

# CHINA IN TOUCH



An ACBC Northern Territory Newsletter

July 7 2018, Issue 231

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

## NT President's observations

The first artillery shots in Trumps trade war against China were fired as I was speaking at an investment conference in Hainan where the Chinese speakers mounted a vigorous defence of free trade and highlighted the relationship between peace and the Belt and Road Initiative.

Nobody wins in a trade war. Some lose less than others but that result is a poor measure of success.

Trade wars by their very nature restrict trade and reduce trading areas. In contrast the US seems intent on reducing the markets in which it can operate easily as one-time friends Canada and Europe are forced into a tit-for-tat trade tariff response. We are foolish if we think it is not probably only just a matter of time before Australia is subjected to Presidential tariff whims. But that is not the main risk for Australian business. Its not just a closure of US markets. It's the collateral impact on our trading neighbours that may impact on the way we do trade and the type of trade we do.

Chinas trade with the US will be hit. That trade flow will be diverted into other areas and this increases the competition faced by Australian products and services. Some will claim it's a flood of Chinese products and take this as further evidence of Chinas expansion.

More importantly, China will accelerate the development of larger trading blocks which are compliant with, and respectful of the global rules based order of the World Trade Organisation. It seems an irony that a country like China offers full support for the WTO and its trade mechanisms. Even as recently as a five years ago few would have seen China as the champion of free trade. Yet this was the clear and consistent message delivered by multiple speakers at the Hainan conference.

China is rapidly developing alternative markets. The Belt and Road Initiative, or BRI, is a central part of this strategy and its very much built around the core of WTO arrangements. That's good for Australia if we are serious about supporting this global framework rather than trying to take a bet each way by not speaking out too strongly against the tariffs wars. How companies can work with this WTO and BRI strategy to improve and sustain business is the subject of the One Belt One Road conference held next week where experts from China will discuss the issue.

What does it mean for an NT business?

For agriculture and the cattle industry it means close involvement in the standards and regulations that become standard practice for countries in the BRI. The harmonisation of cross border trade may result in processes that are slightly different from those applied with ChAFTA. Any opportunity that comes from tariffs on competing US products may be reduced by a failure to comply with new BRI practices.

For resource development it means a more competitive environment for investment attraction. Countries that are seen as more accepting of BRI, or whom are more active participants, may find it easier to attract investment because approvals are more readily given by Chinese regulatory authorities. Its standard investment practice that risk premiums are higher when allocating to countries where the sovereign risk is perceived to be greater. Its easier to work with friends than to work with those who are perceived as increasingly less friendly.

For business and project development the same restraints apply. Investing where investment is welcome in both theory and practice leads to higher levels of investment. The imposition of country specific taxes on property and an atmosphere of increasing vilification of Chinese companies are not investment incentives. It becomes more of a challenge for the NT to separate itself from the approaches taken in other jurisdictions.

The Belt and Road Initiative provides opportunities for NT business not just in China, but within our northern region. Understanding which aspects of BRI deliver better business is the purpose of the BRI dialog conference. See you there. Full agenda included in the newsletter.

Daryl Guppy,  
President, NT Branch  
Newsletter editor



# Everything you need to know

July 10, 11, 2018, Darwin NT

**LAST OPPORTUNITY REGISTER NOW**

**Use ACBC members discount code ACBC2018.**

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

We are pleased to welcome, Yin Zonghua, Vice Chairman, China Council for Promotion of International Trade and China Chamber of International Commerce, Liu Andong, President of Sinosteel Group Corporation Limited, Chen Qibin Head of preparatory group for China Development Bank representative office in Sydney, Hon Warren Snowden, representing Hon Bill Shorten, Leader of the Opposition as a speakers.

They join previous confirmed speakers : **Chief Minister of the Northern Territory, Hon. Michael Gunner, China Ambassador HE Cheng, Vice-Minister** 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 , 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, Cheng Lei, CCTV CGTN Business News Anchor will host the dialog panels.

## JULY 10

### 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

## JULY 11

### TEAM NT - PROJECT SPECIFIC PLENARY

Structuring investment proposals for BRI compatibility. Chinese and Western perspectives.

