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# 工月 商刊 **THE Bulletin**

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE  
香 港 總 商 會 月 刊

一九九七年四月

**APRIL 1997**

## **Meet the Chamber's new Director**



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**Britain in Europe**

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**China service industries**

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**Competition policy**

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## The Hong Kong General Chamber of Commerce

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### Hong Kong Franchise Association

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Pacific Basin Economic Council Hong Kong Committee	Dr H SOHMEN, OBE
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# Some Chamber successes in 1997-98 Budget

The Chamber did not get all that it desired in the 1997-98 Budget, announced by the Financial Secretary on March 12, but it did achieve enough to be satisfied with the overall outcome.

As the Chamber said in its press release issued immediately after the Budget, "the 1997-98 transitional Budget provides a sound fiscal and economic background for the return of sovereignty to China on July 1."

The Financial Secretary, Mr Donald Tsang Yam-kuen, substantially addressed our concern that he should provide an outline and assessment of the consultative processes with the Chinese side on the Budget contents.

He also went some of the way towards explaining the need for the Government's continuing annual surpluses and substantial fiscal reserves, but did not entirely satisfy us on this issue.

He was far more re-assuring on our requests for confirmation of the territory's good economic outlook through the transition year and beyond, and stability and continuity in the civil service throughout the period.

In a subsequent letter to the Chamber, the Secretary for the Treasury, Mr Kwong Ki-chi, acknowledged receipt of the recommendations on the revenue proposals put forward by the Chamber in its pre-Budget submission.

He also outlined in some detail how and why the Government was able to grant some of the requests made by the Chamber, but was unable to do anything - at least at this stage - on others.

It was pleasing to note from this letter that the Chamber's "strike rate" on requests granted was again quite high - a testimony to its well-argued submission - although by no means a 100 per cent record.

On specific requests, the Chamber was probably most disappointed with the Financial Secretary's failure to cut profits tax, especially given the substantial resources (annual surpluses) at his disposal.

But there were two other areas that were also causes for concern.

The first of these was the failure to add much substance to the "Helping Business" programme, outlined in his previous Budget, especially quantifying the achievements of the past year in existing initiatives.

There was little of substance in this section of the Budget speech beyond outlining the programmes already underway.

The second was the minimal amount done for the less well-off in the community, especially the needy elderly. This issue will need to be addressed in future Budgets if community concern is to be allayed.

This is despite the substantial increase in expenditure in these areas in recent years, with overall welfare outlays being up 88 per cent in real terms in the past five years.

The decision by the Government to relax, from April 1 this year, the residence requirement for elderly people who retire to Guangdong was a welcome move.

As a result, they will be able to receive their monthly standard Comprehensive Social Security Assistance (CSSA) payments while living across the border.

But this is partial solution at best - many elderly people simply do not want to leave Hong Kong - and still does not address the issue of the adequacy of payments to the elderly in the community. This will have to be remedied in the future.

The Chamber has always sought to co-operate with Government in formulating the annual Budget, especially through its detailed pre-Budget submission outlining the available policy options.

It looks forward to being able to continue this dialogue on the Budgetary process under the Special Administrative Region Government after July 1 this year. ■



James P C Tien  
Chairman

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## 總商會在過渡期預算案中取得的一些成就

財政司已於3月12日公布了1997至98年度的財政預算案，本會之前提呈的有關建議雖未被全盤採納，但預算案內容大體上還是叫人滿意。

正如本會在預算案公布後發表的聲明所言：「1997至98過渡期預算案為香港在7月1日回歸中國奠定了良好的財政及經濟基礎。」

財政司曾蔭權先生切實地回應了本會對預算案的關注，同意應就與中方磋商預算案內容的過程提供綱要信息和進度評估。

他亦解釋了政府繼續編制盈餘預算及保存龐大財政儲備的必要。在這一點上，本會對財政司的說法並不全部認同。

本會要求當局維持香港在過渡期前後的良好經濟前景，以及確保公務員隊伍的穩定及延續性，財政司的答案看來較為叫人鼓舞。

其後，庫務司鄭其志先生曾致函本會，表示已收到本會在預算案意見書中有關徵稅的建議。他更頗詳細地解釋了港府為何並如何滿足本會提出的部分要求，而非在現階段全盤接納我們的建議。

從庫務司的函件看來，本會建議獲當局接納的「命中率」又一次偏高，儘管說不上「百發百中」，卻足以證明意見書內容理據充足。

然而，現時的財政盈餘如此豐厚，但財政司卻未降低利得稅率，本會對此尤其失望。

此外，預算案中有兩點也是我們十分關注的。

第一，財政司在上一年度的預算案中已提出「方便營商」的重要，但在剛發表的預算案內，除了指出政府已著手推行上述計劃外，演辭中少有提及一些實質的措施，特別是過去一年所獲得的成果。

第二點是政府對社會上較貧困的一群，特別是亟需援手的長者照顧不足。雖然政府近年在這方面的開支已大幅增加，以過去5年為例，社會福利支出的實質增長已上升了88%，但要紓緩各界對此事的憂慮，日後的預算案必須正視這個問題。

不過，港府已決定由4月1日起放寬居留規定，准許接受綜援的老人家在廣東省居住期間繼續按月領取援助。本會對此深表歡迎。

然而，這無非是局部解決問題的「最佳」方案。事實上，很多長者並不樂意離開香港，放寬居留規定根本沒有解決老人綜援金不足的問題。這必須在日後予以補救。

總商會一向希望就預算案的編制與政府合作。每年，本會均會在預算案發表前向港府提呈詳細的意見書，列舉種種可於下一財政年度實行的政策。

本年7月1日後，我們期望與特別行政區政府保持這種對話形式。 ■

田北俊

田北俊  
香港總商會主席

# Chamber appoints new Director

Former US Air Force China adviser takes over from Ian Christie in May

**D**r Eden Woon, who is to replace Ian Christie as Director of the Chamber in mid-May, came to Hong Kong for familiarisation briefings in mid-March and will return from 28 April-4 May before taking up the appointment on 19 May.

Dr Woon spent most of his time meeting with Assistant Directors and getting to know their departments' personnel and functions. He also had opportunities to meet members and to attend some of the many functions the Chamber holds each week.

Earlier, James Tien, Chamber Chairman, had publicly announced that after nearly nine years as Director, Ian Christie would be leaving the Chamber on 30 April.

"I would like to extend my heartfelt gratitude to Brigadier Christie's dedication and contribution to the Chamber over the years. On behalf of the Chamber, we wish him all the best in his new endeavours.

"His successor, Dr Eden Woon, is a China expert and has wide exposure in international relations. We are confident that under his administration the Chamber will be able to continue to promote, represent and safeguard the interests of the Hong Kong business community," said James Tien.

Dr Woon is the Executive Director of the Washington State China Relations Council in the United States. The Washington State China Relations Council has been a leading voice since 1979 in promoting trade between China, Hong Kong, and the United States. This non-profit business council represents more than 180 corporate members such as Boeing, Microsoft, Weyerhaeuser, Frank Russell Company, Price/Costco, PACCAR, Starbucks, major ports, banks, law firms, and other manufacturers, retailers and businesses of Washington State.

Dr Woon assumed this position in December 1994 after serving for five years as China policy advisor for the Secretary for Defence in the Pentagon. He was responsible for formulating policy positions and recommendations on all issues related to China which affect the Department of Defence.

Dr Woon was assigned to the US Embassy in Beijing from 1983-85, and he was the China desk officer for the Chairman of the Joint Chiefs of Staff. While in the US Air Force, he had also been an associate professor of mathematics at the

Air Force Academy. He retired from the US Air Force as a Colonel in 1993.

A Phi Beta Kappa graduate of the University of Iowa, Dr Woon has a doctorate degree in mathematics from the University of Washington. He has published articles in mathematics, in foreign affairs, and in international business. Dr Woon is a member of the Council on Foreign Relations and the Pacific Council on International Policy.

He received the US Defence Civilian Distinguished Service Award and the



Dr Eden Woon and Ian Christie 翁以登及祈仕德

Defence Superior Service Award with three oak leaf clusters.

Dr Woon is a former resident of Hong Kong and is fluent in Cantonese and Putonghua. ■

## 香港總商會委任新總裁

曾任美國空軍中國事務顧問 接替祈仕德五月來港履新

**將**於五月中接替祈仕德先生出任香港總商會總裁的翁以登博士曾於三月中來港視察商會的運作情況，而在5月19日正式履新前，翁博士會再度於4月28日至5月4日來港。

留港期間，翁博士大部分時間也是跟各助理總裁會面，熟悉各部門的職員與分工。除會見會員外，他亦出席了本會舉辦的部分活動。

田北俊主席在較早時發表的新聞聲明中宣佈，服務本會幾達九年的現任總裁祈仕德先生將於4月30日離任。

田氏表示：「祈仕德准將多年來對總商會貢獻良多，我謹此向他衷心致謝，並代表總商會同人祝他鵬程萬里。」

「其繼任人翁以登博士乃中國事務的專家，而且熟悉國際事務。相信在翁博士的領導下，總商會定必可繼續促進、反映及捍衛本港商界的權益。」

翁以登博士是美國華盛頓州中國交流理事會理事長。自1979年起，該會已積極促進中國、香港及美國三地的貿易往還。理事會為一家非牟利組織，屬下的會員公司超過

180間，其中包括波音飛機、微軟、Weyerhaeuser、Frank Russell Company、Price/Costco、PACCAR、Starbucks，以及華盛頓州的主要港口經營商、銀行、律師行、廠商、零售商及商行。

在1994年12月出掌上述職位前，翁氏曾為美國國防部長擔任中國政策顧問達五年之久，負責就所有對國防部有影響的中國事務草擬政策立場及建議。

翁氏於1983至85年間被派駐北京的美國大使館，並出任參謀長聯席會議主席的中國事務辦公室主任。服務美國空軍期間，他曾任空軍軍校的數學科副教授，1993年退役時官至上校。

翁氏以優異成績畢業於艾奧華大學，並於華盛頓大學取得數學博士學位，曾先後發表有關數學、外交事務及國際商業的文章。他同時是外交關係委員會及太平洋國際政策委員會會員。

他曾榮獲美國國防部文職人員傑出服務獎章、國防部卓越服務獎章及橡葉勳章。

翁氏曾於香港居住，能操流利粵語及普通話。 ■

## Diary Dates

**Tuesday, 29 April 1997**  
**5 pm for 6 pm**

### Annual General Meeting

*Island Shangri-La Hotel, Pacific Place,  
Hong Kong*

At this year's Annual General Meeting, six seats which are up for re-election are those of the Hon James Tien, Mr Tony Fung, Mr C C Tung, Mr Simon K L Lee, Mr Chan Wing Kee and Mr Alex L F Ye. All of the them have indicated their intention of standing for re-election. Chamber members will have received formal Notices of Meeting by the time this Bulletin reaches them.

**16-21 May, 1997**

### Pacific Basin Economic Council International General Meeting

**"Pacific in Transition: Adapting to a  
Changing Business Environment"**

*Shangri-La Hotel, Manila, Philippines*

With the APEC goal of trade and investment liberalisation by 2010 for industrialised economies and 2020 for industrialising economies, and barriers and tariffs decreasing throughout the region, the individual markets in the Pacific Region are rapidly converging into a single market. The new business environment is forcing companies to become increasingly competitive.

PBEC's International General Meeting this year adopts the theme "Pacific in Transition: Adopting to a Changing Business Environment". It boasts an impressive cast of speakers from government and business. Government speakers include: Philippine President Fidel Ramos, Malaysian Prime Minister Mahathir Mohamad, Fiji Prime Minister Sitiveni Rabuka, Colombian Foreign Minister Maria Emma Mejia, Peruvian Foreign Minister Francisco Tudela, Thai Minister of Commerce Narongchai Akrasanee, and Hong Kong's Chief Secretary Anson Chan, and Director General of the World Trade Organisation Renato Ruggiero.

The Hong Kong delegation will be led by Dr Helmut Sohmen, Chairman of PBEC Hong Kong Committee.

(Enquiries: Ann Yan, Tel 2823 1236)

# Chamber Forecast

Date	Time	Events & Meetings
Apr 8, 15	9.00 am - 5.00 pm	Collaborative Negotiation Skills ( <i>Cantonese</i> )
Apr 8	4.00 pm	MEETING: Economic Policy Committee
Apr 9	12.30 pm	ROUNDTABLE LUNCHEON: APEC: What It Means For Business?
Apr 9, 11, 14, 16, 18	6.30 pm - 9.30 pm	TRAINING: Sun Tzu Model of Corporate Development ( <i>Cantonese</i> )
Apr 10	12.30 pm	ROUNDTABLE LUNCHEON: Marketing to China: Experience Sharing (I) ( <i>Cantonese</i> )
Apr 11	12.30 pm	JOINT LUNCHEON: Mr A S Kasliwal, President of Federation of Indian Chambers of Commerce & Trade
Apr 16	12.30 pm	MEETING: Europe Committee
Apr 17	12.30 pm	ROUNDTABLE LUNCHEON: Marketing to China: Experience Sharing (II) ( <i>Cantonese</i> )
Apr 17, 18	9.30 pm - 5.30 pm	TRAINING: Presentation Skills Workshop: How to Bring Out the Best in Yourself ( <i>Cantonese</i> )
Apr 21	12.30 pm	ROUNDTABLE LUNCHEON: Business & Human Rights
Apr 21, 23, 25, 28, 30	6.30 pm - 9.30 pm	TRAINING: Supervisory Skills ( <i>Cantonese</i> )
Apr 22, 24, 29, May 1	6.30 pm - 9.30 pm	Workshop on Managing in Today's Office Environment - A New Challenge ( <i>Cantonese</i> )
Apr 23	9.00 am - 5.30 pm	TRAINING: Time Management for the Indispensable Secretary & Personal Assistant ( <i>Cantonese</i> )
Apr 23	4.00 pm	MEETING: PBEC Annual General Meeting
Apr 24	2.30 pm	MEETING: Shipping Committee
<b>Apr 29</b>	<b>6.00 pm</b>	<b>ANNUAL GENERAL MEETING</b>
May 14	12.30 pm	MEETING: Asia Committee
May 15	4.30 pm	MEETING: Council

## THE CHAMBER IN ACTION



Ian Christie Reports

## 本會動態

### 本地及經濟事務部

該部在月內的工作重點圍繞著在3月12日發表的1997/98年度財政預算案。預算案宣讀前後，首席經濟學家數度發表演說，預測及檢討其內容及實際影響。2月19日，他向香港美國商會及香港管理專業協會發表演說，預測97/98年度財政預算案的籌劃方向。此外，該部亦曾接受多家傳媒訪問，對財政司在2月27日發表的《1997-98財政預算案：序幕》及庫務司於3月7日公布的支出評估加以回應。財政預算案發表當日，該部安排本會就預算案的細節發表正式回應及接受傳媒訪問。3月13日，首席經濟學家在某會計團體主辦的午餐會上分析預算案的影響；3月14日，在「商界與預算案」午餐會上評論預算案內容。在是次午餐會上致辭的講者還有稅務委員會主席薛樂德及副主席丁嘉善。

2至3月期間，首席經濟學家接待了美國、英國、澳洲、加拿大、德國、瑞士的經濟專家及本地傳媒，並與港府商討建議中的強制性公積金計劃及與政府統計處顧問討論資料搜集的詳情。該部曾就1997年上半年的薪酬加幅結果、中期薪酬檢討及1998年初步薪酬評估展開討論。

首席經濟學家就本港在過渡期的經濟展望向XRG China Business Group發表簡短演說，並向到訪的美國Purdue大學工商管理學系碩士課程學生詳細分析本地的經濟前景；此外，他亦在新加坡的AXA/國衛保險業務會議上剖析本港的經濟情況。

### 委員會動態

#### 法律委員會

委員會於3月20日召開重要會議，並邀請譚惠珠女士為特別嘉賓。譚女士是籌委會、籌委會法律小組及新成立的臨時立法會成員。會議主要討論過渡期的法律安排，除法律委員會成員外，其他委員會的成員及本會立法局代表鄭明訓議員亦有列席。

### 服務業部

#### 香港服務業聯盟

#### 委員會動態

專業服務委員會 — 2月18日，香港

### LOCAL AFFAIRS AND ECONOMICS DIVISION

Activity within the Division was dominated by activities related to the presentation of the Government's 1997-98 Budget to the Legislative Council on 12 March. During the period, the Chief Economist made several presentations on the Budget process, both in previewing its likely contents and then reviewing the actual outcome. On 19 February, he addressed the American Chamber of Commerce on "Tailoring the 1997-98 Budget - Bow Tie or Mao Suit?", followed by a "Which way the Budget?" address to the Hong Kong Management Association. There were also numerous media interviews conducted during the period, including Chamber reaction to the Budget "prelude" - the economic forecasts - delivered by the Financial Secretary on 27 February and the expenditure estimates by the Secretary for the Treasury on 7 March. On Budget day itself, the Division organised the Chamber's formal reaction to the Budget details and conducted media interviews on Budget issues. The Chief Economist, on 13 March, spoke at a luncheon conference organised by an accounting group on the Budget outcome. On 14 March, he presented an assessment of the Budget to Chamber members at its "Business and the

Budget 1997" presentation. Also addressing this luncheon gathering were the Chairman and Vice-Chairman of the Taxation Committee, Messrs Roddy Sage and Kaushal Tikku.

During the month under review, the Division hosted visits from various groups, including economic experts from the US, UK, Australia, Canada, Germany and Switzerland and journalists from Britain, the US, as well as local media. The Chief Economist also took part in discussions with the Government on the proposed Mandatory Provident Fund (MPF) and on the gathering of statistics with consultants to the Census and Statistics Department. There were also discussions during the period on the pay outcome for 1997 (first half), the outlook for the mid-year pay review and a preliminary assessment of the prospects for 1998.

The Chief Economist gave a short presentation on prospects for the local economy in the transition year to the XRG China Business Group and much longer presentations to two other seminars - the 1997 Purdue University in the US, MBA class of 1997 on its visit to Hong Kong and to the AXA/National Mutual Insurance Conference in Singapore.

### COMMITTEE

#### Legal Committee

The Committee held a very important meeting on 20 March, at which the

## New China representative

The Chamber held a welcoming lunch for Xu Dayon, who had recently taken up the position of Chief Representative of CCPIT Hong Kong. Pictured with Mr Xu are Dr Lily Chiang and Chamber Chairman James Tien.



## 中國貿促會 駐港新任首席代表

本會設午宴招待剛履新的貿促會駐港首席代表徐大有。上圖為徐氏、蔣麗莉博士及田北俊主席。



Chamber's special guest was Ms Maria Tam Wai-chu, member of the Preparatory Committee and its legal sub-group and a newly appointed member of the Provisional Legislature. The major issue discussed at the meeting was transitional legal arrangements. The meeting was attended by both Committee members and invited guests from other Chamber Committees, as well as by the Chamber's Legco Representative, the Hon Paul Cheng.

## SERVICE INDUSTRIES DIVISION

### HONG KONG COALITION OF SERVICE INDUSTRIES

#### Committees

**Professional Services Committee** - On 18 February, the Committee met to hear Mr Aloysius Tse of the Hong Kong Society of Accountants give an update about development of accountancy in China. The Committee also discussed with Mr Andrew Pyne of the Trade Development Council on promotion of professional services.

**Real Estate Services Committee** - on 18 February, the Committee met to review progress of ongoing issues such as the Estate Agents Bill, urban renewal, supply of housing, etc.

**Statistics Committee** - on 5 March, the Chairman and some members of the Committee met with consultants for the Census and Statistics Department who are reviewing government's statistical system.

**Information Services Committee** - on 11 March, the Committee met with government telecommunications chief, Mr Alex Arena, to discuss the WTO telecommunications agreement, the government telecommunications review and the development of the information infrastructure.

**Executive Committee** - on 13 March, the Committee met with Messrs Mike Rowse and Michael Wong of the Financial Secretary's Office, Ms Annie Choi of Industry Department and Ms Betty Ching and Agnes Wong of Trade Department to discuss promotion of services and progress in multilateral trade. The Committee also reviewed the CSI's China strategy as well as progress of the eight CSI Committees. It was decided that the Infrastructure Projects Committee and the Transport / Distribution Services Committee would be merged and the new committee would be chaired by Mr K K Yeung.

