

# CHINA IN TOUCH



An ACBC Northern Territory Newsletter

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## NT President's observations

Last week I spoke at the ASEAN conference in Nanning and attended a series of provincial level meetings with Governors, Mayors and other senior departmental staff from the far north west to the far West and south West of China. In addition I represented the Australia China Business Council, and the NT, at the Silk Road Chambers of International Commerce general and executive meetings in Xi'an. I spoke at length of the compatibility of BRI policies and the Develop the North agenda.



I used these speaking opportunities as an opportunity to promote the interests of the NT. The China-wide Belt and Road Initiative (BRI) policy framework is encouraging all jurisdictions – city and provincial – to develop BRI engagement projects. This opens many more opportunities for NT to engage with potential Chinese investors and tourists.

One clear focus has emerged from these meetings and conference events.

There is little concern with how the world interacts with China. The primary focus is how China will interact with the world. The Belt and Road Initiatives are a central to this

growing confidence and certainty.

Surprisingly, Presidents Trumps speech to the UN has given a boost to this approach as Trump suggested that national sovereign State interests were more significant that sovereign state co-operation. It's a message President Xi Jinping will cheerfully take to the Party Congress meeting on October 18.

China has moved remarkably quickly from being a pawn in the international economy and from the sense of historical victim-hood that drove Chinese patriotism a decade ago. Now China sees itself as a significant economic player – albeit excluded from much of the architecture of the Western global economic management. Denied access that matches Chinas economic might, China is now moving to rewrite some of this global architecture and insert new rules and structures.



Shaanxi Governor Hu

The Chinese architecture of e-commerce in Asia via WeChat and AliPay is extended into Eurasia and Eastern Europe. Business cannot afford to be excluded from this architecture with its slightly different payment gateways and processes. Organisations like the Silk Road Chambers of Commerce are directly involved in assessing and managing this architectural design.

The old desire for assistance, for access to Western expertise on problems in agriculture, in health services, in care for the elderly, in the delivery of services to areas of both decreasing population densities and increasing population densities has not gone away. It has been re clothed with more confident colours. Knowledge and cooperation is sought to compliment work already being done whereas in the past cooperation was often used to replace work and processes, or initiate entirely new approaches.

This is not the grab and copy approach that was thinly disguised as cooperative technology transfer. President Xis vision

of designed in China has moved to what we might call Conceived in China.

This confidence is captured in the Belt and Road Initiatives. The West remains fixated on the infrastructure aspects of this policy but this is just the tip of the iceberg. These policy initiatives bring together a raft of procedural, regulatory and attitudinal changes. It is in this context that makes Belt and Road so significant and unstoppable. It is something that President Trump has recognised viscerally in his speech to the United Nations and we can expect to see President Xi expand on this theme in October.

Daryl Guppy,  
President, NT Branch ,  
Newsletter editor

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## China Culture Notes – MID-AUTUMN FESTIVAL (Zhong Qiu Jie 中秋节)

The Chinese Moon Festival is also known as the Mid-autumn festival. This festival is held on the 15th day of the 8th lunar month. The official China holiday starts on October 4.

This is a very important holiday. In terms of significance it is similar to Christmas, with continuous gift giving of moon cakes. Families and friends get together. Spring Festival is more important for family reunions while the Moon Festival is more social and includes getting together with friends.

People gather together to eat Moon Cakes when the moon is at its fullest and brightest. The traditional Moon Cake is a baked pastry filled with lotus seed paste and a salted egg yolk in the centre.

Modern Moon Cakes are filled with many different types of fillings including red bean paste, mixed nuts and dried fruits similar to an English pudding, and other pudding combinations. Moon Cakes are usually about 8 centimetres round. They are produced in decorated moulds.

This is the ideal time, when the moon is at its fullest and brightest, to celebrate the abundance of the summer's harvest. The traditional food of this festival is the mooncake, of which there are many different varieties.



The Mid-Autumn Festival is one of the two most important holidays in the Chinese calendar with the other being the Chinese Lunar New Year. Traditionally farmers celebrate the end of the summer harvest season with the bright full harvest moon. Chinese family and friends will gather to admire the bright mid-autumn harvest moon, and eat moon cakes. This is also sometimes called the lantern festival.

