

CHINA IN TOUCH



An ACBC Northern Territory Newsletter

March 11, 2020, Issue 272 NT secretariat (08) 89270061, GPO BOX 2769, Darwin NT 0801

NT President's observations

Trade ministers are speaking optimistically of a return to normal as COVID-19 comes under control. Australia's iron ore producers are equally optimistic as they look forward to the traditional infrastructure stimulus tool that China used to overcome the impacts of the 2008 GFC.

They are wrong for one very important reason. The economic recovery will call for the recapitalisation of China business, big and small. This is a financial stimulus, not a construction stimulus. The recapitalisation will impact on investment activity both within China and outside of China with a reduction of outward flows of capital. The apartment in Sydney may become much cheaper as the Australian dollar falls and Chinese investment capital stays at home.

Consider a typical example at an individual level. He lives in Beijing and runs a successful SME business. The business gives him an income that allows him to purchase a house in Sydney, or Singapore. It allows him to send his child to a university in the US or Australia. He can also support the new love of his life, an imported American sports car.

Its all discretionary expenditure, even if its an 'investment' in property overseas.

But wait.

His business has been at a standstill for the past eight weeks and even now he cannot get back into full production because his workforce remains quarantined. His cash flow has completely dried up, and even if he can restart tomorrow, its going to be several weeks before he can tool-up to the previous cashflow levels. His bank is starting to get nervous, because even though they have been directed by Government to go easy on borrowers, the reality is this cannot last.

So, what gets cut first? The everyday luxuries like A2 baby formula milk from Australia, the French wine, the car, university fees, the tourism trip to the NT? The first cut will probably be the planned investment in Sydney property because that relies on some borrowing.

One thing is for sure, he is going to need to generate cash flow and reduce cash expenditure rapidly so he can service existing debt required to keep my business afloat.

To help make these personal decisions the central Government will probably offer some incentives for the 'big men' to redeploy their capital in the domestic Chinese market rather than send it overseas. China policy, like Chinese education, more often relies on using the stick rather than rewarding with a carrot so he expects it will become more difficult to shift capital overseas. It will become harder to get approval from the National Development and Reform Commission and the State Administration of Foreign Exchange to transfer funds for larger scale investments in overseas projects and business enterprises. But that's not his problem. As a small and recently prosperous SME, he no longer has spare capital for discretionary expenditure. Now its all about survival.

Imagine, for a moment, that your business had no cash flow income for eight weeks. How many would go to the wall? How many would never recover? Of those that survived, how many would thrive without fresh capital support? Wuhan, with almost half the population of Australia, faces this problem. Magnify this across China and its easy to understand why things will not return to as they were before COVID-19.

The GFC called for replacement of market demand as Western markets contracted, and demand fell. The China infrastructure stimulus was an appropriate answer.

COVID-19 calls for a recapitalisation of business so they can meet established demand. That calls for a stimulus of an entirely different nature. The subsequent shrinking and diversion of Chinas capital investment overseas will dash the hopes of many who rest their recovery plans on a Chinese infrastructure stimulus.

Daryl Guppy,
President, NT Branch,
Newsletter editor

FEDERAL GOVERNMENT MUST REOPEN DOORS TO CHINA

The outbreak of the coronavirus has had a profound impact around the world and brought to light how integral modern-day China is to our economy and society. Dealing with the fallout of the disease, renamed COVID-19, has been a challenge for governments around the world with regards to health, risk mitigation, cultural sensitivities and economic management.

We fully understand the medical concerns and advice that have driven the Australian government's decision to impose travel bans on non-Australian citizens arriving in Australia, but with new infections plateauing in China, it is time the government lifted the ban when it reconsiders the matter later this week.

While 78,000 cases of COVID-19 have been identified worldwide, outside China, Korea and Japan, there have been only isolated cases and no outbreaks seen on the same scale as in Wuhan. Indeed, of the original 15 cases reported in Australia, all of those had come directly from Hubei province and 10 have fully recovered with the other five awaiting final test results before being cleared.

After the SARS epidemic in 2003, the World Health Organisation developed a framework that sought to "avoid unnecessary interference with international traffic and trade" and did not call for the imposition of travel bans. Yet, similar to H1N1 in 2009 and Ebola in 2014, the declaration of the coronavirus as an emergency seems to have provoked travel restrictions rather than prevent them.

