



香港大學  
THE UNIVERSITY OF HONG KONG



## 尋找香港與大灣區的新經濟合作模式

### In Search of New Economic Cooperation Models Between Hong Kong and the Greater Bay Area

Strategic Public Policy Research (SPPR)  
Policy Innovation and Co-ordination Office (PICO) of the HKSAR Government  
2018-2021

Researchers:









## Policy Address 2001

### Complementing Our Strengths with Those of the Mainland

27. **Enhancing co-operation with the Pearl River Delta (PRD) is of particular importance.** Over the past two decades, Hong Kong and the PRD have complemented each other, and together developed into a highly productive economic region. With a population of 40 million and many affluent consumers in a number of cities, the PRD is an enormously attractive market. Following China's accession to the World Trade Organisation, co-operation between Hong Kong and Guangdong will rise to new heights. **The Government is determined to actively promote economic co-operation between Hong Kong and the PRD region with a view to achieving a 'win-win' situation.** This is a key element in our efforts to consolidate and enhance Hong Kong's position as an international centre for finance, trade, transport and logistics, as well as a premier tourist destination.

#### HKU Task Force on Hong Kong - Pearl River Delta Development 2001



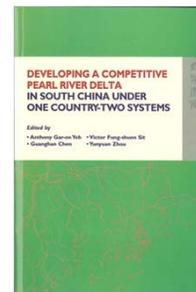
2001



2002



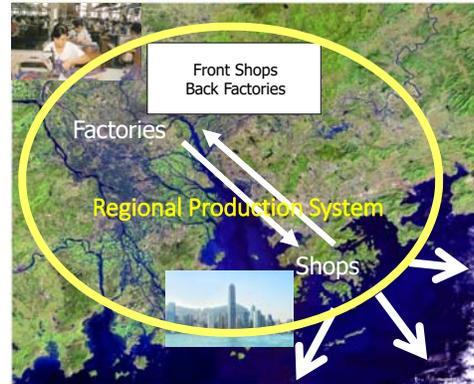
2002



2006

## Regional Division of Labour of “Front Shops, Back Factories “ Model

- In **1978, China implemented economic reform and “open door” policy** which substantially enhance the economic development of both Hong Kong and PRD region
  - **PRD (Back factories):** Cheap labour and land price attract Hong Kong manufacturing industry relocated to mainland China and become the one of major production bases in China.
  - **Hong Kong (Front Shops):** Capitalizing the advantage of international trading experience of Hong Kong, producer services on product development, quality control and marketing experience fast growth in this period.
- **The relocation of Hong Kong manufacturing industry promote the economic development of PRD**
- **Front Shops, Back Factories model contributes to the economic restructuring of Hong Kong from manufacturing industries to producer services**



## What's Next After Front Shops, Back Factories Model ?

## In Search of New Economic Cooperation Models !

- Decline of Front Shops, Back Factories model in 1990s
- Rapid growth of High Tech Industries and Producer Services in the PRD and other regions
- New Local, Regional and Global Development

# What's Next After Front Shops, Back Factories Model ?

## In Search of New Economic Cooperation Models !

- Hong Kong becoming a science and technology centre in the GBA



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### Hong Kong innovation capability: Universities, labs and research centres

- **4** universities in Hong Kong are among the top 100 universities in the Quacquarelli Symonds (QS) World University Rankings 2019
- **16** State Key Laboratories in Hong Kong, while 11 in Guangdong Province
- **6** Hong Kong Branches of Chinese National Engineering Research Centers, while 23 in Guangdong Province

Researchers:



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# Hong Kong's Participation in High-Technology Industrial Development in the Pearl River Delta

## *Evidence from the Firm-level Questionnaire Survey and In-depth Interviews*

Researchers:











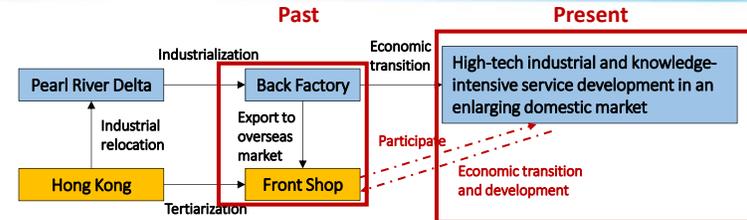
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## 1. Introduction

- ❑ From “Front Shop, Back Factory” to.....
- Structural change of the PRD economic development
- **Changing role of Hong Kong .....** ?







1<sup>st</sup>

Manufacturing  
Basic Primary  
Export Oriented



2<sup>nd</sup>

Basic Production  
Increasing Value  
Export Oriented



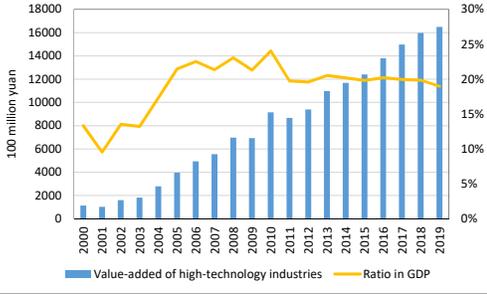
3<sup>rd</sup>

High-tech and  
Knowledge-intensive



4<sup>th</sup>

Capital-Intensive  
Service-Oriented



Year	Value-added of high-tech industries (100 million yuan)	Ratio in GDP (%)
2000	1000	10
2001	1000	10
2002	1000	10
2003	1000	10
2004	1000	10
2005	1000	10
2006	1000	10
2007	1000	10
2008	1000	10
2009	1000	10
2010	1000	10
2011	1000	10
2012	1000	10
2013	1000	10
2014	1000	10
2015	1000	10
2016	1000	10
2017	1000	10
2018	1000	10
2019	1000	10

