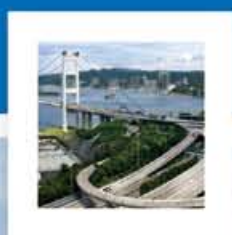


# 主席報告

## Chairman's Statement





過去兩年，粵港合作邁上新台階。2011年3月，國家公布的《十二五規劃綱要》，首次設立「港澳專章」，確認粵港合作在國家發展策略中的功能和定位，又明確表示中央政府支持廣東在對香港服務業開放中「先行先試」，並逐步將有關措施拓展到其他地區。

同年8月，國家副總理李克強在訪港期間公布了共三十多項支持香港經濟和社會發展的措施，涵蓋經貿、金融、民生和社會事業、旅遊和粵港合作等廣闊範疇。其後，特區政府與國家商務部簽訂了《內地與香港關於建立更緊密經貿關係的安排(補充協議8)》(CEPA 8)，進一步擴大、深化內地市場對香港開放。這一連串的發展，方向堅定、步伐有序、節奏緊密，皆有助促進大珠三角區域之間優勢互補，雙贏合作。粵港政府、企業和民間各方面倘能把握這些機會，必可在國家改革開放的過程中，繼續貢獻力量。

In the past two years, the cooperation between Guangdong and Hong Kong has made a significant progress. In March 2011, "the Outline of the 12<sup>th</sup> Five-Year Plan for National Economic and Social Development of the People's Republic of China" (the 12<sup>th</sup> Five-Year Plan) was promulgated. For the first time, an individual chapter was dedicated to Hong Kong and Macao and the significant functions and positioning of the Hong Kong in the national development strategy was elaborated in the chapter. It also supported Guangdong to further open up its service industries for Hong Kong on a pilot basis and extended the pilot scheme to other regions gradually.

In August of the same year, our Vice Premier Li Keqiang announced more than 30 supportive measures in areas such as trading, finance, people's livelihood and social services for boosting Hong Kong's economic and social developments during his visit to Hong Kong. After that, the Supplement VIII to Closer Economic Partnership Arrangement (CEPA 8) was signed between the Hong Kong and the Ministry of Commerce for deepening the open-up of the Mainland market. These measures helped foster further collaboration in the Greater Pearl River Delta region so that both sides of Guangdong and Hong Kong could be benefitted. Through the work of governments, businesses and communities, we believe we can take economic development of Hong Kong and Guangdong to new heights and make new contributions to our country.



## 服務業的融合—未來三十年粵港經濟合作模式

粵港過去三十年的緊密合作，在服務業和製造業互相分工，為國家改革開放提供了示範和參考作用。未來三十年，我相信粵港將繼往開來，特別是在服務業方面進一步加強合作，為粵港經濟發展開拓更大空間。在「十二五」期間，廣東致力加快轉變經濟發展方式、調整經濟結構和增加服務業比重，而香港服務業發展成熟，佔生產總值已超過九成，拓展業務腹地，是業界進一步增長的關鍵。由此可見，粵港在服務業的互補性很強，雙方合作，長遠將有助強化大珠三角區域在世界經濟中的綜合競爭力。

## Integration of Services Industries-Mode of Economic Cooperation of Hong Kong-Guangdong in the Coming 30 Years

The close cooperation of Hong Kong and Guangdong in the services and manufacturing industries in the past three decades serves as an example from which our country could draw reference in its reform and opening up. In the coming 30 years, I believe Hong Kong and Guangdong will continue to work closely together especially in strengthening cooperation in the services industries to add higher value to the economies of Hong Kong and Guangdong and to serve the market in the whole Nation. During the 12<sup>th</sup> Five-Year period, Guangdong proposes to expedite the transformation of the mode of economic development, adjust its economic structure and increase the weighting of the services industries. In Hong Kong, our services industries already account for over 90% of our GDP; and we would like to extend our service hinterland. We can see that there is strong complementarity between Hong Kong and Guangdong in the services industries. Cooperation will be conducive to strengthening the combined competitiveness of the Greater Pearl River Delta region in the international arena in the long run.



