



2005

AUSTRALIA-CHINA BUSINESS FORUM

8-10th April 2005 - Sofitel Brisbane, Australia



2005 Forum Programme

Connecting People with Opportunities!

2005
Forum Programme



PRIME MINISTER
CANBERRA

MESSAGE: INAUGURAL AUSTRALIA-CHINA BUSINESS FORUM

With bilateral relations between Australia and China now reaching new levels of breadth and maturity, the Australian Government sees the strengthening and deepening of bilateral trade and economic ties as a major priority. China is now Australia's third largest trading partner, with two-way trade exceeding A\$23 billion in 2003. This reflects China's strong economic growth and our highly complementary trading relationship.

This burgeoning trade relationship is set to expand and diversify still further as China's entry to the World Trade Organisation provides expanded opportunities, including in such fields as education, investment, financial services and tourism. These growing links are supported by the Trade and Economic Framework (TEF) that was signed by our two governments in October 2003

A key element of the TEF is our joint commitment to undertake a feasibility study into a possible free trade agreement (FTA) between Australia and China. This study is now nearing completion. During my visit to Beijing later this month, I will discuss with China's leaders the next steps our two countries might take in following up the findings of this study, possibly including the launch of FTA negotiations.

Against this background of substantial and growing economic cooperation, the holding of the inaugural Australia-China Business Forum is a timely and appropriate initiative to help build understanding of this dynamic relationship. I wish participants every success in taking advantage of the opportunities that emerge over the years to come.

A handwritten signature in black ink that reads 'John Howard'. The signature is written in a cursive style with a large, looping 'J' and 'H'.

(John Howard)



MESSAGE FROM THE FORUM CHAIRMAN

Welcome to Brisbane and the Inaugural Australia-China Business Forum!

For Australian companies doing business in China, whether building primary schools or residential high rises, flying millions of passengers or designing Olympic sized swimming pools, selling Queensland seafood or Margaret River wine, racing Gold Coast motor cars or building luxury cruise boats, there has never been a better time to do business in the world's most populous nation.

China's opening to the world and its much touted emergence as an economic power is undoubtedly one of the most significant international developments in global affairs. With reserves in excess of USD\$600 billion, and a GDP growth rate averaging 8% over the past decade, China is a country in a hurry. Within a decade, China is expected to surpass Japan as the world's third largest trading nation. The implications for such a shift in the economic centre will be profound for the region and for world affairs. Yet no other country is better placed than Australia to maximise the emergence of China.

The imminent signing of an agreement between Prime Minister Howard and Chinese President Hu Jin Tao to explore a Free Trade Agreement between Australia and China further reminds us of the enormous potential at hand.

As a Member of the Australian Federal Parliament, fostering individual and wider business relationships in the broader Australian national economic interest is an important aspect of my work. As the only Member of the House of Representatives in the Australian Parliament with an Asian heritage, I am especially passionate about strengthening bilateral relations between Australia and China.

I look forward to meeting you personally during the Forum and hope that all participants will enjoy, embrace and engage the spirit of our Forum's theme - "Connecting people with Opportunities!"

Warm Regards,

Michael Johnson MP
Federal Member for Ryan

WELCOME

WELCOME FROM MICHAEL JOHNSON



**MESSAGE FROM THE RIGHT HONOURABLE LORD MAYOR OF BRISBANE
COUNCILLOR CAMPBELL NEWMAN**

On behalf of the City of Brisbane I would like to welcome you to our great city for the inaugural Australia-China Business Forum.

Brisbane is a smart thinking, easy living, world-class city, that is a great place to do business, visit and live. We lead the way in innovation in business, tourism, arts, dining, accommodation and climate. Brisbane offers an outstanding lifestyle and is a great place for big events.

In October this year, the 2005 Asia Pacific Cities Summit, an initiative of the Brisbane City Council, will be held in Chongqing, China. As China's emerging western gateway city, I believe Chongqing offers some exciting and diverse opportunities for Australian companies.

