

ACBC 2014/15

membership prospectus

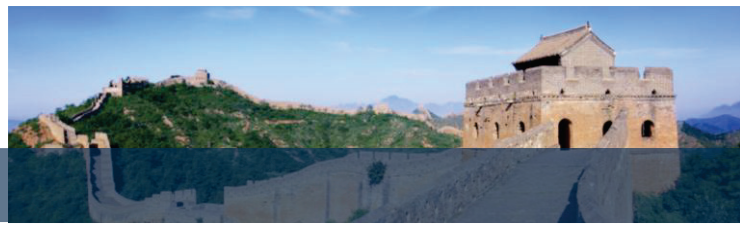
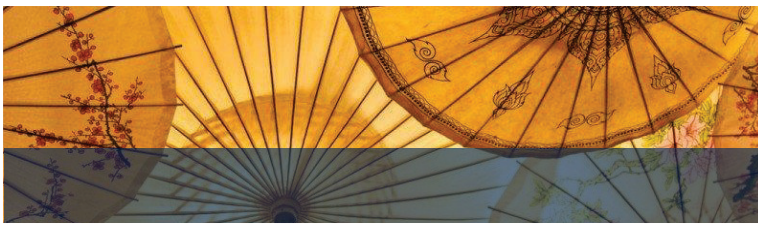


'Connecting the Bilateral Business Community'



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

Web: www.acbc.com.au | Email: acbcwa@acbc.com.au



Western Australians connecting with China

Today, it is more important than ever for Western Australian businesses to make connections with China, Australia's largest trading partner, largest export market, largest source of international tourists and students and one of the largest sources of foreign direct investment.

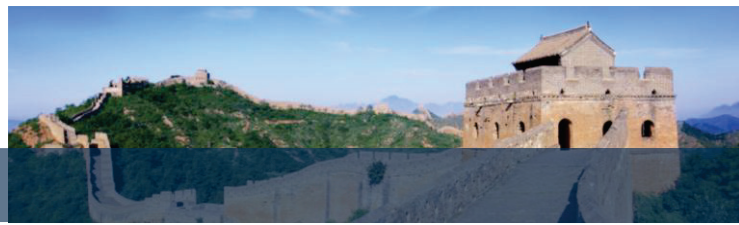
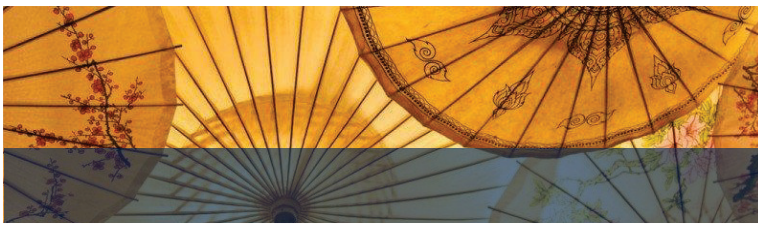
The Australia China Business Council (ACBC) is Australia's premier business organisation dedicated to promoting business and trade with the People's Republic of China. ACBC is a membership-based, non-profit, non-governmental organisation comprising of a National Office, with branches in Western Australia as well as New South Wales, Northern Territory, Queensland, South Australia and Victoria.

ACBC maintains strong ties with government at Federal and State levels and provides practical business-focused information and events for more than 1500 members from over 700 Australian companies. ACBC Western Australia (ACBC WA) is one of the most active branches with an established reputation as a driving force behind building relationships between WA and China. ACBC WA has excellent working relationships with the Department of State Development, the Department of Agriculture and Food, and the Department of Foreign Affairs and Trade and highly valued contacts with the People's Republic of China Consul in WA. Western Australia continues to build a strong partnership with China, thriving on trade relations built on the export of minerals, energy, agricultural products, and education and health. Western Australian exports to China were worth \$55 billion in 2012, accounting for over 70% of Australia's merchandise exports to China. To date Western Australia has received over 80% of China's investments into Australia.

The trade and investment relations between Western Australia and China will further strengthen with China's continuing urbanisation and industrialisation.

