

UNITING THE MANUFACTURING INDUSTRY

為製造業 | 凝聚力量 |

Actively creating business opportunities and boosting communication, the Industry Association of Macau fosters the prosperity of the local industry.
澳門廠商聯合會積極為本地廠商開拓商機，推動溝通，促進行業發展。

Established more than fifty years ago, the Industry Association of Macau was founded by a group of pioneers in the manufacturing industry with the aim of uniting the industry, providing assistance on foreign trade and resolving related disputes. Despite the fact that the manufacturing industry in Macau has experienced ups and downs in the past fifty to sixty years, the Industrial Association of Macau is still one of the key supporters of the local manufacturers, actively boosting the development of the industry.

Serving macau by creating a healthy business environment

As a non-profit organization, Industrial Association of Macau is currently having over 500 members, with a majority of them being manufactures. The total export value of the products made by the members is accounted for about 85% of the gross export value

Opening page: Annual group photos taken with members of the Industrial Association of Macau. **From top:** The 50th anniversary booklet; the Association greeted Chinese President Xi Jinping upon his visit.

開頁: 澳門廠商聯合會歷年全體會員合照。由上至下: 五十周年紀念特刊; 澳門廠商聯合會宴請中國國家主席習近平。



in Macau every year. Decades ago, the main role of the Industrial Association of Macau was to assist local manufacturers to negotiate with overseas companies and resolve disputes. As time passes, the trading environment has been well improved with established systems and the number of relevant disputes has been drastically dropped. As a result, Industrial Association of Macau is now acting as a bridge between the industry and the government. It takes the initiative to discuss all kinds of changes and

成 立超過五十年的澳門廠商聯合會由製造業界的前輩們所創立，其宗旨是團結業界，為澳門本土廠商提供對外貿易協助，排解相關糾紛。歷經五六十年風雨以及製造業的繁榮起伏，澳門廠商聯合會依然屹立不倒，一直擔當本地廠商們的重要支柱，積極為本澳製造業開拓發展商機。

服務澳門 營造健康經商環境

澳門廠商聯合會是一所非牟利機構，到目前為止，工商界會員已超過五百家，以製造業為主，這批會員所製造的產品已佔全澳門出口總值的85%，乃澳門製造業之中流砥柱。數十年前，澳門廠商聯合會的主要工作是為本土廠商及外國商號協調磋商、排解糾紛；但時移世易，現時不少廠商已有良好的機制，這類糾紛甚少出現。取而代之的，是廠商聯合會擔當起商界與政府的溝通橋樑，同時負責與外國及中國內地政府部門商討有關營商制度的各類改變及政策，例如與政府討論CEPA如何為本土帶來真正的商機，及為廠商發出南美洲等地均承認的原產地認證等。此外，作為一所中立機構，澳門廠商聯合會亦會協調勞資關係。近年來澳門面對人力資源不均及工資上調等問題，工友與廠商都能透過澳門廠商聯合會進行理性磋商及協調，達至雙贏的局面。

突破規限 開拓有利商機

由八十年代開始，中國內地經貿逐步開放，澳門廠商聯合會為拓展廠商與內地業界人士合作的機會，先後與多個內地工商團體簽訂了《合作協議書》，致力於在訊息交流、工業促進、職業培訓、技術合作等多方面，達致互惠互利的夥伴關係，幫助彼此發展業務。合作團體包括中國科學院以及廣東省、青海省相關機構，還包括葡萄牙企業家協會及葡萄牙廠商會等，澳門廠商可謂機遇處處。而澳門政府與美國、南北美洲、歐洲及澳洲等地均有良好的夥伴關係，澳門廠商聯合會亦憑藉這一平台舉辦交流活動，爭取更多的營商渠道。

打造「Made In Macau」品牌

澳門雖然受惠於娛樂事業令本土經濟迅速起飛，但對製造業及中小企未形成較大的幫助，因此澳門廠商聯合會致力提昇「Made In Macau」品牌，由特區政府於旅遊旺區提供地方予會員作零售空間；娛樂企業亦簽訂協議，在可能的範疇會選用M In M (Made In Macau)產品。澳門航空及中國銀行的制服項目就是由廠商會統籌協助，先邀請旗下會員參加投標，再選出最合適的設計。M In M為本地廠商帶來更多的商機，維持了澳門製造業的興盛。

近年來，澳門廠商聯合會專注於為會員開拓中國內地市場，並將重點放在協調解決人為屏障、營商制度等問題，成功爭取橫琴項目等發展機遇，在澳門傳統及現代工業領域貢獻良多。M

policies relating to business environment with foreign and Mainland Chinese governments. An example of their work was to discuss with the Macau government on how CEPA can bring business opportunities to local manufacturers. Besides, the association also issues certificates of origin that are recognized by South American countries to the local manufacturers. As a neutral third party, Industrial Association of Macau also helps mediate arguments between manufacturers and workers. While labor allocation and rising wages have become major problems for Macau recently, the Industrial Association of Macau is seeking to help resolve conflicts between employers and employees by providing a platform for discussion, so as to create a win-win situation.

Making breakthroughs in order to get more business opportunities

Thanks to the economic reform in mainland China in the 80s, the mass Chinese market has been gradually opened up since then. Industrial Association of Macau has accordingly provided opportunities for local manufacturers to cooperate with mainland Chinese manufacturers by signing the Partnership Agreement with a number of trade-related groups in China. Through the exchange of information, industrial promotion, vocational training and technical cooperation, the partnership has created benefits to both parties. Groups in partnership include the Chinese Academy of Sciences, organizations from Guangdong and Qinghai Provinces, as well as the Portuguese Entrepreneurs Association and Portugal Manufacturers Association. Since the Macau government has good relationships with Western countries, like the United States, countries in the North and South America, Europe and Australia, Industrial Association of Macau has also leveraged this platform to expand business opportunities for local manufacturers, mainly by organizing various exchange programs.

Creating the "Made In Macau" brand name

Although the entertainment industry has brought a rapid economic take-off to Macau, the manufacturing industry and SMEs have not benefited much from that. Hence, the Industrial Association of Macau has created the "Made In Macau" brand name to promote the local production while it is the government role

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to provide retail space at major tourist points for its members. Entertainment companies have also signed an agreement with the association that they will use "M In M" (Made In Macau) products as much as possible. Air Macau and Bank of China's uniform projects are successful examples under this scheme coordinated by Industrial Association of Macau. For these projects, the association invited members to submit tenders and then selected the most appropriate design. With no doubt, the scheme has helped sustain the manufacturing industry by creating more business opportunities.

In recent years, the Industrial Association of Macau is further exploring business opportunities in mainland China for its members, with a special focus on resolving human-induced barriers and negotiating on regulations and policies. It has successfully grasped opportunities in projects like the Hengqin development and has made significant contribution to the traditional and modern industries in Macau. M



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