

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

工作小组集中研究服务行业进入内地市场的安排及实施进度，工作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广东省开业时遇到的困难，及研究专业服务在广东省发展的前景及问题等。

工作进度及意见

过去一年，工作小组探讨了CEPA实施以来的效益、对专业服务业带来的机会，以及服务业在CEPA框架下进入广东省市场所遇到的限制，尤其是个别专业例如建筑、工程行业及医疗服务业等。

小组认为，在CEPA的框架下，粤港服务业的合作空间很大，但服务界特别是专业服务界，在进入内地市场方面仍然面对一定困难。小组提出了以下几个原因：

1. 业界对内地法规不熟悉

香港服务提供者一般对内地法规并不熟悉，加上内地某些政策透明度不高，申请开业手续繁复，因此在办理开业时遇到不少困难。例如在医疗界，内地医生一般在医疗机构工作，私人执业情况并不普遍。在内地开办医疗机构，除需要一定的开业资本外，申请手续也相当繁复。

2. 两地制度不同，开业门槛仍高

在会计界，在内地执业除了要符合在内地连续居住三个月的条件外，还要取得专业考试合格。有业界反映专业考试相当困难，加上开业门槛仍高，因此中小型的会计师事务所难以在内地开业。即使个别行业的专业资格可以互认，在开业时仍可能遇到其他问题。例如在建筑专业，内地采用建筑、结构及其他相关行业综合营运的模式，有别于香港一般的单一专业模式，对申请开业构成困难。工程及规划等行业也遇到类似问题。

Objectives and Scope of Work

The Sub-group focused on the arrangements and implementation progress for services sector to enter into the Mainland market. It aimed to explore means to step up promotion of CEPA, identify problems encountered by service suppliers in starting a business in Guangdong and suggest possible solutions, as well as to assess the prospects and possible problems for professional sectors to develop in Guangdong.

Work Progress and Suggestions

Over the past year, the Sub-group had examined the benefits CEPA had brought about since its implementation, the opportunities offered to professional sectors, and the constraints confronted by the services sector in accessing the Guangdong market under the CEPA framework, with particular reference to professions such as construction, engineering and healthcare services.

The Sub-group was of the view that there was plenty of room for cooperation between services sectors in Hong Kong and Guangdong under CEPA. Nevertheless, the services sector, especially the professional sectors, had encountered difficulties in their access to the Mainland market. The Sub-group had identified the following reasons:

1. Inadequate knowledge on Mainland laws and regulations

Service providers from Hong Kong were generally unfamiliar with Mainland laws and regulations. Coupled with the low transparency of certain policies and the complicated application procedures, the situation had posed hurdles to starting business in the Mainland. Take the healthcare sector as an example, medical practitioners in the Mainland were generally employed by medical institutions and private practice was uncommon. In addition, medical practitioners were required to have a substantial start up capital and to go through complicated procedures in setting up a medical institution in the Mainland.

小组认为可通过推广合作和加强沟通，让相关业界加强把握和发挥CEPA带来的商机。广东省和香港在交通、商贸、资讯、人流和物流方面关系最为密切，因此小组认为广东省可以作为开拓内地市场的台阶。具体建议包括：

1. 香港和广东省应加强沟通和合作，提高政策和规例的透明度，简化申请开业的手续，加强推广宣传，令业界更了解CEPA提供的机会及便利。
2. 广东省可改善其“一站式服务”，以协助香港企业在广东省内开业。粤港两地提供申请开业服务的机构应多加沟通，了解双方的服务需求，以提高服务品质。

2005年5月11日，工作小组与香港专业联盟及粤港民间合作机制下的粤方服务业合作研讨小组合办了座谈会，讨论香港专业进入广东省市场的机遇和方法。工作小组及香港专业联盟安排了内地官员到访，向香港专业人士讲解在广东开业的手续。座谈会反应热烈，与会人数高达百多人，加深了香港专业界对在广东开业情况的了解。



2. Institutional differences between Hong Kong and the Mainland and high entry threshold

For the accounting professionals to qualify for practice in the Mainland, one must pass the professional examination and meet the Mainland residence requirement for 3 consecutive months. Some members of the profession considered the examination difficult and that the entry threshold unduly high. Small and medium accounting firms therefore found it difficult to start up business in the Mainland. For some other sectors, though mutual recognition of qualifications was in place, they still encountered other problems when trying to establish business in the Mainland. Take the architectural sector as an example. The Mainland adopted a multi-disciplined mode of business involving architecture, structural engineering and other related professions. This mode posed difficulty for architectural firms in Hong Kong to apply for business operation in the Mainland, as they operated on a mono-professional basis in Hong Kong. Other professions, like engineering and planning, also run into similar problems.

