



CANBERRA NETWORKING DAY

19 JUNE 2018



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



Australia China Business Council

International Chamber House
Level 5, 121 Exhibition Street
Melbourne VIC 3000

T: +61 3 9027 5609
F: +61 3 9027 5608
E: national@acbc.com.au

National President: The Hon John Brumby AO
National CEO: Helen Sawczak

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Foreword



On behalf of the Australia China Business Council I would like to welcome you to our annual Canberra Networking Day for 2018. We especially welcome Foreign Minister Julie Bishop, Shadow Foreign Minister Penny Wong, His Excellency Cheng Jingye, Chinese Ambassador to Australia as well as Ministers, Shadow Ministers and other parliamentarians, policy makers and business leaders who are joining us today.

Last year Australia broke the record for the longest run of uninterrupted growth, marking its 26th year of consecutive economic growth. A large part of that success is directly attributable to our relationship with China with bilateral trade exceeding \$170 billion. The rising Chinese middle class continues to have an insatiable appetite for premium goods and services, which Australia is well placed to provide including education, tourism, healthcare, and professional services.

There is no doubt that the Australia China relationship has experienced some challenges recently. But there's an old Chinese saying that "people on the same boat help each other". With over one million people of Chinese ancestry living in Australia, nearly 200,000 Chinese students studying here, more than 1.5 million Chinese tourists visiting every year and increasing bilateral trade and investment, there is no doubt that Australia and China are in the same boat with complimentary economies. As China rebalances its economy to a consumption basis, the bilateral relationship will also shift from a transactional to a relational approach. Services cannot be provided as a transactional commodity. Services require deep relationships and mutual understanding.

This year's Canberra Networking Day is about strengthening people to people exchange between our two nations. I would like to thank all of our sponsors and members who are attending Canberra Networking Day 2018. I wish you all the best for the day.

A handwritten signature in black ink, appearing to read 'John Brumby', with a stylized flourish at the end.

The Hon John Brumby AO

National President
Australia China Business Council

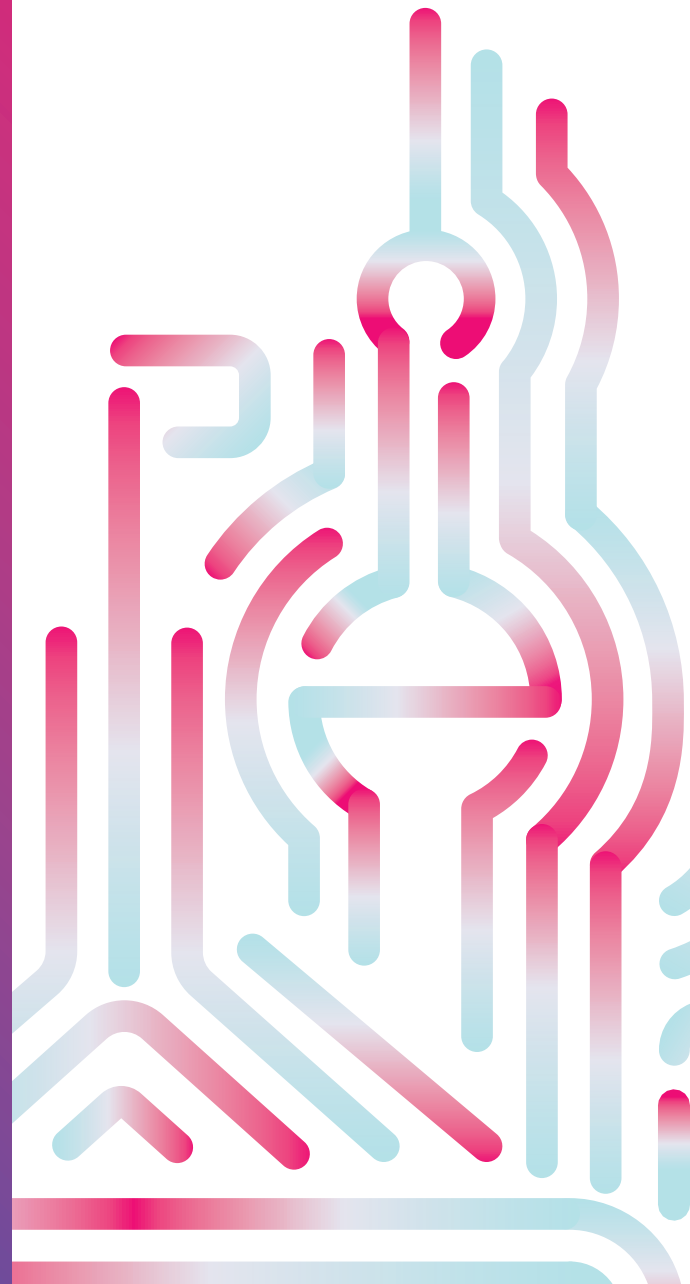
Overview

About ACBC

The Australia China Business Council (ACBC) is the premier business organisation in Australia dedicated to promoting and developing two-way trade, investment and economic cooperation with China.

Established in 1973, the ACBC is the peak body representing the Australia-China business community, and a trusted and authoritative voice on matters relating to Australia-China business.

The ACBC is a membership-based, non-profit, NGO, characterised by a leading National Branch with representative offices across all States and Territories of Australia. The ACBC works extensively with all levels of both the Australian and Chinese Government, and has deep relationships with leaders across business and industry.



Event Summary

Canberra Networking Day (CND) is the Australia China Business Council's annual member-only event held in Canberra at Parliament House. Hosted every year with the support of the Department of Foreign Affairs and Trade, Canberra Networking Day has been firmly established as a signature and premier annual event in the Australia-China bilateral business calendar.

CND presents 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.

