

三个主要研究课题报告

*Reports on three
major areas of study*





吸引内地企业来港开业

Attracting Mainland Enterprises to Hong Kong

吸引民营企业来港的重要性

内地民营经济经过二十多年的发展，已经成为中国经济新一轮发展的原动力。最新的资料显示，内地民营企业已有近300万家。民营企业主要集中在广东、上海、江苏及浙江四省市。这些民营企业经过多年发展已有一定的对外投资的能力，并正积极开拓海外市场。

中央政府由1992年开始便鼓励内地企业到境外投资。在2003年，中共十六大报告谈及民营企业「走出去」的政策，指出：「实施『走出去』战略是对外开放新阶段的重大举措，鼓励和支援有比较优势的各种所有制企业对外投资，带动商品和劳务出口，形成一批有实力的跨国企业和著名品牌。」

虽然不少内地企业在过去十多年已经开始向外发展，包括来港上市或集资，但是商务委员会认为应该研究如何进一步吸引内地的民营企业来港发展。这是一个双赢的方案。对内地民营企业来说，香港是国际金融及商业中心，拥有优越的条件，可为内地企业发展提供优良的融资、财务或管理等服务。到香港投资一方面可以集资，另一方面也可在香港提升技术和吸收管理方面的经验，从而令企业在迈向国际市场时更加成熟和更有信心。对香港来说，吸引内地企业来港发展，可为香港的金融及专业服务界拓展商机和扩大与内地的商业联系，并会为本港制造就业机会。

The importance of attracting private enterprises to Hong Kong

After over two decades of development, private economy has emerged as a major driving force for the next stage of economic development in the Mainland. According to the latest data, there are nearly 3 million private enterprises in the Mainland, mainly clustering in Guangdong, Shanghai, Jiangsu and Zhejiang. After years of development, these private enterprises have now built up the capacity to expand abroad and are seeking to open up overseas markets.

The Central Government has been encouraging Mainland enterprises to invest overseas since 1992. In 2003, the “Going Out” policy for private enterprises was highlighted in the report of the 16th Party Congress, which reads “Implementation of the strategy of ‘going out’ is an important measure taken in the new stage of opening up. We should encourage and help relatively competitive enterprises with various forms of ownership to invest abroad in order to increase export of goods and labour services and bring about a number of strong multinational enterprises and brand names.”

Many Mainland enterprises have started to expand overseas with a number of them listing or raising funds in Hong Kong in the past decade. However, the Business Council considered that greater efforts should be made to further attract Mainland private enterprises to Hong Kong. This will be a win-win situation. For Mainland private enterprises, on top of raising capital, doing business in Hong Kong can also enable them to enhance their technological level and draw on Hong Kong’s management experience, which will make them better equipped and more confident when making inroads to international markets. As an international financial and commercial centre, Hong Kong is strategically positioned to provide them with funding, financial or management services, all of quality standard. For Hong Kong, attracting Mainland enterprises to the territory would open up business opportunities and forge closer link with the Mainland for the financial and professional sectors. This will also help create more job opportunities in the local labour market.

研究和工作进度

在研究这个课题时，商务委员会参考了香港特区政府中央政策组委托香港理工大学中国商业中心编写的「内地有关政策及措施对方便民营企业来港经营的影响」研究报告。同时，在粤港合作联席会议的架构下，广东省发展研究中心及香港特区政府中央政策组正就鼓励广东民企到港发展业务进行研究。商务委员会的联合投资贸易推广工作小组亦就上述研究与广东省发展研究中心的课题组举行了一次交流会议。

根据商务委员会的研究，吸引更多广东省民营企业来港开业的工作可集中在几方面。首先是企业本身的状况。其次是香港有甚么优势吸引内地企业利用香港的服务，以及企业使用这些服务时遇到的困难。第三方面是审批企业来港开业的程序。

(1) 广东省民营企业本身的状况

广东省民营企业发展的历史仍短，这些民营企业无论在内部管理、投资策略、品牌意识或技术方面仍处于发展阶段。另外，部分民营企业对国际市场的运作也不熟悉，也可能不大了解在香港营商的情况。

在这方面，香港可以为广东省企业提供协助。凭藉CEPA的契机，香港的专业服务可在广东省成立办事处，为准备到香港发展的企业提供财务或投资方面的专业服务，亦可以为民营企业提供管理人才训练，加强它们向外发展的条件，并为迈向国际市场作好准备。

Study and work progress

In examining this issue, the Business Council has drawn reference to a report by the China Business Centre of Hong Kong Polytechnic University on *the Study of Mainland Policies and Practices to Facilitate Private Enterprises in Setting Up Business in Hong Kong* commissioned by Hong Kong's Central Policy Unit (CPU). In parallel, the Guangdong Development Research Centre (the Research Centre) and CPU are also conducting an in-depth study on the issue under the framework of Hong Kong Guangdong Cooperation Joint Conference. The Joint Investment and Trade Promotion Sub-group under the Business Council had held a sharing session on this study with the research project group of the Research Centre.

