

# 2012 - 2013

工 作 報 告 Term Report



大珠三角商務委員會  
The Greater Pearl River Delta Business Council



# 香港

工作報告全文可於以下網址瀏覽及下載：

<http://www.cmab.gov.hk/tc/issues/council.htm>

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# 報告摘要

## Executive Summary

第五屆大珠三角商務委員會的任期由2012年3月至2013年2月。商務委員會的主席由馮國經博士擔任，另有40位委員。今屆商務委員會設有四個工作小組，致力探討粵港合作的各個主要課題。四個小組分別是：

1. 跨境人流物流工作小組
2. 聯合投資貿易推廣工作小組
3. 可持續發展工作小組
4. 服務業發展及人才資源工作小組

此外，商務委員會成立了專責小組，以《業界如何發揮香港的優勢和經驗在珠三角地區拓展內銷》為題展開專題研究。

The fifth term of the Greater Pearl River Delta Business Council ran from March 2012 to February 2013. The Business Council was chaired by Dr Victor Fung and comprised 40 Members. In this term, four Sub-groups had been formed under the Business Council to study the major issues surrounding Hong Kong/ Guangdong cooperation. The four Sub-groups were:

1. Cross-boundary Passenger and Cargo Flow Sub-group
2. Joint Investment and Trade Promotion Sub-group
3. Sustainable Development Sub-group
4. Services Industry Development and Human Resources Sub-group

The Business Council also set up a Task Group to conduct a study on “Tapping the Domestic Market of the Pearl River Delta Region by Leveraging the Strengths of Hong Kong”.





## 工作小組的工作

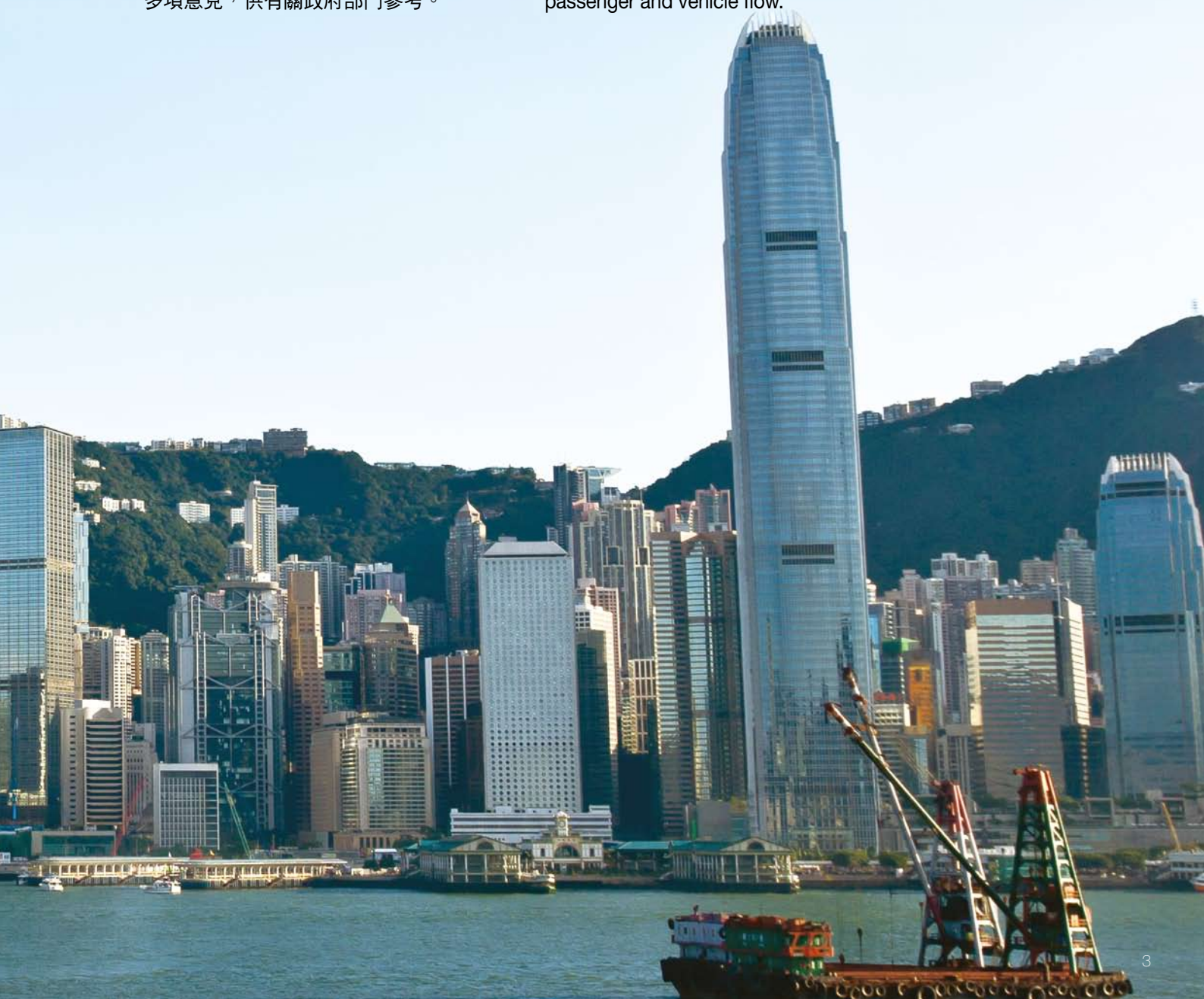
### 1. 跨境人流物流工作小組：

小組特別關注粵港兩地在改善跨境人流、車流和貨流方面的合作和進展，並著眼跨境硬件和軟件的配合。過去一年，小組就完善跨境基礎建設、促進粵港跨境人、車和貨流的便捷流動、和保持香港作為國際航運(航空和航海)中心的地位等課題作交流討論，又實地考察深圳灣口岸的設施和運作情況，並提出多項意見，供有關政府部門參考。

## Work of the Sub-groups

### 1. Cross-boundary Passenger and Cargo Flow Sub-group:

The Sub-group was concerned about improving the efficiency of cross-boundary passenger, vehicle and cargo flows, and the hardware and software coordination. In the past year, the Sub-group discussed a number of issues, including enhancing cross-boundary infrastructures and facilities, fostering smooth and efficient cross-boundary passenger, vehicle and cargo flows between Guangdong and Hong Kong, and enhancing Hong Kong's status as a global aviation and shipping centre, etc. The Sub-group also visited the Shenzhen Bay Port to examine the facilities and operation, and exchanged views with the authorities on the improvement of cross-boundary passenger and vehicle flow.



## 2. 聯合投資貿易推廣工作小組：

小組主要透過籌辦研討會及考察團等活動，協助香港企業更清楚地了解廣東省的營商環境以及促進和改善兩地業界的合作。期內，小組與服務業發展及人才資源工作小組和香港總商會合辦了「香港·前海 — 創新合作商機」研討會，從多角度探討前海開發為香港業界帶來的機遇，以及如何促進兩地之間的合作，達致互利共贏。

## 3. 可持續發展工作小組：

小組訂定了三個工作重點，分別是減少船舶排放、改善空氣質素及促進粵港兩地在環境議題上的交流合作。小組邀請了政府有關部門及業界，圍繞這些主題深入討論。小組又到廣州與廣東省環境保護廳官員會面，考察市內環保設施和運作，就雙方關注的環保議題及促進兩地合作，共同改善珠三角區域環境交換意見。

## 4. 服務業發展及人才資源工作小組：

今屆小組的主要工作目標是協助香港服務業開拓廣東市場。期內，小組與聯合投資貿易推廣工作小組和香港總商會合辦「香港·前海 — 創新合作商機」研討會，與嘉賓講者及業界代表共同探討前海發展為香港業界帶來的機遇，及業界參與前海開發的方式；小組又與智經研究中心合辦「珠三角醫療衛生服務」研討會，與業界探討香港醫療專業人員在珠三角城市開展業務的機會。

## 2. Joint Investment and Trade Promotion Sub-group:

Through study visits and seminars, the Sub-group aimed to give Hong Kong enterprises a deeper understanding of the business environment of Guangdong and to enhance business collaboration between the two places. During this term, the Sub-group co-organised a seminar entitled “Hong Kong – Qianhai: Innovation and Cooperation” with the Services Industry Development and Human Resources Sub-group and the Hong Kong General Chamber of Commerce. The seminar provided a platform for the trade to explore business opportunities arising from the development of Qianhai.

## 3. Sustainable Development Sub-group:

The Sub-group focused on three main tasks: Vessel Emission Reduction, Air Quality Improvement and Enhancing Exchange and Cooperation with Guangdong. The Sub-group had engaged stakeholders and relevant government departments in the discussion of the first two issues. The Sub-group also met with the representatives of Guangdong Environmental Protection Department, followed by a visit to the related environmental facilities in Guangzhou, to exchange views on improving the environment of the Pearl River Delta region and strengthening cooperation.

## 4. Services Industry Development and Human Resources Sub-group:

Assisting Hong Kong's service industries to open up the Guangdong market was the main objective of the Sub-group. During the period, the Sub-group joined hands with the Joint Investment and Trade Promotion Sub-group and the Hong Kong General Chamber of Commerce in organising the seminar entitled “Hong Kong – Qianhai: Innovation and Cooperation”, during which guest speakers and representatives from the business sectors exchanged views on how Hong Kong enterprises could take part in and contribute to the development of Qianhai. At a forum jointly organised with the Bauhinia Foundation Research Centre, the Sub-group shared views with the trade on the business opportunities available to Hong Kong medical professionals in the Pearl River Delta cities.



## **《業界如何發揮香港的優勢和經驗在珠三角地區拓展內銷》 專責小組**

把握國家擴大內地消費需求的政策所帶來的商機，發揮香港優勢及經驗推動港商在珠三角地區拓展內銷，將有助於促進香港和珠三角地區成為全國和亞太區的消費品生產、物流、分銷和零售中心，並推動粵港兩地經濟進一步發展。商務委員會於2012年7月成立專責小組，與香港特區政府中央政策組協作進行研究，通過走訪香港企業及工商支援服務機構，個案分析及總結有關企業及機構開拓內銷的經驗，提出具實務性和可操作的建議供港商、工商團體、工商支援服務機構及兩地政府參考。

### **商務委員會的對外聯繫**

過去一年，商務委員會與轄下的四個工作小組積極與粵港兩地政府、廣東省粵港澳合作促進會、商界、學術界、專業團體和智囊組織等保持緊密聯繫。主要的聯繫活動包括：

- 2012年4月，商務委員會與香港特區政府代表就粵港經貿合作的最新情況、機遇和挑戰作交流並反映業界的意見，探討兩地可加強溝通合作的方向和空間。
- 2012年5月，商務委員會出席由國家商務部、廣東省政府和香港特區政府在港舉辦的CEPA宣講會，向兩地政府反映業界對CEPA及其補充協議的落實、服務貿易開放和便利貿易投資措施、以及廣東省實施先行先試措施等課題的意見。

## **Task Group on “Tapping the Domestic Market of the Pearl River Delta Region by Leveraging the Strengths of Hong Kong”**

Riding on the Mainland's policy to expand domestic consumption demand, it would be beneficial to the economic development of both Hong Kong and Guangdong if Hong Kong enterprises could leverage their strengths and experience to open up the domestic market of the Pearl River Delta region, thereby making Hong Kong and the Pearl River Delta region the production, logistics, distribution and retail centre of the country as well as the Asia Pacific region. The Business Council set up a task group in July 2012, and in collaboration with the Hong Kong Government Central Policy Unit, carried out a research into this area. Through interviews with Hong Kong enterprises and industry support organisations, and case analysis, the task group drew up practical and workable recommendations for the reference of stakeholders and the Governments of Hong Kong and Guangdong.

### **External Liaison of the Business Council**

In the past year, the Business Council and its Sub-groups maintained close liaison with the Governments of Hong Kong and Guangdong, the Guangdong's Association for Promotion of Cooperation between Guangdong, Hong Kong and Macao, as well as the trade, relevant business organisations, academia, professional bodies and think-tanks. Major liaison activities included:

- In April 2012, the Business Council had exchange of views with representatives of the Hong Kong Government on the latest development of Hong Kong/Guangdong economic and trade cooperation, and explored possible areas for fostering communication and cooperation between the two places.
- In May 2012, the Business Council attended the CEPA seminar jointly organised by the Ministry of Commerce, Guangdong Provincial Government and Hong Kong Government, and conveyed the concerns and views of the trade on the implementation of CEPA and its Supplementary Agreements, liberalisation of trade in services, trade and investment facilitation and CEPA early and pilot implementation measures in Guangdong.

- 2012年7月，商務委員會邀請香港特區政府代表於會議上介紹CEPA補充協議九的內容，並反映業界意見，就如何向業界進一步推廣通過CEPA開拓內地市場及加強政府與業界之間的溝通提出建議。
- 2012年7月，商務委員會邀請內地專家於委員會會議上介紹《廣東省服務業發展「十二五」規劃》內容，並探討粵港兩地服務業可深化合作的範疇、方式和方向。
- 2012年9月，粵港合作聯席會議第十五次會議於廣州舉行。商務委員會以書面形式向兩地政府匯報工作進度及反映商界的意見。
- 2012年10月，聯合投資貿易推廣工作小組聯同服務業發展及人才資源工作小組和香港總商會合辦「香港·前海 —
- In July 2012, the Business Council invited a representative from the Hong Kong Government to give a presentation on the measures under Supplement IX to CEPA. The Business Council reflected the views of the trade and urged the government to enhance communication with the trade on the implementation of CEPA.
- The Business Council invited a Mainland expert to present the “12<sup>th</sup> Five-Year Plan for the Development of Services Industry of Guangdong” in July 2012, and shared views with Members on the future direction for deepening cooperation with Guangdong.
- At the 15<sup>th</sup> Plenary of the Hong Kong/Guangdong Cooperation Joint Conference held in September 2012, the Business Council provided a written report on work progress of the Business Council.
- In October 2012, the Joint Investment and Trade Promotion Sub-group and the Services Industry Development and Human Resources Sub-group joined hands with the Hong Kong General Chamber of Commerce in hosting a seminar entitled “Hong Kong – Qianhai: Innovation and Cooperation”. The event provided a platform for discussion with representatives from the business sector on the relevant policies and business opportunities available.





創新合作商機」研討會，協助業界了解相關政策和優惠措施，以便把握參與前海發展的機遇。

- 2012年11月，主席馮國經博士應深圳市政府邀請，出席「2012深圳國際化城市建設研討會」擔任嘉賓講者，分享對深港在服務業方面加強合作，共同提升區域競爭力的看法。
- 2012年12月，商務委員會邀請特區政府代表於會議上介紹啟德郵輪碼頭與香港郵輪業的最新發展，並就如何提升香港作為亞太區內郵輪樞紐的優勢及促進與鄰近地區合作提出意見。
- 2012年12月，跨境人流物流工作小組實地考察深圳灣口岸，與入境事務署、香港海關及深圳邊防及海關代表，就深圳灣口岸一地兩檢的運作，以及深港兩地在改善跨境人車貨流方面的工作和進展作交流。
- 2013年1月，商務委員會組團訪問廣州，與廣東省環境保護廳官員會面，就粵港兩地共同關注的珠三角地區環境議題座談交流，並實地考察市內環保設施。
- 2013年2月，商務委員會與智經研究中心合辦「珠三角醫療衛生服務」研討會，配合智經研究中心發表的研究報告，讓在內地工作和生活的港人更多認識珠三角地區的醫療服務實況；並就深化粵港之間的合作，以及香港醫療專業人員在珠三角城市開展醫療業務的機遇作交流討論。
- In November 2012, Council Chairman Dr Victor Fung attended the “Symposium on Internationalization of Shenzhen” as a guest speaker to share his views on the possible areas for deepening cooperation between Shenzhen and Hong Kong, with a view to enhancing regional competitiveness.
- In December 2012, the Business Council invited a representative from the Tourism Commission to give a presentation on the latest development of the Kai Tak Cruise Terminal and the future of cruise tourism in Hong Kong, and exchanged views on ways to enhance the status of Hong Kong as a cruise hub, and to foster cooperation with adjacent areas.
- In December 2012, the Cross-boundary Passenger and Cargo Flow Sub-group visited the Shenzhen Bay Port and exchanged views with the Governments of Hong Kong and Shenzhen on the related work and progress of development.
- In January 2013, the Business Council sent a delegation to Guangzhou to meet with the representatives of Guangdong Environmental Protection Department, and exchanged views on environmental issues of mutual concern.
- In February 2013, the Business Council joined hands with Bauhinia Foundation Research Centre in hosting a forum on primary care services of the Pearl River Delta, and exchanged views with participants on the business opportunities for Hong Kong medical professions in the area.