Event Sponsors



Event Partners



Australian Government
Department of Foreign Affairs and Trade



Agenda

Opening

Registration

Welcome and Opening Remarks

The Hon John Brumby AO
HE Cheng Jingye

Panel Sessions

Panel 1: Digital disruption: e-commerce and digital marketing

Moderator:
Lee Featherby

Panellists:
Andrew Parker
James Hudson
David Hazlehurst
Nigel Stitt

Morning Tea in Mural Hall

Keynote Speaker

The Hon Jason Clare

Panel 2: International education

Moderator:
Misha Schubert

Panellists:
The Hon Phil Honeywood
Laurie Pearcey
Duncan Bentley
Sunny Yang

Keynote Speaker

Senator the Hon Penny Wong

Lunch in Mural Hall

Keynote Speaker

The Hon Chris Bowen

Closing

Panel 3: Healthcare and aged care

Moderator:

The Hon John Brumby AO

Panellists:

Carol Allen
John Paolacci
Dan Collins
Ian Wishart

**Afternoon tea
in Mural Hall**

Panel 4: Creative and performing arts and sport

Moderator:

Helen Sawczak

Panellists:

Libby Christie
David Koch
Michael Tear
Paul Currie

Keynote Speaker

The Hon Julie Bishop

Closing Remarks

The Hon John Brumby AO
The Hon Steven Ciobo

**Cocktail Reception
at Chinese Embassy**

Welcome and Opening Remarks



KEYNOTE SPEAKER

The Hon John Brumby AO

National President
ACBC

The Hon John Brumby AO was the former Premier of Victoria (2007–2010) and has immense experience in public life serving for more than 10 years as Treasurer and then Premier of Victoria, 6 years as Leader of the Victorian Opposition and 7 years as Federal MHR for Bendigo during the period of the Hawke Government.

During his time as Treasurer and then Premier, Mr Brumby forged closer links with China and Hong Kong, releasing Victoria's first ever China Strategy, visiting China on numerous occasions, opening new trade and investment offices in Nanjing and Shanghai and officially welcoming then Vice President Xi Jinping to Melbourne in 2010.

Since retiring from politics, Mr Brumby has accepted a number of appointments in both the business and not-for-profit sectors, including:

- National President of the Australia China Business Council
- Chairman of the Motor Trades Association of Australia (MTAA) Superannuation Fund
- Chairman of Citywide Service Solutions Pty Ltd
- Independent Director of Huawei Technologies (Australia) Pty Limited
- Chair of the Olivia Newton-John Cancer Research Institute
- Chairman of the Fred Hollows Foundation.

Mr Brumby is also a Professorial Fellow at both the University of Melbourne and Monash University. He is widely published on a range of issues including Federation, tax reform and China and in October 2015 released his book titled 'The Long Haul—Lessons from Public Life'.



KEYNOTE SPEAKER

Cheng Jingye

China's Ambassador to Australia

Cheng Jingye, Master's degree.

1985–1990 Attaché and Third Secretary, Department of International Organizations and Conferences, Ministry of Foreign Affairs (MFA).

1990–1993 Third Secretary and Second Secretary, Permanent Mission of the People's Republic of China to the United Nations.

1993–2000 Second Secretary, Deputy Division Director, Division Director and Counselor, Department of International Organizations and Conferences, MFA.

2000–2003 Deputy Director-General, Department of Arms Control, MFA.

2003–2005 Minister Counselor, Permanent Mission of the People's Republic of China to the United Nations.

2005–2007 Deputy Permanent Representative to the United Nations Office at Geneva and other International Organizations in Switzerland, and Ambassador Extraordinary and Plenipotentiary for Disarmament Affairs.

2007–2011 Director-General, Department of Arms Control, MFA.

2011–2016 Ambassador Extraordinary and Plenipotentiary, Permanent Representative of the People's Republic of China to the United Nations and other International Organizations in Vienna.

2016– Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to the Commonwealth of Australia.

Married with one son.



Swisse讲述了一个澳洲式成功的故事。它始于1969年的墨尔本，创始人Kevin Ring在一个简陋的仓库中成立了这家公司。从一开始，公司的使命便融入了Swisse DNA——一个让全世界所有人都生活得更健康、更幸福的梦想。

Swisse is an Australian success story. It all began with founder Kevin Ring in a small Melbourne warehouse in 1969. From the outset, our mission was embedded in the Swisse DNA – a dream to make people all over the world healthier and happier.

过去40余年，Swisse基于传统经验和科学研究，不遗余力地投入在优质选材和产品配方的研发上。如今，Swisse产品类别已经从最畅销的男士和女士复合维生素及膳食补充品延伸到运动营养品、护肤品和功能食品领域。并在澳洲和中国取得市场领先地位。

For over 40 years, Swisse has been investing in products formulated with premium quality ingredients based on traditional evidence and scientific research. Today, the Swisse product range stretches from top selling men's and women's multivitamins and dietary supplements, to sports nutrition, skincare and functional foods, and has become a leading brand in the both Australian and Chinese market.



Always read the label. Use only as directed. Vitamin supplements should not replace a balanced diet.



Panel 1

Digital disruption: e-commerce and digital marketing

With more than 770 million internet users, and 120,000 new users joining every day, China now has as many digital natives as the US has total internet users. Last year 533 million Chinese people shopped online, and most of them did so on a mobile phone. And when it comes to innovation and technology, China already tops worldwide filings for patents, trademarks and industrial designs, and the OECD predicts that China will overtake the US as the world's largest spender on R&D.

What are the opportunities for Australia as the Chinese economy shifts to a consumption basis and the Chinese middle class rises?

What are the trends in e-commerce, marketing and consumer behaviour?

How is the Chinese digital landscape different from Australia?

How will Australian companies and Government agencies adapt to this new digital economy in China?



MODERATOR

Lee Featherby

CEO
PowerfulPoints

Lee Featherby began working with presentations over 30 years ago. In 2003, he founded PowerfulPoints, specifically to address what he saw was a strong need for organisations to improve their presentations. Since then he has designed presentations for some of Australia's, and the world's, most prestigious companies...organisations like McDonalds, Visa, Coca Cola, GE and Microsoft. Seven of the ASX top 10 companies come to PowerfulPoints for either presentation design or training.

Lee started creating presentations for Chinese audiences in 2013. PowerfulPoints has created the Crew Induction video, in Mandarin, for McDonalds China and worked with both Australian and Chinese companies in the creation of presentations and videos in both languages.

