

APRIL 2024



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

MEMBERSHIP & PARTNERSHIPS

AUSTRALIA CHINA BUSINESS COUNCIL VICTORIA & TASMANIA



Victorian Executive Committee

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JOHN WARMBRUNN EGO PHARMACEUTICALS

WELCOME



Rhys Roberts

President
ACBC Victoria

The Australia China Business Council (ACBC) has been at the heart of the Australia-China trade relationship since 1973 –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 the 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.

Membership is via a state branch— in this case, we represent Victorian & Tasmania businesses. We warmly invite you to become a member of ACBC Victoria and look forward to working with you.



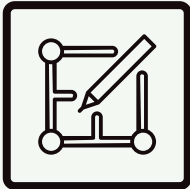
Virginia Birrell

Chief Executive Officer
ACBC Victoria and Tasmania

THE MAIN OBJECTIVES OF ACBC ARE TO:



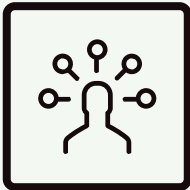
Provide our members with consistent information, programs and networking opportunities on matters impacting investment, trade and business with China



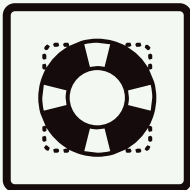
Develop and maintain dialogue between Australian and Chinese businesses, State and Federal Governments and other like-minded organisations and to collaborate on relevant initiatives and programs



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.

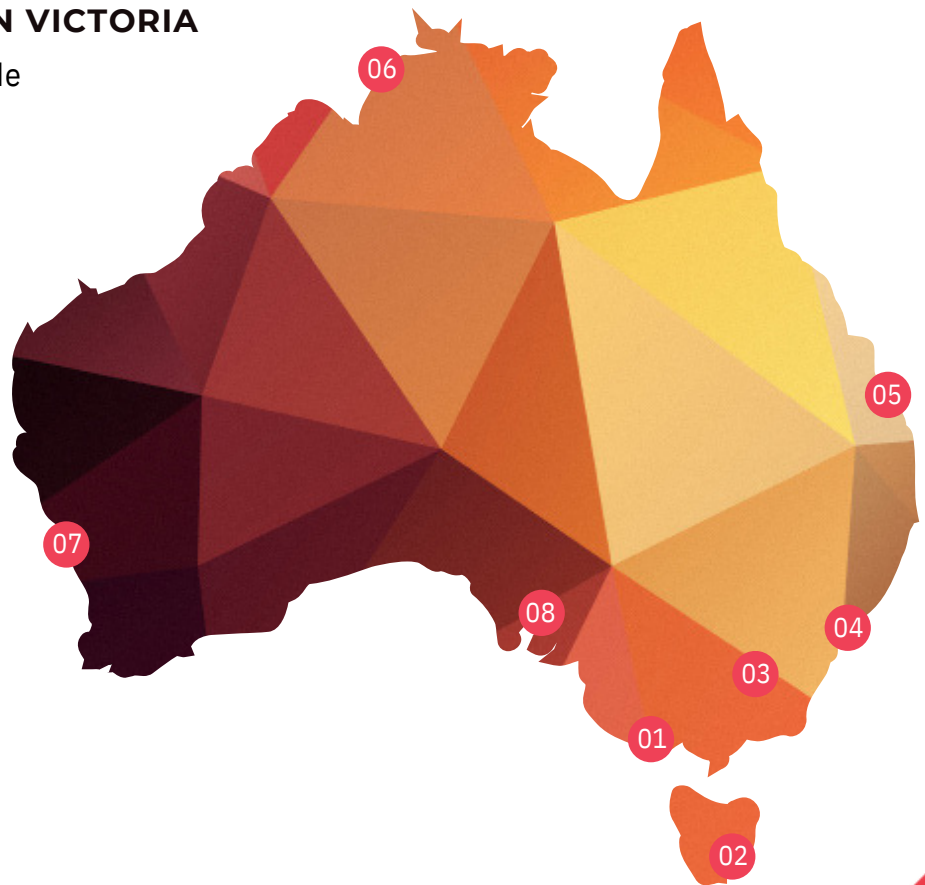
ACBC actively promotes two-way trade and investment, economic cooperation and understanding between the business communities of Australia and China. ACBC also works closely with state and federal governments on commercial relations with China.

