of Trade Facilitation" was published in December 2003.



## (2) 有关口岸及通关问题

研究报告提出内地海关、边检、卫检、动植物检验、交通、运输等分属国家各部门，常在同一区域产生矛盾，地方政府和口岸办难以协调处理。此外，口岸查验部门多，业务交叉，手续繁复，重复收费。商务委员会赞同研究报告的建议，认为有关部门应加强直接交流与沟通。

同时，商务委员会亦了解现时发货人必须分别与不同的部门完成相关的通关程序，而贸易商亦必须向各个不同部门提供单据。如果讯息数据可在不同部门互通，可为贸易商省却不少重复申报的成本及时间延误。

在口岸运作方面，商务委员会建议内地政府尽量统一各个口岸部门的工作时间，令货运行业较容易安排货运，免致延误过关。商务委员会亦建议内地有关部门向货运行业广泛宣传口岸部门的工作时间。

此外，商务委员会希望粤港两地政府可以不时检讨口岸海关及边防检查的服务是否足以应付日益增长的人流及货流，并在有需要时增加检查关卡的数目。

## (2) Control points and clearance

The report pointed out that customs, immigration, health inspection, animal and plant quarantine, traffic and transport in the Mainland were under the jurisdiction of different departments. This might give rise to operational problems within the same control point, which could not be readily sorted out even jointly by local governments and control point authorities. Furthermore, the control point operation was overseen by a number of inspection agencies and their jurisdiction overlapped. Other problems included complicated clearance procedures and double charges. The Business Council supported the recommendation of the report that direct exchange and communication should be strengthened among these departments and agencies.

The Business Council also noted that the existing practice requires the consignors and traders to approach different departments for clearance and filing of relevant documents. If information furnished by the consignors and traders could be shared among these departments, it could avoid duplication and save trading firms' cost and time significantly.

On the operation of control points, the Business Council proposed that the Mainland authorities should standardise as far as practicable the working hours for different departments at the control points to ensure smooth clearance of goods. Relevant Mainland departments should also mount extensive publicity on their working hours to the freight industry.

The Business Council also hoped that both governments could review from time to time whether the customs and inspection services can cope with the ever-growing people and cargo flows at control points and provide additional inspection kiosks as appropriate.



### (3) 运输

研究报告指出，香港与内地对车辆采用不同的检查制度和要求，过关车辆须符合两种不同的审查标准，为过关车辆造成不必要的阻碍。

商务委员会得悉，自2005年1月1日起，香港与内地共同使用统一格式的《内地海关及香港海关陆路进/出境载货清单》，同时中国海关亦正式公布进出境运输车辆的拖头、拖架和集装箱不再需要“捆绑”运输。委员会相信这项安排可增加货运的灵活度及货柜车的运转次数，减低成本。

为了进一步增加运输业的灵活度，商务委员会希望内地政府可以放宽「一车一司机」的规限，准许运输公司事先选定一批司机，并将该批司机的资料向内地当局登记，让运输公司可以自由选择安排司机载货过关。

### (4) 电子商务

研究报告建议加强两地货物贸易电子商务与互联网的应用。内地应加快出口导向型企业的计算机化以及网络建设，以便为电子商务建立良好的基础设施，并与香港方面对接。

### (5) 检验认证问题

商界建议统一内地与香港两地产品标准。内地检验认证标准可参照或采纳一些国际认可的标准，以达致简化要求和方便厂商。同时在内地与香港指定一批测验认证机构，其认证在内地与香港互相认可。

### 未来工作

商务委员会已把有关的意见及建议向粤港政府反映，并与有关部门继续跟进，以便进一步促进粤港货物贸易便利化。

### (3) Transport

The report pointed out that different systems and requirements of vehicle inspection in Hong Kong and the Mainland had unnecessarily hindered cross-boundary traffic.

