

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

年內，工作小組已跨越商議階段，進而採取具體行動，協助廣東投資者來港。工作小組與由黃志煒先生擔任組長的粵方工作小組舉行多次會議後，在投資推廣署及駐粵經濟貿易辦事處(駐粵辦)的協助下，曾安排數次聯合投資及貿易推廣宣講會和考察團。從這些活動中，我們逐漸摸索出一個推廣模式，就是先接觸廣東民營企業，再邀請他們來港親身體驗香港的營商環境。

工作進度及意見

協助內地投資者來港

不少廣東企業現時尚未完全了解借助香港「走出去」的優勢。因此，商務委員會的當前要務是協助內地企業，特別是中小型企業，加深認識香港的營商環境，增加他們來港投資的信心。

繼2005年9月於廣州舉辦首個赴港投資實務宣講會後，工作小組再於2006年5月與粵方工作小組、投資推廣署及駐粵辦合辦首個廣東民營企業代表團訪港。是次訪問約有40名廣東企業代表參加，讓他們可直接了解在港開業的審批程序、相關的香港特區政府部門的運作情況，以及本地專業團體和商會提供的支援。



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，工作小組連同粵方工作小組、投資推廣署及駐粵辦在佛山舉辦第二次赴港投資實務宣講會，參加者多達200人。講者包括廣東省及香港特區政府人員，以及銀行、法律及會計行業的專家；宣講會為廣東企業提供來港開業的實用資訊。

繼佛山的宣講會後，工作小組、投資推廣署及駐粵辦於2006年12月舉辦為期兩天的「立足香港，邁向國際」研討會及考察活動，吸引60間從事零售、貿易、酒店、印刷，以及電子的廣東企業參加。我們以借助香港進軍國際市場為題，向參加者講述在港開業的程序及相關法規，以及如何利用本港推廣產品及服務；此外，我們亦闡述業務拓展策略和各項中小企資助計劃，並介紹有關移居本港的實用意見。此外，我們更安排一個同業洽談會，讓參加者與一批本港商人會晤，交流行業資訊及實際經驗，並探討合作的可能性。

方便經商人士往來

工作小組在先前一項研究中發現一個重要問題，就是廣東民營企業為員工申請來港工作簽證方面遇到困難。因此，簡化廣東投資者來港的入境程序，是工作小組持續跟進的工作。

工作小組曾與香港特區政府相關部門進行正式及非正式討論，研究「資本投資者入境計劃」及「輸入內地人才計劃」等移居計劃所起的作用。工作小組會繼續研究方法，促使內地人才通過公司內部調職安排來港出任行政及管理職位，並鼓勵內地專業人士和人才來港創業。

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

機構支援

工作小組認為協助廣東企業來港，應由其所在地著手。工作小組經詳細討論及研究後得出結論，認為香港商貿團體的各個機構(包括投資推廣署、駐粵辦、香港貿易發展局、各大商會及業界團體)極需在廣東設立一個聯合平台，用以統籌資訊、避免工作重疊和加強各項推廣工作的成效；商務委員會對此亦表贊同。工作小組會繼續研究整體策略規劃的需要，確保各方的努力可優勢互補，取得更理想成效。

至於已在港植根的內地企業，工作小組認為有需要更深入查找和分析他們所面對的特定問題，從而為他們提供最佳的支援服務。工作小組現正與相關商業機構合力探討可否在港成立商會，協助已來港開業的廣東企業。

總結

截至2006年12月，共有754家廣東企業已獲廣東省政府批准來港開業，涉及的總合約投資額為33.25億美元(265億元人民幣)。若把過去以較非正式渠道來港開業的企業也一併計算，則投資額將遠超此數。投資者對廣東企業並不陌生，因為現時已有56家廣東企業在本港上市。隨着珠江三角洲一帶的經濟不斷融合，粵港雙向貿易和投資的前景一片光明。商務委員會和工作小組會不斷努力探討相關事宜和計劃，務求兩地建立更緊密的經濟關係。

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.