



# 联合投资贸易推广工作小组

## Joint Investment and Trade Promotion Sub-group

### 工作目标及范围

工作小组的目标是进行研究，并提出方法：

- 向海外投资者推广大珠三角地区
- 推广香港作为广东企业拓展业务的地方

小组亦在贸易投资的议题上，特别是贸易便利化方面向商务委员会提供支援。

小组首先制订了工作计划，作为2004年的工作指引。小组在2004年年底审视有关计划后，决定集中处理两项主要工作，分别是推动广东企业来港开业，以及携手向海外推广大珠三角。在厘定工作重点后，小组与广东省方面有关的工作小组就联合投资、贸易推广事宜展开讨论和交换意见。

### 工作进度及意见

小组初期定下的工作计划包括以下主要工作：

- 建立协调机制，以协调推广香港的工作
- 制订粤港海外推广工作的总策略
- 促请两地采取措施，推动广东企业来港开业
- 评估内地企业来港开业的需要

小组在2004年年底进行检讨后，决定首先集中处理两项工作：

### 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) 推动广东企业来港开业：**

小组参考了香港特区政府中央政策组资助，香港理工大学进行的《内地有关政策及措施对方便民营企业来港经营的影响》研究。小组经讨论后，向商务委员会提出了三项建议：

- 建议中央政府将鼓励内地民企来港投资的措施纳入“走出去”的中央政策内，使有关措施提升为国家经济政策。
- 建议中央政府采取措施鼓励更多广东企业来港投资，例如放宽对广东企业调动员工和资金来港的限制。
- 建议中央政府鼓励广东金融机构利用CEPA的框架来港开设分行及代表办事处。

**(2) 携手向海外推广大珠三角：**

小组倡议粤港双方在每年九月协调下一个年度的大珠三角推广计划。

2005年1月20日，小组与以广东省外商投资企业协会为首的粤方工作小组举行会议。会上双方介绍了各自的工作计划，并就跨境投资和贸易的经验、个中困难，以及合作机遇进行了深入的讨论。

2005年3月，小组又与广东省发展研究中心举行会议，会议由小组召集人黎定基先生主持。该中心正与中央政策组研究如何吸引广东企业来港开业。小组就如何简化相关程序，以及增加程序的透明度提出建议。

**(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.



## 未来工作和总结

在粤港合作的众多范畴当中，投资和贸易推广对协助两地企业的发展十分重要。由于牵涉的事宜非常广泛，因此小组应先选择其中几项主要工作，集中处理。

要取得成效，小组须与粤方工作小组厘定清晰的方向和共同的目标，而订定方向和目标的过程亦能促进双方进行有建设性的合作。

在首年工作中，小组与粤方达成共识，同意需要搜集资料，了解企业在贸易和投资上遇到的困难；简化手续；以及促进区内的资金流动。

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.



**小组未来的主要工作包括：**

- 跟进香港特区政府中央政策组与广东省发展研究中心有关鼓励广东民企到港发展业务的研究报告，以考虑这方面的未来工作。
- 跟进粤港双方每年协调大珠三角推广计划的建议。
- 与粤方工作小组合作，支持两地政府和相关机构举办讲座和推广活动，向广东企业进一步推广香港的投资环境，并推动企业来港开业。

展望未来，小组深信粤港双方凭藉至今取得的合作基础和共识，定能制订具体计划，协助两地企业的发展。

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.