The Business Council was pleased to note that the Unified Road Cargo Manifest was introduced by Hong Kong and the Mainland on 1 January 2005, and that the Mainland Customs had formally announced the abolition of the requirement of “tying up” the truck, the trailer and the container as a unit for customs clearance. The Business Council believed that such an arrangement could give more flexibility to the transport industry and allow more cross-boundary trips to lower their operating cost.

To add more flexibility to the transport industry, the Business Council proposed that the Mainland authorities should relax the “one-truck-one-driver” rule. Carrier companies should be allowed to register the particulars of a pool of designated drivers with the Mainland authorities in advance, and be given a free hand to assign cross-boundary trips to any driver on the list.

### (4) E-commerce

The report recommended promoting the application of e-commerce and Internet to trade in goods between Hong Kong and the Mainland. Export-oriented enterprises in the Mainland should speed up computerisation and network development to lay a solid foundation for e-commerce and to achieve alignment with the facilities in Hong Kong.

### (5) Product inspection and certification

The business sector proposed the harmonisation of product standards in Hong Kong and the Mainland. Mainland authorities might simplify the relevant procedures and facilitate manufacturers by making reference to or adopting internationally recognized standards for product inspection and certification. A number of certification bodies might also be designated in both places to facilitate mutual recognition.

### Future plan

The Business Council has relayed the relevant views and recommendations to the HKSAR and Guangdong governments, and has been following up on the issues with the relevant departments with a view to further facilitating trade in goods between the two places.





# 协助珠三角的外发加工厂 进入内地市场

## Facilitating Outward Processing Operations in PRD to enter the Mainland Market

### 进入内地市场的重要性

中国在1979年推行改革开放政策，在华南地区大力发展，包括成立经济特区及为外来投资者提供税务优惠，鼓励他们到珠三角地区投资。因为内地的土地和劳工成本较为低廉，加上获得税务优惠，不少港商都开始把制造业工序北移。

近二十多年来，香港企业在广东省不断发展业务，达到双赢的结果。企业凭着珠三角的低廉生产成本，令产品在国际市场上更具竞争力。同时，亦为珠三角地区制造就业。目前，有超过八万家港资企业在广东省设厂，其中约有50%属于外发加工企业。港资企业在广东省的加工厂的主要加工货品包括纺织品及成衣、电子产品、玩具、钟表等。在2003年，香港输往内地的货物中有44%是作外发加工用途；由内地进口货物中则有72%与加工贸易有关<sup>1</sup>。由此可见，外发加工贸易对粤港两地的经济均非常重要。

经过二十多年的发展，现时珠三角地区的人均收入已大大提高，正步入小康水平。以2003年计，国内人均生产总值达9,101元人民币(1,100美元)<sup>2</sup>，而广东省则为17,213元人民币(2,080美

### The importance of entering the Mainland market

China introduced economic reform and the “open door” policy in 1979. A number of reform programmes were implemented in southern China such as the establishment of the Special Economic Zones and the introduction of tax concessions to attract foreign investments to the PRD. Many Hong Kong manufacturers seized the opportunity and began to relocate their production lines to the Mainland to take advantage of lower land and labour costs as well as the tax concessions offered.

The sustained development of Hong Kong enterprises in Guangdong in the past two decades or so has helped achieve a “win-win” situation in the region. Hong Kong enterprises took advantage of lower production costs in the PRD region to enhance the competitiveness of their products in the international market. At the same time they created job opportunities in the region. Factories set up by Hong Kong-invested enterprises in Guangdong now stand at over 80 000 and about 50% of them are outward processing operations (OPOs). Products processed by these OPOs primarily include textiles and clothing, electronic products, toys, clocks and watches. In 2003, 44% of Hong Kong’s exports to the Mainland were for outward processing, while 72% of our imports from the Mainland were related to processing trade<sup>1</sup>. The figures manifest the economic significance of outward processing trade to the economies of both Hong Kong and Guangdong.

