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Hong Kong General Chamber of Commerce
香港總商會1861

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2 December 2025

The Honourable Paul Chan Mo-po, GBM, GBS, MH, JP
Financial Secretary
Hong Kong Special Administrative Region
Central Government Offices, Tamar
Hong Kong

Dear Financial Secretary,

On behalf of HKGCC, I am pleased to submit our Greater Bay Area (GBA) Paper, prepared by the Chamber's GBA Working Group. Our GBA Working Group members, who have extensive experience in doing business in the Mainland, are enthusiastic about promoting the further development of the GBA and would like to share their suggestions on the subject, which I am happy to send to you for perusal.

The Submission outlines our views and recommendations on how Hong Kong can further integrate into the GBA and contribute to the region's long-term, high-quality development. The submission builds on the foundational goals of the Outline Development Plan, addressing key areas such as innovation and technology, cross-boundary infrastructure, sustainable development, and deeper economic integration.

We hope this GBA Paper will serve as a valuable reference for the HKSAR Government in formulating future policy directions, both for Hong Kong's overall development and its strategic positioning within the GBA.

Should you have any questions or would like to engage in further discussion, please feel free to contact Ms Wendy Lo, Secretary of the China Committee, at 2823 1232 or wendylo@chamber.org.hk.

Thank you again for your time and dedication.

Yours sincerely,

Patrick Yeung
CEO

HKGCC

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The Hong Kong General Chamber of Commerce Greater Bay Area Working Group

Recommendations on Hong Kong's Further Integration into the GBA and Promotion of High-quality Development

(November 2025)

The Guangdong-Hong Kong-Macao Greater Bay Area (GBA) is one of China's most open and dynamic economies, with a vast market that drives continuous innovation. Leveraging its unique advantages under the "One Country, Two Systems" framework, Hong Kong plays a vital role in "going global and attracting foreign investment" within the region. The city also serves as an essential bridge between the Chinese Mainland and the international community, anchored by its irreplaceable role in global finance, professional services, technological innovation and talent flow.

Currently, the GBA's total population exceeds 87 million; regional GDP reached RMB 14.8 trillion in 2024. Occupying less than 0.6% of the total national land area, the GBA creates approximately one-ninth of the country's total economic output. Over the past six years, the milestones achieved have attracted worldwide attention, with the economy surpassing those of the New York and San Francisco Bay areas. As the region's development enters a new stage, there is a need to enhance factor mobility further.

Over the past year, members of the Hong Kong General Chamber of Commerce (HKGCC) GBA Working Group engaged in various forms of exchange with GBA cities through a range of activities. These included visiting Mainland GBA cities, conducting thematic research and receiving delegations from local government departments and business organizations. These efforts aimed to deepen understanding of current developments in the GBA, as well as the business community's expectations for strengthening connectivity between Hong Kong and GBA cities.

The Working Group believes that the "15th Five-Year Plan," set to be implemented in March 2026, will provide new incentives and policy momentum that will accelerate

market integration in the GBA. Strengthening connectivity between GBA cities will facilitate the convenience and efficiency of cross-border operations between Hong Kong and the Mainland. This dovetails with the consolidation and enhancement of Hong Kong's "eight centres" and the city's important role in the GBA development.

The Working Group has consistently sought to collect the views of members and the business community on how Hong Kong and Mainland GBA cities can enhance cross-border flows of people, logistics and data, and apply the results of scientific research and industrial cooperation. The following opinions and suggestions have been consolidated as a reference for the HKSAR Government.

1. Enhancing the Logistics Network's Quality and Efficiency

Currently, the cost of cross-border logistics between Hong Kong and the Mainland remains high. The Chamber suggests that relevant authorities further optimize infrastructure like port inspection facilities, enhance connectivity, and actively promote the development of basic electronic port platforms, electronic port application systems and port logistics information platforms. Furthermore, encouraging innovation in port clearance approaches, streamlining clearance processes, and simplifying clearance procedures will also go a long way.

At the same time, the Chamber suggests planning to build a "GBA Aviation Logistics Hub" in the vicinity of Hong Kong International Airport or the Northern Metropolis and launching a "Next Day Delivery" service under a "Collection in Hong Kong – Distribution in Shenzhen – Delivery to the GBA" model.

