



Chamber CEO Alex Fong moderates the General Committee panel at the 14th Annual Hong Kong Business Summit.  
本會總裁方志偉於第14屆香港商業高峰會上主持理事會論壇。

# CEO'S REPORT

## 總裁報告

Members tour OOCL Logistics' centre during a Chamber CEPA mission to Guangdong.  
會員隨本會的CEPA考察團赴廣東訪問時，前往東方海外物流中心參觀。



HKGCC Vice Chairman KK Yeung (4th from right) presents a souvenir to Yi Xiao Zhun, Vice Minister of Commerce, following a special meeting at the Chamber on July 17 to discuss ideas for further supplements to CEPA, with a particular emphasis on expanding liberalization of China's service sectors. 本會於7月17日召開特別會議，與內地相關官員就《安排》往後的補充協議內容進行討論，並重點探討擴大中國服務業的開放措施。會後，本會副主席楊國琦（右四）向商務部副部長易小准致送紀念品。

The year under review was an exceptional one for your Chamber, with the new format of our services and programs starting to bear fruit, and the refurbishment of our certification offices being successfully completed. It was also a year which saw the booming global economy start to slow after a remarkable period of growth, and a year in which our member companies had to wrestle with a host of regulatory changes in the Mainland.

Against this backdrop, your Chamber was extremely busy lobbying on members' behalf, organizing seminars and workshops to provide them with valuable information to help them understand and respond to these changes, as well as offering them supporting business services. The Chamber's programs and services provided to members can be summarized under four modules: Business Advocacy, Business Services, Business Connect, and Corporate Development.

2007年是總商會充實的一年，因為本會新的服務和活動模式日漸取得成果，而多個簽證辦事處的翻新工程亦已順利完成。然而，全球經濟經歷一段蓬勃增長期後，也於去年步入放緩階段，我們的會員企業於年內更需面對內地推出的一連串規管轉變。

在上述背景下，總商會去年除了忙於為會員進行政策游說工作之外，也舉辦了多個研討會和工作坊，致力為會員提供實用資訊，協助他們了解和應付有關轉變，並提供商業支援服務。本會為會員提供的活動和服務可歸納為四大類別：倡議政策、商業服務、商務聯繫及企業發展。

## A – Business Advocacy

The Chamber regularly undertakes research and collects views from members on their concerns and issues affecting their businesses and brings them to the attention of the authorities. Our most well-known achievement in the recent past on this front is our calling for the establishment of CEPA, and the ensuing annexes that provided further liberalization of many sectors, particularly services, as a result of the Chamber's "wish lists." The latest liberalization package, announced on the eve of the 10th anniversary of the HKSAR, carried important implications because it signified a more assertive attitude in China's international trade policy.

To explore these new CEPA opportunities in more detail with the Mainland authorities, the Chamber's China Committee organized a CEPA working mission to Guangdong in July, which focused on exploring how Hong Kong and Guangdong can work together

### 倡議政策

本會定期進行研究及徵集會員意見，以了解商界關注的事項及面對的問題，然後向有關當局作出反映。近年，我們在政策方面最廣為人知的成就，便是向當局獻策，協助促成CEPA的誕生，而本會其後呈交的「願望清單」也促使當局相繼推出補充協議，為多個行業（特別是服務業）引入進一步的開放措施。香港特區成立10周年前夕公布的最新一批開放措施，更別具重要的意義，象徵著中國已採取了更積極的態度以推行國際貿易政策。

為了與內地當局深入探索CEPA帶來的新商機，本會的中國委員會於去年7月組織了CEPA廣東工作訪問團，集中探討香港與廣東應如何合作，以便從中國發展中的服務業開拓



Frederick Ma, Secretary for Commerce and Economic Development, spoke at the Chamber's new "Meet the Minister Town Hall Forum Series" on August 29. 商務及經濟發展局局長馬時亨蒞臨本會8月29日舉辦的全新「與局長會面」論壇。



Happy Hour's new format is proving to be very popular with members. 改以新形式進行的「歡樂時光」聚會吸引眾多會員參加。



to create opportunities from China's developing services sector. Later in the year, the China Committee also organized CEPA missions to Zhuhai and Macau to explore specific opportunities in these rapidly developing cities.

