



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
March 24, 2010

Vice President's observations

Over the past few days I have been working at a financial conference with fund managers, Stock Exchange management and business leaders. Later I completed work with CNBC Asia and CNBC Europe. Perhaps because the Stern Hu case was being heard in Shanghai, there was a considerable focus on doing business in China. There were two widely divergent opinions when it came to China. It would be foolish to characterise them as pro or anti China, but they did reflect very different views on doing business in China.

One group felt it was too difficult and risky to do business in China because China did not apply Western rules and regulations. They failed to understand the regulatory environment, or they felt the regulatory environment should apply to them. They did not say this directly, but it was strongly implied in their comments.

Google falls into this category. It was reported that Google said they could no longer abide by Beijing's censorship rules. This often quickly slides into a wider conspiracy approach with a belief that Western companies are targeted, that phones are tapped, that web sites are hacked by shadowy Government controlled forces. (It will be interesting to see Google's response when Australia implements the proposed internet filtering system that blocks some of the same sites and content that is blocked in China)

This idea that foreign companies operating in China should have extra-territoriality conditions applied to them is as outdated as the original concept imposed in China after the Opium wars. Extra-territoriality is the situation where a foreign company is subject only to the laws of its home country and not the laws of the host country.

Variations of the 'China does not follow our rules' quickly leads to the idea that China **should** or **must** follow Western rules in everything from the value of the Yuan, to domestic consumption based on credit rather than savings.

The other group was very aware of the need to understand and work within the regulatory framework in China. I listened to one Shanghai-based American manager being interviewed on CNBC. He was carefully explaining the importance of working within the laws of China as a means of developing business success. His comments were not about Google but they could well have applied. In essence he said do not come to China in the hope that you will remould it into image of America.

Work within the laws, understand the law and research your market and competitors. It sounds like marketing 101 and it is astounding at an international business level that so many companies apparently do not understand these basics.

Does the answer lie somewhere in the middle? Probably yes, and over time there will be adjustment but the conditions in China will remain very much Chinese with selected Western characteristics. Rather than fight this it probably more effective to learn how to work within these conditions.

The companies that were having success in China did not necessarily have better products or services, but they did have a higher level of willingness to respect the country in which they were working.

The NT ACBC has, through its membership, access to people with the practical experience of working in the evolving Chinese business landscape. The Business Briefings and other ACBC events are designed to share this knowledge.

Daryl Guppy
Vice president, NT Branch – Newsletter editor

Events calendar

MONTHLY CHINA BUSINESS BRIEFING

20 Things you wanted to know about China but were afraid to ask

Register now for April 14

We can chuckle at the old Telstra Bigpond advert about the great wall of China and rabbits but there are often many questions about China that we would like to ask.

- Is the food safe to eat?
- Can I use my credit card without fear?
- Are Chinese airlines safe?
- Is my computer compatible with their internet?
- Will my mobile work in China?
- What side of the road do they drive on?
- Do I have to use chopsticks in a restaurant?

This briefing is an opportunity to ask these questions anonymously. This is a fun business briefing with a serious purpose. When you register we ask that you send in 3 or 4 questions you would like answered. The scope of questions is unlimited. The questions will be compiled in order of frequency and answered by a panel drawn from experienced members of the ACBC. We will not reveal who submitted the question.

No question is too simple and hopefully, no question is too complex. Please register your interest, along with your questions, with Tracy Watts Tracy.Watts@stjohnnt.asn.au (PS You are not limited to 3 or 4 questions.)

SCHEDULE OF CHINA BUSINESS BRIEFINGS 2010

The Business Briefings will continue in 2010 and be provided free of charge for members only. Visitors are welcome to attend, but a small \$30 fee is payable. Briefings run for about 60 minutes.

