

**SME Development Fund (SDF)/
Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund)
(Organisation Support Programme) (OSP)**

Final Report on Approved Project

Project ref. no. : BUD 12 2 014
Project title : Implementation and Support Programme to enhance
HK industries' products and services quality (pCm,
cosmetics and testing) leading to upgrade and extend
business in Mainland China
Period covered : From 01/02/13 to 31/01/16
(dd/mm/yy) (dd/mm/yy)

1. Project Details

(Please mark with "*" if any of the following project details is different from that in the project proposal appended to the project agreement.)

Project Summary (in about 150 words)

Demands and consumption in proprietary Chinese medicine (pCm) and cosmetics of China market increase dramatically. Hong Kong suppliers extend business to Mainland market and meanwhile certain problems arose towards import licensing and regulatory requirements of declaring harmful substances.

It is planned to provide one-stop service including consultation and testing services towards required regulations of importing, licensing, declaring harmful substances and their safety of pCm and cosmetics products concerned by Mainland China Government. At the same time, the center will establish a practical model system according to ISO 17043 followed by transferring to organizations which is interested to be local P-T provider to serve local and regional testing laboratories. Finally, this program can lead to competitiveness enhancement of the products safety and services quality of related HK industries, and to promote their domestic sales in the Mainland.

Project Objective(s) (in about 80 words)

To establish a one stop "Safety Consultation and Testing Service Center" for industries in handling Mainland Chinese of both pCm and cosmetic import licensing, regulatory requirements; and

To develop a series of high quality P-T programs to save the initial P-T provider system setup cost and open to the industry for easier pick up. The P-T fee and lead time could be reduced and could promote their sales both in the HK and Mainland market.

Grantee/Collaborating Organisation/Implementation Agent

Grantee : CMA Industrial Development Foundation Limited

Collaborating Organisation(s) : N.A.

Implementation Agent(s) : The Hong Kong University of Science and Technology

Hong Kong Cosmetic Technical Resources Centre Co. Limited

Key Personnel

	<u>Name</u>	<u>Company/Organisation</u>	<u>Tel No. & Fax No.</u>
Project Co-ordinator :	Mr. Dominic Lam	CMA Industrial Development Foundation Limited (CMA Testing)	Tel. No.:2690 8238 Fax No.:2695 4177
Deputy Project Co-ordinator :	Mr. Yan Kin, Lau	CMA Industrial Development Foundation Limited (CMA Testing)	Tel. No.:2256 8819 Fax No.:2252 4241

Project Period

	<u>Commencement Date</u> (day/month/year)	<u>Completion Date</u> (day/month/year)	<u>Project Duration</u> (No. of months)
As stated in project agreement	<u>01/02/2013</u>	<u>31/01/2016</u>	<u>36</u>
Revised (if applicable)	<u>N.A.</u>	<u>N.A.</u>	<u>N.A.</u>

2. Summary of Project Results

Project Deliverables

(Please list out the project deliverables as stated in the project proposal appended to the project agreement and provide details related to the actual result achieved for each of them.)

	Project deliverable	Quantifiable target number (e.g. 100 participants)	Actual result achieved (e.g. 90 participants)	Reasons for not achieving the target, if applicable (e.g. The total number of registered participants was over 120. However, some of them did not show up eventually. Will strengthen promotion and try to make up for the shortfall in the following two seminars.)
a)	Establish "Safety Consultation and Testing Services Centre", its website and hotline	1 centre, 1 website, and 1 hotline	1 centre, 1 website, and 1 hotline	N.A.
b)	Provide case studies for pCm industry	5 case studies	5 case studies	N.A.
c)	Provide case studies for cosmetics industry	5 case studies	5 case studies	N.A.
d)	Provide case studies for P-T programme	5 case studies	5 case studies	N.A.
e)	Publish brochure of "Handling Chinese regulations towards concerned harmful substances of pCm and cosmetics products to share experience"	1,500 copies in total	1,500 copies in total	N.A.
f)	Publish brochure of "Becoming P-T Provider"			
g)	Shorten licensing lead time and lower testing cost for pCm and cosmetics industries when importing to China market	Time: 1-2 months faster Testing cost: Lowered to 20 man-days	Time: 1-2 months faster Testing cost: Lowered to 20 man-days	N.A.
h)	Build and verify a P-T provider model system based on ISO 17043	1 system	1 system	N.A.
i)	Organize 「香港中成藥及化妝品產品在內地註冊之法規－現況與前瞻」 seminar in Hong Kong on 17/01/2014	100 participants	61 participants	The total number of registered participants was 100. However, some of them did not show up eventually
j)	Organize 「香港中成藥及化妝品產品在內地註冊之法規－現況與前瞻」 seminar in Shenzhen on 03/01/2014	100 participants	42 participants	The total number of registered participants was 80. However, some of them did not show up eventually
k)	Organize 「香港中成藥和化妝品產品進軍內地市場個案分享及其最新檢測方法介紹」 seminar in Hong Kong on 23/01/2015	100 participants	101 participants	N.A.
l)	Organize 「香港中成藥	100	43 participants	The total number of registered