#### China Mission

At the invitation of Vice Chairman She Jianming of the China State Planning Commission, Coalition Chairman Brian Stevenson led a ten-member delegation to visit Beijing on 26-27 February. During the two-day mission, the delegation also met and



Reminiscences by: Ian Christie, Guy Searls, Anthony Lawrance, David Roads and Vicky Sung

資深新聞工作者、家屬代表及本會總裁祈仕德在喪禮上致悼詞



## Graham Jenkins' funeral

There was a large turnout of Graham Jenkins' Chamber colleagues, former journalist colleagues and friends for his funeral in March. Eulogies and reminiscences were made by journalists David Rhodes, Guy Searls and Anthony Lawrance; by family representative Vicky Sung and Chamber Director Ian Christie. Graham, who had just turned 80, had been with the Chamber as editor of The Bulletin since 1981.



### 曾健時先生喪禮

在本會以故編輯曾健時先生的喪禮上，曾氏生前多位同僚、新聞界友好及摯友均到場弔唁。資深新聞工作者、家屬代表及本會總裁祈仕德更在喪禮上致悼詞。曾氏享年80，自1981年起加盟本會為《工商月刊》編輯。



## Arab & African Committee

The Arab & African Committee organised a roundtable luncheon on 26 February with Mrs Delina Steenkamp, Consul General of South Africa in Hong Kong, as the guest speaker. Mrs Steenkamp briefed members on South Africa's strategy for economic growth. A Committee meeting was held immediately after the luncheon, at which members discussed the proposed study mission to South Africa which is planned to focus on the tourism industry. It also examined the possibility of organising a joint function with Department of Tourism and Commerce Marketing, Government of Dubai, on business opportunities in Dubai.



Mrs Delina Steenkamp, Consul General of South Africa and Mr N S Shroff, chairman of Arab & African Committee.

南非駐港總領事史迪蓮女士與阿拉伯及非洲委員會主席羅立維。

### 阿拉伯及非洲委員會

阿拉伯及非洲委員會邀請了南非駐港總領事史迪蓮女士在2月26日的午餐會上致辭，向會員講解該國的經濟發展策略。

隨午餐會召開的會議上，委員討論了仍在籌備階段的南非考察團。該團將以旅遊業為重點。

此外，委員會研究了與杜拜旅遊及商業促進部合作舉辦宣傳活動的可能。

會計師公會的謝考衍出席了委員會會議，講述中國會計業的最新發展情況。該會同時與貿易發展局的彭立仁商討推廣專業服務的事宜。

**地產服務委員會** — 2月18日，委員會召開會議，商討《地產代理商條例草案》、市區重建及房屋供應等問題。

**數據統計委員會** — 3月5日，委員會主席及部份成員與政府統計處顧問會面，了解港府檢討統計制度的情況。

**資訊服務委員會** — 3月11日，委員會與電訊管理局總監艾朗維商討世貿的電訊業協議、港府檢討電訊業的情況，以及資訊基建的發展進程。

**執行委員會** — 3月13日，委員會與財政司辦公室的盧維思及黃偉綸、工業署的蔡淑嫻、貿易署的程淑儀及王天子商討推廣服務業及促進多邊貿易的事宜。此外，委員會檢討了服務業聯盟的中國政策及8個專責委員會的工作情況。會上，委員同意把基建工程委員會與運輸/分發服務委員會合併，並由楊國強出任主席。

## 訪京行

香港服務業聯盟主席施文信應中國國家計委副主任余健明邀請，於2月26至27日率領10人代表團到北京訪問。訪問期間，代表團曾與國家計委第三產業辦公室、外經貿部、國家經濟體制改革委員會及國內貿易部的官員會面。

## 政府委員會

聯盟主席施文信獲委任為服務業推廣策略小組成員。該小組由財政司成立。

此外，施文信及陳偉群博士分別獲委任為電訊管理局資訊基建諮詢委員會委員及後補委員。

## 提呈意見書

諮詢財政服務委員會後，聯盟於2月28日就《受託人條例》第8部第29章的諮詢文件提呈意見書予財經事務科。

## 推廣服務業

2月25日，服務業支援資助計劃評審委員會批准撥款305萬予香港服務業聯盟，資助該會籌辦1997年香港服務業獎及印製“The Servicing Economy”通訊。

## 香港服務業獎

2月18日，標誌設計比賽的評判團從123份參賽作品中選出了冠軍。

3月4日，香港服務業獎（創意獎）籌委會召開會議，落實計劃的詳情及商討評審的程序。

## 消費服務價格指數報告

1997年（1月）首份消費服務價格指數報告已於2月28日出版。由本月起，報告將把綜合消費服務價格指數與官方消費物價

# Mission to Japan

A 10-member delegation visited Tokushima in Japan in February to carry the message that Hong Kong is a gateway to China as well as being a familiarisation tour of this important prefecture.

The delegation was invited by Daizo Okamoto, chairman of the Tokushima Chamber of Commerce and Industry (TCI), as an opportunity for familiarisation with Japan and, in particular, Tokushima, as well as for business networking purposes. A seminar was also organised to promote the concept of Hong Kong as a business gateway to China. The theme of the seminar was "Hong Kong economy and business beyond 1997, with particular reference to SMEs in Hong Kong and opportunities for SMEs in Japan in doing business with Hong Kong and China.

Denis Lee, General Committee member and chairman of the Government SME Committee and mission leader, was the keynote speaker. He was joined by panelists Sidney Fung, Chamber Assistant Director - International Affairs, and Ricky Chong, Consultant, Industrial Promotion Unit of the Hong Kong Government's Economic and Trade Office in Tokyo. About 60 Japanese businessmen from Tokushima and Kansai area of Japan attended the seminar.

The delegation was the first mission organised by the Chamber for Tokushima, a prefecture in the eastern part of Shikoku, about 80 minutes by ferry from Kansai international Airport. The delegation consisted of senior representatives of 10 Hong Kong companies promoting a wide range of products, including handbags, garments, textile accessories, ladies fashion, shoes, kitchenware, stationery and premium items.



Getting down to business in Tokushima  
商談業務



Delegates meet with the Mayor of Tokushima City, Masakatsu Koike (third from right)

訪問團會晤德島市市長小出雅彥（右起第3位）



Mission leader Denis Lee presents a Chamber souvenir to Tadanori Takizawa, Vice Governor of Tokushima. Looking on are Sidney Fung and Ricky Chong

訪問團團長李榮鈞致送紀念品予德島縣副縣長沈沢先生，旁為馮棟澤與香港經濟及貿易辦事處工業促進組駐東京顧問。



Daizo Okamoto, Tokushima Chamber chairman, welcomes the Hong Kong delegation  
德島商工會議所所長歡迎訪問團到訪。

## 出訪東瀛

本會於2月組團出訪日本德島縣，宣揚香港乃中國門戶的信息，並藉此考察當地情況。

是次出訪乃應德島商工會議所所長邀請，主要目的是認識當地的情況及拓展商業網絡。本會更藉此機會舉辦研討會，以傳揚本港為中國的營商門戶。研討會以「1997年後香港的經濟及商業機會」為題，會上特別談及香港中小型企業的概況及日本中小型企業在中、港營商的契機。

本會理事兼政府中小型企業委員會主席李榮鈞為訪問團團長，亦是研討會的主要講者。同場致辭的還包括國際事務部助理總裁馮棟澤及香港經濟及貿易辦事處工業促進組駐東京顧問，共吸引了60位來自德島及關西地區的日本商人參加。

德島商工會議所乃首次贊助代表團到當地訪問。德島縣位於四國島東部，由關東國際機場乘船約80分鐘可至。訪問團團員包括代表10家香港機構的高級行政人員，此行旨在推廣手袋、成衣、紡織品、女裝、皮鞋、廚具、文具及紀念品等產品。

指數報告內的綜合消費物價指數互相對照。

## 香港特許經營權協會

### 服務業支援資助計劃

協會就特許經營發展計劃提出的資助申請已獲批核。計劃包括開設網頁、舉行大型會議、籌組考察團、籌備電腦培訓課程，以及製作電腦光碟等多個項目。

### 委員會動態

委員會於3月5日舉行會議，商討特許經營發展計劃各個項目的籌備工作及協會在中國推廣活動的情況。

## 國際事務部

### 委員會動態

### 美洲委員會

3月11日，本會助理總裁馮棟澤接待了來自紐約韋斯特切斯特縣的13人商貿訪問團。本會向團長兼韋斯特切斯特縣行政官員奧羅克及其他代表介紹了商會的活動概況及香港現時的經濟發展。代表團的目的是吸引港商到當地投資，並尋求在遠東投資及營商的機會。

### 亞拉伯及非洲委員會

委員會於2月26日舉辦小型午餐會，並邀請新任南非駐港總領事史迪蓮女士為嘉賓講者，介紹南非的經濟增長策略。午餐會後隨即召開委員會會議，商討出訪南非一事，並研究與杜拜政府旅遊/商務推廣部聯合舉行活動，促進商貿發展的可能。

## 亞洲委員會

本會理事李榮鈞應日本德島商會邀請，於2月24至27日期間率領10人代表團出訪當地。是次活動全由德島商會贊助，除表示友好外，代表團更希望了解當地的實際情況。訪問團曾與德島縣副縣長茂沢及德島市長小出雅彥會晤。此外，委員會於2月26日舉行研討會，題為「1997年後香港的經濟及商貿機會」，會上特別談及香港中小型企業的概況及日本中小型企業在中、港營商的契機。

委員會於3月4日邀請馬來西亞商務專員（投資部）林利奧士文在小型午餐會上介紹當地的商貿機會，吸引了20位會員參加。

小型午餐會後，委員會隨即召開會議，商討在97年下旬組團前赴印尼雅加達及蘇臘巴亞訪問4天的有關事宜。出訪建議獲委員會同意。

2月12日，馮棟澤接待了行將卸任日本鹿兒島縣政府香港事務所首席代表的本重人先生及候任首席代表吉村博幸先生。

### 中國委員會

2月24日，田北俊主席率領20位諮議會及理事會成員到新華社弔唁鄧小平先生。

本會設午宴歡迎中國貿促會駐港代表處新任首席代表徐大有。

### 歐洲委員會

委員會於2月19日召開會議，商討歐盟對中國產品實施反傾銷政策的最新形勢及組團訪問丹麥等事宜。

委員會於2月21日在港島香格里拉酒店舉行午餐會，招待30位葡萄牙訪問團團員。是次午餐會由本會與葡萄牙對外貿易促進局聯合主辦，目的是增進葡、港兩地的商貿聯繫。會議主持人為張有興；此外，促進局行政副主席文斯高博士亦在會上致辭，歡迎

held discussion with the Office of Tertiary Industries of the State Planning Commission, the Ministry of Foreign Trade and Economic Cooperation, The State Commission for Restructuring of the Economic System and the Ministry of Internal Trade.

## Government Committees

CSI Chairman Brian Stevenson was appointed a member of the **Services Promotion Strategy Group** established by the Financial Secretary.

Mr Stevenson and Dr W K Chan were appointed member and alternate member respectively of the newly created **Information Infrastructure Advisory Committee** of the Office of Telecommunications Authority.

## Submission

On 28 February, the Coalition submitted its comments to Financial Services Branch on the Consultation Paper on the review of Part VIII of the Trustee Ordinance Cap 29, following consultation with the CSI Financial Services Committee.

## Promotion of Services

On 25 February, the Services Support Fund Vetting Committee approved the application by the Coalition for funding for the Hong Kong Awards for Services 1997 Scheme and "The Servicing Economy" newsletter. A total of \$3.05 million was approved.

## Hong Kong Awards for Services

On 18 February, the judging panel for the Logo Design Competition selected the winner from among 123 entries.

On 4 March, the Organising Committee of the Hong Kong Awards for Services: Innovation met to finalise the detailed plan and discuss judging procedure.

## CSPI

The first CSPI report for 1997 (January) was published on 28 February. From this month onward the HKCSI CSPI report will also include a composite CSPI index in parallel to the composite CPI index in the official CPI reports.

## HONG KONG FRANCHISE ASSOCIATION

### Services Support Fund

The HKFA proposal to the Fund for a Franchise Development Programme was approved. The programme comprised various projects including establishing a web site on internet, conferences, study mission, computer based training, production of CD-ROM, etc. The Secretariat has already started to work on these projects.

### Committee

The Committee met on 5 March and decided among others the organisation of projects within the Franchise Development

## Portuguese trade

A luncheon meeting was held for a Portuguese trade delegation, which was co-hosted by the Chamber and Investimentos Comercio E Turismo de Portugal (ICEP). Pictured is luncheon chairman Hilton Cheong-Leen, addressing the group and making a presentation to the Executive Vice President of ICEP Francisco Bandeira.



## 葡國貿易

葡國對外貿易促進局與本會聯合舉辦午餐會，歡迎葡國貿易代表團到訪。圖為會議主持人張有興致送紀念品予促進局行政副主席文斯高博士及致辭時的情況。

Programme and the HKFA China promotional activities.

## INTERNATIONAL AFFAIRS DIVISION

### COMMITTEES

#### Americas Committee

On 11 March, a 13-member trade delegation from the New York Westchester County called on the Chamber and was warmly received by the Assistant Director, Mr Sidney Fung. The Mission Leader and County Executive, Mr Andrew O'Rourke, and other delegates were briefed on the Chamber activities and the current economic development in Hong Kong. The delegation aimed to attract Hong Kong investment into Westchester as well as to explore investment and business opportunities in the Far East.

#### Arab and African Committee

The Arab and African Committee organized a roundtable luncheon on 26 February, at which Mrs Delina Steenkamp, the new Consul General of South Africa in Hong Kong, was the guest speaker. Mrs Steenkamp briefed members on "South Africa's Strategy on Economic Growth". A Committee meeting was held immediately after the luncheon to discuss the proposed mission to South Africa and the possibility of organizing a joint function with the Department of Tourism and Commerce Marketing, Government of Dubai on business opportunities in Dubai.

#### Asia Committee

At the invitation of Tokushima Chamber of Commerce and Industry, Japan, Mr Denis Lee, member of the General Committee, led a 10-member delegation to visit the Prefecture from 24-27 February. Fully sponsored by the Tokushima Chamber, the mission was a combination of goodwill and fact-finding in nature. The group was arranged to meet the Tokushima Prefectural Vice Governor, Mr T Takizawa; and the Mayor of Tokushima City, Mr M Koike. A Seminar was held on 26 February with the theme on "Hong Kong Economy and Business Beyond 1997, with particular reference to SMEs in Hong Kong and opportunities for SMEs in Japan in doing business with Hong Kong and China".

A roundtable luncheon on "Business Opportunities in Malaysia" with Mr Ramli Othman, Malaysian Trade Commissioner (Investment) was held on 4 March. 20 members participated.

The Asia Committee met on 4 March immediately after a lunch-talk by Mr Ramli Othman. The Committee discussed and agreed to organize a 4-day mission to Indonesia covering Jakarta and Surabaya in the second half of 1997.

Mr Sidney Fung received Mr Shigetoto Moto, outgoing Director, and Mr Hiroyuki

## Opportunities in Chile

The new Consul General of Chile in Hong Kong, Hernan Brantes (left) paid a courtesy visit to the Chamber in March and was received by Chamber Chairman James Tien (centre) and Sidney Fung, Chamber Assistant Director for International Affairs. The discussion centred on the business and investment opportunities that Chile may offer Hong Kong businessmen, particularly in the field of infrastructure development.

### 智利商貿發展機會

智利新任駐港總領事(左)於3月到訪,獲田北俊主席(中)及國際事務部助理總裁馮棟澤接待。期間,各人商討港商在智利的商業及投資機會,並集中討論基建發展事宜。



## Polish handover

Accompanied by the outgoing Consul General of Poland, Krzysztof Ciebien, his replacement Agnieszka Lobacz called on the Chamber in March and was briefed by Chamber Director Ian Christie on the work of the Chamber.

### 新任波蘭駐港總領事到訪

行將卸任及履新的兩位波蘭駐港總領事於3月到訪,總裁祈仕德向其講述本會的工作情況。



訪問團及商會會員蒞臨。與會者約達80人。

2月24日,理事會及歐洲委員會成員李馬主持會議,歡迎來自荷蘭的20人代表團,雙方交流商業訊息,並研究未來的合作途徑。

2月25日,設非爾德商會出口推廣行政幹事巴恩斯到本會作親善訪問。巴氏由Master Cutler的菲爾德陪同到訪。菲氏乃當地傑出的商界領袖,代表多家商業機構的權益。

瑞士駐港總領事寶樂夫陪同瑞士聯盟工業部副部長讓納拉博士於3月4日到訪本會,商討1997年11月中「瑞士週」的細節安排。

#### 船務委員會

委員會忙於籌備往蛇口貨櫃碼頭及赤灣港考察的事宜。考察團擬於4月8日出發。

#### 香港國際委員會

3月7日,歐洲委員會防贖品聯絡小組總裁克努森到訪,獲總裁祈仕德、助理總裁馮棟澤及陳偉群接待。期間,本會向克努森簡介

了簽證部的工作、轉口貿易及香港/歐盟轉運貿易所需的一般文件。

透過香港政府新聞處,加拿大新斯科舍省哈利法克斯經濟開發合作組織創會主席麥當勞於3月5日到訪,商討加強雙方聯繫的可能性。此外,本會亦向麥氏簡介本港的政治及經濟現況。

#### 太平洋地區經濟理事會

就太平洋地區貿易行政障礙進行的問卷調查反應令人滿意。城市大學研究小組現正把收集得來的數據分析,並預計在4月第一個星期前公布統計數據的總結資料,以供核心小組研究。

### 工業及行政事務部

#### 委員會動態

#### 人力資源委員會

委員會於3月4日召開會議,商討3條與平等機會有關的私人條例草案、《職業安全及健

康條例草案》及兩條 1996 年《僱傭（修訂）條例草案》。

### 中小型企業委員會

該會第 4 屆春茗已於 3 月 7 日假統一中心名都酒樓舉行，參加者逾 800 人，是夜節目包括抽獎、啤酒競飲比賽及燈謎竞猜遊戲。揭幕嘉賓為中小型企業委員會主席黎葉寶萍女士及本會主席田北俊。工業署署長何宣威亦蒞臨向會員祝酒。

### 環境委員會

委員會正籌備一份與香港空氣污染問題有關的立場書。空氣污染小組委員會獲委派負責有關工作；委員會已於 2 月 25 日、3 月 4 日及 13 日召開會議，預料立場書可於 3 月底完成。

### 活動點滴

- 有關外商在國內的稅務承擔及節稅安排的培訓課程於 2 月 21 日舉行，學員共 20 人。
- 34 位會員及嘉賓於 2 月 21 日參加在清水灣鄉村俱樂部的高球聚會。
- 13 位會員於 2 月 25 日參與「中國經商法律基本知識」培訓工作坊。
- 25 位會員及非會員於 2 月 25 日出席了假本會會議室舉行的高爾夫球球例小型午餐會。
- 5 名華人學員於 2 月 26 日參與中級普通話考試，但無一人合格。
- 21 位會員於 2 月 27 日參與「如何計算大陸增值稅及節稅安排」工作坊。
- 25 位會員於 2 月 28 日參與為期半天的「有效旅遊安排技巧證書」課程。
- 共 17 位會員及 14 位行政人員分別於 3 月 3 日及 12 日參與「秘書及個人助理時間管理」課程及「行政人員及商家時間管理」課程。15 位會員於 3 月 5 日及 7 日參與「實效英語寫作」課程，另有 17 位前線員工於 3 月 15 日參與「電話應對專業技巧」課程。
- 外籍人士初級普通話培訓課程於 3 月 6 日、13 日、20 日、27 日及 4 月 3 日、10 日、17 日及 24 日舉行。學員共 8 人。
- 董事晚宴於 3 月 10 日舉行。是夜的講者為製作系統工程中心總裁加德納博士，講題為「製造業的未來趨勢」。
- 9 位會員參與於 3 月 10 日、12 日及 14 日舉辦的「商戰」工作坊。
- 12 位會員於 3 月 11 日、13 日及 18 日參與「香港公司法例公司秘書實務」工作坊。
- 平等機會委員會主席張妙清於 3 月 13 日擔任小型午餐會的主講嘉賓，講題為「《性別歧視條例》及《殘疾歧視條例》僱傭實務守則」，參加者達 33 人。
- 本會蒙消防處送出 200 盒「工廈防火須知」錄影帶供會員索取。 ■

Yoshimura, incoming Director of Kagoshima Prefectural Government, Japan in Hong Kong, on 12 February.

