

Seizing the GBA Opportunities

把握大灣區機遇

Officials and entrepreneurs share their insights at the Chamber's Greater Bay Area Forum

官員和企業家在總商會的「大灣區論壇」上分享他們的淵博見解

A full house at the Chamber's Greater Bay Area (GBA) Forum on 10 April enjoyed in-depth insights into the opportunities for Hong Kong businesses.

In his keynote speech, Patrick Nip, Secretary for Constitutional and Mainland Affairs, said that the Outline Development Plan for the GBA was an “unprecedented development,” noting it is driven by the Central Government at the highest level. The Secretary emphasised the importance of “one country, two systems” in the plan, and how it will help leverage our unique advantages such as IP protection and the rule of law.

“The plan will bring many opportunities to Hong Kong, and it will help us to diversify our industrial development.”

Nip also pointed out that there are already new strategies in place, such as funding for technology companies across the whole GBA and modifications to tax rules, that will make it easier for Hong Kong people to work in the Mainland.

He added that the business community has an important role to play as the plan is rolled out.

“We need to implement the Outline Development Plan, but we

cannot do it without your support. We hope you will be able to capture the opportunities and give us concrete suggestions that will help businesses in Hong Kong.”

George Leung, Asia-Pacific Adviser at HSBC, pointed out that we all know the main facts about the GBA cities and their comparative strengths. But he also noted that this is a time of change. As the Mainland economy has developed, Hong Kong can no longer play the same role it played in the past.

“China now is not just a supplier market, it is a buyer market,” Leung said. “We have infrastructure that is more advanced than that of the United States – look at our express rail network.”

The Mainland now does not need to raise funds, but it will need support in helping citizens manage their wealth. In the not-too-distant future, the world's biggest consumption market is likely to be China.

“Hong Kong needs to change, so we can benefit from the changes in the Mainland.”

Leung also addressed the issue of people flow. He said that he has noticed more international-level schools and restaurants opening up, which should attract more Hong Kong residents to move to the Mainland. Freer flow of people in both directions would also help to ease Hong Kong's prob-

lems of an ageing population and shortage of talent.

He described the GBA as a reservoir, compared with the “washing basin” of Hong Kong – adding that Hong Kong needs to actively play its part if it is to benefit.

“We cannot adopt the outlook of the past 30 or 40 years,” he said. “If we do not take this step into the GBA, it will be impossible for us to take advantage of the next 30 to 40 years of China's development.”

During the first panel session, a number of businesspeople who are also members of the Guangdong CPPCC exchanged their experiences. They discussed the fact that the three governments in the GBA have been already working together for more than a decade, and that continued cooperation will be essential for the success of the region. They noted that the positioning of all of the cities is very clearly defined, and that inno-



vation will be crucial as the GBA develops.

The panelists also discussed the benefits for Hong Kong citizens who chose to live and work in Guangdong. Housing is more affordable, and the availability of space also provides more opportunities for entrepreneurs to pursue their dreams.

In the second panel session, entrepreneurs with experience operating in Guangdong discussed the rapid developments on the Mainland, such as the relative ease of crossing the border compared with just a couple of years ago.

The speakers emphasized the importance of being familiar with local laws and customs when operating in the Mainland, but also shared the benefits of operating in a city like Zhuhai, for example,

where is relatively easy to access local government officials.

Delivering the closing keynote speech Liao Jingshan, Director of Hong Kong and Macao Affairs Office of Guangdong Provincial People's Government, said: "Synergy and coordinated development are very important in the Greater Bay Area mechanism."

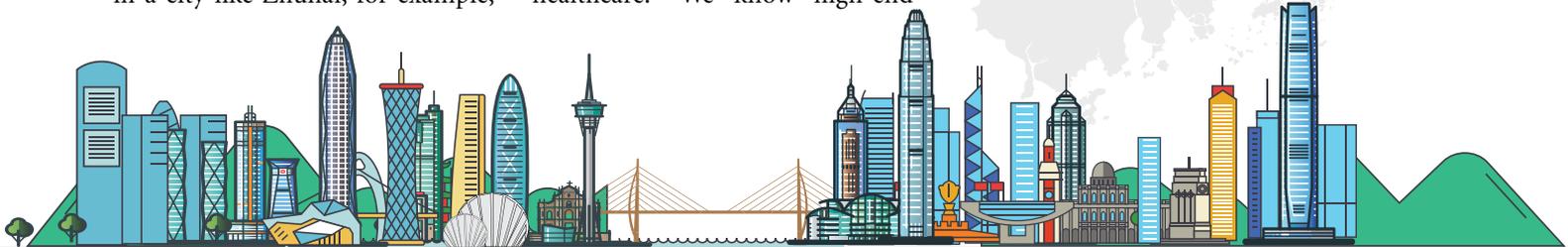
He added that the respective governments have been cooperating for many years so there is already a strong foundation. Many policies have been formulated already, he said, such as taxation changes that, in practice, mean "Hong Kong tax for Hong Kong people."

Liao explained that further specifics on policy would be forthcoming soon, in areas such as healthcare. "We know high-end

healthcare is Hong Kong's advantage, and healthcare is a focus of Chief Executive Carrie Lam," he said.

Liao also said that HKGCC is an important platform to collect ideas and from the various sectors in the business community in Hong Kong on how the GBA can be implemented.

"I think the Greater Bay Area can learn from the very strong business environment in Hong Kong," he said. 



