

立法會 *Legislative Council*

立法會CB(1)705/05-06號文件

檔號：CB1/PL/ES

經濟事務委員會

有關認購數碼貿易運輸網絡有限公司股份的 背景資料簡介

目的

政府當局建議就認購數碼貿易運輸網絡有限公司(下稱“DTTN公司”)的股份向立法會財務委員會(下稱“財委會”)申請撥款。DTTN公司是專為提供數碼貿易運輸網絡(下稱“DTTN”)服務而成立的。本文件載述此項建議的背景。

背景

2. DTTN系統旨在提供中立的電子平台，促進業界在區內(包括珠江三角洲地區)及全球性的資訊交流和服務融合；提供穩定可靠的作業環境及技術平台，以助業界探討、開發和提供創新的增值服務；以及鼓勵和推動業界(尤其是中小型企業)採用電子商務。

3. 為盡快開發DTTN系統，香港物流發展局(下稱“物流發展局”)的物流資訊專項小組於2003年年初公開邀請有興趣的人士遞交建議書。在遞交建議書的期限屆滿時，共收到3份建議書。

4. 經仔細及詳盡考慮後，專項小組轄下成立的評審委員會認為貿易通電子貿易有限公司(下稱“貿易通”)所遞交的建議書，在三者之中最接近DTTN報告內所載藍圖要求的指導原則、服務範圍及技術標準。

5. 2003年7月，物流發展局建議政府應及早開發DTTN項目，立即與貿易通進行洽商，以期簽署營運協議，使該公司成為DTTN系統的服務供應者。

6. 政府當局於2003年7月向事務委員會匯報，當局已接納物流發展局的建議，於是與貿易通進行洽商。

7. 2005年8月，政府當局完成下述工作：與DTTN公司簽署營運協議、與貿易通及DTTN公司簽署股東協議，以及與貿易通簽署認購股份協議。

8. 營運協議要求DTTN公司需根據該協議內訂明的服務範圍、服務水平、價格模式及實施時間表，落實發展DTTN服務。股東協議為DTTN公司釐定股東權責，亦訂明物流發展局為維護DTTN公司所提供的DTTN服務的中立性和包容性而通過的各項保障條款。認購股份協議訂明政府(通過財政司司長法團)認購DTTN公司的股份。

9. 2005年10月，政府當局向事務委員會簡介認購DTTN公司股份的建議。

認購股份協議

10. 據政府當局表示，業界的強烈共識認為，政府須成為DTTN公司的股東，才能有效確保該公司按照營運協議發展及實施DTTN服務。缺乏政府的直接參與，很可能會減少業界對DTTN系統的支持及參與。政府當局曾與貿易通探討獲取DTTN公司股份的不同方法。當局最終決定通過簽署認購股份協議，用現金認購DTTN公司股份，以確保政府在DTTN公司的投資及參與。

11. 在簽署認購股份協議後，財政司司長法團現持有面值3,150萬港元的DTTN公司股份，並待財委會批撥後償付認購股份所需的金額。在貿易通完成將股份轉讓予財政司司長法團當日(即2005年8月31日)起的12個月內，財政司司長法團須取得財委會的批撥。若批撥申請不獲通過，財政司司長法團會將手上所持有的DTTN公司股份全數交還貿易通，而貿易通此後不能向財政司司長法團提出任何申索。

12. 現時，DTTN公司已發行的股本為1億800萬港元。財政司司長法團持股佔該公司已發行的股本29.17%，而貿易通則持有其餘的70.83%。貿易通計劃邀請其他股東加入DTTN公司，預期最終的持股比例為財政司司長法團佔21%，貿易通佔51%及其他股東佔28%。

委員的意見

13. 雖然委員認同DTTN系統有潛在好處，但對政府當局向貿易通認購DTTN公司股份的建議表達不同意見。貿易通於1988年成立，是政府與香港商界一些大企業聯辦的機構。貿易通自2005年10月28日起成為一間公共上市公司。政府目前仍然是該公司單一最大股東。