Australia should look to Canada, which has kept its borders open to Chinese travellers and has not had a surge of COVID-19 cases.

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Canada is a good comparison given its similarities to Australia with its own large ethnic Chinese population and extensive commercial links to China. The Public Health Agency of Canada has assessed its public health risk associated with COVID-19 as low. It has refrained from imposing a travel ban on non-citizens and the numbers of infections have remained stable at 10 – far from the outbreak feared by those who advocate for a closing of borders.

We welcome the Australian government's decision at the weekend to relax the travel ban for year 11 and 12 high school students so they can travel to Australia and resume their studies. However, to allow some students entry into Australia while 100,000 higher education students remain offshore sends mixed messages.

The government also announced at the weekend that 1500 international students had entered Australia by bypassing the travel ban by spending 14 days in a third country, such as Malaysia or Thailand.

That some students have gained exemptions while others have been left to make a heavily detoured route to Australia lacks a coherent national message to the 250,000 Chinese students who choose to study in Australia in the highly competitive field of international education.

While there has been a groundswell of support across Australia-China communities, such as the acquisition of medical supplies and delivery of humanitarian aid to Wuhan, the response to the coronavirus has regrettably also featured some unsavoury remarks in the media and across social media.

For this reason, the message from the Australian government must be clear and unambiguous that we empathise with the impact being felt in China and provide support to those students and tourists who increasingly feature in contemporary Australian life.

We as a community must show the same empathy, care and support for those that are affected by the virus as we have shown each other during the recent bushfires. A lack of empathy during this global humanitarian crisis could have far-reaching and long-standing consequences, especially for sectors such as education and tourism that are heavily reliant on the China market. There is a significant risk that Chinese students and tourists will no longer want to come to Australia after this crisis is over.

The Australia-China relationship is no stranger to navigating troubled waters. Our political relationship has indeed experienced some friction in recent times. Mishandling the case of 100,000 students barred from beginning their semester could further inflame our deteriorating relations with our No.1 trading partner.

A way forward is for the Australian government to remove the ban when it meets to discuss the issue this week.

Health safeguards should still apply, including requiring students returning to Australia to self-quarantine for two weeks before attending classes unless they have amassed a fortnight of self-quarantine in a third country. The ban could still apply to tour groups and individuals from Hubei while avoiding overly harsh measures on those far from the virus' epicentre or those infected.

This rational approach would balance the nation's health security with our economic security needs.

It is still too early to gauge the overall impact of the coronavirus on our economy. We have a diverse range of sectors heavily engaged with China, including education, tourism, health and agriculture that are feeling the brunt of a country significantly in shutdown.

Once the worst of the virus is behind us, it will not simply be a matter of reverting to where business stood before the outbreak. We have to be prepared that the impact may be long-lasting and the recovery not immediate.

However, reopening our doors to China and the people who form the fabric of the bilateral relationship may be a good place to start the recovery.

From David Olsson is national president of the Australia China Business Council.



Supporting
each
other.
It's
what
friends
do.

We are all concerned and saddened by the impact of the fires that have ravaged Australia and the outbreak of the coronavirus in China, and around the world.

Australia China relations are characterised by strong bonds and mutual cooperation in a multitude of sectors. We share a longstanding friendship that has remained steadfast despite challenges, supporting each other - that's what friends do.

Together we can endure any challenge.

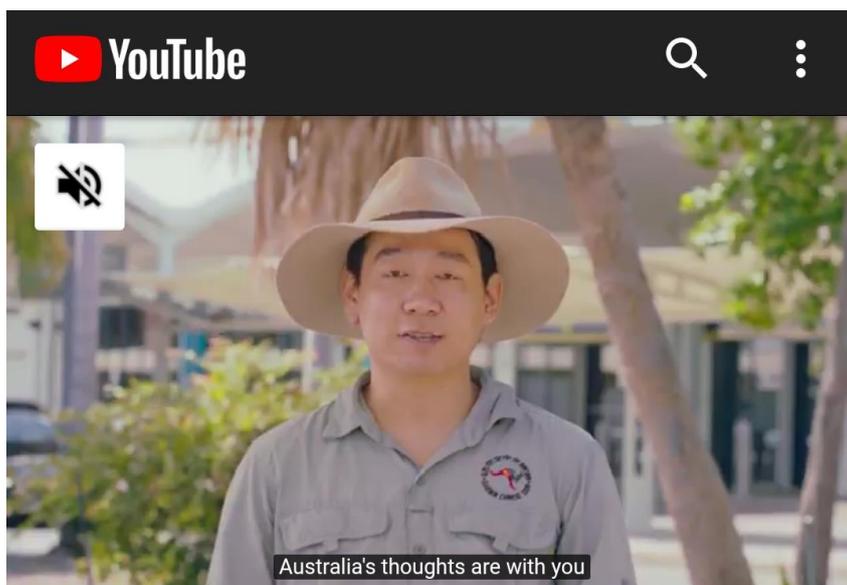
同舟共济 - People in the same boat help each other in crisis.