There are many different versions of the origins of the moon festival. All of them include common features. These are 10 suns, an expert archer, shooting down 9 suns, a gift of an immortality pill, and the disobedience of the archer who shot down 9 of the suns. The pill is hidden, then discovered by someone else and eaten. This transports a person to the moon, where her beauty is inspirational.

Of the many different versions, my favourite is the version based on the Western Han dynasty (206 BCE-24 CE) collections; Shan Hai Jing, the Classic of the Mountains and Seas and Huainanzi, a philosophical classic.

Houyi was an immortal, while Chang'e was a beautiful young girl, working in the Jade Emperor's Palace as the attendant to the Queen Mother of the West (wife of the Jade Emperor), just before her marriage. One day, Houyi aroused the jealousy of the other immortals, who then slandered him before the Jade Emperor. Houyi and his wife, Chang'e, were subsequently banished from heaven, and forced to live by hunting on earth. He became a famous archer.

Now at this time, there were 10 suns, in the form of Three-legged birds, residing in a mulberry tree in the eastern sea; each day one of the sun birds would be rostered to travel around the world on a carriage, driven by Xihe the 'mother' of the suns. One day, all 10 of the suns circled together, causing the earth to burn. Emperor Yao, the Emperor of China, commanded Houyi to shoot down all but one of the suns. Upon the completion of his task, the Emperor rewarded Houyi with a pill that granted eternal life, and advised him: "Make no haste to swallow this pill; first prepare yourself with prayer and fasting for a year". Houyi took the pill home and hid it under a rafter, while he began healing his spirit. While Houyi was healing his spirit, Houyi was summoned again by the emperor. Chang'e, noticing a white beam of light beckoning from the rafters, discovered the pill, which she swallowed. Immediately, she found that she could fly. At that moment, Houyi returned home, and, realizing what had happened, began to reprimand her. Chang'e flew out the window into the sky.

With bow in hand, Houyi sped after her, and the pursuit continued halfway across the heavens. Finally, Houyi had to return to the Earth because of the force of the wind. Chang'e reached the moon. Once a year, on the 15th day of the full moon, Houyi visits his wife. That is why, that night, the moon is full and beautiful.

The other versions of the story can be found on [http://en.wikipedia.org/wiki/Mid-Autumn\\_Festival](http://en.wikipedia.org/wiki/Mid-Autumn_Festival)

Compiled by Daryl Guppy

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## SILK ROAD EVOLUTION

The depth and complexity of China's Belt and Road initiatives continues to evolve. The focus is on the way the Silk Road Initiatives are reshaping the trade environment, not just in Asia, but across to Europe.

The New Silk Road policy was announced by President Xi in 2014. It has since morphed into a New Maritime Silk Road component, to One Belt One Road (by which it is most commonly known) and now officially into the Belt and Road Initiative (BRI).

It is a complex of policies which fills five objectives.

1. Trade, and free trade -ensures continued Chinese economic prosperity through trade expansion
2. Deployment of Foreign reserves- places foreign reserves into a more friendly environment where they work in the interests of China
3. Historical appeal to a domestic audience to restore China world standing - this strengthens President Xi powerbase
4. Foreign policy objectives in extension of soft power – consistent with China's historical basis of international stability based on benign trade relationships rather than military aggression
5. Explicit inclusion of marginalised economies into a trade policy framework – this applies particularly to Eurasian countries in central Asia, but also to the emergent economies of Laos, Cambodia, Myanmar etc.



The Tang Dynasty gave birth to the ancient silk road. It was a sophisticated society with unmatched achievements in poetry and civilization. It was the source of Chinese goods flowing into Europe and Asia. Admiral Zheng He of the early Ming dynasty further expanded the concept of this international network of trade routes by expanding the maritime silk road.

There is one important difference between the modern version of the Silk Road and the ancient version.

In the Tang Dynasty it was a difficult process to change Chinese yuan for Greek Drachmas. There were no China towns in Rome or Athens. The ancient silk road was mainly about the trade in physical goods. Exchanging silk and tea for silver and for pearls.

The modern One Belt One Road policy is very different because it's based on the increasingly free exchange of capital and services. The internationalisation of the RMB is an important foundation of the new Silk Road



and the maritime silk road.. This is an important step that recognises Chinas importance and significance in the structure of world trade.

