



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

CHINA IN TOUCH

A newsletter for Northern Territory branch members

Northern Territory Branch
August 25, 2009

Vice President's observations

A recent newspaper article shows just how far some sections of the community have to go in developing a modern understanding of China. Lurking beneath the apparently informative headline of "The Highly Sensitive Art Of Doing Business In China" were some interesting claims of 'abiding truths.' According to the authors "it is common practice for Chinese intelligence to bug your hotel rooms" - not a bad achievement for the 3.5 million or more foreign visitors to China in the first half of the year.

They warn that "greatest caution needs to be exerted in any commercial dealings with the national security apparatus in China" as if this was somehow unique to China. In a step not far removed from "reds under the bed" rhetoric of US Senator McCarthy and Prime Minister Menzies, the authors warn of a legion of Chinese spies and moles. "When you attend a function and talk to Chinese business and social acquaintances be aware they will nearly always be debriefed by Chinese intelligence," they write. In certain types of high level situations of national interest this may be true (just as it is true of the reverse situation in Australia and elsewhere) but for the bulk business activity these types of claims are exaggerated.

Twenty or thirty years ago these claims may have been justifiable but times have changed as rapidly as the Beijing and Shanghai skylines. The central reality is that China can no longer be treated as a playground for foreign interests. The principle of extra-territoriality is an obsolete colonial artefact of the Opium Wars and equally as odious. Foreigners working in, or with China, cannot expect to exempt themselves from the Chinese legal or regulatory system and demand they be subject to the legal systems of their own country for activities undertaken in China.

The claim that "there should be no illusions that China will act to protect what it sees as its vital identity" is quite accurate, but hardly unique. The Foreign Investment Review Board is specifically charged with this task when assessing foreign investment applications in Australia. We expect Chinese business to comply with Australian law, and go as far as to include specific clauses to this effect in contracts and agreements.

Chinese systems are different from Western legal systems and it is incumbent upon foreigners to understand these differences and work within the sovereign legal environment. There have been incredible changes in the past 20 years in the legal system and these changes will continue because they provide the framework necessary for sustainable business and prosperity.

When I choose to work in Singapore, or Italy, or the US I am not required to approve of the political system or laws of those countries. I am however required to comply with their laws and regulations. I may personally find the level of God-blessed US patriotism a bit over-the-top but if I want to operate effectively in a US environment I need to respect these differences. Working in China is no different. It is my obligation to be aware of the differences in rules and regulations. Understanding the differences in culture improves my ability to do sustainable business in China.

The article does have some useful observations and stresses the need for a good working knowledge of the legal and commercial system in China. However these observations are distorted by the underlying theme of hysteria and distrust.

The Gorgon Gas deal raises some interesting observations. This strategic resource asset is owned by a consortium of foreign companies - Exxon, Chevron and Royal Dutch Shell. The deal, in essence, is a consortium of foreign companies selling Australian resources to China. Opposition to foreign Western ownership of strategic resources is muted. It's a situation not unnoticed by China which may explain in part why no senior Government official was present at the Beijing signing ceremony.

One of the roles of the Australia China Business Council is to update the broader business community on the modern reality of doing business in China and working in a Chinese business environment. Our recent Chinese Language and Cultural Advice workshop is one of the methods for developing awareness. The ACBC works with Government, with business and industry to educate, inform and facilitate. Our Business Briefings are designed to share knowledge and experience with ACBC members. This newspaper article shows there is still a lot of work to be done.

Daryl Guppy
Vice president, NT Branch - Newsletter editor

Events calendar

ACBC 2009 AGM meeting Thursday September 24

The ACBC NT 2009 AGM will be held on Thursday September 24. The ACBC is the fastest growing and one of the most active of the ACBC branches in Australia. To continue to deliver high quality services to members we invite you to consider nominating for the committee or executive.

Nominations are now open for a total of 7 committee and executive positions. Nominations close at the close of business on Tuesday September 22. Members are invited to nominate for the committee or executive positions.

If you wish to stand for the committee but have difficulty in contacting others to complete the nomination form due to travel commitments etc , then please partially complete the nomination form and return to the address shown on the nomination form. We will arrange for nomination signatures.