Value-added of high-tech industries and ratio in GDP of the PRD, 2000-2019  
Source: Guangdong Statistical Bureau, 2001-2020

Researchers:







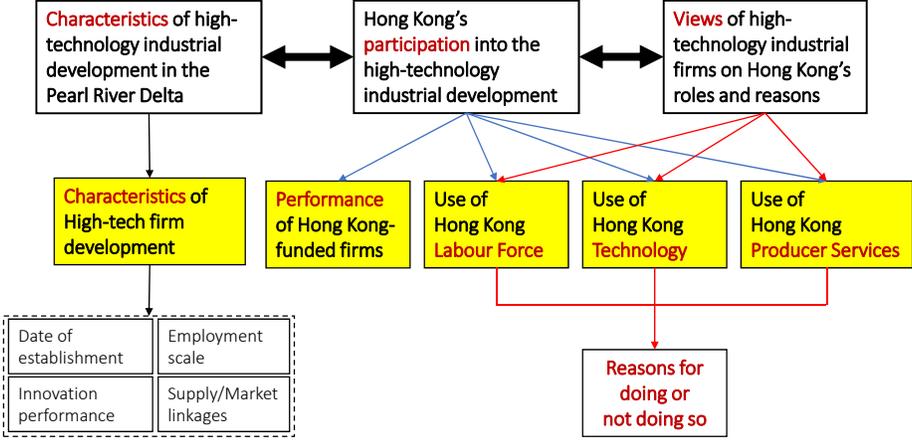



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## 2. Research Design and Data Collection

### 2.1 Research Questions and Design



```

graph TD
    A[Characteristics of high-technology industrial development in the Pearl River Delta] <--> B[Hong Kong's participation into the high-technology industrial development]
    B <--> C[Views of high-technology industrial firms on Hong Kong's roles and reasons]
    A --> D[Characteristics of High-tech firm development]
    B --> E[Performance of Hong Kong-funded firms]
    B --> F[Use of Hong Kong Labour Force]
    B --> G[Use of Hong Kong Technology]
    B --> H[Use of Hong Kong Producer Services]
    C --> E
    C --> F
    C --> G
    C --> H
    D --> I[Date of establishment]
    D --> J[Employment scale]
    D --> K[Innovation performance]
    D --> L[Supply/Market linkages]
    F --> M[Reasons for doing or not doing so]
    G --> M
    H --> M
    
```

Researchers:









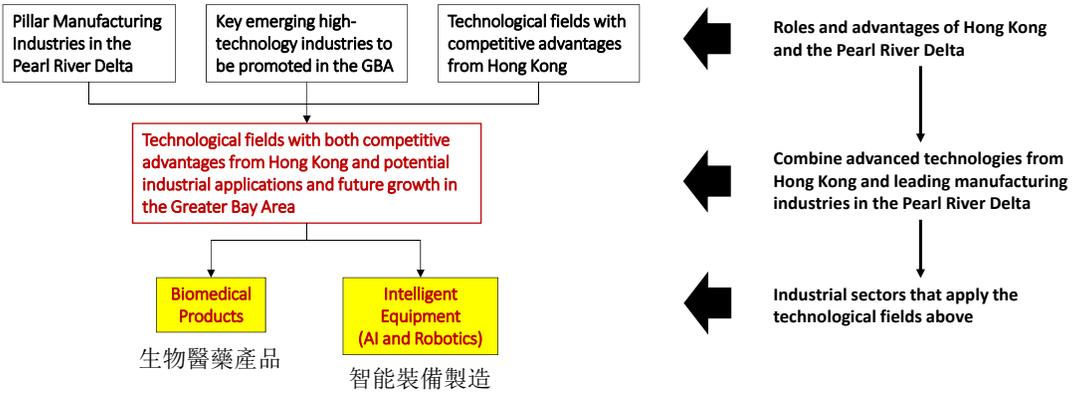

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## 2. Research Design and Data Collection

### 2.2 Data Collection

Industrial sectors :



```

graph TD
    A[Pillar Manufacturing Industries in the Pearl River Delta] --> C[Technological fields with both competitive advantages from Hong Kong and potential industrial applications and future growth in the Greater Bay Area]
    B[Key emerging high-technology industries to be promoted in the GBA] --> C
    D[Technological fields with competitive advantages from Hong Kong] --> C
    C --> E[Biomedical Products]
    C --> F[Intelligent Equipment AI and Robotics]
    G[Roles and advantages of Hong Kong and the Pearl River Delta] --> H[Combine advanced technologies from Hong Kong and leading manufacturing industries in the Pearl River Delta]
    H --> I[Industrial sectors that apply the technological fields above]
    
```

Researchers:









## 2. Research Design and Data Collection

### 2.2 Data Collection

Industrial sectors :

Leading technology-intensive manufacturing industries in the PRD that potentially use technological support with competitive advantages in Hong Kong	
Industrial Sector	Four-digit Level Sector
<b>Biomedical Products</b> 生物醫藥產品	SIC 2761 Manufacture of Biomedicine 生物藥品製造
	SIC 2762 Manufacture of Gene Engineer Pharmaceutical 基因工程藥物和疫苗製造
	SIC 3553 Manufacture of Special Equipment for Food, Beverage, Tobacco, and Feed Production 食品、飲料、烟草及飼料生產專用設備製造
	SIC 3581 Manufacture of Medical Diagnostic, Monitoring and Therapeutic Equipment 醫療診斷、監測及治療設備製造
	SIC 3582 Manufacture of Equipment and Instruments Used in Stomatology Department 口腔科用設備及器具製造
	SIC 3583 Manufacture of Medical Laboratories and Medical Disinfection Equipment and Instruments 醫療實驗室及醫用消毒設備和器具製造
	SIC 3584 Manufacture of Medical, Surgical, and Veterinary Instruments 醫療、外科及獸醫用器械製造
	SIC 3585 Manufacture of Mechanical Treatment and Ward Nursing Equipment 機械治療及病房護理設備製造