香港特別行政區政務司司長  
林鄭月娥女士, GBS, JP

**Mrs Carrie LAM CHENG Yuet-ngor, GBS, JP**  
**Chief Secretary for Administration**  
**Hong Kong Special Administrative Region**

2012年是香港特區回歸國家十五周年，亦是粵港合作關鍵而成果豐碩的一年。中央政府於6月30日公布共39項加強內地與香港經貿及各方面合作的政策措施，當中超過20項直接與粵港合作有關。同年9月14日，粵港兩地政府舉行第十五次粵港合作聯席會議，同意重點推動粵港率先基本實現服務貿易自由化，再一次凸顯粵港兩地不斷擴大深化合作的努力。

商務委員會一直十分關注國家的發展進程，通過舉辦及參與論壇、研討會，交流考察活動，及進行專題研究等，深入探討粵港經貿合作和最新情況、機遇和挑戰，向特區政府提出很多有參考價值和寶貴的意見。

自2004年成立以來，商務委員會在馮國經博士的領導和委員們的積極參與和大力支持下，充分發揮其獨特角色，吸納工商界、專業團體、學術界、工商支援機構及智囊組織就加強香港與大珠三角地區經貿

In 2012, we celebrated the 15<sup>th</sup> Anniversary of the Hong Kong Special Administrative Region (SAR). 2012 is also a year of fruitful cooperation between Hong Kong and Guangdong. A package of 39 policy measures was announced by the Central Government on 30 June to strengthen Hong Kong's cooperation with the Mainland in trade and other areas, among which more than 20 are of direct relevance to Guangdong. At the 15<sup>th</sup> Plenary of the Hong Kong/Guangdong Cooperation Joint Conference held on 14 September, both sides agreed to accord top priority to pursuing early achievement of liberalisation of trade in services between the two places, underscoring both sides' commitment to expand and deepen cooperation by leveraging on the country's staunch support for Hong Kong's economic development.

The Business Council maintained a keen interest in developments in the country. Through participation in forums, seminars, visits and topical studies, the Business Council examined the progress, opportunities and challenges of economic and trade cooperation between Hong Kong and Guangdong and put forward valuable views and suggestions to the Hong Kong SAR Government.

Since its inception in 2004, the Business Council, under the leadership of Dr Victor Fung and active support of its Members, had played a unique role in converging opinions from businesses, professionals, academia, business support bodies and think-tanks on the enhancement of Hong Kong's economic ties with the Greater Pearl River Delta region and development of the regional economy. The Business Council also published a number of study



聯繫及推動區域內經濟發展的意見，又就香港在國家經濟發展中的定位、CEPA的擴大深化，以及香港業界如何發揮優勢和經驗在珠三角地區拓展內銷以把握國家擴大內需的機遇等課題完成了多份專題研究報告，在特區政府制定相關政策的過程中發揮了十分積極的作用，建樹良多。

我謹代表特區政府對馮博士和歷屆委員不懈的努力和誠摯的付出，致以衷心的感謝。

reports conducive to our formulation of relevant policies, including Hong Kong's role and positioning in the economic development of the country, further liberalisation and deepening of CEPA, and tapping the domestic market of the Pearl River Delta region by leveraging the strengths of Hong Kong.

On behalf of the SAR Government, I extend my sincere gratitude to Dr Fung and all who have served as Members for their dedicated contributions to the Business Council's success.

香港特別行政區政務司司長  
林鄭月娥

**Mrs Carrie LAM**  
**Chief Secretary for Administration**  
**Hong Kong Special Administrative Region**

# 主席報告

## Chairman's Statement





商務委員會於2004年3月成立，是一個由特區政府委任的諮詢組織，為來自商界、專業界別、智庫等委員提供討論平台，就如何加強粵港兩地經貿合作促進雙向貿易及投資等課題，向兩地政府提供建議。

## 商務委員會過去五屆的工作成果

過去九年，商務委員會有幸參與，亦見證了粵港合作的長足發展。例如，2011年3月，國家公布《十二五規劃綱要》，首次加入「港澳專章」，確認粵港合作在國家發展策略中的功能和定位；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；2012年，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(補充協議九)》(CEPA 9)，進一步擴大、深化內地市場對香港開放。

The Business Council, established in March 2004, is an advisory body appointed by the Hong Kong Government. It provides a platform for its Members from the business community, professional sector and think-tanks to put up recommendations to the Governments of Hong Kong and Guangdong on fostering economic cooperation, trade and investment between the two places.

## Achievements of the Past Five Terms of the Business Council

Nine years on, the Business Council has been privileged to participate in and witness the momentous growth in the ties between Hong Kong and Guangdong. For instance, 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 with an unprecedented dedicated chapter on Hong Kong and Macao. The significant functions and positioning of Hong Kong in the national development strategy were elaborated in the chapter. In August 2011, Vice Premier Li Keqiang visited Hong Kong and announced over 30 measures in areas including trade, finance, livelihood and social services, tourism, and Hong Kong/Guangdong collaboration to support Hong Kong’s economic and social development. In 2012, Supplement IX to the Closer Economic Partnership Arrangement (CEPA) was signed between the Ministry of Commerce and the Hong Kong Government to further open up the Mainland market to Hong Kong.

商務委員會每一屆均會就重要議題撰寫研究報告，從最初的珠三角西部發展、廣東省產業結構轉型等課題，到如何回應《珠江三角洲地區改革發展規劃綱要》、香港在國家經濟發展中該擔當的角色，再到近年的擴大深化CEPA開放、拓展內銷等研究，所有委員及有關研究人員均悉力以赴，為兩地政府提供切實可行的建議。我很高興兩地政府在制定相關政策時充分考慮我們的建議。這不啻是對商務委員會工作的一種認同。

此外，商務委員會也經常通過舉辦或參與論壇、研討會、交流考察活動，和出席粵港合作聯席會議等，與粵港兩地相關部門的官員、商界、學者等社會各界人士就粵港合作的議題作討論及交流意見。

The Business Council has published study reports on important topics in each of its term. They include the early investigations on Western Pearl River Delta (PRD)'s development and Guangdong's economic restructuring, followed by suggestions pertaining to "The Outline of the Plan for the Reform and Development of the PRD" and Hong Kong's roles in the national economic drive, as well as the more recent studies on taking forward CEPA and domestic sales. The effective recommendations devised are the result of devoted efforts by Members and the respective research teams. I am pleased that the authorities have taken the recommendations into full account when formulating relevant policies. This is good recognition indeed of the work of the Business Council.

The Business Council has also organised or participated in forums, seminars, visit and exchange activities, and attended the Hong Kong/Guangdong Cooperation Joint Conference. Through these events it meets with government officials, business people, academics and other sectors from Hong Kong and Guangdong to exchange views on cross-boundary cooperation.

In 2013, the Business Council will be re-organised and renamed the "Consultative Committee on Economic and Trade Cooperation





商務委員會將於今年重組成為「香港與內地經貿合作諮詢委員會」，並擴大職能，以涵蓋香港與內地所有地區的經貿事宜。其實，近年內地急速發展，而香港與內地的連繫亦早已從三十多年前主要集中在珠三角伸展到珠三角以外的省市：泛珠三角、中西部、東北地區等。此次重組，是順理成章，亦是與時並進。

### 進一步加強兩地服務業的融合

無可否認，兩地過去30年的緊密合作，在服務業和製造業互相分工，為改革開放提供了示範和參考作用。未來30年，我相信兩地將繼往開來，特別是在服務業方面進一步加強合作，為兩地經濟發展開拓更大空間。在「十二五」期間，內地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，兩地在服務業的互補性很強，雙方合作，長遠將有助強化國家在世界經濟中的綜合競爭力。

between Hong Kong and the Mainland". Its expanded terms of reference will cover economic and trade issues between Hong Kong and all regions in the Mainland. Hong Kong's connections with the Mainland used to be focused on the PRD region in the beginning stage about three decades ago. With the rapid development of the Mainland in recent years, such connections have already been extending to other places as well, including the Pan-PRD region, central, western, and northeastern regions of the country. The re-organisation is a most logical move to keep abreast with the times.

### Further Cross-boundary Integration in Services Industries

The collaboration and division of labour between Hong Kong and the Mainland in the past 30 years has indisputably provided good reference for the country's reform and opening up. I am sure the next 30 years will see more efforts to build on this foundation and broaden the economic horizon of both sides through, in particular, closer cooperation in services industries. During the 12<sup>th</sup> Five-Year Plan period, the Mainland will expedite the transformation of the mode of economic development, adjust its economic structure and increase the weighting of services industries. In Hong Kong, services industries are well developed and already account for over 90% of our GDP, so we must expand our service hinterland. The strong complementarity between Hong Kong and the Mainland in this regard is evident. Cooperation will also be conducive to enhancing the overall competitiveness of China in the international arena in the long run.



## 運用國家強勁的製造基礎，積極開拓本銷市場

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，內地擁有強大的製造實力。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。倘能協助在內地的生產企業就地升級、開拓內銷市場，落實內外貿一體化，將是兩地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。

## 未來發展的另一關鍵 — 人才匯聚

香港缺乏天然資源，能發展成為今日的國際大都會，靠的不是天然資源，而是人才。故此，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，兩地可加強在教育 and 培訓領域的交流合作，並推出政策吸納世界人才，使兩地成為人才聚集的地區。

## Mainland's Strong Manufacturing Base and Promising Domestic Market

The world's economic centre of gravity is shifting to Asia in recent years. Major brands around the world are attaching increasing importance to the Asian market. For business corporations, China is no longer a mere production and procurement base, but also an enormous market with immense potential. A key theme in the 12<sup>th</sup> Five-Year Plan period will be a shift from "Made in China" to "Sold in China".

The Mainland possesses a strong manufacturing capacity. Given the rapid development of its domestic market vis-a-vis stagnation of the conventional export markets, the key to the future success of Hong Kong and the Mainland lies in whether we could combine production with sales and coordinate the integration of domestic and external trade. Hong Kong has accumulated rich experience over the years in developing overseas markets, supply chain management, wholesale and distribution, as well as logistics. We should leverage these advantages to serve the Mainland market.

## Another Key to Future Development – Attracting Talents

Hong Kong itself has very limited natural resources. It is by virtue of our human capital that we have developed into a cosmopolitan city. As such, we should focus on training our talents. This includes university education and staff training by businesses. The quality of the workforce in a place is the deciding factor of its long-term competitiveness. Under the 12<sup>th</sup> Five-Year Plan, the Mainland is to increase the GDP share of 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 the Mainland can promote cooperation and exchange in R&D and education to attract talents from all over the world.



## 感謝各位對商務委員會的支持

商務委員會在過去近10年內各項工作得以順利完成，實在有賴各前任及現任委員的支持和積極參與。在此，我謹代表商務委員會，衷心感謝各前任及現任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。

我很高興商務委員會將於今年重組成為「香港與內地經貿合作諮詢委員會」，並擴大職能，以涵蓋香港與內地所有地區的經貿事宜。我深信，「香港與內地經貿合作諮詢委員會」將會成為一個新的溝通和交流的平台，讓有心人繼續為兩地加強經貿合作，推動長遠發展作出貢獻。

大珠三角商務委員會主席  
馮國經

## 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 former and incumbent Members and Staff Officers for their commitment and dedication. Their contribution has brought the various tasks of the Business Council to successful completion throughout the past nine years. 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.

I look forward to the re-organisation of the Business Council into the "Consultative Committee on Economic and Trade Cooperation between Hong Kong and the Mainland" in 2013. Its expanded terms of reference will cover economic and trade issues between Hong Kong and all regions in the Mainland. I am confident that the Consultative Committee will serve as a new communication and exchange platform for stakeholders to continue contributing to the closer economic and trade cooperation and long-term prosperity of Hong Kong and the Mainland.

Dr Victor Fung  
Chairman  
The Greater Pearl River Delta Business Council

# 職權範圍及架構

## Terms of Reference and Structure





## 職權範圍

### Terms of Reference

向行政長官提出建議，並在粵港合作聯席會議框架下運作，促使大珠江三角洲(大珠三角)地區在經濟上更緊密合作，負責：

1. 就加強粵港在經濟及其他方面合作所需的政策及推行策略提出建議，藉此推動兩地更多增值合作和可持續發展；
2. 提供途徑，讓粵港兩地的私營機構就如何進一步促進雙向貿易及投資交流意見；
3. 收集香港商界及專業界別對粵港合作事宜的意見，並轉達兩地政府；
4. 協同中央政策組進行關於大珠三角地區日後經濟發展的策略研究；及
5. 與廣東的省市機關建立更緊密的聯繫。

To advise the Chief Executive and to operate under Hong Kong/ Guangdong Cooperation Joint Conference to foster closer economic cooperation within the Greater Pearl River Delta (GPRD) region by:

1. advising on the policies and implementation strategies needed to enhance the economic and other cooperation between Hong Kong and Guangdong, which in turn will facilitate more value-added operations and sustainable development on both sides of the boundary;
2. providing a forum for the private sectors in Hong Kong and Guangdong to exchange views with one another on how to further promote two-way trade and investments;
3. collecting opinions of Hong Kong business and professional sectors on issues relating to Hong Kong/Guangdong cooperation and channeling them to both governments;
4. in collaboration with the Central Policy Unit, conducting strategic research into the future economic development of the GPRD region; and
5. establishing closer ties with provincial and municipal institutions in Guangdong.



## 委員及事務主任名單

### List of Members and Staff Officers

| 主席     | Chairman                                               | 事務主任  | Staff Officers                             |
|--------|--------------------------------------------------------|-------|--------------------------------------------|
| 馮國經博士  | Dr Fung Kwok-king, Victor                              | 張家敏先生 | Mr Chang Ka-mun                            |
|        |                                                        | 陳素貞女士 | Ms Chan So-ching                           |
|        |                                                        | 馬家華女士 | Ms Ma Ka-wa, Carol (1.3.2012 - 12.11.2012) |
| 委員     | Member                                                 | 事務主任  | Staff Officers                             |
| 包立賢先生  | Mr Andrew Brandler                                     | 陳紹雄先生 | Mr Chan Siu-hung                           |
| 陳健波議員  | The Hon Chan Kin-por                                   | -     | -                                          |
| 陳子政先生  | Mr Chan Tze-ching, Ignatius                            | 鄧世安先生 | Mr Tang Sai-on, Paul                       |
| 張炳良教授  | Prof Cheung Bing-leung, Anthony (1.3.2012 - 30.6.2012) | -     | -                                          |
| 程伯中教授  | Prof Ching Pak-chung                                   | -     | -                                          |
| 范駿華先生  | Mr Fan Chun-wah, Andrew                                | 劉偉仲先生 | Mr Lau Wai-chung                           |
| 方剛議員   | The Hon Fang Kang, Vincent                             | 張麗娟女士 | Ms Cheung Lai-kuen, Bibi                   |
| 方正先生   | Mr Fong Ching, Eddy                                    | -     | -                                          |
| 方文雄先生  | Mr Fong Man-hung, David                                | 何少翠女士 | Ms Sandy Ho                                |
|        |                                                        | 楊漫綺女士 | Ms Ophelia Yeung                           |
| 何君堯先生  | Mr Ho Kwan-yiu, Junius                                 | 徐奇鵬先生 | Mr Tsui Kei-pang, Wilfred                  |
| 許漢忠先生  | Mr Hui Hon-chung, Stanley                              | 曾慧儀女士 | Ms Eva Tsang                               |
| 許華傑先生  | Mr Hui Wah-kit, Michael                                | 丁妙雅女士 | Ms Valda Ding                              |
| 洪克協先生  | Mr Hung Hak-hip, Peter                                 | 曹端杰先生 | Mr Ricky Tso                               |
| 林孝賢先生  | Mr Lam Hau-yin, Lester                                 | 黃思樂先生 | Mr Billy Wong                              |
| 林健枝教授  | Prof Lam Kin-che                                       | -     | -                                          |
| 林天福先生  | Mr Lam Tin-fuk, Frederick                              | 溫少文先生 | Mr Johnny Wan                              |
| 劉展灝先生  | Mr Lau Chin-ho, Stanley                                | -     | -                                          |
| 劉鎮漢先生  | Mr Lau Chun-hon, Anthony                               | 梁建恆先生 | Mr Paul Leung                              |
| 劉遵義教授  | Prof Lau Juen-yee, Lawrence                            | -     | -                                          |
| 劉鳴煒先生  | Mr Lau Ming-wai                                        | -     | -                                          |
| 羅穎怡女士  | Ms Law Wing-yee, Wendy                                 | -     | -                                          |
| 梁高美懿女士 | Mrs Leung Ko May-yee, Margaret                         | 葉慧思女士 | Ms Dorothy Yip                             |
| 梁劉柔芬女士 | Mrs Leung Lau Yau-fun, Sophie                          | -     | -                                          |
| 李國棟醫生  | Dr Li Kwok-tung, Donald                                | 謝雲珍女士 | Ms Tse Wan Chun, Amy                       |
| 李文岳先生  | Mr Li Wen-yue                                          | 吳嘉樂先生 | Mr Michael Wu                              |
| 李大壯先生  | Mr Lie-A-Cheong Tai-chong, David                       | -     | -                                          |
| 羅揚傑先生  | Mr Lo Yeung-kit, Alan                                  | -     | -                                          |
| 黃永光先生  | Mr Ng Win-kong, Daryl                                  | 余漢坤先生 | Mr Randy Yu                                |
| 顏吳餘英女士 | Mrs Ngan Ng Yu-ying, Katherine                         | 曹漢華先生 | Mr Cho Hon-wa, Sammy                       |
| 邵世昌先生  | Mr Shiu Sai-cheung, Ian                                | 陳怡女士  | Ms Stephanie Chen                          |
| 單仲偕議員  | The Hon Sin Chung-kai                                  | -     | -                                          |
| 孫啟烈先生  | Mr Sun Kai-lit, Cliff                                  | 潘婉華女士 | Ms Poon Yuen-wah, Alexandra                |
| 施榮懷先生  | Mr Irons Sze                                           | 梁世華先生 | Mr S.W. Leung, Paul                        |
| 戴德豐博士  | Dr Tai Tak-fung                                        | 藍志明先生 | Mr Nam Chi-ming, Gibson                    |
| 董立新先生  | Mr Tung Lieh-sing, Alan                                | 馮國華先生 | Mr Teddy Fung                              |
| 王祖興先生  | Mr Wong Tsu-hing, Harold                               | -     | -                                          |
| 王冬勝先生  | Mr Wong Tung-shun, Peter                               | 梁兆基先生 | Mr Leung Siu-kay, George                   |
| 胡定旭先生  | Mr Wu Ting-yuk, Anthony                                | 袁莎妮女士 | Ms Shirley Yuen                            |
|        |                                                        | 謝雲珍女士 | Ms Tse Wan Chun, Amy                       |
|        |                                                        | 黃延萍女士 | Ms Christina Huang (1.3.2012 - 31.12.2012) |
| 楊敏德女士  | Ms Yang Mun-tak, Marjorie                              | 孔君道先生 | Mr Dodie Hung                              |
| 余鵬春先生  | Mr Yu Pang-chun                                        | 蘇兆永先生 | Mr Ray So                                  |



