



# MEMBERSHIP & PARTNERSHIPS

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AUSTRALIA CHINA BUSINESS COUNCIL



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



# WA EXECUTIVE COMMITTEE

## WA BRANCH OFFICE BEARERS



**James Clarke**  
ACBC WA President



**Lili Pan**  
Executive Vice President



**Xiaowen Shi**  
Treasurer & Vice President

## CHAIRS OF SUBCOMMITTEES

### Education & Tourism



**Noelene Murray**  
Perdaman Global Services

### Energy



**David Cullen**

### ESG



**Tracey Lim**

### Food & Agriculture



**I-Lyn Loo**  
DPIRD

### Honorary Awards



**Maree Arnason**

### Media & Culture



**Camille Chen**  
Legend Media Group

### Resources



**Adam Handley**  
MinterEllison

## COMMITTEE



**Jane Caforio**  
Austrade



**Charles Paraka**  
Australian-Niugini  
Services



**Yong Zhang**  
Baosteel Australia



**Chen Zeng**  
CITIC Pacific  
Mining



**Rob Newton**  
CITIC Pacific  
Mining



**Sally Dawkins**  
DFAT



**Joan Lim**  
DPIRD



**Julie Song**  
FMG



**David Izzard**  
Engentus



**John Li**  
EY



**Juan Lu**  
JTSI



**Peter Chong**  
KPMG



**Kelly Smith**  
Murdoch University



**Oscar Fong**  
Overtures



**Tony Sijun Cheng**  
Sinosteel Midwest  
Corporation



**Kevin Zhang**  
3 Oceans



**Pearl Chua**  
Kyselicova

# 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.



**James Clarke**

Branch President

Australia China Business Council WA

Australia China Business Council Western Australia (ACBC WA) is one of the ACBC's most active branches with an established reputation as a driving force behind building relationships between WA and China.

ACBC WA maintains strong ties with government at the Federal and State level, and enjoys strong working relationships with the Department of Foreign Affairs and Trade, Austrade, the Chinese Consulate General of the PRC in Perth, the WA Department of Primary Industries and Regional Development and the WA Department of Jobs, Tourism, Science and Innovation.

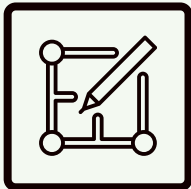
Despite tensions, Australia continues to benefit from a strong economic partnership with China, thriving on trade relations built on the export of minerals, energy, agricultural products, education tourism and health. Western Australia exported A\$134 billion of goods to China in 2020-21, with the top exports being iron ore, gold and petroleum. China is Western Australia's largest export market for iron ore, third largest export market for petroleum and fourth largest export market for gold. In 2020-21, Western Australia represented 81% share of Australia's goods exports to China.

The trade and investment relationship between Western Australia and China will further strengthen with China's continuing urbanisation and industrialisation.

## THE MAIN OBJECTIVES OF ACBC ARE TO:



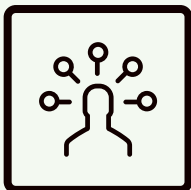
Provide our members with consistent information, programs and networking opportunities on matters impacting investment, trade and business with China



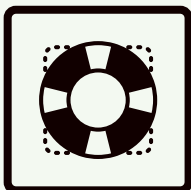
Develop and maintain dialogue between Australian and Chinese businesses, State and Federal Governments and other like-minded organisations and to collaborate on relevant initiatives and programs



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 professionals and a membership of over 700 focused on furthering Australia-China trade and investment.

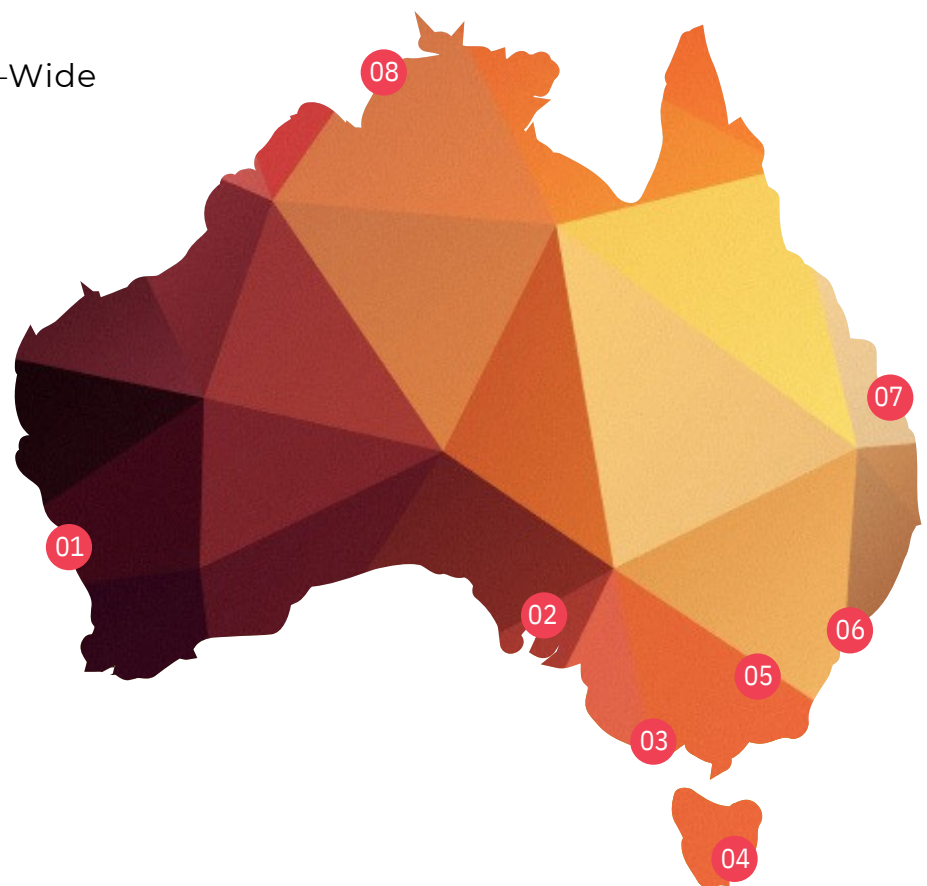
ACBC actively promotes two-way trade and investment, economic cooperation and understanding between the business communities of Australia and China. ACBC also works closely with state and federal governments on commercial relations with China.

