**Appendix I – Distribution of survey responses**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Manufacturing & Trading** | Electronics | | Clothing | | Others | **Retail & Wholesale** | | **Financial Services** | | **Professional Services** | | **Innovation & Technology** | | **Total** |
| **Hong Kong** | 70 | 50 | (29,483) | 10 | (21,830) | 10 | 40 | (68,749) | 40 | (8,063) | 40 | (16,752) | 10 | (15,464) | 200 |
| **Shenzhen** | 70 | 50 | (50,053) | 10 | (7,427) | 10 | 40 | (40,551) | 30 | (1,359) | 30 | (5,023) | 30 | (10,625) | 200 |
| **Guangzhou** | 80 | 30 | (7,963) | 30 | (5,783) | 20 | 50 | (21,111) | 30 | (1,007) | 30 | (2,425) | 10 | (1,716) | 200 |
| **Foshan** | 80 | 30 | (4,150) | 30 | (1,416) | 20 | 10 | (4,293) | 5 | (155) | 5 | (431) | 0 | (322) | 100 |
| **Dongguan** | 80 | 30 | (8,919) | 30 | (3,837) | 20 | 10 | (5,954) | 5 | (130) | 5 | (664) | 0 | (797) | 100 |
| **Huizhou** | 120 | 40 | (1,478) | 40 | (531) | 40 | 50 | (1,089) | 15 | (38) | 15 | (148) | 0 | (129) | 200 |
| **Zhongshan** | (7,857) | (908) | (2,254) | (65) | (336) | (234) |
| **Jiangmen** | (1,641) | (369) | (705) | (41) | (116) | (94) |
| **Zhuhai** | (1,050) | (322) | (1,059) | (78) | (178) | (178) |
| **Zhaoqing** | (158) | (89) | (185) | (21) | (44) | (11) |
| **Macao** | (522) | (407) | (2,081) | (88) | (393) | (342) |
| **Total** | 500 | 230 | | 150 | | 120 | 200 | | 125 | | 125 | | 50 | | 1,000 |

\* *Financial Services* include *Accounting Services*

\*\* *Professional Services* include *Business Management & Consultancy Services*, *Engineering Services*, *Legal Services* and *Surveying & Quality Inspection / Testing*

# (Number of contacts by telemarketing in TDC databank)

**Appendix II – Statistics (2017)**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **PRD** |  | **(1)** | **(2)** | **(3)** | **(4)** | **(5a)** | **(5b)** |
|  | **地區生產總值** | **工業** | **批發和零售業** | **金融業** | **租賃和商業服務業** | **信息傳輸、軟件和信息技術服務業** | **科學研究和技術服務業** |
|  | (萬元人民幣) | (萬元人民幣) | (萬元人民幣) | (萬元人民幣) | (萬元人民幣) | (萬元人民幣) | (萬元人民幣) |
| **廣東** | **897,052,300** | **352,918,300** | **89,765,900** | **68,530,100** | **33,511,500** | **38,172,300** | **15,061,900** |
| **深圳** | 224,900,586 | 87,391,366 | 23,674,321 | 29,242,564 | 7,010,345 | 17,670,591 | 6,993,057 |
| **廣州** | 215,031,516 | 54,596,923 | 31,558,136 | 19,551,186 | 16,691,568 | 11,162,149 | 5,975,009 |
| **佛山** | 93,985,162 | 52,305,322 | 6,410,602 | 4,078,053 | 1,972,307 | 3,147,403 | 1,362,172 |
| **東莞** | 75,820,879 | 35,682,400 | 8,682,500 | 4,576,300 | \* 4,484,492 | \* 2,535,801 | \* 939,739 |
| **惠州** | 38,305,819 | 18,981,600 | 3,939,600 | 1,895,400 | Nil | Nil | Nil |
| **中山** | 34,303,130 | 16,484,264 | 3,350,538 | 1,975,756 | 2,550,556 | 1,450,061 | 196,254 |
| **江門** | 26,902,505 | 12,534,784 | 1,999,053 | 1,357,850 | Nil | Nil | Nil |
| **珠海** | 26,751,795 | 11,332,073 | 2,573,887 | 1,948,264 | 747,321 | 1,181,202 | 461,432 |
| **肇慶** | 21,100,051 | 7,067,799 | 2,059,509 | 748,497 | 440,799 | 553,959 | 83,041 |