ACBC WA Objectives

- To facilitate opportunities for our members to network on China business activities with their peers.
- To provide member opportunity to meet with senior Australian and Chinese business people, politicians and officials.
- To bring the interests and concerns of our members to the attention of the Australian and Chinese Governments and other policy makers and administrators in Australia and China.
- To analyse and make informed public comment on important and relevant policy issues. Encourage policy makers in Australia, and where possible in China, to develop and implement policies that are both in the interests of our members and in the National interest.
- To promote information and briefings for our members on developments and practices in China.
- To develop a high level of support for the Council's activities from the respective Governments, and collaboration in Government-initiated programs.
- To support the promotion of Australia's commercial interests in China.
- To be recognised as the peak body for promoting business links between Australia and China.



Member Benefits

As an ACBC member you are welcomed into a diverse network of influential individuals and businesses large and small. ACBC WA keeps abreast of the constantly shifting nature of the Australia-China relationships with an Executive Committee with expertise in resources, agriculture, education, healthcare and professionals services. Our members come from the resources and energy, services, agricultural, education and health sectors.

Membership benefits include:

- High level business networking opportunities at premier business events – such as Chinese New Year and National Day - including with China related business leaders, government representatives and political figures;
- Access to information and business leaders at regular networking, briefing and round table events;
- Practical advice and guidance on China business from experienced business people and top level consultants;
- Input and assistance with high level lobbying capacity and access to Chinese and Australian government bodies;
- Assisting in matching suitable partners and investors for Australian companies;
- Support for your business in a broad cross section of sectors;
- Participating in industry focus groups assisting members to do better business with China; and
- Sponsorship opportunities on an annual basis or for major events to ensure your company is recognised in China business circles.

Other membership entitlements:

- Discounts for ACBC functions;
- Direct access to over 1500 representatives from member companies;
- Listing in ACBC's online membership directory;
- Member use of the ACBC logo in business correspondence;
- Members-only access to ACBC resources area of the website; and
- A FREE subscription to Australia China Connections magazine and 10% off advertising.

2014 Executive Committee

ACBC WA Executive Committee members represent a broad cross section of the most important industries in Western Australia. ACBC WA President Adam Handley leads a group of professionals and leaders in their fields of expertise.

The Executive Committee is structured to create an effective working organisation with sub-committees representing the following areas of industry focus:

- Resource
- Oil & Gas
- Education
- Food & Agriculture
- Indigenous
- Government & Stakeholders
- Cultural
- Investment Regulation
- Technology & Social Media
- Property & Infrastructure

WA Branch President

Adam Handley, Minter Ellison

National President

Ian McCubbin

Vice-Presidents

Ji Chao, Baosteel Australia

Tony Sijun Cheng, Sinosteel Midwest Corporation

Dr Dongyi Hua, VDM Group

Lewis Yongfeng Lu, CNOOC NWS Private Ltd

Prof David Morrison, Murdoch University

Prof Ian Puddey, University of Western Australia

Kevin Watters, Brockman Mining

Chen Zeng, CITIC Pacific Mining

Chairs of Committees

Resources

Megan Anwyl, Magnetite Network

Oil & Gas

Shaun McRobert, King & Wood Malleson

Education

Tracey Lim, Department of State Development

Food & Agriculture

Duncan Synnot, Semino Group

Property & Infrastructure

Sharon Warburton, Brookfield Multiplex Australasia

Indigenous

Jenni Collard, Department of Regional Development

Cultural

Adam Handley, Minter Ellison

Sino Women

Cathy Li, PwC

Technology & Social Media

James Clarke, Global Enterprises

Government & Stakeholders

Adam Handley, Minter Ellison

Investment Regulation

Philip Kirchlechner, Iron Ore Research

Mid West

Darren Lee, Market Creations

South West

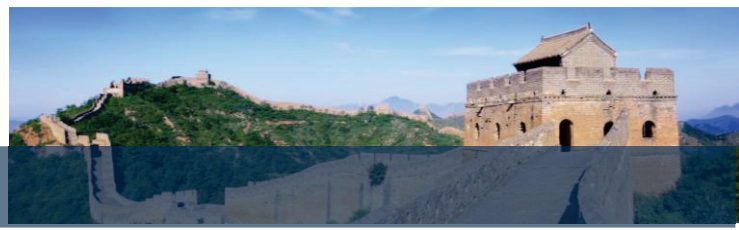
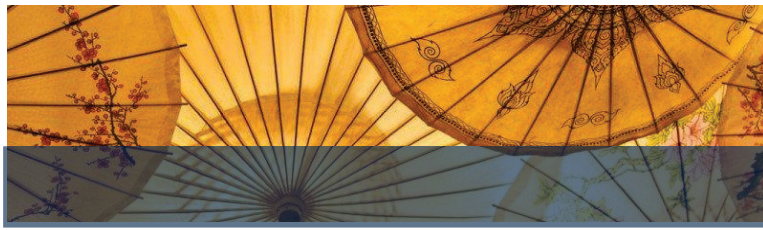
Jim Brosnan, SIMCOA