### China Committee

Led by Chamber Chairman, the Hon James Tien, a group of 20 Chamber Council and General Committee members paid respects to the late Deng Xiao Ping at NCNA on 24 February.

The Chamber hosted a welcoming lunch to receive Mr Xu Dayou, the newly appointed Chief Representative of CCPIT Hong Kong Representative Office.

### Europe Committee

The Europe Committee held a meeting on 19 February to discuss, among other issues, the latest situation regarding EU anti-dumping action against China-made products and the proposed Chamber goodwill mission to Denmark.

A luncheon meeting with a 30-member trade mission from Portugal was held on 21 February at the Island Shangri-La Hotel. This was a joint function hosted by the Chamber and the Portuguese Trade Commission with the objective of improving business links between Portugal and Hong Kong. Mr Hilton Cheong-Leen, Chairman of the meeting, and Dr Francisco Bandeira, Executive Vice-President of the Commission, gave a welcome address to the mission and the Chamber members respectively. The meeting was well-attended by approximately 80 participants.

On 24 February, Mr J.B.M. Litmaath,

member of the General Committee and Europe Committee, hosted a meeting with a 20-member delegation from the Netherlands. The meeting proved to be a useful occasion for both Chamber members and delegates to exchange business information and to explore ways for future cooperation.

The Sheffield Chamber of Commerce, represented by the Export Promotion Executive, Mr Bradley Barnes, paid a courtesy call on the Chamber on 25 February. Mr Barnes was accompanied by Mr Richard Field, the Master Cutler who has the role of leading the business community of Sheffield and representing the interests of companies in the city.

Accompanied by Mr Rolf Bodenmuller, Consul General of Switzerland in Hong Kong, Dr Philippe Jeanneret, Deputy Head of Industry Division of Confederation of Switzerland, called on the Chamber on 4 March to discuss and seek advice on the arrangements for the "Swiss Week" which would be held in mid November 1997.

### SHIPPING COMMITTEE

Preparations for a one-day visit to Shekou Container Terminals and Chiwan Port in Shekou was underway. The trip was scheduled for 8 April.

### HONG KONG INTERNATIONAL

On 7 March, Mr Per Knudsen, Director for Coordination of Fraud Prevention, European Commission, visited the Chamber and was welcomed by the Chamber Director, Mr Ian

## Canadian briefing

Thomas d'Aquino, President and CEO of Canada's Business Council on National Issues (BCNI), and R.N. Mannix, Chairman and CEO of Loram Corporation called on the Chamber in March and were briefed by Chamber Director Ian Christie, Chief Economist Ian Perkin and Assistant Director Sidney Fung. The meeting covered issues relating to the Hong Kong transition and its economic future. BCNI consists 150 chief executives of major enterprises in Canada and represents a senior voice of Canadian business and public policy issues in Canada and internationally.

### 加拿大代表團到訪

加拿大國家事務商業理事會主席兼行政總裁達基諾及 Loram 企業主席兼行政總裁曼尼克斯於 3 月到訪，與總裁祈仕德、首席經濟學家冼柏堅及助理總裁馮棟澤會面。期間，各人談及香港的過渡及經濟前景問題。加拿大國家事務商業理事會由 150 位當地主要企業的高級行政人員組成，除代表加國重要商人的權益外，更關注與當地及國際社會有關的政策事務。



Christie, Assistant Directors, Mr Sidney Fung and Mr W S Chan. Mr Knudsen was briefed on the role of the Chamber's Certification Division, and the general documentation requirements for re-export and transshipment from Hong Kong to EU countries.

Referred by the Hong Kong Government Information Services Department, Dr Michael MacDonald, Founding Chairman of Greater Halifax Economic Development Partnership in the Province of Nova Scotia, Canada, called on the Chamber on 5 March to discuss the possibility of closer cooperation between his organization and the Chamber. He was also briefed on the current political and economic situation in Hong Kong.

### PACIFIC BASIN ECONOMIC COUNCIL

Responses from the survey questionnaire on Administrative Barriers to Trade in Goods and Services in the Pacific region were satisfactory. Analysis of the data collected had already begun. A summary statistics would be produced by the City University project team for the core group's consideration by the first week of April.

### INDUSTRIAL & CORPORATE AFFAIRS DIVISION

#### COMMITTEES

#### Human Resources Committee

A meeting was held on 4 March. Members discussed the three Members' Bills on equal opportunities, the Occupational Safety and Health Bill and the two pieces of Employment (Amendment) Bill 1996.

#### SME Committee

The fourth annual Chamber Spring Dinner was held on 7 March at the Metropal Restaurant at United Centre. Over 800 members took part in the evening's festivities which included a lucky draw, beer drinking competition, and Chinese Lantern Riddles. The event was opened by Mrs Fanny Lai and the Hon James Tien respectively Chairman of the Small and Medium Enterprises Committee and the General Committee. Mr Francis Ho, Director General of Industry, was also on hand to wish members well.

#### Environment Committee

As part of its initiative for the current year, the Committee is preparing a position paper on air pollution in Hong Kong. The Air Pollution Sub-Committee was called upon to take on this assignment and as a result three meetings were held on 25 February and 4, 13 March. It is envisaged that a draft would be ready by the end of March.

## How to build your corporate image

Getting value from your corporate image was the theme of a major conference jointly organised by the Chamber and The Conference Board at the end of February.

Chamber Director Ian Christie and General Committee member and Managing Director of Wheelock John Hung were among the wide range of speakers for the conference, which was entitled *The 1997 Asia-Pacific Corporate Image Conference: maximising the value of your corporate image*. John Hung spoke on "Winning tomorrow's customers with your image". Sponsored by Burson-Marsteller, the advertising department of The New York Times and Opinion Research Corporation International, subjects covered included, *Strategic Image Management: building a distinctive brand; Brand Revitalisation: renewing you brand; Capitalising on Brand Value: building brand equity in the 1990s; Brand Extension: leveraging the brand name into new markets; Media Relations: advancing your own agenda; Internal Communication: gaining credibility with your workforce; Influencing the marketplace with a global brand image; Customer Communications: building a lasting relationship with customers; Policy-Makers: building bridges and overcoming resistance.*

The Conference Board, a non-profit business membership organisation with 2,100 member companies world-wide, aims to improve the business enterprise system and enhance the contribution of business to society.



John Hung with Ian Christie  
洪承禧及祈仕德



與會的嘉賓講者：



Guest speakers Victoria Brown and Richard De Leon



Kitty Travis and Ronald Cappello



Maureen Lee and Lori Kaplan



John Hung and Shelagh Lester-Smith

## 如何建立公司形象

本會2月底與The Conference Board合辦大型會議，討論建立公司形象之道。祈仕德總裁及本會理事兼會德豐常務董事洪承禧均為席上講者。會議主題為「1997年亞太公司形象會議：如何提高公司形象」。洪承禧在會上就如何透過公司形象獲取客戶致辭。

是次活動由博雅公關公司贊助。該公司是《紐約時報》及Opinion國際研究企業的廣告代理。會議討論範圍包括：形象管理策略、更新品牌形象、從建立品牌的商譽獲益、利用品牌為槓桿拓展新市場、與傳媒建立關係、內部傳訊、透過建立品牌的形象影響國際市場、客戶傳訊、以及制訂政策等。The Conference Board是非牟利的商業組織，在全球擁有2,100家會員機構，宗旨是改善企業系統及提高商界對社會的貢獻。

## EVENTS

- A training workshop on "Tax Implications for Foreign Investors Engaged in Domestic Sales and Overseas Exports in the PRC" was held on 21 February, with 20 members attended.
- 34 members and guests joined the golf outing held at Clearwater Bay Golf & Country Club on 21 February.
- 13 members took part in the training workshop on "Basics of PRC Commercial Law" on 25 February.
- 25 members and non members joined the golf roundtable luncheon held at the Chamber Conference Room on 25 February.
- 5 Chinese participated in the Mandarin Examination, Intermediate Level on 26 February but none managed to pass the examination.
- 21 members attended the workshop on "Understanding and Reducing PRC Value-added Tax" on 27 February.
- One half-day training course on "Effective Travel Planning Skills for Travel Co-ordinators/Secretaries" was held on 28 February. 25 members attended.
- "Time Management for The Indispensable Secretary & Personal Assistant" and "Time Management for Executives and Business Owners" were well attended by 17 members and 14 executives on 3 and 12 March respectively. 15 members and 17 frontline staff joined in the Effective Writing and Professional Telephone Skills training courses on 5, 7 and 15 March respectively.
- The Elementary Putonghua for Expatriate training course was held on 6, 13, 20, 27 March and 3, 10, 17, 24 April. 8 members attended.
- A Directors' Dinner was held on 10 March. The topic for presentation was "Future Trends in Manufacturing" by Dr Keith Gardner, Director of Manufacturing Systems Engineering Centre.
- 9 members attended a workshop on "Business Wargaming" on 10, 12, and 14 March.
- A three-evening training workshop on "Hong Kong Company Law and Company Secretarial Practice" was held on 11, 13 and 18 March, and attended by 12 members.
- A roundtable luncheon was held on 13 March, at which Dr Fanny Cheung, Chairperson of Equal Opportunities Commission, spoke on the "Code of Practice on Employment under the Sex Discrimination Ordinance and the Disability Ordinance". The gathering was well-supported by 33 members.
- Members were invited to collect 200 copies of video tapes on "Fire Safety in Industrial Premises" prepared by Fire Services Department. ■

## China study seminar

The Chamber held a China Study Seminar in early March, with more than 30 members attending, that looked at the nitty-gritty of setting up contacts in China and of doing business. The subjects covered included: China's power structures and its network in Hong Kong, presented by public affairs commentator Lo Chi-kin; Recent economic development in China presented by Priscilla Lau Pui King, Hong Kong representative to the Guangdong Provincial People's Congress; Establishing relations with PRC contacts presented by Lau Yui Siu, former Wen Wei Po bureau chief.

### 中國研討會

本會3月初主辦的中國研討會吸引了30位會員參加。會上主要講述在中國建立聯繫及營商的基本事項，範圍包括：中國的權力架構及與香港的聯繫網絡（由時事評論員盧子健主講）、中國經濟發展近況（由廣東省人大香港代表劉珮瓊女士主講），以及與中國建立關係須知（由《文匯報》前主編劉銳紹主講）。



Priscilla Lau Pui King 劉珮瓊



Lau Yui Siu 劉銳紹



Lo Chi-kin 盧子健

## Code for sex discrimination

A roundtable luncheon was held in early March on sex discrimination, attended by 33 members. Fanny Cheung, Chairperson of the Equal Opportunities Commission, spoke on the "Code of practice on employment under the Sex Discrimination Ordinance and the Disability Ordinance".



Fanny Cheung 張妙清

### 《性別歧視條例》 僱傭實務守則

本會在3月初就性別歧視問題舉辦小型午餐會，共33位會員參加。會上，平等機會委員會主席張妙清就「《性別歧視條例》及《殘疾歧視條例》僱傭實務守則」致辭。



# The Legco Brief

by The Hon Paul M.F. Cheng



## **Balancing the transition... if not the books**

In delivering his Budget speech last month, the Financial Secretary must have felt like a man standing with a leg on either river bank. Not surprisingly, he talked a lot about balance. Indeed, his underlying theme was the need for Hong Kong to find a balance between continuity and change during the exceptional year the Budget itself straddles - a message not too far removed from the business community's calls for "Minimum change, maximum benefit".

Very soon now we will be crossing the river to the new future that awaits us on the other side. It is clearly not a time for dramatic changes in fiscal policy. "Conservative", "prudent" and "moderate" have to be the watchwords. And so it proved with the Budget.

## **Cooperation boosts confidence**

The Financial Secretary acknowledged that Hong Kong's healthy public finances and robust economic prospects had made the task of finding the right balance somewhat easier. That, of course, and the spirit of cooperation in the all important consultation process under the Sino-British Joint Liaison Group (JLG). Having the support of the existing administration, the incoming administration and the future sovereign power is a tremendous boost to confidence, especially at a time when - on the political front at least - a fairly bleak picture is being painted overseas about Hong Kong's future.

The Financial Secretary seized the opportunity to deliver a positive and upbeat message, reinforcing Hong Kong's special status under the Basic Law, and underlining our unwavering commitment to the fundamental principles on which Hong Kong's success is founded - the principles of free enterprise, an open market economy, minimum government intervention, the rule of law, and a simple and low taxation system.

If the Budget was rather bland and lacking in substance, that was perhaps the price we had to pay for the Financial Secretary's efforts to achieve his "balance" - even if, in keeping with his recent

predecessors, he has found it rather more difficult to balance the books!

## **No standing still**

The Financial Secretary stressed that we could not afford to stand still, that we had to improve, to grow and to move forward. But whether we are moving forward fast enough in some areas is open to question.

Crucial among these is Hong Kong's competitiveness. We must ensure our taxation, legal, accounting and regulatory systems remain attractive to international business, and that our competitive edge in these areas is not completely negated by the rising cost of doing business in Hong Kong. The special task force that is being set up to study land supply is a welcome, albeit belated, initiative in this regard. However, I am sure that, like all businessmen, I was disappointed not to see a reduction in corporate profits tax for the coming year. This would have been an affordable way of sending a positive message to the international business community about Hong Kong's on-going commitment to competitiveness.

Industrial development, education, and manpower resources and training are other areas that warrant special attention. I was therefore pleased to see the progress on the Science Park project and on identifying sites for the second industrial technology centre and fourth industrial estate.

The results of the review of higher education in Hong Kong and the move to map out a comprehensive strategy for manpower training and retraining to meet our needs in the next century are encouraging, but we cannot allow any delay in following these up with concrete action. I would still argue, however, that Hong Kong needs a more flexible and efficient labour importation scheme.

## **Rainy days**

While I appreciate the need for a prudent approach in terms of social welfare expenditure, I feel the Government could be more generous, especially in respect of the elderly. Hong Kong is far from poor, yet too many of our citizens are below the poverty line. Significant budget surpluses

are predicted for the next three years, and the Financial Secretary estimates that on July 1, 1997 the SAR Government will have total reserves (including the Land Fund) of around \$330 billion.

While much has been said in the past about Hong Kong's need to save for a rainy day - and rightly so - we have to recognise that for some people in the community, through no fault of their own, that rainy day has already arrived.

## **Bills - No more special treatment**

Following the divergent views expressed from various quarters on the Immigration (Amendment) Bill - from the understanding and sympathetic to the aggressive and inflexible - the Government has adopted a new administrative package rather than try to push through a legal amendment. Members of the Bills Committee believe this is the best of a bad option, as the new package does not require Legislative Council approval but comes under the discretionary power of the Director of Immigration.

The effect of the package is that, from April 1, 1997, British citizens entering Hong Kong will no longer be granted the automatic one-year unconditional stay status. Instead, like other foreign passport holders, they will be given a six-month visitor visa. Should they wish to take up employment here, they would be required to apply for an employment visa.

British citizens who already enjoy "right to land status" will not be affected by this new arrangement. The Government has deferred consideration of the "right to land" issue until the whole question on right of abode becomes clearer. Again, I would be interested to hear Members' views on this matter.

- Paul M. F. Cheng

*P.S. If you have any comments, suggestions or issues you wish to raise, please contact me through my Legco office at Room 312, Central Government Offices, West Wing. Tel: 2537-2106/2107. Fax: 2530-3451.*

# 立法局 工作簡報



## 處 變需持衡……帳目不在內？

財政司在上月宣讀預算案時，想必感到自己像個雙腳分立河床兩邊的人。他花了不少篇幅大談「持衡」，這令人毫不意外。事實上，預算案的主旨是香港需要在這不尋常的一年在「延續」和「轉變」中求取平衡。這跟商界提出「愈少轉變、愈為有利」的訴求是極為相近的。

我們很快便要渡河到彼岸迎接未來。此刻誠然不是大肆修改財政政策的時候，「保守」、「審慎」及「溫和」這些字眼變成處事時的格言，預算案的內容正好反映了這一點。

## 表誠合作 共建信心

財政司承認，政府穩健的財政狀況和本港良好的經濟前景令「持衡」經濟發展看來容易一點。當然，在制訂預算案的過程中，透過中英聯合聯絡小組進行諮詢時所表現出的合作精神亦功不可沒。現政府、未來特區政府及中方共同給予支持，當能大大提高人們的信心，尤其是有人在海外將香港的未來（起碼在政治方面）描繪成一幅黯淡的圖畫的當兒，這更具積極意義。

財政司藉預算案表達正面及令人鼓舞的訊息，重申香港在《基本法》治下的特殊地位，強調香港將繼續奉行其賴以成功的基本原則，這包括實行自由貿易及開放經濟；政府儘量不干預市場運作；奉行法治及簡單的低稅率政策。

如果認為預算案偏於平淡，有欠實在，那大概是我們為了財政司要達致「持衡」而付出的代價。在緊守最近幾任財政司的路線時，他大概會發現更難達致收支平衡！

## 不容停步

財政司強調香港絕對不可以固步自封，必須不斷改進，努力發展，邁步向前；至於我們在好些問題上的努力是否足夠，則尚存疑問。

在這些問題中，最令人關心的是香港的競爭能力。香港必須確保其稅制、法制、會計及監管制度仍然吸引國際投資者，這些優勢不會讓日益高漲的營商成本抵銷殆盡。儘管來遲了一點，但我們歡迎港府成立特別的專責小組，研究如何增加土地供應。不過，跟所有商人一樣，本人對於政府未有降低利得稅率感到失望。減稅其實是向國際商界表達正面訊息，顯示香港決意保持競爭力的一個可行方法。

工業發展、教育、人力資源及培訓也是特別值得注意的問題。政府在興建科學園，物色地點設立第二所工業科技中心及第四個工業邨方面取得進展，本人自感欣慰。

政府承諾檢討本港的專上教育，並制定全面的人材培訓及再培訓策略，藉此配合香港在下一世紀的需要。凡此種種，委實令人鼓舞，事實上，形勢亦不容許我們再作延誤，這些措施必須儘快落實。不過，本人仍然認為香港需要實行更靈活及有效的輸入勞工政策。

## 未雨綢繆

本人理解有需要審慎控制社會福利開支，但港府其實仍可在這方面慷慨一點，尤其是加強對長者的照顧。香港社會與「貧窮」相去極遠，但不少市民的生活水平卻在貧窮線以下。財政司預料未來三年均會出現龐大預算盈餘，而到了本年7月1日，特區政府

的總儲備（包括土地基金）預計約高達3,300億元。

事實上，過去已有不少人談及未雨綢繆、積穀防饑的必要。這種態度誠然正確，但我們亦不得不承認一點：部分市民本身雖無過錯，卻要提早面對「下雨天」的來臨。

## 人民入境（修訂）條例草案 特殊待遇不再

各界對《人民入境（修訂）條例草案》意見紛紜，諒解同情者有之，認為草案影響過大和靈活性不足的亦大有人在。有鑑於此，與其施展渾身解數讓修訂條例獲得通過，港府採納了一套全新的行政措施來解決問題。新方案無需立法局通過，而是由人民入境事務處處長行使酌情權，條例草案委員會的成員認為此乃壞選擇中的最好一個。

新政策規定由1997年4月1日起，來港的英國公民不再自動享有為期一年的無條件居留待遇。跟其他外國護照持有人一樣，他們將獲發給為期半年的旅遊簽證，若在港工作，則須申請就業簽證。

早已享有「入境權地位」的英國公民不會受新安排影響。在居留權問題明朗化前，港府暫時不會研究「入境權」的問題。本人希望收集總商會會員對此事的意見。

## 鄭明訓

如有意見或建議，請透過本人的議員辦事處與我聯絡，地址是中區政府合署西翼312室（電話：2537 2106/7；傳真：2530 3451）



Sir Colin Marshall said Britain was a dominant economic force in Europe 馬兆年爵士認為英國是歐洲一股重要的經濟動力

## The business of Hong Kong is business

British Airways' Sir Colin Marshall sees Britain as Hong Kong and China's gateway to Europe

**H**ong Kong is Europe's gateway to China and the region and an economically resurgent Britain is China's gateway to the potentially giant market of Europe, according to Sir Colin Marshall, who was speaking at a joint Chamber and British Chamber of Commerce in Hong Kong luncheon in March.