\* 2016年數

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Hong Kong** |  | **(1)** | **(2)** | **(3)** | **(4)** | **(5)** |
|  | **GDP** | **Import and Export Trade** | **Wholesale and Retail Trades** | **Financial Services** | **Professional Services** | **Innovation and Technology** |
|  | (HK$ million) | (HK$ million) | (HK$ million) | (HK$ million) | (HK$ million) | (HK$ million) |
| **Hong Kong** | 2,662,836 | 446,700 | 102,200 | 480,500 | 311,800 | 18,289 |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Macao** |  | **(1)** | **(2)** | **(3)** | **(4)** |
|  | **GDP** | **Manufacturing** | **Wholesale & retail; repair** | **Banking** | **Renting & business activities** |
|  | (MOP million) | (MOP million) | (MOP million) | (MOP million) | (MOP million) |
| **Macao** | 407,328 | 2,259 | 22,375 | 21,553 | 17,611 |

**Appendix III – Weighting for adjustments**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | **(1)** | **(2)** | **(3)** | **(4)** | **(5)** |
|  | **GDP** | **Manufacturing & Trading** | **Retail & Wholesale** | **Financial Services** | **Professional Services** | **Innovation & Technology** |
|  | (US$ million) | (US$ million) | (US$ million) | (US$ million) | (US$ million) | (US$ million) |
| **Hong Kong** | 341,652 | 57,313 | 13,113 | 61,603 | 40,005 | 2,347 |
| **Shenzhen** | 333,097 | 129,434 | 35,064 | 43,311 | 10,383 | 36,529 |
| **Guangzhou** | 318,480 | 80,863 | 46,740 | 28,957 | 24,722 | 25,382 |
| **Foshan** | 139,200 | 77,469 | 9,495 | 6,040 | 2,921 | N/A |
| **Dongguan** | 112,297 | 52,849 | 12,860 | 6,778 | 7,021 | N/A |
| **Huizhou** | 56,734 | 28,113 | 5,835 | 2,807 | 2,000 | N/A |
| **Zhongshan** | 50,806 | 24,415 | 4,962 | 2,926 | 3,778 | N/A |
| **Jiangmen** | 39,845 | 18,565 | 2,961 | 2,011 | 2,000 | N/A |
| **Zhuhai** | 39,622 | 16,784 | 3,812 | 2,886 | 1,107 | N/A |
| **Zhaoqing** | 31,251 | 10,468 | 3,050 | 1,109 | 653 | N/A |
| **Macao** | 50,751 | 281 | 2,788 | 2,685 | 2,194 | N/A |

Note:

1 Exchange rate: USD/HKD = 7.794 ; USD/RMB = 6.7518 ; USD/MOP = 8.026

2 Dongguan: Assume Professional Services grew by 5.7% in 2017

3 Huizhou: Assume Professional Services worth US$2,000 million

4 Jiangmen: Assume Professional Services worth US$2,000 million

1. **Weighting by Sector**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | **(1)** | **(2)** | **(3)** | **(4)** | **(5)** |  |
|  | **Manufacturing & Trading** | **Retail & Wholesale** | **Financial Services** | **Professional Services** | **Innovation & Technology** | **Total** |
| **Hong Kong** | 32.9% | 7.5% | 35.3% | 22.9% | 1.3% | 100% |
| **Shenzhen** | 50.8% | 13.8% | 17.0% | 4.1% | 14.3% | 100% |
| **Guangzhou** | 39.1% | 22.6% | 14.0% | 12.0% | 12.3% | 100% |
| **Foshan** | 80.8% | 9.9% | 6.3% | 3.0% | N/A | 100% |
| **Dongguan** | 66.5% | 16.2% | 8.5% | 8.8% | N/A | 100% |
| **Huizhou** | 66.6% | 15.8% | 9.7% | 7.9% | N/A | 100% |
| **Zhongshan** |
| **Jiangmen** |
| **Zhuhai** |
| **Zhaoqing** |
| **Macao** |

1. **Weighting by City**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | **(1)** | **(2)** | **(3)** | **(4)** | **(5)** |
|  | **GDP** | **Manufacturing & Trading** | **Retail & Wholesale** | **Financial Services** | **Professional Services** | **Innovation & Technology** |
| **Hong Kong** | 22.6% | 11.5% | 9.3% | 38.2% | 41.3% | 3.7% |
| **Shenzhen** | 22.0% | 26.1% | 24.9% | 26.9% | 10.7% | 56.8% |
| **Guangzhou** | 21.0% | 16.3% | 33.2% | 18.0% | 25.5% | 39.5% |
| **Foshan** | 9.2% | 15.6% | 6.7% | 3.7% | 3.0% | N/A |
| **Dongguan** | 7.4% | 10.6% | 9.1% | 4.2% | 7.3% | N/A |
| **Huizhou** | 17.8% | 19.9% | 16.6% | 9.0% | 12.1% | N/A |
| **Zhongshan** |
| **Jiangmen** |
| **Zhuhai** |
| **Zhaoqing** |
| **Macao** |
| **GBA** | 100% | 100% | 100% | 100% | 100% | 100% |