## 2. Research Design and Data Collection

### 2.2 Data Collection

Industrial sectors :

Leading technology-intensive manufacturing industries in the PRD that potentially use technological support with competitive advantages in Hong Kong	
Industrial Sector	Four-digit Level Sector
<b>Intelligent Manufacturing Equipment</b> 智能裝備製造	SIC 3491 Manufacture of Industrial Robotics 工業機器人製造
	SIC 3492 Manufacture of Special Robotics 特殊作業機器人製造
	SIC 3493 Manufacture of Additive Manufacturing Equipment 增材製造裝備製造
	SIC 3961 Manufacture of Wearable Smart Devices 可穿戴智能設備製造
	SIC 3962 Manufacture of Intelligent Vehicle Equipment 智能車載設備製造
	SIC 3963 Manufacture of Intelligent Unmanned Aerial Vehicle 智能無人飛行器製造
	SIC 3964 Manufacture of Service Robotics 服務消費機器人製造
SIC 4011 Manufacture of Industrial Automation System 工業自動控制系統裝置製造	



## 2. Research Design and Data Collection

### 2.2 Data Collection

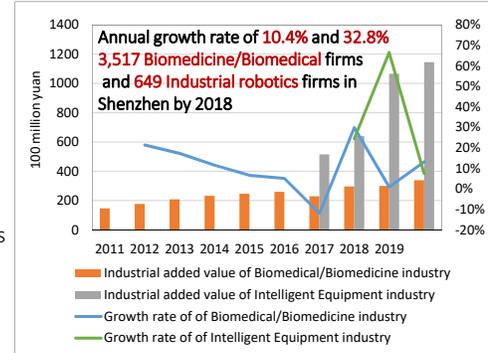
#### ☐ Survey Time-period

- December 2020 to May 2021
- Collaborated with a professional survey firm

#### ☐ Samples Selected

- Randomly selected **363 high-technology firms in Dongguan and Shenzhen**
- **169 Biomedical Products and 194 Intelligent Manufacturing Equipment**
- 50 interviews with government officials, professionals, and firm managers lasting 1 hour in average

	Dongguan	Shenzhen	Total	Proportion
Domestic-funded	58	64	122	33.6%
Hong Kong-funded	56	61	117	32.2%
Other overseas-funded	64	60	124	34.2%
<b>Total</b>	<b>178</b>	<b>185</b>	<b>363</b>	<b>100.0%</b>



Development of Biomedical/Biomedicine and Intelligent Equipment industries in Shenzhen during 2011-2019

Researchers:



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## 2. Research Design and Data Collection

### 2.2 Data Collection

#### ☐ Questionnaire Structure

- 1) Part A. Firm attributes
- 2) Part B. Firm history
- 3) Part C. Locational factors in the PRD
- 4) Part D. Supplier and market linkages
- 5) Part E. Technological sources and collaborations
- 6) Part F. Producer service linkages
- 7) Part G. Cooperation with Hong Kong
- 8) Part H. Market and innovation performances

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### 3. Research Findings

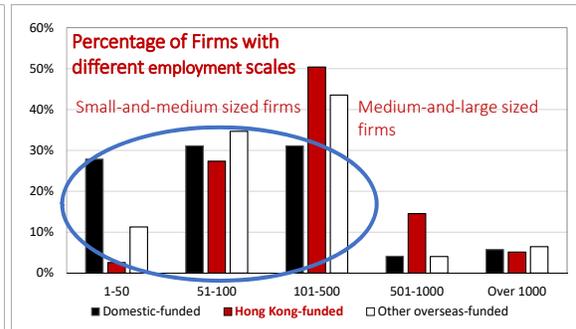
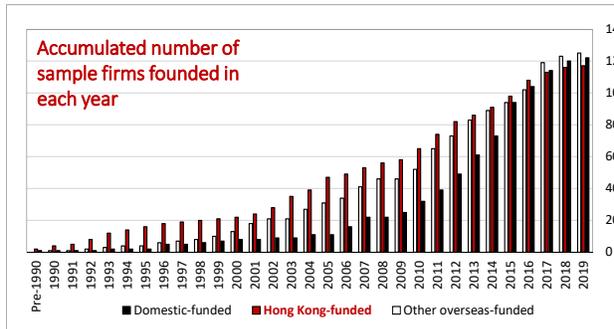
#### 3.1 High-technology Industrial Development in the Pearl River Delta