In conjunction with the Summit, I am leading a business development mission (October 10 - 18) to explore potential business opportunities in Chongqing, and the established eastern seaboard cities of Shanghai and Shenzhen.

My objective is to strengthen both civic and business connections between Brisbane and China, and I am encouraging a wide range of companies and industry sectors to join this mission.

This inaugural Australia-China Business Forum will further educate and enlighten Australian business owners wishing to learn more about the opportunities, as well as challenges, of doing business in China. It will also provide a window of opportunity for the visiting Chinese business entrepreneurs and investors to explore opportunities in Australia.

I welcome you to Brisbane and hope you enjoy your stay. Best wishes for a successful conference.

A handwritten signature in black ink that reads "Campbell Newman".

Campbell Newman
LORD MAYOR

FRIDAY, 8th APRIL 2005 Brisbane City Hall, King George Square, Brisbane

5:00pm **Registration**

6:00pm **Opening remarks**

Mr Michael Johnson MP,
Federal Member for Ryan, Chairman Organising Committee & Secretary, Australia-China IPU Committee

Official Forum Opening & Networking Drinks

Miss Sarah Davies, 2004 Miss World Australia
The Rt Hon. Campbell Newman, Lord Mayor of Brisbane

7:00pm **Opening Dinner**

The Economic Rise of China - Implications for the Land Down Under!

The Hon Warwick Smith, President, Australia-China Business Council & Executive Director, Macquarie Bank

SATURDAY, 9th APRIL 2005 Sofitel Brisbane, 249 Turbot St, Brisbane

7:00am **Registration**

7:30am **Breakfast**

Session 1:

The Business of Tourism & the Chinese Market

The Hon Fran Bailey MP, Federal Minister for Small Business & Tourism, Government of Australia (*Presenter*)

8:30am **Break**

9:00am **Session 2:**

Chinese Power - Energy & Resources- Australia's Role

The Hon Richard Court AC, KPMG (*Key presenter*)
Mr Paul Glasson, Director, Satori Investments [SHANGHAI] (*Panellist*)

10:00am **Session 3:**

The Path to Beijing 2008

Mr Kevan Gosper AO (*Key presenter*)
Mr John Bilmon, Managing Director, PTW Architects (Joint Venture designers of "The Watercube" Beijing National Swimming Centre for the 2008 Olympic Games with CSCEC+Design & Arup) (*Panellist*)

11:00am **Break**

11:30am **Session 4:**

Developing Educational Partnerships

Mr Scott Sheppard, Executive Director, QUT International
Mr Paul Sanda, Beijing Trade Commissioner [Beijing] (*Panellist*)

12:30pm **KPMG Forum Lunch**

Session 5:

Returning to China- the Qantas Story

Mr Rob Gurney, Head of Sales and Distribution, Qantas (*Key presenter*)
Mr Nick McGlynn, Manager Eastern China, Qantas [SHANGHAI] (*Panellist*)

2:30pm **Session 6:**

Banking and Finance in a Powerhouse Economy

Mr Fang Xing-hai, Deputy CEO, Shanghai Stock Exchange [SHANGHAI] (*Key presenter*)
Prof Zhang Jun (Fudan University), Director of China Centre for Economic Studies [SHANGHAI] (*Panellist*)

3:30pm **Break**

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- 4:00pm** **Session 7:
International Business in Asia**
- Ms Lydia Morton, First Assistant Secretary, North Asia Division, DFAT (*Presenter*)
Mr Jinhua Gao, China Chief Representative, P&O Shanghai Office [SHANGHAI] (*Presenter*)
Mr Andrew Davis, Director of Strategy & Development P&O (*Presenter*)
- 5:00pm** **Networking Drinks**
- With Special Guest Mr Yunxin Mei, President, Beijing Tourism Group
- 6:30pm** **Qantas Forum Dinner: China's Potential in Our Global Economy**
- Mr Peter Sullivan, CEO, Standard Chartered Bank (HK) Ltd [HONG KONG]