The Sub-group considered that the services sector can better seize the business opportunities presented by CEPA through enhanced cooperation and communication. The Sub-group also considered that Guangdong could serve as a platform for Hong Kong to tap the Mainland market, given that the Province has the closest tie with Hong Kong in terms of transport link, trade and commerce, information exchanges as well as passenger and cargo flows. Concrete recommendations for this purpose include:

1. Hong Kong and Guangdong should step up communication and cooperation, enhance the transparency of relevant policies and regulations, streamline application procedures for business operation and intensify promotional efforts to enhance operators' awareness of the opportunities and facilitation offered by CEPA.
2. The Guangdong Province may refine its "one-stop service" to facilitate Hong Kong enterprises in setting up business there. The organisations in Guangdong and Hong Kong offering services for business applications should enhance their communication to enhance mutual understanding of the demand for their service in order to raise service quality.

其他意见：

1. 过去二十年，深圳经济特区曾带头推行多项改革，小组认为深圳市可以作为试点，率先推行较简化的程序及较宽松的处理政策协助香港服务业在深圳开业。深圳市政府表示，欢迎香港的服务业，特别是保险业、投资银行业及证券服务业等金融服务业到深圳开业。
2. 在开发珠三角西部市场方面，香港可担任中介角色，作为内地及有意在珠三角西部投资的外商之间的桥梁，一方面协助外商进入内地，另一方面为内地企业提供品牌管理、行政及传销等服务。
3. 香港专业服务业更可为珠三角发展蓬勃的民营企业提供服务，协助他们到香港发展。
4. 在医疗界别方面，建议香港特区政府考虑作出推动，协助业内人士与内地磋商，要求内地简化申请程序，并协助香港医疗机构在内地设立分部。为了早日取得内地批准香港医生以私人名义执业，香港应游说广东试行放宽有关规定。

On 11 May 2005, the Sub-group co-hosted a seminar with Hong Kong Coalition of Professional Services and the Guangdong Services Cooperation Sub-group under the Hong Kong/Guangdong private sector cooperation, to discuss the opportunities for Hong Kong professional sectors to enter the Guangdong market and the avenues available. Mainland officials were invited to explain to local professionals the procedures of setting up business in Guangdong. The seminar was well-received with more than 100 participants, and successfully enhanced the understanding of the Hong Kong professional sectors in this respect.

Other Comments

1. In the past 20 years, the Shenzhen Special Economic Zone had spearheaded a wide array of reforms. The Sub-group considered that a pilot scheme can be carried out in Shenzhen, in which simplified procedures and relaxed policies could be put in place to facilitate Hong Kong's services sector to establish business in Shenzhen. The Shenzhen Municipal Government had indicated that Hong Kong's services sector was welcomed to set up business in Shenzhen, especially financial services such as insurance, investment banking and securities.
2. In respect of market expansion in western PRD, Hong Kong may serve as a bridge between the Mainland and foreign investors interested in western PRD. Hong Kong can assist foreign enterprises to enter into the Mainland, while providing services such as brand management, administration and direct sales to Mainland enterprises.
3. Hong Kong's professional services sector may also render services to the growing private enterprises in western PRD, facilitating them to start up business in Hong Kong.
4. In so far as the medical sector is concerned, it is suggested that HKSAR Government should assist the medical professions to hold discussions with the Mainland authorities on streamlining relevant application procedures, and to set up sub-offices in the Mainland. In order to secure approval from the Mainland for Hong Kong medical practitioners to set up private practice as soon as possible, the HKSAR Government should consider lobbying Guangdong for a pilot relaxation of relevant regulations.

未来工作

工作小组会与政府及有关机构继续跟进以下事项：

1. 探讨协助服务业和专业服务业人士进入广东省市场的方法，并向粤港政府反映有关情况，争取放宽进入内地市场的条例。
2. 研究如何跟进旅游、文化及体育工作小组的建议，争取将旅游服务纳入CEPA内，让香港旅行社可以在内地经营。
3. 两地政府应继续沟通，尽量简化手续，方便香港服务业进入广东省市场。
4. 探讨如何把握广东省经济急速发展的机会，开发商机，并协助及支持广东省发展服务行业。

Future Work

The Sub-group would continue to take forward the following initiatives with the governments and relevant organisations:

1. to explore means to facilitate the services sector and the professional sectors to enter the Guangdong market, and to reflect the situation to both the Guangdong and HKSAR governments, with a view to relaxing regulations on access to the Mainland market;
2. to study how to follow up recommendations of the Tourism, Culture and Sports Sub-group, with a view to incorporating tourism services into CEPA and allowing Hong Kong's travel agents to set up business in the Mainland;
3. to urge the two governments to enhance communication with each other and streamline procedures where possible, so as to facilitate the access of Hong Kong's services sector into the Guangdong market; and
4. to identify ways to capitalise on and seize new business opportunities brought about by the rapid economic development of Guangdong Province, as well as to facilitate and support the development of services industry in the province.