After more than two decades of economic development, the per capita income of PRD has substantially increased to a relatively well-off level. In 2003, the per capita GDP of Guangdong was \$17,213

1. 香港特区政府统计处

2. 数字来自《中国统计年鉴》及国家统计局网站

1. Census & Statistics Department, HKSARG

元)。随着人民的购买力不断提高，内地的消费品市场也逐渐建立起来。

有见及此，商务委员会认为应该研究如何协助这些外发加工企业把产品内销，一方面满足广东省市民日益增加的需求，协助发展内地消费品市场，另一方面可为港商制造庞大的商机。

## 研究及工作进度

商务委员会成立了一个小组研究这个课题，小组亦访问了一些在内地经营外发加工厂的企业。据小组了解，在税务安排方面，内地政府准许外资，包括港资企业，在珠三角设立外发加工厂，在来料及厂房设备方面可得到免税安排，但制成品必须外销，除非获得批准，否则不得内销。这些企业一般被称为「三来一补」企业<sup>3</sup>。由于大部分来料及厂房设备都是进口货品，为防止企业利用「三来一补」的税务安排走私，如企业在未经批准的情况下在内地市场销售这类制成品和不缴交各类税款，可视为走私处理。

小组亦了解在现有规例下，外资企业可选择以下列方式在内地市场销售货物：

### (1) 三来一补转三资企业

外发加工厂如欲转营内销业务，必须改变投资方式，成立独资或合资经营的三资企业<sup>4</sup>。三资企业属于有限责任的法律实体，可申请货物的进出口权和制成品的内销权。三资企业的全部产品均可内销，并须缴交有关的关税、增值税和消费税，须要每年核数和报税，亦要缴交外资企业所得税。

3. 三来一补是指：来料加工；来样加工；来件装配及补偿贸易。  
4. 合资企业、合作企业及外商独资企业统称三资企业。

yuan (US\$2,080), compared with the national figure of \$9,101 yuan (US\$1,100)<sup>2</sup>. With a rise in people's purchasing power, there came the domestic consumer market.

Against this background, the Business Council considered that measures to assist outward processing enterprise in selling their products in the domestic market should be explored. Domestic sales by OPOs could help meet the increasing demands of Guangdong consumers and facilitate the development of the domestic consumer market in the Mainland on the one hand, and open up great business opportunities for Hong Kong businessmen on the other.

## Study and work progress

A task group so established under the Business Council had interviewed some enterprises with OPOs in the Mainland. On tax arrangements, it was understood that tax exemptions are granted on imported materials, equipment and machinery to OPOs set up by foreign investors including Hong Kong-invested enterprises in PRD, provided that the finished products must be exported and no domestic sales are allowed unless prior approval has been sought. These enterprises are generally known as "processing and assembly factory business" (PAFB)<sup>3</sup>. Since most of the materials, equipment and machinery are imported products, it is stipulated that, to prevent enterprises from making use of the PAFB tax arrangements as a means of smuggling, domestic sales of the finished products without prior approval and repayment of taxes may be regarded as smuggling.

The task group also noted that under the existing regulations, foreign-funded OPOs might sell their products in the domestic market by means of the following options:

### (1) Switching from PAFB to Foreign Invested Enterprise (FIE)

For OPOs with plans to engage in domestic sales, they have to switch their mode of investment to form FIEs<sup>4</sup>, either in the form of sole proprietorship or equity joint venture. FIEs are legal entities of limited liabilities, which can apply for import and export rights of goods as well as domestic sales right of finished products. FIEs are allowed to sell up to 100% of their products in the domestic market. They are subject to relevant custom duties, value-added tax (VAT), consumption tax and

2. The figures are quoted from China Statistical Yearbook and the website of National Bureau of Statistics of China.  
3. PAFB undertakes processing with imported and supplied materials, processing with supplied samples, assembling with supplied parts as well as compensation trade.  
4. Equity joint venture, co-operative joint venture and wholly foreign owned enterprise, are collectively named as FIEs.