14. 部分委員認為，貿易通的獨特地位已對私人機構造成不公平競爭。政府向貿易通認購DTTN公司股份的建議，或會令DTTN公司享有優勢，對準競爭對手並不公平，此舉有違自由市場經營手法及競爭。

15. 然而，一名委員認為，由於物流業內人士所提供的數據包含敏感資料，例如他們的客戶的姓名及詳細聯絡資料，DTTN系統必須為所有相關者提供公平的營運環境，並使他們覺得不會出現實質或潛在的利益衝突或受到業界影響，此點極為重要。因此，業界強烈呼籲政府成為DTTN公司的股東，以確保DTTN系統的中立性。

16. 鑒於出席事務委員會2005年10月24日會議的大部分委員不支持政府當局的建議，政府當局並無按原定計劃將撥款建議提交財委會審批。

17. 在事務委員會2005年10月24日會議後，事務委員會接獲下列12間機構提交書面意見，促請事務委員會支持政府認購DTTN公司股份的建議：

- (a) 香港物資採購與供銷學會
- (b) 香港物流協會
- (c) 香港物流發展局轄下的物流資訊專項小組
- (d) 香港貨櫃碼頭商會
- (e) 香港貨品編碼協會
- (f) 香港集裝箱貨倉及物流服務聯會
- (g) 香港貨櫃拖運業聯會有限公司
- (h) 香港物流商會
- (i) 香港付貨人委員會
- (j) 互聯網專業人員協會
- (k) 香港運輸物流學會
- (l) 香港貨運物流業協會有限公司

該等機構的意見書載於**附件**。

最新情況

18. 政府當局將於2006年1月23日舉行的下次會議上，進一步向委員簡介其建議。

立法會秘書處
議會事務部1
2006年1月16日



THE INSTITUTE OF PURCHASING & SUPPLY OF HONG KONG 香港物資採購與供銷學會

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Hon James TIEN Pei-chun, GBS, JP
 Chairman, Panel on Economic Services
 Legislative Council
 Legislative Council Building
 8 Jackson Road
 Central
 Hong Kong

5th November, 2005

Dear Mr. Tien,

We are more than a bit surprised and disappointed that the Government's proposal to purchase equity in the Digital Trade and Transportation Network Limited (DTNCo) did not receive support from Panel on Economic Services. We write to express the views of the logistics industry, and appeal to the Panel to reconsider the proposal favourably.

The DTN is a key initiative pursued by the Government in close collaboration with the logistics & supply management industry through the Hong Kong Logistics Development Council (LOGSCOUNCIL). As a LOGSCOUNCIL member, our Institute fully supports this initiative as it will enhance the efficiency, reliability, quality and cost-effectiveness of information flow along the total supply channel management. More importantly, it will provide an open and secure platform for use by all players, especially logistics SMEs which may not otherwise have the resources, expertise and willingness to develop their own information system.

Prof. Arne Jensen from Goteborg University, Sweden has estimated a saving of U.S. 490 billion from world trade facilitation. DTN System will help move faster towards this direction for Hong Kong and for the logistics SMEs.



- 2 -

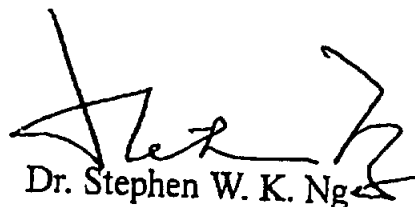
THE INSTITUTE OF PURCHASING & SUPPLY OF

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As there is a strong industry consensus that the DTTN System must be neutral and non-exclusive, the DTTNCo has been set up to operate in accordance with guiding principles and technical specifications agreed by the industry and endorsed by LOGSCOUNCIL. The Government's shareholding in the DTTNCo is vital in monitoring the company's operation and safeguarding the interest of the industry, especially that of the smaller players. The proposal for Government to acquire DTTNCo shares therefore has the full support of LOGSCOUNCIL, and is in fact a response to industry expectation.