Connect with us at www.acbccom.au



SUPPORTING FRIENDS AND COLLEAGUES

It is important to show support for friends and colleagues in China. Their business activities have been seriously impacted, and in turn, Australia's business has also been impacted. ACBC members are proud to support the Tourism NT China message in YouTube.



Tourism NT - China Message

Additional messages of support from the NT ACBC President were included in The Peoples Daily newspaper and their website.



A longer article of support from NT ACBC in Chinese and English was included on China Global Television Network (CGTN) blog pages and the Chongyang Institute for Financial Studies, (RDCY) Beijing Renmin University research pages. <https://news.cgtn.com/news/2020-02-29/COVID-19-is-crunch-time-for-your-business-relationship-with-China-Osaq9zj19m/index.html>

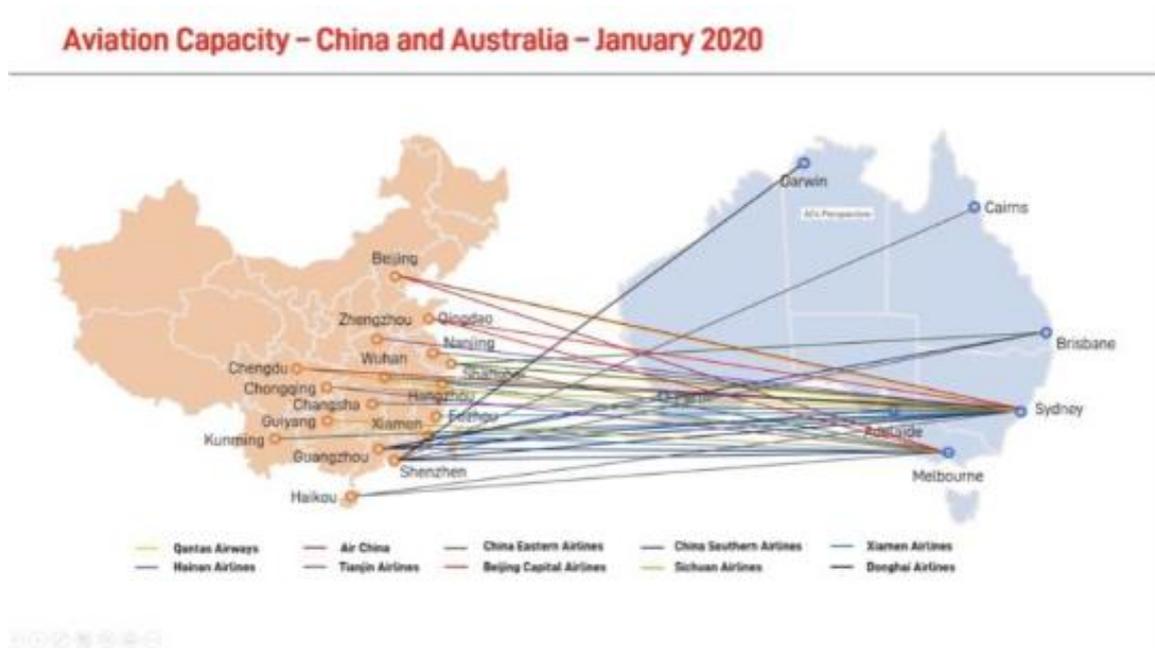


CHINA LOGISTICS UPDATES

ACBC member Agility Logistics have established a dedicated website regarding updates around the COVID – 19 virus that will be updated regularly as situations around freight, logistics and shipping evolve – this website can be accessed here. <https://www.agility.com/en/pages/coronavirus-operational-update/> This is an excellent resource to ensure that customers and interested parties are updated with factual and important information as it comes to hand.