## 應充分運用廣東強勁的製造基礎，促進企業「出口轉內銷」

近年，全球發展的一個新趨勢，是經濟重心逐步轉向亞洲。世界各主要品牌均愈來愈重視開發亞洲市場。從企業的角度來說，中國已不僅僅是一個生產採購基地，亦是潛力巨大的銷售市場。從「中國生產」到「中國銷售」，將會是「十二五」期間的重要主題。

目前，廣東有強大的製造和出口實力。面對傳統出口市場停滯，正在急速成長的中國內銷市場正好帶來機會。倘能協助在廣東的生產企業就地升級、開拓內銷市場，落實內外貿一體化，將是粵港未來發展的關鍵所在。多年來，香港企業在開拓國際市場、供應鏈管理、批發分銷、物流等方面已累積豐富的經驗，正好把握機會發揮優勢服務內地市場，從而促進香港和珠三角成為全國和亞太區的生產、物流、分銷和零售中心。

## Making Full Use of the Strong Manufacturing Base of Guangdong, Businesses should be Encouraged to Switch from Export to Domestic Sales

There is currently a global trend of shifting the economic axis towards Asia. World's major brands are attaching increasing importance to the development of the Asian market. From the perspective of many enterprises, China will no longer be a mere production and procurement base but an enormous market with immense potential. The key theme in the 12<sup>th</sup> Five-Year period will be a shift from "Made in China" to "Sold in China".

Guangdong has strong manufacturing industry and export capabilities. Given the development of Mainland's domestic market, the key to the future development of Guangdong and Hong Kong lies in whether we could help combine production with sales and coordinate the integration of domestic and external trade. Hong Kong has rich experience in developing overseas markets, supply chain management, wholesale and distribution as well as logistics. We should leverage our advantage to serve the Mainland market, thereby making Hong Kong and the Pearl River Delta the production, logistics, distribution and retail centre of the country as well as the Asia-Pacific region.





## 促進四流、善用CEPA和重視人才

為配合兩地服務業的合作、促進內外貿一體發展，在「一國兩制」的基礎上，粵港雙方可考慮以下幾方面：

首先，要素流動是提升一個經濟區實力的重要一環。粵港應完善各項交通基礎建設的連接，同時，要簡化通關手續，在合適的通關口岸採用「一地兩檢」，及引入更多便捷人才、資金、資訊和貨物自由流動的措施。

另外，我們應進一步落實《十二五規劃》及《粵港合作框架協議》，充分發揮CEPA在開拓內地市場的關鍵作用，利用好深圳前海、廣州南沙、珠海橫琴等示範區，在完善服務業的標準和制度對接以及「出口轉內銷」政策等領域「先行先試」，建立平台，大力發展內銷業務。針對目前個別服務業發展遇到在制度方面的障礙，粵港兩地可共同提出建議，通過逐步完善相關的法律法規和配套政策，促進服務業發展，以吸引更多海外企業在大珠三角成立總部公司，創造需求和帶動就業。

更重要的一點，是我們應重視人才培訓，這包括大學教育和企業對員工的培訓。人才質素決定一個地區的長遠競爭力。在「十二五」期間，國家希望將服務業從現在佔整體生產總值的約百分之四十三增加到百分之四十七，在發展現代服務業領域，人才的重要性將更突出，也是走向更高增值的重要基礎。因此，粵港可加強在教育 and 培訓領域的交流合作，並推出政策吸納世界人才，使大珠三角成為人才聚集的地區。

## Promoting the Flow of Four Elements, Making Use of CEPA and Cherishing Talents

To coordinate the cooperation of services industries of the two places and to promote the integration of domestic and external trade under the principle of “One Country, Two Systems”, the two sides may consider the following:

First, flows. It is an important element in the creation of an economic area. Guangdong and Hong Kong should improve the connectivity of their transport infrastructure. Customs and immigration formalities should also be streamlined and there should be co-location of clearance facilities at suitable boundary control points to facilitate the free flow of talents, capital, information and goods.