In 2015, PowerfulPoints established an office in Shanghai to provide a local presence to both large and small companies wanting to tell their stories to both Chinese and Australian audiences. He has a wealth of experience in helping companies sell their products and services in both countries.

IN CHINA, IT'S REALLY IMPORTANT TO GET YOUR MESSAGE ACROSS.



As we all know, China is a market with huge potential. It's also highly contested. The entire world has its eyes on the prize. To be successful, you need to promote your product or service better than the rest but cultural and language issues present challenges.

At PowerfulPoints we have been working with Australian companies doing just that for 5 years. We even have an office in Shanghai to support them! We have native speaking Chinese copywriters and designers who understand the market and how to communicate to the Chinese so you can really get your message across and achieve that success.

Speak to us as to how we can help you get your message across.

+61 2 8212 4573
info@powerfulpoints.com.au
www.powerfulpoints.com.au
www.powerfulpoints.com.cn





PANELLIST

Andrew Parker

Executive General
Manager International
Australia Post

Andrew is the Executive General Manager, International Services at Australia Post. He is currently on secondment from PricewaterhouseCoopers where he leads the Australian Firm's Asia Practice. Andrew joined Price Waterhouse in 1985, became a partner in 1999 and spent 12 years in PwC's London, Moscow and Jakarta offices. He has had a long association with Asia having lived and worked in Indonesia and was the leader of PwC's Asian telecoms industry team until 2012, a role he held for nearly 10 years.

He is a Director of China Matters, and the Australia Indonesia Centre at Monash University, an Executive Committee Member of the Australia Japan Business Cooperation Committee and a member of the Advisory Board of the Asia Society.

He is a regular commentator in the media and presenter at forums on Asian trade and investment in Australia and Australian trade and investment in Asia; and was the lead author of PwC's landmark report on Australia's lack of business investment in Asia titled "Passing us by"



PANELLIST

James Hudson

Director of Corporate
Affairs & Marketing
Alibaba Group

Prior to joining Alibaba Group, James was the Chief Executive Officer of the Australia China Business Council's NSW Branch supporting member companies in their trade, investment and business engagement with China. Prior to joining ACBC, James worked at Commonwealth Scientific and Industrial Research Organisation (CSIRO) as the China and East Asia Adviser providing guidance to the organisation on its strategic science partnerships, and commercialisation and licensing activities with the Asian region.

James studied Chinese and economics at the University of London and spent four years living, studying Chinese and working in Beijing. James has been appointed to a number of Advisory Board and Ambassador roles for various organisations including the Asia Education Foundation, the China Australia Millennial Project, AsiaRecon, Asian Football Cup and Austrade's Approved Destination Status Advisory Panel.

James is proficient in Mandarin and a strong advocate for deeper relations and building Asia capability in Australia.



PANELLIST

David Hazlehurst

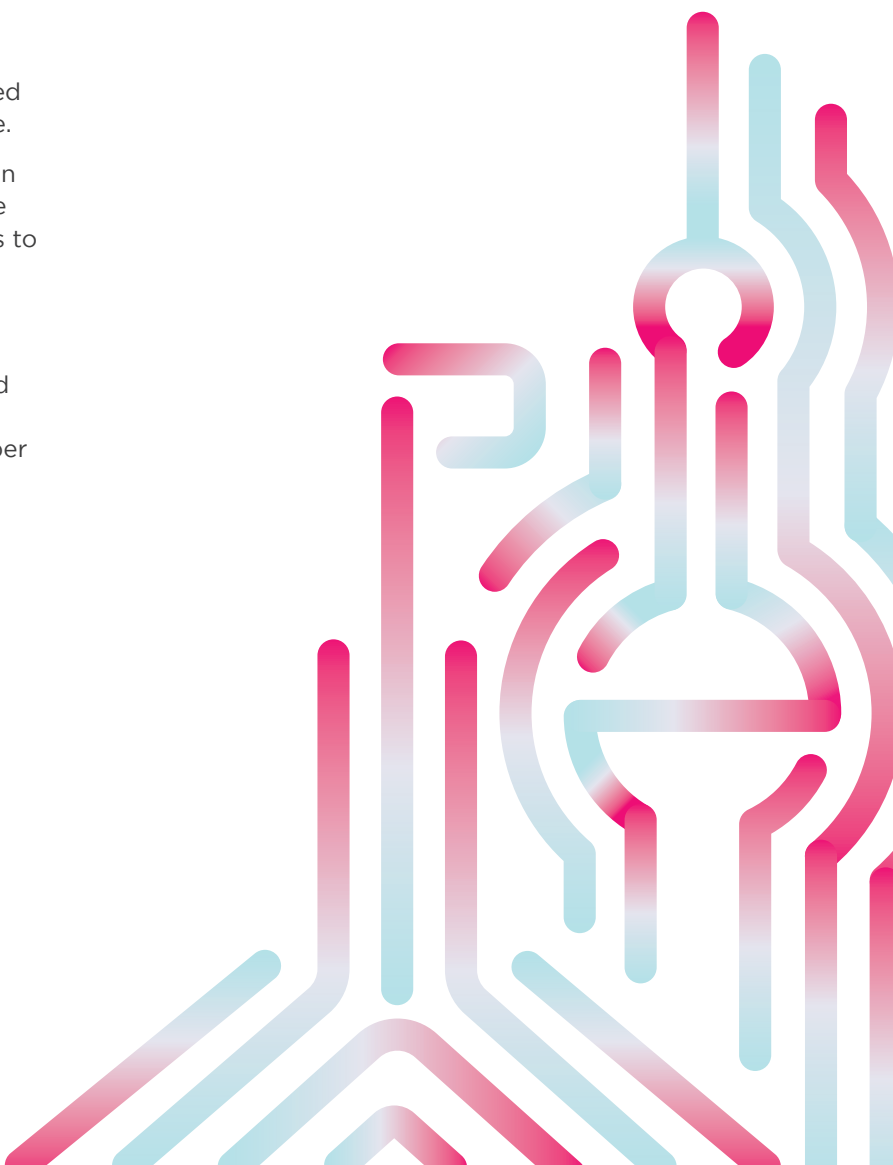
Deputy CEO, Business,
Partnerships & Support
Austrade

David joined Austrade as Deputy CEO, Business, Partnerships and Support in January 2018. He is responsible for strategy and business transformation, partnerships, digital and IT, and corporate and ministerial services.

