

# 聯合投資貿易推廣工作小組

## Joint Investment and Trade Promotion Sub-group

### 工作目標及範圍

在商務委員會2004/05年報中總結工作時，聯合投資貿易推廣工作小組指出由於涉及的事宜非常廣泛，所以小組應與廣東省小組訂定清晰的方向和共同的目標，並集中處理幾個重要範疇。

商務委員會其後委託工作小組負責研究有關吸引內地民營企業來港的事宜，這是商務委員會在2004/05年度三個主要研究課題之一。此外，工作小組決定與粵方小組加緊合作，進一步向廣東企業推廣香港的投資環境。

### 工作進度及意見

#### 1. 吸引廣東省投資者來港

工作小組就香港中央政策組與廣東省發展研究中心進行的《鼓勵廣東民營企業到香港發展業務研究》提供意見。

這項研究於2005年年底完成。據研究的其中一項發現，約四分之一(24%)的廣東民企正計劃出外成立公司或辦事處，其中三分二表示香港是他們屬意的地方。

工作小組和商務委員會已詳細考慮研究報告的內容。研究的主要發現之一，是現時粵港兩地有多個機構協助廣東民企到香港開業<sup>1</sup>。工作小組建議建立平台，統籌資訊發放和推廣活動，藉以整合工作，提升效率。這個平台亦可發揮下列作用，使各方的工作更有成效：

<sup>1</sup> 這些機構包括貿易發展局、投資推廣署、中國國際貿易促進委員會廣東分會，以及多個商會等。

### 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. 提高廣東企業的認知；
- ii. 加強現時協助企業開拓業務工作(如培訓活動)的成效；
- iii. 集中運用額外資源，如推行更持久的傳媒推廣計劃，或者由商會舉辦更切合企業需要的支援活動；
- iv. 讓廣東企業更容易取得有關香港的資訊；及
- v. 協助不同機構合作，促進彼此的工作，達到"整合機構"的目的。

## 2. 內地商人移居計劃

工作小組認為，對於有意來港開業又擬舉家移居香港的內地企業家來說，可以在港居留具有一定的吸引力。因此，工作小組已主動與保安局和入境事務處磋商，研究是否有可行途徑鼓勵內地商人移居香港並在此開展業務。

## 3. 與粵方工作小組合作

工作小組在2004/05年度與粵方小組進行了初步接觸，其後又與廣東外商投資企業協會黃志煒先生擔任組長的粵方小組舉行了多次會議。雙方同意為了整個地區的長遠利益着想，應持續合作，聯手推廣貿易與投資。

2005年9月，兩個小組在廣州合辦赴港投資宣講會，向有意來港的珠三角民企介紹香港，共有超過200名準投資者參加，反應熱烈。出席者認為內容非常適切實際。在工作小組的協助下，部分有意投資者其後更組成考察團，於2006年來港實地考察，與本港政府部門和商界會晤，了解來港開業的具體問題。

- 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.

## 未來工作

展望來年，工作小組會繼續單獨或與粵方合作進行計劃和研究，向海外市場推廣大珠三角地區，以及致力吸引廣東企業來港開業。有關工作包括：

1. 與粵方小組加強合作，在珠三角城市合辦赴港投資宣講會，並接待廣東的投資考察團；
2. 繼續探討為所有協助廣東企業"走出去"的推廣機構建立共用平台；
3. 研究方法，改善現時向在港的珠三角企業提供的支援服務；以及
4. 與入境事務處跟進以協助更多內地商人和專業人士移居香港。

## 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.

