

Letterhead of Association of German Chambers of Industry and Commerce

Hong Kong, March 28, 2001

I refer to my letter dated 5th of March 2001 regarding the admission of mainland personnel to Hong Kong for advanced skills development in their regional head office. This letter was quoted in the media in a context that did not match its original intention which I wish to clarify here:

German Industry and Commerce Hong Kong fully supports any initiative by the Hong Kong Government that facilitates the import of mainland professionals of all trades, including the IT and finance sectors, wherever shortages occur.

The prime purpose of captioned letter was to bring to the attention of the Hong Kong authorities a specific problem of German multinational corporations who require to bring their management staff from their office in P R China to the regional head office in Hong Kong. Multinational corporations who are building up significant investments in P.R. China from their base Hong Kong are facing increasingly problems in recruiting senior management personnel capable of responsibly managing the investments made in China. For this specific problem it is essential that such Hong Kong based corporations be allowed to transfer staff of all professions from their branches in China to Hong Kong in order to prepare and train them for senior management responsibilities on their return to China. These assignments would be for extended periods of time (one to four years) but would be by no means intended for permanent employment in Hong Kong.

In the current scenario the crucial point here is: It is possible to send such personnel to e.g. Tokyo or Singapore, but not to Hong Kong.

Should this require further clarification I will be back in Hong Kong on 2nd of April and can be contacted in my office.

Yours sincerely,

Ekkehard Goetting