- 20 Things you wanted to know about China but were afraid to ask April 14
- Preparing for a visit by a Chinese delegation May 19
- How Chinese entities work – corporate structure and governance June 16

Proposed events in the second half of the year include:

- Economic/political/business forecasts
- Importing/exporting
- Setting up a business in China
- Due diligence in china
- Translation tips
- Chinese business strategies
- Chinese relationship management
- Negotiation and deal structuring in China for Australian companies.
- Creating and using business cards in China
- Working with media in China – building face

For more information, or requests for specific briefing topics, please contact Lisa.Mutch@nt.gov.au

ACBC branch members meeting

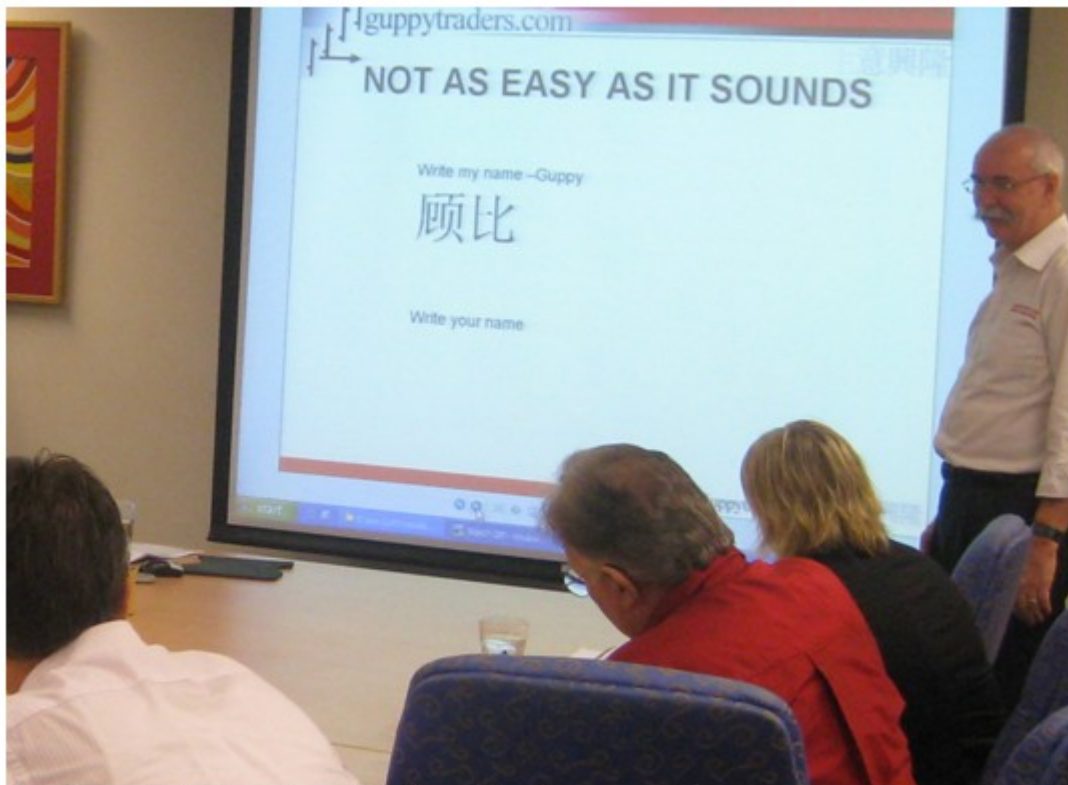
All meetings are open to all members of the ACBC, not just the committee members. Most matters discussed at the meeting are passed by general agreement. All members are encouraged to contribute ideas to the discussions.

Members and associates China News

TRUE TRANSLATIONS – TRANSLATION WORKSHOP

There's a hilarious scene in the movie *Lost in Translation* that Daryl Guppy shows as part of his Working with Translators Workshop. It takes place at a Japanese photo shoot, when the subject, actor Bill Murray, asks his translator if he should look left or right for the photograph. She turns and translates that simple query into a page-long question for the photographer, who becomes angry, returning with an equally long answer that's translated back to Murray as a totally unrelated, "yes...but with compassion." His question was definitely lost in translation.

Having worked with translators for years in my capacity as a journalist, making regular forays into non-English speaking countries in Asia and the Middle East, I thought I knew something about making myself understood through interpreters. But after attending Mr Guppy's workshop, I now wonder if I was ever fully understood by any of my interviewees.



