



MEMBERSHIP & PARTNERSHIPS

AUSTRALIA CHINA BUSINESS COUNCIL



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

NOV 2022

WELCOME



David Olsson

National President
Australia China Business
Council

The Australia China Business Council (ACBC) has been at the heart of the Australia-China trade relationship for nearly five decades – acting as Australia's business network for China and the independent voice of business within this relationship.

ACBC helps Australian companies develop and grow their business with China, and Chinese companies expand and invest in Australia.

Despite diplomatic tensions between Australia and China, it has never been more important to understand what drives the world's second largest economy and Australia's number one trading partner.

Membership of the ACBC is about joining a collective force of companies who believe in the opportunities and potential of deepening the Australia China bilateral business relationship.

Through our sector specific working groups and an exciting calendar of networking events, conferences, seminars, and publications, ACBC supports members at the different stages of their entry into, or growth within, China.

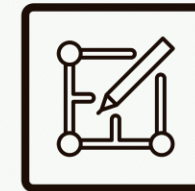
ACBC's network of influence has consistently offered a valuable platform to members to help develop nuanced understandings of the changing environment, build networks and provide unparalleled access and engagement with decision-makers at the highest levels in the Australia-China political and business network.

We warmly invite you to become a member of ACBC and look forward to working with you.

THE MAIN OBJECTIVES OF ACBC ARE TO:



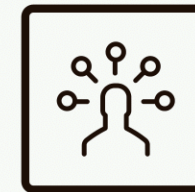
Provide our members with consistent information, programs and networking opportunities on matters impacting investment, trade and business with China



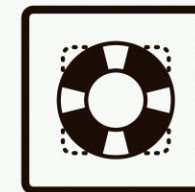
Develop and maintain dialogue between Australian and Chinese businesses, State and Federal Governments and other like-minded organisations and to collaborate on relevant initiatives and programs



Host delegations and facilitate informative events with senior business leaders from Australia and China



Represent our members' views to Australian policy makers and act as a conduit between government and the Australia business community



Assist our members in building strong and lasting relationships with businesses and individuals engaged in bilateral trade

ABOUT US

The premier organisation dedicated to the Australia-China bilateral business and trade relationship.

ACBC is a national not-for-profit membership organisation with branches in every State and Territory. We have a network of over 20,000 organisations and a membership of over 700 focused on furthering Australia-China trade and investment.

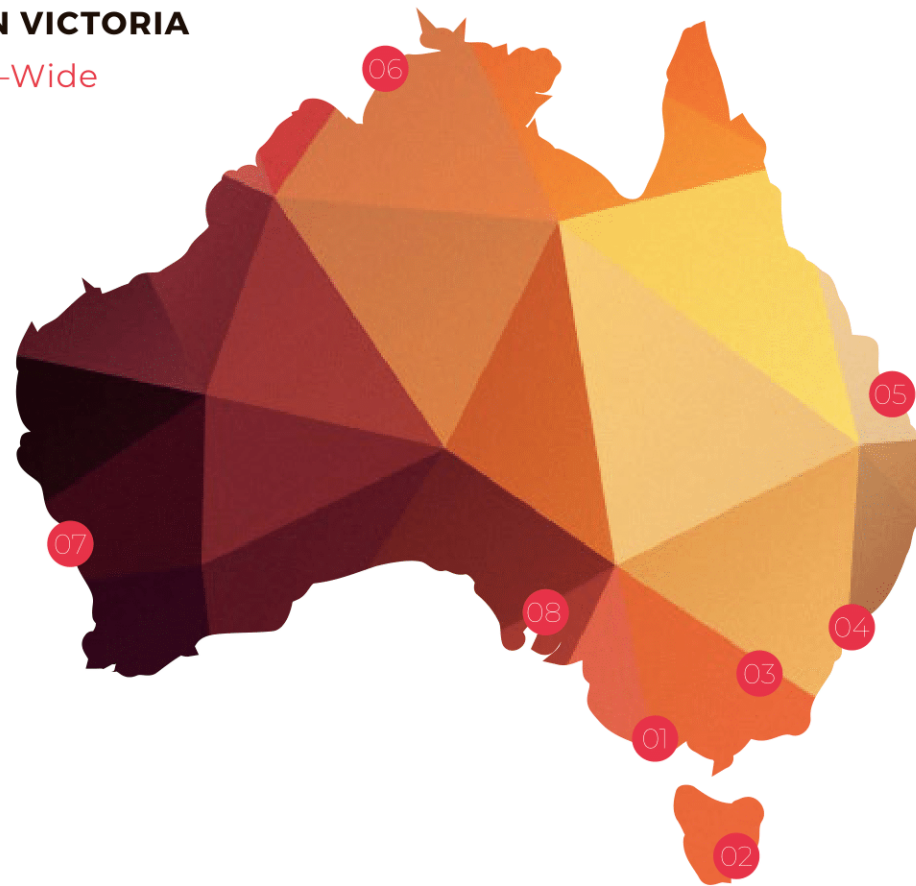
ACBC actively promotes two-way trade and investment, economic cooperation and understanding between the business communities of Australia and China. ACBC also works closely with state and federal governments on commercial relations with China.

