

三個主要研究課題報告

*Reports on three
major areas of study*





吸引內地企業來港開業

Attracting Mainland Enterprises to Hong Kong

吸引民營企業來港的重要性

內地民營經濟經過二十多年的發展，已經成為中國經濟新一輪發展的原動力。最新的資料顯示，內地民營企業已有近300萬家。民營企業主要集中在廣東、上海、江蘇及浙江四省市。這些民營企業經過多年發展已有一定的對外投資的能力，並正積極開拓海外市場。

中央政府由1992年開始便鼓勵內地企業到境外投資。在2003年，中共十六大報告談及民營企業「走出去」的政策，指出：「實施『走出去』戰略是對外開放新階段的重大舉措，鼓勵和支援有比較優勢的各種所有制企業對外投資，帶動商品和勞務出口，形成一批有實力的跨國企業和著名品牌。」

雖然不少內地企業在過去十多年已經開始向外發展，包括來港上市或集資，但是商務委員會認為應該研究如何進一步吸引內地的民營企業來港發展。這是一個雙贏的方案。對內地民營企業來說，香港是國際金融及商業中心，擁有優越的條件，可為內地企業發展提供優良的融資、財務或管理等服務。到香港投資一方面可以集資，另一方面也可在香港提升技術和吸收管理方面的經驗，從而令企業在邁向國際市場時更加成熟和更有信心。對香港來說，吸引內地企業來港發展，可為香港的金融及專業服務界拓展商機和擴大與內地的商業聯繫，並會為本港製造就業機會。

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 16th 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.

研究和工作進度

在研究這個課題時，商務委員會參考了香港特區政府中央政策組委託香港理工大學中國商業中心編寫的「內地有關政策及措施對方便民營企業來港經營的影響」研究報告。同時，在粵港合作聯席會議的架構下，廣東省發展研究中心及香港特區政府中央政策組正就鼓勵廣東民企到港發展業務進行研究。商務委員會的聯合投資貿易推廣工作小組亦就上述研究與廣東省發展研究中心的課題組舉行了一次交流會議。

根據商務委員會的研究，吸引更多廣東省民營企業來港開業的工作可集中在幾方面。首先是企業本身的狀況。其次是香港有甚麼優勢吸引內地企業利用香港的服務，以及企業使用這些服務時遇到的困難。第三方面是審批企業來港開業的程序。

(1) 廣東省民營企業本身的狀況

廣東省民營企業發展的歷史仍短，這些民營企業無論在內部管理、投資策略、品牌意識或技術方面仍處於發展階段。另外，部分民營企業對國際市場的運作也不熟悉，也可能不大了解在香港營商的情況。

在這方面，香港可以為廣東省企業提供協助。憑藉CEPA的契機，香港的專業服務可在廣東省成立辦事處，為準備到香港發展的企業提供財務或投資方面的專業服務，亦可以為民營企業提供管理人才訓練，加強它們向外發展的條件，並為邁向國際市場作好準備。

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) 香港為內地民營企業提供的服務

香港的優勢在於擁有自由的市場經濟體制，對投資和商業活動限制較少，稅率低，政策和規例一視同仁，力求便利所有企業來港經營。香港能提供優良的金融和專業服務，並擁有良好的國際市場網絡。此外，廣東企業應較易適應香港的文化、語言和環境。

民營企業來港發展，除了一般企業融資和貿易融資外，還可以利用香港為企業自創的品牌做推廣，以香港作為平台，進一步打入國際市場。

為了使民營企業更加了解在香港成立公司、會計和法律方面的規例和手續等，商務委員會希望政府和有關商會或專業團體，例如香港貿易發展局和投資推廣署等，可以向有興趣來港發展的內地企業簡介有關的資料和香港可為他們提供的服務，協助他們來港發展。

(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) 簡化內地的審批程序

商務委員會得悉，現時內地審批這些民營企業向外投資的申請時，例如審批工作人員簽證和投資項目方面，手續比較繁複，可能影響企業來港發展的計劃。

商務委員會希望中央政府商務部去年九月推出的《關於內地企業赴香港、澳門特別行政區投資開辦企業核准事項的規定》會對簡化這些審批程序有幫助，但更希望內地政府進一步簡化這些程序，以方便民營企業的發展。

未來工作

當香港特區政府中央政策組與廣東省發展研究中心完成這個課題的研究報告後，商務委員會將會跟進報告內容，以便考慮進一步的具體建議，協助推動更多廣東省民營企業來港發展。

(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.