Members and associates China News

CHINA LANGUAGE AND CULTURE AWARENESS WORKSHOP REPORT

Ever wondered how to pronounce your Chinese guests name? What about where your Chinese guest should sit at a important dinner you are hosting? Or how to establish "guanxi".

These were just a few of the mystifying questions that were answered at a Chinese Cultural Awareness workshop run on the 11 August 2009, by Mrs Leonie McKean, of the Chinese Language and Cultural Advice business.

The workshop brought together ACBC members, industry and government representatives who were eager to learn about the correct protocols to undertake business in China.

The day started with an overview of the political history and religion of, what we now know as, the Greater China Region (China, Taiwan and Hong Kong). Giving us the necessary background and understanding of why workshops of this type are so very important to attend.



By lunch we had explored the Chinese concepts of hierarchy, marketing, face, guanxi, meetings and social etiquette. Not to mention my favourite session of the morning, how to pronounce Chinese names. The two page cheat sheet given to us at the workshop on how to sound out Chinese names in Mandarin is without doubt the most useful and easily understood system to assist those of us who cannot speak Mandarin. I look forward to impressing future Chinese guests by correctly pronouncing their names.

The afternoon session covered a number of topics on communication and highlighted the differences between Chinese and Western forms of communication. The session provided important suggestions on how to communicate with your Chinese counterpart or delegation and explained the traditions and reasons behind the communication style of your Chinese business partners.

The workshop was a day well spent studying Chinese culture and business etiquette and has provided me with increased confidence to interact in the future with my Chinese guests or business contacts.

From Wayne Fan, Department of the Chief Minister, NT

Tax Investment Terms for the Western China Region.

The State Administration of Tax has issued a circular to clarify the definitions set forth in the previous Caishui 202 regarding tax incentives for developments in China's western regions, including Chongqing, Sichuan, Guizhou, Yunnan, Tibet, Shaanxi, Gansu, Qinghai, Ningxia, Xinjiang, Inner Mongolia and Guangxi.

The SAT clarifies that the term "newly established transportation companies" mentioned refers to newly established companies set to "invest and operate" roadways, railways, aviation, ports and wharves, pipeline transportation systems, and which generate operating revenues from such activities



**DEZAN SHIRA
& ASSOCIATES**

For more tax advice on China's Western and Central Regions, or the Go West campaign email tax@dezshira.com

CHINA BUSINESS BRIEFINGS 2009 - BILATERAL TRADE AND INVESTMENT - Mr Haoren Chen, Arbitrator of China International Economic and Trade Arbitration Commission

The next business briefing will be delivered by the immediate past chairman of the China Chamber of Commerce of Metals, Minerals Importers and Exporters, Mr Haoran Chen. He is currently Arbitrator of CIETAC (China International Economic and Trade Arbitration Commission) This is a unique opportunity to discuss these issues in a small group setting. Get a first hand insight into the developing trade issues and the trading environment. This is an essential briefing. Mr Chen has a tight schedule in Darwin and he has agreed to make time available to talk to the ACBC.

The Business Briefings are free of charge for members only. Non-ACBC members are encouraged to attend with a payment fee of \$30.00. For more information, or requests for specific briefing topics, please contact Lisa.Mutch@nt.gov.au

NT Resources Council and Minter Ellison in association with Mining the Territory Conference & Exhibition present

"The Art of Business in the Middle Kingdom"



When and Where

9th September 2009
9.00am - 5.00pm,
Minter Ellison Offices,
Darwin

LIMITED SPACES
AVAILABLE!

A Masterclass on working with a Chinese partner

Participants

This Masterclass is aimed at those resources companies who are in the early stages of working with Chinese Companies. They may be in the final stages of agreeing on operating parameters, or may have already signed agreements and are working through the early relationship stages.

Assumed Knowledge

Participants will have a good understanding of the basics of Chinese culture.

Keynote Presenter: Mr Haoran Chen

Mr Chen held the position of Chairman to the China Chamber of Commerce of Metals, Minerals & Chemicals Importers & Exporters (CCCMC) for 8 years. Since retiring from this position in 2008 he has remained an arbitrator for the China International Economic and Trade Arbitration Commission. Previous to this he was president of the Nam Kwong group and has served on the board and managed companies such as; Pacific Refining Company, Sinochem American Holdings and Sinochem Beijing.