Pilbara

John Lally, Karratha & Districts Chamber of Commerce and Industry (KDCCI)

Kimberley

Peter Stubbs, Department of Regional Development



2014 Gold Sponsors

Brookfield



中国海洋石油总公司
CHINA NATIONAL OFFSHORE OIL CORP.

2014 Silver Sponsors



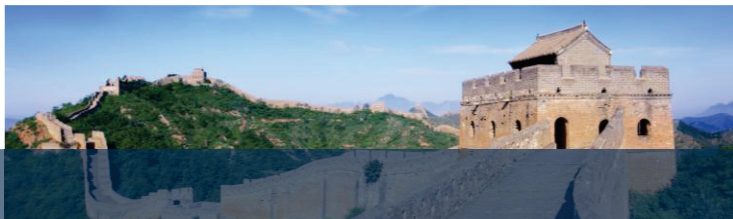
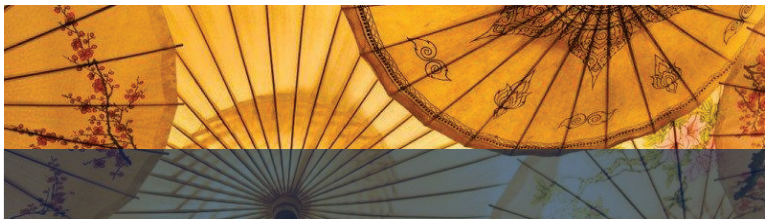
THE UNIVERSITY OF
WESTERN AUSTRALIA
Achieving International Excellence



2014 Bronze Sponsors



Government of **Western Australia**
Department of **Regional Development**



KEY CONTACTS

Adam Handley

President WA Branch

Australia China Business Council (WA)

Mobile: +61 478 486 825

Email: presidentwa@acbc.com.au

Fiona Zhang

Treasurer

Australia China Business Council (WA)

Email: acbcwa@acbc.com.au

Lili Pan

Executive Secretary

Australia China Business Council (WA)

Email: acbcwa@acbc.com.au

Kaylie Porter-Smith

Member Services WA

Australia China Business Council (WA)

Email: memberswa@acbc.com.au

Australia China Business Council (Western Australian Branch)

Level 4, 77 St Georges Terrace

Perth WA 6000

GPO Box 2550, St Georges Terrace

Perth WA 6831

T: + 61 8 6189 7864

F: + 61 8 6189 7964

E: acbcwa@acbc.com.au



Renewal Application Form & Tax Invoice

Please tick the appropriate category (The fee payable varies depending on turnover)

Please Note: Companies with turnovers greater than \$50m (Corporate Members) are entitled to nominate a representative from each of the other states in which they have a business presence. For additional nominees, please provide contact details on a separate sheet, giving title, given name, surname, postal and street address, telephone and facsimile numbers, and email address.

COMPANY (Annual turnover \$AUD)	\$AUD	GST	TOTAL	Please tick
Corporate Member (more than \$50 million*)	\$2,100.00	\$210.00	\$2,310.00	
Larger Company Member (\$15 million to \$50 million)	\$1,100.00	\$110.00	\$1,210.00	
Medium Company Member (\$5 million to \$15 million)	\$700.00	\$70.00	\$770.00	
Small Company Member (less than \$5 million)	\$360.00	\$36.00	\$396.00	
Universities - across all faculties	\$1,900.00	\$190.00	\$2,090.00	
- At faculty level	\$650.00	\$65.00	\$715.00	
- Associate / Researcher	\$120.00	\$12.00	\$132.00	
- Full-Time Student	\$70.00	\$7.00	\$77.00	

Note: *Companies with turnovers greater than \$50m are categorised as Corporate Members.