Citing Amazon's global logistics model, we also recommend implementing "one declaration, region-wide clearance" for cross-border e-commerce goods within the GBA, which could reduce logistics costs by 15-20%.

2. Enhancing Port Competitiveness

To address port competition within the GBA, the HKSAR Government should actively seek policy support from the Central Government to coordinate the roles of various ports in the region, integrating them into a GBA United Port System to collaboratively develop a world-class port cluster.

Within this framework, a key suggestion is to position Hong Kong as the GBA's cold chain logistics hub. This would address existing competition and effectively utilize

Hong Kong's current strengths. Data indicates that the cold chain sector is vital to the Hong Kong port; in 2024, Kwai Tsing Container Terminals handled approximately 572,000 refrigerated containers, representing over 5.5% of total throughput, which shows substantial potential. With advanced cold chain infrastructure, streamlined customs procedures and extensive experience in processing perishable goods, Hong Kong can establish itself as a leader in cold chain logistics within the region, thereby elevating the overall competitiveness of its port.

3. Accelerating the Recognition of Professional Qualifications for Hong Kong Professionals in the GBA

In recent years, the Guangdong Provincial Department of Human Resources and Social Security has worked with corresponding Hong Kong and Macao authorities to implement the "One Examination, Multiple Certification" System, a new cooperation model for professional certification.

Candidates who pass the relevant assessments will be awarded the Vocational Assessment Competency Certificate of Hong Kong, the Certificate of Occupational Skill Level of Mainland China, and the Occupational Skills Certificate of Macao. This allows more skilled labour in the GBA to leverage their strengths in various fields on a larger platform.

Currently, the "One Examination, Multiple Certification" System covers trades such as electrical workers and restaurant servers, with a total of 4,002 individuals obtaining skills certificates that are recognized in all three cities. However, barriers still exist in the professional services sector.

Nansha District has stated that organizations registered in Hong Kong and Macao, as well as natural persons with Hong Kong or Macao residency who have obtained professional qualifications recognized by the HKSAR Government or relevant industry associations, and who meet the practice requirements for specific fields, can provide professional services in six major fields in Nansha, including construction, urban planning, healthcare, veterinary medicine, education and tourism. Based on this existing foundation, the Chamber suggests further accelerating the recognition of practice qualifications for Hong Kong professionals in the GBA.

4. Promoting the Mobility of Scientific Research Personnel

In recent years, Hong Kong and Mainland GBA cities have actively promoted I&T

development and cooperation, as well as close exchanges between scientific research talent. To accelerate the growth of I&T industries in the GBA, it is necessary to eliminate obstacles to talent mobility.

In March last year, the Guangdong-Macao In-Depth Cooperation Zone in Hengqin implemented a policy of "opening up the first line and controlling the second line." With reference to this model, we suggest establishing a groundbreaking immigration control system in the Hong Kong Park of the Hetao Shenzhen-Hong Kong Science and Technology Innovation Co-operation Zone and in the Northern Metropolis. For example, this could allow Mainland scientific research and technical personnel required for Hong Kong's industrial development to conveniently enter these zones for work and return the same day via a "commuting mode."

5. Optimizing Tax Arrangements for Mobility of Personnel in the GBA

The current measure of excluding same-day return trips from the 183-day threshold has greatly increased the flow of top talent in the GBA. We suggest continuously optimizing tax arrangements for cross-border personnel movements in the GBA to boost the region's high-quality development.

6. Building a Cross-Border Innovation Ecosystem

The Hetao Cooperation Zone has implemented a collaborative model of "conducting basic research in Hong Kong and transforming technology into applications in Shenzhen." To nurture such partnerships, this model could be expanded to Qianhai and Nansha. Hong Kong Science and Technology Parks could also establish a "GBA Technology Trading Market" to organize regular technology auctions and promote the transfer of patents from Hong Kong universities to GBA enterprises.

Furthermore, drawing on Shenzhen's experience with an 18-month technology conversion cycle, deploying a "Patent Navigation" mechanism would provide enterprises with technology-matching services, which is expected to increase the conversion rate of scientific research results by over 25%.