"Like Hong Kong in Asia, Britain shines out as the economic star of Europe. As with Hong Kong, the business of Britain is also business," said Sir Colin, who is chairman of British Airways and Inchcape and on the boards of BT and the Hong Kong Shanghai Banking Corporation, and is president of the 250,000-member Confederation of British Industry (CBI).

Following is the edited text of his speech to the luncheon: "It is just over a year since a combined luncheon of the BCC and the Chamber was addressed by John Major. In those intervening 12 months, the process of change has been

ploughing on relentlessly both for Hong Kong and the British Prime Minister.

What happens here in July has been carefully thought out, well planned and the result is almost entirely predictable, unlike the event taking place in Britain a little earlier, most likely on 1 May.

That, of course, is the expected date of our General Election; and those who visit Britain frequently or follow the goings on in our country from afar, will have realised that the election campaigns are now beginning to get underway in earnest.

With an increasing amount of vitriol beginning (as you might expect) to be splashed around in the corridors of Westminster and elsewhere, it occurred to me that there is something of a parallel between the piece of news from Hong Kong which excited some of our newspaper columnists last week and the party political goings on in Britain.

The news item from here concerned the Governor's lady, her dogs, Whisky and

Soda, and the suspected Bowen Road pet poisoner.

I do not think any of our politicians have yet had a lump of lethal meat laid in their trails, but Kenneth Clarke, our Chancellor of the Exchequer, was recently reported to have been sent a letter from the opposition party general secretary, urging him to vote Labour in the election. That, to him, must have seemed like a piece of poisoned chicken and his response was predictably loud and furious.

Lavender Patten's advice that dog owners of Hong Kong should keep their pets muzzled so as to avoid unfortunate mishaps, does have a way of turning one's thoughts towards some corners of Westminster at present.

Many of you will recall that in his speech a year ago, the Prime Minister pointed up the considerable achievements of Hong Kong, talked of your future potential and gave a catalogue of guarantees concerning the continuing

# 商業事務 乃香港事務之大前提

relationship with Britain, against the obvious background of transition.

Those of us in British business with vested interests in the future of Hong Kong and of China, as a whole, share John Major's confidence and hold out much hope for the months and years ahead. My own direct interests are deep, through Inchcape, British Airways, BT and, of course, HongkongBank. But they are even more widespread from the standpoint of the Confederation of British Industry and the 250,000 UK firms we represent. A large number of them have trade and investment links, at varying levels, with this part of the world.

We receive a great deal of information, advice, opinions and reassurances about HKSAR, from our own business links, from government sources and from Hong Kong luminaries as Helmut Sohmen who gave a typically reasoned pragmatic address in the City of London a few weeks ago; and from Paul Cheng, who spoke eloquently at the '1997 and beyond' conference in Edinburgh last October.

The appointment of Tung Chee-hwa - one of your most successful business leaders - as Chief Executive has given us much satisfaction and encouragement. As in turn, does the decision to maintain Hong Kong's existing, well-proven, administrative team.

## Forthright message

The message that comes across loud and clear is very forthright. Quite simply, it is that the business of Hong Kong is business and will continue to be so.

There are, inevitably, some underlying worries among the overseas business communities. There is the concern over the rule of law and whether or not it will be upheld in a truly robust and comprehensive way after June. Another frequently discussed issue is the Hong Kong dollar and if it will continue to be tied to its US equivalent over the long term, promoting ongoing stability for international trade and investment.

My view is optimistically straightforward. I find it hard to imagine that any situation in which the value of Hong Kong to the greater Chinese economy is likely to suffer material damage, could arise. I was pleased to see that this view was reinforced recently by Edgar Cheng; and I particularly liked the way he asked the mainland for "supportive non-interference towards Hong Kong". I cannot think of a better way to describe just what is needed and all of us who are stakeholders in the future of Hong Kong and China must be vigilant in seeing that it is delivered.

Common sense tells me that Hong Kong's ability to act in its very special way

英航主席馬兆年爵士視英國為中、港邁進歐洲市場的門戶

**馬**兆年爵士在香港英國商會及香港總商會於3月聯合舉辦的午餐會上表示，香港是歐洲通往中國及亞洲市場的門戶，而經濟漸見復甦的英國則是中國進軍潛力龐大的歐洲市場的通路。

馬兆年爵士指出：「英國是歐洲閃爍的經濟巨星，跟香港在亞洲的地位同樣重要。與香港無異，商業事務同樣是英國事務的大前提。」馬氏乃英國航空公司及英之傑集團主席、英國貿易局及香港上海匯豐銀行董事局成員，亦是代表25萬會員的英國工業聯合會主席。

馬氏在午餐會上的演辭輯錄如下：

「**馬卓安**首相在香港英國商會及香港總商會的聯合午餐會上致辭，距今僅僅一年，在這12個月內，香港本身及英國首相均不斷承受著一連串轉變的衝擊。

香港在7月將經歷甚麼事情，想必已悉心策劃、妥善部署，而結果如何，早已全在意料之內，至於英國在5月1日將發生甚麼事情，則仍未知曉。

我所指的當然是英國大選的預計日期；那些常到英國，或在遠方關注本國事務的人士必會發現，選舉活動現正密鑼緊鼓地進行。

針鋒相對的情況在英國政壇愈演愈烈，

這也許已是意料中事；然而，英國各個黨派的政治舉動卻使我聯想到上星期某些英國報章報導的一則港聞，兩者甚有相同之處。

香港近日曾報導港督夫人、其愛犬威士忌和梳打，以及犬隻疑在寶雲道遭毒害的有關消息。

我認為英國任何一位政治人物斷斷不會把一片有毒的肉塊扔在自己身後，讓人找到追查的蛛絲馬跡；可是，近日報導，在野黨秘書長致函財政大臣**祁淦禮**，呼籲他在大選中投工黨一票；對祁氏而言，工黨這一著彷彿如贈他一片有毒的雞肉，而他對此定必大為震怒。

港督夫人**林穎彤**建議香港的狗主應為犬隻配帶口罩，以免遭遇不幸，這又使我聯想到英國政壇現今的一些情事。

相信在座不少嘉賓對馬卓安首相一年前的演辭仍然記憶猶新。鑑於香港已踏入過渡期，馬氏在演說中明顯地突出了香港各項偉大成就，預測了香港未來的發展潛力，更就港、英繼續維持緊密聯繫作出了多項保證。

總括而言，對於馬卓安的一席話，我們這些未來在香港及中國均有商業利益的英國商人深表同意的之餘，更跟他一樣，對未來的歲月信心十足。透過英之傑集團、英航、英國貿易局及匯豐銀行的關係，本人在中港兩地涉及多項直接而長遠的商業利益，但這仍



Paul Cheng thanks Sir Colin for his address.

鄭明訓感謝馬兆年爵士在午餐會上致辭

不足以跟英國工業聯合會及其代表的 25 萬英國企業所涉及的龐大利益相比。聯合會內不少會員機構均在不同程度上與中、港兩地結下貿易及投資的聯繫。

我們從商業夥伴、政府官員及香港各界名人口中獲得大量有關香港特區的信息及意見，並獲蘇海文博士及鄭明訓先生等知名人士一再保證特區將繼續保持繁榮安定；前者曾在數星期前到訪倫敦，就香港前途發表見解精闢、理據分明的演說；後者則於去年10月在愛丁堡一個討論1997年及以後情況的會議上致辭，其滔滔雄辯，扣人心絃。

香港商界傑出人士董建華先生獲選為特區行政長官，實在是振奮人心的一大喜訊。此外，香港現有的卓越行政班子全體過渡，亦使我們大感快慰。

### 直截了當的信息

上述人士到訪英國時發出了直截了當、簡單明確的信息，信息大意是：無論目前或未來，商業事務始終是香港事務的大前提。

海外商界無可避免對香港的前途存有疑慮，他們關注香港在97年6月後能否繼續堅守法治精神，並全面落實以法治港。另一個備受關注的問題是港元會否繼續與美元長期掛鈎，促使國際貿易及投資環境持續穩定。

對於以上兩項，本人的態度是樂觀而明確的。我認為未來不會有任何重大事故，使香港對中國這個龐大經濟體系的價值受到嚴重損害。本人樂見這種看法近日獲鄭維健先生進一步認同；尤使本人欣賞的，是鄭先生呼籲中國對香港採「支持但不干預」的政策。鄭氏的建議實在把眾人的所想所需不能再確切地一語道破；而我們這一群與中港前途息息相關的人也須時刻警惕，看看上述政策有否落實執行。

按常理推斷，香港未來將發揮其獨特的功用，推動這個尚待開發的大國進一步發展經濟。

as the economic dynamo for this vast underdeveloped nation, will be further enhanced in the year's ahead.

The late Deng Xiaoping clearly felt the same way because as we know so well this philosophy is enshrined in the original Joint Declaration and the subsequent Basic Law. One country, two systems, is now, effectively, a reality. Placing things in the historical context, the Hong Kong/China evolution is nothing less than breathtaking - and what lies ahead almost certainly more so.

But it is not for me to come here and give forth on matters in which you are far more well versed. We shall, in fact, be seeking Hong Kong and PRC participation at the highest level in our major CBI conference, 'China after 1997', in London later this year. We believe that this forthcoming debate, taking place after the transition, should prove to be seminal in shaping trade relationships between Britain and the China of Beijing and Hong Kong.

### Concern over EU

As much as we in Britain and Europe are interested in the momentous developments taking place here, so the business communities in Hong Kong and China must have need to know about the situation on our side of the world. Especially, there is probably a degree of curiosity, if not concern, about Britain and its place in the European Union. Quite obviously, it is extremely important for overseas investors to have assurance that Britain is committed to long-term participation in the European Single Market.

It is regrettable but understandable, if the impression is given that Britain is in what we might call 'Euro-turmoil.' Highly polarised opinions from a small number of sceptics grab the headlines. They include our newest political faction, the so-called Referendum Party. Their single

issue is that there should be a further national referendum on Britain's place in Europe, carrying with it the implication that a significant proportion of the population would vote for withdrawal.

Anybody from Hong Kong who has seen the Referendum Party's posters and believes the campaign is being taken seriously should be aware that the group is led, curiously, by a British entrepreneur who represents a French constituency in the European Parliament and gives his home address as Jalisco, Mexico.

The truth is that, like Hong Kong in Asia, Britain shines out as the economic star of Europe. As with Hong Kong, the business of Britain is also business.

As much as I am obliged to shy away from overt political bias, there is no getting away from the fact that the economic achievements of our present government are outstanding. The free-market, deregulatory policies at play in Britain have allowed business to get on with its essential role of wealth creation. We trade, manufacture and invest in a fertile environment of free enterprise, low inflation, a low cost of borrowing, sustainable growth and a flexible cost-efficient workforce.

We are enjoying our longest period of growth, with economic stability, in living memory; and Britain's economy is the envy of our major partners in Europe, let alone elsewhere in the world. I was strongly reminded of this recently when I attended a conference in Switzerland with a group of the top leaders of German, Swiss and Dutch industry.

Our success could hardly have come from an isolationist stance. It results very largely from our membership of the Single European Market. Europe from the Arctic to the Mediterranean, is now our home market, with all the implications that has



British Chamber chairman Patrick Paul.  
香港英國商會主席鮑立德





眾所周知，這套理論已包含在原先的《中英聯合聲明》及繼後的《基本法》內，由此推論，以故的鄧小平先生對以上論調顯然亦早有同感。現在，「一國兩制」已成不可推翻的事實。回顧歷史，中、港關係的發展一日千里，令人振奮，而兩地未來的發展想必會再創高峰。

本人在此並非要說一些各位早已耳熟能詳的事情。事實上，我們希望香港及中國派遣高層參與英國工業聯合會於本年稍後在倫敦舉行的大型會議 - 「1997年後的中國」。我們相信在主權交接後討論這方面的問題，對促進中國（包括北京及香港）及英國的商貿關係將大有裨益。

### 對歐盟新動向的關注

我們雖然身在英國，但對亞洲這一邊的重大轉變仍十分關心，正如中、港商界人士有需要了解歐洲的形勢發展一樣。也許，中、港商人對英國在歐盟的角色尤為好奇（若非達到關注的程度）。顯然，對於海外投資者來說，英國願意為長期參與歐洲單一市場計劃許下承諾是極為重要的。

若英國給予外界的印象是「擾亂歐洲一體化的罪魁禍首」，那麼，我們感到遺憾之

餘，亦可理解這種情況。近年，一小撮懷疑論者在報章上大造文章，發表偏激的言論，以圖譁眾取寵；這些人當中，不乏英國最新政黨「全民投票黨」的成員。他們只關注英國會否舉行全民投票，以決定我國在歐洲的角色，更預料在投票中將有大部分國民反對英國參與歐盟一體化的計劃。

到訪英國的香港人若曾看過「全民投票黨」的海報，並誤信這個運動在英國正如火如荼地進行，那麼，我在此必須說明一點。該政黨的頭領是一位在歐洲議會裡代表法國選民的英國企業家，而其報住的地址竟是墨西哥的哈利斯科州。

事實上，英國是歐洲閃爍的一顆經濟巨星，跟香港在亞洲的地位同樣重要。一如香港，商業事務同樣是英國事務的大前提。

雖然我應避免在政治上公然偏袒任何一方，但英國現政府在經濟方面的成就確實毋庸置疑。英國實施自由市場政策，廢除不必要的限制，使商人能履行創造財富的重要責任；我們在優越的營商環境下貿易、生產和投資，除享有自由貿易、低通脹、借貸成本偏低及經濟增長可觀等多項優惠條件外，我們更擁有應變力強、且符合成本效益的勞動人口。

記憶所及，我們現時享有的經濟增長及安定局面，是英國歷年最長的；然而，英國經濟發展迅速，已招致歐洲強國的嫉妒，其他國家的反應如何，更不用多說。本人近日與德國、瑞士及荷蘭的工業界領袖在瑞士開會時，尤使我在這方面感觸良多。

我們取得成功，絕非單憑英國本身一己之力，事實上，英國加入歐洲單一市場亦是促使國家成功的主要因素。現時，遠至北極、南至地中海的歐洲盡成了英國的內銷市場，這對我們發展貿易確實意義重大。英國58%的有形出口及57%的有形進口均屬歐盟成員間的貿易往還。此外，英國外銷予歐盟夥伴的金融及商業服務亦見盈餘，而在歐洲的各項投資組合則約達104億美元。

上述成就是我們重要的台階，也可說是我們的一道跳板，踏上這道跳板，我們可飛躍至真正與其他國家並駕齊驅的新境地。簡單來說，若英國公司給奪了在歐洲大陸與群雄逐鹿的機會，便無緣在世界市場中奪魁。

### 邁向世界

英國商人在全球貿易逐步自由化的跑道上馳騁，這條新築的跑道將引領我們昂首邁向世界貿易的舞台，在跨國合併、收購、投資及合資等業務上更放異彩。以本人的商業活動為例，英航已跟世界多個地區的航空公司結盟，當中包括澳航及歐洲兩家航空公司，並計劃於稍後與美洲航空公司聯盟；英國貿易局與MCI簽訂了重要的全球合作協議；英之傑是豐田、麗確、積架、勞斯萊斯等全球多家知名集團的貿易夥伴，更被譽為是國際集團中的典範。

這些英國公司以至不少其他機構的首要

for trade. Some 58% of all British visible exports and 57% of all visible imports are accounted for by intra-EU trade. Financial and business services sold to EU partners show a trade surplus; and the portfolio of investments in the mainland of Europe stands at about US\$10.4 billion.

It provides a crucial platform - the spring board - from which we are making the leap to a tenable position of truly global competitiveness. Quite simply, if British firms were denied the opportunity to compete successfully in Europe, they could not begin to hope for success in the global market place.

### Global approach

British business is globally active, using the runway of progressive liberalisation around the world to take off into the realms of cross-border merger, acquisition, investment and joint venture. Each of my business interests bears witness. BA has a global alliance involving Qantas, two carriers in Europe and, soon, American Airlines. BT is momentarily involved in a global partnership with MCI. Inchcape, with its world-wide trade partnerships involving such eminent names as Toyota, Ricoh, Jaguar and Rolls Royce, has already been described as the archetypal global company.

The vital work of prospering in a global economy is what these British firms - and many others - are embarked upon. Indeed, that very phrase acts as a banner behind which the CBI is rallying the country, as a whole, as it looks to the future. The ultimate logic of trade and economic deregulation at the national level; the creation of regional free-trade areas like APEC, NAFTA, EU; the relationships which will build between them; and the creation of WTO, is surely an effective single global market. The future holds out two options for both business and for national economies: be either world class or second class.

Europe and the single market is the fundamental plank in the CBI's strategy for the long-term, successful development of commerce and industry which, in turn, means jobs and economic well-being for the country as a whole. We deplore the manifestations of blinkered Europhobia and do our utmost to put a progressive view to politicians of all parties and to the British public.

The encouragement and nourishment of inward investment has become virtually a mainstream industry in Britain. We are now, measurably, the world's preferred gateway to Europe for overseas companies, especially those from the Asia/Pacific region and from North America. Since 1980, for instance, inward investment has created no less than 750,000 jobs in Britain.

We have an explicit responsibility to those people and their employers to keep open a flourishing, efficient access to the European market places.

### EU participation vital

Our CBI stance, then, is that participation in Europe is vital to British business; and our greatest concern is for the urgent completion of the single market, because some lingering trade restraints are still at work, especially in terms of state aid. Creating a free market across Europe was never going to be easy and we are still not quite there. The safety net of protectionist practice is still sought by some industry sectors, giving rise to 'Fortress Europe' accusations. I know that some exports from Hong Kong, China and elsewhere are being affected. This is why it is so important for Britain to influence the drive towards a truly open market, from a position of strength with the EU.

At the same time, it is also essential that we maintain the performance of our economy - that we remain stable, efficient and distinctly competitive.

We support John Major in his continued rejection of the Social Chapter of the Maastricht Treaty. True, there is not much in the agreement as it exists that gives rise to deep-seated worry. What concerns us is the possibility of new, costly, bureaucratic measures which could force their way into the social protocol for the future.

We also agree with the government in its strategy to keep open the option on Economic and Monetary Union (EMU). It is just plain good business sense to wait until a full and proper assessment can be made. The basis of a decision on EMU is whether or not it serves the best, long-term interests of Britain - and that must include the interests of our investors from overseas.

The irony is that of the major European economies, Britain is currently the one that comes closest to the exacting standards of the EMU convergence criteria. We do believe that, whatever way the national assessment goes, a decision on EMU must be made soon after the General Election, no matter what party is in power.

### Free-market leader

It would be easy for to run away with the idea that Britain is the bad boy, the truculent child of Europe, disagreeing with our neighbours and refusing to go with the flow. This is far from the case. We have led the way out of recession with our free-market, monetarist principles. As I travel around the continent, meeting the heads of other employers' federations, as well as individual business leaders, I find they are not wanting Britain to follow them. On the contrary, they are looking to us for the lead in accelerated

economic and competitive development. What a change in just a few years.

They are invariably astonished the way some factions in Britain go out of the way to deny, or at least fail to recognise the country's economic renaissance. Some of them believe we are plain crazy. We know Europe faces problems, but they should not be exaggerated or given up as too hard to solve.

Many of our fellow member states do suffer from high unemployment arising from labour market inflexibility and high, non-wage labour costs. We think that these problems must be tackled at the national level, just as they have been in Britain - not through clumsy approaches at the macro, European level.

My overriding concern is not so much to do with the transient issues of today, but with the more important question of the overall competitiveness of Europe and European business in world markets.

