

CHINA IN TOUCH



An ACBC Northern Territory Newsletter

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NT secretariat (08) 89270061, GPO BOX 2769, Darwin NT 0801

NT President's observations

My hometown used to sit on the main highway running between two capital cities. The road was narrow and over the years it gradually improved. The traffic grew and the road became congested, but my hometown thrived on the business bought by the passing traffic.

Then the Government built a new multi-lane express way between the two capital cities. It was diverted around my hometown. Travel between the two capital cities was faster, more efficient and even more traffic used the new express way.

Everyone said my hometown was so beautiful that people would come off the expressway to see us so we didn't need to do anything. Vehicles didn't turn off the expressway to come to my home town. Business declined, and then collapsed. If you look to one side on the expressway you can see me home town. Its very pretty but its no longer part of the main flow of business.

This story of my hometown is also the story of the Belt and Road Initiative. The BRI is the new expressway in our region. We can pretend it doesn't exist or we can do our best to make sure we are part of the new expressway.

The first step to become involved in BRI is to understand how it developed and the way it relates to the current trade environment. To a significant extent, the BRI policy grew out of the Global Financial Crisis in 2008. It was a response to the question of what to do with Chinas foreign currency reserves. The solution dovetailed neatly into Presidents Xis' broader narrative around improving China position at the tables where global rules were formulated and administered.

BRI is also the most important bastion and defense against the debilitating impacts of President Trumps trade war tariffs.

One of the most important consequences of the answer to this question was the diversion of investment capital. The creation of the Asian Infrastructure Investment Bank was only a small part of the solution. The diversion of capital in itself could not be achieved without a concurrent opening up of the capital account. This diversion of capital will accelerate as a result of Trumps tariff walls.

Internationalization and free convertibility of the RMB is an essential foundation for BRI initiatives where its seen that the Yuan will become an investment currency rather than a pure trade currency. The expansion of Chinese ecommerce payment systems and protocols is dependent upon Yuan internationalization. Many of these objectives have been largely achieved and those remaining are given a boost by tariff policies which encourage others to more actively participate in a BRI economy.

If we understand that the suite of BRI initiatives is primarily about capital redeployment then we can better appreciate the opportunities, and threats within the complex of policies. Any redeployment of capital will achieve soft power influence. The suite of policies can be used to support President Xis attempts to improve China position at the international tables where decisions are made.

This is primarily an economic and trade strategy and it is in Chinas best interests to work within the framework of the WTO as this makes the inclusion of WTO signatory countries into a BRI framework much easier.

China has used the lessons learned from negotiating China Australia Free Trade Agreement to improve the way it approaches participation by other countries in BRI initiatives.

BRI is not a trade agreement, nor a formalized treaty. Participation is by way of a Memorandum of Understanding. Australia has decided to work with third parties who are impacted by BRI, but not to enter into a MOU so it remains on the edges of this emerging economic bloc.

The One Belt One Road conference in Darwin July 10 and 11 brings together Chinese and Australian experts to discuss the way BRI impacts on Australia, and in particular on North Australia. This helps to link Australian investment opportunities to the expressway so we are not bypassed. The BRI is the new trade expressway in our region. We cannot pretend it doesn't exist so we must do our best to make sure we are part of the new expressway.

Daryl Guppy,
President, NT Branch ,Newsletter editor



Everything you need to know

July 10, 11, 12, 2018, Darwin NT

REGISTER TODAY

Use ACBC members discount code ACBC2018.

We have a great line-up of speakers from China and Australia

We are pleased to welcome China Ambassador HE Cheng, Vice-Minister, CCPIT, Beijing, head of Sinosteel Australia, Vice President, China Tourism, Chen Qibin, Head China Development bank Australia, WeiWei China Development Bank, Barry Coulter Director, NAIF and Laurie Walker CEO NAIF, Jason Zheng, CEO Richlink Capital as a speakers.

Recently confirmed speakers include:

They join previous confirmed speakers : **Chief Minister of the Northern Territory, Hon. Michael Gunner**, Geoff Raby (Former Australian ambassador to China 2007-11), Hon. John Brumby (ACBC Chairman, former Premier of Victoria), Warwick Smith (Australia China Council Chairman) ; Mr. Li Zhonghang, Secretary-General of the Silk Road International Chamber of Commerce ; Luke Bowen, (Director, Develop the North); Mike Hughes, (CEO WestSide Corporation and MD Darwin Port, Shandong Landbridge Group), Hon. Paul Henderson (Former NT Chief Minister, Director Bespoke Territory), Andrew Hopper (Deputy CEO, NT Tourism), Alister Trier (Chief Executive Dept of Primary Industry and Resources); Rod Applegate (Deputy CE and head of Mines and Energy) The China Council for the Promotion of International Trade (CCPIT) has also confirmed they will send a keynote speaker. Michael Tennant (CEO Department Business, Trade and Innovation) Quentin Kilian as MC; Professor Sue Carthew, Charles Darwin University, Harley Paroulakis, CEO Darwin Innovation Hub; Tony Stubbin, CEO, Land Development Corporation, NT; Maggie Zhou, CEO Alibaba, Australia; Mark Hu, Pinsent Masons; Steven Wang, CEO Atrip; Director Fan, HKETO, Government of the HKSAR; Patrick Underwood, Managing Director, North Australian Cattle Company; Hon Adam Giles (Former NT Chief Minister, General Manager, External Relations, Hancock Prospecting) Yang Qing Qing, Director Research Cooperation, Chaoyang Institute for Financial Studies, Renmin University Beijing; Dr Luca de Leonardis, Head of Investment Promotion, HKETO Cheng Lei, CCTV CGTN Business News Anchor will host the dialog panels.