Mr Chen will be sharing his wealth of knowledge and experience on key issues such as The Chinese Government's role and influence and providing his perspective on navigating the challenging cultural situations that arise in conducting business in another country.

Program outline

To Register Call Now! Tel: +61 2 9080 4090 • Fax: +61 2 9299 3109

Email: info@iir.com.au • www.miningnt.com.au

China tips- SHANGHAI MARKET

When crossing the road safely we need to look left and right. Navigating the current financial market safely means we also need to look to the right – to the US markets – and to the left – to China markets. Both are exerting strong influence on the behaviour of the Australian market. With a correction developing in the China market it is useful to consider analysis of this market. This is a reprint of my analysis notes in this weeks edition of Shanghai Security News and Hong Zhou Kan weekly magazine.

Every technical analysts keeps extreme upside and downside targets in the metaphorical bottom drawer of his computer. In extreme circumstances, such as the 2008 retreat, we have to dust off these almost unbelievable targets. Any Shanghai Composite Index move below the value of the long term trend line 1 with a value of 2788 on Friday is a signal to look more closely at these extreme downside targets. It's a way to measure the growth of the bear.

For several weeks the continuing expansion of separation between the long term and the short term GMMA was signaling a bubble and the potential for a correction retracement. A correction in the order of 10% to 15% was expected and would drop the index back to the underlying trend strength. This an application of the Chinese strategy 19 – [Pulling the Firewood from Beneath the Cauldron](#). This is a strategy discussed in my book **The 36 Strategies of the Chinese For Financial Traders**. This cools the market back to a sustainable uptrend.

Fundamentally the technical bubble analysis was supported by other events. Investors opened almost two-and-a-half million new accounts to trade stocks in the four weeks before August 7. This is the highest level of account openings since late 2007 and just prior to the Index retracement.

The retracement down move has exceeded the bounds of corrective activity and traders must now seriously consider the potential for a longer term trend change prior to a rebound.

The pending launch of the Growth-Enterprise Market may take capital out of the main exchanges. The rush into new IPOs may also dilute available capital although the transfer of funds into a small number of IPOs does not cause a significant across the market fall.

There is a feeling that the Chinese Government will step in and rescue the market. This of course is no different to the US government establishing TARP and other individual company rescues, or manipulating interest rate and taxation policy to protect against significant market falls. Its not the methods that are used that are important. It's the feeling in the market that such action is possible that helps to restore stability.

The long term trend strength for the Shanghai Index is created by the long term trend line. This trend line starts in 2008 December. It uses the lows created in January 2009, and the lows in March 2009. These are three additional rebound points that anchor the position of the long term trend line 1. In April 2009 the index began to move away from this trend line. New trend lines were needed to define the trend. Trend line 2 defined the middle trend. The acceleration of trend behavior was defined by trend line 3 which started in May 2009. This combination of trend lines confirmed the acceleration of the market trend.

We expected a retreat to near the value of the middle trend line. The value of this trend line was near to the historical support at 3000 and the value of the lower edge of the long term GMMA. The failure of support at these levels confirmed that this was not just a temporary retracement. The fall below historical support near 2900 confirmed this was a change in the nature of trend behavior. When the market fell below trend line 2 the long term GMMA started to compress and turn down. This indicated investors had also begun to sell. This confirms a significant trend change.

