

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

年内，工作小组已跨越商议阶段，进而采取具体行动，协助广东投资者来港。工作小组与由黄志炜先生担任组长的粤方工作小组举行多次会议后，在投资推广署及驻粤经济贸易办事处(驻粤办)的协助下，曾安排数次联合投资及贸易推广宣讲会及考察团。从这些活动中，我们逐渐摸索出一个推广模式，就是先接触广东民营企业，再邀请他们来港亲身体验香港的营商环境。

工作进度及意见

协助内地投资者来港

不少广东企业现时尚未完全了解借助香港「走出去」的优势。因此，商务委员会的当前要务是协助内地企业，特别是中小型企业，加深认识香港的营商环境，增加他们来港投资的信心。

继2005年9月于广州举办首个赴港投资实务宣讲会后，工作小组再于2006年5月与粤方工作小组、投资推广署及驻粤办合办首个广东民营企业代表团访港。是次访问约有40名广东企业代表参加，让他们可直接了解在港开业的审批程序、相关的香港特区政府部门的运作情况，以及本地专业团体和商会提供的支援。

Objectives and Scope of Work

During the year the Sub-group has moved beyond communication to concrete action in facilitating Guangdong investors to come to Hong Kong. Following several meetings with our Guangdong counterpart chaired by Mr Huang Zhiwei, and with the help of Invest Hong Kong and the Hong Kong Economic and Trade Office in Guangdong (GDETO), the Sub-group organised a few seminars and delegations on joint investment and trade promotion. From these activities, a "template" has begun to emerge, namely, reaching out to private enterprises in Guangdong and then bringing them to Hong Kong for first-hand experience of the Hong Kong business environment.

Work Progress and Suggestions

Facilitating Mainland investors to Hong Kong

Many Guangdong enterprises had yet to fully appreciate the strengths of Hong Kong as a platform for "going out". A priority for the Council was thus to help Mainland enterprises, especially small and medium enterprises, gain a better understanding of the business environment of Hong Kong and enhance their confidence to invest in the territory.

Following the first Hong Kong Investment Promotion Seminar in Guangzhou in September 2005, the Sub-group and its Guangdong counterpart, together with Invest Hong Kong and GDETO jointly organised the first delegation of Guangdong privately-owned enterprises to Hong Kong in May 2006. With about 40 delegates participating, the visit enabled the

Guangdong enterprises to understand first-hand the approval procedures for setting up business in Hong Kong, the operation of the relevant HKSAR government departments, as well as the support offered by local professional bodies and chambers of commerce.





2006年8月，工作小组连同粤方工作小组、投资推广署及驻粤办在佛山举办第二次赴港投资实务宣讲会，参加者多达200人。讲者包括广东省及香港特区政府人员，以及银行、法律及会计行业的专家；宣讲会为广东企业提供来港开业的实用资讯。

继佛山的宣讲会后，工作小组、投资推广署及驻粤办于2006年12月举办为期两天的「立足香港，迈向国际」研讨会及考察活动，吸引60间从事零售、贸易、酒店、印刷，以及电子的广东企业参加。我们以借助香港进军国际市场为题，向参加者讲述在港开业的程序及相关法规，以及如何利用本港推广产品及服务；此外，我们亦阐述业务拓展策略和各项中小企业资助计划，并介绍有关移居本港的实用意见。此外，我们更安排一个同业洽谈会，让参加者与一批本港商人会晤，交流行业资讯及实际经验，并探讨合作的可能性。

方便经商人士往来

工作小组在先一项研究中发现一个重要问题，就是广东民营企业为员工申请来港工作签证方面遇到困难。因此，简化广东投资者来港的入境程序，是工作小组持续跟进的工作。

工作小组曾与香港特区政府相关部门进行正式及非正式讨论，研究「资本投资者入境计划」及「输入内地人才计划」等移居计划所起的作用。工作小组会继续研究方法，促使内地人才通过公司内部调职安排来港出任行政及管理职位，并鼓励内地专业人士和人才来港创业。

In August 2006, together with its Guangdong counterpart, Invest Hong Kong and GDETO, the Sub-group presented the second Hong Kong Investment Promotion Seminar to a 200-strong audience in Foshan. With speakers from both the Guangdong and HKSAR governments and private sector experts in the banking, legal and accounting professions, the seminar provided practical information for Guangdong enterprises on setting up in Hong Kong.