7. Promoting "Mutual Recognition of Clinical Data" and Joint Funding

The Chamber suggests establishing a "Guangdong-Hong Kong Biotechnology Joint Funding Scheme" to support infectious disease research and innovative drug development. We also recommend promoting the mutual recognition of clinical trial

data between Hong Kong and the Mainland, enabling recognition of clinical data completed in Hong Kong that meets international standards when registering in the Mainland. This would merge the advantages of both sides and allow new products to reach the public more quickly.

8. Deepening Medical Security Cooperation

We recommend expanding the cross-border coverage of Shenzhen's "Huiminbao" supplementary medical insurance programme. Currently, 17 medical devices are authorized for use in designated GBA healthcare institutions and are covered by the programme, with an annual maximum reimbursement of RMB 500,000. We recommend that the HKSAR Government negotiate with the Guangdong Provincial Healthcare Security Administration to enable Hong Kong residents to join the GBA cross-border medical insurance scheme through "voluntary participation," thereby facilitating "receiving medical treatment in Hong Kong and reimbursement in the Mainland."

We also recommend extending the direct cross-boundary ambulance transfer service beyond Princess Margaret Hospital and establishing "GBA Referral Centres" in private medical institutions, such as the Hong Kong Sanatorium & Hospital and Gleneagles Hospital Hong Kong, to ensure standardized medical records and referral procedures.

9. Enhancing Regional Data Connectivity Capabilities

To promote Hong Kong as a regional hub for data connectivity, the HKSAR Government can leverage Hong Kong's strategic advantages in accessing Mainland data, including consent-based data and non-consent-based data. The focus should be on enhancing the efficiency of cross-border data flows and building a comprehensive data value chain.

Specific suggestions include: avoiding the implementation of data localization requirements and strict cross-border transmission restrictions to promote the development of digital economy and consolidate Hong Kong's roles as a "Super Connector" and "Super Value-adder"; adopting international security and privacy standards as a voluntary compliance mechanism; and promoting the connection of Hong Kong's "Commercial Data Interchange" with GBA cities to facilitate the flow of commercial data, such as electronic trade, supply chains, payments and credit records. Additionally, technical and legal research should be conducted to lay the foundation for building a GBA digital trade financing network.

10. Promoting Intellectual Property Trade

To promote the development of intellectual property (IP) trade in the GBA, efforts should be made to establish mutually recognized IP standards within the GBA and an international valuation system, covering patents, trademarks and copyrights, to facilitate cross-border IP commercialization. At the same time, transparent and fair valuation norms should be formulated to promote IP financing and collateralization, encouraging financial institutions to include IP in credit frameworks. This would enable enterprises to use IP as financial collateral, thereby increasing opportunities for innovative enterprises to obtain funding.

Additionally, Hong Kong's legal infrastructure and bilingual professional talent should be leveraged to enhance IP arbitration and dispute resolution services, providing enterprises with a comprehensive rights protection mechanism. Finally, through cooperation with the Qualifications Framework Secretariat to develop professional training courses, we should cultivate talent in the IP field. These measures will help leverage the advantages of Hong Kong's IP-intensive industries and enhance the GBA's overall competitiveness as an I&T hub.

Conclusion

The "15th Five-Year Plan" marks a crucial phase for the GBA, acting as a bridge between the past and the future to further develop into a world-class bay area. By continuously promoting institutional innovation, improving the business environment, accelerating mutual recognition of professional qualifications and sharpening its strengths in logistics, data connectivity and intellectual property trade, Hong Kong is well positioned to attain a higher standing in the regional division of labour. The integrated development of the GBA is not merely economic cooperation, but also the convergence of institutions, culture and innovative forces.

Hong Kong should actively seize this historical opportunity, strengthen its roles as a "Super Connector" and "Super Value-adder" and elevate the GBA into a world-class region while making greater contributions to the nation's high-quality development and enhancing its global competitiveness.

The Chamber hopes that this submission will serve as a valuable reference for the HKSAR Government in shaping Hong Kong's future direction and the GBA's development strategy, supporting high-quality development in the region.