It was also in July that China's Ministry of Commerce, and the General Administration of Customs, announced that they would seek to further impose more restrictions on the processing trade in labour- and energy-intensive industries under a new policy to upgrade the service sector. Under the new policy, which came into effect on August 23, enterprises engaged in the production of the affected products were required to place guarantee deposits, and register their process trade contracts with the authorities. This placed a tremendous burden on enterprises operating factories in the Pearl River Delta, so in response to members' concerns, a delegation comprising representatives from the HKGCC and the four other leading chambers in

商機。其後，中國委員會亦率團前往珠海及澳門考察，務求在這些發展迅速的城市發掘獨有的機遇。

去年7月，中國商務部及海關總署亦宣布進一步向勞動及能源密集型產業實施更多限制，以推動服務業升級。自新政策於8月23日生效後，從事受影響貨品生產的製造企業必須向有關當局繳付台賬保證金，以及申請合同備案。這些措施為珠江三角洲的廠商帶來沉重的負擔，並引起了會員的關注。有見及此，總商會遂聯同本地另外四大商會組織代表團前往廣東，與當地官員協商如何紓緩新一輪政策調整對香港加工貿易企業的影響。

Hong Kong, called on Guangdong officials to discuss ways to address the impact of the latest policy adjustments imposed on Hong Kong processing trade enterprises.

Our other committees, particularly those focusing on professional services, were also very active in putting forward the Chamber's views on a wide range of policies, from constitutional development, to the environment, to reducing tax rates. You can read more about our advocacy work elsewhere in this Annual Report.

## B – Business Services

The breadth and depth of business services that we offer to members were expanded in 2007. In essence, the Chamber functions as members' agent for such supporting activities as trade documentation, staff training, and information. To expand this scope, the Chamber's wholly-owned subsidiary, Chamber

本會其他委員會（尤其是處理專業服務範疇的專責委員會）年內也積極代表本會就各類政策表達意見，涉及的議題包括政制發展、環境，以至減稅等。本年報的其他章節亦有詳載我們在政策倡議方面的工作。

### 商業服務

在2007年，我們擴大和加強了為會員提供的商業服務內容。本會一直擔當會員代理的角色，致力提供各類商業支援服務，包括貿易文件簽發、員工培訓及資訊服務等。為擴展我們的服務範疇，總商會的全資附屬機構——總商會服務有限公司——目前正與本會的项目發展小組合作，以促進雙方的工作聯繫。為便利簽證用戶，本會轄下的三個簽證辦事處已於2007年遷往新址，而我們亦因此節省了租金開支。

A full house for the Chamber's Business Summit.  
本會去年舉辦的商業高峰會座無虛席。



A new format for the popular Consuls General cocktail receptions has been well received.  
總領事招待酒會去年以新形式舉辦，廣受會員歡迎。

Services Limited, now collaborates with the Chamber's programs unit to provide a better cohesion between each others' work. To facilitate our CO customers, three certification branch offices were relocated to new premises in 2007, which resulted in considerable rental savings.

### C – Business Connect

As China continues to be the engine that drives Hong Kong's economic growth, the Mainland was also a key component in our "advocacy" and "connect" work during the year under review. A major program that the Chamber initiated in 2007 was the "Business Connect with China in a Rapidly Globalizing Economy" series. This seminar series looked at the increasingly intertwined relations that China now enjoys with major trading blocs around the world, namely the Americas, Africa, Asia, Europe, and the Middle East. Through this series, the Chamber discussed with officials and businesses operating in China and other regions around the world, how China's "going in, going

#### 商務聯繫

由於內地繼續是推動香港經濟增長的動力，因此內地事務仍是本會「政策倡議」及「商務聯繫」的工作重點。我們於2007年推出的主要項目包括「走出去、引進來商務聯繫」系列研討會，旨在探討中國與美洲、非洲、亞洲、歐洲及中東等全球主要貿易地區之間日趨緊密的關係。本會透過一系列相關研討會，與政府官員以及在中國和其他地區營商的人士共同討論內地的「走出去、引進來」政策，從而了解有關政策如何改變了商貿、投資、資訊及資金的流動。

上述研討會的所得結論亦成為本會11月舉辦的第14屆香港商業高峰會的討論內容。另外，我們在2007年改變了商業高峰

out" policy is changing the flow of business, trade, investment, information, and funds.

The findings from these seminars were distilled and presented at our 14th Annual Hong Kong Business Summit in November. In 2007, we revised the format of the Business Summit substantially to make it a full-day event to accommodate the wide-ranging and quality speakers. Moreover, we hosted a pre-summit dinner on November 5 with Britain's former Prime Minister Tony Blair, who shared his international perspective on how businesses and governments operate around the world.

We organized 10 study missions to the Mainland in 2007 to help members better understand the rapid developments within its cities and polices taking place there. We also organized a study mission to Vietnam in May, following a visit by Vietnam's Minister of Trade Truong Dinh Tuyen, complemented by a series of seminars on the country, which is believed to offer huge potential.