DAY 1

PLENARY SESSION BELT AND ROAD INITIATIVE EXPLANATION

What is the Belt and Road Initiative? Threat or opportunity Overview from 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 and progress

Chinese investment attraction conditions

GALA DINNER

DAY 2

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	Breakout 6	Tourism

PLENARY

Conclusion and summary

DAY 3

SITE AND PROJECT VISITS

PLATINUM SPONSOR



GALA DINNER SPONSOR



LUNCH SPONSOR



SILVER SPONSOR



SESSION SPONSORS



AIRLINE PARTNERS

LANYARD SPONSOR



CONFERENCE SUPPORTERS



MEDIA PARTNERS



REGISTER ONLINE NOW: www.ntacbcevents.com

SHENZHEN AIRPORT UPDATES

TRANSIT ACCOMMODATION

- There are there Hyatt hotel. The Hyatt Regency is on the right hand side as you walk up the international arrivals ramp near gate 16
- The Hyatt Home and Hyatt Place hotels are both on the left as you walk up the ramp. They are accessed by gate 14. This also leads to the car park, but don't despair. Take the lift to the two Hyatt's.
- Hyatt Home is for long stay so has a kitchen etc, Hyatt Place is a standard Hyatt hotel room. Cost is very reasonable and breakfast is free.

MONEY CHANGERS

- The currency exchange in Darwin is now fully equipped for RMB exchange. You can change \$5000 Australian dollars or more in a single transaction. Best Tip. Change your money in Darwin before going to Shenzhen.
- The money exchange in Shenzhen close up at 7 pm each night.
- There is one exchange booth on the left near the 7 Eleven store as you walk out of international arrivals.
- There is another exchange booth behind check-in counter G on the 4th floor. Its tucked to the left of the escalators going up to the food area.

TRANSIT FOOD

- There is not much, if anything, open when you arrive at 10.30 pm Starbucks excluded.
- Take the lift to level 4 Departures for a wide selection of quite good food. Escalator access is behind check-in counter G
- Level 2 – up the ramp from international arrivals, has the standard ordinary selection of food outlets including McDonald's, Starbucks, Honeymoon Deserts and KungFu noodles.

VISA ON ARRIVAL

- Visa on arrival is not a big problem if you arrive on time.

From Daryl Guppy



NORTHERN AUSTRALIA FOOD FUTURES CONFERENCE 2018

2018 Northern Australia Food Futures Conference 2-4 July 2018, Darwin Convention Centre

The Conference will focus on science and technology for development in northern agriculture; with discussions identifying new technological opportunities in agribusiness. The Conference will also highlight the perspective and role of the Australian government in industry development.

The Conference brings a ground up approach, where discussions and policies are driven by markets and economics of the sector and delegates will hear from farmers who have succeeded in the north. The new 2018 program format will include workshops and farm tours, as well as the traditional plenary sessions and a social program.

The 2018 Northern Australia Food Futures Conference provides a valuable opportunity to understand and contribute to the development of agriculture across the three northern states, in the Gulf and Cape of Queensland, the Ord and West Kimberley of Western Australia, and the Northern Territory.

www.foodfuturesntfarmers.org.au

International Airfreight Trade Development Seminar

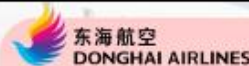
Registration
Now Open

Hosted by Darwin International Airport and the Northern Territory Government, network with industry stakeholders on international airfreight opportunities, Darwin International Airport infrastructure development plans, market activity, export strategies and trade support

- Venue:** Wirraway Business Centre
Level One, International Arrivals
Darwin International Airport
Complimentary parking at DIA Short Stay Car Park
- Date:** Monday 2 July 2018
- Time:** 12:30pm - 5.00pm
- RSVP:** Monday 25 June 2018
Share this invitation with colleagues, places are limited
- Contact:** Michael Daysh at market.development@nt.gov.au
or (08) 8999 2300

Hear from:

Austrade
Darwin International Airport
Deloitte Access Economics
Department of Primary Industry and Resources
Department of Trade, Business and Innovation
Donghai Airlines
Export Finance and Insurance Corporation
Maritrade
Concluding with a Q&A Panel



Attend the seminar and enter the business card draw to win two return airfares to Shenzhen with Donghai Airlines*

*Terms and conditions apply, including close out periods. Please ask for details.