On the basis of its study, the Business Council has come to the view that to attract more Guangdong private enterprises to set up business in Hong Kong, efforts should be focused on: (1) taking stock of the enterprises' situation; (2) identifying the services that Hong Kong can offer to them; and (3) streamlining the approval procedures for them to set up business in Hong Kong.

(1) Taking stock of Guangdong private enterprises' situation

Established for a relatively short period of time, private enterprises in Guangdong still have room for improvement in terms of internal management, investment strategies, brand building and technology development. Besides, some of them are unfamiliar with the operation of the international market or about the business environment in Hong Kong.

Hong Kong has much to offer in this regard. Taking advantage of CEPA, Hong Kong's professional service sectors may set up offices in Guangdong to provide enterprises which plan to start business in Hong Kong with professional financial/investment services or management training. This would enhance their readiness for overseas development and entry to the international market.



(2) 香港为内地民营企业提供的服务

香港的优势在于拥有自由的市场经济体制，对投资和商业活动限制较少，税率低，政策和规例一视同仁，力求便利所有企业来港经营。香港能提供优良的金融和专业服务，并拥有良好的国际市场网络。此外，广东企业应较易适应香港的文化、语言和环境。

民营企业来港发展，除了一般企业融资和贸易融资外，还可以利用香港为企业自创的品牌做推广，以香港作为平台，进一步打入国际市场。

为了使民营企业更加了解在香港成立公司、会计和法律方面的规例和手续等，商务委员会希望政府和有关商会或专业团体，例如香港贸易发展局和投资推广署等，可以向有兴趣来港发展的内地企业简介有关的资料和香港可为他们提供的服务，协助他们来港发展。

(2) Providing services to Mainland private enterprises

The strength of Hong Kong lies in its free market economy with minimum intervention in investment and business activities, a low tax regime, a level playing field to facilitate all enterprises in terms of policies and regulations, excellent financial and professional services, as well as strong business ties with the international market. Guangdong enterprises would also find it easier to adapt to the culture, language and environment of Hong Kong.

In addition to corporate and trade financing, Guangdong private enterprises may also draw on Hong Kong's expertise in marketing to promote their brand names and open up the global market.

To familiarise private enterprises with the procedures as well as the accounting and legal requirements relating to setting up companies in Hong Kong, the Business Council hoped that the Government and the relevant chambers of commerce or professional bodies, such as the Hong Kong Trade Development Council and Invest HK, could brief Mainland enterprises interested in coming to Hong Kong on the services available.

(3) 简化内地的审批程序

商务委员会得悉，现时内地在审批这些民营企业向外投资的申请时，例如审批工作人员签证和投资项目方面，手续比较繁复，可能影响企业来港发展的计划。

商务委员会希望中央政府商务部去年九月推出的《关于内地企业赴香港、澳门特别行政区投资开办企业核准事项的规定》会对简化这些审批程序有帮助，但更希望内地政府进一步简化这些程序，以方便民营企业的发展。

未来工作

当香港特区政府中央政策组与广东省发展研究中心完成这个课题的研究报告后，商务委员会将会跟进报告内容，以便考虑进一步的具体建议，协助推动更多广东省民营企业来港发展。

(3) Streamlining the approval procedures of the Mainland

The Business Council noted that the approval procedures in the Mainland in relation to overseas investment applications by private enterprises, such as those for staff visas or investment projects, were relatively complicated. This might impede private enterprises' plans to set up business in Hong Kong.

The Business Council hoped that the *Rules of Approving Mainland Enterprises to Invest in Enterprises in Hong Kong or Macao Special Administrative Regions* as promulgated by the Ministry of Commerce of the Central Government in last September would help streamline the procedures. Better still, it hoped that the Mainland authorities could take further actions to simplify the procedures and facilitate private enterprises' entry to Hong Kong.

Future plan

The Business Council will study the joint study report prepared by CPU and the Research Centre in detail and come up with further recommendations to attract more Guangdong private enterprises to Hong Kong.