After thorough discussion over the past three years, a good foundation has been laid for the DTTN initiative to take off the ground. We are anxious to see its fruition, and urge the Panel to lend support to the Government's proposal to purchase DTTNCo shares.

Yours sincerely,



Dr. Stephen W. K. Ng

President

The Institute of Purchasing & Supply of Hong Kong

C.c. Mr. Timothy P. W. Lam, Chairman of IPSHK
 Mr. Peter P. H. Tse, Secretary of IPSHK
 M. Leo Chow, Chairman of Information Services & Communications Committee

CB(1)291/05-06(02)



HONG KONG LOGISTICS ASSOCIATION

香港物流協會

Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

8 November 2005

Dear Mr. Tien,

We write to urge the Panel on Economic Services to lend support to Government's proposal for funding approval by the Finance Committee for the purchase of equity in the Digital Trade and Transportation Network Limited (DTNCo).

The Hong Kong Logistics Association supports the DTTN initiative as it is designed to provide a secure e-platform for logistics players to exchange information and data in an efficient, reliable and low-cost manner. We also hope that it will promote information technology adoption in particular by the small and medium sized enterprises (SMEs) in the logistics industry.

The incorporation of the DTTNCo is a response to industry demand that the DTTN services should be provided by a neutral corporate entity in an open and non-exclusive fashion. We support the involvement of the Government in the DTTNCo as a shareholder, so that it will help steer the operation of the company in compliance with the principles of "neutrality" and "non-exclusivity", which are of paramount importance in securing industry acceptance of and confidence in the service provider.

The logistics industry looks forward to the scheduled launch of the DTTN services by the end of 2005. We sincerely hope that funding approval will be forthcoming soon for Government to purchase equity in the DTTNCo.

Yours sincerely,

(Anthony Wong)
President,

Hong Kong Logistics Association

31st October 2005

Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

Dear Mr Tien,

**Purchase of Equity in
Digital Trade and Transportation Network Co. Ltd (DTTNC_o)**

As the Shepherd of the E-logistics Project Group and member of the Hong Kong Logistics Development Council (LOGSCOUNCIL), I am surprised and disappointed to learn that the Panel on Economic Services did not support the government's proposal for acquisition of shares in DTTNC_o.

The DTTN concept was first mooted in September 2001 and after the study by Accenture in November 2002, has been developed into an E-logistics initiative not only to enhance the efficiency of the industry players in the supply chain, but also to promote Hong Kong as a virtual logistics hub. After many meetings of and discussion by the E-logistics Project Group and the LOGSCOUNCIL over the past three years, the industry is indeed anxious for the scheduled launch of the DTTN by the end of this year.

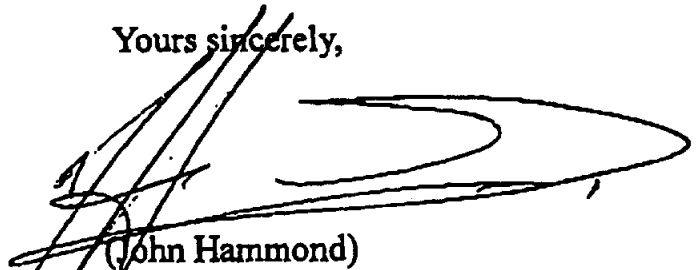
During the many discussions, LOGSCOUNCIL members and industry stakeholders have repeatedly stressed the importance of the DTTN as a neutral, open and non-exclusive platform for the industry. This leads to the need to create a separate entity providing for the service; to set out the guiding principles in an operating agreement and to involve the government in its

corporate governance to monitor closely the operation, service levels and the fair pricing of the DTTN services.