	和化妝品产品进军内地市场个案分享及其最新检测方法介绍」seminar in Shenzhen on 16/01/2015	participants		participants was 64. However, some of them did not show up eventually
m)	Organize 「發掘化妝品和中成藥新商機：邁進國內市場策略及打造品牌形象雙研討會之化妝品及中成藥業界進軍內地攻略」seminar in Hong Kong on 24/07/2015	100 participants	84 participants	The total number of registered participants was 126. However, some of them did not show up eventually
n)	Organize 「发掘化妝品和中成藥新商機：迈进国内市场策略及打造品牌形象双研讨会之化妝品及中成藥業界進軍內地攻略」seminar in Shenzhen on 31/07/2015	100 participants	54 participants	The total number of registered participants was 78. However, some of them did not show up eventually
o)	Organize 「發掘化妝品和中成藥新商機：邁進國內市場策略及打造品牌形象雙研討會之如何透過改善品管系統，提高顧客對品牌的信心」seminar in Hong Kong on 24/07/2015	100 participants	77 participants	The total number of registered participants was 126. However, some of them did not show up eventually
p)	Organize 「发掘化妝品和中成藥新商機：迈进国内市场策略及打造品牌形象双研讨会之如何透过改善品管系統，提高顧客對品牌的信心」seminar in Shenzhen on 31/07/2015	100 participants	54 participants	The total number of registered participants was 78. However, some of them did not show up eventually
q)	Formation of committee to handle P-T provider system technology transfer and remain the sustainability of this programme	1 committee	1 committee	N.A.

Details of the deliverables (e.g. date, duration, venue, speaker, topic discussed, etc.)

(Please list out in table format if necessary.)

a) Address: Room 1302, Yan Hing Centre, 9-13 Wong Chuk Yeung Street, Fo Tan, Sha Tin, N.T., Hong Kong

Hotline: 2256 8818

Email: info.cmatcl.com

Website: <http://www.hksctsc.org>

Service: To provide one-stop service including consultation and testing service towards required

regulations of importing, licensing, declaring harmful substances and their safety of pCm and

cosmetics products concerned by Mainland China government.

b) Case study 1: 六味地黃丸(濃縮丸) of 香港頤和堂藥業科技集團有限公司

Case study 2: 安宮牛黃丸 of 香港頤和堂藥業科技集團有限公司

Case study 3: 抗骨增生丸 of 香港頤和堂藥業科技集團有限公司

Case study 4: 萬茂堂華陀油 of 香港忠信製藥廠

Case study 5: 八寶鹽蛇散 of 何熙明藥廠

c) Case study 1: Btech Derma Nutrients Recovery Cream of Beatech Industries Ltd.

Case study 2: ZaaMax Rapid Beauty Super Moisturizer Serum of EuroCos Asia Ltd.

Case study 3: La Estephe Whitening Mask of Jacques Cosmetics Ltd.

Case study 4: JaneClare HydroSpark HA Aqua Gel of Laboratory JaneClare Ltd.