Business leaders on the mainland of Europe are looking to Britain as a source of competitive guidance and inspiration. I believe we have a duty to provide the lead in Europe; and that is not from a feeling of altruism - there is good business to be done, good growth to be obtained and good money to be made.

I have every confidence that our strong and stable British economy is established for the long term. Clearly, the Conservatives are committed to the kind of competitive environment we already enjoy and will be seeking to continue their economic strategies for another term of office.

The die of market-driven economy geared to world-class competitiveness is well and truly cast and the Labour leadership has, accordingly, outlined its plans for broadly similar policies of continuity in the event that the party is returned to power.

*So what does all this mean for Hong Kong?*

It means that Britain - most certainly British business - is holding out the same kind of assurances for the future, as you are extending to us. The unique and special relationship between Hong Kong and Britain, our mutual commitment to enterprise and competitiveness and our roles as respective gateways to two of the largest markets in the world, will bind us together as strongly in the future as we have in the past.

The difference now is that with China on one hand and Europe on the other, the scope of our relationship is infinitely wider. Hong Kong and Britain are, I believe, set to create probably the most important and certainly the most dynamic trade axis of the emerging global market. Together we are set fair for prospering in the global economy." ■

任務是使公司業務在世界經濟的巨輪下蓬勃發展。事實上，英國工業聯合會也以此為旗號，號召全國工商業邁向未來。消除國內貿易及經濟發展的障礙；締結如亞太經合組織、北美自由貿易協定及歐盟等區域性自由貿易組織；建立各區域間的相互聯繫；以及成立世貿組織，凡此種種，必有助全球市場邁向一體化。各國未來的商業及經濟將朝兩大方向發展：或躋身世界級之列，或淪為次等經濟體系。

英國工業聯合會以歐洲及單一市場的概念為基礎，制訂長遠而成功的工商業發展策略，藉此製造更多就業機會，使國家的經濟欣欣向榮。我們為那些盲目懼怕歐洲一體化的人所發表的聲明感到遺憾，並會為此竭盡所能，把我們積極進取的觀點向各政黨成員及英國民眾詳加闡述。

事實上，鼓勵及支持外商到歐洲投資已成了英國的主流商貿活動。現時，英國可算是全球外商到歐洲投資的門戶，更是亞太及北美地區進軍歐洲大陸的首選國家。自80年代起，外商到歐洲投資為英國製造了不少於75萬個就業機會。

我們須向上述人士及其僱主負責，繼續為投資者開啟方便之門，使歐洲市場繼續繁榮進步。

### 參與歐盟至為重要

英國工業聯合會認為，融入歐盟對英國的商業發展至為重要。現時，仍有一些貿易障礙存在，特別是國家對本土工業予以援助的政策尚未完全禁止，因此，歐洲能否盡速邁向一體化，實使我們深感關注。在整片歐洲大陸上建立自由市場實非易事，路仍漫漫，我們離此目標尚遠。好些工業仍張開保護主義的安全網，結果招致外界強烈譴責之餘，更被指有意建立「歐洲堡壘」。我知道香港、中國及其他地區的部份出口貿易正受著保護主義的打擊，有鑑於此，英國必須與歐盟合作，驅使歐洲各國攜手締建一個真正開放的市場，這一點十分重要。

與此同時，我們亦須維持穩健、高效率及具競爭力的經濟體系，並致力保持國家的經濟優勢，這一點也同樣不容忽視。

我們支持馬卓安首相一而再拒絕接納《馬斯特里赫特條約》內有關社會一體化的部份。誠然，我們長久以來感到憂心忡忡的並非條約本身，而是未來執行此項社會一體化草約時，所帶來的多項勞民傷財而又煩瑣的官僚措施。

我們同意政府對「經濟及貨幣聯盟」採取觀望態度，待時機成熟，為計劃作全面而恰當的評估後才作決定；從商業的角度看來，這是明智之舉。政府會否加入「經濟及貨幣聯盟」，乃取決於該項建議能否為英國帶來最佳的長遠利益，而在考慮的過程中，英國政府必會顧及海外投資者的利益。

最諷刺的是，在芸芸歐洲國家裡，英國現時是最接近「經濟及貨幣聯盟」對換基準的國家，因此，我們相信，無論英國對此計劃的評估結果如何，也不論是由那一政黨執政，政府在大選後不久便會公布對此事的決定。

### 自由市場的先驅

各位很容易認為英國是個頑童、是歐洲大陸上一位驕橫的孩子，與鄰居不啻，也不隨俗。事實並非如此，我們率先憑著自由市場及貨幣主義政策，把英國從經濟衰退的逆境中拯救出來。我在歐洲跟其他僱主組織的領導人及個別商業領袖會晤時，竟發現他們不欲英國跟隨歐洲的例子；反之，他們希望英國能在經濟步伐日漸加快、競爭日趨激烈的環境下領導群雄。僅是數年光景，竟出現如斯轉變，實在叫人驚訝！

上述人士對英國某些政黨否定或拒絕承認國家經濟復甦的歪論固然大感意外；有些人也許會認為我們愚昧荒唐，大言不慚。眾所周知，歐洲正面對著一些問題，但這些問題不應被誇大，或斷定為難以解決。

由於勞動市場缺乏應變力及基本工資以外的勞工成本高漲，以致不少歐盟成員國面對失業率高企的問題。我們認為，像英國以往一樣，這些問題須由個別國家自行處理，而非透過牽涉整個歐洲大陸的煩瑣政策，便能迎刃而解。

我最感關注的並不是今天一些過渡性問題，而是歐洲本身以至歐洲工商業在全球市場的競爭力，這方面的問題將更為重要。

歐洲的商界領袖正期盼英國能給予一些指引及啟示，幫助他們提高國內的商貿競爭力。我相信，英國須肩負帶領歐洲的責任，這並非因利他主義驅使，事實上，我們可藉此爭取營商機會、推動商貿發展，獲取豐厚盈利。

我對英國經濟長期維持增長充滿信心。保守黨致力維護我們現在享有的競爭優勢，並會在連任後繼續施行這套經濟策略。

英國的經濟巨輪已滾向市場主導的新潮，並逐步與世界級的經濟列強並駕齊驅，有鑑於此，工黨的領導階層亦規劃了相應的經濟政策綱領，以期在重新執政後保持英國的經濟優勢。

### 這與香港有何關係？

這意味著英國與香港一樣，能為未來的商貿發展作出保證。憑著香港與英國的獨特關係，我們的進取精神和競爭能力，雙方各自擁有全球兩大市場為後盾的優勢，我相信港、英將如以往般緊密合作。

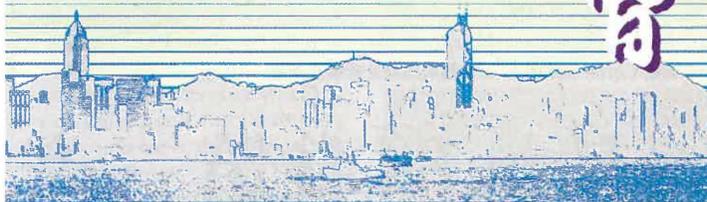
由於港、英分別是中國及歐洲市場的門戶，因此，我們的關係層面必會更形寬廣。本人相信，香港及英國也許將在蛻變的全球市場中結成一個重要而繁榮的商貿軸心，攜手共創繁榮。」

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# China agrees to promote service industries

HKCSI delegation holds talks in Beijing with senior government officials

**T**he State Planning Commission of China has agreed to cooperate with the Hong Kong Coalition of Service Industries to promote the service industries of Hong Kong and China, said Coalition chairman Brian Stevenson on his return from the HKCSI's Beijing mission at the end of February.

The 10-member HKCSI delegation, led by Brian Stevenson and Coalition vice-chairman Stanley Ko, were received by Vice-Chairman of the State Planning Commission She Jianmin. The delegation also held talks on a wide variety of issues with the Office of the Tertiary Industries of the State Planning Commission, the State Commission for Restructuring the Economic Systems, the Ministry of Foreign Trade and Economic Cooperation, and the Ministry of Internal Trade.

Among other things, the HKCSI and the State Planning Commission have agreed to jointly organise a training seminar on service industries in Shenzhen later this year. "This seminar will provide a valuable occasion for Hong Kong service sector practitioners to share their experience with service sector policy makers in the mainland," Brian Stevenson said. "Through this forum we are hopeful that both sides will familiarise themselves with the issues pertinent to the development of the service sector of their counterparts."

The training seminar will be followed by a conference which the Coalition is planning to hold by the end of the year. "We are grateful to Vice Chairman She for agreeing to our proposal for this conference," said Stanley Ko, who heads the HKCSI's China programme. "The conference will be an excellent opportunity to foster greater understanding of China's service industries, their development, prospects and challenges."

Because of the diverse nature of the service industries in China, their operations are undertaken by a wide range of government ministries. In terms of



Meeting with State Planning Commission 代表團與國家計委舉行會議

## 中國積極開發第三產業

香港服務業聯盟代表團與內地高級官員暢論第三產業的發展

**香**港服務業聯盟於2月26至27日訪問北京。主席**施文信**在回港後表示，中國國家計劃委員會已答允與聯盟合作推廣兩地服務業的發展。

訪京團一行十人，由主席**施文信**及副主席**高鑑泉**率領，拜會了國家計委副主任**余健明**先生，並與委員會屬下的第三產業協調領導小組辦公室、國家經濟體制改革委員會、對外貿易經濟合作部及國內貿易部的官員討論了多項事宜。

服務業聯盟與國家計委同意於本年稍後，在深圳聯合舉辦有關服務業的培訓研討會。**施文信**表示：「這是本港業者跟內地服務業決策者分享經驗的好機會，我們預期雙

方可藉此加深對兩地服務業發展的認識。」

繼研討會後，服務業聯盟計劃在本年底舉辦大型會議。聯盟內負責統籌中國事務的高鑑泉表示：「感謝余健明副主任接納我們提出舉辦會議的建議。這是進一步認識內地服務業形勢、前景和挑戰的黃金機會。」

由於中國服務業的範圍廣泛，其運作分由多個政府部門管理。在制訂政策方面，負責宏觀協調及指導的機構是國家計劃委員會，特別是其屬下的第三產業辦公室。高鑑泉表示：「內地的第三產業還在萌芽階段。從代表團跟第三產業辦公室官員討論所得的印象，我們相信內地服務業的潛質十分優厚，為香港提供的商業機會更是數之不盡。」

policy development, the overall coordinating and guiding role falls upon the State Planning Commission, particularly its Office of Tertiary Industries. "China's tertiary industries are only beginning to develop and from our meetings with the Office of Tertiary Industries, we are confident that a lot of growth opportunities lie ahead for China, with tremendous potential for business for Hong Kong," said Mr Ko.

### State Planning Commission

The delegation was received by She Jian Ming, Vice Minister of the SPC, who also heads the Tertiary Industry Planning and Policy Leading Group of the SPC.

According to Mr She, China's development has hitherto been concentrated in the primary and secondary industries. Only recently did tertiary industries develop quickly. Government rather than private enterprises are leading the promotion of tertiary industries, with the SPC playing a guiding role so far. SPC plans, however, to decentralise through establishing intermediate agencies such as industry associations, eventually leaving all to the private sector, on which there is still much room for China to learn.

Liberalisation of the tertiary sector has been fast, with many of the traditional sectors having opened up by the end of 1996. As to newly developing sectors like finance and chain stores, liberalisation will proceed on an experimental basis. For these sectors, entry from Hong Kong companies is welcome.

Mr She accepted an invitation by CSI's Stanley Ko to attend a conference in Hong Kong on development of China's tertiary industries which will be organised by the HKCSI.

Mr She went on to say that the role of the Chinese government in macro-economic reform is changing, with government interfering less and less in the economy - its role changing from one of interference to one of guidance. He also expressed appreciation for the experience of non-governmental bodies like CSI.

### State Commission for the Restructuring of the Economic System

The delegation met Deng Xian Hong, Deputy Director-General of SCRES's Department of Comprehensive Programming & Experimenting, who introduced the role of the SCRES as being a think-tank for the State Council, which makes suggestions on reforming the economic system. He said that there had been three phases of reform of state enterprises over the past 18 years: the opening phase (1978-84), the expansion phase (1984-91) and the deepening

phase (1991 onwards).

In the past enterprises produced according to state plans. Now only a small proportion do this, Mr Deng said. Over the past 18 years the market has become more and more important, to the point where now most prices are determined by the market.

On privatisation, Mr Deng said state enterprises would be restructured offering access to people through stockmarket listings, but they would not be necessarily "privatised" as ownership is not narrowly defined as between state and private. Shares, for example, could be owned by state enterprises, private individuals or foreign enterprises. What is important for SCRES is to introduce competition, to encourage economic production to be independent of government, and to regulate standards and promote self-discipline.

Mr Deng saw big prospects for cooperation between Hong Kong and China along the HK-China border and the Jingjiu line, particularly after the return of sovereignty. As to the 39 experimental cities, the biggest needs are in financing the utilities and infrastructure industries and cooperation in these sectors should be explored. Broadly speaking, SCRES is concerned with reform of the economic system, while in terms of business operations a wide range of other ministries are involved.

### Ministry of Foreign Trade and Economic Cooperation

The delegation met Qiu Guang Ling, Deputy Division Chief of the Foreign

Investment Administration of MOFTEC, who introduced the work of the Foreign Investment Administration. Ms Qiu said that with the opening up of service industries, priority was given to industries which earned foreign exchange. Since the early 1990s, liberalisation has moved into other industries like transport (forwarding), insurance and banking.

In 1992 the distribution industry was opened to foreign enterprises on a trial basis in 12 cities. Last year the State Council approved 18 chain store and department store joint-ventures for Beijing and Shanghai - 15 of them have already been established.

### Office of Tertiary Industries

The delegation was received by Lan Shi Liang, who is the Director of the Office of the Tertiary Industry Planning and Policy



She Jian Ming, Vice Minister, State Planning Commission

國家計委副主任余健明



Meeting with the Office of Tertiary Industry, SPC. Left: Lan Shi Liang, Director, OTI, SPC and right: Ning Ji Zhe, Division Chief, OTI, SPC.

與國家計委三產辦官員舉行會議，左起：藍世良司長、寧吉喆處長

## 國家計劃委員會

代表國家計委接見訪京團的是余健明副主任。余氏亦是國家計委屬下第三產業協調領導小組的負責人。

余副主任指出，中國一向偏重開發農業及製造業，直至近期，第三產業才迅速發展。政府是推廣服務業的主力，國家計委一直肩負指導的重責。然而，計委已準備將權力下放，成立如同業協會等中介組織，逐步由私營環節主導市場發展。在這方面，中國需要學習的還有很多。

第三產業迅速自由化，很多傳統的服務環節亦相繼在1996年底對外開放。像金融及連鎖店等新興行業，則會以試點形式開放。內地歡迎香港商人投資此等行業。

此外，余氏亦接納了高鑑泉副主席的邀請，來港出席一個由服務業聯盟主辦，有關內地第三產業的會議。

余副主任表示，中國政府已逐步減少干預經濟發展，其在宏觀調控政策中的角色亦由「干預」變為「指導」。此外，他亦很重視像服務業聯盟等非政府機構所提供的經驗。

## 國家經濟體制改革委員會

訪京團拜會了該會綜合規劃和試點司副司長鄧光宏先生。

鄧副司長指出，體改委是國務院的智囊，負責向後者提呈有關經濟體制改革的建議。談到國企在過去一年半的改革情況，他說可將其分為起點（1978-84）、展開（1984-91）及深化三個階段（1991年以後）。



Meeting with MOFTEC, from left, the HKCSI delegation and right, Qiu Grang Ling, Deputy Division Chief, Foreign Investment Administration, MOFTEC.

代表團（左方）與外經貿部官員會面。右為該部外國投資管理司副處長仇光玲

企業以往按國家既定計劃生產，現時仍按此一模式運作的只佔少數。過去18個月，「市場因素」的重要性與日俱增，大部分產品的價格均由市場決定。

鄧副司長表示國企將會重組，以「股份制」形式實行「民營化」，但這並不表示國企「私營化」，因企業的擁有權並不單純局限於「國營」或「私營」的範疇。國營企業、私人或外資企業均可以持有股份。體改委的重點是引入競爭，在不再由政府控制經濟生產的同時，調控業內水平，宣傳自我監管的概念。

鄧氏認為在中港邊境及京九鐵路沿線地區，雙方可攜手合作的範疇很廣，這點在香港主權回歸後尤其明顯。綜觀39個試點城市的情況，最迫切的是為公用及基建行業提供融資，因此雙方可開發在這些環節的合作機會。總括而言，體改委專注於經濟體制的改革，至於實務性的商業運作，則由其他多個部門負責。

## 對外貿易經濟合作部

負責接待訪京團的是該部外國投資管理司仇光玲副處長，她向團員介紹了管理司的工作情況。

談及開放第三產業的問題時，仇副處長表示在服務業對外開放時，一些能賺取外匯的行業得到優先開放，而運輸（貨物轉運）、保險及銀行等其他行業亦相繼於90年代初對外開放。

以往，外資一直不獲准涉足內地的流通業。1992年，當局挑選了12個城市作為試點。去年，國務院批准在北京及上海開設合資連鎖店，取得批文的連鎖店及百貨公司共有18家，其中15家已經開業。

as well as Director General of the SPC's Department of Long Term Planning and Industrial Policy.

According to Mr Lan, the main directions of development include:

- Continue to develop tertiary industries under the principle of balancing the needs of society, with emphasis placed on the market.
- Continue to expand commerce industries related to people's livelihood, raising the quality of service to satisfy the demands of city and countryside.
- Positively encourage new industries that show big potential, such as real estate, insurance, tourism and telecommunications.
- After solving the problem of food and shelter, the next big need is accommodation where there is a practical need for reform.
- Transport may be the next big challenge, although in view of worsening traffic congestion, it is doubtful if a one-car-per-family scenario would be the right solution.
- Actively develop tourism, both international and local.
- Accelerate the information and telecom industries.
- Positively develop insurance as a social security industry.

After Hong Kong's return to China it will remain an independent customs territory which means that Hong Kong companies will be treated as foreign enterprises. Foreign investment is encouraged, particularly in the following sectors:

- Industries related to food provision; it is important to feed 1.2 billion people.
- Electricity-centred energy industries.
- Using high technology to increase value added for industries.
- Positive, stable development in financial services through experimentation. The



Deng Xian Hong, Deputy Director-General, State Commission for the Restructuring of the Economic System, left, with T Brian Stevenson, Chairman, HKCSI.

體改委綜合規劃和試點司副司長鄧光宏（左）及服務業聯盟主席施文信（右）



Meeting with the Ministry of Internal Trade. Brian Stevenson, left, with Huang Hai, Director General, Department of Policy System, Laws and Regulations.

施文信（左）拜會國內貿易部政策體制法規司黃海司長

priority is for orderly development and avoiding possible chaos through developing rules and regulations before opening the market.

- More use of foreign enterprises to raise technology and management levels.
- The centre of gravity of development would be moving towards central and western regions, especially resources exploitation and labour-intensive industries

### Ministry of Internal Trade

The delegation was received by Huang Hai, Director General of the Department of Policy System, Laws and Regulations, who said that importers will be given wholesale rights following a trial period. Exports will remain controlled as the export trade would be affected if the products were distributed too widely in China.

The Ministry is looking to the development of chain stores and the promotion of franchising. The Ministry plans to approach the Hong Kong Franchise Association (HKFA) to learn more about international franchising and related management practices. It has also identified a need for more in-depth training in franchise concepts and practices.