The proposed shareholding to be acquired by the government was requested by the industry and supported by the E-logistics Project Group and LOGSCOUNCIL which bodies comprise mainly of non-official members with a wide representation from the logistics industry. There is a clear industry consensus in favour of community participation in the form of shareholdings by government and trade organisations in DTTNCo. These holdings will safeguard the interests of the industry users and in particular that of the SMEs.

I hope that with this clarification of the background and of the strong industry views on the DTTN proposal, the Panel on Economic Services will lend its support to the proposed funding for the share acquisition by government so that the project can proceed as quickly as possible.

Yours sincerely,



(John Hammond)
Shepherd, E-logistics Project Group
Member, Hong Kong Logistics Development Council

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CB(1)241/05-06(02)



Hong Kong Container Terminal
Operators Association Limited
香港貨櫃碼頭商會有限公司

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31 October 2005

Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong.

Dear Hon. Mr Tien,

**Re: Purchase of Equity in
Digital Trade and Transportation Network Co. Ltd (DTTNCo)**

As a member of the Hong Kong Logistics Development Council (LOGSCOUNCIL) member, we write in support of the government proposed acquisition of shares in DTTNCo.

The DTTN initiative, as discussed in the LOGSCOUNCIL, was developed with the aim to provide a neutral, open and non-exclusive platform for information exchange among players in the logistics industry. The guiding principles, the scope of services, pricing, shareholding structure and corporate governance have all been discussed at LOGSCOUNCIL to ensure that DTTN would not only reduce cost in the supply chain but also provide an IT infrastructure for high value added logistics development in Hong Kong. During the discussion, it was considered necessary to have 21% government shareholding in DTTN to enable the government have a final say on important decision regarding the operation of DTTN under the "80% rule". Government involvement would



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Page 2

provide the necessary monitoring through the appointment of the majority of board members by government.

Faced with increasing competition in the port and logistics sectors, the DTTN initiative would, we believe, be an effective measure to strengthen Hong Kong's position as a regional shipping and logistics hub. To this end, government support and active participation is seen by the industry as the necessary driving force. We therefore urge for support of the Panel on Economic Services for the government funding proposal for the acquisition of DTTNCo shares.

Yours sincerely,

Alan Lee
Chairman,

Hong Kong Container Terminal Operators Association and
Member, Hong Kong Logistics Development Council

c.c. Mr Stephen Ip, LOGSCOUNCIL Chairman



Hong Kong
new name of HKANA

CB(1)241/05-06(03)

The Global Language of Business

1 November 2005

Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

Dear Mr Tien,

**Purchase of Equity in
Digital Trade and Transportation Network Co. Ltd (DTTNCo)**

I understand that at the meeting of the Panel on Economic Services of LegCo on 24 October 2005 Members have questioned the need for government acquisition of shares in DTTNCo. I would like to outline the background to the government proposal and also appeal to the Panel for support in that regard.

As a member of the E-logistics Project Group of the Hong Kong Logistics Development Council (LOGSCOUNCIL), I have been closely involved in the discussion on the DTTN project. Throughout the discussion, there is a clear industry demand for the DTTN as a neutral, non-exclusive and open platform for data/information exchange in the supply chain. It is also a thoroughly argued conclusion that the principles of neutrality and non-exclusivity of the DTTNCo should be enshrined in its operating agreement and underpinned by government and industry participation in its corporate governance and shareholding. The proposed shareholding by government and



Hong Kong
new name of HKANA

- 2 -

The Global Language of Business

the trade associations is a necessary means to enforce those safeguards requested by the industry on DTTN's operation and to ensure that the government have sufficient power to maintain the DTTN's neutrality.