## 工作小組 Sub-groups

### 跨境人流物流工作小組 Cross-boundary Passenger and Cargo Flow Sub-group

| 召集人   | Convenor                    |       |                         |
|-------|-----------------------------|-------|-------------------------|
| 許漢忠先生 | Mr Hui Hon-chung, Stanley   |       |                         |
| 委員    | Member                      |       |                         |
| 洪克協先生 | Mr Hung Hak-hip, Peter      | 羅揚傑先生 | Mr Lo Yeung-kit, Alan   |
| 劉鎮漢先生 | Mr Lau Chun-hon, Anthony    | 黃永光先生 | Mr Ng Win-kong, Daryl   |
| 劉遵義教授 | Prof Lau Juen-yee, Lawrence | 邵世昌先生 | Mr Shiu Sai-cheung, Ian |
| 劉鳴煒先生 | Mr Lau Ming Wai             | 董立新先生 | Mr Tung Lieh-sing, Alan |

### 聯合投資貿易推廣工作小組 Joint Investment and Trade Promotion Sub-group

| 召集人   | Convenor                   |        |                                |
|-------|----------------------------|--------|--------------------------------|
| 胡定旭先生 | Mr Wu Ting-yuk, Anthony    |        |                                |
| 委員    | Member                     |        |                                |
| 范駿華先生 | Mr Fan Chun-wah, Andrew    | 梁高美懿女士 | Mrs Leung Ko May-yee, Margaret |
| 方剛議員  | The Hon Fang Kang, Vincent | 李文岳先生  | Mr Li Wenyue                   |
| 許華傑先生 | Mr Hui Wah-kit, Michael    | 顏吳餘英女士 | Mrs Ngan Ng Yu-ying, Katherine |
| 林孝賢先生 | Mr Lam Hau-yin, Lester     | 孫啓烈先生  | Mr Sun Kai-lit, Cliff          |
| 林天福先生 | Mr Lam Tin-fuk, Frederick  | 施榮懷先生  | Mr Irons Sze                   |
| 劉展灝先生 | Mr Lau Chin-ho, Stanley    | 王冬勝先生  | Mr Wong Tung-shun, Peter       |
| 羅穎怡女士 | Ms Law Wing-yee, Wendy     | 余鵬春先生  | Mr Yu Pang-chun                |

## 工作小組 Sub-groups

### 可持續發展工作小組 Sustainable Development Sub-group

| 召集人   | Convenor                         |       |                         |
|-------|----------------------------------|-------|-------------------------|
| 楊敏德女士 | Ms Yang Mun-tak, Marjorie        |       |                         |
| 委員    | Member                           |       |                         |
| 包立賢先生 | Mr Andrew Brandler               | 黃永光先生 | Mr Ng Win-kong, Daryl   |
| 林健枝教授 | Prof Lam Kin-che                 | 董立新先生 | Mr Tung Lieh-sing, Alan |
| 李大壯先生 | Mr Lie-A-Cheong Tai-chong, David |       |                         |

### 服務業發展及人才資源工作小組 Services Industry Development and Human Resources Sub-group

| 召集人   | Convenor                    |        |                               |
|-------|-----------------------------|--------|-------------------------------|
| 陳子政先生 | Mr Chan Tze-ching, Ignatius |        |                               |
| 委員    | Member                      |        |                               |
| 程伯中教授 | Prof Ching Pak-chung        | 梁劉柔芬女士 | Mrs Leung Lau Yau-fun, Sophie |
| 范駿華先生 | Mr Fan Chun-wah, Andrew     | 李國棟醫生  | Dr Li Kwok-tung, Donald       |
| 方 正先生 | Mr Fong Ching, Eddy         | 單仲偕議員  | The Hon Sin Chung-kai         |
| 方文雄先生 | Mr Fong Man-hung, David     | 孫啓烈先生  | Mr Sun Kai-lit, Cliff         |
| 何君堯先生 | Mr Ho Kwan-yiu, Junius      | 戴德豐博士  | Dr Tai Tak-fung               |
| 劉鎮漢先生 | Mr Lau Chun-hon, Anthony    | 王祖興先生  | Mr Wong Tsu-hing, Harold      |



## 專責小組 Task Group

《業界如何發揮香港的優勢和經驗在珠三角地區拓展內銷》專責小組  
Task Group on “Tapping the Domestic Market of the Pearl River Delta Region by Leveraging the Strengths of Hong Kong”

| 召集人     | Convenor                   |        |                          |
|---------|----------------------------|--------|--------------------------|
| 林天福先生   | Mr Lam Tin-fuk, Frederick  |        |                          |
| 委員      | Member                     |        |                          |
| 方 剛議員   | The Hon Fang Kang, Vincent | 孫啓烈先生  | Mr Sun Kai-lit, Cliff    |
| 許華傑先生   | Mr Hui Wah-kit, Michael    | 王祖興先生  | Mr Wong Tsu-hing, Harold |
| 洪克協先生   | Mr Hung Hak-hip, Peter     |        |                          |
| 中央政策組代表 | CPU Representative         |        |                          |
| 洪 雯博士   | Dr Hong Wen, Wendy         |        |                          |
| 顧問      | Advisor                    |        |                          |
| 封小雲教授   | Prof Feng Xiao-yun         | 張計劃副教授 | Assoc Prof Zhang Ji-hua  |

# 大珠江三角洲最新發展情況

## Latest Developments of the Greater Pearl River Delta





這章節共分為六個部分。前三部分介紹廣東和大珠三角地區的最新經濟概況；第四及第五部分將分析珠三角的發展目標及粵港合作區的新進展。第六部分則簡述大珠三角地區的最新基礎建設項目和政府政策措施。

This chapter is divided into 6 parts. Part I, II and III will give the general economic overview of Guangdong as well as the Greater Pearl River Delta region. Key development goals for Guangdong and latest updates of the cooperation zones between Hong Kong and Guangdong will be covered in Part IV and Part V. Part VI will introduce the major government initiatives and recent infrastructure projects in the Greater Pearl River Delta region.

## I. 廣東省經濟發展現況

## I. Economic Overview of Guangdong

廣東是中國人口最多的省份。根據2011年的廣東統計年鑑，廣東共有常住人口1.044億，土地面積為179 812.7平方公里。

Guangdong is the most populous province in China. Encompassing a total land area of 179 812.7 sq. km, the province had a 104.4 million permanent population by the end of 2010, according to the Guangdong Statistical Yearbook 2011.

廣東位處南中國沿岸，由21個地級市組成。其中，廣州、佛山、肇慶、深圳、東莞、惠州、珠海、中山、江門九座城市統稱為珠三角地區。珠三角地區是中國製造業的重鎮，2010年佔廣東地區生產總值79%，並佔廣東社會消費零售總額72.4%。

Located on the southern coast of China, Guangdong is composed of 21 cities at prefecture level. Of which, Guangzhou, Foshan, Zhaoqing, Shenzhen, Dongguan, Huizhou, Zhuhai, Zhongshan and Jiangmen are the 9 major cities forming a region commonly known as the Pearl River Delta. The Pearl River Delta region, a manufacturing hub of national importance, contributed 79% to total GDP of Guangdong in year 2010. Meanwhile, the region also accounted for a 72.4% share of total retail sales of consumer goods of Guangdong in 2010.

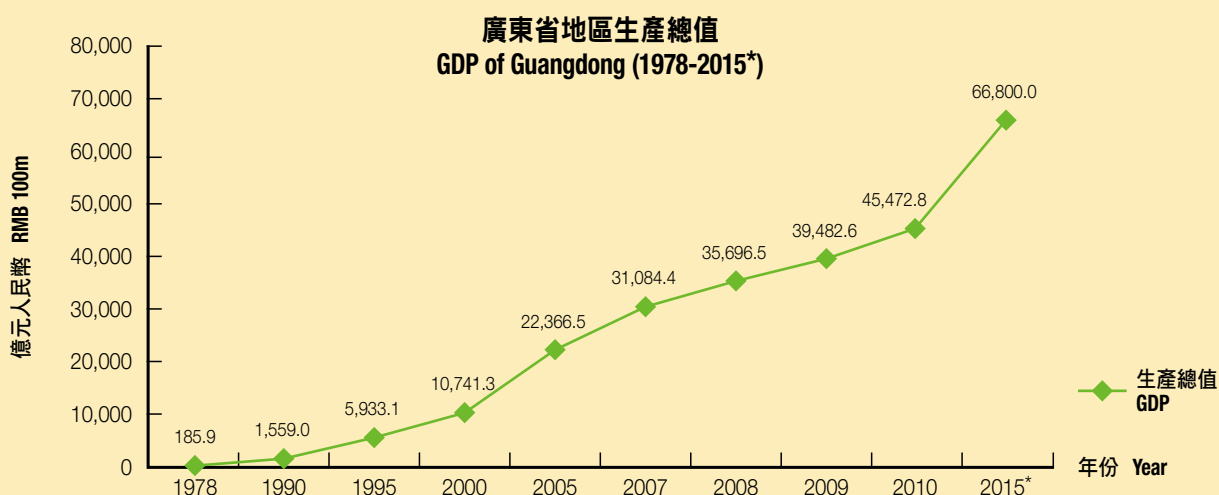


## 1. 廣東地區生產總值

2010年，廣東錄得地區生產總值45,472.8億元人民幣，同比增長15.2%。到2015年，廣東的生產總值預期將達到66,800億元人民幣，年均增長8%。

## 1. GDP of Guangdong

In 2010, Guangdong registered a GDP of RMB 4.5 trillion with a year-on-year growth of 15.2%. It is forecasted that the total GDP will reach RMB 6.7 trillion by 2015, with an annual growth rate of 8%.



資料來源：2011廣東統計年鑑  
\* 2015年數字為預算值

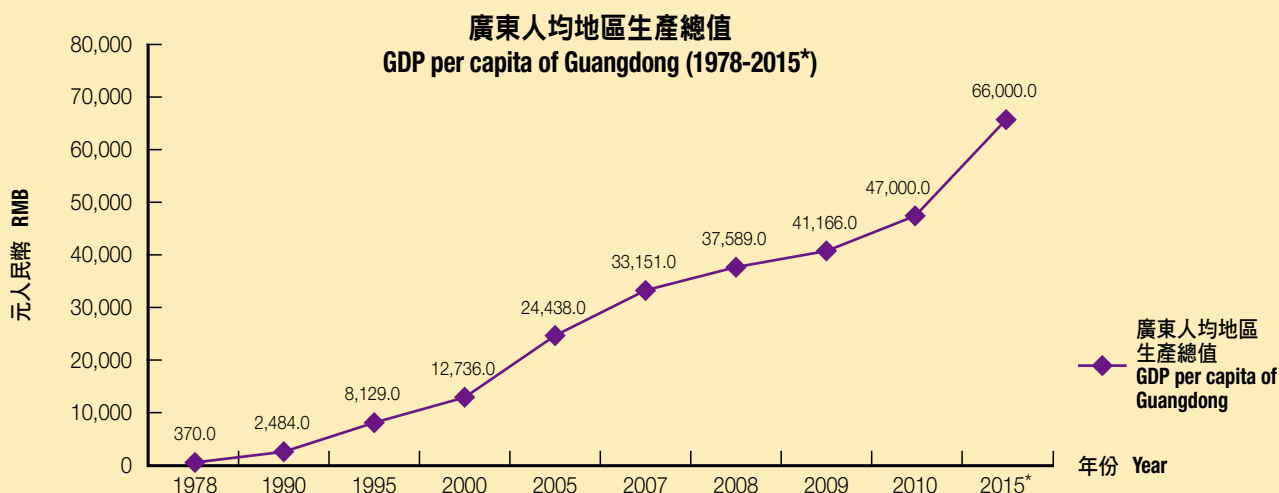
Source: Guangdong Statistical Yearbook 2011  
\* The figure of 2015 is projection

## 2. 人均地區生產總值

自中國經濟改革開放以來，廣東人均地區生產總值由1978年的370元人民幣，增加至2010年的47,000元人民幣，年均增長14.2%；預計到2015年將增至66,000元人民幣，年均增速7%。

## 2. GDP Per Capita

Since China adopted the economic reform and opening-up policy, the GDP per capita of Guangdong has increased from RMB 370 in 1978 to RMB 47,000 in 2010, representing an annual growth of 14.2%. It is expected that the GDP per capita will increase to RMB 66,000 by 2015, with an annual growth rate of 7%.



資料來源：2011廣東統計年鑑  
\* 2015年數字為預算值

Source: Guangdong Statistical Yearbook 2011  
\* The figure of 2015 is projection



### 3. 消費品零售額

隨著居民的收入增加，消費品零售額由1978年的79.9 億元人民幣，增至2010年的17,414.7億元人民幣，按年增長16.9%；預計到2015年將達到35,000億元人民幣。

### 3. Retail Sales of Consumer Goods

In line with the income growth, the amount of retail sales of consumer goods has increased from RMB 8.0 billion in 1978 to RMB 1.7 trillion in 2010 with an annual growth of 16.9%. By estimation, the figure will reach RMB 3.5 trillion by 2015.

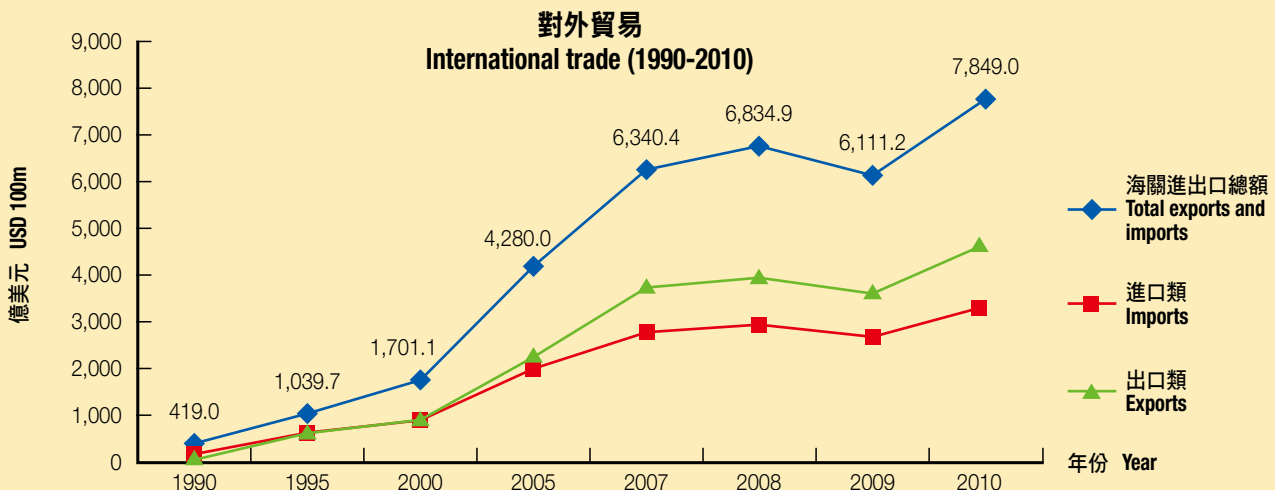


### 4. 進出口總額

2010年，廣東進出口總額為7,849.0億美元，其中，進口額為3,317.1億美元，出口額為4,531.9億美元，全年貿易順差1,214.8億美元。2010年，廣東佔全國進口和出口總額的26.3%和29.6%。到2015年，廣東進出口總額將超過1萬億美元。

### 4. Total Exports and Imports

Total imports and exports of Guangdong were USD 784.9 billion in 2010. Of which, total imports were USD 331.7 billion and total exports were USD 453.2 billion, representing a total trade surplus of USD 121.5 billion. In 2010, Guangdong accounted for 26.3% of the total national imports and 29.6% of the total national exports. By 2015, the total imports and exports will exceed USD 1 trillion.