## (2) 另外成立三资企业

除了改变营运模式外，拥有外发加工厂的外商可以另外成立三资企业经营内销业务，而原有的出口加工企业则继续专注于出口业务，这样外发加工厂无须改变营运模式便可把货物内销。但这个方法需要额外投资，而且另外成立三资企业比成立外发加工厂需要较长时间。

## (3) 出口加工企业补税内销

目前，外销和内销各有一套会计及课税制度。外销产品的进口原材料和组件可获宽免部分税项，但如果产品转内销，当局便会徵收关税及增值税。假如出口加工企业选择在内销市场销售产品，便须补回某些税款。

外发加工企业想把产品在内地销售，成立另一间三资企业或把外发加工企业转为三资企业是较直接的方法。但会涉及额外投资或须要改变企业的业务方向，对一些企业(尤其是中小型企业)而言，有一定的难度。由于这两种途径主要取决于个别企业的商业考虑，商务委员会决定集中讨论企业以补税方式进行内销面对的主要问题。

foreign enterprise income tax, and are required to conduct annual audit and file tax return.

## (2) Setting up a separate FIE

As an alternative to (1), foreign investors with OPOs may opt to set up separate FIEs to handle domestic sales, while their original export processing enterprises retain their focus on export business. This arrangement enables the OPO to sell into the domestic market without altering its mode of operation. However, this option requires additional investments and longer time to complete the process when comparing with the establishment of an OPO.

## (3) Export processing enterprises to sell into the domestic market through tax repayment

Export and domestic sales are governed by separate accounting and tax schemes. Imported raw materials and components for export products can enjoy certain tax rebates, but customs duty and VAT will be levied when such products are sold domestically. If export processing enterprises choose to sell their products in the domestic market, they need to repay the required taxes.

For OPOs intending to market their products in the Mainland, a more direct option for them is to set up a separate FIE or to turn the existing OPOs into FIEs. However, this may pose some difficulties for certain OPOs (especially those small and medium size enterprises (SMEs)) as the options involve further investment and a departure from their original business. This is a business decision which rests with individual OPOs. The Business Council therefore focused its study on the major problems faced by OPOs in selling products in the domestic market through tax repayment.



## 以补税方式进行内销的方法

内地的贸易法律、审批投资程序、进出口管理、税务制度等都有较严格的规定，在某些情况下令有意进行内销的香港外发加工企业面对一定的困难。外发加工企业以补税方式内销，由于繁复的计算方法，可能使企业在内销部分产品时，在有关的补税问题上与海关的统计出现偏差，因而成为违规行为而要受到惩罚。

另一方面，如果外发加工企业和有关部门能改善报关安排，并可使用先进技术，例如电子数据联网报关及先进的电脑软件，企业向海关申报进/出口资料时，当能减少出现偏差的情况。

商务委员会认为可进一步探讨以下构思：

### (1) 积极推广使用电子数据联网报关

使用电子数据联网报关的主要好处是可利用现代化技术，实行简便的管理制度。企业可运用有关的软件，以联网方式把报关资料即时传到海关方面，减少出现偏差及误会。外经贸部、海关总署于2001年10月25日颁布了《实施电脑联网监管企业加工贸易审批管理暂行办法》，对海关批准实施联网监管的企业实行较简便的管理制度。海关对使用联网报关的外发加工企业不实行银行保证金台帐制度。另外，外经贸部对这些联网企业取消合同审批，只审定联网企业的加工贸易资格、业务范围和加工生产能力。

联网监管将会是未来的大趋势，因此商务委员会希望广东省政府积极向不同企业推广使用电子数据联网报关；在有需要时，更可在软件使用等技术方面提供协助。但企业必须因应本身的发展所需决定是否采用电子数据联网报关。

## Selling products in domestic market through tax repayment

In the Mainland, stringent requirements in trade laws, approval procedures for investment, import/export administration and tax regime would in certain circumstances create difficulties for Hong Kong's OPOs to sell in the Mainland market. Under the current complicated scheme for calculation of tax repayable, OPOs would possibly be penalised for a breach of customs regulations by the Mainland Customs as a result of any discrepancy found in the calculation of overdue tax for their sales in the domestic market.