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香港總商會
大灣區工作小組

香港進一步融入並提升大灣區高質量發展
建議書

(2025 年 11 月)

粵港澳大灣區是中國開放程度最高、經濟活力最強的區域之一，擁有龐大市場，而且持續創新。香港憑藉「一國兩制」下的獨特優勢，在區內擔當「引進來、走出去」的重要角色，是內地與國際之間的重要橋樑，在國際金融、專業服務、科技創新及人才流通方面發揮無可替代的作用。

當前，粵港澳大灣區總人口已超過 8,700 萬，2024 年地區生產總值達 14.8 萬億元人民幣。大灣區佔全國土地面積不到 0.6%，卻創造了全國約九分之一的經濟總量。過去六年來，大灣區建設取得了舉世矚目的成果，經濟規模已超越紐約灣區與三藩市灣區。隨着大灣區建設邁向新階段，需要進一步促進區內要素的順暢聯動。

過去一年，香港總商會大灣區工作小組成員透過走訪大灣區內地城市、開展專題調研、接待區內地城市政府部門及工商團體來訪等活動，與大灣區城市進行多種形式的交流，進一步了解區內發展情況，以及業界對香港與大灣區城市加強互聯互通的期望。

工作小組認為，即將於 2026 年 3 月份出台實施的「十五五」規劃將為大灣區加快市場一體化發展提供新的誘因及政策動力。大灣區城市加強互聯互通，將有利於提升香港與內地跨境經營的便利及效率，並加強香港「八大中心」功能及在大灣區發展中的重要角色。

工作小組就香港與大灣區內地城市如何提升跨境人流、物流、數據、兩地科研成果轉化，以及產業合作等領域持續收集會員及業界的看法，綜合以下意見及建議，供特區政府參考。

1. 物流網絡提質增效

目前兩地跨境物流的成本仍然高昂，本會建議有關方面進一步完善口岸查驗設施、互聯互通等基礎設施，積極推進電子口岸基礎平台、電子口岸應用系統以及口岸物流信息平台建設，全面推動口岸通關模式創新，優化通關流程，簡化通關手續。

同時，本會建議在香港國際機場周邊或北部都會區規劃「大灣區航空物流樞紐」，推出「香港集貨—深圳分撥—灣區配送」的「次日達」服務。建議參考亞馬遜的全球物流模式，對大灣區內跨境電商貨物實行「一次申報、全域通關」，預計可將物流成本降低 15-20%。

2. 提升港口競爭力

為應對大灣區內部的港口競爭，特區政府應積極爭取中央政策支持，協調區內各港口的角色，整合為一個大灣區聯合港口系統，共同打造世界級港口群。在此框架下，具體建議是將香港定位為大灣區的冷鏈物流樞紐。此舉不僅能應對當前競爭，更有效發揮香港的既有優勢。數據顯示，冷鏈業務對香港港口至關重要，2024 年葵青貨櫃碼頭處理的冷藏貨櫃量約達 57.2 萬個，佔總吞吐量 5.5%以上，極具發展潛力。香港憑藉先進的冷鏈設施、高效的清關程序以及在處理易腐貨物方面的豐富經驗，具備能力擔當這一角色，在區域分工中確立冷鏈專業領袖的地位，從而提升香港港口的整體競爭力。

3. 加快香港專業人士在大灣區的執業資格認可

近年，廣東省人社廳與香港、澳門有關部門共同推動並落實「一試多證」技能人才評價合作新模式，考生一次考試合格，可以同時獲得廣東省技能人才評價證書、香港專業能力評估證書或澳門職業能力證明書等職業資格證書，讓大灣區更多不同領域的技術能手在更大的平台發揮所長。現時粵港澳「一試多證」機制已涵蓋維修電工、餐廳服務員等工種，累計 4,002 人獲得三地認可技能證書。然而，專業服務領域仍然存在壁壘。

目前南沙區已明確在港澳登記成立的機構和具有港澳居民身份的自然人，取得特區政府或者特區行業協會認證認可的專業資質、職業資格，並符合特定領域執業要求的，可在南沙工程建設、城市規劃、醫療、動物醫學、教育、旅遊六大領域提供執業服務。我們建議在現有基礎下，進一步加快香港專業人士在大灣區的執業資格認可。

4. 促進科研人員流動

近年香港及大灣區內地城市積極推動科創發展和合作，兩地科研人才交流密切，為促進大灣區科創快速成長，應消除人才流動的障礙。

去年 3 月，橫琴粵澳深度合作區已實行「一線放開，二線管住」的模式，我們建議可借鑒此模式，研究在「河套深港科技創新合作區香港園區」及「北部都會區」設立突破性的出入境管理新體系。例如，允許香港產業發展所需的內地科研技術人員便捷進入這些園區工作，並以「通勤」方式當天往返。

