



# 聯合投資貿易推廣工作小組

## Joint Investment and Trade Promotion Sub-group

### 工作目標及範圍

工作小組的目標是進行研究，並提出方法：

- 向海外投資者推廣大珠三角地區
- 推廣香港作為廣東企業拓展業務的地方

小組亦在貿易投資的議題上，特別是貿易便利化方面向商務委員會提供支援。

小組首先制訂了工作計劃，作為2004年的工作指引。小組在2004年年底審視有關計劃後，決定集中處理兩項主要工作，分別是推動廣東企業來港開業，以及攜手向海外推廣大珠三角。在釐定工作重點後，小組與廣東省方面有關的工作小組就聯合投資、貿易推廣事宜展開討論和交換意見。

### 工作進度及意見

小組初期定下的工作計劃包括以下主要工作：

- 建立協調機制，以協調推廣香港的工作
- 制訂粵港海外推廣工作的總策略
- 促請兩地採取措施，推動廣東企業來港開業
- 評估內地企業來港開業的需要

小組在2004年年底進行檢討後，決定首先集中處理兩項工作：

### Objective and scope of work

**The** Sub-group's objective is to study ways to:

- promote the GPRD region to overseas investors
- promote Hong Kong as a place for Guangdong enterprises to expand their business

The Sub-group also provides support to the Business Council's agenda on trade and investment, especially on issues related to trade facilitation.

The Sub-group began by developing a work plan to guide its tasks through 2004. Following a stock-taking by the end of 2004, the Sub-group focused its work on two major items, namely, facilitation of Guangdong enterprises to set up business in Hong Kong, and joint overseas promotion of the GPRD. With a clearer focus, the Sub-group then engaged its Guangdong counterpart in discussion and exchange on joint investment and trade promotion.

### Work plan and progress

The Sub-group's initial work plan covered the following major items:

- Setting up a mechanism to coordinate promotion of Hong Kong Inc.
- Establishing an overall strategy for overseas promotion of Hong Kong and Guangdong
- Calling for measures to facilitate Guangdong enterprises to set up business in Hong Kong
- Gauging the needs of Mainland enterprises in setting up business in Hong Kong

After taking stock at end-2004, the Sub-group decided that, as a first step, it should focus on two specific areas:

**(1) 推動廣東企業來港開業：**

小組參考了香港特區政府中央政策組資助，香港理工大學進行的《內地有關政策及措施對方便民營企業來港經營的影響》研究。小組經討論後，向商務委員會提出了三項建議：

- 建議中央政府將鼓勵內地民企來港投資的措施納入“走出去”的中央政策內，使有關措施提升為國家經濟政策。
- 建議中央政府採取措施鼓勵更多廣東企業來港投資，例如放寬對廣東企業調動員工和資金來港的限制。
- 建議中央政府鼓勵廣東金融機構利用CEPA的框架來港開設分行及代表辦事處。

**(2) 攜手向海外推廣大珠三角：**

小組倡議粵港雙方在每年九月協調下一個年度的大珠三角推廣計劃。

2005年1月20日，小組與以廣東省外商投資企業協會為首的粵方工作小組舉行會議。會上雙方介紹了各自的工作計劃，並就跨境投資和貿易的經驗、箇中困難，以及合作機遇進行了深入的討論。

2005年3月，小組又與廣東省發展研究中心舉行會議，會議由小組召集人黎定基先生主持。該中心正與中央政策組研究如何吸引廣東企業來港開業。小組就如何簡化相關程序，以及增加程序的透明度提出建議。

**(1) Facilitation of Guangdong enterprises to set up business in Hong Kong:**

The Sub-group evaluated a study on “Mainland policies and practices to facilitate private enterprises in setting up business in Hong Kong” which was funded by the Hong Kong Central Policy Unit and conducted by the Hong Kong Polytechnic University. The Sub-group made three recommendations to the Business Council, namely:

- To recommend to the Central Government to include measures to encourage Mainland private enterprises to invest in Hong Kong as part of the central “Going Out” policy, so as to raise the matter to the level of national economic policy.
- To suggest to the Central Government to encourage more Guangdong investment in Hong Kong by measures such as relaxation of procedures for Guangdong enterprises to deploy their staff and capital to Hong Kong.
- To suggest to the Central Government to encourage the setting up of branches and representative offices of Guangdong financial institutions in Hong Kong under the CEPA framework.