To help reduce discrepancy in import/export declaration, it is advisable for OPOs and the departments concerned to work out some improvement measures regarding the arrangements for declaration and to use advanced technology like Electronic Data Interchange (EDI) and the latest software programmes.

The Business Council considered that more thoughts should be given to the following ideas:

### (1) Active promotion of EDI online declaration

The main advantage of EDI online declaration lies in a simplified administration system made possible by modern technology. Enterprises can send declaration details to Customs authorities in real time through the online system, reducing possible discrepancy and misunderstanding to the minimum. On 25 October 2001, the Ministry of Foreign Trade and Economic Cooperation (MOFTEC) and the General Administration of Customs (GAC) promulgated the *Provisional Measures Governing the Approval and Administration in relation to Online Supervision of Processing Trade Enterprises*. This put in place a simplified administration system for enterprises with GAC's approval to join the online supervision system. Processing trade enterprises that make online declaration are exempted from customs duty deposit payment to GAC and contract review by MOFTEC. Examination by MOFTEC would be confined to their eligibility and capability of processing as well as their scope of business.

Online supervision is the trend for customs administration in future. The Business Council hoped that the Guangdong Government would actively promote EDI online declaration and lend technical support such as software applications to enterprises as necessary. Nevertheless, it must be stressed that in deciding whether to adopt online declaration, enterprises have to take into account their own development needs.



## (2) 内地政府能更弹性处理问题

内地有关部门在处理和执行进／出口申报事宜时，往往比较严格。商务委员会认为如果广东省政府可以对外发加工企业内销给予多一点弹性，提供更多便利，相信有助更多企业发展内销业务。

当然，企业本身亦应积极改善管理和监管模式，尽量减少因人为出错而引致的偏差情况出现。

## (3) 为企业提供更多有关中国营商的资讯

另一方面，有些企业，特别是中小企业表示对内地营商环境并不完全熟悉，有些企业则认为中国目前进行的税务改革方向未明，令他们觉得难以适从。商务委员会希望广东省政府可为企业提供更多内地的营商资讯。

此外，商务委员会认为企业亦必须详细考虑开拓内销市场所需的配套工作，例如经营零售业务与工厂里需要不同的管理方法，以及建立品牌等问题。

## 未来计划

商务委员会将会进一步研究上述构思，香港工业总会及香港中华厂商联合会亦正就此课题向其会员进行问卷调查，主要探讨目前各大、小企业使用电子数据联网报关的情况，包括是否普遍使用、使用后能否减少偏差、减少被内地海关核查等等。待调查结果拟备后，商务委员会会制订具体建议，与政府有关部门商讨。

## (2) Mainland authorities to exercise greater flexibility

Mainland authorities tend to be strict in their handling and enforcement of import/export declaration. The Business Council believed that more flexibility and facilitation measures offered by the Guangdong Government to outward processing enterprises would encourage more OPOs to enter the domestic market.

It is however equally important for enterprises to minimise the discrepancy caused by human errors in declaration by taking active measures to improve their management and modes of supervision.

## (3) Providing more Mainland business information to enterprises

Many enterprises, especially SMEs, are not familiar with the business environment in the Mainland while others find the direction of the current Mainland tax reform uncertain. The Business Council hoped that the Guangdong Government could provide more business information on the Mainland market to these enterprises.

The Business Council also suggested that in making a decision on selling into the domestic market, enterprises must take into consideration the other related issues, such as the need to adopt a different mode of management for the retail business and manufacturing process respectively and the promotion effort required to establish their own brand names.

## Future plan

The Business Council will conduct further studies on the above ideas. In this connection, a questionnaire survey was being conducted by the Federation of Hong Kong Industries and The Chinese Manufacturers' Association of Hong Kong to collect members' views. Topics covered include the popularity of EDI online declaration among enterprises, as well as its effectiveness in reducing discrepancy in declaration details and verification by Mainland Customs. Once the findings are available, the Business Council will draw up specific proposals and raise them with the departments concerned.