Included in this website are such detail as follows:

- Updated information on the situation in China -- including return to production, status of air and ocean freight capacity, and domestic trucking challenges - updated daily.
- A “FAQ” section
- City-level updates -- on the status of customs, port, airports, and road transport.



From Brett Charlton

CHINA SINGAPORE FLIGHT CHANGES

Singapore Airlines slashes thousands of flights in wake of coronavirus outbreak. Singapore Airlines said the immediate slashing of flights was a reaction to anticipated low passenger numbers as a result of the virus.

"The SIA Group has taken swift action to mitigate the impact of Covid-19. We will continue to monitor the situation, and be nimble and flexible in adjusting our capacity to match the changing demand patterns in the market," Singapore informed customers in a statement. "Singapore Airlines and SilkAir apologise for the inconvenience caused.

		25 May
MI813	Singapore – Cairns	13 Mar, 18 Mar
MI814	Cairns – Singapore	13 Mar, 18 Mar
MI801	Singapore – Darwin	8 Mar, 10 Mar, 14 Mar, 18 Mar, 20 Mar, 22 Mar, 25 Mar, 27 Mar, 29 Mar, 15 Apr, 22 Apr, 24 Apr, 29 Apr, 5 May, 9 May, 12 May, 16 May, 20 May, 23 May, 27 May, 31 May
MI802	Darwin – Singapore	8 Mar, 10 Mar, 14 Mar, 18 Mar, 20 Mar, 22 Mar, 25 Mar, 27 Mar, 29 Mar, 15 Apr, 22 Apr, 24 Apr, 29 Apr, 5 May, 9 May, 12 May, 16 May, 20 May, 23 May, 27 May, 31 May
MI803	Singapore – Darwin	5 Mar, 12 Mar, 16 Mar, 23 Mar, 30 Mar, 6 Apr, 13 Apr, 20 Apr, 27 Apr, 7 May, 14 May, 21 May, 28 May
MI804	Darwin – Singapore	6 Mar, 13 Mar, 17 Mar, 24 Mar, 31 Mar, 7 Apr, 14 Apr, 21 Apr, 28 Apr, 8 May, 15 May, 22 May, 29 May
SQ207	Singapore-Melbourne	11 May, 12 May, 13 May, 14 May, 18

PRONOUNCE MANDARIN THE EASY WAY

Pronounce Mandarin – The Easy Way is for people who:

- Have not studied Mandarin or are beginners
- Want to learn how to pronounce their Chinese contact's names correctly
- Want to learn some useful Mandarin words and phrases
- Want to learn anywhere/anytime
- Only want to learn what they need to know

How **Pronounce Mandarin – The Easy Way** online works:

- US\$88
- It is approximately 2.5 hour in length
- After signing up learners have full access to the course for 100 days
- Group discounts are available

You are invited to have a look at the Free Preview www.pronouncemandarin.com

CHINA PATH PODCAST

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



It has been an unforgiving start to 2020 with the outbreak of the coronavirus / COVID-19 bringing much hardship across China as well as disruption to the Chinese and Australian economies. On the latest Australia China Business Council China Path Podcast, we catch up with Paul Cheyne, the Trade and Investment Commissioner for the Australian Trade and Investment Commission (Austrade), to discuss how the coronavirus is being felt on the ground in China, the measures undertaken by both the Chinese and Australian governments to mitigate its economic impact and how the situation bodes for both countries throughout 2020.

Links:

Podcast Homepage: <http://acbc.com.au/podcasts>

Apple Podcasts: <https://podcasts.apple.com/au/podcast/china-path-podcast/id1282254811>

Soundcloud: <https://soundcloud.com/australia-china-business>

GUANGZHOU AIRPORT FAST VISA PROCESSING

Immigration authorities have announced these 8 changes to visa processing in Guangzhou.