During 27 years in the Australian Public Service, David has held senior appointments in the Departments of Prime Minister and Cabinet, the Treasury, and the Education and Family & Community Services portfolios. His roles have spanned policy development, research and analysis, and service delivery. He has led teams advising Prime Ministers on economic and industry policy, the Federal Budget and the Council of Australian Governments. He also drove initial implementation of the Australian Government's digital transformation agenda and was appointed interim CEO of the Digital Transformation Office.

As a Deputy Secretary in the Industry, Innovation and Science portfolio David led AusIndustry, the delivery hub for Australian Government services to business, Digital Strategy and Operations, and implementation of the Government's National Innovation and Science Agenda.

David holds Bachelor Degrees in Economics and Law (Hons), and a Masters of Public Policy from the Australian National University. He is a member of the Council of the Institute of Public Administration (ACT Division).



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Keynote Speaker



PANELLIST

Nigel Stitt

Head of sales Australia
/New Zealand, Global
Enterprise Services
International Telstra

Nigel Stitt is the Head of Sales Australia/New Zealand of Global Enterprise Services - International, where he is responsible for overseeing Telstra's global business solutions into multinational companies within Australia who are expanding outside of Australia. His role includes managing and developing Telstra's relationships with these clients while managing a portfolio of \$230M in revenue.

Prior to Telstra, Nigel was the CEO of Pacnet Australia and New Zealand, an Asian headquartered provider of connectivity, managed services and data centres. Pacnet was acquired by Telstra in 2015 and Nigel played a key role in the integration.

Nigel has 25 years of experience leading roles in business and marketing in the ICT sector. Nigel has worked across industries including Global Multinationals, Federal and State Governments, enterprise and SME market places including strong focuses on the retail and E health industries.

Nigel holds a Bachelor of Arts from the University of Tasmania and an MBA from Charles Sturt University.



KEYNOTE SPEAKER

The Hon Jason Clare

Shadow Minister for
Trade and Investment
Shadow Minister for Resources
and Northern Australia

Jason was born and raised in Western Sydney where he attended Cabramatta Public School and Canley Vale High School before graduating with a Bachelor of Arts (Honours) and a Bachelor of Laws from the University of New South Wales.

Before entering Parliament he worked as a senior adviser to NSW Premier Bob Carr and as an executive at Transurban, one of Australia's top 20 listed companies.

In 2007, Jason was elected as the Federal Member for Blaxland. In 2009, he was appointed Parliamentary Secretary for Employment. In 2010, he was appointed Minister for Defence Materiel. In 2011, he was appointed Minister for Home Affairs and Minister for Justice. Following the 2013 election, Jason was appointed Shadow Minister for Communications. In 2016, he was appointed Shadow Minister for Trade and Investment and Shadow Minister for Resources and Northern Australia.



Panel 2

International education

More than half a million international students enrolled in higher education in Australia this year, with 40% of them from China, marking a 12% increase from 2017. International education contributes \$31 billion to the Australian economy through tuition fees, tourism and living costs. After the success of ChAFTA, the future of bilateral trade is in services – education, tourism, healthcare, professional services. The sale of services requires much more than arms-length transactional relationships that are used to sell commodities. Services require deep relationships at every level – government to government, business to business and person to person.

How important are Chinese students to the income of tertiary institutions?

How does Australian higher education cater for international students?

What are the opportunities and challenges faced by world-ranked institutions with international students?

How do Australians leverage the presence of 232,000 Chinese international students?

What role can business play in this sector?



MODERATOR

Misha Schubert

Director of Strategic
Communications
Universities Australia

Misha Schubert is Director of Strategic Communications for Universities Australia, the peak body representing the sector's 39 universities.

During her career covering federal politics from the press gallery in Canberra, she served as National Political Editor for The Sunday Age, political correspondent for The Age, a reporter for The Australian, and a regular commentator on ABC TV's Insiders and Sky News Agenda.

She is also a former Director of Communications for the Recognise movement and is a Director and Vice President of the National Press Club of Australia.



PANELLIST

The Hon Phil Honeywood

CEO
**International Education
Association of Australia**

Honourable Phil Honeywood is CEO of the International Education Association of Australia (IEAA).

He was a Member of the Victorian State Parliament, Australia, for 18 years (1988–2006). During this period Phil served as the Victorian Minister for Tertiary Education, Training and Multicultural Affairs and was Deputy Leader of the Opposition 2002–2006.

Since 2006, Phil was Marketing Director and CEO at Stott's Business College and Cambridge International College, Melbourne. He also served on the Governing Council of Swinburne University of Technology.

Phil is Convener of the National Council for International Education and a member of the Higher Education Standards Panel, New Colombo Plan Steering Committee and the Education Visa Consultative Committee.



PANELLIST

Laurie Pearcey

Pro-Vice-Chancellor
(International)
UNSW

Laurie Pearcey is Pro-Vice-Chancellor (International) at UNSW Sydney. Laurie is responsible for delivering the global impact pillar of UNSW's 2025 Strategy.

Prior to his appointment, Laurie served in a range of roles at UNSW and led the development of UNSW's China and India Priority Country Strategies which resulted in a range of major outcomes including the establishment of the \$1 billion Torch Innovation Precinct. Laurie has also served as the Executive Director of the International Office and the Director of the Confucius Institute at UNSW.

Laurie was the Chief Executive Officer of the Australia China Business Council prior to joining UNSW. Appointed to the CEO role at just 25, he led the Council's strategic engagement with the Chinese and Australian Governments and represented the collective interests of major industry stakeholders in the Sino-Australian trade and investment relationship.