# 大珠三角商务委员会的 对外联系和工作

## External Liaison of the Greater Pearl River Delta Business Council Ê

在 过去的一年，商务委员会举行了五次大会，讨论了关注的议题和六个工作小组的工作，各个工作小组亦已就其领域作出研究。商务委员会也积极与粤港政府、广东省贸促会及广州市商讨各议题和交流意见。

商务委员会亦与香港的主要商会，以及推广粤港合作的机构保持紧密联系，并感谢各机构对商务委员会工作的支持。(有关机构列于附录)。

### 与粤港政府的联系

作为粤港合作联席会议框架下成立的组织，商务委员会及其工作小组不时与两地有关政府部门会面，商讨建议及交换意见，商务委员会亦与两地政府高层会面，以报告工作进度并就关注的问题反映商界的意见。

冯国经主席于2004年8月粤港合作联席会议第七次会议上，首次代表商务委员会向两地政府汇报工作进度及介绍工作计划。

此外，商务委员会亦与广东省贸促会于本年1月11日一同与香港政务司司长及广东省常务副省长会面。主席及委员藉此机会向两地政府提交了对粤港合作多个课题的意见，并得到正面回应。

In the past year, the Business Council held a total of five plenary meetings to discuss issues of concern and the work of its six Sub-groups which carried out studies on their respective areas of work. The Business Council also exchanged views on various issues with the HKSAR and Guangdong governments, CCPIT Guangdong Sub-Council as well as the Guangzhou Municipal Government.

The Business Council has also worked closely with the major organisations and chambers of commerce in Hong Kong. A complete list of these is shown in the Appendix. The Business Council would like to thank these organisations for their support in the past year.

### Liaison with HKSAR and Guangdong governments

As an organisation set up under the framework of the Hong Kong Guangdong Cooperation Joint Conference (the Joint Conference), the Business Council and its Sub-groups met the relevant government departments of both places from time to time to deliberate on proposals and exchange views. The Business Council also reported its work progress and reflected the concerns of business sector to senior officials of both governments.

At the seventh plenary meeting of the Joint Conference held in August 2004, Dr Victor Fung, the Chairman reported the work progress and gave a briefing on the work plans of the Business Council to HKSAR and Guangdong governments.

At a meeting of 11 January 2005 with the Chief Secretary for Administration of the HKSAR and the Executive Vice-Governor of the Guangdong Government, the Chairman and other members put forward suggestions on a wide range of issues relating to Hong Kong/ Guangdong cooperation and received positive response.



冯国经主席与叶耀会长在本年一月举行的座谈会合照。

## 与广东省贸促会的联系

商务委员会与广东省贸促会都是粤港合作联席会议框架下成立的商界组织，两会一直保持联系。冯国经主席和广东省贸促会叶耀会长亦就两会的工作交流意见，并同意两会的工作应以务实为宗旨。

商务委员会于去年9月向广东省贸促会通报六个工作小组的工作计划，并鼓励两会的小组订立议程，就共同关注的课题展开合作。

两会亦藉着本年1月与粤港政府会面时举行座谈会，就着大家的工作计划及共同关注的课题交换意见。

## 与广州市政府交流

广州市张广宁市长于2004年8月27日访港并与商务委会举行了座谈会。会上，六个小组的召集人就着共同关注的课题与广州市政府代表交换意见。

## 未来工作展望

展望未来，商务委员会希望强化桥梁角色，让香港的商界、专业服务业界与广东省政府及商界加强沟通，推动粤港合作并就粤港的整体发展向两地政府提出意见。商务委员会希望在来年就主要课题作出进一步建议，并与粤港政府及商界组织共同努力，以推进两地合作成效。

## Liaison with CCPIT Guangdong Sub-Council

The Business Council and the CCPIT Guangdong Sub-Council, the two business committees set up under the framework of the Joint Conference, had stayed in close contact. Dr Victor Fung and Mr Ye Yao, the President of CCPIT Guangdong Sub-Council, also met and exchanged views on the work of the two councils. Both agreed that a pragmatic approach be adopted in taking forward their work.