## II. 珠江三角洲九市\*經濟情況 (2009-2010年)

## II. Major Economic Indicators of the Pearl River Delta\* (2009-2010)

| 珠江三角洲九市<br>Nine cities in PRD                                                            | 2009     | 佔全省比重<br>Percentage to the<br>Guangdong province (%) | 2010     | 按年增長<br>Year-on-year growth<br>rate (%) | 佔全省比重<br>Percentage to the<br>Guangdong province (%) |
|------------------------------------------------------------------------------------------|----------|------------------------------------------------------|----------|-----------------------------------------|------------------------------------------------------|
| <b>基本資料 Basic information</b>                                                            |          |                                                      |          |                                         |                                                      |
| 土地面積 (平方公里)<br>Land Area (sq.km)                                                         | 54 733.0 | 30.4                                                 | 54 733.0 | /                                       | 30.4                                                 |
| 年末常住人口 (萬人)<br>Permanent Population at the Year-end<br>(10 000 persons)                  | 5 361.7  | 52.9                                                 | 5 616.4  | 4.8                                     | 53.8                                                 |
| 城鎮人口 (萬人)<br>Urban Population (10 000 persons)                                           | 4 336.6  | 67.5                                                 | 4 646.0  | 7.1                                     | 67.2                                                 |
| 年末從業人員 (萬人)<br>Employed Persons at the Year-end<br>(10 000 persons)                      | 3 261.0  | 57.7                                                 | 3 377.4  | 3.6                                     | 58.7                                                 |
| <b>生產數據 Production data</b>                                                              |          |                                                      |          |                                         |                                                      |
| 地區生產總值 (億元人民幣)<br>Regional GDP (RMB 100 million)                                         | 32,147.0 | 79.4                                                 | 37,673.3 | 17.2                                    | 79.0                                                 |
| 第一產業<br>Primary Industry                                                                 | 723.6    | 35.7                                                 | 809.8    | 11.9                                    | 35.1                                                 |
| 第二產業<br>Secondary Industry                                                               | 15,427.5 | 80.0                                                 | 18,313.5 | 18.7                                    | 79.3                                                 |
| 第三產業<br>Tertiary Industry                                                                | 15,995.9 | 83.4                                                 | 18,550.0 | 16.0                                    | 83.2                                                 |
| 各產業佔地區生產總值比例<br>Ratio of Industries to the Gross Domestic<br>Product (%)                 |          |                                                      |          |                                         |                                                      |
| 第一產業<br>Primary Industry                                                                 | 2.3      | /                                                    | 2.1      | -0.2                                    | /                                                    |
| 第二產業<br>Secondary Industry                                                               | 48.0     | /                                                    | 48.6     | 0.6                                     | /                                                    |
| 第三產業<br>Tertiary Industry                                                                | 49.8     | /                                                    | 49.2     | -0.6                                    | /                                                    |
| 人均生產總值 (元人民幣)<br>GDP per capita (RMB)                                                    | 61,231.0 | /                                                    | 68,633.3 | 12.1                                    | /                                                    |
| <b>本土經濟 Domestic Economy</b>                                                             |          |                                                      |          |                                         |                                                      |
| 全社會固定資產投資總額 (億元人民幣)<br>Total Investment in Fixed Assets<br>(RMB 100 million)             | 9,603.6  | 71.9                                                 | 11,355.8 | 18.2                                    | 70.5                                                 |
| 社會消費品零售總額 (億元人民幣)<br>Total Amount of Retail Sales of Consumer<br>Goods (RMB 100 million) | 10,834.7 | 72.8                                                 | 12,613.2 | 16.4                                    | 72.4                                                 |
| <b>對外經濟 External Economy</b>                                                             |          |                                                      |          |                                         |                                                      |
| 出口總額 (億美元)<br>Total Exports (USD 100 million)                                            | 3,417.8  | 95.2                                                 | 4,318.0  | 26.3                                    | 95.3                                                 |
| 進口總額 (億美元)<br>Total Imports (USD 100 million)                                            | 2,430.5  | 96.4                                                 | 3,195.0  | 31.5                                    | 96.3                                                 |
| 實際外商直接投資 (億美元)<br>Realised Foreign Direct Investment<br>(USD 100 million)                | 175.1    | 89.6                                                 | 183.5    | 4.8                                     | 90.5                                                 |

資料來源：2011廣東統計年鑑

\* 包括廣州、佛山、肇慶、深圳、東莞、惠州、珠海、中山、江門

Source: Guangdong Statistical Yearbook 2011

\* Includes Guangzhou, Foshan, Zhaoqing, Shenzhen, Dongguan, Huizhou, Zhuhai, Zhongshan and Jiangmen



### III. 大珠三角地區的基本資料 (2010年)

大珠江三角洲覆蓋位於廣東省的九座城市，包括廣州、佛山、肇慶、深圳、東莞、惠州、珠海、中山、江門，以及香港和澳門兩個特別行政區。以下圖表展示不同城市的基本資料。

### III. Basic Facts and Figures of the Greater Pearl River Delta, 2010

The Greater Pearl River Delta comprises nine major cities in Guangdong, namely Guangzhou, Foshan, Zhaoqing, Shenzhen, Dongguan, Huizhou, Zhuhai, Zhongshan and Jiangmen, as well as two special administrative regions, namely Hong Kong and Macao. The exhibit below shows the basic facts and figures of the respective cities.



## IV. 廣東三個經濟圈的發展目標

響應國家發展和改革委員會在2009年年初發布的《珠江三角洲地區改革發展規劃綱要（2008—2020年）》和廣東省政府在2009年年中發布的《關於加快推進珠江三角洲區域經濟一體化的指導意見》，珠三角九市先後簽定「一體化」合作框架協議，藉此整合資源，加強協調，從而推進同城發展，形成以廣州為中心城市的中心區域、以深圳市為中心城市的珠江東岸區、以珠海為中心城市的珠江西岸區，即「廣佛肇」（廣州、佛山、肇慶）、「深莞惠」（深圳、東莞、惠州）和「珠中江」（珠海、中山、江門）三個經濟圈。

廣東政府已為「廣佛肇」、「深莞惠」和「珠中江」三個經濟圈定下發展目標，並詳列於以下圖表。

## IV. Key Development Goals of the Three Economic Circles in Guangdong

In response to “the Outline of the Plan for the Reform and Development of the Pearl River Delta (2008 to 2020)” released by the National Development and Reform Commission in early 2009 and the “Guiding Opinions on Expediting the Economic Integration in the Pearl River Delta Region” promulgated by the Government of Guangdong province in mid 2009, the nine cities of Pearl River Delta had one after another entered into a cooperation framework agreement on regional integration. The aim was to integrate resources and strengthen collaboration with a view to further urban integration, a process which has given rise to the formation of three economic circles, namely the Guangzhou-Foshan-Zhaoqing Economic Circle with Guangzhou as its core city; the Shenzhen-Dongguan-Huizhou Economic Circle, which encompasses the eastern Pearl River Delta region with Shenzhen as its core city; and the Zhuhai-Zhongshan-Jiangmen Economic Circle comprising the western Pearl River Delta region with Zhuhai as its core city.

Key development goals of the three economic circles set out by the Guangdong Government are listed in the exhibit below.

### 大珠三角地區的主要發展目標 (2011至2012年) Key Development Goals of the Pearl River Delta Region in 2011 and 2012

|                                                                | 珠三角九市<br>City   | 年份<br>Year | 人均地區<br>生產總值<br>(人民幣)<br>GDP per<br>capita (RMB) | 服務業<br>增加值比重<br>Service<br>industry as<br>a share of GDP (%) | 城鎮化水平<br>Urbanisation<br>rate (%) | 城鎮居民人均<br>可支配收入 (人民幣)<br>Urban household<br>disposable income<br>per capita (RMB) | 農村居民人均<br>純收入 (人民幣)<br>Rural net income per<br>capita (RMB) |
|----------------------------------------------------------------|-----------------|------------|--------------------------------------------------|--------------------------------------------------------------|-----------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------|
| 深莞惠經濟圈<br>Shenzhen-<br>Dongguan-<br>Huizhou Economic<br>Circle | 深圳<br>Shenzhen  | 2011       | 113,129                                          | 56                                                           | 100.0                             | 34,100                                                                            | -                                                           |
|                                                                |                 | 2012       | 121,048                                          | 58                                                           | 100.0                             | 36,800                                                                            | -                                                           |
|                                                                | 東莞<br>Dongguan  | 2011       | 72,000                                           | 47                                                           | 87.2                              | 37,476                                                                            | 15,238                                                      |
|                                                                |                 | 2012       | 80,000                                           | 48                                                           | 87.5                              | 39,537                                                                            | 16,457                                                      |
|                                                                | 惠州<br>Huizhou   | 2011       | 44,182                                           | 37                                                           | 62.2                              | 25,200                                                                            | 8,682                                                       |
|                                                                |                 | 2012       | 50,000                                           | 38                                                           | 62.5                              | 27,500                                                                            | 9,200                                                       |
| 廣佛肇經濟圈<br>Guangzhou-<br>Foshan-<br>Zhaoqing Economic<br>Circle | 廣州<br>Guangzhou | 2011       | 97,900                                           | 63                                                           | 83.0                              | 32,800                                                                            | 13,148                                                      |
|                                                                |                 | 2012       | 103,700                                          | 65                                                           | 83.2                              | 35,800                                                                            | 14,332                                                      |
|                                                                | 佛山<br>Foshan    | 2011       | 92,000                                           | 38                                                           | 93.5                              | 28,900                                                                            | 12,480                                                      |
|                                                                |                 | 2012       | 102,000                                          | 40                                                           | 94.4                              | 31,800                                                                            | 13,478                                                      |
|                                                                | 肇慶<br>Zhaoqing  | 2011       | 25,500                                           | 44                                                           | 48.5                              | 17,733                                                                            | 7,235                                                       |
|                                                                |                 | 2012       | 30,000                                           | 45                                                           | 50.0                              | 19,152                                                                            | 7,799                                                       |
| 珠中江經濟圈<br>Zhuhai-<br>Zhongshan-<br>Jiangmen Economic<br>Circle | 珠海<br>Zhuhai    | 2011       | 81,000                                           | 48.7                                                         | 85.7                              | 26,900                                                                            | 9,818                                                       |
|                                                                |                 | 2012       | 85,200                                           | 51                                                           | 86.1                              | 29,600                                                                            | 10,505                                                      |
|                                                                | 中山<br>Zhongshan | 2011       | 74,000                                           | 41                                                           | 87.5                              | 25,810                                                                            | 14,034                                                      |
|                                                                |                 | 2012       | 80,000                                           | 43                                                           | 88.0                              | 27,230                                                                            | 15,000                                                      |
|                                                                | 江門<br>Jiangmen  | 2011       | 37,700                                           | 38                                                           | 50.6                              | 22,474                                                                            | 8,786                                                       |
|                                                                |                 | 2012       | 40,500                                           | 40                                                           | 50.9                              | 24,609                                                                            | 9,488                                                       |

資料來源：廣東省人民政府

Source: Guangdong Government



## V. 粵港重點合作區：深圳前海和廣州南沙

自中國經濟改革開放以來，廣東一直擔當「試驗田」的角色，為國家的經濟發展提供示範作用。三十多年後，廣東再被賦予「先行先試」的任務，其中，深圳前海和廣州南沙將是實踐「先行先試」的重點區域。

## V. Major Cooperation Zones between Hong Kong and Guangdong

Since the opening up of China in late 1970s, Guangdong has been serving as a testing field for exploring a new direction for the economic development of China and also as a role model showcasing the benefits of the opening up policy. Three decades on, Guangdong is once again endowed with an opportunity to test-run the concepts of “Early and Pilot Implementation”. It is noteworthy that the Qianhai area in Shenzhen and Nansha in Guangzhou have been chosen as the major cooperation zones between Guangdong and Hong Kong for seeking breakthroughs in innovative domains.

| 粵港合作區<br>Cooperation zones<br>between Hong Kong<br>and Guangdong | 面積<br>Area                                                     | 產業發展方向<br>Major industries                                                                                                                                                                                                                                                               | 發展目標<br>Development goals                                                                                                                                                                                                                                                                                                                                | 主要規劃文件<br>Major development plans                                                                                                           |
|------------------------------------------------------------------|----------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| 深圳前海<br>Qianhai,<br>Shenzhen                                     | 15平方公里<br>15 sq.km                                             | 重點發展現代服務業，包括金融、物流、信息科技等<br>Focusing on the development of modern service industries such as finance, logistics and information technology                                                                                                                                                | 到2020年，成為亞太區重要的生產性服務業中心和世界服務貿易重要基地<br>To become a prominent producer service centre in the Asia-Pacific region and a world-class trading service base by 2020                                                                                                                                                                                            | 《前海深港現代服務業合作區總體發展規劃》<br>“Overall Development Plan of Qianhai for the Cooperation between Shenzhen and Hong Kong in Modern Service Industry” |
| 廣州南沙<br>Nansha,<br>Guangzhou                                     | 803平方公里，其中陸地面積570平方公里<br>803 sq.km with land area of 570 sq.km | 推動發展物聯網等智慧產業，探索依托南沙保稅港區建設大宗商品交易中心和華南重要物流基地<br>Promoting the development of intellectual industries such as the internet of things, and exploring the development of a bulk commodity trading centre and a major logistics base in South China in the vicinity of Nansha Bonded Port Area | 四大功能：粵港澳全面合作新平台、珠三角世界級城市群新樞紐、華南地區科學發展新引擎、國家實施海洋戰略新基地<br>Four functions: a new platform for comprehensive cooperation between Guangdong, Hong Kong and Macao, a new world-class logistics hub in the Pearl River Delta region, a new engine of scientific development in South China, a new base for the implementation of the national maritime strategy | 《廣州南沙新區總體概念規劃綜合方案》<br>“Comprehensive Proposal for the Overall Conceptual Plan of Nansha, Guangzhou”                                         |

資料來源：前海和南沙的規劃文件

Source: Development Plans for Qianhai and Nansha

## VI. 主要政策措施和基建項目

### 主要政策措施

#### 1. 國家十二五規劃綱要

《中華人民共和國國民經濟和社會發展第十二個五年規劃綱要》於2011年3月16日正式公布，突破性地將「保持香港澳門長期繁榮穩定」單獨成章，詳述香港特區在國家發展戰略中的重要功能定位。其中，重點提到支持深化內地與香港的經濟合作，繼續實施CEPA，確定《粵港合作框架協議》中粵港合作的重要功能定位，包括建設以香港金融體系為龍頭的金融合作區域和世界級城市群，以及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。

## VI. Major Policy Initiatives and Infrastructure Constructions

### Major Policy Initiatives

#### 1. The 12<sup>th</sup> Five-Year Plan

“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 officially promulgated on 16 March 2011. For the first time, an individual chapter entitled “Maintaining the Long-term Prosperity and Stability of Hong Kong and Macao” was dedicated to Hong Kong and Macao. The significant functions and positioning of the Hong Kong Special Administrative Region in the national development strategy were elaborated. The dedicated chapter clearly set out the Central Authorities’ support for Hong Kong to deepen economic cooperation with the Mainland and continue to implement CEPA. It also confirmed the significant functions and positioning of Hong Kong’s cooperation with Guangdong under the “Framework Agreement on Hong Kong/Guangdong Cooperation”, including the establishment of a financial cooperation zone and a world-class metropolitan cluster with Hong Kong’s financial system taking the lead, and the support for Guangdong to open up its service industries for Hong Kong on a pilot basis and extending the pilot scheme to other regions gradually.





## 2. 廣東十二五規劃綱要

《廣東省國民經濟和社會發展第十二個五年規劃綱要》繪畫了廣東未來五年的發展藍圖，發展目標包括經濟平穩較快增長、產業結構優化升級、創新能力顯著加強、區域差距逐步縮小、城鄉居民收入普遍較快增加、社會事業全面發展和生態環境明顯改善等。經過三十多年的經濟快速增長後，在2011至2015年期間，廣東預期地區生產總值和人均地區生產總值的年均增速將放慢至8%和7%，同時將更重視改善民生和建設「幸福廣東」。

## 2. 12<sup>th</sup> Five-Year Plan of Guangdong

As the blueprint of the development of Guangdong in the next five years, the “12<sup>th</sup> Five-Year Plan (2011-2015) of Guangdong” set out the following goals including steady and fast economic growth, optimised and upgraded industrial structure, improvement of innovation capability, reduction of regional development disparity, accelerated growth of urban and rural residents’ income, comprehensive development of social undertakings and significant improvement of ecological environment. After three decades of astonishing double-digit economic growth, Guangdong proposed to lower its targets of annual GDP growth and per capita GDP growth to 8% and 7% during the 12<sup>th</sup> Five-Year Plan period (2011-2015); instead, the province placed huge emphasis on the quality of growth in order to achieve “real happiness (well-being)” for its people.

### 廣東十二五期間的發展目標

#### Key Development Goals of Guangdong by 2015

| 指標<br>Indicators                   | 地區生產總值<br>(億元人民幣)<br>GDP<br>(RMB 100 million) | 人均地區<br>生產總值<br>(元人民幣)<br>GDP per capita<br>(RMB) | 服務業<br>增加值比重<br>Contribution of<br>service industry to<br>GDP | 城鎮化水平<br>Urbanisation rate | 城鎮居民人均<br>可支配收入<br>(元人民幣)<br>Urban household<br>disposable income<br>per capita (RMB) | 農村居民人均<br>純收入<br>(元人民幣)<br>Rural net income<br>per capita (RMB) |
|------------------------------------|-----------------------------------------------|---------------------------------------------------|---------------------------------------------------------------|----------------------------|---------------------------------------------------------------------------------------|-----------------------------------------------------------------|
| 2010                               | 45,473                                        | 47,000                                            | 44.6%                                                         | 64%                        | 23,898                                                                                | 7,890                                                           |
| 2015                               | 66,800                                        | 66,000                                            | 48%                                                           | 68%                        | 35,100                                                                                | 11,600                                                          |
| 年均增長率<br>Annual growth<br>rate (%) | 8或以上<br>8 or above                            | 7或以上<br>7 or above                                | -                                                             | -                          | 8                                                                                     | 8                                                               |

資料來源：廣東十二五規劃

Source: 12<sup>th</sup> Five-Year Plan of Guangdong



### 3. 珠江三角洲地區改革發展規劃綱要(2008-2020)

2009年初，國務院審議通過由國家發展和改革委員會編制的《珠江三角洲地區改革發展規劃綱要（2008—2020年）》（下稱《規劃綱要》），把珠三角發展提升到國家戰略層面，並把粵港澳合作定為國家整體發展策略的重要一環。

《規劃綱要》目標到2012年，珠江三角洲地區的人均地區生產總值要達到80,000元人民幣，服務業增加值比重達到53%。到2020年，珠江三角洲地區的人均GDP要達到135,000元人民幣，服務業增加值比重達到60%。

此外，《規劃綱要》亦提到，推進珠江三角洲地區與港澳地區更緊密合作，包括推進重大基礎設施建設，如軌道交通網絡、信息網絡等方面的對接；支持在珠江三角洲地區的港澳加工貿易企業延伸產業鏈條，向現代服務業和先進製造業發展，實現轉型升級；支持勞動密集型企業順利過渡，並協助港資企業拓展內地市場；深化CEPA力度，做好對港澳地區的「先行先試」工作；共建優質生活圈，鼓勵珠江三角洲地區與港澳地區在教育、醫療、社會保障、應急管理、知識產權保護等方面開展合作，為港澳人員到內地工作和生活提供便利等。

### 3. The Outline of the Plan for the Reform and Development of the Pearl River Delta (2008-2020)

In early 2009, the State Council approved after examination “the Outline of the Plan for the Reform and Development of the Pearl River Delta (2008 to 2020)” (“Outline”) compiled by the National Development and Reform Commission. The “Outline” elevated the Pearl River Delta development to the level of national strategy, confirming Guangdong-Hong Kong-Macao cooperation as an important part of the strategy for overall national development.