** Associate members are academics or retired business people.

Rates applicable from 1st July 2014 to 30 June 2015

INDUSTRY SECTOR (please tick)

☐ Education ☐ Food & Agriculture ☐ Government ☐ Investment ☐ Oil & Gas ☐ Property & Infrastructure ☐ Resources ☐ Other (specify) _____

I/ _____ We of the company _____

Postal address _____ Postcode _____

Street address _____ Postcode _____

Hereby apply for membership of the Australia China Business Council. I/We of the company agree to be bound by the provisions of the Memorandum and Articles of Association of the Council and to pay the subscription fee as determined by the Board.

Prime Nominee _____ Position _____

Telephone () _____ Fax _____

Email _____ Website _____

NB All communications will be forwarded to the Prime Nominee and an additional company contact person (below).

1. Additional Contact Person _____ Position _____

Email: _____ Telephone () _____

2. Additional Contact Person _____ Position _____

Email: _____ Telephone () _____

PUBLICATION OF YOUR INFORMATION ON THE ACBC WEBSITE

All information collected by the ACBC from applicants is used for the purposes of maintaining membership of the ACBC and providing members with the benefits of membership of the Council. The details that you provide on this form (excluding financial information) will, with your permission, be added to the ACBC on-line members' directory (only accessible by other ACBC members at www.acbc.com.au). Please tick the appropriate item to indicate your willingness or not for your details to be published in the on-line directory. (Please note: all member companies will be listed as an ACBC member publicly in the ACBC online member's directory at www.acbc.com.au).

☐ I agree for my personal or company details to be published in the ACBC online members' directory.

☐ I do not wish my personal or company details to be published in the ACBC online members' directory.

PAYMENT DETAILS (Please tick the appropriate payment option)

Please find enclosed my cheques payable to Australia China Business Council for the amount of \$ (inc GST)

Please debit my ☐ Visa Card ☐ Master Card ☐ Amex (please note 3.1% surcharge)

(Please note that Diners Club is not accepted)

Name on Card _____ Signature _____ Date _____

Card Number _____ Card Expiry _____ / _____ Amount \$ _____ (inc

GST)

Please complete and return with your payment information to:

Australia China Business Council (WA Branch)

Attn: Membership WA

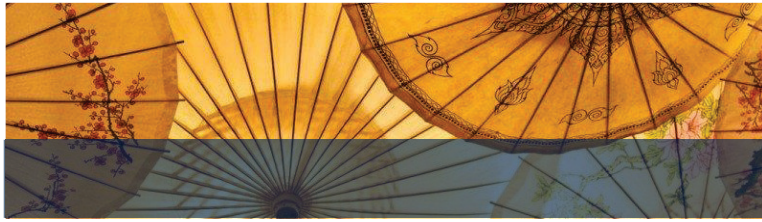
GPO Box 2550 PERTH WA 6831

T +61 8 61897844

F +61 8 6189 7964

E: memberswa@acbc.com.au

This document will be treated as your official tax invoice and receipt of payment upon the ACBC receiving payment from you.



Sponsorship details

Key ACBC Events

ACBC WA held more than 20 high profile events in 2013 and a similar program is underway this year. The premier events are attended annually by up to 800 guests. For further details please see our website www.acbc.com.au

The two major events on the ACBC WA calendar are the ACBC Chinese New Year Dinner, usually held in February, and the ACBC China National Day Dinner, usually held in September. These events attract a huge turnout with more than 700 people attending and are the premier ACBC events for Australian and Chinese companies to network. Past prominent keynote speakers have included Premier Colin Barnett, Chinese Ambassador to Australia Chen Yuming, Australian Ambassador to China Frances Adamson, Counsel, Consul General of China in Perth Dr Huang Qingguo; and corporate leaders like Greg Lilleyman of Rio Tinto; Nev Power of FMG; and George Jones of Gindalbie Metals.



ACBC 2014 Events

January 2014

28 January - Breakfast Meeting with Alice Cawte – Australian Consul-General to Shanghai

February 2014

11 February – ACBC Chinese New Year at Crown Perth. Key note speakers: Consul General of China in Perth Dr Huang Qingguo; Hon Brendon Grylls MLA

March 2014

13 March – Select Dinner with Chinese Ambassador, Mr Ma Zhaoxu

14 March – China: New Leadership, New Direction, Key note speaker: Chinese Ambassador, Mr Ma Zhaoxu, hosted by CEDA and ACBC

17 March – Canberra Networking Day;

April 2014

4 April – Workshop for WA Zhejiang Trade Opportunities & Barriers

9-11 April – WA China Agribusiness Cooperation Conference, hosted by DAFWA in partnership with DSD, DRD, ACBC and the Consulate General of China in Perth

May 2014

28 – 29 May – ACBC & CCI co-host the Mid West Regional Tours with Dr Huang – Chinese Consul General, Perth.