Participants find its not as simple as it looks

The workshop underlined how difficult it is to make yourself understood through a translator, and how best to avoid the common pitfalls that can lead to misunderstandings or cultural gaffs. Writing speeches for politicians or captains of industry must be written in short blocks so a translator can absorb what is said and relate it back efficiently. Speakers must slow down. Don't use colloquialisms or slang, and say the main points three times in different ways so you're sure it's understood

Workshop participants took turns working with a translator giving a real speech written for a Government minister. The exercise demonstrated that when you know a few key points on relating to your translator, you can overcome lots of presentation problems – and be better understood by a foreign audience.



Concentrating for simultaneous translation. Patty and Brent

The workshop could not be conducted by a guy who was more experienced in cross-cultural relations than Mr Guppy. As a public lecturer and TV commentator in Singapore and China, he knows the kind of embarrassing problems that can be encountered when working through interpreters. He pointed out the translation problems that led to billionaire Clive Palmer's misunderstanding of a \$69 billion coal deal with Chinese developers - a misinterpretation that caused him public humiliation. They were problems that were totally avoidable.

I found the workshop a valuable experience and I know the next time I write for a non-English speaking audience, I'll know how to avoid my words being lost in translation.

From Dennis Schultz.

China tips- WORKING WITH CHINA TRADE EXPOS part 2

Working in foreign environment has its frustrations. Working in China has its own particular set of frustrations. In this article, the second of several, we look at 10 of the problems most frequently mentioned. Use this to anticipate areas of difficulty when you are next involved as an event organiser, or as an exhibitor, or when you decide to purchase a booth at a trade expo in Shanghai. Where possible we also look at the potential reasons for these problems, and also some potential solutions as suggested by the organisers. In the final article we also look at the things these skilled organisers love about working in China.

2. Very bureaucratic when working with government officials. Very long approval process, even for simple matters such as whether we can have one tiny spot at registration counter during event day.

POTENTIAL REASONS

Although it's a French world, the French did not invent bureaucracy. This is an original Chinese invention and the idea of red tape has a long history in China. (Red ribbon was used to bind official documents in China) It is exacerbated by the meticulous division of responsibility. A single bureaucrat may be responsible for a very small area, and he will have to co-ordinate with multiple other bureaucrats over what appear to be easy-to-resolve issues.

A reluctance to make a decision in some areas comes because people do not want to carry the responsibility for the decision. This is particularly so if you have made the request to the wrong person. The person may lose face if he says he can do something and then finds he cannot, so it's simpler to say no. Others may be worried about the consequences of making the decision, even though it appears to be a small issue from our perspective.

It's a small comfort, but it's not specifically directed at you. Chinese face exactly the same delays, confusion, countermanding orders and frustration. The lower the Government official you are

dealing with, the slower the process becomes. Unfortunately, as a Westerner you are often locked into working with the lowest person in the decision making chain.

POTENTIAL SOLUTIONS

The Chinese overcome this problem wherever possible with *guanxi*. You cannot buy this. Its built on a network of friends, of contacts, or shared friendships. You can however tap into these networks on an informal basis by employing people who do have these contacts. Its easy to be misled in to believing people have more contacts than they really have, so care is required. Look at the costs of using an on-site consultancy team, to do some of this drudgery work. It will cost money, but this is counter balanced by the saving in time and the reduction of frustration.

Its also useful to remember your own face. As a logistics organiser in the West we are accustomed to taking on many of the smaller tasks on the principle that we all pitch in and lend a hand. Not so in China. Here the principle is that you add another staff member to do the work. If you do the work, then you take this work away from someone else. It is often much more useful to delegate the task even though it may appear to be faster to do it yourself.

