

# Navigating China's Greater Bay Area

## Trade and logistics sector Key drivers for success

HSBC, KPMG China and the Hong Kong General Chamber of Commerce jointly conducted a survey in June and July 2018 to assess business sentiment around the Greater Bay Area (GBA), surveying more than 700 business executives in various sectors. This infographic shows key findings collected from respondents in the trade and logistics sector, one of the three sectors identified as the biggest beneficiaries.



66%

think the development of the GBA will offer access to **more business opportunities**.

68%

view **policy/regulatory ambiguity** as the biggest challenge to the sector, followed by **foreign exchange volatility** at 47% and **obstacles to cross border movement** at 38%.

46%

believe **regulatory harmonisation** is one of the most decisive factors for the successful development of the GBA.

The next two most selected important factors to facilitating the free movement of goods within the GBA were tied at:

33%

for both **enhancing logistics infrastructure** and **tax incentives**.

79%

believe **integrated customs administration, processes and standards** is among the most important factors to facilitate the free movements of goods within the GBA, compared to the overall average of 68%.

29%

view **free movement of goods** as decisive, compared to the overall average of 21%.

To learn more about the Greater Bay Area, visit [www.hsbc.com.hk/greaterbayarea](http://www.hsbc.com.hk/greaterbayarea).



Information in the document is extracted from the 'Navigating the Greater Bay Area – Second annual survey on key drivers for success' report prepared by KPMG Huazhen LLP.

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