- 1) Urgent processing. First, immigration will comprehensively reduce the time limit for business visa application in Hong Kong and Macao. The second is to provide expedited visa processing for foreigners to attend meetings, negotiate, sign contracts and emergency business, etc., and to complete the visa within 3 working days, especially on the day of emergency.
- 2- Enterprises, institutions can go to the front desk for Hong Kong and Macau business visa without reservation.
- 3- Lack of document acceptance. If the foreign employees and foreign students of the units that resume work, production and study are unable to provide the necessary application materials due to the epidemic and promise to submit them within the prescribed time, the application shall be accepted.
- 4- Apply as needed. Provide visa convenience for foreigners to engage in business activities in Guangzhou, and meet the business needs of foreigners to the maximum extent.
- 5- Expand the validity, Immigration will expand the scope of application for long-term residence permits for foreign employees. For foreign employees who work in reputable record-keeping institutions, a work residence permit of more than 2-years may be issued for the first application, and a work residence permit of more than 3-years may be issued for the second application.
6. Provide door-to-door visa application service for enterprises and units with a large number of foreigners.
7. Open the visa documents for foreigners online processing channel, through the "two-way express" to achieve the following business process without contact processing.
8. Foreign students in universities who have delayed the start of the semester due to the impact of the epidemic will be given the following special treatment:
 1. After the beginning of the semester, universities shall organize students to apply for student visas.
 2. Students who overstay their visas shall be exempted from punishment.
 3. If the residence for studying abroad has expired, you can apply for ordinary visa to enter China.

source: Guangzhou Immigration Office

ACBC NT WELCOMES NEW AND CONTINUING MEMBERS

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

NT ACBC Branch Meeting

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 for 2020. Meetings start at 8.00 am and end at 9.00 am

Dates	Day
18-Mar-20	Wednesday
29-Apr-20	Wednesday
10-Jun-20	Wednesday
22-Jul-20	Wednesday
2-Sep-20	Wednesday
14-Oct-20	Wednesday
25-Nov-20	Wednesday

2010-2020 NT ACBC Executive

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

Justin Gill – Adobe Homes (**Vice President**) jg@newabode.com.au

Joseph Aladin - Deloitte Touche Tohmatsu (**Vice President**) jaladin@deloitte.com.au

Richard Ting – Darwin City Hotel (**Treasurer**) hdting@yahoo.com

Gloria Chang - Nidus Innovation and Enterprise Pty Ltd gloria.chang@nidus-aus.com

'Mark Faulkner, TreeTi mark@treeti.com.au

Ex-Officio members

Chris Mouat – Department of Business

Cecila Brennan - Dept. of Foreign Affairs and Trade

Austrade - Martin Ferreyra

NT Tourism – Daryl Hudson

Lisa O'Donoghue – South Australia Liaison

We are keen to hear your success stories

Are you enjoying success in China?

If so, please share with us your success in the Australia China business space. Your story could inform and inspire others.

We are happy to highlight your success stories in our newsletter. Enquiries at acbcnt@acbc.com.au

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

China's top natural gas buyer cancels imports after epidemic hurts demand

China National Petroleum Corp. invoked force majeure on all natural gas imports, according to Caixin sources, the second Chinese buyer to refuse shipments in a sign that global commodity flows may face sustained impact from the coronavirus epidemic, reported Caixin.

CNPC, the parent of PetroChina Co., took the extreme step after initially working with sellers to reschedule shipments and plans to cancel contracted deliveries of the fuel both as liquefied natural gas and via pipelines in the short term. At least one LNG supplier was notified.

The nation's buyers have struggled with the impact of the virus, which has cut demand for fuel and maxed out gas storage space. Companies declare force majeure when they're unable to meet contractual obligations for reasons beyond their control.

China's biggest suppliers of LNG include Australia, Qatar and Malaysia, while Russia and Central Asian nations — Turkmenistan, Kazakhstan and Uzbekistan — as well as Myanmar supply via pipeline.

China's services sector hasn't shrunk this much in 14 years: Caixin PMI

China's services sector contracted at the steepest pace in more than 14 years in February, as the gauges for total new businesses and employment plummeted to record lows amid the coronavirus outbreak, reported Caixin.

The Caixin China General Services Business Activity Index, which gives an independent snapshot of operating conditions in the services sector, fell to 26.5 in February from 51.8 in the previous month.

The February reading was the lowest since the survey began in November 2005. A number above 50 indicates an expansion in activity, while a figure below that points to a contraction.