You can use a mixture of Chinese and Western methods. This is a combination of first finding a way around the problem rather than through the problem. The reason for the problem may not be as obvious as you believe, or for the reasons you believe. The roadblock may be created by entirely different factors. The objective is to find a way around the roadblock and reach mutually acceptable solution that gives you most of what you need. Its difficult to think about these issues from a truly Chinese perspective so I found it useful to ask the obstructor "What would you suggest is the best way to avoid this problem?" The answer is often very helpful and provides a good solution. When the question is asked in the right way then the correct answer can be given. Its may be frustrating, but it is effective. But note, do not ask this question after you have just spent the last 5 minutes arguing. Ask the question when the problem is still young.

Another approach is to use the other Chinese method. For small issues you simply proceed without asking permission. Sometimes it is easier to simply do it, and handle the consequences rather than initiate a long drawn out bureaucratic approval process. A good example of this is airline seating. Its very difficult to book a window seat for instance. However, once you are on the plane, its very easy to swap seats with somebody. Often you can simply take a spare window seat and the person who was booked in that seat will simply move to another seat. There is a flexibility when you do not seek permission through official channels. However, this approach should be used with caution, and only in relation to smaller issues.

Compiled by Daryl Guppy

China tips- REPRESENTATIVE OFFICES AND 2010 TAX CHANGES

With foreign company representative offices coming under intense scrutiny at the present time due to the changes in tax treatments levied from January 1, 2010, pressure is now on the chief representatives of China-based ROs to fully comply with tax audits and questions raised over their activities for the audit period 2009.

The State Administration of Tax issued Guoshuifa [2010] No. 18, issued on February 20, 2010, explicitly stipulates that ROs will need to pay corporate income tax on their taxable income, as well as sales tax and VAT.

Hand in hand with this has come a marked increase in the numbers of China RO accounts, which have to be presented for audit at this moment, that are being subjected to additional specific questioning by the local tax bureau. We have come across cases whereby chief representatives are being asked to personally visit the tax bureau to explain certain anomalies in the accounts. As the legally responsible person, chief representatives in China are the focal point of contact with the Chinese authorities and must attend such meetings upon demand.

The tax authorities are under increasing pressure to stop the usage of China-based ROs as quasi business and trade offices, and using offshore, Hong Kong or similar companies to invoice for China-based work actually carried out by the representative office. It was never the intention for RO to be used in this manner, and the resulting tax loss to China of what is termed "China derived income" is both seen as illegal and unfair to properly registered, and capitalized entities such as China's own domestic companies, as well as foreign-invested commercial enterprises or wholly foreign-owned enterprises.

The use of RO as a vehicle to trade and conduct work while billing offshore is strictly forbidden, and if RO have been used for such purposes the implications are twofold. Firstly, the tax bureau will want to make an assessment of the extent of any illegal trading, and calculate any taxable income that has been funneled through a holding company.

There are additional concerns for the chief representative. Tax evasion in such a manner is a criminal offense in China. Under such circumstances, if aware of problems, it may be prudent for the chief representative to sign off a power of attorney to a China-based lawyer to represent them if called to such meetings. Demands for interviews with the tax authorities should also take place with a credible tax inspector. Such a person is qualified to discuss with the tax bureau in China details of tax liability and to try and determine acceptable arrangements in the face of any wrongdoings.

In our experience, provided a tax amount due can be agreed upon and any unpaid balance met immediately, the tax bureau tend not to take further action either in late payment penalties or criminal action. However, chief representatives of RO in such non-compliant circumstances may wish to consider engaging China-based legal representation to discuss their cases under such circumstances via power of attorney.

This is an extract from a longer article in China Briefing published by Dezan Shira & Associates. They have qualified China accountants and legal professionals and can assist China-based representative offices and their incumbent chief representatives get into China tax compliance. The firm has nine China offices. Please contact Richard Hoffmann at legal@dezshira.com if in need of such assistance.



