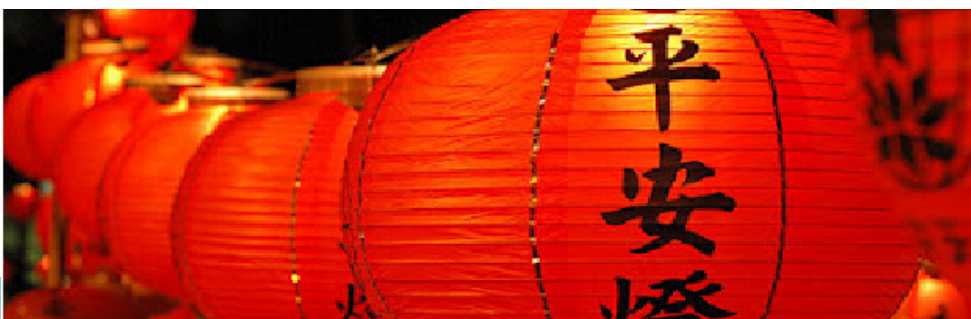




MEMBERSHIP AND PARTNERSHIPS

AUSTRALIA CHINA BUSINESS COUNCIL - NEW SOUTH WALES



Australia China Business Council
澳大利亚中国工商业委员会



NSW Executive Committee

Office Bearers

Dr Craig Emerson - Former Australian Trade Minister - ACBC NSW President
Mr Peter Cai - Fellow, Lowy Institute for International Policy - Treasurer
Mr Jim Harrowell - Partner, Hunt & Hunt - Immediate Past President
Ms Sara Cheng - Head of China Practice, Australian Business Solutions Group - Vice President

Committee Members

Ms Xing Jin - General Manager, Confucius Institute, University of Sydney
Mr David Kan - Group Executive, NIB Health Funds Limited
Mr Matthew Meynell - Head of Investment Services Australia, Colliers International
Mr Laurie Pearcey - Executive Director (International), UNSW
Ms Kathy Zhang - General Manager, Oceania Region, China Eastern Airlines
Ms Helen Zhi Dent - Partner, China Business Practice, KPMG
Ms Jessie Liu - Head of China Desk, Institutional Banking, ANZ
Mr Tim Regan - COO & CFO, The George Institute for Global Health
Mr Philip Cenere - Associate Vice Chancellor and Head of Campus (Sydney), CQUniversity

Ex-Officios

Department of Foreign Affairs and Trade
Austrade
The State Government of NSW

State Patron

Dr Chau Chak Wing

Our Partners

ACBC NSW Sponsors



澳中友好交流协会
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Welcome

Dr Craig Emerson
President



Since its inception in 1973, the Australia China Business Council (ACBC) has played a leading role in facilitating commercial dialogue between Australia and China. ACBC is committed to further strengthening the bond between our two countries and our business communities through an exciting calendar of events, conferences, seminars and publications. In doing so, we offer members the opportunity to engage with government and industry on issues affecting business, trade and investment.

Two-way trade between China and Australia has surpassed \$150 billion per annum and China has been Australia's biggest services export market since 2010. Chinese investment in Australia is growing rapidly, though from a relatively small base. More than one million people of Chinese descent live in Australia – a wonderful asset for our future prosperity and diversity.

Enormous potential for future two-way trade and investment exists in areas such as agribusiness, higher education, tourism and health and aged care, enabled by China's emerging middle class and the country's shift to services-based growth. E-commerce platforms will allow smaller Australian businesses to gain access to China's middle-class consumers.

Membership of ACBC offers more than access to events and information. It enables a better understanding of each other's countries, systems and regulatory frameworks. This is achieved by meeting, working with and learning from government ministers, senior officials and like-minded companies in both countries.

We warmly invite you to become a member of ACBC.

About Us

Connecting the bilateral business community

The ACBC is a membership-based, non-profit, non-government organisation comprised of a national office, 8 state branches, and more than 1500 representatives from over 1200 Australian and Chinese companies.

ACBC promotes two-way trade and investment, economic cooperation and understanding between the business communities of Australia and China. ACBC also plays an influential role as an advisor to the Australian Government on commercial relations with China.

ACBC NSW is a vibrant and diverse business council in Australia, with over 300 company members and more than 4,300 friends and associates. ACBC has close links with Chinese officials and expatriate groups and provides regular business-focused activities and events for our members across the country. Each year, ACBC NSW hosts over 50 events for our members, attracting more than 3,600 participants.

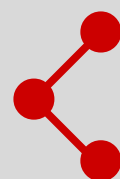
Since 1973, we have supported our sponsors, members and stakeholders through:



Insights: up to date and relevant market insights and intelligence



Connections: access to business networks, government and industry and other influencers and experts



Positioning: a platform for market positioning and profiling



Influence: being an authoritative voice to the government





Member Benefits

ACBC members are welcomed into a diverse network of influential individuals and businesses

Membership offers you unique opportunities to forge relationships with senior business people, decision-makers and practitioners across many sectors and fields in both Australia and China. These include representatives from some of Australia's largest multinational companies, SMEs and a number of high-profile Chinese companies.