ACBC is the largest, most active and diverse business council in Australia. We regularly host delegations from China for business to business matching opportunities and provide a range of business-focused activities and events for our members.

HEADQUARTERED IN VICTORIA

8 Branches Australia-Wide

01. VIC Branch & National Office
02. TAS Branch
03. ACT Branch
04. NSW Branch
05. QLD Branch
06. NT Branch
07. WA Branch
08. SA Branch



OUR MEMBERS

700+

MEMBER ORGANISATIONS

20,000+

NETWORK OF PROFESSIONALS

We pride ourselves on our diverse network of influential businesses and individuals

Membership offers you unique opportunities to keep abreast of developments, learn from experts and forge relationships with senior business people, decision-makers and practitioners across various sectors and fields in both Australia and China. These include representatives from some of Australia's largest multinational companies, SMEs and high-profile Chinese companies.

Our members are drawn from the sectors below, plus many more engaged in trade with China. We cater to companies in all sectors and of all sizes.

Contact your local ACBC branch to learn more about the specific working groups offered in your state.



AGRIBUSINESS & FOOD



ENERGY & RESOURCES



EDUCATION & TRAINING



PROPERTY, DESIGN & ARCHITECTURE



E-COMMERCE & RETAIL



FREIGHT & LOGISTICS



TOURISM & VISITOR EXPERIENCE



TECHNOLOGY & RESEARCH



CONSULTING & ADVISORY



LEGAL SERVICES



BANKING, FINANCE, INVESTMENT & CAPITAL MARKETS



MANUFACTURING



HEALTH & MEDICAL RESEARCH



SUSTAINABILITY & ENVIRONMENT



AND MANY MORE



DELEGATIONS

ACBC hosts visits by Chinese leaders and industry delegations from various cities and provinces in China with presentations by guest speakers, business to business referrals and introductions. We also lead outbound and virtual delegations.



SUMMITS

Industry specific hybrid summits focus on topics such as education, property, finance, health, agribusiness, energy and resources, tourism and other areas of interest in the China-Australia trade dialogue.



FORUMS

Half-day sector specific hybrid forums held in local centres with guest speakers, a panel of presenters and opportunities to network with industry experts.



ROUNDTABLES

A more intimate setting to learn about and discuss opportunities with key sector experts on topics related to doing business with China. In person or via online platforms.



NETWORKING

An informal opportunity to meet and converse with other ACBC members and friends at business and social events.

EVENTS

Each year ACBC runs various events across Australia utilising several unique methods of presenting.

Knowledgeable China-experienced guest speakers are sourced from high levels of government and industry to provide perspectives and insights into doing business with China.

Past speakers have included the Chinese Ambassador to Australia, the Federal Minister for Trade and Investment, the State Premiers, the Chair of the Foreign Investment Review Board, State Trade Commissioners to Greater China, the Australian Ambassador to China, Global President of the Alibaba Group and many more.



PRESENTATIONS

A range of presentations by guest speakers from Australia and China, either in person or via electronic platforms, allow attendees to gain insight into Chinese and Australian business issues, challenges and opportunities.



EXCLUSIVE EVENTS

Our exclusive events range from member-only events such as Canberra Networking Day to invitation only functions solely for our corporate members, as well as bespoke events tailored to our State Partners' individual needs.