The Foshan event was followed in December 2006 by the two-day seminar and study programme entitled "Hong Kong - Platform for Guangdong Enterprises to Go Global". Organised by the Sub-group, its Guangdong counterpart, Invest Hong Kong and GDETO, the event brought 60 Guangdong enterprises ranging from retail, trading, hotel to printing and electronics. Under the broad theme of using Hong Kong as the platform to enter the world market, the delegates were briefed on procedures and regulations on setting up in Hong Kong, product and services promotion via the Hong Kong platform, business expansion strategies, various funding schemes available for SMEs, and practical advice on immigration matters. A matching session was also added in which the delegates meet with a group of Hong Kong businessmen to exchange sector information and practical experience, as well as explore possible cooperation among themselves.

Facilitating movement of business persons

One major issue identified in a previous study conducted by the Sub-group was the difficulty encountered by Guangdong private enterprises in seeking approval for employment visas in Hong Kong for their staff. The facilitation of immigration procedures for Guangdong investors to travel to Hong Kong is thus an ongoing issue pursued by the Sub-group.

Through both formal and informal discussion with the relevant HKSAR Government departments, the Sub-group considered the relevance of the various immigration schemes such as the Capital Investment Entrant Scheme and the schemes of

机构支援

工作小组认为协助广东企业来港，应由其所在地著手。工作小组经详细讨论及研究后得出结论，认为香港商贸团体的各个机构(包括投资推广署、驻粤办、香港贸易发展局、各大商会及业界团体)极需在广东设立一个联合平台，用以统筹资讯、避免工作重迭和加强各项推广工作的成效；商务委员会对此亦表赞同。工作小组会继续研究整体策略规划的需要，确保各方的努力可优势互补，取得更理想成效。

至于已在港植根的内地企业，工作小组认为有需要更深入查找和分析他们所面对的特定问题，从而为他们提供最佳的支援服务。工作小组现正与相关商业机构合力探讨可否在港成立商会，协助已来港开业的广东企业。

总结

截至2006年12月，共有754家广东企业已获广东省政府批准来港开业，涉及的总合约投资额为33.25亿美元(265亿元人民币)。若把过去以较非正式渠道来港开业的企业也一并计算，则投资额将远超此数。投资者对广东企业并不陌生，因为现时已有56家广东企业在本港上市。随着珠江三角洲一带的经济不断融合，粤港双向贸易和投资的前景一片光明。商务委员会和工作小组会不断努力探讨相关事宜和计划，务求两地建立更紧密的经济关系。

admission for Mainland talents and professionals. The Sub-group would continue to explore ways of facilitating intra-company transfer arrangements for Mainland professionals to take up executive and management positions in Hong Kong, as well as encourage Mainland professionals and talents to set up business in Hong Kong.

Institutional support

The Sub-group considered that facilitation of Guangdong enterprises should start from their home territory. After thorough discussion and deliberation, the Sub-group has concluded, with the support of the Council, that there was a strong need for a unified platform for different organisations of the Hong Kong Inc in Guangdong - including Invest Hong Kong, GDETO, the Trade Development Council, and the various chambers of commerce and industry bodies - to coordinate information, avoid duplication of work, and amplify the effect of various promotional efforts. The Sub-group would continue to study the need for an overall strategic planning to ensure that the effort of different parties are complementary and to achieve better results.

For Mainland enterprises already setting foot in Hong Kong, the Sub-group considered that there was a need to identify and analyse in greater depth the specific problems they encountered, so as to provide them with better support services. The Sub-group was engaging relevant business organisations to explore the concept of setting up a chamber of commerce in Hong Kong to assist Guangdong enterprises operating in Hong Kong.

Conclusion

As of December 2006, 754 Guangdong enterprises had been approved by the Guangdong Provincial Government to set up in Hong Kong, involving a total contractual investment amount of US\$3.325 billion (RMB 26.5 billion). The figures would be much higher if enterprises that came to Hong Kong through less formal channels in the past were also counted. To the investing public, Guangdong enterprises are familiar entities, 56 of them being listed in Hong Kong. With continual economic integration among the Pearl River Delta, bright prospects beckon in the two-way trade and investment between Guangdong and Hong Kong. The Council and the Sub-group would continue to pursue the ongoing issues and projects to help facilitate this closer economic relationship.