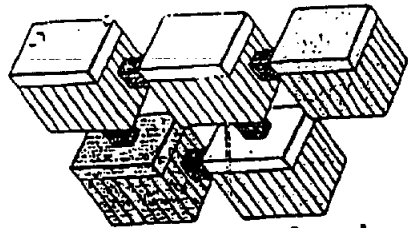
The proposed share acquisition has been endorsed by the E-logistics Project Group and LOGSCOUNCIL. The logistics industry is fully aware of and supported the proposal. Also, many industry/trade organisations have been invited to join the government in taking up a stake in the DTTN. With such transparent and thorough discussion with industry representatives and very clear industry support, it therefore comes as a surprise that the DTTN proposal did not get the endorsement of the Panel on Economic Services.

I hope the above would facilitate the Panel on Economic Services in understanding the industry consideration and views behind the proposal and giving its support to the acquisition of shares in DTTN by government.

Yours sincerely,

(Ms Anna Lin)

Chief Executive, GS1 Hong Kong and
Member, Hong Kong Logistics Development Council



Hong Kong CFS and Logistics Association Ltd.

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經過廣泛諮詢業界，努力推動發展 DTTN，
 希望為業界提供高效和可靠的資訊交換平
 台。對中小企來說一個中立、開放和安全的
 資訊平台是非常重要的。為了保障用者和中
 小企的利益，業界希望政府能積極參與以確
 保 DTTN 的收費、服務和資料保密等方面都
 得到監管。政府建議認購百分之二十一
 DTTN 公司股份，以便在該公司的重大的決
 策上有否決權，確保業界利益。我們非常支
 持政府的參與，並深信這會有助提高業界對
 DTTN 的信心。我希望貴委員會能了解中小
 企的關注，並支持政府申請撥款入股 DTTN。

香港集裝箱貨倉及物流服務聯會主席

For and on behalf of
 HONG KONG CFS AND LOGISTICS ASSOCIATION LIMITED
 香港集裝箱貨倉及物流服務聯會有限公司

(Handwritten Signature)
 Authorized Signature

(董美珍)

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香港貨櫃拖運業聯會有限公司
Hong Kong Container Drayage Services Association Ltd

CB(1)241/05-06(05)

日期：2005年11月1日

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立法會秘書處
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MR. CHEUNG KINSON
UPWARD MILES LTD

田主席：

認購數碼貿易運輸網絡有限公司的股份

我知悉最近立法會經濟事務委員會就

政府申請撥款認購數碼貿易運輸網絡(DTTN)

有限公司股份一事作出討論，並提出疑問。

最後，事務委員並沒有支持政府的建議，對

此我深表關注和失望。

作為香港貨櫃拖運業聯會主席，我深明中小企的關注和經營困難。香港的物流業內大部分是中小企業。中小企缺乏發展電子資訊系統的資金和專才。與此同時，面對運輸和物流業的劇烈競爭，供應鏈的資訊流通對於貨運效率和清關報關等程序至為重要。因此物流發展局在過去幾年，經過廣泛諮詢業



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香港貨櫃拖運業聯會有限公司
Hong Kong Container Drayage Services Association Ltd.

CHAIRMAN 主席
MR. STEVE W. FLO
SAGAWA EXPRESS (HK) CO. LTD.
FIRST VICE CHAIRMAN 第一副主席 中華總商會理事
MR. SIMON T. LAU
SKYTRUCK TRANSPORTATION LTD.
SECOND VICE CHAIRMAN 第二副主席 香港貨櫃拖運業聯會委員
MR. YIU KWAI BOR
MANLITAT CONTAINER SERVICE LTD.