Distribution centres are a priority development for China but the concept of distribution, including storage, transport and logistics is not yet well developed and more experience is needed. It is relatively simpler to liberalise the retail trade because it is more localised, but the wholesale sector is more complicated because of the regional ramifications. ■

### 國家計劃委員會 第三產業協調領導小組辦公室

接見代表團的是辦公室主任藍世良先生，藍氏亦是國家計委屬下長期規劃和產業政策司的司長。

藍主任表示，第三產業的主要發展方向包括：

- 按照「平衡社會需要」的原則，以市場為重點，繼續開發第三產業；
- 繼續發展與民生有關的商業，提高服務素質，以滿足城鄉居民的需要；
- 積極推動如房地產、保險、旅遊及電訊等還在萌芽階段，但潛質優厚的新興行業；
- 解決了人民的溫飽後，下一步便是住房問題，這方面有推行改革的實質需要；
- 交通可能是另一個棘手的問題。在交通日益擠塞的情況下，「一戶一車」是否解決問題的正確答案，似乎尚存疑問；
- 積極開發本地及國際旅遊業；
- 加速開發資訊及電訊業，並提高其水平；
- 正面發展保險業，將其視作一種提供社會保障的行業；

中國恢復行使香港主權後，香港仍然保留其獨立關稅地區的身份。因此，香港公司仍會被視為外資企業。內地特別歡迎外商投資以下行業：

- 與食品供應有關的行業，確保十二億人民的溫飽乃頭等大事；
- 以電力為中心的能源業；
- 應用高科技提高工業的增值能力；

- 透過摸索試驗，正面、穩步發展金融服務。由於欠缺經驗，發展過程必須按部就班，避免出現混亂。雖然當局採取積極開放市場的態度，但開放市場前，應先行制定有關法規；
- 積極透過外資企業提高本地的科技及管理水平；
- 逐漸把發展重點轉移至華中及華西地區，特別是跟開採天然資源有關及勞工密集的行业。

### 國內貿易部

該部接見訪京團的官員是政策體制法規司司長黃海先生。

黃司長同意給予進口商批發權。這將透過逐步試驗進行，在不久將來便會予以落實。不過，出口產品則仍需予以監管，否則，若此等產品在國內的流通面過大，勢將對出口貿易構成影響。

國內貿易部將研究如何推廣連鎖店及特許經營業務的發展。該部希望透過香港特許經營權協會加深對跨國特許經營業務及相關管理策略的認識，而且認為有必要舉辦一些更深入的培訓課程，講述特許經營的概念及實務問題。

「物流中心」雖然是中國優先發展的重點項目，但內地對於「物流」（包括貯存、運輸及配運）這個概念仍未有全面的認識，需要累積更多經驗。由於零售業務在本質上較為集中於某一地區，故此，開放零售業所涉及的事項相對地簡單；反過來說，由於地域上的分支，開放批發業務便顯得較為複雜。 ■



Brian Stevenson & W K Chan (Secretary-General, HKCSI) with the mutton barbecue and a whole bag of "Beijing Ducks".

施文信拿著的是馳名中外的「北京填鴨」，他身旁的陳偉群博士（服務業聯盟秘書長）則在品嚐美味的烤羊肉

# Chamber rejects need for Government Action

## Consumer Council's recommendations on Competition Policy unnecessary

The Chamber has rejected the Consumer Council's recommendations for the introduction of a Competition Policy in Hong Kong and the establishment of a Competition Authority by the Government.

In a letter to the Secretary for Trade and Industry, Denise Yue, Chamber Director Ian Christie said that while the Chamber supported competition and the free market, it saw no reason for a formal Competition Policy.

The Chamber was formally replying to the Consumer Council's Study Report on Competition Policy, which was delivered to Government late last year and then opened for public comment.

In view of the importance of the issue, the Chamber established a specific Competition Policy Working Party, under the chairmanship of Ross Sayers, to consider the report. The views of the Working Party were incorporated in the letter, after endorsement by the General Committee of the Chamber. The Chamber also had the benefit of a briefing from

Professor Chen and other representatives from the Consumer Council.

"This will, I think, give you an indication of the importance which the Chamber gives to this subject and the consideration given to the response to the report, which, as you have rightly observed, has far-reaching implications for the future development of the Hong Kong economy as a whole," Mr Christie said.

Detailed comments in the Chamber's letter include:

### Regulation by market forces

The Chamber supports free trade and competition. The Consumer Council's proposals would mean regulated trade and managed competition. The report proceeds on the basis of a perception that the market in Hong Kong is working badly. In reality, and judged by Hong Kong's economic performance, the market works pretty well. We note, for example, the recent 1996 report of the World Economic Forum which ranked Hong Kong as the third most competitive economy in the world.

In similar vein, the Heritage Foundation Report of the same year stated that "Hong Kong now is one of the most economically free regions on Earth. The Government does not interfere in the marketplace, taxes are low and predictable, government spending increases are closely linked to economic growth. Foreign trade is free, regulations are transparent, and regulations are applied uniformly and consistently."

Compared with Hong Kong's demonstrable achievements based on freedom in the market, there is little or no evidence to suggest that a regulated market place would work better. On the contrary, global experience suggests that the market remains the best means of regulating the provision of goods and services.

In that respect, it is noteworthy that governments world-wide are withdrawing from an active role in the economy (such as in the fields of telecoms, utilities, public transport, municipal services etc.). This is because private enterprise, operating under market forces, performs better in the provision of goods and services than do governments.

# 政府干預實不適宜

## 總商會反對消委會有關公平競爭政策的建議

香港總商會反對消費者委員會提出在香港實行公平競爭政策，以及由政府成立公平競爭委員會的建議。

本會總裁**祈仕德**在致工商司**俞宗怡**的函件中指出，總商會雖然支持自由貿易和公平競爭，但不認為有制定公平競爭政策的必要。

消委會於去年底向港府提呈了有關公平競爭政策的研究報告。本會隨即於報告書徵詢公眾意見期間正式回應。

鑑於公平競爭政策影響重大，本會特別成立了專責小組研究報告書的內容，並由**施以誠**先生出任小組主席。專責小組將意見編成函件，經理事會通過後再提呈工商司閱覽。消委會主席**陳坤耀**教授及該會其他代表曾向本會簡介報告書的內容，大大加深了我們對文件的了解。

祈仕德表示：「由此可見本會對公平競爭政策的重視，以及在回應報告書內容前所作的周詳考慮。正如您觀察所得，上述政策對本港

未來的整體經濟發展有著極為深遠的影響。」現將本會在函件中提出的意見詳述如下：

### 由市場力量調節

總商會向來支持自由貿易及公平競爭。消委會的建議其實意味著監管貿易及商業競爭。報告書所持的理據基礎是香港市場的運作情況欠佳。可是，從本港的經濟表現看來，市場顯然運作良好。舉例說，世界經濟論壇的1996年度報告書便指出香港的競爭力排列全球第三位。

傳統基金會在去年的報告書亦指出：「香港是現今經濟自由度最高的地區之一，政府並不干預市場運作。當地奉行穩定的低稅率政策，公營開支增長又與經濟增長密切配合，實行自由貿易政策之餘，法規的透明度高，而且能穩定並一視同仁地予以執行。」

從香港憑藉自由市場而取得的顯赫成就來看，實在難以舉出例證，證明市場在監管

下會有更佳表現。反過來說，綜合其他國家的經驗，市場力量始終是調節商品及服務供應的最佳方法。

在這方面，有一點相當值得我們注意。各國政府紛紛抽離在經濟中擔演的積極角色（如電訊、公用事業、交通、社會服務等），這是因為在市場力量下運作的私人機構可更有效地提供商品及服務。因此，本會不明白為何消委會認定政府較市場力量更能有效地規管個人的商業活動，以至整個市場的運作。

報告書同時指出，鑑於香港經濟已漸由服務業主導，因此有必要即時制訂全面的公平競爭政策。本會並不贊同這種論調。近年，香港經濟確實已從製造業轉變為服務業主導。在很大程度上，這種轉變是由內部及外來的市場力量成功推動的，政府干預絕無僅有。在市場競爭時，服務業從來不比製造業享有更多保護。本會認為，無論在全球或區域市場，作為國際商業服務供應者的香港

As a general observation it is, therefore, unclear why the Consumer Council should consider that the administration can perform better than the market place in controlling not only individual business, but regulating entire market sectors.

The report suggests that a comprehensive competition policy is required now, because Hong Kong is becoming a service economy. We do not follow this argument. In recent years, Hong Kong has indeed changed from a manufacturing to a service economy. This change has been driven, for the most part highly successfully, by internal and external market forces and with little or no government intervention. The service sector is no more inherently protected from competitive forces than the manufacturing sector. The Chamber believes that Hong Kong is competing extremely well on the global and regional markets as a provider of international business services.

The report suggests that there are sectors where lack of competition is forcing up prices, fuelling inflation, but does not provide sufficient evidence to back up this observation. In our view, the Hong Kong consumer is generally getting a fair deal in terms of quality and price for the goods and services available in the market. Where this is not the case, we would welcome evidence from the Consumer Council to that effect. This would enable specific and targeted remedial action to be taken, whether on a voluntary basis or, failing that, by Government intervention.

With regard to consumer interests, the Heritage Foundation noted the existence of claims that Hong Kong's lack of anti-trust laws had allowed the formation of cartels which harmed competition and caused "unofficial" regulation. The Foundation effectively dismissed this view, saying, "Yet, the lack of anti-trust laws does not restrain individual economic freedom, but actually empowers consumers. With such open borders to investment and trade, 'malevolent monopolies' are impossible to sustain because competition is maximised by no barriers to new entrants. Rather, 'altruistic monopolies' can benefit consumers because goods and services are provided with the highest quality and cheapest price. If not, competition from investment or foreign trade will put them out of business."

### External competitiveness

The title of the report, "Competition Policy: The Key to Hong Kong's Future Economic Success" expresses the central tenet of the report, namely that a comprehensive competition policy and related laws to promote fair competition are crucial to Hong Kong's future. We believe that this is, at the very least, an overstated and, more probably, a misplaced view. The report itself states

一直顯示出良好的競爭能力。

報告書更指若干經濟環節因缺少競爭而使物價被推高，加劇通貨膨脹，但卻未提出充足的證據，支持上述論點。本會認為，以市場上商品及服務的價格和質素衡量，本港消費者普遍獲得公平的交易。若消委會認為不確，希望提出確實的證據，以便採取相應的補救措施。這些措施應以自願性質為基礎，若不可行才由政府介入。

談到消費者權益時，傳統基金會注意到社會上有以下的一種想法：由於香港沒有反壟斷法例，不少「卡特爾」（或稱「同業聯盟」）應運而生，既有礙公平競爭，更造成「非正式」的監管。基金會有效地反駁了這個論調：「個人的經濟自由並沒有因為缺少反壟斷法而受到限制，消費者反而獲賦予更大的權力。在廣闊的投資及貿易空間裡，人們可自由進出市場，競爭的激烈程度達致極點，『不健康的壟斷狀態』因此不可能長期存在。相反，由於『實行利他主義的專賣者』可以最低廉的價格提供最優質的商品及服務，消費者會因此獲益，否則，它便會在其他投資者或外來商品的競爭下自然淘汰。」

### 對外競爭能力

消委會的報告書以《公平競爭政策：香港經濟繁榮之關鍵》為題，正好反映了這份文件的中心思想。顧名思義，消委會認為透過制定全面的競爭政策及有關法律來促進公平競爭，對香港的未來十分重要。以本會看來，這種說法如非本末倒置，最低限度亦難脫跨大之嫌。報告書指「香港的競爭力因物業價格及工資成本高企而逐步減弱。」可是，消委會的建議並非解決上述兩個問題的良方。

由此觀之，我們有必要清楚分辨「競爭」及「競爭力」的含義。本會認為足以影響香港對外競爭力的因素包括教育、勞工供應、土地供應、基礎設施（道路擠塞、聯繫內地的交通網絡等）及環境等等。

如政府以促進香港的對外競爭能力為目標，則應該優先處理上述各項問題。本會亦將予以全力支持。對於要應付內部經濟轉型問題的香港商界來說，透過公平競爭委員會增加立法其實並無幫助。

成立公平競爭委員會甚至有可能反過來削弱香港的對外競爭能力。在若干情況下，香港需要一些領導市場的大型企業，以收規模經濟之效，並在國際市場上與其他外國公司一爭雄長。

### 國際貿易談判

報告書強調，缺乏公平競爭政策會損害香港在國際貿易談判中的影響力，而消委會的建議正好解決了這個問題。可是，該會所持的理據基礎並不清晰。

從邏輯學與現存的證據看來，若以上述理論作為執行報告書建議的基礎，說服力未免不足。事實上，香港早已擁有一套享譽國際的

競爭政策，即自由貿易及開放市場。本文較早時提及的世界經濟論壇及傳統基金會報告書，正好說明了國際社會對上述政策的肯定。

國際間並無急切的共識，要將本土的競爭法與國際貿易規例掛勾。國際商會在1996年10月22日發表的《貿易及競爭政策聲明》中指出，「此時此刻，世界貿易組織任何有關競爭政策的措施都不見得會帶來好處。很多國家根本沒有制定競爭法例，而那些制定了競爭法的國家在不同程度上均需面對複雜的形勢。即使只嘗試制定最低標準，其共同基礎看來亦極之薄弱，效用甚成疑問。」

在1996年9月9日的會議上，太平洋經濟合作會議的貿易政策論壇提出：「決定競爭政策與貿易兩者的關係，以及找出將有關事項編入多邊貿易規例的最佳方法前，世界貿易組織不宜處理公平競爭的問題。」陳坤耀教授是太平洋經濟合作會議香港貿易政策論壇的主席。

1996年12月13日，在新加坡發表的世貿組織部長聲明再一次顯示這方面的討論進度有限。該聲明指出：「我們同意設立工作小組，就會員提出有關貿易與競爭政策的事項進行調查（包括防礙公平競爭的措施），看看有否值得提呈世貿組織作深入研究的實事。」

若不如其所言制訂全面的競爭政策及有關法例，消委會恐怕「香港難以全力投入現時有關競爭及貿易政策的國際辯論，從而危害我們在全球經濟中的地位。」一言以蔽之，上述論調未免過於誇大。

### 公平競爭委員會的權責

對於公平競爭委員會的權力範圍，該會及有關法例與其他政府部門的接合安排，以至政府政策的制訂及執行問題，總商會均持保留態度。

報告書既然強調公平競爭政策對香港未來的經濟成就關係重大，那為何負責這項政策的機構應與港府主要的決策及行政架構分割？

工商科、經濟科、運輸科（這裡只是略數一二）等政府部門負責的事務均會影響香港內部或對外的競爭。假設新的安排根本無意削弱這些部門的權力（更無意白白浪費有關官員所積累的經驗），那麼，委員會與現存政府部門之間的關係便變得模糊不清，可能會出現權力交疊、爭權，以至浪費資源的危機。

在香港，政府為市民提供了不少服務（如用水、排污、收集垃圾、地鐵、九鐵、機場管理局等）。假如真的有需要成立公平競爭委員會，並賦予其法定權力，自然沒有豁免上述服務不受委員會監管的道理。假如委員會以促進公平競爭，提高香港的對外競爭力為目標，也沒道理對私營及公營的經濟環節施以不同待遇。要在公營環節內引入競爭，即表示有實行私營化的需要。報告書並未談論這個問題。本會質疑消委會似乎在這方面未經細心考慮，以致報告書內容出現矛盾。

若全面引入公平競爭政策，港府看來：  
i 不能再將土地批予出價最高的人士

that "the competitiveness of Hong Kong is deteriorating due to high property and wage costs". Neither problem would be addressed by the Consumer Council's proposals.

Clearly, it is necessary to differentiate between competition and competitiveness. Hong Kong's international competitiveness is, in the Chamber's view, affected by factors such as: education, labour supply, land supply, inadequate infrastructure (e.g. road congestion, PRC links etc.), environment.

If the Government's aim is to enhance Hong Kong's external competitiveness then its priority should be to address these issues. In this, it would be supported strongly by the Chamber. However, additional regulation, through a Competition Authority, of Hong Kong businesses, which are already battling against these structural handicaps, is not helpful.

It may even be that the action of a Competition Authority may be further counter-productive to Hong Kong's external competitiveness, in that Hong Kong's small economy requires large dominant enterprises in order to benefit from economies of scale and, where appropriate, to achieve critical mass to compete at an international level with other foreign enterprises.

### International trade negotiations

The report emphasises the Consumer Council's view that the absence of a competition law damages Hong Kong's influence in international trade negotiations and that the introduction of the measures the Council proposes would redress this. It is unclear on what basis the Council has been able to make its assertions.

Logic and the evidence available to us suggests that the relevance of this argument as a basis for the implementation of the report's recommendations is, at best, questionable. In this respect we would observe that Hong Kong already has a relevant competition policy for which it has an international reputation: free trade and open markets (the reports of the World Economic Forum and the Heritage Foundation, referred to earlier, are evidence of international recognition of Hong Kong's standing in this respect).

There is no pressing international consensus for linking domestic competition law with the regulation of international trade. The International Chamber of Commerce, in its policy statement on trade and competition policy in October last year, observed that, "A WTO initiative to address competition policy issues would be of minimal benefit, if any, at this time. Many countries do not have competition laws, and those which do are at various stages of complexity. Any attempt to develop minimum standards would most likely be based on a very low common denominator and be of questionable utility."

Likewise, at its meeting in September, the Pacific Economic Cooperation Council's Trade Policy Forum recommended that, "Competition should not be dealt with by the WTO before adequate work is carried out to determine the relationship of competition policy to trade and how best to incorporate such concerns into multilateral trading rules." Professor Chen is chairman of the Hong Kong Trade Policy Forum of PECC.

The limited extent to which debate in this area has progressed was further underlined in the WTO Ministerial Declaration in Singapore in December to the effect that, "We also agree to establish a working group to study issues raised by members relating to the interaction between trade and competition policy, including anti-competitive practices, in order to identify any areas that may merit further consideration in the WTO framework."

In summary, the Consumer Council's fear that, without the comprehensive competition policy and related laws that it proposes, "Hong Kong's position in the world economy will be jeopardised if it is unable to play a full role in the international debate on competition and trade policy now taking place," is overstated.

### Competition Authority jurisdiction

The Chamber has a number of reservations about the extent of the Competition Authority's jurisdiction and the manner in which the authority and its enabling legislation would interface with other Government departments and, more generally, in the creation and implementation of Government policy.

In this respect if, as the report propounds, competition policy is the key to Hong Kong's future economic success, it is not apparent why responsibility for such a crucial policy area should be separated from the mainstream of the Government's decision-making and implementation structures.

Government departments such as Trade and Industry, Economic Services and Transport, for example, all have responsibility for matters affecting domestic or external competition. Presumably, it is not intended that their roles should be curtailed (and the expertise they have developed in their respective fields of responsibility dissipated). However, in that case, the relationship between the Competition Authority and existing Government departments becomes unclear, with the risk of overlapping and competing jurisdictions and duplication of effort and resources.

Government is a major provider of services in Hong Kong (water, sewage disposal, refuse collection, MTRC, KCRC, Airport Authority etc.). If the need for a Competition Authority, backed by statutory powers, were accepted, there would be no grounds for exempting such services from

(藉此推動物業市場的競爭)；

- ii 不能再將建築工程批予投標價最低的人士(藉此促進建築業內的競爭)；
- iii 需要在批地時加入限制條款(如禁止兩家大型超市集團使用劃作開設超市的物業)；
- iv 需要發出更多特許經營權及牌照予不同的投標商或申請人(如渡輪、巴士等)。

制定這些重要政策時，必須作出周全考慮。

事實上，港府對不少行業早已實施直接監管(包括發出專利權或限制牌照的數目)，巴士、渡輪、電訊、銀行、保險及廣播業都是箇中例子；而受到間接監管的亦包括物業發展、航空、貨櫃碼頭及公用事業等經濟環節。

消委會報告書並未言明競爭法對上述各項的影響。對於現時受監管計劃(電力)或專利權(公共交通)管制的公司而言，制訂競爭法可能導致「雙重監管」，這些公司現時賴以運作(或投資)的基礎能否延續不變，更是一個疑問。既然早已對這些公司建立了監管機制，為何還要進一步增加監管？報告書並未提出清晰的答案。

### 前後矛盾

報告書認為，成立公平競爭委員會，依法執行全面的公平競爭政策，可「避免不必要地加強監管」。我們難以理解引入更多監管措施(如制訂競爭法及附屬規例)如何可避免加強監管。

消委會指出，制訂全面的公平競爭政策可「減少監管個別經濟環節的需要」。我們認為這種理論並不正確。有關整體政策的聲明或公告往往過於概括和空泛，在實際引用和執行時會有困難，而所有關於競爭政策的法規必然以個別經濟環節為依歸。現時的情況既已如此，公平競爭委員會可起的「增值作用」看來並不明顯。

報告書建議公平競爭法的內容應涉及商業道德，但我們不清楚公平競爭委員會怎樣解釋道德的定義。無論作何解釋，這種做法總是為商業活動添上了不受歡迎的問號和主觀色彩，而且增加了出現利益集團的風險，導致商業活動政治化，令人憂慮。

報告書建議採用「濫用主導地位」測試控制違反公平競爭原則的行為。這跟《羅馬條約》第85及86條的內容相近。事實證明，有關條文變成了律師的天堂，但卻是商界的危險區域。

我們恐怕委員會會變成又一個龐大的官僚機構。連行政及文職人員在內，報告預計委員會只需聘用40位職員，而管理及決策大概由15位行政人員負責。若按消委會建議，委員會需負責的重要事務繁多，如此有限的資源是否足以讓委員會有效地履行職責？本會深表懷疑。

the jurisdiction of the Authority, since, if the objective is fair competition to enhance external competitiveness, there would be no grounds for distinction between the private and state-owned sectors of the economy. Competition in the state sector suggests privatisation. This is not addressed in the report and we doubt whether the ramifications of the report in this respect have yet been thought through.