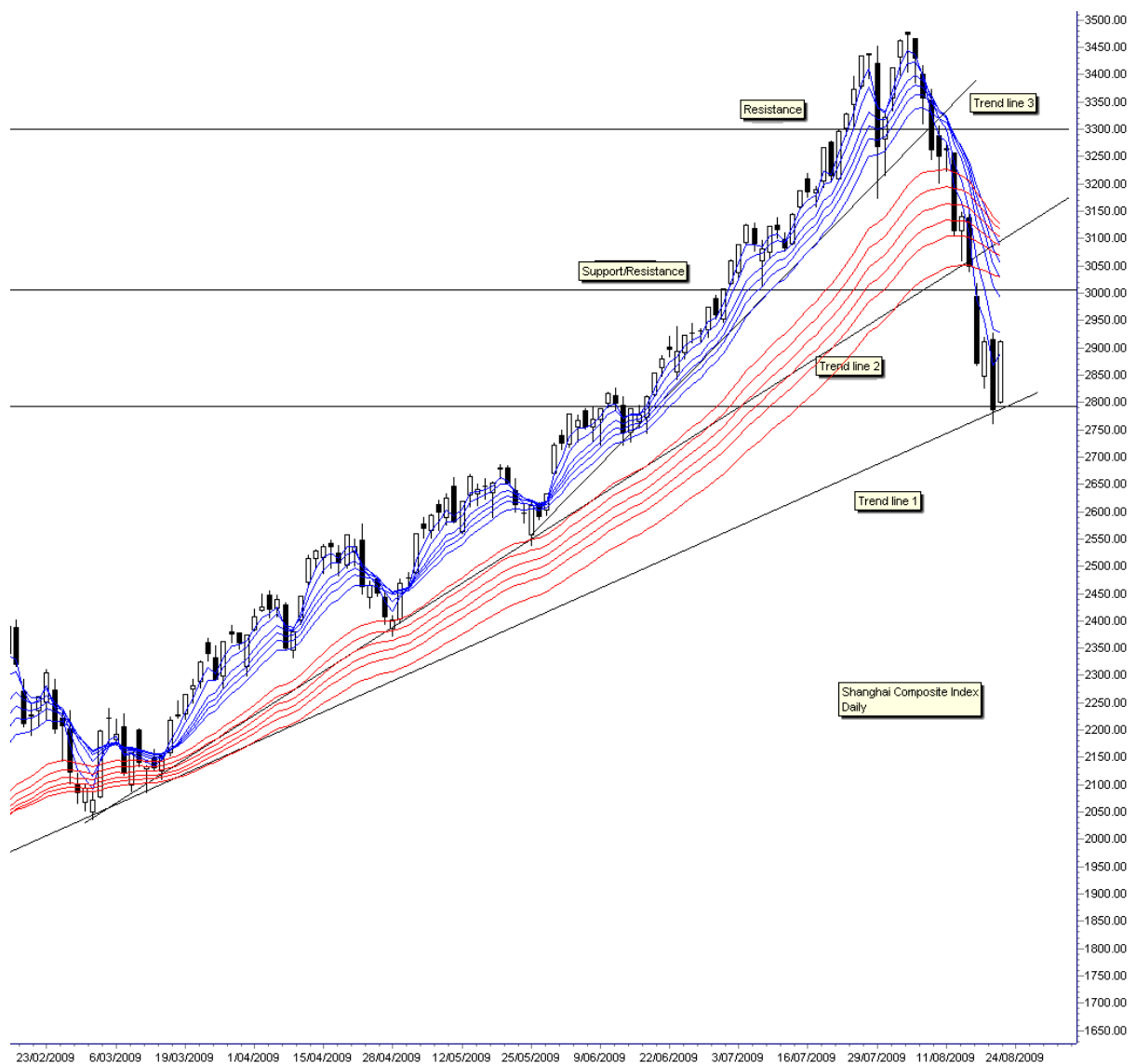
The key questions now concern the support areas for this trend change. These are consolidation areas which provide a rebound area for a continuation of the broader uptrend in the China market.

The first of these support areas is provided by trend line 1. The value of this support area continues to rise with the trend line. A rebound from this area encounters resistance near 3000 and resistance again near the value of trend line 2. This is currently around 3100. A successful rebound from the area near trend line 1 confirms the recent retreat is a correction and not a significant change in the trend. This is a cuddly panda rather than a bear. This rebound is part of a long term sustainable uptrend which will move at a slower pace. The pace is slower because there are more resistance features.

A fall below the value of trend line 1 is more bearish, but it is not the beginning of a bear market. It indicates a strong but temporary trend reversal. There is a very strong support trading band between 2400 and 2600. These are extreme downside targets. A move below 2400 is genuine bear territory. The market took several months to break out of this trading band in 2009. Traders will watch for a market rebound developing inside this trading band. The first resistance barrier is the value of trend line 1.

In the next week the market may dip below the value of trend line 1. If the market can close near to the value of the trend line 1, or above trend line 1, then traders will move aggressively into the market in anticipation of a return to up trending activity. The key feature to look for is the behavior of the long term GMMA. When this group begins to turn upwards it confirms investors are returning to the market as buyers.

The most significant aspect of this market retreat has been its influence on other world markets. Markets waited for the lead from Shanghai and reacted accordingly. This marks a significant shift in the world of finance. When Shanghai snuffles, we catch a cold and the DOW sneezes.