Case study 5: Phelomderma Smoothing Toner of Innotech International Group (HK) Co. Ltd.

d) Case study 1: Environmental - Logistics operation

Case study 2: Food - Feasibility study, statistical analysis and presentation & data illustration

Case study 3: pCm - Feasibility study, statistical analysis and presentation & data illustration

Case study 4: Cosmetics - Analytical method development

Case study 5: Toys - Analytical method development

e) Content: The main purpose of this brochure is to assist Hong Kong pCm and cosmetics companies to export their product to Mainland China more easily. The brochure contains 10 case studies (5 for pCm and 5 for cosmetics industry respectively) and shares the difficulties they encountered and the corresponding solutions they made during application.

f) Content: The main purpose of this brochure is to assist interested local laboratory to become capable proficiency test provider. The brochure shares the Proficiency Test Programme conducted by The Hong Kong University of Science and Technology (HKUST/2014/PT-1), including sample preparation, time schedule, and standard score (z-score) calculation. Besides, it also shares some crucial technical matters such as homogeneity, stability and packaging & logistics of test sample.

g) The licensing lead time is generally shortened by approximately 1-2 months and the testing cost is lowered to around 20 man-days because the consultation time for pCm and cosmetics industries is reduced through Safety Consultation and Testing Service Centre. Moreover, the experience gained from different cases also helped to provide faster consultation service.

h) P-T provider model system was built by considering customer survey and needs analysis, the latter one includes regular testing programme, ad-hoc testing programme and P-T availability. The system was then verified by a Proficiency Test Programme conducted by The Hong Kong University of Science and Technology (HKUST/2014/PT-1) which using *Pseudoginseng* (三七/田七) as test sample.

i) Date: 17/01/2014

Duration: 2:00pm to 5:00pm

Venue: Conference Room, 27/F CMA Building

Promotion: Hong Kong Entrepreneurs (企業雄才), 2014 April to June issue

Speaker and topic: 1. 廠商會檢定中心認證經理－趙家瑜先生

介紹「協助港商(中成藥、化妝品、檢測認證)提升產品及務服品質，以達致提升品牌及擴充國內業務之全面支持計劃」

2. 廣州市藥品檢驗所業務技術室主任及主任藥師－曾文珊小姐

申請香港中成藥出口到內地批文的要求及建議

3. 香港生物科技研究院有限公司中藥部市場部經理－劉子芸小姐

藥品生產品質管制規範介紹

4. 香港化妝品技術資源中心業務拓展經理－梁國斌先生

申請香港化妝品出口到內地批文的要求及建議

j) Date: 03/01/2014

Duration: 2:00pm to 5:00pm

Venue: Shenzhen Room, 3/F Shenzhen Shangri-La Hotel

Promotion: Hong Kong Entrepreneurs (企業雄才), 2014 April to June issue

Speaker and topic: 1. 廠商會檢定中心認證經理－趙家瑜先生

介紹「協助港商(中成藥、化妝品、檢測認證)提升產品及務服質量，以達致提升品牌及擴充國內業務之全面支持計劃」

2. 廣州市藥品檢驗所業務技術室主任及主任藥師－曾文珊小姐

申請香港中成藥出口到內地批文的要求及建議

3. 香港生物科技研究院有限公司中藥部市場部經理－劉子芸小姐

藥品生產質量管理規範介紹

4. 香港化妝品技術資源中心業務拓展經理－梁國斌先生

申請香港化妝品出口到內地批文的要求及建議

k) Date: 23/01/2015

Duration: 2:30pm to 5:00pm

Venue: SME Centre, G/F The Hong Kong Convention and Exhibition Centre

Promotion: Hong Kong Entrepreneurs Magazine (企業雄才), 2014 October to December issue

Sister Beauty Pro (姊妹美容), 2014 November issue

CM Health Magazine (中藥醫緣), 2014 November issue

World SME Services (國際中小企服務), 2014 December issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 February issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 March issue