##### Development trends

- Mainly expanded in the post-crisis era over the past decade

##### Development stage

- The early stage of high-tech industrial development



#### 3.1 High-technology Industrial Development in the Pearl River Delta

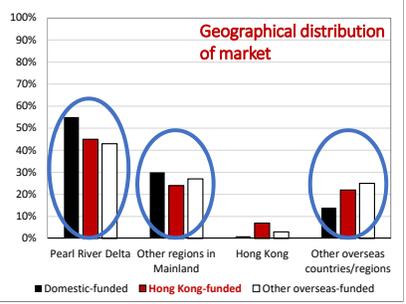
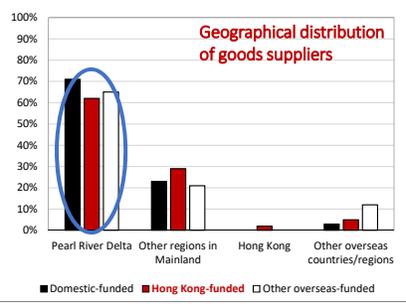
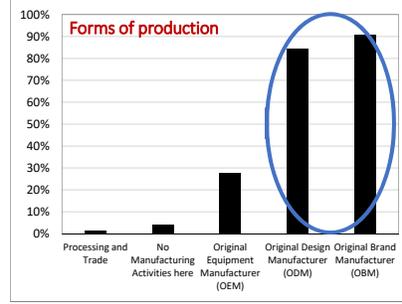
##### Products and forms of production

- Towards Original Design and Brand Manufacturers

##### Supplier and market linkages

- An increasingly complete supply system within the PRD
- A mixed regional, domestic, and overseas market orientation

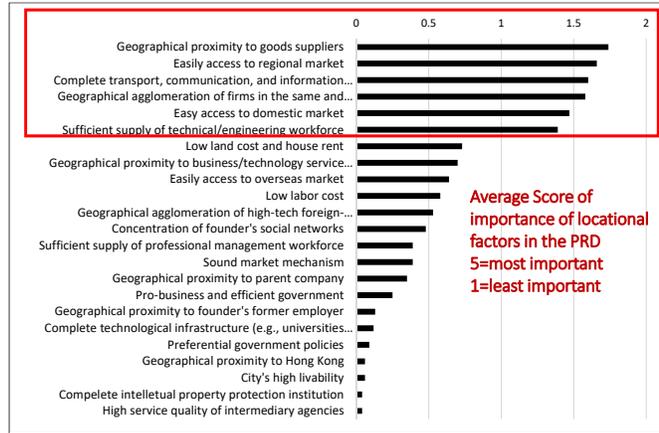
Percentage in the number of sample firms



### 3.1 High-technology Industrial Development in the Pearl River Delta

#### ❑ Six most important locational factors for high-tech industrial firms in the PRD

- 1) **Goods Suppliers:** Geographical proximity to goods suppliers
- 2) **Regional Market:** Easily access to regional market
- 3) **Infrastructure:** Complete transport, communication, and information infrastructure
- 4) **Agglomeration Economy:** Geographical agglomeration of the same and related industrial firms
- 5) **Domestic Market:** Easily access to domestic market
- 6) **High-skilled Labour Force:** Sufficient supply of technical/engineering workforce

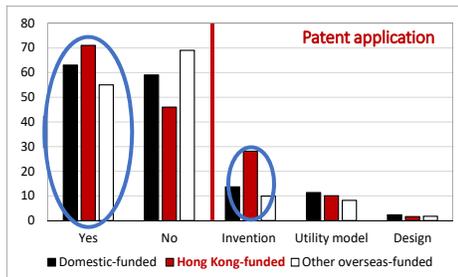


### 3.2 Hong Kong's Participation in High-Technology Industrial Development in the Pearl River Delta

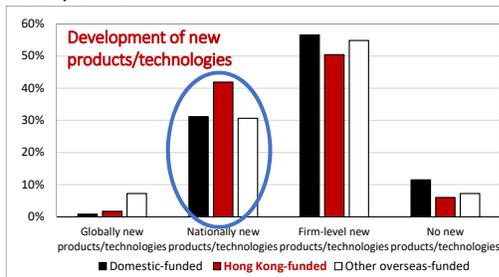
#### ❑ Performance of Hong Kong-funded firms

- Hong Kong-funded firms have more technology patents than other firms
- Hong Kong-funded firms perform better in developing nationally new products/technologies than other firms

Absolute number of firms



Percentage in the number of sample firms

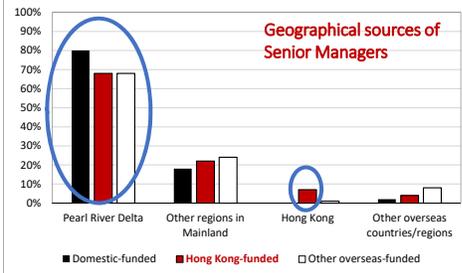
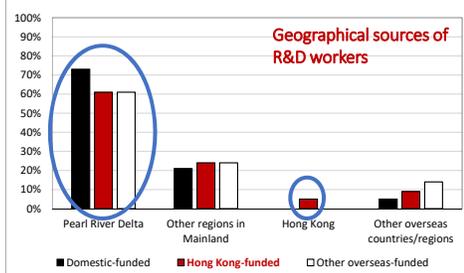


### 3.2 Hong Kong's Participation in High-Technology Industrial Development in the Pearl River Delta

#### ☐ Labour sources

- Hong Kong is insignificant in labor provision
- For the insignificant labour usage, PRD uses more Hong Kong senior managers than R&D workers

Percentage in the number of sample firms



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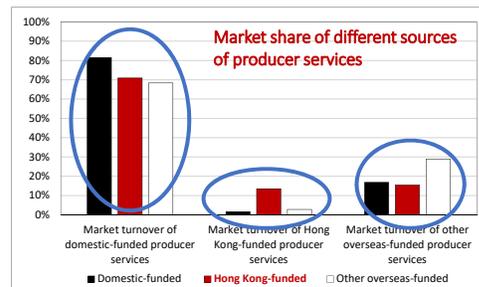
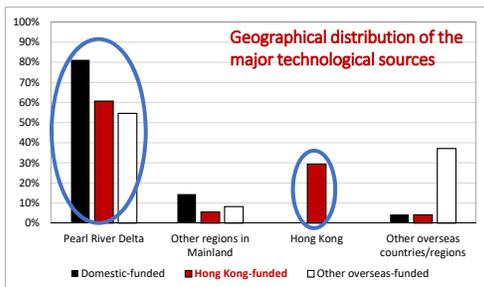
### 3.2 Hong Kong's Participation in High-Technology Industrial Development in the Pearl River Delta