**(2) Joint overseas promotion of the GPRD:**

The Sub-group advocated the coordination of an annual GPRD promotional plan, to be agreed between the Hong Kong and Guangdong sides every September for the following year.

The Sub-group held a meeting on 20 January 2005 with its Guangdong counterpart, which is led by the Association of Enterprises with Foreign Investment of Guangdong Province. Both sides shared their respective work plans at the meeting, and there was very substantive and fruitful discussion on both sides’ experiences in cross-boundary investment and trade, the problems encountered, and the opportunities for cooperation.



## 未來工作和總結

在粵港合作的眾多範疇當中，投資和貿易推廣對協助兩地企業的發展十分重要。由於牽涉的事宜非常廣泛，因此小組應先選擇其中幾項主要工作，集中處理。

要取得成效，小組須與粵方工作小組釐定清晰的方向和共同的目標，而訂定方向和目標的過程亦能促進雙方進行有建設性的合作。

在首年工作中，小組與粵方達成共識，同意需要蒐集資料，了解企業在貿易和投資上遇到的困難；簡化手續；以及促進區內的資金流動。

The Sub-group's Convenor, Mr Anthony Nightingale, also hosted a meeting in March 2005 with the Guangdong Development Research Centre which was undertaking a study jointly with the Central Policy Unit on attracting Guangdong enterprises to Hong Kong. The Sub-group provided some suggestions on how to simplify the relevant procedures and enhance the transparency of such procedures.

## Conclusion and the way forward

Among the many areas of cooperation between Hong Kong and Guangdong, investment and trade promotion is very important in helping businesses of both sides. The Sub-group's observation is that there is a diverse range of issues to tackle, hence it is critically important to be able to focus our effort on a few key areas.

To do so would require the Sub-group to come up with clear direction and shared goals with its Guangdong counterpart. The finding of such clear direction and shared goals is in itself a process of constructive engagement for the Guangdong and Hong Kong sides.



**小組未來的主要工作包括：**

- 跟進香港特區政府中央政策組與廣東省發展研究中心有關鼓勵廣東民企到港發展業務的研究報告，以考慮這方面的未來工作。
- 跟進粵港雙方每年協調大珠三角推廣計劃的建議。
- 與粵方工作小組合作，支持兩地政府和相關機構舉辦講座和推廣活動，向廣東企業進一步推廣香港的投資環境，並推動企業來港開業。

展望未來，小組深信粵港雙方憑藉至今取得的合作基礎和共識，定能制訂具體計劃，協助兩地企業的發展。

In the first year of work, the Sub-group has made progress in reaching consensus with its Guangdong counterpart on the need to gather information on the difficulties encountered by enterprises in trade and investment, to simplify relevant procedural requirements, and to facilitate the flow of capital within the region.

**The major tasks for the Sub-group will include:**

- Studying the report by the Hong Kong Central Policy Unit and the Guangdong Development Research Centre on encouraging Guangdong enterprises to set up business in Hong Kong when it is available in order to consider future work in this regard.
- Pursuing the proposal for Hong Kong and Guangdong to coordinate an annual GPRD promotion plan.
- Working with its Guangdong counterpart to further promote to Guangdong enterprises the investment environment in Hong Kong and to facilitate them to set up business in Hong Kong, by supporting the organising of seminars and promotional activities by the two Governments and relevant organisations.

Looking ahead, the Sub-group is confident that on the basis of cooperation and common understanding achieved so far, Hong Kong and Guangdong can develop concrete joint projects to facilitate the businesses of both sides.