Internationalisation of the RMB is also an essential foundation of the Asia Infrastructure Investment Bank that is used to fund developments that support the One Belt One Road concept within our region. It is this effective and practical use of China foreign reserves that breathe life into the One Belt One Road concept and make it truly modern.

This new capital relationship is the foundation of economic development potential. The internationalisation of the yuan also enables more effective investment because capital is not at risk of currency fluctuations. Investment is no longer has to be transferred into a third intermediary currency. The issuance of RMB denominated bonds and investment instruments underpin the One belt One Roads strategy and the economic success. This is not just trade, it's not just project investment, its sophisticated capital investment designed to manage and diversify risk.

The modern One Belt One Road policy environment enhances economic development because it recognises the trade is about the free flow of capital, not just the free flow of goods.

From Daryl Guppy



Australia China Business Council  
澳大利亚中国工商业委员会  
NORTHERN TERRITORY BRANCH 北部省分会



## BUSINESS NETWORKING EVENT

**Date:** 29<sup>th</sup> September, Friday

**Time:** 5:15pm - 7:00pm (light refreshments and canapes will be provided)

**Venue:** Confucius Institute, CDU Casuarina Campus, Building Orange 2 Level 4

[Book your ticket now](#)

The Australia China Business Council in conjunction with The Confucius Institute invite you to attend a Networking Event to increase your understanding of the current engagement strategy through the ACBC NT Chapter and CDU Confucius Institute in China.

Come and hear from the experts and listen to case studies from those who are experiencing success and how you can get involved.

### Aim

- To promote ongoing collaboration between ACBC NT and the Confucius Institute in the NT
- To promote the aims and initiatives of ACBC NT and Confucius Institute
- To hear how a China engagement Strategy benefits NT business
- To develop networks with others working with or interested in working with China in the NT
- To hear from a China Ready and Accredited business sharing their experiences in promoting to and engaging with China
- To promote the upcoming calendar of events

# BOOKED OUT - SEE YOU THERE.

# ONE BELT ONE ROAD IN AUSTRALIA

## Everything you need to know

June 26,27,28, 2018, Darwin NT



### KEEP THESE DATES FREE

DAY 1 9.00 to 4.30

#### PLENARY SESSION BELT AND ROAD INITIATIVE EXPLANATION

What is the Belt and Road Initiative? Threat or opportunity Overview Chinese and Western perspectives

#### BRI TRADE COMPONENTS

BRI Infrastructure elements

BRI Finance - investment structure, capital movements, AIIB, Silk Road Fund

BRI digital silk road structure/ regulation

#### NT PROJECT STRATEGY AND DEVELOP NORTH BRI COMPATIBILITY

Develop North policy outline

Project success, progress Landbridge Shanghai Zhong Fu

Chinese investment attraction conditions

DAY 2 9.00 to 4.30

#### TEAM NT - PROJECT SPECIFIC PLENARY

Structuring investment proposals for BRI compatibility. Chinese and Western perspectives. How to prepare

Breakout 1 Agriculture

Breakout 2 Infrastructure including tourism

Breakout 3 Resources

Breakout 4 Department of business

Breakout 5 Education

#### PLENARY

Conclusion and summary

DAY 3 8.00 to 5.00

#### SITE AND PROJECT VISITS

### INVITED SPEAKERS INCLUDE

Geoff Raby – former Australian Ambassador to China

Zhiqin Liu – Director, Belt and Road Think Tank, Renmin University, Beijing

John Brumby – CEO, Australia China Business Council

# ADVERTISE YOUR COMPANY IN ACBC'S PRESIDENT'S REPORT



FOR FULL MEDIA KIT, CONTACT DAVID HARATSIS -  
[DAVID.HARATSIS@EXECUTIVEMEDIA.COM.AU](mailto:DAVID.HARATSIS@EXECUTIVEMEDIA.COM.AU)

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## PROPOSED NT BRANCH CHINA BUSINESS BRIEFINGS 2017

The Business Briefings will start again in 2017 and be provided free of charge for members only. Visitors are welcome to attend, but a small \$20 fee is payable. (Free if you join ACBC at the briefing) . Briefings run for about 60 minutes. Business Briefing sponsorship options are also available.