#### ☐ Technological sources

- Hong Kong-funded firms rely more on Hong Kong as the major technological source
- Hong Kong-funded firms do R&D both in the PRD and through parent firm in Hong Kong

#### ☐ Producer service linkages

- Domestic-funded producer services enjoy the largest market share
- Hong Kong-funded producer services share around 15% of market from Hong Kong-funded high-tech industrial firms



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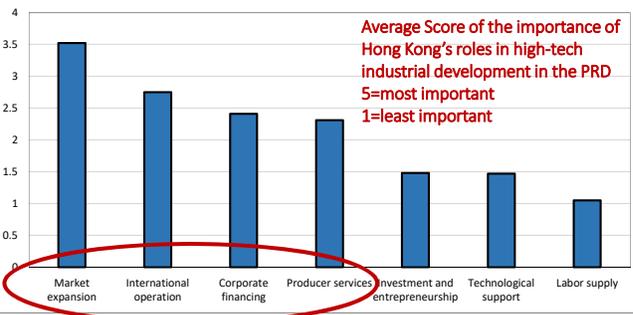
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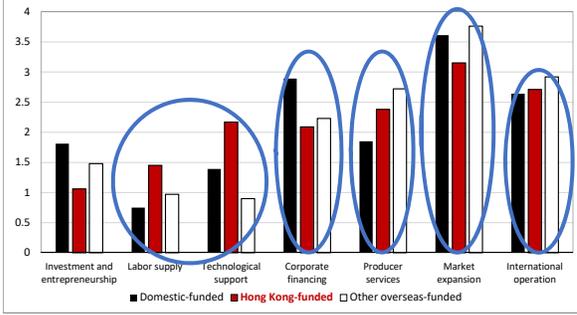
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### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – Overall

Hong Kong's roles in high-technology industrial development in the PRD



Average Score of the importance of Hong Kong's roles in high-tech industrial development in the PRD  
5=most important  
1=least important



G1. 香港在哪些方面能為貴公司發展提供幫助？請按重要性由5項（5為最重要，1為最次要）

香港為貴公司發展提供的幫助	最重要 5分	次重要 4分	第三重要 3分	第四重要 2分	最次要 1分
投資創業					
勞動力供給					
科技支持					
企業融資					
商務服務					
市場拓展					
國際化運營					
其他（請註明）					

Researchers:      





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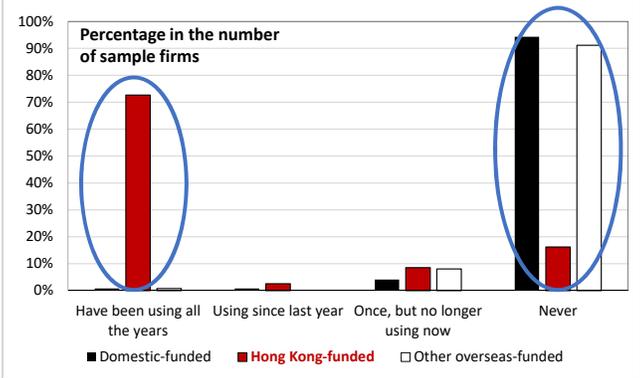


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### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Technology

Hong Kong's role in providing technology for high-technology industrial development in the PRD

- Mainly used by Hong Kong-funded firms, insignificant for other firms
- A great majority of domestic-funded and other overseas-funded firms never use Hong Kong technologies



Researchers:      



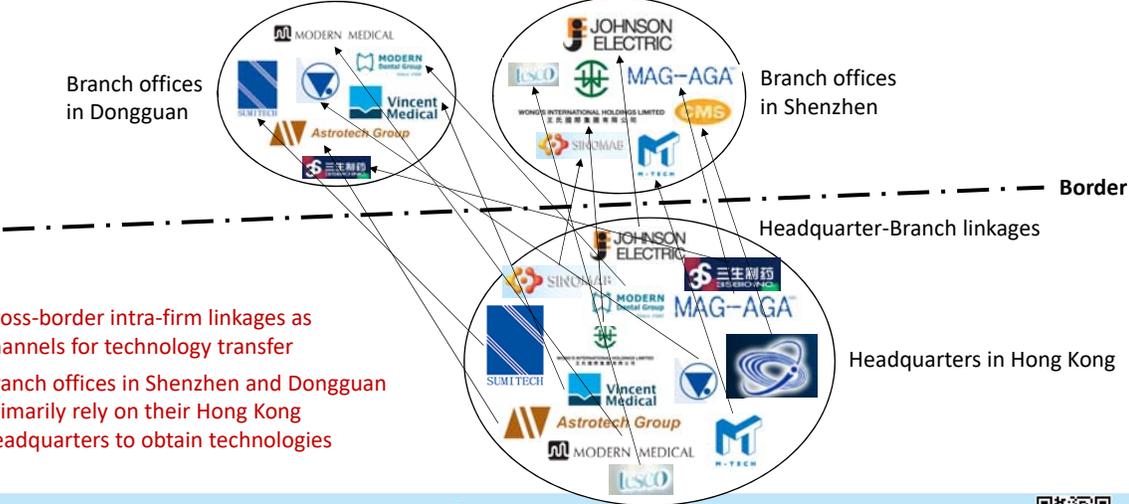


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### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Technology