OPPORTUNITIES FOR FURTHER ENGAGEMENT

ACBC roundtables are designed to assist businesses understand the complexities of doing business with China through a series of practical briefings from speakers with wide experience working in and with China. These are held via online platforms or in-person.



“ **DESIGNED TO GIVE YOU ACCESS TO EXPERTISE** ”

BRANCH PARTNERSHIP PACKAGES

“ **WE REALISE EACH BUSINESS HAS UNIQUE REQUIREMENTS REGARDING BUILDING RELATIONSHIPS WITH CHINA. WE WILL DESIGN A PACKAGE TO BEST SUIT YOUR COMPANY’S NEEDS, GOALS AND BUDGET** ”

As specialists in the China business arena, we have unprecedented access to a wide range of government, business and thought leaders all of whom play an active part in our branch activities.

ACBC NATIONAL & BRANCH PARTNERSHIPS
\$7,500 – \$100,000 + GST pa

After meeting to ascertain your requirements, we would design a package to suit your budget with a range of elements for you to consider which may include:

- Corporate Membership entitling your interstate branches and staff to enjoy full membership privileges across Australia
- Bespoke opportunities for you and your organisation to be showcased as an expert in your sector. These could include speaking at our events, hosting events, co-sponsoring events, branding on reports, and other platforms for exposure, as agreed
- Priority access to national events, such as Canberra Networking Day at Parliament House with politicians and key business presenters, and exclusive ACBC events
- First rights of refusal for ongoing partnership opportunities
- Opportunity for your organisation to invite ACBC members to your company’s functions, when appropriate
- Support for your visiting delegations from China, whenever possible and by prior negotiation
- A varied selection of networking opportunities through our comprehensive business events program of 300+ events per annum attracting over 9,000 attendees
- Your branding on our marketing material (invitations, eNewsletters, website, etc.)
- Your company introduced and profiled in our eNewsletter circulated to 12,000+ contacts

These are some examples of our offerings. We will design a package to suit your company’s budget and needs.

INDIVIDUAL EVENT PARTNERSHIP PACKAGES

These are one-off opportunities, designed to suit your priorities, and may include specific events planned with you, presentations from visiting expert speakers and/or functions planned through our working groups as part of our annual program.

We can work with you to include aspects such as:

- Opportunity to work with us to design a targeted event, with the chance to make opening or closing remarks, as an expert speaker in your sector
- Your branding on our marketing material (invitations, eNewsletters, emails, etc.) and your banner on display at the event
- Negotiate a number of complimentary tickets to the event and priority seating
- Opportunity to distribute hand-out material and/or gifts for attendees
- Opportunity to host at your venue (including catering, AV, etc.)
- Other options by negotiation

EVENT PARTNERSHIP PACKAGE

\$2,500 – \$20,000 + GST

WORKING GROUP PARTNERSHIP PACKAGES

To support the running of our sector specific Working Groups, we have sponsorship opportunities available in NSW, VIC, QLD and WA for each of the state-based groups. A great opportunity for companies wanting to showcase their organisation and align themselves with a particular sector to promote knowledge, advocacy and networking for greater productivity, engagement and understanding.

The Victorian Future Leaders and Executive Women's Forums are also open for sponsorship. These Forums assist young leaders with mentoring and connectivity and support women working in bilateral trade and services.

UNIQUE PARTNERSHIP OPTIONS

We are open to work with you on your research projects and co-branding of reports on topics relevant to the Australia-China trade and investment relationship for a negotiable sponsorship fee.

Call us to discuss your business needs and we will tailor an individual partnership package for you.

SOMETHING MORE?

Member Promotion

We will distribute your EDM for your company's event or offer, to be distributed to our database of 9,000+ contacts.

Content, image, copy and logo, to be provided by you.

POA

eNews bulletin for Australian businesses

We will work with you to design a 300 word advertorial in our National eNewsletter with your logo to be distributed to our database of contact

Copy supplied by you, to be provided by 1 March, 1 June, 1 September and 1 December.

POA

Contact your local ACBC branch for more comprehensive advertising opportunities (see following page)

[Click here to become an ACBC Member](#)

CONTACT YOUR LOCAL ACBC BRANCH

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New South Wales

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nsw@acbc.com.a

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+61 8 8927 0061

acbcnt@acbc.com.au

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GPO Box 1923 Brisbane QLD 4001

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