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





“ VICTORIA
REPRESENTS 3% OF
AUSTRALIA’S TOTAL
LAND MASS AND
ACCOUNTS FOR 22%
OF NATIONAL GDP ”

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.



AGRIBUSINESS & FOOD



ENERGY & RESOURCES



EDUCATION & TRAINING



PROPERTY, DEVELOPMENT & ARCHITECTURE



E-COMMERCE & RETAIL



FREIGHT & LOGISTICS



TOURISM & VISITOR EXPERIENCE



TECHNOLOGY & RESEARCH



CONSULTING & ADVISORY



LEGAL ACCOUNTING SERVICE



BANKING, FINANCE, INVESTMENT & CAPITAL MARKETS



MANUFACTURING



HEALTH & MEDICAL RESEARCH



NET ZERO SUSTAINABLE DEVELOPMENT



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 Melbourne or Regional Victorian 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 Victoria runs an average of 50 activities and in the past 8 years has attracted over 26,000 participants all interested in working with China.

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 Victorian Premier, the Chair of the Foreign Investment Review Board, Victorian Trade Commissioner to Greater China, former Australian Ambassadors to China, Global President of the Alibaba Group leading journalists 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's roundtables are designed to assist small to medium enterprises 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.



ROUNDTABLE DESIGNED TO ASSIST SMALL TO MEDIUM ENTERPRISES



WORKING GROUPS

Underpinning our offering to members in key China-Australia Free Trade Agreement (ChAFTA) sectors

Our working groups exist to create a forum for member representatives to share information, experiences, perspectives, challenges and ideas regarding the growth of business opportunities under ChAFTA.

Each group holds regular meetings to plan and develop a range of activities aimed at stimulating discussion of these sectors, including running events with speakers covering local and Chinese perspectives, holding dialogues with Chinese and Australian officials and involving members in sector-specific roundtable discussions. Participation in the group is by invitation to ensure a wide representation of businesses.

Working groups are addressed by leaders of industry and government throughout the year. Email us for details: acbcvic@acbc.com.au



AGRIBUSINESS & FOOD

Working Group Chair

Tom Mullarkey
SW ACCOUNTANTS AND ADVISORS

Deputy Chair

Will Mulholland
COLES

Organisations Represented in Group

- PwC
- Coles
- Austrade
- Harmony Agriculture & Food
- Global Victoria
- Cross Cultural International
- AgVic
- Nuchev Group
- Treasury Wine Estate
- Minter Ellison Lawyers
- And more

Key Events

Biennial Agribusiness Forum focusing on recent Chinese investment in the Australian agribusiness sector and managing food trade with China – regulations, accreditation, food safety and branding



CHINA CAPITAL MARKETS

Working Group
Co-Chairs

Mark Burgess

Advisor & Non-Executive Director, HESTA

Stan Roche

Assistant Director, AUSTRADE

Organisations
Represented
in Group

- Minter Ellison
- China Construction Bank
- SW Accountants and Advisors
- PwC
- Bank of Communications
- Austrade
- AH Capital
- RSM
- Ellusa Advisory
- Commonwealth Bank of Australia
- ANZ
- Cross Culture International
- Deloitte
- King & Wood Mallesons
- EY
- Treasury
- Moelis
- Bank of China
- And More

Key Events

Forums, presentations and roundtables on topics such as inbound and outbound investment, Australia’s foreign investment regime, property investment and development, and fintech



EDUCATION & TRAINING

Working
Group Chair

Professor On Kit Tam

Melbourne University
Executive Committee Member

Deputy Chair

Celina Yu

Managing Director, Edvantage Institute Australia Vice-President, ACBC Victoria

Organisations
Represented
in Group

- AEAS(Australia Education Assessment Service)
- Victoria University
- Monash University
- Trade Institute of Victoria
- The University of Melbourne
- Chin Communications
- VETASSESS
- AH Capital
- And more