A fluent Mandarin Chinese speaker, Laurie is a respected commentator on the Chinese political economy, Australia's relationship with China and higher education issues contributing regularly to major media organisations including the ABC, Channel NewsAsia, Fairfax, News Limited, Xinhua News and the People's Daily.



PANELLIST

Duncan Bentley

Deputy Vice-Chancellor
Swinburne University

Professor Duncan Bentley is Deputy Vice-Chancellor (Academic) at Swinburne University of Technology, headquartered in Melbourne, Australia. He also serves on the Board of Swinburne (Sarawak) in Malaysia and oversees Swinburne's offshore partnerships and operations. Professor Bentley's career has centred on internationalisation and innovation in education. He has recently launched an ambitious Learning Transformation Strategy at Swinburne. Focused on creating employability and an outstanding student experience for the globally diverse cohorts of Swinburne students it is designed to deliver qualifications and microcredentials in a form and place that suits each stage of the learners' lifelong journey.

Professor Bentley has held senior executive positions in public, private and dual sector universities across Australia for twenty years. He is one of the leading international scholars in taxpayers' rights, a Fellow of the Academy of Law and an Honorary Fellow of the South African Institute of Tax Practitioners. Professor Bentley plays an active role in professional and community bodies and has served as a director of several not-for-profit and start-up companies.

Keynote Speaker



PANELLIST

Sunny Yang

Associate Vice-President, Student
Recruitment & Admissions
Monash University

Sunny Yang is the Associate Vice-President (Student Recruitment and Admissions) at Monash University.

Her responsibilities include the attraction and admissions of qualified Australian and international students into Monash's vast range of undergraduate and postgraduate courses as well as the many pathway options. Current student enrolments are over 78,000 at the university (>23,000 are international students onshore and another 10,000 offshore) and more than 13,000 at the pathway college.

In the 8 years at Monash, she oversaw a doubling of Monash University Australia and its pathway college's international student numbers and has built up strong market positions for Monash in many major Asian markets such as China, India, Malaysia, Indonesia, Vietnam, Hong Kong and Sri Lanka.

Prior to joining Monash, Sunny worked for the South Australian Government in economic development, export, skills and business migration areas for 10 years. She has significant senior level experience and expertise in global market development, international business, industry engagement, government policy, legislation and major public program delivery.

Sunny lived and worked in various cities in China before she moved to Australia.



KEYNOTE SPEAKER

Senator the Hon Penny Wong

Shadow Minister
for Foreign Affairs

Penny is the Shadow Minister for Foreign Affairs and a member of the Parliamentary Joint Committee on Intelligence and Security.

Penny was born in Malaysia and moved to Adelaide with her family as an eight year old where she now lives with her partner and their two daughters.

Before entering politics Penny worked for a union, as a ministerial adviser in the NSW Labor Government, and as a lawyer.

Penny was elected to the Senate in 2001 and took her seat in 2002.

Following the election of the Labor Government in 2007 Penny was appointed the Minister for Climate Change and Water and later served as Minister for Finance and Deregulation.

In 2013 Penny was appointed Leader of the Government in the Senate. After the change of Government she was appointed Leader of the Opposition in the Senate. Penny is the first woman to hold both these roles.



KEYNOTE SPEAKER

The Hon Chris Bowen

Shadow Treasurer

Chris Bowen entered Parliament in 2004 and has held a wide range of portfolios including serving as Treasurer, Minister for Human Services, Minister for Immigration, Minister for Financial Services, Assistant Treasurer, Minister for Competition Policy, Minister for Small Business and Minister for Tertiary Education. Chris has been responsible for a range of significant policy reform programs in these portfolios.

He served as Interim Leader of the Labor Party and Acting Leader of the Opposition following the 2013 Federal election and has been Shadow Treasurer since 2013.

Chris served on Fairfield Council for nine years and is a former Mayor and president of the Western Sydney Councils (WSROC).

He has a Bachelor of Economics degree, a Masters Degree in International Relations and is in the final stages of completing a Diploma in Modern Languages (Bahasa Indonesia).

He lives in Smithfield with his wife (Rebecca), two children (Grace and Max) and Ollie the Labrador.



Panel 3

Healthcare and aged care

At the 19th National Party Congress, President Xi Jinping made health and wellbeing a national priority with a grand ambition to raise China's average life expectancy. China's elderly population is forecast to double in the next two decades, and the affluent rising Chinese middle class is looking for quality health products and lifestyle services. Australia shares the challenge of an ageing population and is respected globally as a leader in health systems, products and services. Recent Chinese investments in Australian companies such as GenesisCare and Swisse Wellness demonstrate China's interest in learning from Australia's experience in these areas.

How can we continue to develop our competitive advantages in health systems, products and services?

What are the challenges and opportunities for health companies setting up in China?

What are the optimal methods for selling health products in China: via online, distributors or bricks and mortar shops?

How important are partnerships and connections with government in this sector?

What are the major public health issues which China and Australia will face in the future?

What role can philanthropy and corporate social responsibility play in this industry?



MODERATOR

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National President
ACBC

The Hon John Brumby AO was the former Premier of Victoria (2007–2010) and has immense experience in public life serving for more than 10 years as Treasurer and then Premier of Victoria, 6 years as Leader of the Victorian Opposition and 7 years as Federal MHR for Bendigo during the period of the Hawke Government.

During his time as Treasurer and then Premier, Mr Brumby forged closer links with China and Hong Kong, releasing Victoria's first ever China Strategy, visiting China on numerous occasions, opening new trade and investment offices in Nanjing and Shanghai and officially welcoming then Vice President Xi Jinping to Melbourne in 2010.

Since retiring from politics, Mr Brumby has accepted a number of appointments in both the business and not-for-profit sectors, including:

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- Chairman of the Fred Hollows Foundation.

Mr Brumby is also a Professorial Fellow at both the University of Melbourne and Monash University. He is widely published on a range of issues including Federation, tax reform and China and in October 2015 released his book titled 'The Long Haul—Lessons from Public Life'.