*This article is a general survey of this market area. It is not designed or intended as investment advice. Daryl Guppy has open positions in stocks marked with an **

Do you have a travel tip, or observations or China related information or experience you want to share with members. Please email us details at china@guppytraders.com

CHINA REGIONS GUIDE - AN HUI 安徽

A delegation arrives from Anhui. You are pleasantly surprised, and impressed, that they already know some things about Darwin and the Northern Territory. It helps to break the ice and makes for easier conversation. But what do you know about Anhui? Can you reciprocate? This series is designed to give some basic background information on some of the provinces and cities in China. Its not an exhaustive list but a starting point for conversation.



Map from www.wikipedia.org

General background

Anhui is part of Eastern China and is considered a poor province. The population of over 60 million is a labour base for Shanghai and other provinces in the Yangtze River delta . The Yangtze and Huai rivers cross through the province's low-lying areas and the frequent flooding of their banks are largely responsible for the province's poverty

History

It was the first region in southern China to be settled by the Han Chinese. Anhui is the birthplace of the first Ming emperor Zhu Yuanzhang (1328-1398). Emperor Zhu was a member of the White Lotus rebels who took the seat of power away from the Yuan dynasty.

Industry

This is mainly agricultural with rice, corn, wheat, beans and sorghum. Cash crops include tea, silk, cotton, peanuts, sesame, tobacco.

Anhui has rich mineral resources, particularly in copper. Ma'anshan Iron and Steel is one the largest employers. Anhuiss' mineral wealth is seen as a base for future growth and industrial development.

Chinese iron ore trader Minmetals Group has a major ore project in Anhui.

Food

The distinctive characteristic of Anhui cuisine is the elaborate choice of cooking materials and the strict control of cooking process. Anhui cuisine uses wild herbs, both land and sea, and simple methods of preparation. Braising and stewing are common techniques. Frying and stir-frying are used much less frequently in Anhui. Many ingredients such as pangolin, stone frog, mushroom, bayberry, tea leaves, bamboo shoot, dates, and game are from the mountain areas.

Classic dishes include stewed soft shell turtle with ham, Huangshan braised pigeon, steamed stone frog, steamed rock partridge, stewed fish belly in brown sauce, bamboo shoots cooked with sausage and dried mushroom.

Attractions

Mount Huangshan, famous for its towering pines, precipitous stones, wonderland cloud-sea and hot springs;

Mount Jiuhua, one of the four famous Buddhist Mountains in China;

Mount Tian Zhu, also a well-known scenic spot with magnificence peaks and views for hardy trekkers

Well-preserved ancient villages in Southern Anhui are derived from the Ming and Qing Dynasties (1368 - 1911). The most impressive ones are in Xidi and Hongcun in Yixian County near Mount Huangshan.

Shexian County, known as Town of Arches, has fine examples of residential architecture from the Ming and Qing Dynasties and the unique Tangyue Memorial Archway.

Mingjiao Temple was first built during the Tang dynasty (618-907AD) and is situated in the east of central Hefei within the ancient moat system. The site of the temple is also famous as the place where, during the Three Kingdoms era, Cao Cao of the Wei dynasty (220-265AD) trained his soldiers.

Capital city – He fei

Hefei has over 1 million people. Hefei is a key research and development base. Anhui university is one of the eight key universities in China. The city is also home to the China Science and Technology University.

Weather

July/August 25-32. Jan/Feb -1 to 9

Additional Resources

<http://apps.ah.gov.cn/>

Compiled by Daryl Guppy. If you have a province you would like reviewed please send your request to china@guppytraders.com

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

China to unveil 'new energy' plan

The vice head of the National Energy Administration said China will unveil a plan for developing "new energy" sources by the end of the year, Reuters reported, citing state media. Speaking to a forum in the southern city of Guangzhou, Sun Qin said the government would also release a guide to developing "new energy" sources such as wind, solar and nuclear, but provided no details. Sun said the plan would involve the development and utilization of clean coal technology. Coal currently provides more than 70% of China's power, but Beijing has said renewable energy will make up 10% of China's primary energy mix by 2010, and 15% by 2020.