Discussion Session I – Guangdong CPPCCs Exchange

專題研討——廣東省政協分享



Members of the Guangdong CPPCC discussed the fact that the three governments in the GBA have been working together for more than a decade. They agreed that continued cooperation will be essential for the success of the region. The speakers were (L-R): SH Chan, Managing Director – China, CLP Holdings; Chiang Lai Yuen, Chairman and Chief Executive Director, Chen Hsong Group; Leong Tou-hong, Deputy Chairman, Association for Promotion of Cooperation among Guangdong, Hong Kong & Macao; Johnny Ng Kit-Chong, Chairman, Goldford Business Inc; and Victor Lam, General Manager, Forward Winsome Industries. The session was moderated by China Committee Vice Chairman Eric Fok.

廣東省政協委員表示大灣區內三地政府已合作十多年，他們認為持續合作將對該區的成功至關重要。講者包括（左至右）：中電控股有限公司中國區總裁陳紹雄；震雄集團主席兼集團總裁蔣麗婉；粵港澳合作促進會常務副會長楊道匡；高鋒集團主席吳傑莊；以及永和實業有限公司總經理林凱章。研討會由中國委員會副主席霍啟山主持。

總商會於4月10日舉辦「大灣區論壇」，全場座無虛席。會上，三位主題演講嘉賓和兩個專題研討小組的成員深入剖析香港企業的機遇。

政制及內地事務局局長聶德權發表主題演講時表示，《粵港澳大灣區發展規劃綱要》為「空前發展」，由中央政府最高領導層推動。局長強調「一國兩制」在綱要中的重要性，並講解此原則如何協助發揮我們在知識產權保護和法治方面等獨特優勢。

「綱要將為香港開創大量機遇，協助我們實現產業多元化。」

聶局長亦指出，內地在綱要出台後已推出新策略，例如為整個大灣區的科技公司提供資助，以及修改稅務規定，以更便利港人在內地就業。

他補充，隨著綱要出台，商界擔當舉足輕重的角色。

「我們要落實綱要，但沒有您們的支持，便無法成事。我們希望各位能夠把握機遇，並提出具體建議，幫助香港企業。」

香港上海滙豐銀行



有限公司亞太區顧問梁兆基發表專題演講時指出，我們都已了解大灣區城市的概況和它們的相對優勢。但他認為，現在是時候作出改變。隨著內地經濟已臻成熟，香港不能再一直擔當過往的角色。

梁兆基解釋：「現時，中國除了作為供應商市場，也是一個買家市場。我們擁有比美國先進的基礎建設——我們的高速鐵路網絡便是一例。」

內地如今無需籌集資金，而是需要在協助人民管理財富方面取得支援。在不久將來，中國可望成為全球最大的消費市場。

「香港需要改變，方可受惠於內地的轉變。」

梁兆基亦提到人流議題。他表示注意到愈來愈多國際級學校和餐館開辦，應可吸引更多香港居民遷往內地。兩地人員更自由流通，亦有助紓緩香港人口老化和人才短缺的問題。

他形容大灣區為「水庫」，香港則是「洗手盆」，又補充香港要積極發揮自身作用，方可受惠。

他說：「我們不能採用過去30或40年的觀點。如果我們不踏出這一步，投入大灣區建設，就無法從中國未來30至40年的發展中獲益。」

在首節專題研討中，多位身兼廣東省政協委員的商家交流經驗。他們討論大灣區內三地政府已合作十多年，而持續

合作將對該區的成功至關重要。他們指出，區內各市都有明確定位，而隨著大灣區不斷發展，創新將是重中之重。

專題小組成員還討論了香港居民在廣東生活和工作的益處。住房更易負擔之餘，也提供了更大的空間，讓企業家有更多機會追求夢想。

在第二節專題研討上，擁有廣東營商經驗的企業家探討內地的迅速發展，例如與短短數年前相比，過境變得相對容易。

一眾講者強調在內地營商時熟悉當地法律和習俗的重要性，同時分享了在珠海這類城市營商的好處，例如較易接觸當地政府官員。

廣東省人民政府港澳事務辦公室主任廖京山在閉幕致辭時表示：「協同效應和協調發展在大灣區機制中十分重要。」

他補充，區內政府多年來合作無間，早已建立了穩固的基礎。他說，許多政策已經擬訂完成，其一的稅務變動，實際上是指「港人港稅」。

廖主任解釋，醫療保健等領域的政策具體細節即將出台。他說：「高端醫療是香港的優勢，而醫療又是行政長官林鄭月娥的施政重點。」

他亦指出總商會是重要的平台，用以收集香港商界各行各業對如何落實大灣區倡議的想法。

他又稱：「香港擁有穩健的營商環境，我認為大灣區可向香港學習。」

Discussion Session II – GBA Entrepreneurs Exchange 專題研討二——大灣區企業家分享



Entrepreneurs with experience in the GBA discussed the many improvements to the business environment in recent years, such as the relative ease of crossing the border compared with a few years ago. The speakers were (L-R): Felix Lee, Senior Vice President, Chow Tai Fook Enterprises Limited, and Executive Director, UMP Healthcare Holdings; Wong Ting Chung, Chairman and CEO, Naneson Group; David Lu, Founder and Chairman of the Board, Goldpac Group; Duncan Chiu, Co-Founder and Managing Director, Radiant Venture Capital, and Chairman, Lai Yuen Company; and Alex Chan, CEO, Forms Syntion Information (HK). Petrina Tam, China Committee Chairman, moderated the session.

擁有大灣區營商經驗的企業家討論區內的商業環境近年大有改善，例如與短短數年前相比，過境變得相對容易。講者包括（左至右）：聯合醫務集團有限公司執行董事、周大福企業有限公司高級副總裁李家聰；南旋集團有限公司主席兼行政總裁王庭聰；金邦達寶嘉控股有限公司創始人及董事會主席盧閏靈；慧科資本有限公司聯合創辦人及董事總經理、荔園有限公司主席邱達根；以及四方精創資訊（香港）有限公司行政總裁陳榮發。中國委員會主席譚唐麗麗擔任研討主持。