PANELLIST

Carol Allen

CEO
Sapphire International Holdings

Carol Allen is one of the founding Board Members of Sapphire Holdings Group established in 2003 to operate Aged Care services in Australia. From 2006 to 2015, Carol was BlueCross' CEO and Executive Director. She was responsible for the operations of Residential and Care at Home services, marketing and human resources. Carol has also been a director of the BlueCross Board since 2005 until 2016. In 2015 she became the CEO of Sapphire International Holdings to oversee the international strategy and operation.

With more than 30 years' experience in the community sector Carol's passion is to change the way aged care is delivered; She has now formed a team of highly committed and experienced managers who share her vision and are working with her to take this vision into China.

On 16 May 2017 Sapphire Holdings Group and Sungin, a subsidiary company of the Fosun Group, signed a JV agreement at the Shanghai Bund Financial Centre on 16 May 2017. This marks our entry into the China Market providing Residential Aged Care based on the Australian standards and Sapphire's "model of care" including quality standards, policies and procedures and will together develop a 100 bed high-end aged care centre the Fragrant Hill Mansion in Beijing, which is expected to open in July 2018

Carol holds a Bachelor of Education and a Graduate Diploma in Research and Development. Carol is a Director of Sapphire Holdings Group and Sapphire Care and is also on the Board of The Bays Hospital and Aged Care and Art Building Children's Dreams, a Not-for-Profit organisation supporting early childhood education for children in need.



PANELLIST

John Paolacci

Partner
ShineWing Australia

John leads the Health and Aged Care Industry team at ShineWing Australia advising a number of leading health organisations, residential aged care facilities and retirement villages.

With more than 25 years' experience in the sector, John's understanding of the trends and regulatory changes affecting the industry is considerable. He leverages this knowledge on every engagement, assisting his clients to make strategic and commercial decisions with confidence.

John's expertise takes in all aspects of business and financial management, including benchmarking, viability and profitability analysis for existing facilities, and financial modelling of the construction, funding and operation of new and expanded facilities.

Being part of an international network with the largest indigenous accounting firm in mainland China, John and ShineWing Australia partners benefit from the insights and local knowledge made available to them by their partners in China. This enables John to make the right connections in China, identify inbound and outbound opportunities, and qualify these opportunities to maximise the chances of success.

An experienced business advisor, John sits on various committees and boards. He is member and former Chair of the CPA SME Committee, Director of the Mental Health Foundation of Australia, Director of the Greek Australian International Legal and Medical Conference Ltd and advises the boards of private companies.

John is a frequent presenter on aged care, taxation and accounting topics to members of the Institute of Chartered Accountants, CPA Australia, International Medical/Legal Conference, Australian International Education Conference, TAFE Directors Australia Convention and industry associations including the Australian Medical Association and Aged Care Associations.



PANELLIST

Dan Collins

Founder and Managing Director
GenesisCare

In just 14 years, Dan has led GenesisCare from one cardiology clinic in Brisbane, to become a global leader in cancer care and heart care treatment and services, with 2500 employees across more than 100 locations. The group delivers public services in partnership with local Governments in 18 of these centres and leads or participates in more than 150 clinical trials.

Now the largest private cancer service provider in Australia and also Europe, GenesisCare has exciting plans to enter the Chinese market, partnering alongside China's leading healthcare institutions. GenesisCare is backed by a consortium comprising China Resources Group and Macquarie Capital.

growth: Aus-China economic corridor

US\$91 billion **US\$59 billion**

invested from China into
Australia since 2005*

invested by
ShineWing clients

48 offices **12** countries **294** partners **7,000** people

Australia | Mainland China | Egypt | Hong Kong | India | Indonesia
Japan | Malaysia | Pakistan | Singapore | Thailand | United Kingdom

Accountants & Advisors



PANELLIST

Ian Wishart

CEO

The Fred Hollows Foundation

Ian Wishart is one of Australia's most experienced international development leaders. He has spent the past 28 years involved in virtually every aspect of aid and human rights including emergency relief operations, long term development and influential policy and advocacy initiatives. Ian joined The Fred Hollows Foundation as its new CEO on March 5, 2018. He comes to The Fred Hollows Foundation from Plan International Australia, where he was CEO since 2001. Plan is an international development organisation committed to the advancement of child rights and equality for girls.

Ian led Plan International Australia's transformation from a \$10m operation into a \$63m organisation. He also served in the global leadership of the Plan International federation, as both chair of their national CEO team and on their global management committee, and oversaw the organisation's successful market entry into Hong Kong.

Ian started his development career at World Vision Australia, initially as an emergency relief officer deployed to the major emergency hot spots of the early 1990s. Later, he managed the humanitarian response team before spending three years as World Vision's Country Director in Laos, after which he served as an advisor to the CEO. Ian's country experience is extremely diverse and includes such places as Cambodia, Laos, Ethiopia, Eritrea, Kenya, South Sudan and Rwanda.

Ian has also been a leader in the sector as a former Vice President and Director of the Australian Council for International Development (ACFID), the peak council for Australia aid and development organisations.

Ian credits his lifelong passion for international development to his experience of growing up in Port Moresby, Papua New Guinea as a teenager in the 1970s. Ian holds a Science Degree from the Australian National University, a Graduate Diploma in Education from Canberra University and an Executive MBA from Mt Eliza Business School. He is also a graduate of the Australian Institute of Company Directors and the AsiaLink Leadership Program.





Panel 4

Creative and performing arts and sport

Services are predicted to be the future of bilateral trade and investment, which require a deeper people to people connectivity and understanding. Culture has a potentially huge role to play in building a bridge between culturally and linguistically diverse communities. Last month saw the second AFL Premiership game played in Shanghai, as well as the Melbourne Symphony Orchestra on tour to six Chinese cities. Later this year the Australian Ballet will go on tour to China and last year the Chinese National Ballet also visited Australia. Australia has a longstanding film coproduction agreement with China and the Federal Government recently announced a new \$140 million fund to boost the location offset for foreign film productions in Australia.

What are the benefits of cultural exchange with our number one trading partner?

What role can cultural industries play to enhance the bilateral relationship, and what are the surrounding commercial opportunities?

How important is government engagement in this sector and what can Government do to support cultural bodies?