Hong Kong Entrepreneurs Magazine (企業雄才), 2015 April to June issue

Speaker and topic: 1. 廣東省保化檢測中心主任－鄭偉東先生

介紹中國內地最新的化妝品檢測方法

2. 俊誠美業(深圳)有限公司產品開發部高級經理－陳士泉先生

分享本地化妝品產品成功進入內地市場的要素

3. 廠商會檢定中心食品及藥物部助理經理－蔡鳳奇先生

介紹最新二零一五年版《中華人民共和國藥典》

4. 香港頤和堂藥業科技集團有限公司總經理－孫群衛先生

分享本地中成藥產品成功進入內地市場的要素

l) Date: 16/01/2015

Duration: 2:30pm to 5:00pm

Venue: Shenzhen Room, 3/F Shenzhen Shangri-La Hotel

Promotion: Hong Kong Entrepreneurs Magazine (企業雄才), 2014 October to December issue

Sister Beauty Pro (姊妹美容), 2014 November issue

CM Health Magazine (中藥醫緣), 2014 November issue

World SME Services (國際中小企服務), 2014 December issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 February issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 March issue

Hong Kong Entrepreneurs Magazine (企業雄才), 2015 April to June issue

Speaker and topic: 1. 广东省保化检测中心主任－郑伟东先生

介绍中国内地最新的化妆品检测方法

2. 创科国际集团有限公司总经理－蔡伟玉小姐

分享本地化妆品产品成功进入内地市场的要素

3. 厂商会检定中心食品及药物部助理经理－蔡凤奇先生

介绍最新二零一五年版《中华人民共和国药典》

4. 香港頤和堂药业科技集团有限公司总经理－孙群卫先生

分享本地中成药产品成功进入内地市场的要素

m) Date: 24/07/2015

Duration: 10:00am to 11:15am

Venue: Admiralty Conference Centre, 18/F Admiralty Centre

Promotion: Sister Beauty Pro (姊妹美容), 2015 July issue

CM Health Magazine (中藥醫緣), 2015 July issue

TCTM Magazine (現代中醫藥雜誌), 2015 July issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 October issue

Speaker and topic: 1. 廠商會檢定中心認證經理－趙家瑜先生

開拓化妝品及中成藥內地銷售市場方案及成果分享

2. 香港化妝品技術資源中心業務拓展經理－梁國斌先生

通過全新商業模式，起動你的中國化妝品業務

n) Date: 31/07/2015

Duration: 2:30pm to 3:45pm

Venue: Shenzhen Room, 3/F Shenzhen Shangri-La Hotel

Promotion: Sister Beauty Pro (姊妹美容), 2015 July issue

CM Health Magazine (中藥醫緣), 2015 July issue

TCTM Magazine (現代中醫藥雜誌), 2015 July issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 October issue

Speaker and topic: 1. 厂商会检定中心认证经理—赵家瑜先生

开拓化妆品及中成药内地销售市场方案及成果分享

2. 香港化妆品技术资源中心业务拓展经理—梁国斌先生

通过全新商业模式，起动你的中国化妆品业务

o) Date: 24/07/2015

Duration: 11:15am to 12:30pm

Venue: Admiralty Conference Centre, 18/F Admiralty Centre

Promotion: Sister Beauty Pro (姊妹美容), 2015 July issue

CM Health Magazine (中藥醫緣), 2015 July issue

TCTM Magazine (現代中醫藥雜誌), 2015 July issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 October issue

Speaker and topic: 1. 廠商會化工業委員會主席暨CMM國際集團董事長—鄭明明教授B.B.S.