Proposed briefing events include:

**XMAS NETWORKING DINNER** – Details coming soon.

For more information, or requests for specific briefing topics, please contact ACBC Secretariat on 89270061 or [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)

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## GOT A CHINA STORY TO TELL? READ A GOOD CHINA BOOK - SEND US YOUR NEWS OR VIEWS

You are a valued member of the Australia China Business Council and we are keen to receive news on your business activities that we can published on our national website or in our NT newsletters. Do you have an amusing, or interesting or cautionary tale. Drop us a note for the newsletter. Send us a email at [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)

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## WHY THE INDUSTRY EXPO LIST?

China research shows that expos play a much larger role in customer research than they do in Australia. This is where visitors go to discover new products, and to investigate business opportunities. Gone are the days when Chinese investors and business came to you. Now you need to lift your business profile in China if you want to grab a slice of this activity. Participation in exhibition events is an effective way to promote your services and identify business opportunities.

## OCTOBER 2017

### **SBW Expo 2017 - 10th China International High-end Drinking Water Industry Expo Chengdu 2017**

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[Visitor Pre-registration](#)

VENUE: Century City New International Convention & Exhibition Center (CCNICEC)  
[Location & Details of Century City New International Convention & Exhibition Center \(CCNICEC\)](#)  
VENUE ADDRESS: No.198, New Century Road, Chengdu, Sichuan, China

### **Canton Fair 2017 (October, Autumn) - The 122nd China Import and Export Fair 2017**

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[Visitor Pre-registration](#)

VENUE: China Import and Export Fair Pazhou Complex, Guangzhou  
[Location & Details of China Import and Export Fair Pazhou Complex, Guangzhou](#)  
VENUE ADDRESS: No.380, Yuejiang Zhong Road, Guangzhou, China

## NOVEMBER 2017

### **AGHC 2017 - BIT's 5th Annual Global Health Conference 2017**

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[Visitor Pre-registration](#)

VENUE: China Taiyuan Coal Transaction Center  
[Location & Details of China Taiyuan Coal Transaction Center](#)  
VENUE ADDRESS: No. 6 Changfeng West Street, Taiyuan, Shanxi Province, P. R. China  
ORGANIZER: BIT Congress Inc.



**VENUE:** Qingdao International Exposition Center (QDIEC)  
[Location & Details of Qingdao International Exposition Center \(QDIEC\)](#)  
**VENUE ADDRESS:** No.7-1, No.2 Road, Wenquan Town, Jimo, Qingdao, Shandong, China  
**ORGANIZER:** Sea Fare Expositions. Inc.

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## NT ACBC Branch Meeting Dates – 2017

Meetings are open to all members of the ACBC, not just the committee members. Most matters discussed at the meeting are passed by general agreement. All members are encouraged to contribute ideas to the discussions.

Current proposed meeting dates are:

October 18 Wednesday AGM

November 15 Wednesday

December 13 Wednesday

### 2016-2017 NT ACBC Executive

Daryl Guppy - Guppytraders.com (**President / National Board Member**) [China@guppytraders.com](mailto:China@guppytraders.com)

Kelvin Keung – Homebuild NT (**Vice President**) [kelvin@homebuildnt.com.au](mailto:kelvin@homebuildnt.com.au)

Lisa Goodhand –Wildman Wilderness Resort (**Vice President**) [lisa@chinablueprint.Com.au](mailto:lisa@chinablueprint.Com.au)

Myriam Giovanazzi - (**Treasurer**) [Myriam.Giovanazzi@colliers.com](mailto:Myriam.Giovanazzi@colliers.com)

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Joseph Aladin - Deloitte Touche Tohmatsu [jaladin@deloitte.com.au](mailto:jaladin@deloitte.com.au)

### Ex-Officio members

Wayne Fan – Department of Business

Cecilia Brennan - Dept. of Foreign Affairs and Trade

Austrade - Martin Ferreyra

NT Tourism – Daryl Hudson

Lisa O'Donoghue – South Australia Liaison

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## ACBC NT OBJECTIVES

We aim for these services for ACBC NT members:

- To assist members to understand the nature of the business environment in China and where relevant opportunities lie.
- To raise the profile of ACBC NT members within the NT and Chinese business environment
- To share information regarding industry issues in the China market.
- To assist in generating business between member businesses.
- To facilitate co-operation with the China Council for the Promotion of International Trade in relation to business issues.
- To present the views of NT SMEs operating in China to government authorities and other business groups where appropriate.
- To share market and economic intelligence and insights on critical industry issues.
- To create and maintain a collaborative community of business owners that can draw on each other for support in their engagement with China.
- To work in a collaborative community of Chinese business, cultural and friendship organisations to expand the networking capacity of NT members.