How to prepare

Breakout 1 Agriculture/Resources Breakout 2 Infrastructure

Breakout 3 E-silk road, innovation Education Breakout 4 Develop the North and BRI

Breakout 5 Tourism

### PLENARY

Conclusion and summary

## JULY 12

### SITE AND PROJECT VISITS

## PLATINUM SPONSOR



## GALA DINNER SPONSOR



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## SESSION SPONSORS



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**REGISTER ONLINE NOW: [www.ntacbcevents.com](http://www.ntacbcevents.com)**

## Australia – China Innovation & Entrepreneurship Summit, September 2018

The Australia – China Innovation & Entrepreneurship Summit will take place in China from **12 to 17 September 2018**. This six-days event gathers investors, start ups, established businesses and entrepreneurs from China and around the world.

The Summit is supported by ICI (International Co-Incubation) International Landing Pad and the Tianjin Municipal government to help foreign companies gain a foothold and learn more about doing business in China. It's good opportunity to acquire local knowledge and know-how, develop networks and learn about how business is done in China.

## Why attend?

- Gain a solid understanding of the Chinese business landscape
- Build connections with potential investors, business partners and professionals from a wide range of companies in China
- Easy market access, brand exposure, showcase products, services and innovations
- Learn about emerging industries in China
- Develop business etiquette and cultural skills

“Australia aims to increase its influence in Asia. China is Australia’s largest trade partner and is a prolific consumer of Australian agricultural, health, scientific, mineral products and more. It is a good opportunity to encourage more Australians to go global by showcasing Australian talents, services and products and collaborate with entrepreneurs from China and other international countries in China”, said Vic Edwards, Visiting Fellow of UNSW and Media Commentator for Sky News Business.

“We encourage trade and investment with China that embraces the modern digital economy. China has been regarded as a leading nation in Innovation. Large amounts of investment have been poured into technology. Strong support has been given to entrepreneurs. China welcomes foreign expertise to be partnered with Chinese enterprises for economic growth. It is often forgotten that Australia is one of the strongest digital innovators in the world but not strong on commercialisation,” Vic added.

Forming connections, understanding the business environment and appreciating business etiquette are critical if Australian companies are to grasp opportunities and secure the next phase of Australia’s prosperity.

To secure your place at the Australia – China Innovation & Entrepreneurship Summit, go to eventbrite link at <https://www.eventbrite.com.au/e/australia-china-innovation-entrepreneurship-summit-tickets-46686556748>.

## INVITATION TO SHOWCASE

If your strategy is to expand your reach to China, there will be an opportunity for you to showcase your products and service at the Summit. To apply, please email your pitch to [judy@acbic.com](mailto:judy@acbic.com), together register via eventbrite.



**LUKE GOSLING OAM MP** Federal Member for Solomon

## Engaging with China and Chinese Tourists **FORUM**

*Facilitated by the Member for Solomon Luke Gosling MP*

**It’s been one month since the start of direct mainland China to Darwin flights – what has been the early feedback?**

**What are the opportunities for the NT in agriculture, education, tourism and people-to-people links?**

**What support is available for businesses to get China ready?**

**JOIN US FOR A Q&A SESSION WITH AN EXPERT PANEL**

**DATE**  
**This Wednesday 4th of July**

**TIME**  
**5pm - 6:30pm**

**LOCATION**  
**Northern Territory Library  
Parliament House**

### Panellists

Daryl Hudson, Director, Tourism Investment Attraction, Tourism NT

Martin Rogers, Cluster General Manager, Hilton Hotels Darwin

Joel Fitzgibbon, Shadow Min. for Agriculture, Fisheries and Forestry; Shadow Min. for Rural and Regional Australia

Jason Clare, Shadow Min. for Trade and Investment; Shadow Min. for Resources and Investment

Daryl Guppy, President, Australia China Business Council NT

Soo May Cheng, Director, Learning Exchange Australia

Amy Yu-Vatskalis, President, Chinese Community of Northern Australia

### RSVP

For catering purposes, please RSVP to [luke.gosling.mp@aph.gov.au](mailto:luke.gosling.mp@aph.gov.au) or (08) 8928 0180

PO Box 43300, Casuarina NT 0811 | t (08) 8928 0180 DARWIN | e [luke.gosling.mp@aph.gov.au](mailto:luke.gosling.mp@aph.gov.au) | w [lukegosling.com.au](http://lukegosling.com.au)

## CANBERRA NETWORKING DAY

Canberra Networking Day (CND) is the Australia China Business Council's annual member only event held in Canberra. 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.