Key Events

Roundtables with industry experts as well as focusing on topics such as strengthening Victoria’s largest export and what the international education market means for Victorian businesses



ENERGY & RESOURCES

Working Group Chair

Matthew Schofield

Partner and Head of Corporate Finance, SW Accountants & Advisors
Director ACBC National and Vice President, ACBC Vic

Organisations Represented in Group

- Chambers & Company
- Roberts Gray Lawyers
- BHP
- Bluescope Steel
- Minter Ellison Lawyers
- HELIOS
- Department of Environment, Land, Water and Planning
- GHD
- Dezan Shira & Associates (DSA), Beijing
- And more

Focus

The group covers the energy and resources sectors plus environment, renewables, manufacturing and related industries. Recent events have explored perspectives and opportunities around Australian–Chinese joint ventures in the energy sector



EXECUTIVE WOMEN’S FORUM

Working Group Co-Chairs

Virginia Birrell

CEO, ACBC VICTORIA

Celina Yu

Managing Director, Edvantage Institute Australia
Vice-President, ACBC Victoria

Organisations Represented in Group

- Chin Communications
- Global Business College of Australia
- Coraggio
- PWC
- Victoria University
- And more

Focus

The EWF is a forum for female members of ACBC Victoria to share experiences, perspectives, challenges, ideas and professional advice regarding growing business opportunities between Australia and China through informative events with guest speakers and networking. The EWF’s signature event is the annual International Women’s Day celebration.



FUTURE LEADERS FORUM

Working
Group Chair

Lawrence Lam

Investor and Founder, Lumenary Investment Management
Executive Committee. ACBC Victoria

Organisations
Represented
in Group

- Lumenary Investment Management
- King & Wood Mallesons
- ANZ
- City of Melbourne
- ACAA
- And more

Focus

The Forum is a platform initiated by the ACBC VIC to enhance bilateral Australia China business relationships through the development and continued engagement of up and coming young leaders



HEALTH & MEDICAL RESEARCH

Working
Group Chair

Jason Sun

CEO, Access Asia Health Accelerator

Organisations
Represented
in Group

- The H and H Group (Swisse)
- CSIRO
- Minter Ellision Lawyers
- Ego Pharma
- Minter Ellision
- RSM
- Infant Nutrition Council
- Gretals
- Newburyport
- Clearpoint Ventures
- AusTrade
- Acurite Medical Comms.
- And more

Focus

Events include roundtables and briefings from industry experts, focused on strengthening collaboration, investment and partnership between Victoria and China in the health sector. Signature event the biennial Australia China Health Summit





PROPERTY & DEVELOPMENT

Working Group Chair

Ben McMahon
Manager, McMahon Property Group

Organisations Represented in Group

- Pitcher Partners
- SW Accountants and Advisors
- Austrade
- Deloitte Tax & Legal
- Commonwealth Bank of Australia
- McMahon Property Group
- JeansWest
- AH Capital
- Wizel Property Group
- And more

Focus

The ACBC Property and Development Working Group exists to create a forum for member representatives in the commercial and residential sectors to share information, perspectives, challenges and ideas emerging within the sector.



TOURISM & VISITOR EXPERIENCE

Working Group Co-Chairs

Isabel Zhang
Head of Cross-Cultural Insights, Bastion Insights
Vice-President, ACBC Victoria

Garry Burns
Managing Director, GAIBO Agency

Organisations Represented in Group

- Cross Culture International
- Melbourne Airport
- City of Melbourne
- Melbourne Convention Bureau
- Bastion Insights
- The Langham
- Visit Victoria
- Victorian Racing Club Limited
- And more

Focus

This group focuses on educating businesses on meeting the expectations of Chinese visitors, research into visitor trends, business event planning, and acts as a catalyst for networking between member organisations in this sector

ACBC GREEN CHANNEL

GOAL

Net Zero faster, together

PROGRAMS



GREEN ROOM - KNOWLEDGE SHARING

- Research
- White Papers
- Roundtables
- Industry briefings
- Exchange Delegations
- Webinars
- Podcast