SAVE THIS DATE

This will be a major commitment by Australia. Its time to start thinking about a solid NT presence.

CHINA INTERNATIONAL IMPORT EXPO

NOVEMBER 5-10, 2018

Venue: National Exhibition and Convention Center (Shanghai)
Hosts: Ministry of Commerce of the People's Republic of China
Shanghai Municipal People's Government
Supporters: The World Trade Organization
The United Nations Industrial Development Organization
Organizers: China International Import Expo Bureau
National Exhibition and Convention Center (Shanghai) Co., Ltd.



Austrade invites you to attend the China International Import Expo (CIIE) - a six-day multi-sector tradeshow for imported products, timed with the 40th anniversary of the opening of the Chinese economy to international trade and investment.

Event details

Date:
5-10 November 2018

Location:
National Exhibition and
Convention Centre,
Shanghai

Apply by:
30 June 2018

*Places are limited so apply
early!*

PRESIDENT ACTIVITY REPORT June 2018

- One Belt One Road conference organisation progressing. Web site up <http://www.ntacbevents.com/>
 - 5 by-elections have complicated events.
 - China Development Bank and NAIF are involved.
 - 31 confirmed speakers
 - Developing good media coverage for the conference, English and Chinese media coverage is strong

- Poor Australia China relations is hampering Chinese and Australian participation
- DongHai airlines is airline of choice recommended to delegates
- CCPIT and SRICC have given support for conference and will help to organise a delegation
- Conference marketing is in fourth round including TV advertising
- Spoke at and represent ACBC at Xi'an Belt and Road Initiative conference in May, organised by Silk Road International Chambers of Commerce.
- Visited CCTV and China Daily to secure media coverage for the July conference.
- Delivered Welcome China lunch event for briefing NT business
- Accompanied ACFS delegation to Shenzhen on first Darwin-Shenzhen flight
- Meet with Donghai Airlines in Shenzhen
- Meetings with CCPIT and Foreign Affairs Office, Shenzhen

Daryl Guppy
NT President.

NT ACBC Branch Meeting Dates

Meeting venue is kindly provided by Deloitte NT.

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:

Dates	Time
25-Jul	8-9 AM
5-Sep	8-9 AM
17-Oct	8-9 AM
28-Nov	8-9 AM

2017-2018 NT ACBC Executive

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

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

Willem Westra Van Holthe – Primary Consulting International (**Vice President**)

willem.westra@bigpond.com

Fiona Liu – Synergy admin@synergy-migration.com.au

Wei Dong - AUSTRALIA ASIA INTERNATIONAL CONSULTANTS

will@aainternationalconsultants.com.au

Joseph Aladin - Deloitte Touche Tohmatsu jaladin@deloitte.com.au

Lisa Goodhand –Wildman Wilderness Resort lisa@chinablueprint.Com.au

Annie Zhu – SmartMate annient@qq.com

Xian Li – Dept of Resources Xian.Li@nt.gov.au

Martin Kelly – Finlaysons Martin.Kelly@finlaysons.com.au

Ex-Officio members

Wayne Fan – Department of Business

Cecila Brennan - Dept. of Foreign Affairs and Trade

Austrade - Martin Ferreyra

NT Tourism – Daryl Hudson

Lisa O'Donoghue – South Australia Liaison

PROPOSED NT BRANCH CHINA BUSINESS BRIEFINGS 2018

The Business Briefings will start again in 2018 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.

For more information, or requests for specific briefing topics, please contact ACBC Secretariat on 89270061 or acbcnt@acbc.com.au

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

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.

ACBC NT WELCOMES NEW AND CONTINUING MEMBERS

NT Adventure Park; Ewan Hall ewan.hall@unoms.com.au

Have your member business profile included in the newsletter. Send details to acbcnt@acbc.com.au

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

China to relax foreign investment laws with "negative list"

China has agreed to release a "negative list" of measures aimed at easing foreign investment into key Chinese sectors, the Financial Times reports, in what analysts are interpreting as another possible concession by Beijing to US pressure.

For more China business news and information, visit 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 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 acbcnt@acbc.com.au for details



MinterEllison



RioTinto



FORWARD THE NEWSLETTER TO A FRIEND
NEWSLETTER CONTRIBUTIONS ARE WELCOME. Keep other members informed about China experiences. Please email notes or comments to acbcnt@acbc.com.au . Please use email header ACBC NOTE. Information received up to the day prior to publication will be included.

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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	NT Branch
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	

CONTACT DETAILS

Company phone	
Company fax	
Direct phone	
Direct fax	
Mobile phone	

LOCATION DETAILS

Street address	
City	
State	Northern Territory
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	Australia

PAYMENT METHOD

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: abcnt@acbc.com.au

Membership	TOTAL
NT Government Departments	1024.87
Companies	
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
Student member (non-voting)	88.00