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-focussed activities and events for our members.

## ACBC BRANCHES

### 8 Branches Australia-Wide

- 01. WA Branch
- 02. SA Branch
- 03. VIC Branch
- 04. TAS Branch
- 05. ACT Branch
- 06. NSW Branch
- 07. QLD Branch
- 08. NT 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.**



FOOD &  
AGRIBUSINESS



ENERGY &  
RESOURCES



EDUCATION &  
TRAINING



INVESTMENT &  
PROPERTY



E-COMMERCE  
& RETAIL



FREIGHT  
& LOGISTICS



TOURISM &  
VISITOR EXPERIENCE



INNOVATION,  
TECHNOLOGY  
& RESEARCH



MEDIA &  
CULTURE



LEGAL SERVICES



BANKING, FINANCE,  
INVESTMENT &  
CAPITAL MARKETS



MANUFACTURING



HEALTH &  
MEDICAL RESEARCH



CSR & ESG



HONORARY  
AWARDS, 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.



ACBC WA runs regular China and Australia Cross Cultural Masterclasses for corporate teams. These full-day sessions include mock delegations, many useful vignettes, and banquet etiquette.



## FORUMS

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

”

# HOW IT WORKS

It all starts with an ACBC membership which is based on your company's turnover

<b>Corporate Member</b> (greater than \$50m annual turnover/ Universities across all faculties)	<b>\$3,492.50 pa</b>
<b>Large Member Company</b> (\$15m – \$50m annual turnover)	<b>\$1,831.50 pa</b>
<b>Medium Member Company</b> (\$5m – \$15m annual turnover/ University at faculty level)	<b>\$1,023.00 pa</b>
<b>Small Member Company</b> (less than \$5m annual turnover)	<b>\$532.40 pa</b>

**Non-Voting Member**  
(not open to companies or individual employees)

<b>Retired Individual</b>	<b>\$169.40 pa</b>
<b>Full-Time Student</b> (Copy of student ID required)	<b>\$96.80 pa</b>

*\*fees include GST*

## MEMBER BENEFITS

Stay up to date in the constantly evolving Australia–China space and expand your network and opportunities. Our extensive membership base also provides a unique platform for:



BUSINESS  
DEVELOPMENT



UP-TO-DATE  
INFORMATION



BUSINESS  
MATCHING



REFERRALS



NETWORKING

## YOU WILL RECEIVE

- Reduction on tickets to our extensive program of functions and events for you and your staff
- Access to visiting delegations
- Discount offers and business specials announced in our fortnightly eNewsletter
- Full access to the ACBC Insights Centre - our online members-only information and resources platform
- A comprehensive listing on ACBC's online membership directory and access to over 700 member companies working in the China space.
- A subscription to the ACBC WA Members mailing list
- Entitlement to use 'ACBC WA Member' in business correspondence and on your website, as well as to display an official certification of membership
- Invitations to member-only events



# 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 + GSTpa

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.

EVENT  
PARTNERSHIP  
PACKAGE  
**\$2,500 – \$20,000 + GST**

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

## WORKING GROUP PARTNERSHIP PACKAGES

WORKING GROUP  
PARTNERSHIP PACKAGE  
**\$5,000 + GST pa**

To support the running of our sector specific Working Groups and Subcommittees, we have sponsorship opportunities available in WA, NSW, VIC and QLD 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.

## 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.



# ACBC WA MEMBER NETWORKING DRINKS

ACBC WA runs regular quarterly drinks events where our members can get together in a friendly environment for a drink and chat. Generally held in the Perth CBD, ACBC WA is always looking for sponsor / member organisations to 'host' these Member Networking Drinks events.

If you have an office in the Perth CBD and are willing to provide a venue and refreshments for members, or alternatively if you do not have an office in the CBD but are willing to sponsor one of our Quarterly Member Networking Drinks, please register your interest with us now via the contact details at the end of this brochure.

