



MEMBERSHIP & PARTNERSHIPS

AUSTRALIA CHINA BUSINESS COUNCIL



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

WA EXECUTIVE COMMITTEE 2023-24

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

ESG



Tracey Lim
WA TVET

Food & Agriculture



I-Lyn Loo
DPIRD

Honorary Awards



Maree Arnason

Media & Culture



Camille Chen
Legend Media Group

Resources & Energy



Adam Handley
HFW

COMMITTEE



Jane Caforio
Austrade



Charles Paraka
Australian-Niugini
Services



Yong Zhang
Baosteel Australia



Chen Zeng
CITIC Pacific
Mining



Rob Newton
CITIC Pacific
Mining



Erin Maher
DFAT



Joan Lim
DPIRD



John Li
EY



Julie Song
Fortescue



Juan Lu
JTSI



Peter Chong
KPMG



Kelly Smith
Murdoch University



Oscar Fong
Overtures



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.

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.

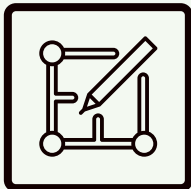
Western Australia accounted for 52 per cent of Australia's total trade goods with China over the last financial year, with \$158.1 billion in goods traded in 2022-23. Top exports included iron ore, gold and petroleum. China is Western Australia's largest export market for iron ore, gold, lithium and nickel ore, and fourth largest export market for petroleum. Service exports, such as international education and tourism, also form an important part of the economic relationship between Western Australia and 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:



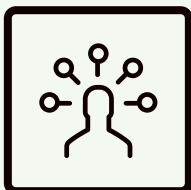
Provide our members with consistent information, programs and networking opportunities on matters impacting investment, trade and business with China



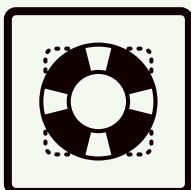
Develop and maintain dialogue between Australian and Chinese businesses, State and Federal Governments and other like-minded organisations and to collaborate on relevant initiatives and programs



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 500 focused on furthering Australia-China trade and investment.

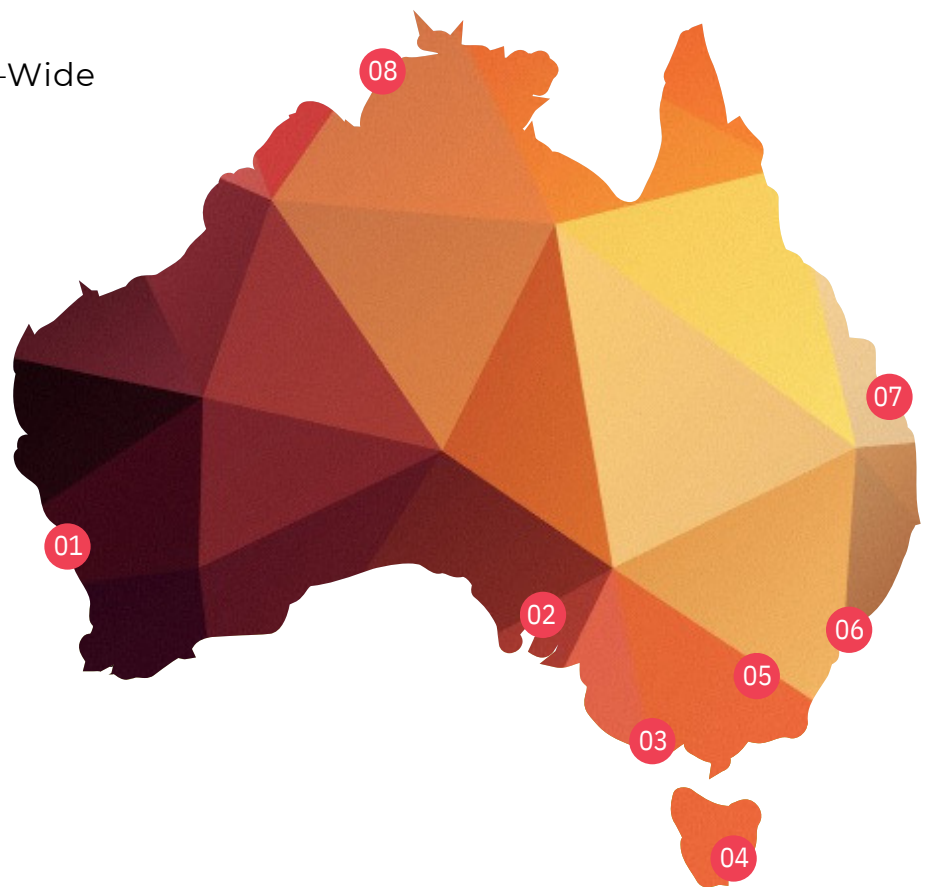
ACBC actively promotes two-way trade and investment, economic cooperation and understanding between the business communities of Australia and China. ACBC also works closely with state and federal governments on commercial relations with China.

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

500+

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.



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



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.



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

Corporate Member
(greater than \$50m annual turnover/
Universities across all faculties) **\$3,492.50 pa**

Large Member Company
(\$15m – \$50m annual turnover) **\$1,831.50 pa**

Medium Member Company
(\$5m – \$15m annual turnover/
University at faculty level) **\$1,023.00 pa**

Small Member Company
(less than \$5m annual turnover) **\$532.40 pa**

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

Retired Individual **\$169.40 pa**

Full-Time Student **\$96.80 pa**
(Copy of student ID required)

**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 st 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



CITIC PACIFIC MINING

TIANQI LITHIUM



spacecubed

SILVER

BROOKS

COMMUNICATIONS PARTNER



NATIONAL PARTNERS



Corporate Partners

RioTinto



HSBC



MA Financial Group





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

www.acbc.com.au



MARCH 2024