In September 2004, the Business Council informed CCPIT Guangdong Sub-Council of the work plans of its six Sub-groups, and encouraged the sub-groups of the two councils to set an agenda on cooperation programmes on issues of mutual concern.

The two councils also took the opportunity of their meeting with the HKSAR and Guangdong governments in January 2005 to exchange views on their work plans and matters of mutual concern.

## Exchange with the Guangzhou Municipal Government

On 27 August 2004, Mr Zhang Guangning, Mayor of Guangzhou, held a meeting with the Business Council during his visit to Hong Kong. At the meeting, convenors of the six Sub-groups shared their views with the Guangzhou delegation on areas of common interest.

## Future Work

Looking ahead, the Business Council aimed to strengthen its role as a bridge for communication between Hong Kong's business and professional sectors on the one hand, and Guangdong's government and business community on the other, to foster Hong Kong/Guangdong cooperation, and to advise HKSAR and Guangdong governments on the development of the two places. In the coming year, the Business Council will seek to come up with further recommendations on major areas of work and strive for more effective cooperation with the governments and business sectors in both places.



冯国经主席与张广宁市长在去年八月的座谈会合照。

# 附录

## Appendix

商务委员会曾联系的主要机构和商会 <b>Major Organisations and Associations in Contact with the Business Council</b>		
政府部门 <b>Government Departments</b>	网站 <b>Website</b>	电邮地址 <b>E-mail Address</b>
工业贸易署 Trade and Industry Department	<a href="http://www.tid.gov.hk">http://www.tid.gov.hk</a>	<a href="mailto:enquiry@tid.gov.hk">enquiry@tid.gov.hk</a>
投资推广署 Invest Hong Kong	(1) <a href="http://www.investhk.gov.hk">http://www.investhk.gov.hk</a> (2) <a href="http://www.thegprd.com.cn">http://www.thegprd.com.cn</a> (此网站由投资推广署及广东省对外贸易经济合作厅共同管理) (This website is maintained by Invest Hong Kong and Department of Foreign Trade and Economic Cooperation of Guangdong Province)	(1) <a href="mailto:enq@InvestHK.gov.hk">enq@InvestHK.gov.hk</a> (2) <a href="mailto:enq@InvestHK.gov.hk">enq@InvestHK.gov.hk</a> <a href="mailto:service@gddoftec.gov.cn">service@gddoftec.gov.cn</a>
香港驻粤经济贸易办事处 The Hong Kong Economic and Trade Office in Guangdong	<a href="http://www.gdeto.gov.hk">http://www.gdeto.gov.hk</a>	<a href="mailto:general@gdeto.gov.hk">general@gdeto.gov.hk</a>
有关机构和商会 <b>Related Organisations and Associations</b>	网站 <b>Website</b>	电邮地址 <b>E-mail Address</b>
香港旅游发展局 Hong Kong Tourism Board	<a href="http://www.discoverhongkong.com">http://www.discoverhongkong.com</a>	<a href="mailto:info@discoverhongkong.com">info@discoverhongkong.com</a>
香港贸易发展局 Hong Kong Trade Development Council	<a href="http://tdctrade.com">http://tdctrade.com</a>	<a href="mailto:hktdc@tdc.org.hk">hktdc@tdc.org.hk</a>
香港工业总会 Federation of Hong Kong Industries	<a href="http://www.fhki.org.hk">http://www.fhki.org.hk</a>	<a href="mailto:fhki@fhki.org.hk">fhki@fhki.org.hk</a>
香港中华厂商联合会 The Chinese Manufacturers' Association of Hong Kong	<a href="http://www.cma.org.hk">http://www.cma.org.hk</a>	<a href="mailto:info@cma.org.hk">info@cma.org.hk</a>
香港总商会 Hong Kong General Chamber of Commerce	<a href="http://www.chamber.org.hk">http://www.chamber.org.hk</a>	<a href="mailto:chamber@chamber.org.hk">chamber@chamber.org.hk</a>