Introduction of a comprehensive competition policy would, it seems, require Government to, for example: no longer grant land to the highest bidders (so as to encourage competition in the property development market); no longer award construction contracts to the lowest tenderer (to enhance competition in the construction industry); include restrictive covenants in land grants (such as prohibiting use of supermarket premises by the two leading retailers); award franchises and licences to a wider range of bidders or applicants (ferries, buses etc.)

Again, such major policy considerations have yet to be thought through.

Government already has direct control over large areas of Hong Kong business (including major monopolies or oligopolies), such as: buses, ferries, telecommunications, banking, insurance and broadcasting. And indirect control over sectors such as: property development, aviation, container terminals and utilities.

The Consumer Council report is unclear as to how these existing controls would be affected by the competition law. For those companies regulated by a Scheme of Control (electricity) or a franchise (public transport) this creates the unwelcome prospect of double regulation and uncertainty as to the continuation of the basis on which they are currently carrying on business (and on which their investments have been made). It is also unclear why, given these existing controls, further regulation is required.

### Regulations for the regulations

The report suggests that the establishment of a Competition Authority and the implementation of a comprehensive competition policy by statute will "prevent

### 公平競爭

報告書的理念基礎是香港缺少了一套全面的公平競爭政策。然而，我們認為情況正好相反。香港早已實行公平的競爭政策，這表示商人可自由進出市場，在開放的營商環境中公平競爭，而政府只需在必要時監管個別經濟環節，以保障社會的整體利益。

上述政策在過去數十年的成效顯著。政策的根本原則正確，既因應個別經濟環節的需要而引進或撤銷監管，可更靈活地糾正市場上明顯的弊病。

unnecessary increases in regulation". With respect, it is unclear how introducing more regulation (competition law, subsidiary legislation etc.) prevents more regulation.

The Consumer Council suggests that a comprehensive competition policy "reduces the need for sector-specific regulation". The Chamber believes that this suggestion is incorrect. Other than broad statements or pronouncements on overall policy, which will be too vague and generalised to be applied and enforced, virtually all competition regulation will be sector-specific. Since this is currently already the case, the added-value of the Competition Authority is not readily apparent.

The report proposes that competition law should be concerned with conduct. It is unclear how conduct will be defined and interpreted by the Competition Authority. In any event this introduces an unwelcome uncertainty and subjectivity into market activities. It also, and this is a substantial concern, increases the risk of lobbying and the politicisation of business activity.

We note that the report proposes to apply the "abuse of dominant position" test to control anti-competitive behaviour. This is similar to Articles 85-86 of the Treaty of Rome, which have proved something of a paradise for lawyers and a minefield for business.

We fear that the Competition Authority may become another large bureaucracy. The forecast of a total staff of 40, including administrative support staff, suggests that, say, 15 executive staff would perform the managerial and decision-making functions of the Authority. Given the large and crucial task which the Consumer Council proposes to confer on the Authority, we doubt that such small-scale resources would permit the effective and rapid discharge of the Authority's duties.

### Open competition

The report proceeds on the basis that Hong Kong does not have a comprehensive competition policy. We believe, on the contrary, that Hong Kong has such a policy, namely, to allow free entry to the market and open competition for business in the market place, provided that specific

若落實執行消委會的建議，即表示政府將大大加強對本港經濟及商業活動的監管、控制和干預。這項決定影響重大，而且與過去30年來讓商界自由發展，促使香港經濟成功的「不干預政策」背道而馳。作出如此重要的決定前，亟需更廣泛研究，提出更充分的理據和證明，現時顯然未達致上述要求。

若消委會認定個別市場的運作情況未如理想，有損公眾權益，本會相信正確的處理方法是首先由消委會（如有需要，可尋求政府的支持）與業內人士磋商，草擬以自願或

regulation is applied to those sectors where there is a proven need to do so to protect the interests of the community as a whole.

We consider that this policy has demonstrably succeeded in the past decades, that the underlying principle of this policy (open competition) is sound and that the introduction (or abolition where possible) of specific regulation allows a flexible response to any clearly identified market abuses.

Implementation of the Council's proposals will mean a material increase in the regulation, control and intervention by Government in the economic and business life of Hong Kong. This would be an extremely weighty decision, involving a significant departure from the non-interventionist policies which have created the freedom within which the business community has been able to contribute to the economic success of Hong Kong over the last 30 years. Such a decision requires far more substantial study, evidence and reasoning than has yet been the case.

If the Consumer Council, in the fulfilment of its mandate, identifies specific market sectors where imperfections in the market operate to the disadvantage of the community, the Chamber believes that the correct response is, in the first instance, for the Council, with Government backing as appropriate, to discuss a solution, on a voluntary or self-regulated basis, with the market players concerned. If this proves inadequate, then regulation remains as the final resort. In this respect, if the Consumer Council does not have adequate resources to satisfactorily perform its mission, this should be reviewed with Government.

The Chamber is aware that proposals for a Competition Authority and the regulation of the market place may have a certain political and media appeal, and that opposition to such proposals from the business sector may appear to result from selfish self-interest. This is not the case. The members of the Chamber, as with the business sector as a whole, and the wider Hong Kong community have every reason and incentive to support measures that will enhance Hong Kong's competitive edge. However, we do not consider that the measures set out in the report will facilitate the achievement of that objective. ■

自我監管為基礎的方案。立法監管應列為解決辦法的最後選擇。消委會的資源若不足以有效地執行此一職責，應與政府再作檢討。

本會明白，成立公平競爭委員會及監管市場運作的建議可能在政治及宣傳上贏得一些分數，若商界反對上述建議，則可能予人為保一己私利的印象。可是，事實並非如此！只要是有助增強本港競爭優勢的措施，本會會員、商界人士，以至香港廣大市民均會竭誠支持，問題是本會並不認同報告書內的建議可達致上述目標。 ■

# Record turnout for Spring Dinner

The fourth annual Chamber Spring Dinner attracted more 800 people, making it one of the most successful ever held. On hand to welcome members were the chairman of the Chamber's Small and Medium Enterprises Committee, Fanny Lai, the Chamber Chairman James Tien, and the Director General of Industry Francis Ho. All three paid tribute to the contribution of SMEs to Hong Kong's prosperity and pledged to find more ways to assist smaller companies as far as possible.

The evening's programme was chock full with fun and games which included a beer drinking competition sponsored by Jebesen & Company's "Blue Girl" franchise. The winner walked away with a Pentax Espio Camera, while the first runner-up was rewarded with an Akai discman. The second runner-up was presented with an Akai radio and cassette player. Other contestants were also provided with consolation prizes.

Those attending were also challenged to match their wits against some rather tricky questions posed under the Chinese Lantern Riddles segment. Special thanks to Maria Cheung, Chairman Emeritus of the SME Committee on supplying the riddles.

Attendees were treated to some fine singing by Louisa Yeung, an unexpected guest performer.

The Chamber would like to thank members for their support to the Spring Dinner whether through subscriptions and/



Chamber Chairman James Tien leads members of the SME Committee and the General Committee in toasting the members and their guests

田北俊主席聯同中小企業委員會及理事會成員向會員及嘉賓祝酒

or donation of prizes. It also wishes to correct the erroneous listing of the prize donated by Hong Kong Dragon Airlines of two return economy-class tickets to Qingdao, PRC or Kuching, Malaysia which should be number two on the prize list. Apologies are in order for the oversight. We also wish to apologise to other sponsors affected as a result of the re-ordering of the prize sequence. The Chamber also takes this opportunity to recognise the contribution of Florence Ng of New Art Carpet to the prize pool. ■



Merriment at the head table

主席席一景：把酒言歡，樂也融融

## 春茗聯歡晚會盛況傳真

逾八百位會員及嘉賓出席了在今年已是第四年舉辦的總商會春茗聯歡晚會。席上，本會主席田北俊、中小企業委員會主席黎葉寶萍及工業署署長何宜威先後致辭，肯定了中小企業對香港經濟繁榮的貢獻，並承諾儘可能對後者提供協助。

是晚氣氛熱烈，在多項娛樂節目中，更包括由捷成洋行屬下「藍妹」啤酒贊助的競飲比賽。冠軍的獎品是實得 Espio 相機一具，亞軍及季軍則可分別贏取雅佳手提鐳射唱機及雅佳收音錄音機，落敗的參賽者亦可獲得安慰獎。

競猜燈謎環節中不乏一些刁鑽有趣的謎面，可說是對參賽者智慧的一大考驗。這些

謎語由中小企業委員會榮譽主席張黃莉萍女士提供，本會在此謹致謝意。

最令參加者驚喜的環節應算是神秘嘉賓楊小琳小姐的現場獻唱，為當晚的盛會錦上添花。

無論是親身出席，還是捐贈禮品，本會謹此向支持春茗聯歡的會員致謝。承蒙港龍航空公司捐贈來回香港及青島/馬來西亞古晉經濟客位機票兩張作為二獎，對於當晚獎品排名上的錯誤，本會謹向港龍航空及其他受影響的公司致歉（正確的獎品名單刊於後頁）。此外，承蒙新藝公司的吳嫻娟女士為當晚捐贈禮品，我們謹此鳴謝。 ■



Chamber Chairman James Tien and SME Committee Chairman Fanny Lai with some of the guests

田北俊主席、中小企業委員會主席黎葉寶萍與部分來賓

**SPRING DINNER**



**SME Committee Chairman Fanny Lai delivers her opening remarks**  
 中小型企業委員會主席黎葉寶萍致歡迎辭



**Chamber Chairman James Tien addresses the 800-member dinner**  
 田北俊主席致辭



**Director General of Industry Francis Ho acknowledged the importance of SMEs**  
 工業署署長何宣威在演辭內肯定了中小型企業的貢獻



**Guest singer Louisa Yeung wows the crowd**  
 特別嘉賓楊小琳演唱助慶，好評如潮



**Phyllis Kwong, SME Committee Vice-Chairman, presents one of the prizes**  
 中小型企業委員會副主席鄺家賢頒獎予其中一位得獎者



**Chamber Chairman James Tien and Fanny Lai present a prize to one of the youngest winners**  
 田北俊及黎葉寶萍頒獎予最年幼的得獎者



**Joe Tam asking a member to share his insights on cracking a particularly difficult riddle**  
 譚耀祖與另一位會員齊齊推敲燈謎的謎底



**Guest singer Louisa Yeung performing a duet with Jimmy Wu of Far East Trade Services.**  
 楊小琳與遠東貿易服務中心的吳傑民合唱一曲



**The first prize winner of a 33" colour television, sponsored by the Chairman, receives his prize from James Tien**  
 頭獎是由田北俊主席捐出的33吋大電視，田氏更親自頒獎予幸運兒



**Frances Ho and Dennis Lee presenting the winner of the beer-drinking competition with her prize**  
 何宣威及李榮鈞頒獎予啤酒競飲比賽的優勝者



**The top three beer-drinking winners with Francis Ho and Denis Lee**  
 何宣威、李榮鈞與競飲比賽的三位優勝者合照



**Joe Tam presenting a prize to a winner of one of the ten riddles**  
 譚耀祖頒獎予燈謎競猜比賽的十位優勝者之一



**Beer-drinking contestants in action**  
 競飲比賽開始

**The finals of the beer-drinking competition**  
 競飲比賽決賽的入圍者



**The beer-drinking competition judges deliberate over the results**  
 競飲比賽評判商討賽果



**Eva Chow explains to members the answer to a Chinese Lantern Riddle, while Joe Tam, YS Cheung and Jasmine Fung look on**  
 司儀周紫樺解釋其中一個燈謎的謎底，譚耀祖、張耀成及馮惠芳全神聆聽

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# Companies say Hong Kong has best tax system

According to a recent survey for Chamber member, Coopers & Lybrand, a staggering 98% of companies surveyed rate the tax system in Hong Kong as excellent or very good with satisfaction being highest among the multinational companies surveyed.

The survey was conducted by Asia Market Intelligence in mid-January using a telephone poll among senior executives, MDs, CEOs, CFOs, etc. in 125 companies in Hong Kong.

The sample was evenly divided between Hong Kong listed companies, multinational companies and local private companies.

Tim Lui, a senior tax partner of Coopers & Lybrand, said in the firm's pre-budget press conference that as we approach the hand-over of sovereignty the territory's leading businessmen still believe that Hong Kong's taxation system is the best and have relatively few anxieties about the future.

He also said that the Government should be very satisfied that an

overwhelming majority of the companies surveyed rate the tax system as excellent or very good, adding that multinational companies surveyed judged Hong Kong as either excellent or very good.

The perpetual question of whether Hong Kong's tax system still has the edge over Singapore is again decisively answered with 84% of companies surveyed voting that Hong Kong's tax system is the most attractive in the region.

Perhaps the most telling preference was again expressed by multinational companies when 85% reached the same conclusion.

Jeffrey May, a tax partner at Coopers & Lybrand, said that a simple system of taxation combined with a low tax rate are the key drivers that make Hong Kong's tax environment attractive to investors.

He added that only 11% of respondents believed that Singapore had the most attractive taxation system in the region.

However, there are areas of concern to businessmen. Manufacturing, high technology based industries and regional headquarters are seen to be under threat from our neighbours.

Businessmen agreed that the introduction of tax incentives would be a way to alleviate the problem.

Mr May said that even though little manufacturing may be carried out in Hong Kong, a considerable amount is carried out in this region and Hong Kong needs to be competitive to retain the related industries.

"Our research confirms that tax incentives are considered important in order to enhance Hong Kong's regional competitiveness," he said.

"High-tech industries rate highest in the need for tax incentives."

Mr May also said that the high cost of doing business in the territory was reflected clearly by the multinationals who thought that regional headquarters were the most deserving cause for tax incentives.

## 商界推許香港稅制為亞洲最佳

一項由本會會員永道會計師事務所進行的調查顯示，98%接受訪問的機構十分滿意香港的稅制，其中又以跨國企業的滿意程度最高。

永道會計師事務所委託泛亞市場資訊有限公司在一月中以電話訪問本港125家公司的高級行政人員（如公司的行政總裁及財務總監）；接受訪問的機構中，上市公司、跨國企業及本地私營機構所佔的比例十分平均。

該會計師行稅務部合夥人雷添良在97/98年度財政預算案前瞻記者會上表示，雖然臨近九七主權交接的日子，商界依然認為香港擁有亞洲區最優良的稅制，對前途並沒有很大的憂慮。

他說，大部份被訪公司，尤其是所有被訪的跨國企業均高度評價本港稅制，香港政府應對此大感滿意。

對於香港稅制是否優於新加坡的問題，84%被訪者推許香港擁有區內最優秀的稅制；在特別關注這個問題的跨國公司中，85%皆持相同意見。

永道另一合夥人梅澤富指出，簡單的稅制與低稅率是吸引投資者在港投資的主要動力。他補充說，只有11%被訪者相信新加坡的稅制較香港吸引。

然而，商界關注香港的製造業、高科技工業及區域總部地位似乎正面對亞洲其他國家的挑戰，而引入稅務優惠則有助提升香港的競爭力。

梅澤富表示，雖然製造業在本地的生產規模不大，但亞洲鄰國的製造業仍然十分蓬勃，故此香港必須維持相關行業的競爭力。

他說：「我們的調查報告顯示，稅務優

惠對促進香港在區內的競爭力十分重要。高科技工業尤其如此。」

梅氏指出，跨國企業明確表示本地的經營成本高企，而給予區域總部稅務優惠則有助引進外資。

被訪者一致認為，最重要的是給予研究及開發成本「雙重扣稅優惠」；其次是政府「應對在海外賺取的利潤提供清楚明確的稅務減免指引」，這一點是針對近年因評定國際貿易利潤所產生的複雜稅務問題而提出的。

梅澤富指出，上市公司、跨國企業及私人機構均不約而同地提出這些有關稅務優惠的要求。

商界關注的另一事項是同一收入可能需在香港及內地雙重繳稅。86%被訪者關注這個問題，83%則憂慮香港實行的

The most important incentive that could be put on offer was universally agreed to be "double deduction for certain expenses" such as research and development costs. In second place was "a clear and concise exemption for profits earned from overseas", which is likely to be in response to the complexity which surrounds the taxation of international trading profits.

Mr May said that the interesting point about these requests for incentives is that they are equally held by all companies irrespective of whether they are Hong Kong listed, multinational or private enterprises.

Another area of concern for businessmen was the possibility of double taxation on Hong Kong and PRC profits. 86% of respondents are concerned about

地域稅制可能不保。

永道另一合夥人梁德杰說，雙重徵稅問題最為商界關注，原因是大部份被訪者均同時在香港及內地經商。兩地的稅務條例有異，令某些收入可能同時在兩地被列為須予徵稅的項目。

梁德杰呼籲，香港及內地稅務當局應保持溝通和合作，避免雙重徵稅，減輕商界在這方面的憂慮。這樣亦會使當局更了解納稅人可能面對的問題，減低出現不公平現象的可能。

只有四分之一被訪者預期香港的稅制在主權交接後有所變更。在預期有變的26%被訪者中，38%認為轉變會在三年內出現，餘者則相信需時四年或更長時間。 ■

double taxation with the second highest ranking item being the loss of the territorial tax system scoring 83%.

Tim Leung, a tax partner of Coopers & Lybrand, says that double taxation is perhaps the biggest concern because many of the companies surveyed are carrying on business in Hong Kong and in the PRC and, therefore, may face exactly this possibility.

He added that because of the different tax laws of each jurisdiction, there are bound to be circumstances leading to the possibility of income being taxable in Hong Kong and the PRC.

Mr Leung suggests that in order to alleviate these possible concerns, the two tax authorities should continue with the communication and co-operation in order to deal with any double

taxation issues that might arise.

This will enable both sides to understand the exposure faced by taxpayers and to establish procedures to eliminate any inequities that might arise.

Only a quarter of those interviewed anticipated any changes to Hong Kong's tax system after the hand-over of sovereignty.

Even among those 26% that thought there would be some changes the time frame for anything happening was quite extended with 38% of those saying changes will occur in the next three years.

The remainder say that it would be four years or more before any changes took effect. ■

To be published  
in July 97

## 香港總商會一九九七至九八年度會員名冊

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## Membership Directory 1997-98

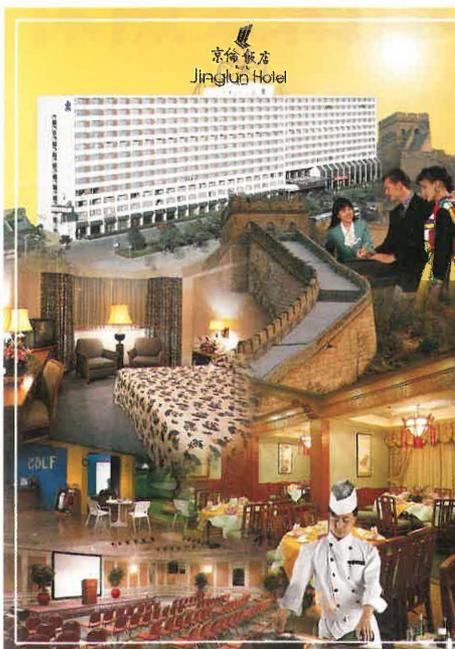
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# Merger brings benefits to Royal & Sun

The merger of Royal Insurance and Sun Alliance was sealed on 19th July 1996, when the two companies officially joined together to form Royal & Sun Alliance Plc. 99.7% of Royal shareholders and 99.8% of Sun Alliance shareholders who voted backed the merger, well above the 75% shareholder approval required.