Dezan Shira & Associates

CHINA REGIONS GUIDE - Yun Nan 云南

Yunnan is a sub-tropical jungle province that is very similar to the geography in Laos and Cambodia. Its varied geographic and environmental features make this a tourist destination. It also has good deposits of minerals and these are being developed. The capital, Kunming, is the China terminus of the Burma Road built during World war 11 and used to supply Chinese forces fighting the Japanese. This was also the forward base for the American pilots in the Flying Tigers who flew for the Chinese forces against the Japanese. The Tigers' shark-faced fighters remain among the most recognizable of any individual combat aircraft of World War II. Yunan Pu-er tea has a good reputation. These notes are designed to give you more starter points so you can you talk to guests from Yunnan about the distinctive features of the province. 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

This literally means south of the clouds. The province connects Tibet with the upper end of south east Asia. This is a very diverse geography and has diverse landscapes, animals and ethnic people. Much of the area is indistinguishable from the behavior and characteristics we associate with South East Asia in Cambodia, Laos and Vietnam. Almost half the people are not Han Chinese.

Most of the border is with Myanmar. Jade is found in this region. The snow topped mountains in the north West drop into the jungles of Laos and Vietnam. There are karst limestone landscapes,

active volcanoes and pristine rivers. Yunnan is situated in a mountainous area, with high elevations in the northwest and low elevations in the southeast. Most of the population lives in the eastern part of the province. Yunnan is rich in natural resources and has the largest diversity of plant life in China. Of the approximately 30,000 species of higher plants in China, Yunnan has over 17,000.

History

The Yuanmou Man, a *Homo erectus* fossil unearthed by railway engineers in the 1960s, has been determined to be the oldest known hominid fossil in China.

Around the third century BC, the central area of Yunnan around present day Kunming was known as Dian. The Chu general Zhuang Qiao entered the region from the upper Yangtze River and set himself up as "King of Dian". He and his followers brought into Yunnan an influx of Chinese influence, the start of a long history of migration and cultural expansion.

In 738, the kingdom of Nanzhao was established in Yunnan by Puluoge who was confirmed by the imperial court of the Tang Dynasty as king of Yunnan. Ruling from Dali, the thirteen kings of Nanzhao ruled over more than two centuries and played a part in the dynamic relationship between China and Tibet.

Yunnan was transformed enormously by the events of the war against Japan, which caused many east coast refugees and industrial establishments to relocate to the province. It assumed great strategic significance, particularly as the Burma Road was constructed from Kunming to Lashio in Burma during this time.

Kunming was the base for the Flying Tigers. The Tigers' shark-faced fighters remain among the most recognizable of any individual combat aircraft of World War II. Flying Tigers was the popular name of the 1st American Volunteer Group (AVG) of the Chinese Air Force in 1941-1942. The members of the Flying Tigers had lucrative contracts with the Chinese government with salaries three times what they had been making in the U.S. forces.

Industry

Yunnan's reserves of aluminum, lead, zinc and tin are the largest in China, and there are also major reserves of copper and nickel. Yunnan has over 600 rivers and lakes, which provide an annual water supply of 222 billion cubic meters. Projected hydropower reserves stand at 103 GW, with an exploitable capacity of 90 GW.

Yunnan is relatively undeveloped with more poverty-stricken counties than the other provinces. In 1994, about 7 million people lived below the poverty line of less than an annual average income of 300 yuan per capita. The poverty alleviation plan includes five large projects aimed at improving infrastructure facilities. They involve planned attempts at soil improvement, water conservation, electric power, roads, and "green belt" building.

Yunnan's four pillar industries include tobacco, agriculture/biology, mining, and tourism. The main manufacturing industries are iron and steel production and copper-smelting, commercial vehicles, chemicals, fertilizers, textiles, and optical instruments.

Yunnan is one of the major production bases of copper, lead, zinc, tin and aluminum in China. Significant copper deposits are found at Dongchuan, iron ore at Wuding, and coal at Xuanwei and Kaiyuan. Economic policy to locate new industry in interior areas with substantial mineral wealth, led to major industrial development in Yunnan, especially in the Kunming area.

The electricity industry is another important economic pillar of Yunnan, which plays a key role in the "West-East Electricity Transmission Project". The electricity produced in Yunnan is mainly transported to Guangdong Province.