The reading follows a sharp decline in the Caixin China General Manufacturing Purchasing Managers' Index (PMI), which fell to a record low of 40.3 in February. The Caixin China Composite Output Index, which covers both manufacturing and service companies, tumbled to an all-time low of 27.5 in February from 51.9 the previous month.

The services PMI survey of roughly 400 companies in the sector was carried out from Feb. 12 to Feb. 21. The majority of surveyed companies identified the coronavirus outbreak as the key driver of reduced services activity.

Chinese cybersecurity firm Qihoo 360 accuses CIA of 11-year-long hacking campaign

Chinese antivirus firm Qihoo 360 said CIA hackers have spent more than a decade breaking into the Chinese airline industry and other targets, a blunt allegation of American espionage from a Beijing-based firm, reported the South China Morning Post.

In a blog post published on Monday in English and Chinese, Qihoo said it discovered the spying campaign by comparing samples of malicious software it had found against a trove of CIA digital spy tools released by WikiLeaks in 2017.

Qihoo — a major cybersecurity vendor whose research is generally followed for the insight it offers into China's digital security world — said the Central Intelligence Agency had targeted China's aviation and energy sectors, scientific research organizations, internet companies and government agencies. It published a catalogue of intercepted malicious software samples as well as an analysis of their creation times that suggested that whoever devised the tools did so during working hours on the US East Coast.

China grain output must stay stable amid coronavirus outbreak, provinces told

China must not let grain output decline this year, a government working group said on Tuesday, amid worries that measures to contain the ongoing coronavirus outbreak could hurt food security in the world's most populous country, reported Reuters.

Just weeks away from the start of spring planting, the central government's work group on managing the coronavirus ordered provinces to mobilize farmers and guarantee that planted acreage and grain output remain stable.

A lockdown on the movement of people to contain the spread of the coronavirus has raised fears that farmers will be unable to plough their fields and sow crops. Hubei province, the virus epicentre with the strictest lockdown, produced 9% of China's rice crop in 2019.

In a statement posted on the government's website, the group also said that regions with good growing conditions should restore double-cropping of rice, reversing recent years' policy that had sought to target higher quality grain over quantity. It also said they should expand the planted acreage of early crop rice and reduce the amount of land left fallow.

China first-quarter economic hit from coronavirus looking more severe: Reuters poll

The coronavirus likely halved China's economic growth in the current quarter compared with the previous three months, more severe than thought just three weeks ago and triggering expectations for earlier interest rate cuts, a Reuters poll found.

The March 3-5 poll of more than 40 economists, based both in and outside mainland China, forecast growth to fall to a median of 3.5% this quarter from 6.0% in the fourth quarter of 2019, a full percentage point lower than predicted in a Feb. 14 poll.

The range of views was wide, from two banks saying no growth at all to one saying 5.0%.

Under a worst-case scenario, the median forecast for Q1 was 2.4%, compared with 3.5% in the previous poll - essentially meaning the worst-case view from three weeks ago is now the central scenario for private sector economists.

Millions who power 'China's Workshop' have yet to return, mobile data shows

Millions of workers from manufacturing hub Guangdong province have yet to return to their jobs nearly a month after the Lunar New Year holiday, new data shows, reflecting a local labor crunch caused by virus-related travel restrictions after the extended break, reported Caixin.

An analysis of roaming usage patterns from Guangdong-registered mobile accounts showed that through Sunday some 10 million people were waiting to return, officials announced at a Tuesday briefing.

Following the outbreak's explosion in late January, Beijing extended holiday for two weeks or more to delay the movement of millions of people back to their jobs, over fears that might spread the virus. More than three weeks after the holiday was officially set to end, data like the latest based on roaming analysis show how many companies remain understaffed.

For more China business news and information, visit www.chinaeconomicreview.com

PROPOSED NT BRANCH CHINA BUSINESS BRIEFINGS 2020

The Business Briefings in 2020 will 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

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.

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 NewsLetter, 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



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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.

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	NT Branch
Member Type - This is based on the annual turnover.	
Company email address	
Company web site http://	
Date of application	

CONTACT DETAILS

Title	
First name	
Last name	
Job title	
Personal email address	

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

Amount paid (See member type)

CCV#
\$

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