Our extensive membership base provides a unique platform for business development, up-to-date information sharing, business matching, referrals and networking.

Major member companies of the NSW branch include Telstra, King & Wood Mallesons, Pharmacare, Bupa, KPMG, The Star Group, Westfield/Scentre Group and major universities in NSW and ACT. We also enjoy long standing support from leading Chinese organisations Huawei, ICBC, New Hope Group, China Merchants Bank and China Construction Bank. A full list of ACBC NSW members can be viewed [here](#).

ACBC members are entitled to a variety of benefits including:



Discount flight offers, business specials and reductions on tickets to our extensive program of functions and events for you and your staff



Full access to the ACBC's online members-only information and resources



Access to a comprehensive listing on ACBC's online membership directory and to over 1200 member companies working in the China space



A subscription to the ACBC NSW fortnightly newsletter



Entitlement to use 'Australia China Business Council Member' in business correspondence and to display an official certificate of membership



Privileged benefits and invitations to member-only events

NSW Event Portfolio

ACBC NSW holds over 50 events annually

Major Events & Conferences

There are 2-3 major events and conferences per year which offer half to whole day industry or issue-focused discussions. In March 2017, we organised the Australia-China Economic & Trade Cooperation Forum (ACETCF) which supported the visit of Chinese Premier Li Keqiang. The ACETCF was the largest scale business event that took place during this special visit and was attended by over 400 guests including 150 senior representatives of Chinese businesses and 200 senior representatives of Australian companies. Our major events and conferences are attended by 200 - 400 guests.

Quarterly Networking Events

Networking social functions are held once per quarter and provide an informal setting for networking and rapport building opportunities for our members and friends. Our quarterly networking events are attended by 200 - 300 guests.

Chinese Delegations

We routinely and regularly support visiting Chinese business and government delegation where such is in line with the mandate of the organisation and is broadly supportive to the membership.

Boardroom Briefings

Boardroom briefings provide an intimate setting for 16 - 26 senior leaders in business, government, academic and the diplomatic corps. It is a unique setting to discuss topical and critical industry issues and to learn about challenges in doing business with China. Boardroom briefings are held every 6-8 weeks.

Seminar Events

Seminar presentations are held every 6 weeks and are hosted by knowledgeable, China-experienced guest speakers from our member organisation and broader network. These events are designed to keep members informed of constantly changing Chinese market trends and topics. They are open to members and non-members and attendance is ticketed on a differential pricing model, with attendance typically ranging from 45 - 80 guests.

SME Roundtables

The highly popular monthly SME Roundtable series provides 20 - 30 attendees a forum to speak directly with experts regarding issues and concerns they have working in and with China. This series is generously hosted by Swaab Attorneys. Attendance is free and is geared towards our SME members (and non-members).

A Selection of Past Events

Event Name

Overview

Major Events and Conferences

Australia China Trade and Economic Cooperation Forum 2017	As the largest business event to take place as part of His Excellency Li Keqiang's visit to Australia in 2017, the Forum focused on the theme of 'Innovation: New Pathways to Cooperation'. Other attendees included The Hon. Malcolm Turnbull, Prime Minister of Australia, the Premier of New South Wales, Gladys Berejiklian, and over 500 notable political and business leaders.
Canberra Networking Day 2017	A unique opportunity for ACBC members to meet with federal Ministers and senior officials charged with the major public policy decisions driving the Sino-Australian trade and investment relationship as well as networking with senior business and industry leaders.
A Night at the Sydney Opera House 2017	A private and exclusive performance by the Sydney Symphony Orchestra for senior executives from the Australian and Chinese business communities to celebrate the 2017 Dragon Boat Festival (端午). The evening also provided networking opportunities with ACBC members, government and business representatives.
Australia China Food and Agribusiness Summit 2016	With the signing of CHaFTA in 2015 and China's ongoing transition to a consumption based, the Australia China agribusiness relationship is entering a new and mature phase. The Summit sought to unpack some of the challenges and opportunities that the Australian agribusiness sector is set to face in this new context.
China Fashion and Retail Forum 2016	The first major event in Australia dedicated to helping the Australian Fashion and Retail industry access the China market and featuring special guest, Editor of Vogue China, Angelica Cheung. It featured case studies and panel discussions from leading Australian luxury retail and consumer brands and provided an opportunity to gain valuable insight from industry leaders and peers.
Guangzhou-Sydney Business Summit 2016	This free summit aimed to develop and build stronger business to business connections between the City of Sydney and Guangzhou. The summit showcased companies from both Guangzhou and the City of Sydney through panel discussions and case studies.