ReneSola wins Ningxia solar power plant rights

A development zone in the Ningxia Hui Autonomous Region has awarded ReneSola, a domestic solar wafer manufacturer, the exclusive rights to develop a US\$706 million solar power plant, Reuters reported. The Taiyangshan Development Zone, near Wuzhong, Ningxia, awarded ReneSola the rights to build a 150 megawatt (MW) plant, equal in capacity to large wind farms in Europe and the US. The project is expected to begin construction in 2010, pending a feasibility study and government approval. ReneSola recently signed a letter of intent with the government of Yancheng, Jiangsu province to build a 500 MW solar power project in the southern city. The company, which has expressed a desire to expand beyond solar cell wafer manufacturing, is said to be benefiting from China's Golden Sun project, which subsidizes solar production.

Auto insurer becomes carbon-neutral through domestic credits

Tianping Auto Insurance became the first Chinese company to become carbon neutral by purchasing credits in China's voluntary carbon trading market, the Financial Times reported. The Shanghai-based automobile insurer paid \$40,627 on Wednesday for 8,026 tons of carbon credits auctioned through the Beijing Environment Exchange. As a developing nation, China is not required to limit emissions of greenhouse gases under the Kyoto Protocol. The resultant credits are usually sold to foreign investors, making China the world's largest supplier of carbon credits. The State Council has said that China would introduce targets for lower carbon emission intensity into its official planning.

CNPC, CNOOC propose \$17b purchase of YPF

China National Petroleum Corp (CNPC) and CNOOC have proposed purchasing Repsol YPF SA's stake in Argentine oil unit YPF for US\$17 billion, the Wall Street Journal reported, citing sources close to the negotiations. YPF plays a major role in the production, refining and marketing of oil in Argentina, so any formal deal must meet Argentinian government approval. None of the parties involved in the negotiations commented on the reported proposal, but a Repsol press official said the company had received "expressions of interest" in YPF. A deal would be the latest in a string of overseas energy acquisitions by Chinese firms, including Sinopec's acquisition of Switzerland-based Addax Petroleum in June, CNPC's acquisition of Kazakhstan's MangistauMunaiGas and KazMunaiGas in July, and Chinese oil companies' oil-for-loans agreements with Russia and Brazil

CIC eyeing Canadian investment opportunities

Canadian Finance Minister Jim Flaherty said sovereign-wealth fund China Investment Corp (CIC) is interested in increasing its investments in Canada, Bloomberg reported. Flaherty, who is exploring business and investment opportunities during a six-day trip to China with Bank of Canada Governor Mark Carney, made the comments after meeting with CIC Chairman Lou Jiwei on Tuesday. Last month, CIC acquired 17% of Teck Resources, Canada's largest diversified mining company, for US\$1.58 billion. Although Canadian rules place limits on investments by foreign state-run entities, Flaherty expressed confidence that there would be no obstacle to future CIC investment in the country,

recommending specifically that the fund list shares in Canada or buy stakes in publicly traded companies. Mining, manufacturing and infrastructure were noted as areas of particular interest for CIC.

China processing trade gains signal future growth

A senior customs official said that China's exports may halt their declines by December, the Wall Street Journal reported. Huang Guohua, director for international trade statistics analysis with the General Administration of Customs, said exports for 2009 may fall a double-digit percentage, but duty-free imports of materials for the processing trade are increasing, which indicates a future increase in exports as multinational companies stabilize. Huang's comments were echoed by Vice Commerce Minister Fu Ziyang, who warned that exports will continue to struggle in the second half. "The global economy is unlikely to recover in the short term," Fu said.

Beijing will not force mass-installation of filtration software

China's industry and information technology minister said the government will not require personal computers to be sold with "Green Dam-Youth Escort" internet-filtration software already installed, the Wall Street Journal reported. However, Li Yizhong said the software will continue to be installed on computers intended for schools, internet cafes and other public places. Li asserted that the filter is intended to prevent children from viewing pornographic material, though critics fear it could be used to block politically sensitive sites. Li's comments are the most recent in a discussion that has been ongoing since June. At that time, the government announced that all computers sold in China after July 1 would come with the filtration software already installed. The edict was modified on June 30 to grant computer manufacturers more time to prepare.