5. 優化大灣區人員流動稅務安排

目前「當天往返不計入 183 天」的措施已大大促進高端人才在大灣區的流動，我們建議應持續優化大灣區人員跨境流動的稅務安排，這將進一步促進大灣區的高質量發展。

6. 打造跨境創新生態圈

河套合作區已實現「基礎研究在香港、技術轉化在深圳」的協同模式，建議將該模式擴大至前海、南沙等區域。香港科學園可設立「大灣區技術交易市場」，定期舉辦技術拍賣會，推動香港高校專利向大灣區企業轉讓。此外，參考深圳 18 個月技術轉化週期的經驗，建立「專利導航」機制，為企業提供技術匹配服務，預計可使科研成果轉化率提升 25%以上。

7. 推動「臨床資料互認」與聯合資助

我們建議設立「粵港生物科技聯合資助計劃」，重點支持傳染病、創新藥物研究等，並推動兩地臨床試驗資料互認，讓在香港完成、符合國際標準的臨床數據，在申請內地註冊時能獲得承認，以結合兩地優勢，使新產品更快惠及民眾。

8. 深化醫療保障合作

擴大「深圳惠民保」跨境覆蓋範圍，目前該保險已將「港澳藥械通」保障藥械增至 17 個，年度最高報銷 50 萬元，建議特區政府與廣東省醫保局協商，容許香港居民通過「自願參保」方式加入大灣區跨境醫保計劃，實現「香港就醫、內地報銷」。

同時推廣瑪嘉烈醫院的跨境救護車經驗，在香港養和醫院、港怡醫院等私立醫療機構設立「大灣區轉診中心」，建立統一的病歷標準和轉診流程。

9. 提升區域數據互聯互通能力

為推動香港成為區域數據互聯互通樞紐，本會建議特區政府把握香港在獲取內地數據方面的戰略優勢，包括已獲數據擁有人授權下取得的數據 (consent-based data)，以及非獲授權下取得的數據 (non-consent-based data)，重點提升跨境數據流動效能，構建完善的數據價值鏈。具體建議包括：避免實施數據本地化要求及嚴格跨境傳輸限制，以促進數字經濟發展，鞏固香港「超級聯繫人」與「超級增值者」角色；接納國際安全與隱私標準作為自願性合規機制；並推動香港「商業數據通」與大灣區城市對接，促進電子貿易、供應鏈、支付與信貸記錄等商業數據流通，同時開展技術與法律研究，為建設大灣區數字貿易融資網絡奠定基礎。

10. 促進知識產權貿易

為推動大灣區知識產權貿易發展，應積極建立大灣區互認的知識產權標準及國際化估值體系，涵蓋專利、商標、版權等範疇，促進跨境知識產權商品化。同時制定透明、公平的估值規範，推動知識產權融資與抵押，鼓勵金融機構將知識產權納入信貸框架，使企業能以知識產權作為融資擔保，提升創新企業獲取資金的機會。此外，應善用香港法律基礎設施及雙語專業人才，強化知識產權仲裁與爭議解決服務，為企業提供完善的權利保障機制。最後，透過與資歷架構秘書處合作開發專業培訓課程，培育知識產權領域人才。這些措施將有助發揮香港知識產權密集型產業的優勢，並增強大灣區作為創科樞紐的整體競爭力。

總結

「十五五」是粵港澳大灣區處於承前啟後、進一步融合發展，建設國際一流灣區的關鍵階段。香港若能持續推動制度創新、優化營商環境、加快專業資格互認，並在物流、數據互聯互通及知識產權貿易等方面鞏固優勢，勢將在區域分工中確立更高地位。大灣區融合發展不僅是經濟層面的合作，更是制度、文化及創新力量的深度交融。香港應積極把握這一歷史機遇，加強「超級聯繫人」和「超級增值者」角色，推動大灣區邁向國際一流，為國家推進高質量發展及提升全球競爭力作出更大貢獻。

本會希望工作小組在建議書中的觀察及建議，能為特區政府制定香港未來整體發展方向以及粵港澳大灣區發展策略提供有價值的參考，為進一步推進大灣區高質量發展作貢獻。