The “Outline” put forward a target for the GDP per capita of the Pearl River Delta to reach RMB 80,000 and its services industries to account for 53% of the regional GDP by 2012. And by 2020, the GDP per capita of the Pearl River Delta was targeted to reach RMB 135,000 and its services industries to account for 60% of the regional GDP.

The “Outline” also mentioned the direction for the Pearl River Delta to forge closer cooperation with Hong Kong and Macao. Relevant measures included major infrastructure projects that aimed to achieve connection among the rail transport and information networks of the three places; support for Hong Kong and Macao processing trade enterprises operating in the Pearl River Delta to extend their industrial chain by transforming and upgrading themselves into enterprises of modern services and advanced manufacturing industries; support for labour-intensive enterprises to achieve smooth transition in their restructuring and for Hong Kong enterprises to access the Mainland domestic market; more in-depth measures for CEPA implementation and preparation for implementing the “early and pilot implementation” arrangements for Hong Kong and Macao; and co-building a quality living area, encouraging the Pearl River Delta, Hong Kong and Macao to work together in the areas of education, healthcare, social security, emergency management and intellectual property protection with a view to providing convenience to people of Hong Kong and Macao working and living in the Mainland.



## 珠三角地區至2012和2020年的發展目標 Development Goals of the Pearl River Delta Region by 2012 and 2020

| 發展目標<br>Development goals |                                                                                                                     |
|---------------------------|---------------------------------------------------------------------------------------------------------------------|
| 至2012<br>By 2012          | 人均地區生產總值達到80,000元人民幣<br>GDP per capita to reach RMB 80,000                                                          |
|                           | 服務業增加值增至53%<br>Service industries to account for 53% of the GDP                                                     |
|                           | 城鎮化水平超過80%<br>Urbanisation level to exceed 80%                                                                      |
| 至2020<br>By 2020          | 基本建立完善的社會主義市場經濟體制<br>A sound system of socialist market economy will be established                                 |
|                           | 形成全球最具核心競爭力的大都市圈之一<br>The Pearl River Delta to become one of the world's mega metropolitan regions                  |
|                           | 城鄉居民收入水平比2012年翻一番<br>The income levels for the urban and rural residents to double compared with the levels of 2012 |
|                           | 人均地區生產總值達到135,000元人民幣<br>GDP per capita to reach RMB 135,000                                                        |
|                           | 服務業增加值增至60%<br>Service industries to account for 60% of the GDP                                                     |
|                           | 城鎮化水平超過85%<br>Urbanisation level to exceed 85%                                                                      |

資料來源：《珠江三角洲地區改革發展規劃綱要(2008-2020年)》

Source: The Outline of the Plan for the Reform and Development of the Pearl River Delta (2008-2020)

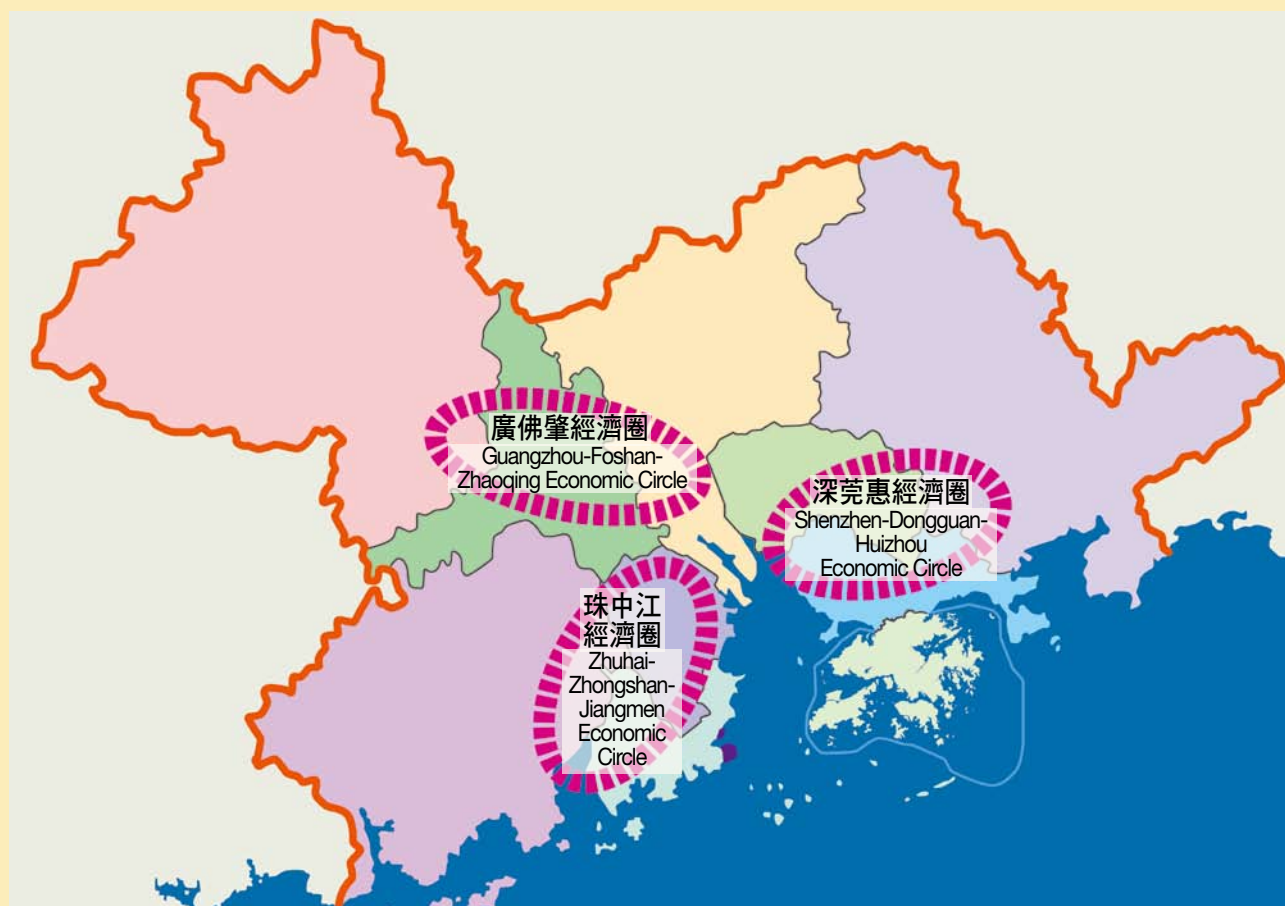


#### 4. 五個一體化規劃

2010年，廣東省政府下發五個一體化規劃，分別是《珠江三角洲基本公用服務一體化規劃》、《珠江三角洲產業布局一體化規劃》、《珠江三角洲城鄉規劃一體化規劃》、《珠江三角洲環境保護一體化規劃》和《珠江三角洲基礎設施建設一體化規劃》，希望藉此整合資源、加強合作協調和壯大實力，從而形成以廣州為中心城市的中心區域、以深圳為中心城市的珠江東岸區、以珠海為中心城市的珠江西岸區，並將以「三環八射」城市軌道交通網絡貫通珠三角所有縣級以上的城市，形成「一小時城市圈」。

#### 4. Five Integration Plans

In 2010, the Guangdong Provincial Government initiated five integration plans, namely the “Integration Plan for Public Services of the Pearl River Delta”, the “Integration Plan for the Industrial Layout of the Pearl River Delta”, the “Planning for Urban-Rural Integration of the Pearl River Delta”, the “Integration Plan for Environmental Protection of the Pearl River Delta” and the “Integration Plan for Infrastructure Construction of the Pearl River Delta”. The aim was to integrate resources, strengthen cooperation and coordination, and enhance economic strength with a vision to forming three economic circles, namely the Guangzhou-Foshan-Zhaoqing Economic Circle with Guangzhou as its core city; the Shenzhen-Dongguan-Huizhou Economic Circle, which encompasses the eastern Pearl River Delta region with Shenzhen as its core city; and the Zhuhai-Zhongshan-Jiangmen Economic Circle comprising the western Pearl River Delta region with Zhuhai as its core city, and materialise a “one-hour inter-city circle” by “three circular and eight outbound routes” which connect all the Pearl River Delta cities above county level via inter-city rail network.





## 5. 促進內銷

為幫助出口企業拓展內銷市場，廣東省政府在2010年7月下發《關於實施擴大內需戰略的決定》，計劃在全國建設八個或以上廣東商品銷售基地或銷售中心，通過銷售基地鼓勵更多的廣東企業拓展國內市場，並在全國推廣廣東優質、先進的服務理念；在廣東省《關於加快經濟發展方式轉變的若干意見》也提到努力開拓內銷市場，措施包括深入推進「廣貨全國行」，支持企業在內地主要城市建立「廣東商貿城」、「廣東商品直銷中心」等內銷平台和廣貨網上銷售等。

此外，商務部、人力資源和社會保障部、海關總署在2010年11月公佈的《開展加工貿易轉型升級試點工作的通知》挑選廣東東莞和江蘇蘇州為「全國加工貿易轉型升級試點城市」，以促進加工貿易轉型升級。

## 6. 《共建優質生活圈專項規劃》

粵港澳三地於2012年6月共同公布《共建優質生活圈專項規劃》。此《專項規劃》乃首個粵港澳三地共同參與編制的區域性專項規劃，在環境生態、低碳發展、文化民生、優化區域土地利用及綠色交通組織等五個主要領域訂定長遠合作方向。為落實《專項規劃》所建議的具體措施和項目，粵港澳三地政府將會善用現有的粵港、粵澳合作聯席會議機制，將《專項規劃》提出的合作建議納入相關專責小組的議事日程積極考慮，並會根據實際情況協調推進落實合作建議，同時會按既定機制及程序進行項目審批及諮詢。

## 5. Tapping the Mainland's Domestic Market

To facilitate processing factories to explore the domestic market, Guangdong issued a “Decision Relating to Implementation Strategies to Stimulate Domestic Consumption” in July 2010 with a plan to build more than 8 sales centres to help Guangdong factories to sell products nationwide. It was also stated in the “Opinions Relating to Expediting the Change of Economic Development Mode” of Guangdong to step up efforts on promoting domestic sales. Measures included the promotion of “selling Guangdong products nationwide” and online sales of Guangdong products, and building sales platforms such as “Guangdong Business and Trading Centre” and “Guangdong Merchandise Direct Sales Centre”.

Besides, the Mainland Government introduced a “Notice on Implementing Pilot Works on Upgrade and Transformation of Processing Trade” in November 2010, choosing Dongguan and Suzhou as the pilot cities to restructure and upgrade their industrial structure in the coming years.

## 6. “Regional Cooperation Plan on Building a Quality Living Area”

Hong Kong, Guangdong and Macao jointly announced the publication of the Regional Cooperation Plan on Building a Quality Living Area in June 2012. This is the first regional plan jointly compiled by Hong Kong, Guangdong and Macao. The Plan covers long-term cooperation in five major areas, namely environment and ecology, low-carbon development, culture and social living, spatial planning, and green transportation systems. The three governments will make full use of institutional mechanisms already in place, including the Hong Kong/Guangdong Cooperation Joint Conference and the Guangdong/Macao Cooperation Joint Conference, to take forward the various initiatives in the Plan. Specific cooperation proposals will also be taken up and discussed by relevant expert groups, and there will be coordinated implementation. Established mechanisms and procedures for programme approval and consultation will be observed.

## 7. 更緊密經貿關係安排 (補充協議九)

《內地與香港關於建立更緊密經貿關係的安排(補充協議九)》(CEPA 9)已於2012年6月29日簽訂。CEPA 9共有43項服務貿易開放和便利貿易投資的措施，當中包括22個服務領域的37項開放措施；以及加強兩地在金融和貿易投資便利化領域的合作，並進一步推動兩地專業人員資格互認。CEPA的深化落實將有助兩地服務業和其他行業的共同發展和提升。

## 基建項目

### 1. 港珠澳大橋

國務院在2009年10月已正式批准港珠澳大橋工程的可行性研究報告。粵港澳三地政府已於2009年年底開展港珠澳大橋的主體建造工程，目標2016年完工。港珠澳大橋建成後，珠江西岸將納入香港方圓三小

## 7. CEPA 9

Supplement IX to the Mainland and Hong Kong Closer Economic Partnership Arrangement (CEPA 9) was signed on 29 June 2012. CEPA 9 provides for a total of 43 services liberalisation and trade and investment facilitation measures, including 37 liberalisation measures in 22 service sectors. It also strengthens cooperation in areas of finance and trade and investment facilitation, and further promotes the mutual recognition of professional qualifications of the two places. Deepening implementation of CEPA will further promote the development of service and other industries in the two places.

## Infrastructure Constructions

### 1. Hong Kong-Zhuhai-Macao Bridge

In October 2009, the State Council approved the feasibility study report of the Hong Kong-Zhuhai-Macao Bridge (HZMB) Project. The Governments of Hong Kong, Guangdong and Macao have commenced the construction of the HZMB Main Bridge in late 2009 for completion by 2016. When completed, western Pearl River Delta will fall within a reachable three-hour commuting





時車程內可達範圍，有助加強珠江西岸與香港的聯繫。大橋於香港水域的本地工程已於2011年年底展開，將配合主橋工程於2016年完成。

## 2. 廣深港高速鐵路(香港段)

廣深港高速鐵路(高鐵)是一條連接香港、深圳和廣州的高速鐵路。高鐵全長約140公里，香港總站設於西九龍。高鐵可將來往香港與廣州的行車時間由現在約100分鐘縮短至48分鐘。高鐵(香港段)已於2010年動工，預計於2015年完工。高鐵香港段建成後將途經福田、龍華和虎門，直達廣州總站石壁，有利香港與珠三角主要城市實現一小時生活圈。

radius of Hong Kong, thereby enhancing the connection between Hong Kong and western Pearl River Delta. The local works within Hong Kong waters commenced in late 2011 and will dovetail with the works of the Main Bridge to complete in 2016.

## 2. The Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link

The Guangzhou-Shenzhen-Hong Kong Express Rail Link (XRL) is an express rail link connecting Hong Kong, Shenzhen and Guangzhou. The XRL will span about 140 kilometres with the Hong Kong terminus at West Kowloon. With the XRL, the journey time between Hong Kong and Guangzhou will be reduced from about 100 minutes as at present to 48 minutes. The construction of the Hong Kong section of the XRL was commenced in January 2010 for completion in 2015. Upon completion, XRL will provide direct access to the Shibi terminus in Guangzhou via Futian, Longhua and Humen, materialising a “one-hour living circle” covering Hong Kong and major Pearl River Delta cities.



### 3. 京廣高鐵

京廣高鐵已於2012年12月正式通車。這是一條連接華北、華中、華南的高速客運專線。鐵路長約2 298公里，貫穿北京、河北、河南、湖北、湖南、廣東等六個重要省市，人口總計超過3.8億。京廣高鐵通車後，從北京至廣州只需八小時，比原有鐵路節省近13小時。預計廣深港高鐵於2015年通車後，香港與北京的時空距離將縮短至九小時之內。

### 3. Beijing-Guangzhou High-Speed Line

The Beijing-Guangzhou High-Speed Line was officially commissioned in December 2012. It is a high-speed passenger line connecting the northern, central and southern parts of China. Measuring 2 298 kilometres in length, it spans over six major cities and provinces, namely Beijing, Hebei, Henan, Hubei, Hunan and Guangdong, covering a total population of more than 380 million. The journey time between Beijing and Guangzhou by this high-speed line is eight hours only, cutting nearly 13 hours from the former rail ride. Soon Beijing will be just less than nine hours away from Hong Kong by train when the Guangzhou-Shenzhen-Hong Kong Express Rail Link also comes into operation in 2015.





#### 4. 三環八射

《珠江三角洲地區城際軌道交通同城化規劃》已於2009年12月獲國家發改委批覆。根據有關規劃，廣東計劃在2020年前形成「三環八射」城際軌道交通網絡貫通珠三角所有縣級以上的城市，形成「一小時城市圈」。

第一環：廣佛環線，擴大廣州白雲機場和新廣州站等重要客流集散點輻射範圍，並將把廣州為中心的放射形線路緊密地組合在一起；第二環：由廣莞深、中山-南沙-虎門、廣佛珠三條城際線組成環珠江口的中環線；第三環：由廣莞深、深圳-珠海、廣佛珠三條城際線組成環珠江口的大環線。八條放射線：廣佛肇、廣州-清遠、廣州-惠州、東莞-惠州、深圳-惠州、珠海-斗山、江門-恩平、肇慶-高明。

#### 4. Three Circular and Eight Outbound Routes

In December 2009, the National Development and Reform Commission approved the Inter-city Rail Transport Plan for Urban Integration of Pearl River Delta. According to Guangdong's transport planning, an inter-city rail transport network featuring "three circular and eight outbound routes" will be built by 2020. The network will connect all Pearl River Delta cities above county level and thus materialise a "one-hour inter-city circle".