提高產品質素—達致香港名牌的關鍵

2. 香港品質學會—蔣敏屏小姐

通過生產質量規範指引(GMP)，改善企業內部品質管理及測試

3. 賢匯顧問有限公司—何慧顏小姐

國際標準能力驗證計劃(ISO/IEC17043)本地化對實驗所提高驗證能力的認受性

4. 香港科技大學—楊霖龍教授

參與國際標準能力驗證計劃之中草藥(例:三七)個案及其他經驗分享

p) Date: 31/07/2015

Duration: 4:00pm to 5:15pm

Venue: Shenzhen Room, 3/F Shenzhen Shangri-La Hotel

Promotion: Sister Beauty Pro (姊妹美容), 2015 July issue

CM Health Magazine (中藥醫緣), 2015 July issue

TCTM Magazine (現代中醫藥雜誌), 2015 July issue

HK Macau Pharmaceutical Industrial (港澳製藥行業月刊), 2015 October issue

Speaker and topic: 1. 彩丰行有限公司业务发展总监—周伟业先生

提高产质量素—达致香港名牌的关键

2. 健馥顾问有限公司—高智谦先生

通过生产质量规范指引(GMP)，改善企业内部质量管理及测试

3. 香港科技大学—杨霖龙教授

参与国际标准能力验证计划之中草药(例:三七)个案及其他经验分享

q) Committee members include: Mr. Dominic Lam, Mr. Lau Yan Kin, Mr. Joseph Chiu, Mr. Eric Chan and

Dr. Yeung Lam Lung

Milestones (in chronological order)

(# Please indicate if the milestone is completed (C), deferred (D) or not achieved (N). If it is deferred, please indicate the revised completion date. For those milestones which are deferred or not achieved, please also provide the reasons under item 2.4.)

Milestone (as set out in the approved project proposal appended to the project agreement)	Original target completion date	Revised completion date (if applicable)	Status (C/D/N) #
(a) Expert team formation	30/04/2013	N.A.	C
(b) Appointment of staff for operations	30/04/2013	N.A.	C
(c) Launch survey to identify cooperation partners from the industries	30/04/2013	N.A.	C
(d) Identification of the gap, i.e. licensing requirement, industries understanding towards regulations, currently exists	30/04/2013	N.A.	C
(e) Confirmation of commonly used harmful substances in Chinese medicine and cosmetics industry	30/04/2013	N.A.	C
(f) Order required standard materials for analytical method development	30/04/2013	N.A.	C
(g) Completion of selection of participants for case studies	31/01/2014	N.A.	C
(h) Analytical method development for cosmetics and pCm materials kick off	31/01/2014	N.A.	C
(i) Development of management system for being proficiency-test provider base on the world-wide audit standard, i.e. ISO17043	31/01/2014	N.A.	C
(j) 2 Cosmetic/pCm regulation update seminar (1 HK and 1 China)	31/01/2014	N.A.	C
(k) 1 st Progress report to TID	30/11/2013	14/02/2014	D
(l) Start case study for pCm and Cosmetic industries	31/01/2015	N.A.	C
(m) Verify P-T provider system (according to ISO 17043)	31/01/2015	N.A.	C
(n) Review the testing data, compare the test result with existing literature, especially for the cosmetics related	31/01/2015	N.A.	C
(o) 2 Seminar/workshop of cosmetic/pCm progress and result update (1 HK and 1 China)	31/01/2015	N.A.	C
(p) 2 nd Progress report to TID	30/11/2014	29/05/2015	D
(q) Conclude different test methods and consolidate them into a total solution package	31/07/2015	N.A.	C

	Building up the public database of cosmetic materials for animal test and non-animal test	31/07/2015	N.A.	C
(r)	Complete development of management system for being proficiency-test provider	31/07/2015	N.A.	C
(s)	P-T provider system case study and data review	31/07/2015	N.A.	C
(t)	Web-site and hotline development	31/07/2015	N.A.	C
(u)	2 Seminar/workshop of summarizing the results and service of "Safety Testing Centre" (1 HK and 1 China)	31/07/2015	N.A.	C
(v)	2 Seminar of experience sharing of P-T provider system build-up (1 HK and 1 China)	31/07/2015	N.A.	C
(w)	Publish brochure of handling Chinese regulations towards concerned harmful substances of pCm and cosmetics products to share experience	31/07/2015	01/12/2015	D
(x)	Distribute of brochure "Becoming P-T Provider" for promotion and knowledge sharing	31/07/2015	01/12/2015	D
(y)	"Safety Consultation and Testing Services Centre" is able to operate onwards	31/01/2016	N.A.	C
(z)	Technical transfer for P-T provider system to interested organization or parties	31/01/2016	N.A.	C
(aa)	Final report to TID	30/04/2016	N.A.	C
(bb)				

Future Plan for Promoting the Project Deliverables (Nil if not applicable)

The "Safety Consultation and Testing Services Centre" will operate continually after the end of project.