The 'host' of one of these events will have the opportunity to introduce the nature of their business to members in what is the only real formality of the evening.









WE ENCOURAGE NEW MEMBERS TO SIGN UP VIA THE ACBC WEBSITE:  
WWW.ACBC.COM.AU/BECOME-A-MEMBER  
OR  
FILL IN THE MANUAL REGISTRATION FORM PROVIDED BELOW:



## Renewal Application Form & Tax Invoice

ABN 57 075 909 625

Please tick the appropriate category (The fee payable dependent on turnover)

Please Note: Companies with turnovers greater than \$50m (Corporate Members) are entitled to nominate a representative from each state in which they have a business presence. For additional nominees, please provide contact details on a separate sheet, advising title, given name, surname, postal and street address, telephone, fax numbers, and email address.

COMPANY (Annual turnover \$AUD) Rates applicable from 1 <sup>st</sup> July 2021	\$AUD	GST	TOTAL	Please tick
Corporate Member/University across faculty level (more than \$50 million)	\$3,175.00	\$317.50	\$3,492.50	
Larger Company Member (\$15 million to \$50 million)	\$1,665.00	\$166.50	\$1,831.50	
Medium Company Member/University at faculty level (\$5 million to \$15 million)	\$930.00	\$93.00	\$1,023.00	
Small Company Member (less than \$5 million)	\$484.00	\$48.40	\$532.40	
Retired Individual / Academic (Associate Member*)	\$154.00	\$15.40	\$169.40	
Full-Time Student	\$88.00	\$8.80	\$96.80	

Note: \* Associate members are academics, retired business people or full time students. Retired, Individual & Academic members have no voting right per the ACBC Constitution

### INDUSTRY SECTOR (please tick)

☐ Education ☐ Food & Agriculture ☐ Government ☐ Investment ☐ Oil & Gas ☐ Property & Infrastructure ☐ Resources ☐ Other (specify)

I/ \_\_\_\_\_ We of the company \_\_\_\_\_  
 Postal address \_\_\_\_\_ Postcode \_\_\_\_\_  
 Street address \_\_\_\_\_ Postcode \_\_\_\_\_

Hereby apply for membership of the Australia China Business Council. I/We of the company agree to be bound by the provisions of the Memorandum and Articles of Association of the Council and to pay the subscription fee as determined by the Board.

Prime Nominee \_\_\_\_\_ Position \_\_\_\_\_  
 Telephone ( ) \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_ Website \_\_\_\_\_

NB All communications will be forwarded to the Prime Nominee and an additional company contact person (below).

1. Additional Contact Person \_\_\_\_\_ Position \_\_\_\_\_  
 Email: \_\_\_\_\_ Telephone ( ) \_\_\_\_\_  
 2. Additional Contact Person \_\_\_\_\_ Position \_\_\_\_\_  
 Email: \_\_\_\_\_ Telephone ( ) \_\_\_\_\_

### PUBLICATION OF YOUR INFORMATION ON THE ACBC WEBSITE

All information collected by the ACBC from applicants is used for the purposes of maintaining membership of the ACBC and providing members with the benefits of membership of the Council. The details that you provide on this form (excluding financial information) will, with your permission, be added to the ACBC on-line members' directory (only accessible by other ACBC members at www.acbc.com.au). Please tick the appropriate item to indicate your willingness or not for your details to be published in the on-line directory. (Please note: all member companies will be listed as an ACBC member publicly in the ACBC online member's directory at www.acbc.com.au).

- ☐ I agree for my personal or company details to be published in the ACBC online members' directory.  
☐ I do not wish my personal or company details to be published in the ACBC online members' directory.

### PAYMENT DETAILS (Please tick the appropriate payment option)

Please find enclosed my cheques payable to Australia China Business Council for the amount of \$ (incl. GST)

Please debit my ☐ Visa Card ☐ Master Card ☐ Amex (please note 3.1% surcharge)  
 (Please note that Diners Club is not accepted)  
 Name on Card \_\_\_\_\_ Signature \_\_\_\_\_ Date \_\_\_\_\_  
 Card Number \_\_\_\_\_ Card Expiry \_\_\_\_\_ / \_\_\_\_\_ Amount \$ \_\_\_\_\_ (incl. GST)

Please complete and return with your payment information to:

Australia China Business Council (WA Branch)  
 Attn: Membership WA  
 79 St Georges Tce, Perth WA 6000

T +1300 799 519  
 E: memberswa@acbc.com.au

This document will be treated as your official tax invoice and receipt of payment upon the ACBC receiving payment from you.



# OUR SPONSORS & PARTNERS

## WA PARTNERS

### PLATINUM



### GOLD



### SILVER



### COMMUNICATIONS PARTNER



## NATIONAL PARTNERS



RioTinto





## GET IN TOUCH

Australia China Business  
Council – WA

Fern, 79 St Georges Tce.,  
Perth, WA 6000

T: +61 1300 799 519

E: [acbcwa@acbc.com.au](mailto:acbcwa@acbc.com.au)

[www.acbc.com.au](http://www.acbc.com.au)