Food

Yunnan Cuisine, often referred to as Dian Cuisine, has its own unique style because of its geographic location, diverse local plant and animal species and numerous ethnic minority groups. Many ethnic minority groups are located in Yunnan Province and they have each added their own cooking styles to Yunnan Cuisine, making it a beautiful mix of many different styles of cooking and preparation styles. The characteristics of Yunnan cuisine are a moderate balance of sour and spicy, tender and sweet. Yunnan Cuisine strives to keep the original taste of each of its ingredients.

Typical dishes include:

Steamed-pot Chicken:

Yunnan's Steamed-pot Chicken is unique for its steaming pot, which was invented by Yunnan residents. The dish became famous during the Qing Dynasty (1644-1911). Emperor Qianlong on his tour of Yunnan tasted the dish and spoke highly of it. The chicken is boiled in the special steaming pot which has an opening in the centre. Rare medicinal herbs native to Yunnan are added to the pot.

Bridge-crossing Rice Noodles

This specialty of Yunnan Province. There are many legends about how this dish got its name, but the most common states that a man in ancient China was imprisoned for a crime he did not commit. His wife brought him dinner every night by crossing a long bridge. By the time the food got to her husband it was cold, so the wife devised a new dish that used a fat chicken, so the oil in broth would coat the noodles, keeping them warm. The dish caught on and it got the name Bridge-crossing Noodles

because in honour of the dutiful wife. The dish is essentially a rich soup made of meat, with rice noodles, and spices. After the broth is prepared, rice noodles are added to the bowl, followed by vegetables, chili oil, ground peppers, sesame oil, and salt.

Xuanwei Ham:

Also known as Cloud Ham, Xuanwei Ham is one China's three most famous ham dishes. It is known for its fragrance, appearance, and fantastic taste. The ham is slightly salty and sweet, without an oily taste.

Mushrooms:

Yunnan is home to many species of edible mushrooms such as cow liver mushroom, and monkey head mushrooms. Each type has a unique taste and is extremely nutritious. Mushrooms are a favorite of Yunnan locals. Visitors to Yunnan should try the local mushroom hotpot.

Attractions

With its beautiful landscapes, mild climate and colorful ethnic minorities, Yunnan is one of China's major tourist destinations. Most visitors are Chinese tourists, although trips to Yunnan are organized by an increasing number of foreign travel agencies as well.

In 2004, tourism revenues amounted to 37 billion RMB, and thus accounting for 12, 6% of the provincial GDP. Tourist sites in Yunnan include:

- Dali, the historic center of the Nanzhao and Dali kingdoms.
- Chuxiong, the first stop on the way to Dali and Lijiang. Home of the Yi ethnic minority and their respective ancient town.
- Jinghong, the center and prefectural capital of the Xishuangbanna Dai minority autonomous prefecture.
- Lijiang, a Naxi minority city. It has been a UNESCO World Heritage Site since 1997.
- Shangri-La County (formerly Zhongdian), an ethnic Tibetan township and county set high in Yunnan's north-western mountains.
- Shilin (Stone Forest), a series of karst outcrops east of Kunming.
- Yuanyang, a Hani minority settlement with vast rice-terraces.
- Xishuangbanna, a national scenic resort, famous for its natural and cultural attractions.

Capital city – Kunming

Population around 2 million. This is known as “spring city” because the climate is cool all year. It is a key city in the proposed ASEAN Free Trade zone. The city is linked by highways and railways to Singapore via Vietnam, Thailand and Malaysia. Because Yunnan was a refugee centre during the Japanese invasion, it is now home to several highly respected universities. This is a pleasant city, with good climate and clean air.

Weather

July/August 17 to 24. Jan/Feb 2 to 17

Additional Resources

<http://www.yn.gov.cn/yunnanEnglish/144115188075855872/index.html>

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

Shanghai Expo 2010 – Keep August 24-26 clear for the NT.