GREEN FIELDS - PROJECT DATABASE

- Net Zero collaborations projects database
- Australian locations
- China locations
- Predisposed to collaboration
- Local technology commercialisation support
- International technology showcase
- Field trips
- Cross-border delegations



GREEN SHOOTS - TECHNOLOGY INNOVATION

- Innovation showcase
- Supporting commercialisation in our region (RCEP)
- ImpactX summits (impactx.tech)
- CleanTech/ AgTech innovation showcase (SHIFT!)
- Migrant entrepreneur network programs
- Access to global growth accelerator programs
- Access to international VC and exit pathways
- Outbound delegations



GREEN ZONES - AREAS OF OPPORTUNITY

- Special Economic Zone partnerships/ agreements
- State-Provincial/ City-City collaboration facilitation
- SSEZ policy briefings
- Inbound/ Outbound delegation management
- Cross-Border Green Channel facilitation
- Accelerate net zero collaborations
- Promote the establishment of an Australia-China Green Economy Agreement



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 (Copy of student ID required) *fees include GST	\$96.80	pa

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 monthly
- Access to monthly 30 mins online government briefing
- Discount offers and business specials announced in our 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 1,000 member companies working in the China space.
- A subscription to the ACBC Victoria eNewsletter, Banyue
- Entitlement to use 'ACBC Victoria Member' in business correspondence and on your website, as well as to display an official certification of membership
- Invitations to member-only events
- Australia wide membership for you and your staff for the one fee

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.

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 Victorian events
- First rights of refusal for ongoing partnership opportunities
- Opportunity for your organisation to invite ACBC Victoria members to your company’s functions, when appropriate

ACBC VICTORIA
BRANCH PARTNERSHIPS

\$20,000 – \$30,000 + GST pa

- 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 60+ events per annum attracting over 3,600 attendees annually
- Your branding on our marketing material (invitations, eNewsletters, website, emails, letters, etc.)
- Your company introduced and profiled in our eNewsletter circulated to 4,500+ 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

EVENT PARTNERSHIP PACKAGE

\$5,000 – \$10,000 + GST

- 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 (refer Pages 9-14), we have sponsorship opportunities available for each of the groups 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.

Our 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 with specific knowledge and networking through events and social gatherings. Contact us to discuss: acbcvic@acbc.com.au.

UNIQUE PARTNERSHIP OPTIONS

We are also 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. (Prices listed exclude GST).

SOMETHING MORE?

Member Promotion

\$600 + GST per EDM

We will distribute your EDM for your company's event or offer, to be distributed to our database of 4,500+ contacts.

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

eNews bulletin for Australian businesses

\$500 + GST per insertion

We will work with you to design a 300 word advertorial for our eNewsletter with your logo to be sent to 4,500+ businesses and individuals.

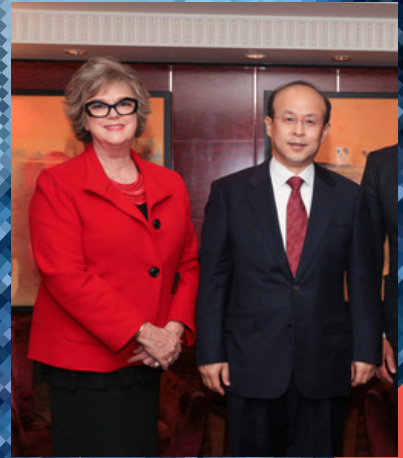
Copy supplied by you, to be provided by the 3rd week of the month.

It's easy to become a member

Sign up online at: <https://acbc.com.au/become-a-member/>

Join us today or contact us for more information on membership or partnership opportunities

Phone: 1300 918 836 · Email: acbcvic@acbc.com.au



OUR PARTNERS

Honorary Patrons

H.E. Prof Hon Margaret Gardner AC, Governor of Victoria
Consul-General, People's Republic of China

ACBC Victoria State Partners



ACBC National Partners



TREASURY
WINE ESTATES

RioTinto



MA Financial
Group





CONTACT US

Australia China Business Council – Victoria
Level 5, 121 Exhibition Street.
Melbourne, Victoria 3000

T: 1300 918 836

E: acbcvic@acbc.com.au

www.acbc.com.au