Circular Route One is the Guangzhou-Foshan route, which will enlarge the accessible area from major passenger nodes like the Guangzhou Baiyun International Airport and New Guangzhou Station and connect closely with the rail network radiating from Guangzhou. Circular Route Two combines three inter-city rail lines (Guangzhou-Dongguan-Shenzhen line, Zhongshan-Nansha-Humen line and Guangzhou-Foshan-Zhuhai line) into a mid-level circular route that travels along the Pearl River Estuary. Circular Route Three is the major circular route that encircles the Pearl River Estuary by combining the Guangzhou-Dongguan-Shenzhen line, the Shenzhen-Zhuhai line and the Guangzhou-Foshan-Zhuhai line. The eight outbound routes include the Guangzhou-Foshan-Zhaoqing, Guangzhou-Qingyuan, Guangzhou-Huizhou, Dongguan-Huizhou, Shenzhen-Huizhou, Zhuhai-Doushan, Jiangmen-Enping and Zhaoqing-Gaoming routes.



# 工作小組報告

## Reports of the Sub-groups





## 跨境人流物流工作小組

### Cross-boundary Passenger and Cargo Flow Sub-group



隨著粵港兩地在經貿及各方面的深化融合，粵港兩地的人車貨流量持續提升，相關的跨境交通基礎設施亦須進一步改善以配合發展需要。「蓮塘/香園圍口岸」已被納入國家《十二五規劃綱要》下，粵港澳合作七大重要項目之一，並將會是香港與深圳第七個陸路口岸，連接深圳的「東部過境通道」。預計新口岸會有助縮短來往香港與廣東省東部車程，並將會提升總體口岸通行能力和運作效率，為香港加強與內地區域合作發揮重要作用。有見及此，工作小組曾就新口岸的規劃、通關能力、基建及相關工程的進度、交通（深、港兩方）配套設施和對環境的影響等各範疇，與特區政府相關部門作深入討論和交流，並建議特區政府從長遠規劃角度，考慮預留土地，確保有充足的擴展空間，以配合日後跨境人、車、物流需求的增加和鄰近地區的發展。

As a result of the closer ties between the two places in economic and other activities, cross-boundary passenger, vehicle and cargo flow between Guangdong and Hong Kong has been increasing steadily. Liantang/Heung Yuen Wai Boundary Control Point is one of the seven major infrastructure projects stated in the National 12<sup>th</sup> Five-Year Plan for deepening cooperation between Guangdong, Hong Kong and Macao. It will also be the seventh boundary crossing point between Hong Kong and Shenzhen, connecting Hong Kong to the Eastern Corridor of Shenzhen. The new boundary crossing point will shorten the travelling distance between Hong Kong and eastern Guangdong and enhance the total handling capacity of boundary control points, supporting the further strengthening of regional cooperation between Hong Kong and the Mainland. The Sub-group engaged relevant government departments in discussion and exchange of views on the subject, including the planning and progress of construction of the boundary control point, design handling capacity, supporting transport infrastructure and impact on the environment, etc. The Sub-group suggested that the Hong Kong Government reserve land for further development to meet future growth in passenger and traffic volume, and development in the adjacent area.

The Sub-group was also concerned about the smooth and efficient flow of Mainland frequent visitors. In June 2012, the Sub-

工作小組亦非常關心經常訪港內地旅客的出入境安排，並於2012年6月邀請特區政府相關部門在小組會議上介紹旅客自助出入境檢查系統（旅客e-道）的最新使用情況、發展方向，和內地簽發電子往來港澳通行證的落實進度。工作小組並建議當局與航空公司合作，加強向外地旅客宣傳旅客e-道過境設施，以縮短訪港旅客於各口岸和香港國際機場的出入境時間。



為進一步了解旅客、車輛及貨物跨境情況，工作小組於2012年12月實地考察深圳灣口岸，並由港深兩地邊境及海關當局介紹口岸的設施和日常運作。據工作小組了解，目前深圳灣口岸的過境旅客高峰流量已超越設計流量，旅客需輪候較長時間辦理過關手續，長假期前後的情況尤甚。至於車流方面，自口岸開通以來，私家車流量不斷增加，南行過境車輛於繁忙時段輪候時間頗長。工作小組建議當局盡快檢討

group invited the relevant government departments to give an update on the usage and future development of the e-Channel, and progress of the plan to allow Mainland visitors holding electronic Exit-Entry Permits to complete immigration clearance through e-Channel. The Sub-group suggested the Hong Kong Government join hands with airline companies to promote the service to visitors, thereby shortening the queuing time for passenger clearance at the ports, including the Hong Kong International Airport.

In December 2012, the Sub-group visited Shenzhen Bay Port to better understand the operation of the boundary control point.

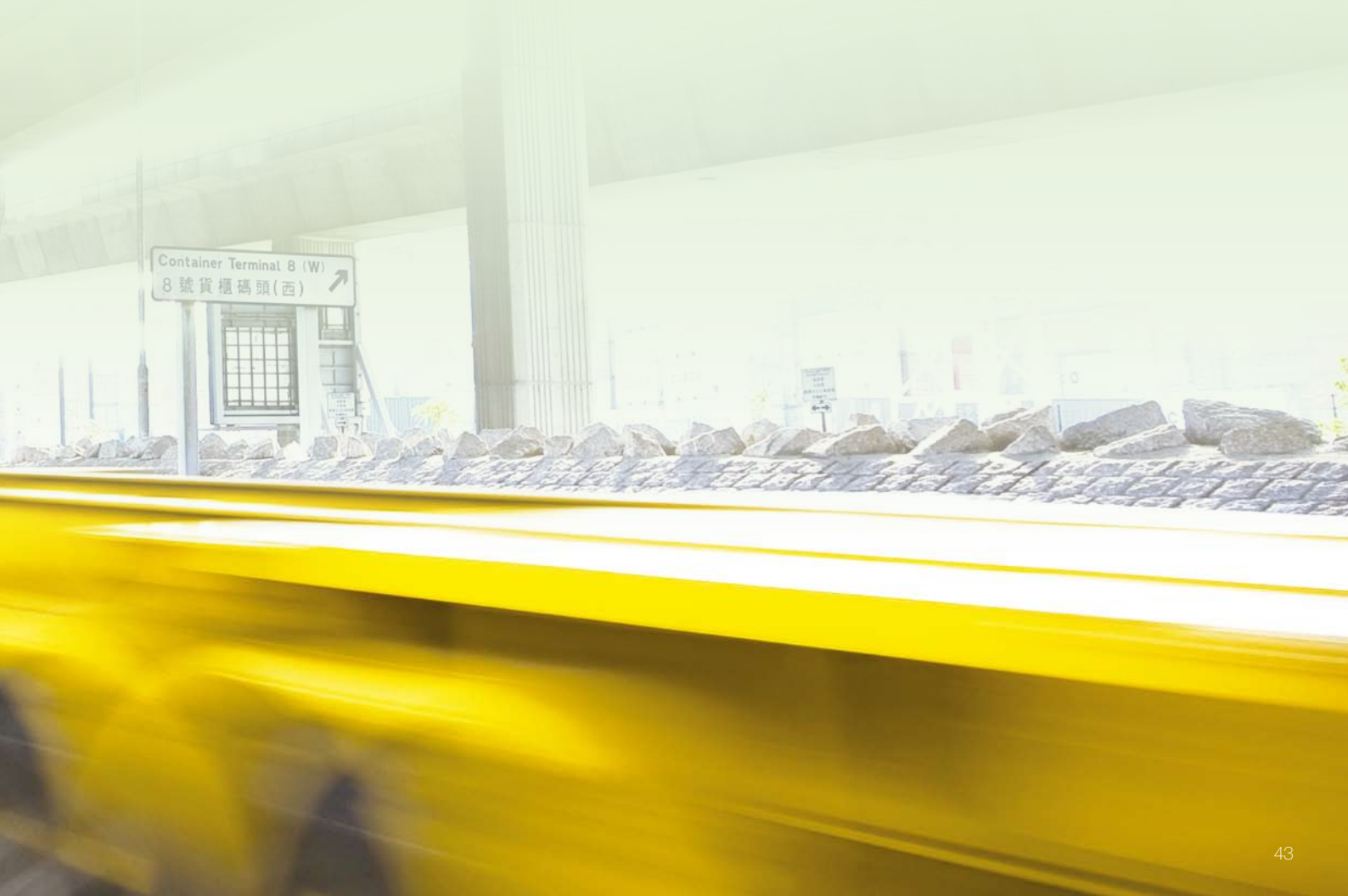




並制定改善方案，包括探討於香港方設立上客區的可行性，讓經深圳灣口岸入境私家車輛乘客可以在車流量繁忙的時段，選擇下車改用聯檢大樓過關，然後在港方再登車，以縮短私家車輛輪候時間。工作小組又參觀了港方的「道路貨物資料系統」設施和運作及深方貨車電子通關安排，以了解電子化系統如何為深港兩地跨境陸路貨物提供更便捷的清關平台。

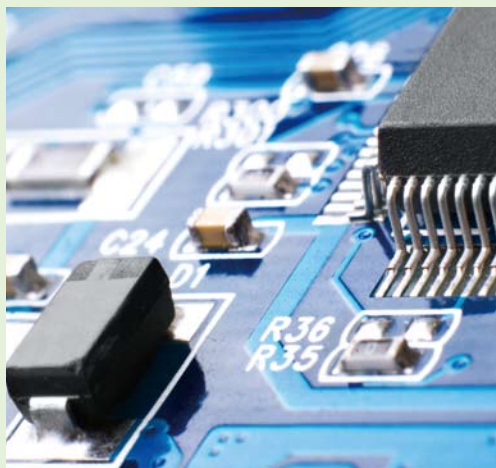


The relevant authorities of Hong Kong and Shenzhen respectively briefed the group of the operation of the boundary control point, including boundary crossing facilities for passenger and vehicular traffic between the two places, and showed the group around the passenger terminal building. Members observed that the peak passenger and vehicle flow had already exceeded the design handling capacity, resulting in long queuing time for clearance particularly during long holidays. The Sub-group suggested the Hong Kong Government work out improvement measures, including the possibility of setting up a pick-up area at the Hong Kong Port, thereby providing passengers with an option to get off the vehicle at the boundary and proceed to the Joint Inspection Building for clearance during the peak hours, hence shortening the processing time for vehicles. The Sub-group also visited the cargo clearance area to have a better understanding of the operation of the Road Cargo System (ROCARS) at the Hong Kong Port, and the electronic system for receiving road cargo manifests at the Shenzhen Port and how the two systems had contributed considerably to the smooth and efficient cargo flow between the two places.



## 聯合投資貿易推廣工作小組

### Joint Investment and Trade Promotion Sub-group



工作小組一直關注珠三角地區的發展，及如何促進粵港兩地業界的合作。過去一年，中央政府推出一系列支持深圳前海及廣州南沙發展的政策。鑑於前海的開發已取得良好的進展，為鼓勵和協助港商把握好這兩個重點發展區的機遇，拓展更多區域合作和投資機會，工作小組繼2012年1月與香港總商會到南沙及前海作實地考察後，於同年10月再合辦「香港・前海——創新合作商機」研討會，邀請特區政府官員及多位來自不同領域，包括金融、會計、法律及學術界的專家和學者，從不同角度分析前海的發展規劃、相關優惠政策及措施對香港業界帶來的商機，並和與會者探討兩地如何優勢互補，達至互利共贏，有利推進香港和深圳兩地經濟的進一步發展和建立更緊密的經貿關係。

面對環球經濟前景不明朗，一向以歐美日為主要出口市場的內地港資企業亦面臨不少挑戰。工作小組對特區政府於2012年中推出總值10億元的「發展品牌、升級轉型

The Sub-group had been maintaining a close watch on the development of the Pearl River Delta region, and promoting cooperation between Guangdong and Hong Kong. In 2012, the Central Government rolled out a series of policies supporting the development of Qianhai and Nansha. In addition to organising a study tour to Nansha and Qianhai in January 2012, the Sub-group joined hands with the Hong Kong General Chamber of Commerce in hosting a seminar entitled “Hong Kong – Qianhai: Innovation and Cooperation” in October 2012. The forum provided a platform for the guest speakers from the Hong Kong Government, finance, accounting, legal and academic sectors to share information and exchange views with representatives from the trade on the latest development of Qianhai, related supporting policies and measures, and how Hong Kong and Shenzhen could complement each other to achieve mutual benefit in the push for deepening economic relationship and broadening business opportunities.

Global economic uncertainties had brought about challenges to those Hong Kong enterprises with Europe, US and Japan as their main export markets. The Sub-group welcomed the setting up of the \$1 billion Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund) by the Hong Kong Government in mid 2012 to help Hong Kong enterprises capture the opportunities arising from the National 12<sup>th</sup> Five-Year Plan and to facilitate their business development in the Mainland market. The Sub-group met with the representative from the Commerce and Economic Development Bureau to have a better understanding of the



及拓展內銷市場的專項基金」(「BUD專項基金」)以協助香港企業把握《十二五規劃》機遇開拓及發展內地市場表示歡迎。工作小組邀請了特區政府商務及經濟發展局代表於小組會議上介紹「BUD專項基金」的政策理念、計劃詳情、申請資格、資助項目、評審程序和準則，以及日後發展方向，並向當局反映業界意見及提供建議。

此外，工作小組成員亦十分關注香港可如何協助廣東省民營企業利用香港的優勢「走出去」和「粵港企業聯合走出去」等課題。小組成員分享了所屬商會及機構在推動相關工作所舉辦的活動及取得的經驗，並同意會繼續這方面的工作和努力，以協助內地民營企業了解香港的營商環境，吸引他們來港發展業務的同時，協助他們拓展海外業務。

BUD Fund, including the objectives, eligibility for application, scope of funding, vetting process and future direction of development. Members also took the opportunity to reflect to the government the suggestions and concerns of the trade about the implementation of the BUD Fund.

The Sub-group was also concerned about helping privately owned enterprises in Guangdong appreciate Hong Kong's business environment and promoting Hong Kong as the "going-out" platform. Members had a sharing on the related promotional activities organised by the business associations to which they belonged. The Sub-group agreed to continue with the work and efforts in helping Guangdong enterprises learn about Hong Kong's business environment and attract them to use Hong Kong as the base for developing international business.



## 可持續發展工作小組 Sustainable Development Sub-group

### 工作重點

工作小組的工作主要圍繞三個重點，分別是船舶排放控制、改善空氣質素和促進粵港雙方在環境議題上的交流合作。就這些工作重點，工作小組邀請了政府相關部門和工商業界共同探討這些議題，共同為實現區域性可持續發展而努力。

### 工作小組關注議題

#### 1. 船舶排放控制

工作小組探討了在本地港口推動船舶泊岸時轉用更清潔能源的可行性。環境保護署指出若遠洋船於香港水域停泊時轉用低硫燃油，其排放的二氧化硫所佔香港水域總排放量的比重將可由約40%減低至約30%。鑑於部分遠洋船在歐洲港口泊岸時，已應當地法例要求轉用低含硫量燃油，工作小組建議特區政府加強推動船舶排放控制的工作。

### Main Tasks

The Sub-group focused on three main tasks in 2012: Vessel Emission Control, Air Quality Improvement and Further Cooperation with the Environment Authorities of Guangdong. The Sub-group had exchange of views on major issues of concern with various stakeholders, with a view to joining hands in the pursuit of sustainable development in the Pearl River Delta region.

### Major Issues of Concern

#### 1. Vessel Emission Control

The Sub-group had looked into the feasibility of requiring ocean-going vessels to switch to cleaner fuels while berthing at Hong Kong. The Environmental Protection Department pointed out that if ocean-going vessels switched to low-sulphur fuel at berth, the percentage of the sulphur dioxide emission attributed to ocean-going vessels at berth in Hong Kong waters could be reduced from about 40 % to 30%. In fact, some ocean-going vessels had already switched to cleaner fuels while berthing at European ports as required by law. The Sub-group therefore suggested the Hong Kong Government step up efforts towards controlling vessel emission.





工作小組留意到業界普遍支持特區政府跟隨國際海事組織訂定的減排時間表和按此推動泊岸轉油政策，並支持特區政府與內地合作，攜手改善珠三角區域的空氣質素。工作小組建議特區政府進一步探討泊岸轉油政策對珠三角區域內各港口相對競爭力的影響。

2012年9月，政府當局推出為期三年的計劃，遠洋船在本港水域停泊時轉用較清潔燃料，可獲寬減一半港口設施及燈標費；工作小組對這措施表示歡迎。

此外，工作小組指出如要規管本地水域行駛的船隻和渡輪使用低含硫量燃油，須考慮到本地燃油的供應、提升本地燃油質素的技術，以及含硫量不同的燃料之間的切換會否對業界營運成本構成壓力等。工作小組期望政府當局繼續有關研究，並建議當局保持與業界的溝通，探討進一步提升燃油質素的可行性。

The Sub-group noticed that the industry was generally supportive of the government's decision to adopt the emission reduction timetable drawn up by the International Maritime Organisation, to work towards introducing mandatory requirement for fuel switch at berth, and to strengthen cooperation with the Mainland authorities to improve air quality in the Pearl River Delta region. The Sub-group suggested the government further assess the impacts of fuel switch at berth policy on the relative competitiveness of ports in the Pearl River Delta region.