June 2014

16 June – Launch of ACBC Aboriginal Committee and Creating Economies: the future of Aboriginal business in WA with guest Speaker Mr Warren Mundine, CEO of NyunggaBlack, co-hosted with Department of Regional Development

23 June – Morning tea with Mr Michael Clifton, Senior Trade Commissioner (Shanghai) Austrade

25 June – Current State of Chinese Economic Reform Luncheon, Her Excellency Ms Frances Adamson, Australian Ambassador to the People's Republic of China co-hosted with Department of Foreign Affairs and Trade

26 June – Chinese Community Engagement Lunch Seminar Research Report Launch and Stakeholder Panel Discussion on - "Community Engagement by Chinese Firms in Australia: Practices and Benefits" co-hosted with RMIT University

ACBC 2013 Events

February 2013

12 February – ACBC Chinese New Year Dinner at Crown Perth. Keynote speakers: Nev Power, CEO, FMG; Frank Tudor, National Chairman, ACBC

22 February – ACBC's participation in DFAT-CCCA Golf Day at The Vines Resort

March 2013

12 March – ACBC Canberra Networking Day.

15 March – Trade Opportunities in the Asian Century – Austrade event supported by ACBC WA

25 March – ACBC Thought Leaders Seminar Series – Prof Vietor of Harvard Business School

April 2013

8-10 April – Australia China Economic and Trade Forum (ACETF) held in Beijing in parallel with PM Julia Gillard's visit to China

May 2013

27 May – Australia China Young Professionals Initiative (ACYPI) event supported by ACBC. Speaker: Duncan Calder

June 2013

4 June – Lunch co-organised by ACBC for China Men's basketball team.

19 June – ACBC Thought Leaders' Seminar Series. Speaker: Prof Tan Kong Yam

25 June – CEDA-ACBC event. Keynote speaker: Ambassador Frances Adamson

July 2013

17 July – Hong Kong Stock Exchange seminar. HKABA-ACBC event.

18 July – Seminar on "The Xi-Li Turning Point". Guest speaker: Daniel Rosen. ACBC-ACYA-UWA event

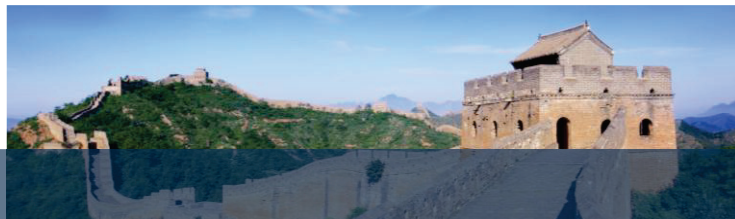
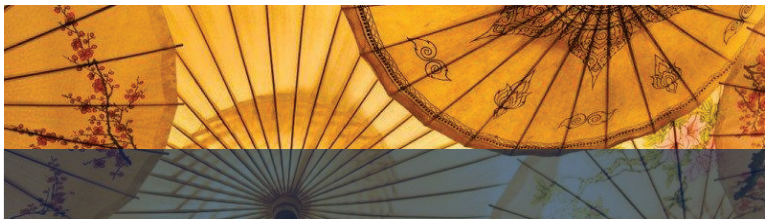
September 2013

24 September – ACBC China National Day Dinner at PCEC. Keynote speaker: Consul General Mdm Wang Yiner

October 2013

8 October – ACBC participation at the 5th Biennial WA-Zhejiang Exchange Committee Meeting, Hangzhou

17 October – ACBC Education Forum. Keynote speaker: Chinese Ambassador Chen Yuming



ACBCWA 2014

Annual Sponsorship | Gold Sponsorship

Financial Investment | \$25,000 + GST

As our highest level of supporter, Gold Sponsors have access to the State President to discuss company specific issues and strategies and how ACBC may support those strategies in a manner consistent with its overall goals and objectives.