SECRETARY 秘書
MS. ELSA FUNG
FARNWARD WAREHOUSE LTD
TREASURER 司庫
MR. ALBERT KAN
SUNHING HUNGKAI GODOWN (KWAI CHUNG) CO. LTD.
RECREATION ACTIVITY COMMITTEE CHAIRMAN
康樂部部長
MR. JOHNNY LAU
LAU'S BROTHERS GODOWN & TRANSPORTATION CO.
WELFARE COMMITTEE CHAIRMAN
福利部部長
MR. LEUNG YIU JAI
NVO TERMINAL LTD

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MS. TAM YUK CHUN
CFS TRUCKING COMPANY LTD
COMMITTEE MEMBER 理事
MR. LEUNG PING CHEP
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GOLDEN FAME SHIPPING LTD.
COMMITTEE MEMBER 理事
MR. CHEUNG KINSON
UPWARD MILLS LTD



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2

界，努力推動發展 DTTN，希望為業界提供
 高效和可靠的資訊交換平台。對中小企來說
 一個中立、開放和安全的資訊平台是非常重
 要的。為了保障用者和中小企的利益，業界
 希望政府能積極參與以確保 DTTN 的收費、
 服務和資料保密等方面都得到監管。政府建
 議認購百分之二十一的 DTTN 公司股份，以
 便在該公司的重大的決策上有否決權，確保
 業界利益。我們非常支持政府的參與，並深
 信這會有助提高業界對 DTTN 的信心。我希
 望貴委員會能了解中小企的關注，並支持政
 府申請撥款入股 DTTN。

香港貨櫃拖運業聯會主席



(黃兆華)

香港物流商會

CB(1)241/05-06(06)

THE CHAMBER OF HONG KONG LOGISTICS INDUSTRY

日期：2005年11月1日

中區皇后大道 8 號
立法會大樓
立法會秘書處
經濟事務委員會
田北俊主席, GBS, JP

田主席：

認購數碼貿易運輸網絡有限公司的股份

我知悉最近立法會經濟事務委員會就政府申請撥款認購數碼貿易運輸網絡(DTTN)有限公司股份一事作出討論，並提出疑問。最後，事務委員並沒有支持政府的建議，對此我深表關注和失望。

作為物流發展局的委員及香港物流商會主席，我深明中小企的關注和經營困難。香港的物流業內大部分是中小企業。中小企缺乏發展電子資訊系統的資金和專才。與此同時，面對運輸和物流業的劇烈競爭，供應鏈的資訊流通對於貨運效率和清關報關等程序至為重要。因此物流發展局在過

香港物流商會

THE CHAMBER OF HONG KONG LOGISTICS INDUSTRY

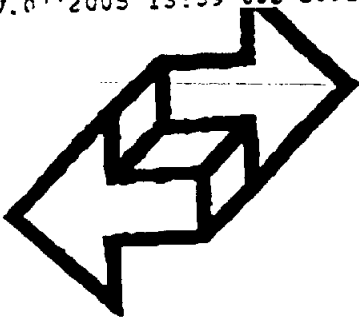
去幾年，經過廣泛諮詢業界，努力推動發展 DTTN，希望為業界提供高效和可靠的資訊交換平台。對中小企來說一個中立、開放和安全的資訊平台是非常重要的。為了保障用者和中小企的利益，業界希望政府能積極參與以確保 DTTN 的收費、服務和資料保密等方面都得到監管。政府建議認購百分之二十一的 DTTN 公司股份，以便在該公司的重大的決策上有否決權，確保業界利益。我們非常支持政府的參與，並深信這會有助提高業界對 DTTN 的信心。我希望貴委員會能了解中小企的關注，並支持政府申請撥款入股 DTTN。

香港物流發展局委員

香港物流商會主席



(羅焯楓)



THE HONG KONG SHIPPERS' COUNCIL

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CB(1)241/05-06(07)

3rd November 2005

Hon James TIBN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

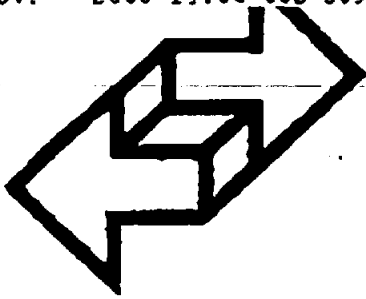
Dear Mr. Tien,

Purchase of Equity in Digital Trade and Transportation Network Co. Ltd (DTNCo)

We learn that the Panel on Economic Services has expressed concern about the proposed government acquisition of equity in the DTNCo at its meeting on 24 October 2005. We are writing in support of the government proposal and urge that the Panel reconsider it favourably.

