

# 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

在商务委员会2004/05年报中总结工作时，联合投资贸易推广工作小组指出由于涉及的事宜非常广泛，所以小组应与广东省小组订立清晰的方向和共同的目标，并集中处理几个重要范畴。

商务委员会其后委托工作小组负责研究有关吸引内地民营企业来港的事宜，这是商务委员会在2004/05年度三个主要研究课题之一。此外，工作小组决定与粤方小组加紧合作，进一步向广东企业推广香港的投资环境。

### 工作进度及意见

#### 1. 吸引广东省投资者来港

工作小组就香港中央政策组与广东省发展研究中心进行的《鼓励广东民营企业到香港发展业务研究》提供意见。

这项研究于2005年年底完成。据研究的其中一项发现，约四分之一(24%)的广东民企正计划出外成立公司或办事处，其中三分二表示香港是他们属意的地方。

工作小组和商务委员会已详细考虑研究报告的内容。研究的主要发现之一，是现时粤港两地有多个机构协助广东民企到香港开业<sup>1</sup>。工作小组建议建立平台，统筹资讯发放和推广活动，藉以整合工作，提升效率。这个平台亦可发挥下列作用，使各方的工作更有成效：

<sup>1</sup> 这些机构包括贸易发展局、投资推广署、中国国际贸易促进委员会广东分会，以及多个商会等。

### Objectives and Scope of Work

In the Council's 2004/05 Annual Report, the Sub-group concluded that due to the diverse nature of issues involved, it was important to develop, together with the Guangdong side, a clear direction and shared goals on the way forward, focusing on a few key areas.

Since then the Council has delegated to the Sub-group one of the three subjects being considered in 2004/05, namely, attracting Mainland private enterprise to Hong Kong. The Sub-group has also decided to work more closely with the Guangdong counterpart to further promote the investment environment in Hong Kong to Guangdong enterprises.

### Work Progress and Suggestions

#### 1. Attracting Guangdong investors to Hong Kong

The Sub-group contributed to a study that was undertaken by the Hong Kong Central Policy Unit in conjunction with the Guangdong Development Research Centre on "Encouraging Guangdong Private Enterprises to set up Business in Hong Kong".

The study, completed in late 2005, found among other things, that about one-quarter (24%) of private enterprises in Guangdong were planning to set up companies or offices abroad. Among them, two-thirds had indicated Hong Kong as the preferred location.

The Sub-group and the Council had studied the report in detail. One major findings was that currently many Hong Kong and Guangdong organisations were involved in helping Guangdong private enterprises establish operation in Hong Kong.<sup>1</sup> The Sub-group recommended that this should be rationalised through the establishment of a platform to coordinate dissemination of information and promotional activities to achieve better results. In addition, this platform can amplify the effort by various parties by:

<sup>1</sup> These organisations included Trade Development Council, Invest Hong Kong, Chinese Council for the Promotion of International Trade - Guangdong Sub-Council, and various chambers of commerce.



- i. 提高广东企业的认知；
- ii. 加强现时协助企业开拓业务工作(如培训活动)的成效；
- iii. 集中运用额外资源，如推行更持久的传媒推广计划，或者由商会举办更切合企业需要的支援活动；
- iv. 让广东企业更容易取得有关香港的资讯；及
- v. 协助不同机构合作，促进彼此的工作，达到“整合机构”的目的。

## 2. 内地商人移居计划

工作小组认为，对于有意来港开业又拟举家移居香港的内地企业家来说，可以在港居留具有一定的吸引力。因此，工作小组已主动与保安局和入境事务处磋商，研究是否有可行途径鼓励内地商人移居香港并在此开展业务。

## 3. 与粤方工作小组合作

工作小组在2004/05年度与粤方小组进行了初步接触，其后又与广东外商投资企业协会黄志炜先生担任组长的粤方小组举行了多次会议。双方同意为了整个地区的长远利益着想，应持续合作，联手推广贸易与投资。

2005年9月，两个小组在广州合办赴港投资宣讲会，向有意来港的珠三角民企介绍香港，共有超过200名准投资者参加，反应热烈。出席者认为内容非常切合实际。在工作小组的协助下，部分有意投资者其后更组成考察团，于2006年来港实地考察，与本港政府部门和商界会晤，了解来港开业的具体问题。

- i. raising awareness of Guangdong enterprises;
- ii. enhancing the effectiveness of current capacity-building programmes such as training activities;
- iii. providing a focus for investing additional resources, e.g. a more sustained media campaign, or customised supporting activities by chambers of commerce;
- iv. improving Guangdong enterprises' access to information on Hong Kong; and
- v. facilitating "institutional integration" by bringing various agencies together for cooperation.

## 2. Immigration scheme for Mainland business people

The Sub-group considered that the prospect of residing in Hong Kong would be attractive to Mainland entrepreneurs who might wish to set up business in Hong Kong and at the same time, relocate their family here. The Sub-group has initiated an exchange of views with the Security Bureau and Immigration Department on possible avenues to encourage Mainland business people to relocate to Hong Kong and set up business here.

## 3. Working with Guangdong counterpart

Following initial contacts in 2004/05, the Sub-group held several meetings with its Guangdong counterpart headed by Mr Huang Zhiwei of the Guangdong Association of Enterprises with Foreign Investment. The two sides agreed to join hands to promote trade and investment through a sustained joint effort, for the long term interest of the whole region.

In September 2005, the Sub-group co-organised a seminar in Guangzhou with its Guangdong counterpart to introduce Hong Kong to private enterprises in the PRD, which were interested in setting up business in Hong Kong. The seminar was well received with over 200 potential investors taking part. Participants found the seminar very practical and relevant. Subsequently, some of the potential investors formed a delegation to Hong Kong in 2006, supported by the Sub-group, to meet with the HKSAR government and the business sector on practical aspects of setting up business in Hong Kong.

## 未来工作

展望来年，工作小组会继续单独或与粤方合作进行计划和研究，向海外市场推广大珠三角地区，以及致力吸引广东企业来港开业。有关工作包括：

1. 与粤方小组加强合作，在珠三角城市合办赴港投资宣讲会，并接待广东的投资考察团；
2. 继续探讨为所有协助广东企业“走出去”的推广机构建立共用平台；
3. 研究方法，改善现时在港的珠三角企业提供的支援服务；以及
4. 与入境事务处跟进以协助更多内地商人和专业人士移居香港。

## Future Work

In the year ahead, the Sub-group would continue to undertake projects and studies, both on its own and together with Guangdong, to promote the GPRD region to overseas markets and to attract Guangdong enterprises to set up business in Hong Kong. They include:

1. to step up cooperation with Guangdong side in organising promotional seminars in PRD cities on setting up business in Hong Kong, as well as receiving delegations of potential investors from Guangdong;
2. to continue to explore the establishment of a common platform for all organisations involved in facilitating Guangdong businesses "Going Out";
3. to examine ways to improve the current support services provided to PRD enterprises in Hong Kong; and
4. to follow up with the Immigration Department on facilitating more Mainland business people and professionals to relocate to Hong Kong.