Key Benefits

- Your company logo will be displayed on the ACBC WA letterhead and newsletters
- Your logo will appear prominently on ACBC banners at all ACBC WA events
- Your company logo will be prominently displayed on the stage screen and printed programmes at all ACBC WA major events
- Your company banner will be displayed at all ACBC WA major events and your sponsorship will be acknowledged at all events
- Right to nominate a representative to join the ACBC WA Executive Committee
- Early notice of all functions and priority status to participate in Canberra Networking Day (usually sold out early)
- Priority table seating at all ACBC WA functions
- A DVD summarising ACBC WA's activities during the year
- Preferential opportunity for a representative of your company at major function to introduce the speaker and/or have photo opportunity with speaker
- State President and/or National President to be available to speak at internal company presentation/strategy session
- Opportunity to distribute your corporate literature/ promotional material at our functions/events
- Opportunity to have your company newsletters circulated to ACBC WA members and a feature article in any ACBC newsletter
- Opportunity for your company to invite ACBC WA members to your company's function(s) when appropriate
- Opportunity to co-sponsor a function with ACBC WA and appoint a keynote speaker from your company when topics are suitable

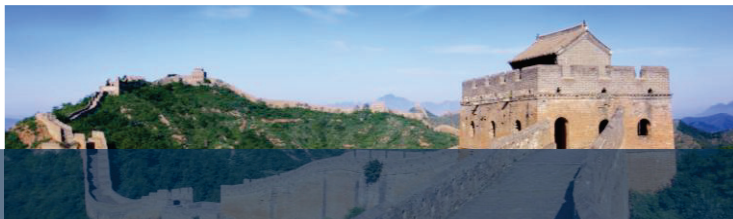
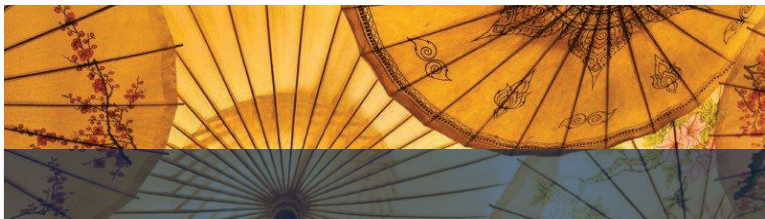
Silver Sponsorship

Financial Investment | \$15,000 + GST

Silver sponsors enjoy a range of benefits including profile at ACBC events throughout the year.

Key Benefits

- Your company logo will be displayed on the ACBC WA letterhead and newsletters
- Your logo will appear on ACBC banners at all ACBC WA events
- Your company logo will be displayed on the stage screen and printed programmes at all ACBC WA major events
- Your sponsorship will be acknowledged at all events
- Right to nominate a representative to join the ACBC WA Executive Committee
- Opportunity to distribute your corporate literature/promotional material at our functions/ events
- Priority table seating at all ACBC WA functions
- Early notice of all functions and priority status to participate in Canberra Networking Day (usually sold out early)



Bronze Sponsorship

Financial Investment | \$7,500 + GST

Bronze sponsorship represents excellent value, providing benefits throughout the year via ACBC newsletters and events.

Key Benefits

- Your company logo will be displayed on the ACBC WA letterhead and newsletters
- Your logo will appear on ACBC banners at all ACBC WA events
- Your company logo will be displayed on the stage screen and printed programmes at all ACBC WA major events
- Your sponsorship will be acknowledged at all events
- Right to nominate a representative to join the ACBC WA Executive Committee
- Opportunity to distribute your corporate literature/promotional material at our functions/ events
- Priority table seating at all ACBC WA functions
- Early notice of all functions and priority status to participate in Canberra Networking Day (usually sold out early)

Major Event Sponsorship

Financial Investment | \$15,000 + GST per event

ACBC WA holds many events throughout the year. Our two annual flagship events are our Chinese New Year dinner, held in late January/early February; and our China National Day dinner, held in last week of September. We welcome companies to sponsor these events and also other ACBC events.

Key Benefits

- Your company logo will be prominently displayed at the event and your sponsorship acknowledged by the Master of Ceremony
- Your company logo will be prominently displayed on the stage screen and on printed programmes
- Opportunity to distribute your corporate literature/promotional material
- Right to nominate a representative to introduce one of the speakers or to present a gift to the speaker on stage
- A complimentary table for 10 guests with priority table placement close to the VIP table

Other Events

ACBC WA holds many other events during the year which members are invited to sponsor and support, usually at the cost of hosting the event.