The DTN was shaped by the Hong Kong Logistics Development Council (LOGSCOUNCIL) E-logistics Project Group and has been endorsed by the LOGSCOUNCIL after thorough discussion.

The LOGSCOUNCIL also discussed and endorsed the shareholding and corporate governance of DTNCo in observance of the principles of neutrality and non-exclusivity in the development and operation of the DTN services. In this regard, it is the industry and the LOGSCOUNCIL's proposal for the government to hold 21% DTNCo



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shareholding so that it will have a veto power over DTINCo major decision, which would be subject to an 80% rule. This safeguard is vital to maintaining the neutrality and non-exclusivity of DTIN as well as to the monitoring of the service level and pricing of DTIN. We therefore support the proposed shareholding by government.

The many shippers in Hong Kong, particularly the small ones, are keen to have the DTIN services as they do not have the resources and expertise to develop their own system. To that end, we sincerely urge the Panel to endorse the proposed share acquisition by government. Hong Kong's position as a logistic and shipping hub has been under serious challenge from neighbouring ports. There is a high hope that the DTIN initiative would help reduce cost and raise efficiency in our supply chain management and in turn enhance our competitiveness in trade and logistics services. We should implement the DTIN initiative as a matter of urgency. As shippers and member of the LOGSCOUNCIL, we firmly stand behind the government's proposal and would appeal for the Legislative Council's support for funding this initiative for the benefit of our trade the logistics industry in Hong Kong.

Yours sincerely,

(Willy Lin)

Chairman, Hong Kong Shippers Council and
Member, Hong Kong Logistics Development Council

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Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

2 November 2005

Dear Mr. Tien,

I would like to express the strong expectation of Hong Kong's logistics industry for the scheduled launch of the DTTN System by the end of 2005, and lend support to Government's proposal to purchase equity in the Digital Trade and Transportation Network Limited (DTTNCo).

Through the Hong Kong Logistics Development Council (LOGSCOUNCIL), the local logistics industry and related organisations have been closely involved in defining the scope, technical standards and service levels of the DTTN System, as well as the regulatory regime to ensure its conformity with the agreed principles of neutrality and non-exclusivity. To meet industry demand and instill confidence in the DTTN initiative, LOGSCOUNCIL considers it important for the Government to play a direct monitoring role by becoming a shareholder of the DTTNCo, the company incorporated to deliver DTTN services under an Operating Agreement. The shareholding structure and corporate governance of the DTTNCo are designed to ensure neutrality, foster industry participation and promote Hong Kong's logistics competitiveness. There are also additional safeguards to ensure that, through Government shareholding, the operation of the company and the DTTN services it delivers will comply with the requirements in the Operating Agreement.

The early launch of the DTTN System is an important step to enhance Hong Kong's information connectivity. It is also a key stepping

stone for us to move up the value ladder and build Hong Kong into a virtual logistics hub. We sincerely hope that Government's proposal to purchase DTTNCo shares will receive support and funding approval from the Legislative Council Finance Committee.

Yours sincerely,



(Dr Elizabeth Quat)
President,

Internet Professional Association

Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

14 November 2005

Dear Mr. Tien,

We write to support the involvement of Government in the Digital Trade and Transportation Network Limited (DTTNC) as a shareholder to ensure the neutrality and non-exclusivity of the services provided by the company.