These objectives are achieved with networking events, workshops, conferences, briefing, newsletter communication and participation in creation of NT and national Government strategies.

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## ACBC NT WELCOMES NEW AND CONTINUING MEMBERS

Have your member business profile included in the newsletter. Send details to [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)

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## China News reports that did not make it into the local media.

### **China's cashless economy continues to grow**

More transactions went cashless in China in the second quarter, Caixin reports. From April through June, 949.82 trillion yuan (\$145.2 trillion) worth of transactions were settled without cash changing hands, up 1.02% from the same period in 2016, the central bank data show. But the volume of cashless payments rose more sharply, up 32.3% from a year ago to 36.90 billion transactions. More than 39.42 trillion yuan was paid via mobile devices in the second quarter, up 33.84% from a year ago, the central bank said. Of that amount, 31.49 trillion yuan was spent using smartphones to scan QR codes to make payments via non-bank channels, or so-called third-party payment service providers. Such third-party payments were up 34.9 % from the same period last year and have seen an explosive growth in China. The central bank's clearance system settled 2 billion cross-bank online payment transactions in the second quarter, a year-on-year growth of 93.8% year-on-year.

### **China postpones e-commerce import taxes again**

China has postponed stricter taxation on imported consumer goods bought online for another year – to the end of 2018 – in order to encourage consumption, the Ministry of Commerce said on Thursday. The State Council on Wednesday decided to hold off on enacting the new tax regime designed to "regulate" foreign products purchased through cross-border e-commerce platforms, Caixin reports. The plan, which was first announced in April 2016, would make it tougher for people to avoid paying taxes – or obtain relatively low tax rates – on many consumer items such as healthcare products and cosmetics. The new tax regime was already postponed once before. In late 2016, the government announced that it would postpone enacting the rules until the end of 2017. Ministry of Commerce Spokesman Gao Feng said on Thursday that the decision was based on the fact that e-commerce imports have boosted supply and consumption in the domestic market.

### **China stops new projects in pollution 'red zones'**

China will halt major projects in regions with high levels of pollution, the official Xinhua news agency reported late on Wednesday, underscoring an environmental crackdown that is starting to hit business around the country. Chinese authorities will roll out a new pollution alert system for regions ranging from the cleanest "green non-alert zones" to the most severe "red" zones, where the environment and natural resources are severely strained. "For red-alert areas, government authorities will stop granting approval on relevant projects," Xinhua reported, citing a document from the ruling State Council, China's cabinet. "(Meanwhile), enterprises causing severe environmental and resource destruction will face punishment, including fines, production restrictions and shutdowns." Regions will also be categorized as "overloading," "near overloading" or "not overloading," depending on the level of strain on their environmental and resource capacity. According to Reuters, China's war on pollution has ramped up steeply this year, rattling the country's ports, commodities markets and factories across the country's smog-affected north.

### **Jack Ma says stop looking for manufacturing jobs**

Alibaba Chairman Jack Ma said people should stop looking to manufacturing to drive economic growth. Ma called on leaders to embrace the promise of advances like artificial intelligence to span whole new industries, Bloomberg reports. "Two hundred years ago when the steam machine came, people started thinking the steam machine is going to take a lot of jobs," Ma said, speaking at the Bloomberg Global Business Forum in New York. "Because of artificial intelligence, because of the robots, manufacturing is no longer the main engine for jobs." Instead, small businesses using the internet to extend their markets will lead economic growth this century, Ma said. The message ties neatly into Alibaba's business plan, which hinges on making the Chinese company the go-to online marketplace for entrepreneurs. Ma's million-job plan for the US centers around helping small businesses navigate and sell into the Chinese market, where Alibaba says it has already contributed to the creation of 30 million jobs.