Canberra Networking Day 2018 the annual Australia China Business Council event which was held on Tuesday 19 June at Australian Parliament House, almost 200 members of ACBC attended, was a huge success and attracted a lot of media attention.

Keynote speakers were:

The Hon Malcolm Turnbull MP Prime Minister; The Hon Julie Bishop MP Minister for Foreign Affairs; The Hon Steven Ciobo Minister for Trade, Tourism & Investment; Senator The Hon Penny Wong MP Shadow Minister for Foreign Affairs; The Hon Chris Bowen MP Shadow Treasurer; The Hon Jason Clare Shadow Minister for Trade & Investment.

A welcome and opening remarks were made by The Hon John Brumby AO - National President ACBC, and HE Cheng Jingye - Chinese Ambassador to Australia.

Ambassador Cheng told almost 200 delegates at a China-Australia business forum that the two economies were highly complementary and that the potential for cooperation in trade and services was huge. "There is no reason for us not to develop a better relationship with each other based in mutual benefits and mutual trust,"

"It is my belief that in order to dispel the clouds and achieve sustained and sound development in our bilateral relations, the two countries need to have more interaction and inclusiveness with less bias and bigotry," he added.

Mr John Brumby addressed to the gathered business forum:

Last year Australia broke the record for the longest run of uninterrupted growth, marking it's 26<sup>th</sup> year of consecutive economic growth. A large part of that success is directly attributable to our relationship with China with bilateral trade exceeding \$170Billion. There is no doubt that the Australia China relationship has experienced some challenges recently. 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.

This year's Canberra Networking Day is about strengthening people to people exchange between our two nations.

There were 4 Panel Discussions during the business forum:

1. Digital disruption: e-commerce and digital marketing

Some of the following subjects were discussed by the panellists:

- 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?

## 2. International Education

Some of the following subjects were discussed by the panellists:

- 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?

## 3. Healthcare and aged care

Some of the following subjects were discussed by the panellists:

- 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?

## 4. Creative and performing arts and sport

Some of the following subjects were discussed by the panellists:

- 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?



Australian Prime Minister Malcolm Turnbull said the strengths of the relationship should be emphasised.

"The relationship is very strong," Turnbull said at the forum. "It's important not to be distracted by media and political commentary that is often designed to highlight difference and highlight friction or even possibly accentuate friction."

"That's my commitment, to ensure that the relationship gets stronger and stronger -- mutual respect is the key," he added.

John Brumby, national president of the Australia-China Business Council, which promotes bilateral trade, told the forum that he observed last year "some early signs of fraying at the edges of the government-to-government relationship."

"While the trade and investment relationship remains robust, the deterioration in the government-to-government relationship has the potential to undermine our business opportunities and certainly our future success," Brumby said.

"To put it bluntly, the relationship needs reset and repair to return to a position of mutual trust and respect and friendship to the long-term benefit of both Australia and China. And to be clear, this doesn't mean compromising Australia's values or interests," he added.

Asked at the business council how Australian companies could safely engage with Chinese companies such as Huawei, Bishop said the government worked "very hard to get the balance right" between innovation and security.

"In a globalised world the flow of people, capital and ideas is unstoppable," she said. "But there are times when the Australian government has a responsibility to look at security and look at national interest issues.

"This is not directed at China, this is what we do in relation to all matters where the Australian government has a say ... we ensure we take into account national security concerns, the advice of our security experts and act accordingly."

Bishop praised Australia's comprehensive strategic partnership with China, noting the two did not always agree but what mattered was how they resolved those differences.

The trade minister, Steve Ciobo, downplayed anxiety about the Australia-China relationship, suggesting there was "a lot of navel-gazing going on" and pointing to \$180bn of trade between the two nations.

