

落實CEPA服務業合作工作小組 Services-Implementation of CEPA Sub-group

工作目標及範圍

工作小組集中研究服務行業進入內地市場的安排及實施進度，工作目標包括研究如何加強推廣CEPA、了解及建議如何解決服務提供者在廣東省開業時遇到的困難，及研究專業服務在廣東省發展的前景及問題等。

工作進度及意見

過去一年，工作小組探討了CEPA實施以來的效益、對專業服務業帶來的機會，以及服務業在CEPA框架下進入廣東省市場所遇到的限制，尤其是個別專業例如建築、工程行業及醫療服務業等。

小組認為，在CEPA的框架下，粵港服務業的合作空間很大，但服務界特別是專業服務界，在進入內地市場方面仍然面對一定困難。小組提出了以下幾個原因：

1. 業界對內地法規不熟悉

香港服務提供者一般對內地法規並不熟悉，加上內地某些政策透明度不高，申請開業手續繁複，因此在辦理開業時遇到不少困難。例如在醫療界，內地醫生一般在醫療機構工作，私人執業情況並不普遍。在內地開辦醫療機構，除需要一定的開業資本外，申請手續也相當繁複。

2. 兩地制度不同，開業門檻仍高

在會計界，在內地執業除了要符合在內地連續居住三個月的條件外，還要取得專業考試合格。有業界反映專業考試相當困難，加上開業門檻仍高，因此中小型的會計師事務所難以在內地開業。即使個別行業的專業資格可以互認，在開業時仍可能遇到其他問題。例如在建築專業，內地採用建築、結構及其他相關行業綜合營運的模式，有別於香港一般的單一專業模式，對申請開業構成困難。工程及規劃等行業也遇到類似問題。

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.

小組認為可通過推廣合作和加強溝通，讓相關業界加強把握和發揮CEPA帶來的商機。廣東省和香港在交通、商貿、資訊、人流和物流方面關係最為密切，因此小組認為廣東省可以作為開拓內地市場的台階。具體建議包括：

1. 香港和廣東省應加強溝通和合作，提高政策和規例的透明度，簡化申請開業的手續，加強推廣宣傳，令業界更了解CEPA提供的機會及便利。
2. 廣東省可改善其"一站式服務"，以協助香港企業在廣東省內開業。粵港兩地提供申請開業服務的機構應多加溝通，了解雙方的服務需求，以提高服務品質。

2005年5月11日，工作小組與香港專業聯盟及粵港民間合作機制下的粵方服務業合作研討小組合辦了座談會，討論香港專業進入廣東省市場的機遇和方法。工作小組及香港專業聯盟安排了內地官員到訪，向香港專業人士講解在廣東開業的手續。座談會反應熱烈，與會人數高達百多人，加深了香港專業界對在廣東開業情況的了解。



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.

其他意見：

1. 過去二十年，深圳經濟特區曾帶頭推行多項改革，小組認為深圳市可以作為試點，率先推行較簡化的程序及較寬鬆的處理政策協助香港服務業在深圳開業。深圳市政府表示，歡迎香港的服務業，特別是保險業、投資銀行業及證券服務業等金融服務業到深圳開業。
2. 在開發珠三角西部市場方面，香港可擔任中介角色，作為內地及有意在珠三角西部投資的外商之間的橋樑，一方面協助外商進入內地，另一方面為內地企業提供品牌管理、行政及傳銷等服務。
3. 香港專業服務業更可為珠三角發展蓬勃的民營企業提供服務，協助他們到香港發展。
4. 在醫療界別方面，建議香港特區政府考慮作出推動，協助業內人士與內地磋商，要求內地簡化申請程序，並協助香港醫療機構在內地設立分部。為了早日取得內地批准香港醫生以私人名義執業，香港應游說廣東試行放寬有關規定。

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.

未來工作

工作小組會與政府及有關機構繼續跟進以下事項：

1. 探討協助服務業和專業服務業人士進入廣東省市場的方法，並向粵港政府反映有關情況，爭取放寬進入內地市場的條例。
2. 研究如何跟進旅遊、文化及體育工作小組的建議，爭取將旅遊服務納入CEPA內，讓香港旅行社可以在內地經營。
3. 兩地政府應繼續溝通，盡量簡化手續，方便香港服務業進入廣東省市場。
4. 探討如何把握廣東省經濟急速發展的機會，開發商機，並協助及支持廣東省發展服務行業。

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.