The Sub-group also welcomed the launching of the incentive scheme by the government in September 2012, under which ocean-going vessels using cleaner fuel while berthing in Hong Kong waters would enjoy a 50 % reduction in port facility and light dues.

The Sub-group noted that if local vessels including ferries were to switch to cleaner fuel, the technical feasibility of upgrading the quality of local fuels, and impact on their operating costs would be issues of concern to the trade. The Sub-group supported the government to continue with on-going studies in this area and to actively liaise with the industry to address their concerns.





## 2. 改善空氣質素

工作小組一直關注香港與珠三角地區空氣質素的改善進度，並曾就香港普及使用石油氣、柴油和電動汽車的可能性與環境保護署作交流。由於香港人煙稠密，要找出合適空間興建石油氣站較困難，對在香港全面推行石油氣車構成障礙；柴油車所排放的廢氣污染性高，而新一代的柴油車的控制排放的器件亦需要定時更換。若要徹底解決路邊空氣污染問題，引入零排放汽車(如電動車)是最有效的辦法，但須先解決充電需時和電池的壽命的問題。

工作小組留意到在2006至2011年間，珠三角區域的二氧化硫減少接近一半，二氧化氮和可吸入懸浮粒子分別減少13%和14%，但臭氧水平則上升21%(主要由工廠和其他源頭產生)。雖然內地當局設有在線監控，但有部分發電廠的廢氣排放仍然嚴重，違規情況難以控制；同時，部分廠家為節省成本，違規排放廢氣。此外，缺電問題仍然存在，加上質素比較好的燃油短缺，因此部分廠商使用劣質燃油推動自置發電機發電，令空氣污染情況難以得到改善。

## 2. Air Quality Improvement

The Sub-group had been paying close attention to the air quality in Hong Kong and the Pearl River Delta region. The Sub-group had exchanged views with the Environmental Protection Department on the use of LPG vehicles, diesel vehicles and electric vehicles in Hong Kong. The limited availability of space for the provision of LPG filling stations was an obstacle to promoting the use of LPG vehicles. On the other hand, the new generation of diesel vehicles would require regular replacement of emission control parts to ensure emission standards are met. Although electrical vehicles could effectively reduce roadside air pollution, their use was not popular due to the long battery charging time and car owners' concern about limited battery life.

The Sub-group noted that between 2006 and 2011, the concentrations of sulphur dioxide, nitrogen dioxide and respirable suspended particulates in the Pearl River Delta region had decreased by about 50%, 13% and 14% respectively, whereas the concentration of ozone (which was produced by factories and other sources) had increased by 21%. Although on-line monitoring had been put in place in the Mainland, emissions from some power plants remained serious and non-compliance was still hard to curb. The Sub-group further noted that some operators had continued to emit flue gas in breach of the rules in order to lower operating costs; and air pollution was also aggravated by the use of in-house generators powered by fuels of poor quality in some factories due to the shortage of power supply and quality fuels.



### 3. 促進粵港雙方在環境議題上的交流合作

有見於廣東省近年在推動珠三角區內環保工作方面作出不少努力，工作小組及部分商務委員會成員於2013年1月組團往廣州，與省環境保護廳官員座談交流，以促進雙方的了解和合作。席間，代表團成員除了就區內的環境保護工作、成效和發展方向與省環保廳交換意見外，更反映內地港資企業對區內環境的意見，並分享部分港企採用清潔生產技術和作業方式的經驗。代表團又到市內的環境監測中心和獵德污水處理中心參觀設施和運作，實地了解廣東省環保設施的運作情況。這次交流不但加深商務委員會對區內環保工作的認識和了解，更為日後粵港兩地政府和業界共同攜手改善區內環境踏出重要的一步。



### 3. Further cooperation with the Environment Authorities of Guangdong

In view of the efforts made by the Guangdong authorities in improving the environment in the Pearl River Delta region, the Sub-group sent a delegation to meet with the representatives of Guangdong Environmental Protection Department in January 2013. The visit provided a platform for exchange of views on environmental issues of mutual concern, and sharing of experience and ideas on cleaner production technologies. The delegation also visited the Guangdong Environmental Monitoring Centre and Liede Waste Water Treatment Plant. The visit enhanced mutual understanding of the environmental work of the region, and also paved the way for future cooperation between the two places.



## 服務業發展及人才資源工作小組

### Services Industry Development and Human Resources Sub-group

工作小組一直關注並致力協助香港服務業和專業服務業在廣東省開拓業務。過去一年，廣東省服務業的發展主要有兩個重點，第一是前海的開發開放，第二是粵港兩地推動率先基本實現服務貿易自由化。

國家把前海定位為「粵港現代服務業創新合作示範區」，為粵港合作推動金融、物流、信息、科技和其他專業服務的發展提供先行先試的平台。因應中央政府去年推出一系列支持前海開發開放的政策和措施，工作小組成員曾就香港業界可如何把握契機，利用前海作為開拓內地市場的突破點，為日後將業務範圍擴大至更廣泛地區作深入討論交流。工作小組又連同聯合投資貿易推廣工作小組於2012年10月與香港總商會合辦「香港·前海 — 創新合作商機」研討會，與來自政府、金融、會計、法律以及學術界的嘉賓及業界代表從多角度探討前海發展為香港業界帶來的商機。工作小組留意到有關當局已陸續推出支持前海現代服務業發展的優惠政策及措施，當中包括跨境人民幣貸款政策的落實，工作小組一直密切留意相關政策發展，並向當局反映業界的意見。

近年越來越多香港人長期在珠三角地區工作或生活，珠三角地區經濟發展水準亦不斷提升，加上CEPA補充協議已進一步放寬港人到廣東省提供醫療服務的要求，這些發展均為香港醫療業界到珠三角地區發展業務提供有利的環境。為了讓業界更深入了解在珠三角地區開辦醫療機構的最新情

The objective of the Sub-group was to assist Hong Kong's service industries and professional services industries to tap the Guangdong market. Development of Qianhai and the joint efforts of the Governments of Guangdong and Hong Kong to promote early achievement of liberalisation of trade in services between the two places were the key issues of concern in the past year.



In view of the positioning of Qianhai as a Hong Kong/Shenzhen modern services industry innovation and cooperation exemplary zone to encourage the development of financial services, modern logistics, information service, technological and information services and other professional services, a package of pilot implementation measures were rolled out by the Central Government. The Sub-group had in-depth discussions and exchange of views on how the trade could make use of the preferential policies to establish their business in Qianhai, with a view to tapping the domestic market of the Mainland. The Sub-group joined hands with the Joint Investment and Trade Promotion Sub-group and the Hong Kong General Chamber of Commerce in organising a seminar on "Hong Kong - Qianhai: Innovation and Cooperation" in October 2012, during which speakers from the Hong Kong Government, finance, accounting, legal and academic sectors shared views with the participants on the business opportunities arising from the development of Qianhai. The Sub-group also noticed that supportive policies and administrative measures, including those on the cross-border Renminbi loans, had been rolled out. The Sub-group also kept a close watch on the development and reflected the views of the trade to the relevant parties through different channels.



況，商務委員會配合智經研究中心發表研究報告，於2013年2月合辦「珠三角醫療衛生服務」研討會，並藉此增加港人對珠三角地區城市醫療服務發展的認識。研究報告除了比較珠三角地區六個城市的醫療衛生服務及指出港人須注意的地方外，又介紹通過CEPA開辦的港資醫療機構的經驗，並指出對於外資醫療機構而言，中高

As more people from Hong Kong work or live in the Pearl River Delta region, the demand for quality service surged. The liberalisation measures introduced under CEPA on the medical sector created an enabling environment for Hong Kong service providers to set up medical institutions in the region. In order to provide the medical community with information on the latest development, the Business Council joined hands with the Bauhinia Foundation Research Centre in organising a forum on “Healthcare Services in the PRD” in February 2013, during which the findings of a study commissioned by the Research Centre on the primary



端消費群的市場潛力較為廣闊，亦更受內地衛生監管部門的認可。研討會更提供平台，讓業界就港人在內地經營醫療機構的機遇，與已在內地提供服務的港資醫療機構作交流，及向內地有關當局直接反映業界意見，藉此深化粵港之間的醫療合作，以協助服務提供者更有效把握香港優勢在內地發展。

care services in the PRD region were released. The study report gave a general picture of the healthcare services in six PRD cities and some points to note for Hong Kong people seeking medical services there. The report also highlighted the experience of those Hong Kong medical institutions providing service in the region, and pointed out that the middle to higher income group would be a potential market for foreign-invested medical institutions. The forum provided a platform for the exchange of views amongst the representatives of the medical profession, and to explore how Hong Kong service providers could develop their business in the region by leveraging on their experience. The participants also made use of the occasion to reflect their views to the officials of the Mainland, aiming to deepen cooperation in the medical sector between Guangdong and Hong Kong.

研究報告全文可於以下網址瀏覽下載：  
<http://www.bauhinia.org/>

The report can be downloaded from this website:  
<http://www.bauhinia.org/>

# 專題研究報告

## Report on Research Study





## 《業界如何發揮香港的優勢和經驗在珠三角地區拓展內銷》研究報告

### Report on “Tapping the Domestic Market of the Pearl River Delta Region by Leveraging the Strengths of Hong Kong”

擴大內地消費需求是國家《十二五規劃》的重大政策導向之一。廣東省及珠三角地區是中國規模最大的區域性內銷市場，消費能力極高，香港的企業如能把握機會，發揮在開拓國際市場、供應鏈管理、批發分銷及物流服務等方面已累積的豐富經驗和優勢，以廣東省和珠三角市場作為起點，推動港商在珠三角地區拓展內銷，繼而全面打開內地市場，將有助於促進香港和珠三角地區成為全國和亞太區的消費品生產、物流、分銷和零售中心，及推動粵港兩地經濟進一步發展。

Boosting domestic consumption is one of the major policy directives of the National 12<sup>th</sup> Five-Year Plan. Guangdong and the Pearl River Delta region together form the largest regional domestic market within China. It is opportune for Hong Kong enterprises to leverage their strengths and experience in market development, supply chain management, wholesale and distribution, and logistics services etc., to tap into the domestic market of the Pearl River Delta region, which is a good starting point for opening up the Mainland market. This would help facilitate the development of Hong Kong and the Pearl River Delta region into a production, logistics, distribution and retail centre of consumption goods for China as well as the Asia Pacific region, and boost economic growth in both Hong Kong and Guangdong.



有見及此，大珠三角商務委員會特別成立專題研究小組，與香港特別行政區政府中央政策組協作進行研究，並發表《業界如何發揮香港的優勢和經驗在珠三角地區拓展內銷》研究報告。通過走訪從事電子產品、家庭電器、鐘錶、珠寶首飾、服裝、食品及藥品的香港製造企業，以及分銷商和金融等服務企業，分析及總結受訪企業開拓內銷的經驗，報告提出一系列具實務性和可行的建議，供業界、工商團體、支援服務機構及兩地政府參考。

In light of the above, the Business Council set up a Task Group to look into the issue. In collaboration with the Hong Kong Government Central Policy Unit, the group conducted a research and published a report on “Tapping the Domestic Market of the Pearl River Delta Region by Leveraging the Strengths of Hong Kong”. After collecting the views of Hong Kong enterprises with business in electronics products, domestic electrical appliances, watches and jewellery, clothing, and food and drug, and distributors and financial services providers, and consolidating their experience in selling in the Mainland, the report put forward a set of practical recommendations for the reference of the trade, business associations, industry support organisations and the Governments of Hong Kong and Guangdong.

報告採用一套新思維，建議開拓內銷市場的工作須跳出協助在內地港資製造業轉型升級的框框，把內銷作為一個新行業來推動，目標是將內銷發展成為香港新的經濟支柱和動力。

歸納成功開拓內銷的港商經驗顯示，港商產品的品質與價位，最能迎合珠三角正在興起的龐大中產階級市場的需要。香港可利用香港服務業的優勢，包括在產品質控和國際化標準、開拓市場（包括市場諮詢、產品設計與推廣、品牌管理）、供應鏈管理（生產、採購、分銷、零售一體化與為企業提供各類業務的解決方案）、分銷與零售服務（包括行銷網路、顧客服務、法律諮詢、商業仲裁，物流運輸）、以及融資便利、支援中小企業的公共服務平台和服務機構等優勢，以廣東省和珠三角市場作為開拓內銷的起點，逐步推展到全國。

報告又提到，雖然港商是最早涉足珠三角的外資企業，但不少香港生產商過往的業務以代工生產(OEM)為主，並以歐美日為主要出口市場，如要轉型拓展內銷，以往的經驗未必適用。由於生產與銷售是兩回事，建立銷售管道，參與品牌和銷售管理需要專門知識和投入龐大資源，並不是所有香港生產商均具備做內銷的條件和意願。因此，報告建議香港工商團體和支援服務機構在開拓內銷的工作，可針對一部分有潛力及意願開拓內銷和品牌的香港生產商，鼓勵他們轉型和制定長期資源投入計劃或活用現有內銷通道，並積極利用兩地政府的內銷政策開拓內地市場。

The report looked at the issue from a new angle, suggesting not to restrict the mindset to providing assistance to Hong Kong manufacturers in the Mainland in their endeavour to upgrade and restructure to tap into the domestic market. Instead, a new approach should be adopted to develop domestic sale as a new type of business sector with a view to developing it into a new economic pillar of Hong Kong and to provide new momentum for economic growth.

For those Hong Kong enterprises which have succeeded in selling in the Mainland, their experience show that the quality and pricing of Hong Kong products best meet the needs of the huge and thriving middle class market in the Pearl River Delta region. The strengths of Hong Kong stem from its experience in product quality control and adoption of international standards, market development (including market research, product design and promotion, and brand management), supply chain management (integrated production, procurement, distribution and retail, and business consulting for enterprises), distribution and retail services (including distribution network, customer service, legal consultancy, commercial arbitration, and logistics and transport), financing facilitation, and the availability of a sophisticated platform supported by numerous providers of public service for small and medium enterprises, etc. Hong Kong enterprises could leverage their strengths in tandem with the early and pilot implementation of Guangdong in market opening to develop the Pearl River Delta domestic market.

It was pointed out in the report that although Hong Kong enterprises were amongst the first foreign-invested enterprises to venture into the Pearl River Delta region, many of them remained engaged in original equipment manufacturing (OEM) business with Europe, US and Japan as their major export markets. Production and sales are two separate types of business. Expertise and enormous resources are required in sales channel development as well as brand and sales management. Not all Hong Kong manufacturers have both the potential and intent to develop domestic sales. Hence, in promoting the development of the domestic market, business associations and industry support organisations should focus on those Hong Kong manufacturers with the potential and intent to develop domestic sales and establish their brands in the Pearl River Delta region. Incentives should be given for them to undergo restructuring, make plans for long-term resource investment, make adaptive use of existing domestic sales channels, and make the best out of the domestic sales support policies of the two Governments for developing the PRD domestic market.



至於其他主力做生產的港商，報告建議他們可以活用一些低成本管道進入內銷市場，例如可與港商經營的國際品牌代理及國際流通品牌連鎖合作，利用他們已建立的通道在內地開拓銷售市場；與大規模綜合連鎖銷售商合作；供貨與港商品牌擁有者；更多利用展銷會及香港貿易發展局(貿發局)「香港·設計廊」開拓市場；合力設立品牌集合店，品牌聯盟以達致規模效益，減少市場開拓成本；及利用互聯網，開通網上銷售等。

報告亦建議鼓勵及幫助從事品牌推廣及管理，分銷及流通等的香港服務業企業，為在內地香港生產商提供服務，協助和配合香港生產商開拓內銷市場。具體來說，報告建議特區政府考慮從協助企業發展品牌、升級轉型及拓展內銷市場設立的10億元專項基金撥出一筆特定資金，以協助相關服務業企業與製造商合作開拓內銷市場。

As for Hong Kong enterprises focusing on manufacturing, the report suggested they could use the relatively low-cost channels to enter the domestic market. These include cooperation with the Hong Kong companies who are the agents of or run the business for the international brands and make use of their established channels to open up the Mainland market; cooperation with large-scale integrated chain stores; supply of merchandise to Hong Kong brand owners; further use of trade exhibitions/fairs and Hong Kong Trade Development Council's (HKTDC) Design Gallery to open up the market; setting up multi-brand stores and brand alliance to achieve economy of scale and reduce market development cost; and setting up online shop which is an effective way to reach consumers directly at a low cost.

Incentives and support should also be given to the Hong Kong service sector engaged in brand promotion and management, distribution and circulation, etc. so that it could provide complementary services and assistance to Hong Kong manufacturers in the Mainland to open up the domestic market. The report recommended that the Hong Kong Government could consider earmarking a specific sum under the \$1 billion Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund) to assist the related service providers to develop the domestic market in cooperation with manufacturers.



長遠來說，建立香港城市品牌有助個別港商開拓內銷市場。因此，報告建議可以優先以食品、保健產品及化妝品等對品牌及質量要求特別高的產品類別作為香港在內地建立香港城市品牌的突破口。

至於在政府及公營機構支援方面，報告建議研究一個比較全面性和針對性的策略，在供應鏈的上、中、下游向港企提供支援。例如，貿發局或工商團體可協助宣傳及舉辦展銷會、洽談會等，協助產品生產企業接觸已擁有分銷通道的企業和專門提供開拓市場服務的企業，探討合作方法和空間；貿發局可擴大「香港·設計廊」的香港產品推廣功能；香港出口信用保險局可以更積極為港企內銷業務提供擔保；而生產力促進局可以提供品牌管理及銷售相關的輔導及培訓等。

In the long run, a Hong Kong city brand would be helpful to individual Hong Kong enterprises seeking access to the domestic market. Products with particularly high requirement for brand identity and quality – such as food products, health products and cosmetic products – could serve as the entry points for the Hong Kong city brand to establish itself in the Mainland.