A Cocktail Reception was held at the Chinese Embassy following Canberra Networking Day.

Some information in this report is sourced from following website links:

<https://www.theguardian.com/australia-news/2018/jun/19/malcolm-turnbull-says-media-makes-china-australia-relations-look-bad>

<http://m.nwaonline.com/news/2018/jun/20/chinese-envoy-urges-end-to-australia-ri/>

From Jennifer Xi

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## SHANGHAI EXPO NOVEMBER 2018

# 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.



### 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!*

NT Government will participate. Details as they come to hand.

## 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

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### 2017-2018 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)

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

[willem.westra@bigpond.com](mailto:willem.westra@bigpond.com)

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#### 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

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### 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](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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### 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 drops tariffs on Asian farm imports

China will lift tariffs on imports of animal feed products from five Asian countries, according to the country's Ministry of Finance, less than two weeks after the government pledged to impose retaliatory tariffs on \$50 billion of US agricultural produce.

The move will affect soybeans, soymeal, soybean cake, rapeseed and fishmeal from Bangladesh, India, Laos, South Korea, and Sri Lanka, the ministry said on Tuesday, which are currently taxed at between 3% and 9% on arrival to China.

The tariff cuts have in fact been planned for several months, according to Reuters, as part of an agreement China made in January 2017 to remove duties on 2,000 goods. The timing, however, coincides with the latest round of trade arguments between Beijing and Washington, with US agricultural exports considered a key target for potential tariffs.

### China's weakening manufacturing data points to H2 slowdown

China's official manufacturing PMI figures for June fell 0.4 from 51.9 the previous month, compounding fears that a slowdown may be looming for the Chinese economy in the second half of the year.

The data, published by the National Bureau of Statistics, came in just shy of the 51.6 consensus given by a Reuters poll but is still well above the neutral 50 benchmark, which indicates that activity is still expanding in the sector.

The drop was broad-based, with the numbers for production, new orders, exports and imports all falling month-on-month.

### China to ease foreign ownership rules on country's gas stations

Gasoline stations have been included in the new "negative list" published by China's top economic planning body, meaning foreign oil players will soon be able to expand their number of dispensaries in the country.

The National Development and Reform Commission published the new list late last week, also naming banking, automotive, commodities and agriculture as industries set to receive a rollback in restrictions on foreign ownership.

Under the current system, foreign companies are limited to wholly owning 30 stations in China. For additional stations they must form joint ventures with domestic firms such as Sinopec or PetroChina or else differentiate themselves in the quality or type of oil being sold from local competitors.

State-owned Sinopec and PetroChina currently dominate the market, owning half of the country's gas stations and massively outstripping foreign firms in sales, according to Caixin.

### China launches \$15 billion tech investment fund to rival SoftBank

A new RMB 100 billion (\$15 billion) investment fund targeting Chinese tech companies is set for launch by state-owned conglomerate China Merchants Group and London-based Centricus, the Financial Times reports.

The "China New Era Technology Fund" is intended to provide a Chinese alternative to the \$100 billion Vision fund managed by Japan's SoftBank.

China Merchants will contribute up to RMB 40 billion, the rest coming from Centricus, Beijing-based asset manager SPF Group, and a combination of government bodies, universities and other technology companies.

The fund will also look at global tech opportunities in addition to homegrown deals, despite a building skepticism of Chinese activity in foreign technology sectors among governments and industry leaders.

### China to further ease foreign investment restrictions

The National Development and Reform Commission, China's top economic planning body, has published a list of industrial sectors to receive lifts on foreign investment restrictions, in a long-awaited move lobbied for by Western trade executives during recent visits to Beijing.

Among the sectors are commercial banks, shipbuilding, airplane manufacturing and power grids. The list also included previously-stated commitments to opening up the financial services and auto industries in the next few years, reports the Financial Times.

The announcement makes good on the government's recent rhetoric regarding greater market reform and liberalisation and coincides with the White House's decision this week not to pursue strict restrictions on Chinese investment in US firms.