Event Name	Overview
Boardroom Briefings	
Perspectives on working effectively with Chinese companies and counterparts	To provide private attendees practical advice on how to work effectively with Chinese companies and counterparts and provide a networking opportunity for key members and stakeholders.
Foreign Investment Review Board: Post-Budget Update	Featuring guest speaker, Adam McKissack, Principal Adviser of Foreign Investment Division of Australian Treasury, the event focused on recent changes to the foreign investment framework announced in the 2017-18 budget. It also provided a brief summary of foreign investment trends in Australia.
The Rise of the Healthcare Sector in China	The event explored how recent developments, including inbound Chinese investment in Australian healthcare firms and the ChAFTA agreement, signal a new chapter in the bilateral relationship and presents significant opportunities for Australian healthcare and life sciences organisations.
Seminar Events	
Tourism – a gateway to deepen business connections between Australia and China	A Sydney Harbour cruise on board the historic tall ship, James Craig. The Hon. Adam Marshall, Minister for Tourism and Major Events, shared his thoughts on the opportunities for building closer business links with China by encouraging inbound Chinese tourists.
Human Resourcing China: Hiring models, labour law and talent attraction, management and retention	The event considered the issues associated with an evolving labour market and complex labour regulations which present a number of challenges for companies looking to establish a presence in China.
China Economic and Financial Market Update: Painting a Picture of the Middle Kingdom	This event featured an expert panel which unpacked the underlying macro-economic trends driving Chinese economic and political policy shifts, and the impact this is having on Australia China bilateral business, including both FDI and M&A activities.
Quarterly Networking Events	
Seasonal Networking on the Harbour	ACBC's first quarterly social networking event in 2017.
Chinese New Year Dinner	To celebrate the Chinese New Year with the Australia-China business community
End of Financial Year Gala Drinks	To celebrate the end of 2016/17 financial year and provide a networking opportunity for members, non members and key stakeholders.
Chinese Delegations	
Connect with Leaders from Guangdong Province	This event showcased the products and services offered by Guangdong businesses and also explored Australian trade and investment opportunities.

To view a full list of past events please visit www.acbc.com.au/Events-list



Membership Categories



Corporate Members

Corporate member companies with a turnover greater than \$50m enjoy state member benefits, are entitled to nominate representatives from each state in which they have a business presence and to receive information on ACBC events across the country.

Associate Members

This category is open to retired individuals, academics, researchers and full-time students. It is a non-voting category with no company information being published with your details. Please contact us for more information.

Other Categories

Large, Medium and Small Business members are invited to leverage our extensive network, to attend our comprehensive selection of state events, receive our fortnightly newsletter and vote at our AGM.

Membership Category	Membership fee (inc. GST)
Corporate (greater than \$50m turnover/university across faculty level)	3492.50
Large (\$15m - \$50m turnover)	1831.50
Medium (\$5m - \$15m turnover)/University at faculty level	1024.87
Small (less than \$5m turnover)	532.40
Retiree/Academic	169.40
Student	96.80

NSW Branch Sponsorships

Sponsorship Benefits	Sponsorship Level		
	Branch Premium Partner	Branch Associate Partner	Branch Affiliate Partner
Connections to government, business and thought leaders	*	*	*
Corporate membership of ACBC NSW, which entitles members of your organisation to attend events in Victoria and interstate at member rates	*	*	*
Your organisation's logo displayed on the ACBC NSW letterhead and emails	*	*	*
Your organisation profiled in the ACBC NSW fortnightly e-news, which is distributed to approximately 4,000 individuals	*	*	*
Number of entries:	4	2	1
Priority status to receive invitations to key ACBC National events	*	*	
Priority invitation, where available, to special ACBC NSW events open only to restricted numbers. These include meetings with senior Chinese Government officials and business leaders who come to Australia	*	*	*
Opportunity to distribute your organisation's literature/promotional material at ACBC NSW's functions and events, unless the event has a specific, exclusive sponsor	*	*	
A senior representative from your organisation at a major function may: introduce the speaker, present a short address, provide the 'vote of thanks' or close the meeting, by mutual agreement	*		
Opportunity to co-sponsor a function with ACBC NSW or appoint a keynote speaker from your company when topics are available	*	*	*
State President or other China experts (as available) to speak at your company's China strategy session	*		
Opportunity for your organisation to invite ACBC NSW members to your company's functions, when appropriate	*	*	
Support of your visiting delegations from China, whenever possible and by prior negotiation	*	*	
Partnership Amount (plus GST):	\$30,000	\$20,000	\$10,000

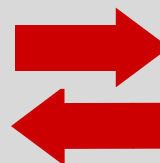
Bespoke Sponsorships Available - Contact Us

The Australia-China Relationship

The status of our two-way engagement

Trade

China is Australia's largest two-way trading partner in goods and services (valued at \$150b in 2015-16).



Tourism

China is Australia's most valuable tourism market - 1.2m Chinese visitors came to Australia in 2016 whilst 450,000 Australians visited China.



Education

China is Australia's largest source of international students with over 136,000 students in 2015. China is the second most popular destination for Australians studying abroad.



Investment

Chinese investment in Australia grew almost ten-fold between 2008 and 2015, with total stock of Chinese FDI in 2015 being \$35b. China is Australia's fifth largest director investor.



Exports

Thanks to ChAFTA, more than 96% of Australia's goods and exports to China are now eligible to enter duty-free or with preferential access



Aviation

In December 2016, Australia and China settled arrangements for a historic open aviation market. Up to 170 direct flights connected 5 Australian cities to 13 destinations in mainland China each week during the 2016-17 Northern Winter period.



ACBC NSW Team



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