How is content best developed for diverse audiences and marketed?



MODERATOR

Helen Sawczak

National CEO
ACBC

Helen started her career as a corporate lawyer at international law firms both in Australia and overseas. In Australia, Helen worked in the China practice of MinterEllison, and then moved to Moscow and Kazakhstan to work for Clifford Chance, acting for European and American clients participating in the privatisation of former Soviet state industries.

After returning to Australia, Helen worked as in-house counsel with Alcoa and Telstra, and then moved into senior management roles at Australia Post and ANZ Bank. Helen studied Mandarin throughout her secondary and tertiary education, which included three long-term study trips to Nanjing University and Fudan University in Shanghai. More recently Helen undertook Chinese postgraduate studies at the University of Melbourne and graduated in 2016 with First Class Honours.

The Australia China Business Council is a membership based organisation dedicated to promoting trade and investment between Australia and China. ACBC has a Branch in every Australian State and Territory, holding hundreds of information and networking events each year to assist Australian and Chinese companies to connect.



PANELLIST

Libby Christie

Executive Director
The Australian Ballet

Libby Christie was appointed to the position of Executive Director of The Australian Ballet in July 2013.

Prior to taking up her current role at The Australian Ballet, she acted as CEO of the Australia Council from December 2012 to May 2013, and prior to that occupied the position of Executive Director of Arts Funding at the Australia Council for the Arts from 2009 to 2012. In this position she was responsible for funding programs supporting and promoting the practice and enjoyment of Australian arts in the fields of music, literature, visual arts, theatre, dance, community partnerships and emerging and experimental arts.

From 2003 to 2009 Libby was Managing Director of the Sydney Symphony. In addition to its mainstage performances at the Sydney Opera House, the Sydney Symphony's annual program includes composer commissioning, an extensive education program to develop appreciation of music among new and young audiences, an internationally recognised young and emerging artist development program and regular regional and international tours.

A graduate in Arts and Adult Education from Sydney University and the Canberra College of Advanced Education (now University of Canberra), Libby started her career in the further education and tertiary education sector where she worked as an adult educator in the ACT.

Before joining the Sydney Symphony, Libby held senior management roles in the technology and telecommunications sector. From 2000 to 2002 Libby was President for the Asia Pacific region for the global leader in online recruitment, Monster.com. Prior to this role, she held senior positions in sales, marketing and business development in the Australian telecommunications industry in both Optus Communications and Telstra.



PANELLIST

David Koch

Chairman
Port Adelaide Football Club

David Koch, otherwise affectionately known by the public as Kochie, is one of Australia's most recognised and respected faces. Australians have been waking up with Kochie for over 15 consecutive years, as the co-host of Australia's number one breakfast television program, Seven Network's Sunrise.

Before Sunrise, David was a (self-proclaimed) finance nerd who studied to be an accountant and started as a cadet on the business pages of The Australian newspaper before joining BRW magazine soon after its launch in the early 1980s. David is one of Australia's foremost business and finance commentators; he still maintains his passion for money writing finance columns for a number of News Limited newspapers, including The Daily Telegraph and Herald Sun. He is also the host of Channel 7's TV program 'Kochie's Business Builders' which is owned and produced by his own family company Pinstripe Media.

David has been Chairman of Port Adelaide AFL Club since 2012, with the goal to steer the organization out of crisis and back on the road to sustained success both on and off the field. Since his appointment, Port has transformed the AFL landscape with their exceptional game day experience, fitness levels, supporter interaction and China engagement – a benchmark for the league!

A supporter of Father Chris Riley's Youth off The Streets with his wife Libby acting as a YOTS ambassador and director of YOTS Overseas Relief Funds, while also being the patron of the YOTS managed Koch Centre For Youth at Macquarie Fields





PANELLIST

Michael Tear

CEO
Wildbear Entertainment

Michael was Managing Director and co-founder of Bearcage before becoming CEO of WildBear. As Producer and Executive Producer, Michael's career spans award-winning television, government and commercial productions, including a recent move into feature films.

Michael has produced commissioned programs for leading international & Australian broadcasters including, National Geographic, Discovery, Arte, ZDF, CCTV, PBS, Blue Ant Media, Beijing TV, ABC (Australia), FOXTEL (Australia) and Nine Entertainment Company (Australia).

As an Executive Producer Michael has been involved in over 200 hours of television most recently including Hunt for Tassie Tiger and Snake Boss for Discovery; The Kangaroo King and Borneo's Secret Kingdom for National Geographic, M.A.D World For American Heroes Channel and Changed Forever for History Channel Australia.

Michael has had an extensive involvement with China serving as Executive Producer on The Story of Australia (CCTV); The War That Changed The World (CCTV); Colours of China (CICC, ZDF, NZFC); A Tale of Two Cities (BTV); The Long March (CCTV).

Michael was an Executive Producer on feature film The Babadook (2013, dir. Jennifer Kent, Official Selection at Sundance Film Festival 2014).

Michael currently serves as President of Screen Producers Australia.



PANELLIST

Paul Currie

Director & Co-Founder
Lightstream Pictures

Paul is a founding shareholder of Lightstream Pictures. His directing and producing work spans commercials, TV series, feature films and the staging of large live events. Paul directed and produced ONE PERFECT DAY, for which he was awarded Best Debut Director from the Screen Directors Association of Australia. Early in his career, Paul also produced the Australian action feature film UNDER THE GUN, and co-authored the best selling book, A HERO'S JOURNEY (forwarded by Bryce Courtney, author of THE POWER OF ONE). Paul directed the acclaimed documentaries LIONHEART - THE JESSE MARTIN STORY and EVERY HEART BEATS TRUE: THE JIM STYNES STORY and also served as Creative Director for World Reconciliation Day, a live and multi-camera broadcast event that featured Nelson Mandela and Rubin 'Hurricane' Carter. Paul was nominated as Australian of the Year for co-founding a charity organization called Reach Youth, which has affected the lives of over 500,000 young Australians.