### **China forms government-backed blockchain lab**

The China Academy of Information and Communications Technology (CAICT), a research institution under the Ministry of Industry and Information Technology, on Tuesday launched the Trusted Blockchain Open Lab, the first government-led initiative to support blockchain technology development. CAICT said it is also preparing a platform on which blockchain firms and experts will work together to advance the application of the technology, Caixin reports. China became the first country to ban fundraising through cryptocurrencies built on blockchain technology when it deemed the practice illegal in early September. All major Chinese bitcoin exchanges are slated to close by Oct. 31 at the latest, with most shutting down by the end of this month. The new technology's complexity and ability to cross sectors have spawned illegal activities, Di Gang, vice director the central bank's digital currency research institute, said at a blockchain conference on Tuesday. "There have been many blockchain conferences where the number of business personnel exceeds technical personnel," he said.

For more China business news and information, visit [www.chinaeconomicreview.com](http://www.chinaeconomicreview.com)



## AUSTRALIA CHINA FRIENDSHIP SOCIETY

The Darwin branch of the ACFS is a co-operative partner with ACBC NT. ACBC NT members are encouraged to attend ACFS events.

ACFS has completed their first News Letter, a website and facebook. The web address is: [www.acfsnt.org.au](http://www.acfsnt.org.au) The facebook address is <https://www.facebook.com/acfs.nt>

## UPDATED CHINA RESOURCES FOR NT MEMBERS

ACBC NT has an updated list of China resources available for NT members. This includes translators, interpreters, graphic artists and design teams. Some are based in Darwin and some in China. Please contact ACBC Secretariat on 89270061 or [abcnt@acbc.com.au](mailto:abcnt@acbc.com.au) for details



## FORWARD THE NEWSLETTER TO A FRIEND

**NEWSLETTER CONTRIBUTIONS ARE WELCOME.** Keep other members informed about China experiences. Please email notes or comments to [china@guppytraders.com](mailto:china@guppytraders.com). Please use email header **ACBC NOTE**. Information received up to the day prior to publication will be included.

*NOTE. The views of contributors are their own and do not necessarily reflect the views of the ACBC NT or the ACBC. Content is copyright and cannot be used without permission*



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

Northern Territory

## MEMBERSHIP APPLICATION

Please complete this Membership Form with your details if you are applying to join the Australia China Business Council for the first time.

### BASIC DETAILS

Company Name	
Company name in Chinese	
Industry sector	
Branch membership	<b>NT Branch</b>
Member Type - This is based on the annual turnover (See page 2 for details).	
Company email address	
Company web site http://	
Date of application	

### PERSONAL DETAILS

Title	
First name	

	Last name	
	Job title	
	Personal email address	
<b>CONTACT DETAILS</b>		
	Company phone	
	Company fax	
	Direct phone	
	Direct fax	
	Mobile phone	
<b>LOCATION DETAILS</b>		
	Street address	
	City	
	State	<b>Northern Territory</b>
	Post code	
	Postal address	
Please cross out if you do not want your contact details to be given to third parties who issue event invitations to ACBC members		I agree to be included in all associated ACBC and appropriate third party event notifications
	Country	<b>Australia</b>
<b>PAYMENT METHOD</b>		
	Cheque	Please post to: GPO Box 2769, Darwin NT 0801
	Cash Deposit	ANZ Darwin, BSB: 015901, A/C: 487 379 699
	Credit Card	Card type / VISA / Mastercard
	Card number	
	Name on card	
	Expiry date	CCV#
	Amount paid (See member type)	\$

**PLEASE RETURN COMPLETED FORM TO ACBC NT GPO BOX 2769, Darwin NT 0801**

**Or Email: [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)**

<b>Membership</b>	<b>TOTAL</b>
<b>NT Government Departments</b>	1024.87
<b>Companies</b>	
Annual turnover:	
More than \$ 50 million *	3492.50
\$ 15 million to \$ 50 million	1831.50
\$ 5 million to \$ 15 million	1024.87
Less than \$ 5 million	532.40
<b>Individual membership</b>	532.40
<b>Associate membership ** (non-voting)</b>	169.40
<b>Student member (non-voting)</b>	88.00