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

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### 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>

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### 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](mailto:acbcnt@acbc.com.au) for details



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# ONE BELT ONE ROAD IN AUSTRALIA

## Everything you need to know

July 10, 11, 2018 Darwin NT

Australia China Business Council

### DAY 1 8.30 to 4.30 Simultaneous translation

#### PLENARY SESSION BRI EXPLANATION

8.15-8.25 MC introduction Q Killian

8.25-8.30 Daryl Guppy NT President ACBC

***What is BRI? Threat or opportunity Overview Chinese and Western perspectives***

8.30 -

**Hon. Michal Gunner Chief Minister Northern Territory**

8.50

8.50-9.10

**H.E. Cheng Jingye, Chinese Ambassador to Australia**

9.10-9.30

**Hon Warren Snowden, representing Hon Bill Shorten, Leader of the Opposition**

9.30-9.45

**Yin Zonghua, Vice Chairman, China Council for Promotion of International Trade and China Chamber of International Commerce**

9.45 -

**Geoff Raby (Former Australian ambassador to China 2007-11)**

10.00

10.00 -

**PANEL DIALOG**

10.40

**Cheng Lei CGTN Moderator**

**HE Cheng Jingye (Chinese Ambassador to Australia) , Hon Michael Gunner NT Chief Minister, Geoff Raby (Former Australian ambassador to China 2007-11), Hon. John Brumby (ACBC Chairman, former Premier of Victoria) Yin Zonghua, Vice Chairman, China Council for Promotion of International Trade and China Chamber of International Commerce, Hon Warren Snowden, representing Hon Bill Shorten, Leader of the Opposition**

10.40-

**BREAK**

11.00

***BRI TRADE COMPONENTS***

11.00-

***Silk Road perspectives***

11.25

**Li Zhonghang, Secretary-General of the Silk Road International Chamber of Commerce**

11.25-

***Chinese BRI investment attraction conditions***

11.50

**Liu Andong, President of Sinosteel Group Corporation Limited**

11.50 -

***BRI Finance - investment structure, capital movements,***

12.15

**Yang Qing Qing, Director Research Cooperation, Chaoyang Institute for Financial Studies, Renmin University Beijing**

12.15 - 35

***BRI digital silk road trade structure***

**Maggie Zhou, CEO Alibaba, Australia**

12:35-

***Hong Kong: the Belt and Road's GPS***

1:00

**Raymond Fan, Director, Hong Kong Economic & Trade Office**

**LUNCH 1.00 - 2.00**

**DEVELOP NORTH AND BRI COMPATIBILITY**

2.00-2.25

***Develop North policy outline NT***

**Luke Bowen, General Manager, Northern Australian Development and Trade**

2.25 -

***China Development Bank perspectives***

2.50

**Chen Qibin Head of preparatory group for China Development Bank representative office in Sydney ; Deputy General Manager of CDB Shanghai Branch**

2.50-3.15

***Chinese BRI Tourism investment attraction conditions***

Fu Zhuoyang, Deputy General Manager of China National Travel Service Group Corporation

3.15-3.40 Belt and Road; An old idea takes new form.

Wang Hao, Deputy Editor-in-chief, China Daily, Beijing,

3.40-4.20 **PANEL DIALOG**

Moderator Cheng Lei CGTN

Geoff Raby (Geoff Raby & Assoc, Beijing), Mike Hughes, (CEO WestSide Corporation and MD Darwin Port, Shandong Landbridge Group), Hon. John Brumby (Huawei) , Fu Zhuoyang, Deputy General Manager of China National Travel Service Group Corporation, Li Zhonghang, Secretary-General of the Silk Road International Chamber of Commerce; Barry Coulter, Director Northern Territory, NAIF North Australia Investment Fund

4.20-4.40 **PLENARY SUMMARY AND DAY 2 SCHEDULING**

Summary Cheng Lei CGTN. Day 2 Scheduling. Quentin Killian

## DELEGATES DINNER

6.30-9.30 H.E. Cheng Jingye (Chinese Ambassador to Australia) NT Chief Minister Hon. Michael Gunner represented by Hon. Eva Lawler, Minister for Infrastructure Planning and Logistics; CEO – Darwin Innovation Hub and Paspalis Group of Companies

time topic

9.00-9.10 MC introduction Q Killian

**PROJECT SPECIFIC PLENARY AND PANEL DIALOG**

Cheng Lei CGTN Moderator

9.10-10.40 *Structuring investment proposals for BRI compatibility. Chinese and Western perspectives. How to prepare*