Branch offices in Dongguan | Branch offices in Shenzhen | Border | Headquarter-Branch linkages | Headquarters in Hong Kong

- Cross-border intra-firm linkages as channels for technology transfer
- Branch offices in Shenzhen and Dongguan primarily rely on their Hong Kong headquarters to obtain technologies

Researchers:











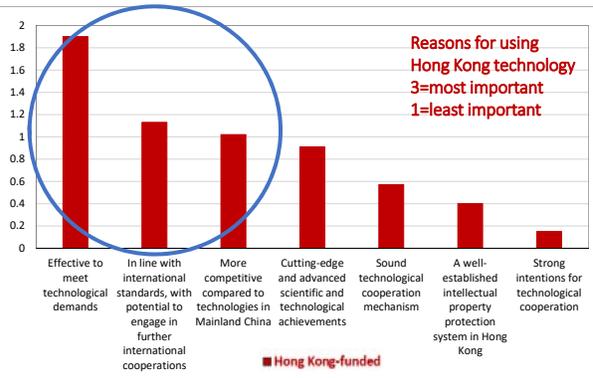
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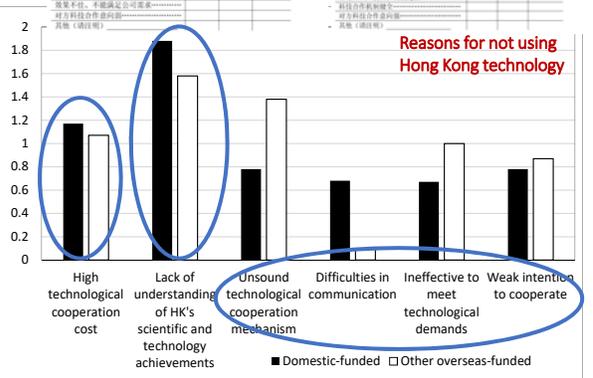
### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Technology

Reasons for using/not using Hong Kong technology



Reasons for using Hong Kong technology  
3=most important  
1=least important

Reasons for not using Hong Kong technology



Reasons for not using Hong Kong technology

Q1b: 貴公司未使用香港科技支持的原因，次要和再次原因是什麼？（請勾選 3 項）

未使用香港科技支持的原因	最重要	次要	第三重要
	3分	2分	1分
科技合作價格成本高			
缺乏對香港科技成就的了解			
科技合作機制不健全			
溝通上有困難			
商業不穩，未能滿足其可靠			
缺乏科技合作經驗			
其他（請註明）			

Q1c: 貴公司使用香港科技支持的原因，次要和再次原因是什麼？（請勾選 3 項）

使用香港科技支持的原因	最重要	次要	第三重要
	3分	2分	1分
科技專業人才多			
商業和科技合作經驗豐富			
香港科技在內地享有聲譽			
"一國兩制"，靈活溝通，多年經驗與合作			
香港知識產權保護制度完善			
科技合作經驗豐富			
其他（請註明）			

Researchers:





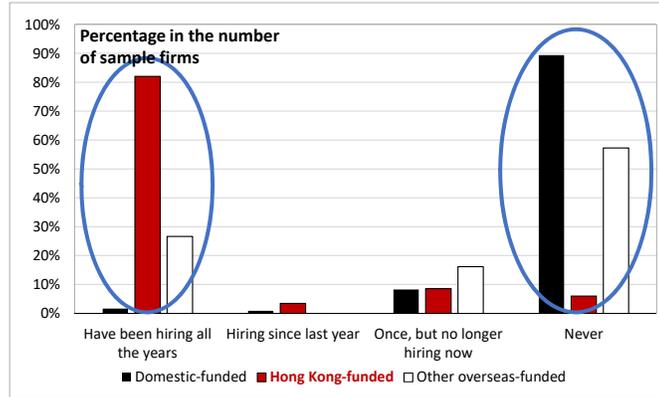




### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Labour Force

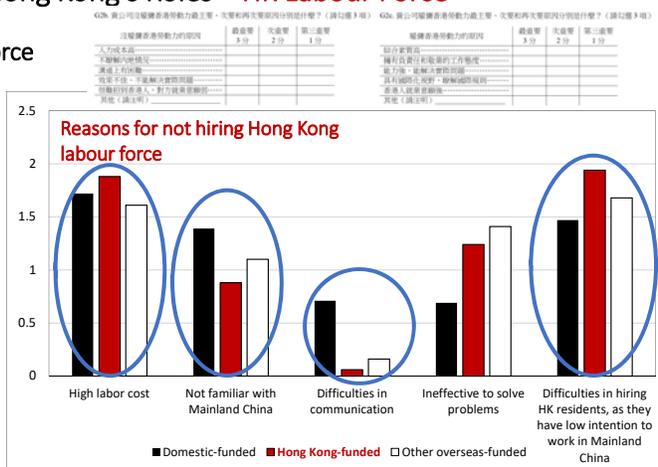
**Hong Kong's role in providing labour force for high-technology industrial development in the PRD**

- Hiring mainly by Hong Kong-funded firms
- Nearly 16% of other overseas-funded firms have hired Hong Kong labour force but no longer hiring now



### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Labour Force

**Reasons for hiring/not hiring Hong Kong labour force**



Q3a. 貴公司可從僱傭香港勞動力最主要、次要和再次原因分別是什麼？（請以圖表作答）

原因	最重要	次要	再次
人力成本高昂			
不熟悉內地情況			
溝通、存在障礙			
效果不佳，不能解決實際問題			
當地居民有意見，對工作意願較低			
其他（請註明）			

Q3b. 貴公司可從僱傭香港勞動力最主要、次要和再次原因分別是什麼？（請以圖表作答）

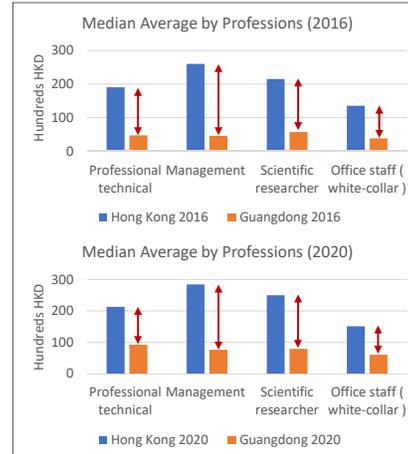
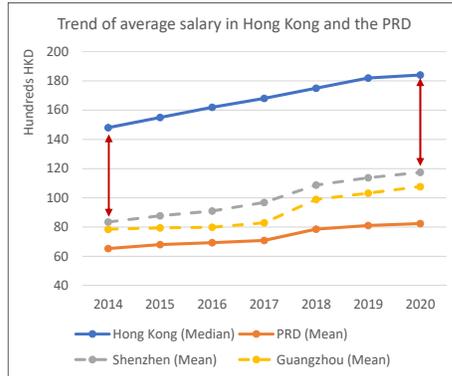
原因	最重要	次要	再次
綜合素質高			
具有負責任和敬業的工作態度			
能力強，能解決實際問題			
具有國際化視野，瞭解國際規則			
專業知識及經驗豐富			
其他（請註明）			

### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Labour Force

#### Comparison of average wages between Hong Kong and the Pearl River Delta by year

- Gap in average wages between Hong Kong and the PRD

① Source of mean salary in the PRD: Annual "Southern Talent Guangdong Salary Survey Report" by The Southern China Talent Market (2014~2020)  
② Source of Hong Kong data: Report on Annual Earnings and Hours Survey by Census and Statistics Department, HKSAR  
③ The mean salary of the PRD is calculated based on the average salary of the 7 cities in the PRD (Shenzhen, Guangzhou, Foshan, Zhuhai, Dongguan, Huizhou and Zhongshan). The value has been transferred in to HKD by multiplying 1.2.



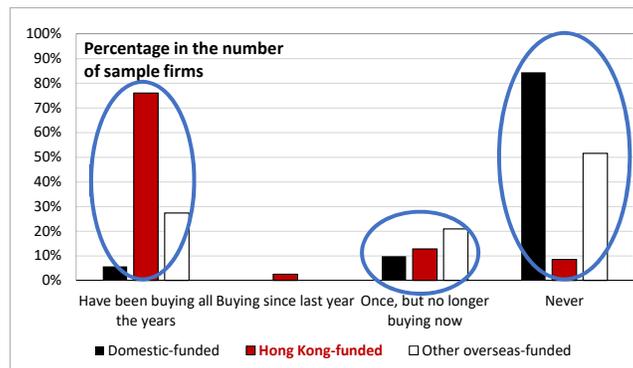
Researchers:



### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Producer Services

#### Hong Kong's role in providing producer services for high-technology industrial development in the PRD

- Mainly Hong Kong-funded firms buy producer services from Hong Kong
- Over 20%, 13%, and 10% of overseas-funded firms, Hong Kong-funded firms, and domestic-funded firms once bought Hong Kong producer services but no longer buying now (decoupling with HK producer services)

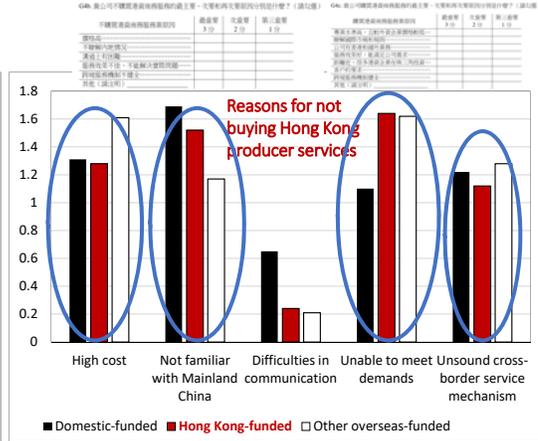
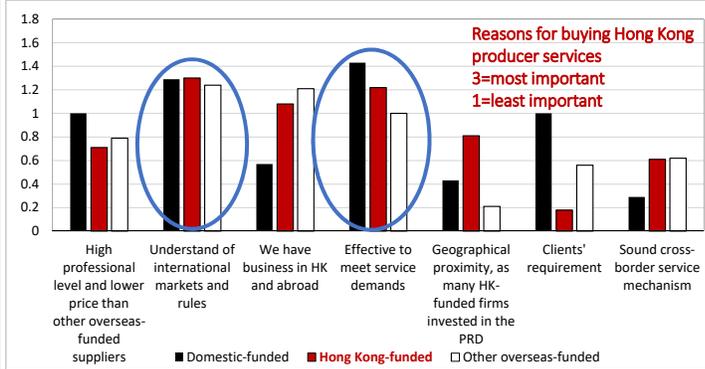


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### 3.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – HK Producer Services