Paul directed the ABC TV series TWENTY-SOMETHING and Executive Produced the cop thriller RAMPART, written by James Ellroy and starring Woody Harrelson, Sigourney Weaver and Robin Wright, and MAX ROSE starring Jerry Lewis. He produced the fantasy adventure film THE KING'S DAUGHTER with Bill Mechanic starring Pierce Brosnan and William Hurt. Paul also co-produced DAVID ATTENBOROUGH'S GREAT BARRIER REEF documentary and he also just finished the psychological thriller 2:22, which he directed and produced that has Michiel Huisman and Teresa Palmer starring in the leading roles. Recently Paul again collaborated with Bill Mechanic producing the highly acclaimed and Academy Award winning Mel Gibson directed HACKSAW RIDGE, which stars Andrew Garfield, Vince Vaughn and Sam Worthington. He also produced the large budget Chinese film that was shot in Australia BLEEDING STEEL starring Jackie Chan and also the Chinese/Australian Co-Production titled THE LONGEST SHOT. Paul also recently just completed directing the live action opening and ending of LEGO: NINJAGO, which also stars Jackie Chan.

Keynote Speaker



KEYNOTE SPEAKER

The Hon Julie Bishop
Foreign Minister of Australia

Julie Bishop is the Minister for Foreign Affairs in Australia's Federal Coalition Government. She is also the Deputy Leader of the Liberal Party and has served as the Member for Curtin in the House of Representatives since 1998.

Minister Bishop was sworn in as Australia's first female Foreign Minister on 18 September 2013 following four years in the role of Shadow Minister for Foreign Affairs and Trade.

As Minister for Foreign Affairs, Minister Bishop led the development of the 2017 Australian Foreign Policy White Paper - the first review of Australia's international engagement for 14 years. The Foreign Policy White Paper sets out a comprehensive policy framework to ensure Australia's prosperity and security over the next decade and beyond.

Minister Bishop has overseen the single largest expansion of Australia's overseas diplomatic presence in 40 years, introduced the New Colombo Plan to support Australian undergraduate students to study and undertake internships in the Indo-Pacific region, and established the innovationXchange within the Department of Foreign Affairs and Trade to develop bold and creative solutions to long standing development challenges.

She has strengthened Australia's key strategic and economic relationships and enhanced Australia's engagement with Pacific Island countries, including normalising relations with Fiji, leading international recovery and reconstruction efforts in Vanuatu and establishing a school of government in Papua New Guinea.

Minister Bishop promoted Australia's interests at the United Nations Security Council, playing a lead role in the international response to the downing of Malaysian Airlines flight MH17 over Ukraine for which she was awarded the Commander of the Order of Merit of the Netherlands Ministry of Foreign Affairs, in 2014.

She previously served as a Cabinet Minister in the Howard Government as Minister for Education, Science and Training and as the Minister Assisting the Prime Minister for Women's Issues. Prior to this, Minister Bishop was Minister for Ageing.

Minister Bishop has also served on a number of parliamentary and policy committees including as Chair of the Joint Standing Committee on Treaties.

Before entering Parliament Minister Bishop was a commercial litigation lawyer at Perth firm Clayton Utz, becoming a partner in 1985, and managing partner in 1994.

Minister Bishop graduated with a Bachelor of Laws from the University of Adelaide in 1978 and attended Harvard Business School in Boston in 1996, completing the Advanced Management Program for Senior Managers. In 2017, the University of Adelaide awarded Minister Bishop the Honorary Degree of Doctor of the University for her contribution to Australian parliamentary service.

Closing Remarks



CLOSING REMARKS

The Hon Steven Ciobo

Minister for Trade,
Tourism & Investment

The Hon Steven Ciobo MP is Australia's Minister for Trade, Tourism and Investment.

A member of the Australian Cabinet, he is the Minister responsible for four government agencies that employ 6,000 officials and have a combined annual budget exceeding AUD 6 billion.

Minister Ciobo is pursuing the most ambitious trade agenda in Australia's history. Since becoming Trade Minister in February 2016 he has concluded four trade agreements covering 19 countries. Minister Ciobo is developing a Single Window for International Trade to put technology and business at the heart of making exporting easier. And, together with his Japanese and Singaporean counterparts, he is leading work on a plurilateral agreement on digital trade with more than 80 members of the World Trade Organisation.

As Investment Minister, Minister Ciobo engages with the international investment community to promote and facilitate foreign investment into Australia. Since his appointment, the total stock of foreign investment has risen by more than \$230 billion. In his previous role as Parliamentary Secretary to the Treasurer Minister Ciobo assessed more than 800 applications for business investment under Australia's foreign investment framework.

Minister Ciobo has delivered record revenue for Tourism Australia, allowing the agency to promote Australia overseas like never before. The Australian tourism industry is welcoming a record number of tourists who are staying longer and spending more. In 2018 he introduced the Boosting Business Events Bid Fund to target the highest yielding segment of the tourism sector.

This is Minister Ciobo's fourth front bench role. He also served as a Shadow Minister in the Nelson, Turnbull and Abbott Oppositions. Minister Ciobo has previously served as Australia's Alternate Governor to the World Bank, the Asian Development Bank and the European Bank for Reconstruction and Development.

Before entering the Australian Parliament as the Federal Member for Moncrieff in 2001 Minister Ciobo built a professional career as an executive in the economic reform unit at international firms Coopers & Lybrand and, later, PricewaterhouseCoopers. He holds a Bachelor of Commerce and a Bachelor of Laws from Bond University, as well as a Master of Laws from the Queensland University of Technology.

Minister Ciobo is married with two children.

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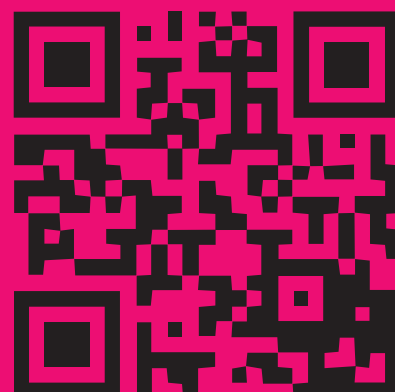
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