We should also further implement the 12<sup>th</sup> Five-Year Plan and the “Framework Agreement on Hong Kong/Guangdong Cooperation”, capitalise on CEPA in gaining access to the Mainland market, make the most of the demonstration zones of Qianhai in Shenzhen, Nansha in Guangzhou and Hengqin in Zhuhai and take forward early and pilot implementation in areas such as the harmonisation of standards in services industries and the policy of turning exports into domestic sales. In view of the institutional obstacles encountered by individual services industry, Guangdong and Hong Kong could make joint proposals to improve relevant legislation and regulations as well as supporting policies with a view to taking forward development of the services industry so that more overseas businesses will set up headquarters in the Greater Pearl River Delta thereby generate demands and creating jobs.

Last but not the least, we should focus more on training our talents. This includes university education and staff training by businesses. The quality of the workforce is the deciding factor of the long-term competitiveness of a region. In the 12<sup>th</sup> Five-Year period, our Nation aims at increasing the GDP percentage of the services industries from 43% to 47%. The importance of talents is all the more pronounced as we develop modern services industries. It is also the basis for moving up the value chain. Hong Kong and Guangdong can promote cooperation and exchange in R&D and education to attract talents from all over the world and thus achieving a congregation of talents in the Greater Pearl River Delta.



## 商務委員會就香港在國家發展中的定位和落實CEPA提建議

商務委員會自2004年3月成立以來，一直致力促進香港與珠三角地區更緊密合作。為使香港可以充分發揮本身獨特的優勢來支持和配合國家發展，商務委員會在2010年特別就《香港在國家經濟發展中的角色與定位》開展了專題研究，旨在深入探討香港在國家經濟發展中的定位與角色，並提出有益於內地和香港長遠發展的建議。在2011年9月，商務委員會也成立了CEPA專責小組，旨在提出擴大深化CEPA開放的政策建議，供兩地相關政策部門參考。兩份報告分別於2010年9月及2012年2月公布。

## 感謝各位對商務委員會的支持

商務委員會期內各項工作得以順利完成，有賴各委員的支持和積極參與，在此，我謹代表商務委員會，衷心感謝各委員與事務主任盡心竭力為商務委員會服務。我也要特別感謝大會秘書處人員不辭勞苦，為商務委員會暢順運作提供了有力的支援服務。最後，我要感謝粵港兩地政府，以及中國國際貿易促進委員會廣東省分會和廣東省粵港澳合作促進會的鼎力支持和鼓勵，共同促進粵港兩地經貿合作。

大珠三角商務委員會主席  
馮國經

## Business Council's Recommendations on the Positioning of Hong Kong and Implementation of CEPA

The Business Council has been endeavoring for closer economic cooperation between Hong Kong and the Pearl River Delta ever since its establishment in March 2004. In 2010, the Business Council had proposed to conduct a study on "Hong Kong's Roles and Positioning in the Economic Development of the Nation". The objective was to explore Hong Kong's roles and positioning in the economic development of the Nation with a view to putting forward constructive recommendations for the long-term development of the Mainland China and Hong Kong. In September 2011, the Business Council carried out a research on "Recommendations on Further Liberalisation and Deepening of CEPA during the 12.5 Period", aiming to make recommendations on the trade liberalisation model and provide innovative ideas to enhance further development under the CEPA framework. The reports of the above two studies were issued in September 2010 and February 2012 respectively.

## Acknowledgements of the Support for the Business Council

On behalf of the Business Council, I wish to extend my heartfelt gratitude to each of our Members and Staff Officers for their commitment and dedication. Their contribution has brought the various tasks of the Business Council to successful completion. I would also like to thank the Secretariat for its hard work which is pivotal to the smooth operation of the Business Council. Finally, I wish to thank the Hong Kong and Guangdong Governments, the China Council for the Promotion of International Trade Guangdong Sub-Council and the Guangdong's Association for Promotion of Cooperation between Guangdong, Hong Kong and Macao for supporting and encouraging the work of the Business Council as well as fostering trade and economic cooperation between Hong Kong and Guangdong province.

Dr Victor Fung  
Chairman  
The Greater Pearl River Delta Business Council