At the next ACBC meeting we will be discussing arrangements for an NT ACBC delegation to attend the Shanghai expo NT Week. Hotel accommodation in this period is currently very expensive. Hotel reservations in Shanghai have been made for this period August 25 to August 27, at the Pudong Intercontinental hotel. These are at favourable rates on a twin share basis and will be available to NT ACBC members on a first come first served basis. Register your interest with John Carroll consulting@johncarroll.net.au or Daryl Guppy china@guppytraders.com as soon as possible.

The Department of Foreign Affairs and Trade has approved the NT's request for access to the VIP area at the Australian pavilion 24 - 26 August 2010.

This means the NT will host a daily event in the VIP area of the Australian pavilion on the 24, 25 and 26 August. These three VIP events will form the basis of a planned NT week where the NT Government will look to involve the local business community to develop events surrounding the week.

The ACBC will work with the NTG to develop options to work the Shanghai Expo into the 2010 events calendar.



Australian Pavilion Business Program

This snapshot of business program events at the Australian pavilion has been compiled exclusively for Australia-China Business Council members. All events are invitation-only, but members wishing to register their interest in involvement in a particular event should contact the organising agency as follows:

Commonwealth Agencies

Stakeholder	Contact
Attorney-General's Department	shanghaiexpo@ag.gov.au
Austrade	Web: www.austrade.gov.au/shanghaiexpo2010 Email: ShanghaiWorldExpo2010@austrade.gov.au
Department of Agriculture, Fisheries and Forestry	shanghaiworldexpo2010@daff.gov.au
Department of Broadband, Communications and the Digital Economy	richard.desmond@dbcde.gov.au
Department of Climate Change	vicki.cronan@climatechange.gov.au
Department of Education, Employment and Workplace Relations/Australian Education International	ShanghaiWorldExpo2010@deewr.gov.au
Department of the Environment, Water, Heritage and the Arts	Web: http://www.environment.gov.au/ Email: ciu@environment.gov.au
Department of Health and Ageing	expo2010businessprogram@dfat.gov.au
Department of Innovation, Industry, Science and Research	emma.lumb@innovation.gov.au
Department of Resources, Energy and Tourism	Max.Whitby@ret.gov.au
Tourism Australia	rmatkowski@tourism.australia.com
The Treasury	ShanghaiWorldExpo2010@treasury.gov.au

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

Audi sales up in China

China could overtake Germany as the biggest market for luxury car maker Audi this year, according to company sales chief Peter Schwarzenbauer, the Wall Street Journal reported. He told reporters at Audi's headquarters that sales volumes in Germany and China could be the same this year after the launch of new models in both countries, and a decline in sales in Germany in February. In the longer term, Schwarzenbauer said that China has a better growth potential than Germany, backing up comments made by company executives at the end of last year who predicted China would become their biggest market by 2012 or 2013. The German car maker reported a 20% rise in global sales, with a 62% hike in China, while in January and February combined the company sold 31,906 cars in the country.

CNOOC takes \$3.1b stake in Bridas

China's largest offshore oil producer China National Offshore Oil Corp (CNOOC) (0883.HK) announced Sunday it will pay US\$3.1 billion to create a joint venture with Bridas Energy, a major Argentine energy producer, the AP reported. According to a statement by CNOOC, the investment would give CNOOC a 50% share of Bridas Corp, currently controlled by Bridas Energy Holdings. Bridas currently has oil and gas exploration and production operations in Argentina, Chile and Bolivia. "Bridas, with a world-class oil and gas asset portfolio, is a very good beachhead for us to enter Latin

America," said CNOOC's president, Yang Hua. The cash transaction is expected to be completed by June, assuming regulatory approval.

FDI in China rises 4.9% ytd

China has attracted US\$14.09 billion in foreign direct investment (FDI) in the first two months of 2010, up 2.9% year-on-year, the Wall Street Journal reported, citing official statistics. The data reflects a broader global economic recovery which has been underway since August of last year. Foreign investment in February fell from January, a fact attributed to the lunar new year celebration, but was still up 1.1% yoy. Outbound direct investment from China also increased. Chinese companies invested US\$4.66 billion in non-financial sectors in foreign countries. China is targeting outbound investment of US\$46 billion in 2010, up 6.2% yoy.

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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!