#### Reasons for buying/not buying Hong Kong producer services



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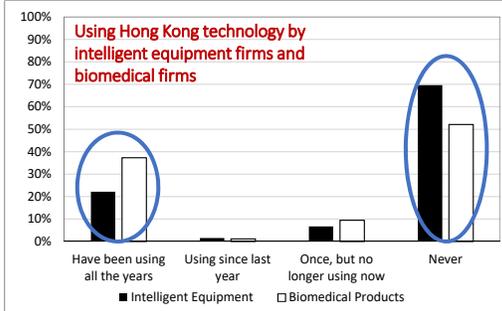
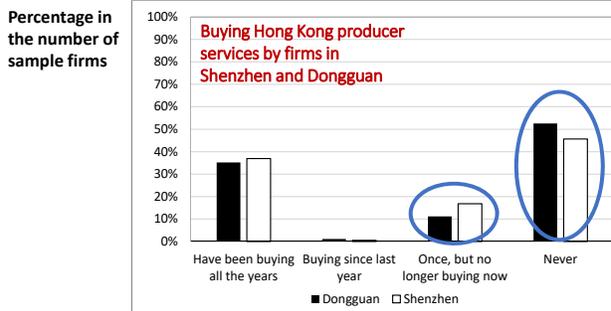


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### 4.3 Views of High-Tech Industrial Firms on Hong Kong's Roles – Location and Sector

- Shenzhen firms have stronger decoupling effects with Hong Kong producer services
- Biomedical firms are relying more on Hong Kong technologies



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## 4. Conclusions

- 1) High-technology industrial development in the PRD arose in the post-crisis era over the last decade, which is still **at the early stage of development, driven mainly by innovation**
- 2) The PRD is changing to **become an increasingly complete high-tech regional supply system with a mixed market orientation**, not only Western but also domestic market.
- 3) Hong Kong engages in the new wave of high-tech the PRD primarily **by its own direct investments and its special role as an international window**
  - Organizational linkages between **parent firms in Hong Kong and branch offices in the PRD** form critical channels for Hong Kong labour mobility, technology transfer, and producer service provision
  - The **emerging decoupling of producer services** between Hong Kong and the PRD in in the PRD is alarming

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## 5. Policy Implications

- 1) Need to **let PRD firms know** about Hong Kong's High-Tech innovations
  - Lack of understanding of HK's innovations
- 2) **Further enhancement** of Hong Kong's R&D environment
  - PRD's high-tech development is very fast. We need to continue to be internationally leading
  - More incentives for university staff to be engaged in R&D
- 3) Development of **0-1 and 1-100 start up industries in Hong Kong & High-Tech Firms in the PRD**
  - PRD's high-tech firms do not use HK's workers and technology
  - Give incentives to HK investors to set up High-Tech firms in the PRD
- 4) **Front Desks, Back Offices** to obtain business in the PRD
  - Use of HK's producer services diminishing
  - Rapidly growing high-tech firms in PRD and domestic markets in mainland China
- 5) **Smart GBA and Business Visa and Counters**
  - More interactions of PRD firms, researchers and professionals with HK's research and business
  - Use HK as international windows and platforms



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# 尋找香港與大灣區的新經濟合作模式

## In Search of New Economic Cooperation Models Between Hong Kong and the Greater Bay Area

Strategic Public Policy Research (SPPR)  
Policy Innovation and Co-ordination Office (PICO) of the HKSAR Government  
2018-2021

Researchers:



DEPARTMENT OF GEOGRAPHY  
THE UNIVERSITY OF HONG KONG



香港大學 THE UNIVERSITY OF HONG KONG

尋找香港與大灣區的新經濟合作模式  
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Between Hong Kong and the Greater Bay Area

http://www.dupad.hku.hk/hkprd/greaterbay/

**Information Net** Guangdong-Hong Kong-Macau Greater Bay Area

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**Guangdong-Hong Kong-Macau Greater Bay Area Information Net**

by Anthony G.O. Yeh  
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The University of Hong Kong

The Guangdong-Hong Kong-Macau Greater Bay Area comprises the 9 cities of Pearl River Delta region in Guangdong Province (i.e. Guangzhou, Shenzhen, Zhuhai, Foshan, Dongguan, Zhenjiang, Zhaoqing, Huizhou and Jiangmen), and the two Special Administrative Regions of Hong Kong and Macau. It was proposed in the attempts to "fully leverage the integrated advantages of the Guangdong, Hong Kong and Macao region, deepen cooperation amongst Guangdong" as well as to "participate in international cooperation at a high level"[1].

The Greater Bay Area was firstly involved as one of the national development strategies in 2015 when it was authorized included in the Outline of the 13th Five-Year Plan of the People's Republic of China. The vision of Greater Bay Area was also stated clearly in Premier Li Keqiang's report of government work in 2017 and 2018.

On 1 July 2017, the "Framework Agreement on Deepening Guangdong-Hong Kong-Macao Cooperation in the Development of the Greater Bay Area"[1] was signed in Hong Kong. A leading group for the development of the Greater Bay Area was then established, with the first plenary meeting held in August 2018 in Beijing.

This Guangdong-Hong Kong-Macau Greater Bay Area Information Net is part of the Strategic Public Policy Research (SPPR) on Guangdong-Hong Kong-Macau Greater Bay Area of the University of Hong Kong that aims to provide a one stop portal to search for information that are needed for doing business, travelling, and understanding the Guangdong-Hong Kong-Macau Greater Bay Area.

[1] Framework Agreement on Deepening Guangdong-Hong Kong-Macao Cooperation in the Development of the Greater Bay Area

Websites of the Guangdong-Hong Kong-Macau Greater Bay Area

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