Blackstone to launch PE fund with Shanghai

In the first such venture between an international buyout firm and the Chinese government, Blackstone Group has agreed to set up a US\$731 million investment fund with the newly formed government of the Pudong New Area in Shanghai, Bloomberg reported. The structure of the Blackstone Zhonghua Development Investment Fund was not disclosed, but the fund will target investments in Shanghai and neighboring areas, Blackstone said in a statement. Vincent Chan, co-founder of China-focused fund Spring Capital Asia said, "The Blackstone deal represents China's willingness to use private equity to shake up the economy. China's future economy will be driven by its private enterprises." While China's largest stock exchange is located in Shanghai, the city lags behind Beijing, Tianjin, and Hong Kong as a private-equity hub.

Notes compiled from various sources by Daryl Guppy. [Subscribe to China Economic Review Weekly News Updates](#) or subscribe to [China Briefing](#) updates.

MEMBER PROFILES HATCH PROFILE – DARWIN

 HATCH is a global leader in engineering, business consulting, information technology, and project management and construction management. Its 8000 employees in 80 countries are committed to safety, innovation and quality in providing complex business and technical services centered on our core competencies in the mining and metallurgical, energy and infrastructure sectors. Programs and projects currently under management have an aggregate value in excess of US\$50 billion.

ABOUT HATCH

- Employee owned
- Projects in more than 150 countries
- More than 8000 professionals worldwide
- More than US\$40 billion of projects now under management
- EPCM, Integrated Teams, Project and Construction Management
- Consulting – process, technology and business
- In-house engineering services for operations
- Serving mining & metals, infrastructure and energy for more than 50 years

Currently Hatch is completing a number of significant projects for Chinese clients including a major multi billion dollar feasibility study for Chalco Australia's (Aluminum Corporation of China - Chinalco) Aurukun Bauxite Project. This project includes a significant green fields mining development in Cape York and a new refinery at Bowen on the east Coast of Australia. The project represents a significant outcome and achievement for Hatch after building strong relationships in China over many years. Hatch currently has offices in Shanghai, Beijing, Chongqing and Hong Kong.

In the Northern Territory, Hatch will leverage off its existing long term project base with a view to building its relationships with key Chinese mining and metals, oil and gas clients currently operating in the Territory.

Hatch is also enthusiastic to assist Chinese potential investors with detailed due diligence and feasibility assessments related to assets in Northern Australia. Hatch has undertaken numerous assessments of this kind throughout Australia for major multi national corporations and is looking to expand its professional consultancy in Darwin through these types of projects.

Have your member profile included in the newsletter. Send details to china@guppytraders.com

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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 china@guppytraders.com. Please use email header ACBC NOTE. Information received up to the day prior to publication will be included.

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

MEMBERSHIP APPLICATION (2 pages)

Please complete this Membership Form with your details if you are applying to join the Australia China Business Council for the first time. Please see over for additional details

BASIC DETAILS

Company Name	
Company name in Chinese	
Industry sector	
Branch membership	NT Branch
Member Type - This is based on the annual turnover (See page 2 for details).	
Company email address	
Company web site http://	
Date of application	

PERSONAL DETAILS

Title	
First name	
Last name	

Job title	
Personal email address	
CONTACT DETAILS	
Company phone	
Company fax	
Direct phone	
Direct fax	
Mobile phone	
LOCATION DETAILS	
Street address	
City	
State	Northern Territory
Post code	
Postal address	
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)	\$

PLEASE RETURN COMPLETED FORM TO ACBC NT GPO BOX 2769, Darwin NT 0801
Or Email: acbcnt@acbc.com.au

Membership	AUD	GST	TOTAL
NT Government Departments	550.00	55.00	605.00
Companies			
Annual turnover:			
More than \$ 50 million *	1,500.00	150.00	1,650.00
\$ 15 million to \$ 50 million	825.00	82.50	907.50
\$ 5 million to \$ 15 million	550.00	55.00	605.00
Less than \$ 5 million	300.00	30.00	330.00
Individual membership	300.00	30.00	330.00
Associate membership ** (non-voting)	200.00	20.00	220.00
Student member (non-voting)	60.00	6.00	66.00

* Companies with turnovers greater than \$50m are entitled to nominate a representative from each of the other states in which they have a business presence. For additional nominees, please provide contact details on a separate sheet, giving title, given name, surname, postal and street address, telephone and facsimile numbers, and email address.

** Associate members are academics or retired business people

Thank you for joining Australia China Business Council NT Branch!