The new companies intention is to be the most profitable, influential and respected international insurer and a Statement of Values, which describes the sort of organisation the companies wish to be, has been devised.

Royal & Sun Alliance is the oldest and most experienced insurance company in the world. With over 46,000 staff operating worldwide in 57 countries, it is one of the world's leading insurance companies. This is the result of impressive growth and the mergers of some of the oldest established offices in the insurance industry.

The Sun Insurance Office was established in 1710; London Assurance in 1720; Phoenix Assurance in 1782; and the Alliance Assurance Company in 1824. The Royal Insurance was established in 1845; Liverpool and London and Globe in 1836; and the London and Lancashire Fire in 1861.

Royal and Sun Alliance have been represented in Hong Kong for more than

100 years by the Swire Group and the Inchcape Group respectively.

In 1973 the Taikoo Royal Insurance Company was formed as joint venture between Royal Insurance and the Swire Group.

Sun Alliance initially gained local knowledge and experience through agency connections with Gibb, Livingston & Co., Ltd. until 1988 when a full branch operation was formed in the name of Sun Alliance & London Insurance plc.

Following the strategic decision of the Swire Group to withdraw from insurance underwriting, in January 1997, the Swire Group agreed to sell its share in Taikoo Royal to Royal & Sun Alliance. At the same time a co-operation agreement was announced in order to maintain and expand the good relationship which exists between the two organisations. This Agreement will encompass the provision of the Swire Group companies' insurance requirements.

The new Royal and Sun Alliance operation is headed by Andrew Kirkland, Sun Alliance's former Group Manager for Hong Kong and China.

Royal & Sun Alliance in Hong Kong have 200 staff and offer a full range of insurance services including personal, corporate, engineering, marine and special risks insurance produces specifically designed to meet the needs of customers.

When the two operations are merged, Royal & Sun Alliance will be one of the biggest non-life insurance operations in Hong Kong.

We are very proud to belong to one of the largest non-life international insurers in the world. Earlier this year, *The Financial Times* published details of the top 500 companies by market capitalisation in UK, Europe and the world and Royal & Sun Alliance were 34th in the UK, 96th in Europe and 330th globally.

In 1992 the Group became the first European insurer to obtain approval from the Chinese authorities to establish a Representative Office in China, which was opened in Beijing. This was followed by the opening of Representative Offices in Dalian and Shanghai in 1994 and 1996 respectively.

With a combined history of over 400 years' experience and our new increased strength, Royal and Sun Alliance look forward to playing a leading role in the future Hong Kong insurance market. The increased capacity and capability will enhance company's ability to serve the needs of clients whatever their size. Market-leading IT developments and technological innovation; enhanced value-added products and service excellence are just some of the reasons why the company is sure it will continue to grow and prosper along with Hong Kong. ■

## 保險業兩巨擘正式合併

1996年7月19日，英國皇家保險及太陽聯合保險正式合併成 Royal & Sun Alliance Plc. 兩家公司分別有 99.7% 及 99.8% 股東投票支持合併，遠高於通過決議所需的 75% 贊成票。

Royal & Sun Alliance 希望成為盈利最豐、影響力最大和最受尊重的國際性保險公司，並為此編製了一份「價值聲明」，詳述公司的發展方向。

Royal & Sun Alliance 為全球歷史最悠久、經驗最豐富的保險公司，業務遍及 57 個國家，僱員總數超過 46,000 人，堪稱業內之翹楚。公司擁有如此雄厚實力，乃業績持續增長及將多家資歷深厚的同業合併的成果。

其中，歷史最悠久的是在 1710 年成立的太陽保險公司，接著是 1720 年的倫敦保險，1782 年的飛鳳保險，1824 年的聯合保險，1845 年的英國皇家保險，1836 年的利物浦倫敦保險，以及 1861 年的倫敦蘭開郡保險。

英國皇家保險及太陽聯合保險分別由太古和英之傑集團代理在港業務，歷時已逾百載。

1973 年，由太古集團及英國皇家保險合組的太古皇家保險公司正式成立。

太陽保險公司初期透過與仁記洋行的代理關係吸收在本港經營所需的知識及經驗，直至 1988 年以太陽聯合保險集團名義成立正式的分行為止。

由於太古集團決定停止經營承保業務，故在本年一月同意將其持有的太古皇家保險股份售予 Royal & Sun Alliance，並同時簽署合作協議，藉此維繫及進一步發展兩家公司現時的良好關係。太古系內各公司的保險需要將可根據協議而獲得完滿照顧。

太陽聯合保險現任香港及中國集團經理郭毅能先生將主管新公司的業務。

Royal & Sun Alliance 在港擁有 200 名員工，提供個人、公司、工程、海事和涉及特殊風險的各類保險業務，滿足不同顧客的需

要。隨著兩家公司合併，Royal & Sun Alliance 將成為香港最具規模的非壽險保險公司之一。

本年初，《金融時報》刊出了在英國、歐洲及全球首 500 家市值最高的公司的詳細資料，Royal & Sun Alliance 在三個排名榜上依次名列第 34、96 及 330 位。

1992 年，集團成為首家獲中國政府批准設立駐華代表辦事處的歐洲保險公司。首家辦事處在北京揭幕後，集團的大連及上海辦事處亦分別在 1994 及 1996 年開業。

憑著逾 400 年的豐富經驗及新添的優勢，Royal and Sun Alliance 寄望在香港保險市場中擔當領導角色。公司的規模和實力不斷壯大，當可更有效地照顧各類型客戶的需要。站在業內尖端的資訊及其他科技發展，增值力全面提升的產品，以至優越的客戶服務，只是賴以成功的部分因素，但這已足夠確保公司的業務在未來繼續增長，與香港同步向前。 ■

# Government moves to promote industry

**B**oth life and general insurance have been growth industries in the local economy in recent years, but this has not stopped the Government from continuing to provide a better environment to further promote their development.

Work is well underway on the proposed Mandatory Provident Fund (MPF) for Hong Kong - a Government regulated, but private sector managed compulsory retirement benefit scheme to cover all employees.

The Government-established MPF Office is now working on final drafting instructions for the subsidiary legislation for the MPF, the enabling legislation having already been passed by the territory's Legislative Council last year.

Barring any unforeseen hold-ups in the Legislature over details of the Scheme, the Government plans to have the subsidiary legislation in place by the close of the current Legislative Council in June this year.

Introduction of the Scheme is awaited with great anticipation by the local insurance sector, as it is by the fund management, trustee and related retirement benefit industries.

With the substantial influx of funds expected from the MPF, the Scheme is expected to give a substantial boost to the entire financial services sector of the local economy.

More recently, in another development, the Government has also introduced legislation to allow the expansion of the captive insurance market in the territory as part of its overall promotion of the financial services sector.

The initiative was highlighted in the Financial Secretary's 1997-98 Budget speech delivered to the Legislature on March 12 this year.

A Bill which seeks to give regulatory concessions to captive insurers was published in the Government Gazette on Friday, January 3 and is now before the Legislature.

The Insurance Companies (Amendment) Bill 1997 also includes other amendments aimed at enhancing protection of policy holders' interests and clarifying the legal position in relation to the requirement for an insurable interest in an insurance contract.

According to a Government spokesman, the Bill is conducive to the promotion of captive insurance in Hong

Kong and is one of the Government's initiatives to enhance Hong Kong's status as a regional insurance centre.

"Whilst Hong Kong is one of the most open insurance markets in the world, there is an absence of captive insurance companies here," the spokesman said. "We believe that the presence of a full range of insurance activities would promote competition in the market place.

"Moreover, the establishment of captive insurance companies would bring about an inflow of capital funds and new business as well as provide additional job opportunities which will benefit our economy", he added.

He said that to encourage the setting up of captive insurance companies here, the Government proposed to amend the Ordinance to relax some of the regulatory requirements.

"Captive insurers will be allowed lower minimum paid-up capital and solvency margin requirements, and exemption from the local asset requirement and the valuation regulation.

"As a captive insurer is restricted to underwriting exclusively business from its

## 港府推動保險業發展

**壽**險及一般保險業務近年在香港發展迅速，但港府仍然不遺餘力營造較佳的經營環境，藉此推動保險業的發展。

有關《強制性公積金計劃》的工作已進行得如火如荼。強積金計劃雖由私人環節管理，但港府仍然負責監管，而計劃的覆蓋面則包括全港僱員。

由港府成立的強制性公積金計劃辦事處正忙於草擬計劃中附屬法例的最終版本。計劃的主體法例已於去年由立法局通過。

如立法局對於計劃細節並無重大異議，

港府希望有關的附屬法例可在本年六月立法年度結束前通過。

本地保險業、基金管理公司、信託業以至與退休計劃有關的行業均熱切期待強積金計劃的推行。

強積金計劃預期可為市場引入龐大資金，整個金融服務業會因此大大受惠。

為了推動金融服務業的發展，港府最近更修訂法例，鼓勵本港發展專屬保險業務。

財政司在3月12日發表的1997/98年度財政預算案中提出了上述建議。

一條旨在放寬對專屬保險公司監管的條例草案已於1月3日(星期五)在憲報刊登，現時已送交立法局審議。

這條稱為《1997年保險公司(修訂)條例草案》的新法例亦包含了其他修訂，旨在更全面地保障投保人的權益，並澄清保單內關於可保權益的法律問題。

港府的發言人表示，草案有利專屬保險業務在香港的發展，亦是政府推動香港

group companies and no third party interest is involved, the concessions are appropriate," he noted.

Another major amendment in the Bill is to empower the Insurance Authority to make regulations to specify professional standards to be observed by an Appointed Actuary of a long term business insurer.

"The work of Appointed Actuaries in Hong Kong has traditionally been concentrated on the valuation of long term liabilities of the insurer, in contrast to their counterparts in jurisdictions such as Australia, Canada and the United Kingdom where they have to report on other aspects of the financial conditions of the long term business of an insurer.

"Implementation of a full-fledged Appointed Actuary System such as that practised in those countries will enhance the protection of policy holders in Hong Kong.

"Given the proposed power, the Insurance Authority will be able to implement the full-fledged Appointed Actuary System by specifying standards for Appointed Actuaries to follow." he said.

The Bill also proposes to incorporate the detailed provisions of the Life Assurance Act 1774 of the UK into the Ordinance.

The spokesman said: "This Act requires that a person taking out an insurance contract must have an insurable (pecuniary) interest in the life or event insured.

"The Act currently applies to Hong Kong through the Application of English Law Ordinance. It is however referred to in title only in that Ordinance. It would be tidier if the provisions of the Act are incorporated into a local ordinance," the spokesman said.

The Bill also seeks to recognise that a parent or guardian has an insurable interest in the life of his/her child or ward.

This is to rectify the anomaly recently identified by the insurance industry that juvenile policies, whereby a parent takes out insurance on the life of his/her child and naming the parent as a beneficiary, are illegal in Hong Kong following the UK's common law.

More generally, the overall insurance industry had a fairly good year in 1996,

作為區域保險中心的其中一項措施。

該發言人指出：「香港雖然是全球最開放的保險市場之一，但在本地開業的專屬保險公司絕無僅有，發展全面的保險業務有助提高在市場的競爭力。

「專屬保險公司在港開業，一則可引入資本基金和新的業務機會，二則可締造更多職位空缺，對本港經濟大大有利。」

港府為了鼓勵專屬保險公司來港發展，遂建議修訂現行的《保險公司條例》，局部放寬監管。

該發言人表示：「在最低實收資本及償付能力比率方面，條例對專屬保險公司的要求將較為寬鬆，它們更可獲豁免遵守條例對保險公司在港資產及估值規定的要求。

「由於專屬保險公司只限承保其集團公司的業務，不涉及第三者的權益，故給予豁免優待仍屬適當的做法。」

條例草案中另一項重大修訂是賦予保險業監督制定規例的權力，明確指出長期業務保險公司精算師應予遵守的專業守則。



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although the life insurance sector of the industry probably did better in terms of premium income growth than did the general insurance sector.

Releasing his annual report for the 1995 year, the latest available, the Commissioner of Insurance, Mr Alan Wong Chi-kong said the life insurance industry saw double digit growth in 1996, but general insurance premium income was down slightly.

Provisional statistics showed gross premiums of about \$18.4 billion in general insurance, compared with \$20.1 billion in 1995, but the life insurance side is expected to have again shown double-digit growth.

Mr Wong said the decline in general insurance in 1996 was due mainly to the sluggish economy and keen competition among insurers, particularly in motor and employee compensation business. These areas, which accounted for 40 per cent of all general insurance policies, saw premium incomes drop 30 per cent.

他說：「香港的指定精算師一向集中對保險公司的長期負債進行估值，這有異於澳洲、加拿大和英國的做法。對於經營長期保險業務的保險公司，當地的精算師需要報告彼等在其他方面的財務狀況。

「實行成熟、獨立之精算師制度（如上述國家的做法）可進一步保障本港投保人的權益。

「獲賦予上述權力後，保險業監督便可制定精算師須予遵守的準則。」

草案亦建議將英國《1774年壽險法》的細則納入修訂條例內。

該發言人稱：「該法例規定購買保險的人士必須對受保的生命或事件擁有可保權益（經濟權益）。

「該壽險法現時根據《英國法律應用條例》而適用於香港。不過，條例只是引述了壽險法的名稱，將其內容細節納入本地的條例是較可取的做法。」

草案的其中一個目的是確認父母或監護人對其子女或受監護人的生命擁有可保權益。

根據英國《普通法》，若父母為子女投保，同時又以自己為其中一個受益人，即屬違法。香港跟從英國法例，故不容許這類以

Mr Wong said the sector would show a turnaround this year, fuelled by increase in car sales and the economic recovery.

The decline in the general insurance business followed a slow year for the industry in 1995. According to the authority's annual report, premium growth was 12 per cent to \$43.8 billion in 1995.

Gross general insurance premiums increased only 2 per cent to \$20.1 billion, while long-term insurance premiums amounted to \$23.7 billion, representing growth of 22 per cent. Within the long-term business, individual life business amounted to \$16.6 billion, which translates to \$2,630 per person.

The number of life insurance policies in force was 2.8 million, covering 45 per cent of Hong Kong's population. For the protection of policy holders, the authority imposed 39 requirements on 16 insurers last year.

The requirements included limitation of premium income, submission of accounting information and restriction on

父母為受益人的兒童保單。草案希望糾正這個不合理的現象。

若以保費收入的增幅衡量，壽險業務在96年的表現較一般保險業務為佳；但綜觀整個保險業在去年的表現，還算令人滿意。

保險業監理專員**黃志光**在發表1995年年報（最近期的年報）時指出，96年的壽險業務增長達兩位數字，但一般保險的保費收入則輕微下跌。

臨時統計數據顯示，一般保險的保費總額在96年約為184億，95年則為201億，不過，壽險保費預期會再次出現兩位數字的增長。

黃志光表示，經濟環境欠佳，加上保險公司之間的競爭激烈，是導致一般保險業務在96年出現跌幅的主要原因。佔一般保險保單總數四成的汽車及僱員賠償保險跌勢尤其明顯，保費收入整整下跌了30%。

隨著汽車銷量上升及經濟復甦，黃氏預期一般保險業務在今年應有好轉。

一般保險業務在95年的增長已見放緩。監理處在年報中指出，95年的保費總收入為438億，整體增長12%。

1995年，一般保險的保費收入僅增長

related party transactions. The authority also for the first time reviewed the reserves level of insurers.

Mr Wong said that with some insurers having increased their reserves, the level of under-reserving in the industry had fallen from \$2 billion to \$400 million.

The Office of Registrar of Occupational Retirement (Orso) Schemes, which is also headed by Mr Wong, is working closely with the Mandatory Provident Fund (MPF) Office to establish how Orso schemes will interface with MPF programmes.

Mr Wong said the office would need to monitor insurance companies which offered MPF products.

At the end of last year, there were 14,923 registered Orso schemes which covered 831,048 employees or 29 per cent of the workforce. There are 221 authorised insurers. The authority licensed five insurance companies last year while five general insurers withdrew their authorisation. ■

2%至201億元，長期保險保費收入則為237億，增長22%；在長期保險業務的範疇內，個人壽險的保費收入為166億，即平均每人2,630元。

現時，有效的壽險保單數目高達280萬份，涵蓋了本港45%的人口。為了保障投保人的權益，保險業監督在去年對16家保險公司提出了39項規定。

這些規定涉及限制保費收入，會計資料的提呈及限制與有關連人士進行交易。保險業監督更首次檢討保險公司的儲備水平。

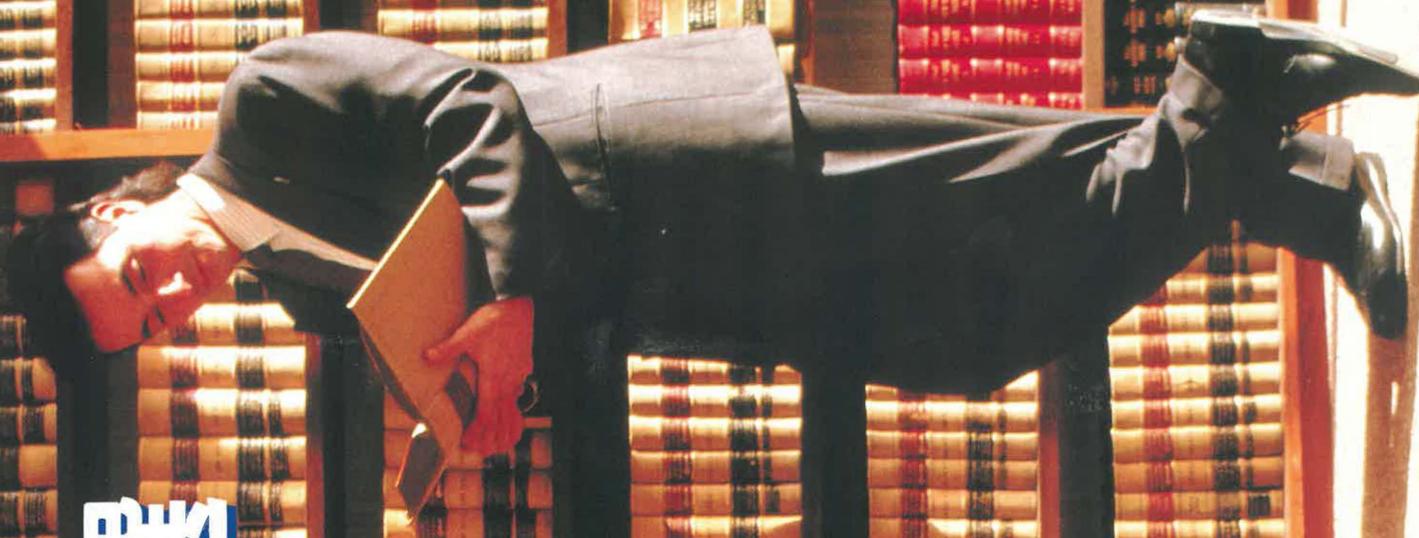
黃志光表示，隨著好些保險公司增加了儲備，保險業短缺的儲備已由20億減至4億。

同樣由黃氏領導的職業退休計劃註冊處正與強積金計劃辦事處緊密合作，擬定職業退休計劃與強積金的接合安排。

黃志光指該處有必要對提供強積金產品的保險公司予以監管。

截至去年年底，已經註冊的職業退休計劃共有14,923個，涵蓋了831,048名僱員，佔勞動人口的29%。獲認可的承保人（即保險公司）有221家。保險業監督在去年共發出了5個保險公司牌照，但同時亦有5家保險公司撤銷註冊。 ■

# 德高保險 智者之選



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