As a member of the Hong Kong Logistics Development Council (LOGSCOUNCIL), I have witnessed the close involvement of the industry in shaping the outcome of Government's discussion with the prospective DTTN service provider, culminating in the conclusion of the DTTN Operating Agreement, Shareholders Agreement and Shares Acquisition Agreement. Government's equity investment in the DTTNC is a response to industry demand for strong and effective monitoring over the operation of the DTTNC and the services it provides. Without this, there will be scant industry support for or confidence in the DTTN initiative, and this important initiative will not be able to achieve the objectives of improving information connectivity and promoting IT adoption by logistics SEMs.

The logistics industry has high expectation that the DTTN services will be launched as scheduled by the end of 2005. Without funding approval from the Finance Committee for Government to purchase DTTNC shares, the regulatory regime developed with the concerted efforts and collective wisdom of the industry over the past three years

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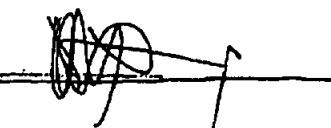
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cannot be implemented. Hong Kong will also miss a golden opportunity to enhance its logistics competitiveness. I therefore appeal to the Panel on Economic Services to support Government's funding proposal.

Yours sincerely,



(K Y Leung)

President,

The Chartered Institute of
Logistics and Transport in Hong Kong

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CB(1)312/05-06(02)



香港貨運物流業協會有限公司

HONGKONG ASSOCIATION OF FREIGHT FORWARDING AND LOGISTICS LIMITED

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TEL: (852) 2796 3121 FAX: (852) 2796 3719, (852) 2754 8926 INTERNET: <http://www.haffa.com.hk>

Hon James TIEN Pei-chun, GBS, JP
Chairman, Panel on Economic Services
Legislative Council
Legislative Council Building
8 Jackson Road
Central
Hong Kong

14 November, 2005

Dear Mr. Tien,

We note with concern that the proposal of the Government to seek funding approval from the Finance Committee (FC) of the Legislative Council for the purchase of equity in Digital Trade and Transportation Network Limited (DTTNC) did not receive support at the last meeting of the Panel on Economic Services (the Panel) held on 24 October 2005.

The Hong Kong Association of Freight Forwarding and Logistics Limited (HAFFA), as a member of the Hong Kong Logistics Development Council (LOGSCOUNCIL), has been closely involved in taking forward the DTTN initiative. We firmly believe that, as a cyber infrastructure built in response to the global trend towards more efficient information flow, the DTTN will enhance Hong Kong's supply chain visibility and boost the competitiveness of the logistics industry. Freight forwarders, as key players within the industry, will also be able to benefit DTTN as an integrated platform to streamline the different trade chains and business partners worldwide.

Right from the start, we have insisted that the DTTN services should be provided by a corporate entity separate and independent from any existing provider of e-commerce services. This is very important for underlining the neutrality, non-mandatory and non-exclusivity of the DTTN services – a crucial success factor for the initiative. DTTN System, capable of tighter integration with shippers' systems, would be a key to address the long standing issue of lack of IT sophistication for the SME operators. We also find it important for the Government to play a substantive role in the areas including balancing the profit driven factor against service-oriented factor; monitoring the development of the DTTN System so as to speed up the IT integration process with other Government



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bureau/department locally and regionally; DTTNCo's subsequent promotion and operation in the shipping community, or there could be a lack of industry confidence. We therefore support Government's equity investment in the DTTNCo.

The shareholding structure and corporate governance of the DTTNCo, as well as the technical blueprint enshrined in the DTTN Operating Agreement, have all been discussed and agreed by LOGSCOUNCIL. We believe they reflect the consensus of the logistics industry. In particular, shareholding in the DTTNCo will entitle the Government to appoint a majority of DTTNCo Directors. This will offer an effective channel for the industry to steer the development of the DTTN System and shape the future of the company.

We hope this letter would facilitate consideration by the Panel of the Government's proposal.

Yours sincerely,



Mr. Kelvin Leung
Chairman

Hong Kong Association
of Freight Forwarding and Logistics Limited

cc: Executive Members of the HAFFA Committee