會的形式，把會議時間延長至全日，讓更多不同界別的專業講者能夠參與盛會，互相交流意見。此外，我們亦於11月5日舉辦峰會晚宴，並邀得英國前首相貝理雅蒞臨發表演說，與會員分享其對於各地企業及政府營運的看法。

在2007年，本會更舉辦了10個內地考察團，以協助會員加深認識內地城市的迅速發展和當地的政策。此外，繼越南貿易部部長張庭選去年到訪本會，以及一連串探討越南市場龐大潛力的研討會推出後，我們亦於5月率團赴越進行考察。

我們定期舉辦的酒會也轉換了新的形式，主題為「與總領事對談暨招待酒會」。本會全年不時籌辦的相關聯誼活



Business matching meetings, training, and seminars are useful services that help members develop their businesses.  
本會年內舉辦的商業配對活動、培訓工作坊及研討會等項目，都能有效協助會員拓展業務。



Our regular cocktail receptions were also given a new format under the banner: "Conversation with Consuls General cum Cocktail Reception." These networking functions, together with our regular roundtable luncheons, seminars, business matching meetings, and networking cocktails were organized throughout the year to help members gain fresh insights into a wide range of issues, and to build new contacts which could offer them potential business opportunities. More details of our "connect" activities can be found under the "Business Connect" section of this Annual Report.

## D – Corporate Development

The Chamber exercises prudence in managing the resources available to provide services and programs to members. The Chamber's finances performed exceedingly well in 2007. The surplus for the year increased by 155% from \$26.9 million in 2006 to \$41.7 million. Some \$22 million of which was a one-off nature from \$37 million in write-back on property

動，以及定期舉辦的小型午餐會、研討會、商務配對聚會和酒會等，既能協助會員重新認識多方面的議題，亦可讓他們建立新的聯繫，以開拓潛在的商機。本會的「聯繫」活動詳情載於本年報有關「商務聯繫」的章節。

### 本會發展

本會一向以審慎的原則來管理會員服務及項目的資源。我們在2007年的財務表現突出，年內盈餘上升155%，由2006年的2,690萬元增加至4,170萬元。其中的2,200萬元是來自一次過的3,700萬元物業價值回撥及1,500萬元投資減值，而有1,970萬元則來自營運盈餘。經營收入（不包括投資收入，即撇除利息及股息、租金、債務及權益證券）增加5.3%，由2006年的5,790萬元上升至今年的6,090萬

value against \$15 million in write-off on investment, and \$19.7 million from operational surplus. Operational income, other than investment income (i.e. excluding interest and dividends, rental, debt and equity securities), rose by 5.3% from \$57.9 million in 2006 to \$60.9 million this year. However, operational expenditure also rose from \$52 million to \$55 million, resulting in an operational surplus before tax, excluding investment income, of \$5.9 million, the same as in 2006.

On human resources, we try to hold a steady headcount, and at the same time foster an environment in which secretariat staff can find their talents put to good use to create high quality programs and services for members. We have also been constantly seeking to upgrade our IT support for our operational needs and our Website, which now receives an average of 2.2 million page views per month.

元。不過，經營開支亦由5,200萬元增長至5,500萬元，令稅前營運盈餘（不包括投資收入）錄得590萬元，與2006年度一樣。

人力資源方面，本會盡量穩定人手之餘，亦同時為秘書處員工提供一個可讓其各展所長的工作環境，以確保本會能為會員創辦更多高質素的項目及服務。我們還不時提升資訊科技支援，以滿足我們的營運及網站需求，而本會網頁現時的瀏覽次數平均每月達220萬次。

整體來說，2007年是本會極為繁忙而豐盛的一年，我希望會員亦會覺得我們的會籍物超所值。至於會費方面，雖然面對成本上升，惟我們仍決定繼續凍結會費，令本會的會



The Chamber welcomes dozens of visitors from overseas every month.  
本會每月均會接待數十個海外訪問團。



Overall, as you can see, 2007 was an extremely busy and productive year for your Chamber, and I hope that members feel they got good value for their membership. On membership dues, despite rising costs, the Chamber decided not to raise its membership fee of \$4,000, which has been frozen for the past decade. Your Chamber has remained not only the largest and the oldest business organization in Hong Kong, but also the most international of the local chambers and the most local of the international chambers.

### **Our Pleasure to Serve You: Our Members**

The reports which follow contain more details on all the Chamber's events and achievements during the year under review. I am sure that you will agree that the Chamber and staff who serve you provide an unrivalled variety and quality of services, and we look forward to having the pleasure of doing so in the year ahead.

費在過往10年一直維持在每年4,000元的水平。本會不但是香港規模最大、歷史最悠久的商會，也是最國際化的本地商會，以及最本地化的國際商會。

### **致力服務會員**

接續的報告載列年內所有本會活動的更多詳情。我相信，各會員都認同總商會及其職員去年均竭誠為閣下服務，而所提供的服務種類之多和質素之高，實在無可比擬，我們熱切期望來年能繼續為會員服務。

Last, but by no means least, all members who serve on our committees invested a considerable amount of time and energy to share their expertise during the year. They deserve our deepest gratitude.

Alex Fong  
CEO

本會轄下各委員會全體成員年內慷慨分享他們的寶貴時間和真知灼見，我們對此謹致以由衷謝意。



總裁  
方志偉