The report also suggested that a targeted but comprehensive strategy should be worked out for the government and public sector to provide support to the players along the supply chain. For examples, HKTDC or business associations could, by organising trade exhibitions and fairs, assist Hong Kong manufacturers to explore cooperation with enterprises with established retail channels, and service providers specialising in opening up domestic markets; HKTDC could magnify the promotion functions of Design Gallery for Hong Kong products; the Hong Kong Export Credit Insurance Corporation could play a more proactive role in providing insurance for Hong Kong enterprises' domestic sales; and the Hong Kong Productivity Council could provide consultation and training in areas relating to brand management and sales.





此外，網上購物近年已廣為新一代消費者所接受，報告建議港商、工商團體和工商支援服務機構可考慮合力建立「香港產品」的網上銷售平台。

最後，報告建議粵港兩地政府繼續加強合作，利用先行先試措施，在珠三角地區營造良好的內銷環境。

With online shopping popular among consumers of the new generation in recent years, an online sales platform for “Hong Kong Products” could be set up jointly by Hong Kong enterprises, business associations and industry support organisations.

The Hong Kong and Guangdong Governments should work closer together to create a better environment of domestic sales in the Pearl River Delta region through pilot cooperative measures.

研究報告全文可於以下網址瀏覽下載：  
<http://www.cmab.gov.hk/tc/issues/council.htm>

The report can be downloaded from this website:  
<http://www.cmab.gov.hk/en/issues/council.htm>

# 對外聯繫

## External Liaison





在過去一年，商務委員會與轄下的工作小組積極與粵港政府、廣東省粵港澳合作促進會及有關的商界組織、學術界和智囊組織商討各有關促進粵港合作的議題和交流意見，亦與香港的主要商會、專業團體，以及推廣粵港合作的機構保持緊密聯繫。商務委員會非常感謝各機構對商務委員會工作的支持。

## 與粵港政府的聯繫

作為粵港合作聯席會議框架下成立的組織，商務委員會一直支持粵港兩地政府就推動兩地合作所舉辦的活動，並不時與兩地有關政府部門會面，以適時就政策的推行表達意見和保持密切聯繫和溝通。

2012年4月，商務委員會邀請了香港特區政府代表出席委員會會議，就粵港經貿合作的最新情況、機遇和挑戰作深入交流並反映業界的意見，探討兩地可加強溝通合作的方向和空間。

自2003年簽署以來，CEPA是深化粵港服務業合作的重要制度平台，商務委員會一直十分關注並向兩地政府反映業界對CEPA具體實施的意見和建議。2012年5月，國家商務部、廣東省政府和香港特區政府在港舉辦CEPA宣講會，向香港業界介紹CEPA及其補充協議下實施的服務貿易開放和便利貿易投資的措施，內地相關政策及落實安排，以及廣東省實施先行先試措施的情況。商務委員會應邀出席宣講會，與兩地政府代表及出席者交流討論，並反映業界對CEPA落實的關注。

In the past year, the Business Council and its Sub-groups had frequent exchanges with the Hong Kong and Guangdong Governments, the Guangdong's Association for Promotion of Cooperation between Guangdong, Hong Kong and Macao, and relevant organisations on issues related to Hong Kong/Guangdong cooperation. It also worked closely with major chambers of commerce, professional bodies as well as organisations involved in fostering Hong Kong/Guangdong cooperation. The Business Council would like to thank these organisations for their support.

## Liaison with Hong Kong and Guangdong Governments

As an organisation set up under the framework of the Hong Kong/Guangdong Cooperation Joint Conference, the Business Council was a steadfast supporter of activities promoting bilateral cooperation organised by the Hong Kong and Guangdong Governments. It also had meetings with their relevant departments to facilitate the timely exchange of views on policy implementation and to maintain close contact and communication.



In April 2012, the Business Council had exchange of views with representatives of the Hong Kong Government on the latest development of Hong Kong/Guangdong economic and trade cooperation, and explored possible areas for fostering communication and cooperation between the two places.

CEPA has been an important institutional platform for deepening the cooperation of service industries between the Guangdong and Hong Kong since its signing in 2003. The Business Council had paid close attention to the implementation of CEPA, and

2012年6月底，國家商務部與特區政府簽訂CEPA補充協議九，推出多項對香港服務貿易開放和便利貿易投資的措施。商務委員會對此表示歡迎。2012年7月，商務委員會邀請特區政府代表於會議上介紹補充協議的內容，並反映業界意見，就如何向業界進一步推廣通過CEPA開拓內地市場及加強業界之間的溝通提出建議。

timely reflected the views of the trade to the governments. In May 2012, the Ministry of Commerce and the Governments of Guangdong and Hong Kong hosted a seminar for the trade on the latest implementation of CEPA, including the liberalisation of trade in services, and trade and investment facilitation for Hong Kong and pilot measures to be introduced in Guangdong. The seminar was attended by Members of the Business Council in support, and provided an opportunity for the Business Council to relay the views of the trade on the enhancement of economic cooperation between Hong Kong and the Mainland to the governments.



推動服務業的發展是國家作為產業結構優化升級的戰略重點。廣東省政府於2012年4月發出《廣東省服務業發展「十二五」規劃》，詳細闡述廣東省及省內主要城市「十二五」期間優先發展的服務業的目標、重點建設項目、粵港澳服務業合作重點行業和領域，以及重點合作區等。2012年7月，商務委員會邀請內地專家於委員會會議上介紹《廣東省服務業發展「十二五」規劃》內容，並探討粵港兩地服務業可深化合作的範疇、方式和方向。

2012年9月，粵港合作聯席會議第十五次會議於廣州舉行。商務委員會以書面形式向兩地政府匯報工作進度，反映商界的意見及介紹未來工作重點。

In June 2012, the Ministry of Commerce and the Hong Kong Government signed Supplement IX to CEPA (CEPA 9) with further liberalisation measures rolled out to open up the services industries and facilitation of investment for Hong Kong. The Business Council welcomed the move and invited a representative of the Hong Kong Government to give a presentation on the contents of CEPA 9 in July 2012, and put up suggestions for encouraging the trade to capture the opportunities to explore the Mainland market, and enhancing communication amongst the sectors.

Promoting the development of modern services industries is of strategic importance to the economic development of the country. In July 2012, the Business Council invited a Mainland expert to give a presentation on the "12<sup>th</sup> Five-Year Plan for the Development of Services Industry of Guangdong", and share views with Members on the direction and areas in which Hong Kong service sector could deepen economic cooperation with Guangdong.

In September 2012, the Council reported in writing the work progress of the Business Council and its future work plan at the 15<sup>th</sup> Plenary of the Hong Kong/Guangdong Cooperation Joint Conference.



2012年11月，主席馮國經博士應深圳市政府邀請，出席「2012深圳國際化城市建設研討會」擔任嘉賓講者，與席上嘉賓分享對深港在服務業方面加強合作，共同提升區域競爭力的看法，並提出深港應共同完善各項跨境交通基建等的對接協調，促進要素流動；及可聯合加強人才的培訓，為現代服務業培養更高技術的人才資源。

In November 2012, Council Chairman Dr Victor Fung attended the “Symposium on Internationalization of Shenzhen” as a guest speaker to share his views on the possible areas for deepening cooperation between Shenzhen and Hong Kong, with a view to enhancing the regional competitiveness of the two places.

2012年12月，商務委員會委員出席於禮賓府舉行的茶敘，與行政長官就粵港合作及大珠三角地區經濟發展交流意見，反映業界對前海南沙發展的關注，並報告本屆商務委員會的主要工作。

The Business Council attended a tea gathering at the Government House in December 2012 and exchanged views with the Chief Executive on issues surrounding Hong Kong/Guangdong cooperation and the economic development of the Greater Pearl River Delta region, and expressed the views of the trade on the latest developments of Qianhai and Nansha.





## 與廣東省貿促會和廣東省粵港澳合作促進會的聯繫

廣東省貿促會和廣東省粵港澳合作促進會均是粵港合作聯席會議框架下商務委員會的對口組織，商務委員會一直與兩會保持聯繫，共同推動有利於粵港合作的工作。

## Liaison with CCPIT Sub-Council and Guangdong's Association for Promotion of Cooperation between Guangdong, Hong Kong and Macao

The Business Council and the CCPIT Sub-Council and the Guangdong's Association for Promotion of Cooperation between Guangdong, Hong Kong and Macao, its Guangdong counterparts under the framework of the Joint Conference, stayed in close contact and worked together to take forward practical cooperation.





### 與廣東省政府的交流

2013年1月，通過廣東省粵港澳合作促進會的協助和聯繫，商務委員會組團前往廣州，與廣東省環境保護廳官員會面，就粵港兩地共同關注的珠三角地區環境議題座談交流，並實地考察市內環保設施。



### Exchange with the Government of Guangdong Province

Through the liaison of the Guangdong's Association for Promotion of Cooperation between Guangdong, Hong Kong and Macao, the Business Council sent a delegation to Guangzhou in January 2013 to meet with officials of Guangdong Environmental Protection Department to exchange views on the environmental issues of the Pearl River Delta region. The delegation also had a tour of some related facilities in the city.



## 工作小組的對外聯繫

商務委員會屬下的工作小組不時與粵港兩地政府相關部門、商界持份者或專家學者會面，就促進兩地在投資推廣、便利人流物流、可持續發展和服務業發展及人才資源等方面的合作，進行討論及交換意見。

## External Liaison of the Sub-groups

The Sub-groups of the Business Council met with relevant departments of the Hong Kong and Guangdong Governments, business stakeholders and experts from time to time to exchange views on cooperation proposals in a number of areas, including investment promotion, facilitating people and cargo flows, sustainable development, as well as the development of services industries and human resources.



在這一年間，跨境人流物流工作小組邀請了保安局和發展局代表出席小組會議，一起探討香港與內地在人流、車流和跨境基建方面的最新發展情況。2012年12月，工作小組到深圳灣口岸作實地考察，與入境事務署、香港海關及深圳邊防及海關代表，就深圳灣口岸一地兩檢運作，以及深港兩地改善跨境人車貨流方面的合作和進展作交流。

In the past year, the Cross-boundary Passenger and Cargo Flow Sub-group met with representatives from the Security Bureau and Development Bureau to look into the latest development of Hong Kong and the Mainland in terms of passenger flow, vehicle flow and cross-boundary infrastructure. In December 2012, the Sub-group visited the Shenzhen Bay Port and had a tour of the co-located boundary crossing facilities, and exchanged views with the relevant departments of the Governments of Hong Kong and Shenzhen on possible areas for further collaboration between the two places in enhancing smooth and efficient cross-boundary passenger, vehicle and cargo flow.





可持續發展工作小組邀請了航運業界代表於小組會議上介紹由業界在2011年簽訂自願性質的《乘風約章》的內容及成效，又與環保署代表探討如何與廣東省政府加強合作，改善珠江三角洲地區空氣質素、及鼓勵遠洋船在香港泊岸轉用低硫燃油，推動船舶減排及探討使用電動車輛等環保課題。



The Sustainable Development Sub-group engaged the trade in discussion on the implementation and effectiveness of the Fair Wind Charter, an initiative taken by the trade in 2011 for the ocean-going vessels to switch to cleaner fuel while berthing at Hong Kong. The Sub-group also exchanged views with the Environmental Protection Department on the possible areas for forging cooperation with the Guangdong Government in improving air quality of the Pearl River Delta region, promoting the use of cleaner fuel by ocean-going vessels while at berth in Hong Kong, and the promotion of the use of electric vehicles.



聯合投資貿易推廣工作小組邀請了商務及經濟發展局代表於小組會議上介紹特區政府於2012年中推出總值10億元以協助香港企業把握《十二五規劃》機遇開拓及發展內地市場的「發展品牌、升級轉型及拓展內銷市場的專項基金」（「BUD專項基金」），並反映業界對「BUD專項基金」的實施情況的意見。工作小組又聯同服務業發展及人才資源工作小組和香港總商會於2012年10月合辦「香港·前海——創新合作商機」研討會，邀請了特區政府官員及多位來自不同領域，包括金融、會計、法律及學術界的專家和學者發表演說。

While in support of the setting up of the Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund) by the Hong Kong Government to assist Hong Kong enterprises to explore and develop the Mainland market, the Joint Investment and Promotion Sub-group also conveyed the views of the trade on the implementation of the BUD Fund to the Commerce and Economic Development Bureau. The Sub-group also joined hands with the Services Industry Development and Human Resources Sub-group and the Hong Kong General Chamber of Commerce in hosting a seminar entitled “Hong Kong – Qianhai: Innovation and Cooperation” in October 2012 for the business sectors to identify business and investment opportunities and share views with the guest speakers.

## 重要課題研究

面對傳統出口市場停滯及內地消費市場的急速成長，香港企業如能發揮在開拓國際市場、供應鏈管理、批發分銷及品牌管理等各方面的優勢和經驗，配合內地推動內銷的政策，在珠三角地區開發內銷市場，不但可為港資企業帶來商機，更可全面配合國家推動經濟發展的政策，有助推動粵港兩地經濟進一步發展。

有見及此，商務委員會於2012年7月特別成立專責小組，針對香港業界如何發揮優勢和經驗，在珠三角地區拓展內銷開展專題研究。進行研究期間，專責小組與香港貿易發展局、主要商會、專家學者及香港特區政府中央政策組就當前國際和內地經濟形勢、珠三角地區港商面對的挑戰和機遇、專題研究目的、範疇、研究方法及方向等作多次交流及討論。為了解有關政策及搜集在內地已開展銷售業務或設有生產基地的港商資料，專責小組聯同專家學者走訪特區政府相關政策局、商會、工商支援服務機構及十多間香港企業，通過分析及總結相關經驗，就港企開拓內銷的可行方法提出具體建議，供業界和有關當局參考。

相關報告於2013年3月公布，詳細資料見第52至57頁。

## Study on Major Issues



In view of the stagnant traditional export markets and the boosting consumer market of the Mainland, it would be beneficial to the economic cooperation and sustainable development of both Guangdong and Hong Kong if Hong Kong enterprises could leverage their strengths and experience to open up the domestic market of the Pearl River Delta region.

In light of these developments, the Business Council set up a task group in July 2012 to carry out a study on “Tapping the Domestic Market of the Pearl River Delta Region by Leveraging the Strengths of Hong Kong”. During the study, the task group had exchange of views with the Hong Kong Trade Development Council, major chambers of commerce, Mainland experts and the Hong Kong Government Central Policy Unit on the latest state of the global and Mainland economy, arising opportunities and challenges, and the objective, scope and methodology of the study. With information and views collected from government policy bureau, business association, industry support organisation and Hong Kong enterprises, the task group examined the issue in depth and put up practical recommendations for the reference of the trade and the Governments of Hong Kong and Guangdong.

The subject report was released in March 2013. The details are at pages 52 – 57.



## 前海、南沙新區發展

繼國家《十二五規劃綱要》將前海納入「十二五」時期粵港澳合作的重大項目，國務院於2012年6月作出批覆，支持前海實行比經濟特區更加特殊的先行先試政策。前海將重點發展金融業、現代物流業、信息服務業、科技服務、教育醫療及其他專業服務業。

商務委員會認同前海發展潛力巨大，是推進香港和內地合作的重要載體。2012年9月，商務委員會邀請了前海深港現代服務業合作區管理局鄭宏杰局長出席委員會會議，介紹前海最新發展情況及優惠政策的內容，直接向香港業界推廣前海的發展機遇。商務委員會希望推動香港業界發揮在高端服務業的優勢和利用前海的優惠政策，積極參與前海的開發建設，在拓展更多商機的同時，亦為深圳甚至廣東的加快經濟轉型作出貢獻。

2012年10月，聯合投資貿易推廣工作小組聯同服務業發展及人才資源工作小組，與香港總商會合辦「香港·前海 - 創新合作商機」研討會，邀請香港特區政府官員及金融、會計、法律及學術界的專家和學者發表演說，並與出席的商界代表對話及分享，共同探討香港與前海的未來合作方向和空間。

## Development of Qianhai and Nansha

Qianhai is one of the major Hong Kong/Guangdong cooperation initiatives laid down in the 12<sup>th</sup> Five-Year Plan. In June 2012, the Central Government rolled out a series of policies to support the development of finance, modern logistics, information and technology, education, medical services and other professional services sectors in Qianhai.

In view of the development potential of Qianhai and the active role that Hong Kong might play in deepening cooperation with the Mainland, the Business Council invited the Director General of the Authority of Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone of Shenzhen to a meeting in September 2012 to talk about the latest development of Qianhai and to share views with the trade on the arising business and investment opportunities.

In October 2012, the Joint Investment and Trade Promotion Sub-group and the Services Industry Development and Human Resources Sub-group joined hands with the Hong Kong General Chamber of Commerce in hosting a seminar entitled “Hong Kong – Qianhai: Innovation and Cooperation” for representatives from the business sector to exchange views with guest speakers from different professions on the related policies and possible areas for promoting economic cooperation and integration with the new district.

# 香港

## 兌換率

本工作報告所採用的人民幣與美元兌換率，是參考2011廣東省統計年鑑的資料，按2010年兌換率計，以676.95元人民幣兌100美元。

## Exchange rate

The Renminbi (RMB) / US dollar exchange rates used in this report are RMB676.95 per 100 US dollar based on the exchange rate in 2010, according to the Guangdong Statistical Yearbook 2011.

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