Dr Luca De Leonardis, Head of Australia and New Zealand, Invest Hong Kong , Hon Paul Henderson, Bespoke Territory, Former NT Chief Minister, Mark Hu, Pinsent Masons, Jason Zheng, CEO Richlink Capital Group, Nick Coyle, CEO Austcham Beijing

10.40 - 11.10 **BREAK**

11.10-12.45 *BRI case study and operations. Chinese and Western perspectives.*

Daryl Guppy, President ACBC NT, Mark Hu, Pinsent Masons, Jason Zheng, Chairman Richlink Capital Group, Nick Coyle, CEO Austcham Beijing

LUNCH 12.45 to 1.45

**INDUSTRY BREAKOUT SESSIONS - CONSECUTIVE TRANSLATION**

TOURISM

1.45-2.40 **Chair: Ashley Manicaros , Business Editor, NT News; Simonne Shepherd, Chief Executive of the Northern Territory’s Department of Tourism and Culture, Scott Lovett, General Manager, Industry Development, Department of Tourism and Development, Steven Wang, Managing Director, New Asia Pacific Travel Pty Ltd/Uluru and Darwin Chinese Tour; Martin Wu, Business Development Manager, OBOR Travel, Fu Zhuoyang, Deputy General Manager of China National Travel Service Group Corporation**

**INFRASTRUCTURE**

1.45-2.40 **Chair; Nick Coyle, CEO Austcham Beijing Andrew Kirkman, CEO of Dept of Infrastructure, Planning and Logistics, Hon. Paul Henderson, Former NT Chief Minister, Director Bespoke Territory, Mark Hu, Pinsent Masons; Dr Luca De Leonardis, Head of Australia and New Zealand, Invest Hong Kong**

**E-SILK ROAD, INNOVATION, EDUCATION**

1.45-2.40 **CHAIR-Hon John Brumby, ACBC Chairman, former Premier of Victoria, Professor Sue Carthew Provost and Vice-President Charles Darwin University; CEO – Darwin Innovation Hub and Paspalis Group of Companies; Yang Qing Qing, Director Research Cooperation, Chaoyang Institute for Financial Studies, Renmin University Beijing, Ada Wang, CEO Sinorbis**

2.40- 3.00 **BREAK**

**DEVELOP NORTH AND BRI**

3.00-3.55 **CHAIR- Hon. John Brumby, ACBC Chairman, former Premier of Victoria, Luke Bowen, General Manager, Northern Australian Development and Trade , Tony Stubbin Land Development Corp, Michael Tennant, CEO Department of Business, Trade and Innovation, Laurie Walker CEO, NAIF North Australia Investment Fund**

**AGRICULTURE AND RESOURCES**

3.00-3.55 **Chair: Ashley Manicaros , Business Editor, NT News, Alister Trier, Chief Executive Dept of Primary Industry and Resources, Patrick Underwood, Managing Director, North Australia Cattle Company, Greg Owens, CEO, NT Farmers, Mr Rod Applegate, Deputy Chief Executive, Mines and Energy, Department of Primary Industry and Resources**

**PLENARY**

3.55-4.30 **CONCLUSION AND SUMMARY**  
**Hon John Brumby (ACBC Chairman, former Premier of Victoria)**

## **DAY 3 8.00 to 5.00**

**SITE AND PROJECT VISITS**

Arranged by Dept of Business  
Arranged by individual companies

**ACBC NATIONAL BOARD MEETING**



**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](mailto: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	<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	

**CONTACT DETAILS**

Company phone	
Company fax	
Direct phone	
Direct fax	
Mobile phone	

**LOCATION DETAILS**

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>

**PAYMENT METHOD**

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**Or Email: [abcnt@acbc.com.au](mailto:abcnt@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>Student member (non-voting)</b>	88.00