SUNDAY, 10th APRIL 2004 Sofitel Brisbane, 249 Turbot St, Brisbane

- 7:00am** **Registration**
- 7:30am** **Breakfast**
- Session 1:
China in the 21st Century - Its Economic, Political & Strategic Vision**
- Prof Jean-Christophe Iseux, China People's Political Consultative Committee [BEIJING] (*Key presenter*)
Dr Simon Jiang, Chairman, CyberCity International Ltd [HONG KONG] (*Panellist*)
- 8:45am** **Break**
- 9:00am** **Session 2:
The Business of Education**
- Prof John Rickard, Vice-Chancellor, Central Queensland University (*Key presenter*)
Dr Song Jun, President, Tsinghua Holdings Co. Ltd (*Panellists*)
- 10:00am** **Session 3:
Engaging with China- Understanding the Legal Environment**
- Mr David Cox, Chief Representative Shanghai, Minter Ellison [SHANGHAI]
- 11:00pm** **Break**
- 11:30am** **Session 4:
Networking the Chinese Information Super Highway - Communications & IT Opportunities**
- Mr Anders Cheung, Vice President, Lenovo Group China [Beijing] (*Key presenter*)
Mr David Moffatt, Telstra (*Panellist*)
- 12:30pm** **Daydream Island Forum Lunch**
- Session 5:
Successful Business & Franchising in China**
- Mr Peter Irvine, Co-Owner & MD of Gloria Jean's Coffees (*Panellist*)
Mr Tony Cochrane, AVESCO (V8 Supercars) (*Panellist*)
Mr John Bilmon, Managing Director, PTW Architects (*Panellist*)
Ms Cheryl Scott, Industry Specialist- Franchising, Tourism & Service Exports, Austrade (*Panellist*)
- 2:45pm** **Forum Close**
- Mr Michael Johnson MP, Federal Member for Ryan & Chairman Organising Committee
- 3:00pm** **Farewell Networking Drinks**
- With Special Guest Miss Sarah Davies, 2004 Miss World Australia

Qantas Forum Dinner - Friday, 8th April 2005



MICHAEL JOHNSON MP

Federal Member for Ryan, Parliament of Australia

Michael Johnson is a member of the Australian Parliament where he represents the Federal seat of Ryan in Brisbane. Elected at the 2001 national election and again in 2004, Michael is 35 and one of the youngest Members in the Australian Parliament. He is also the first Member of the House of Representatives to have Chinese Heritage.

Prior to his election, Michael worked for an international law firm before being admitted as a Barrister. He has also lectured in international relations, politics and law. A recipient of several academic scholarships, Michael is a graduate in Law from the University of Queensland and holds Masters Degrees from the University of Birmingham and the University of Cambridge. He is also a graduate of the Kennedy School's Executive Leaders' Program at Harvard University.

In Parliament, Michael sits on the Standing Committees for Communications & IT and on the Joint Standing Committee on Treaties. He is also on the Federal Government's Foreign Affairs & Trade Committee. With his passion for international relations, Michael holds appointments as Chairman of the IPU Committees for Malaysia and Korea. He is also Secretary of both the China and Indonesia IPU Committees.

A member of the Australian Davos Forum and a Fellow of the 21st Century Trust, Michael is keen to foster Australian exports and assist companies with access into foreign markets. He has a deep interest in international security issues and the global trading regime. Michael will lead several Business Delegations to China in 2005 continuing his commitment to promoting bilateral ties between Australia and China.



THE RT HON THE LORD MAYOR COUNCILLOR CAMPBELL NEWMAN

Lord Mayor, Brisbane City

Campbell Newman was elected Lord Mayor of Brisbane on 27 March 2004.

A civil engineer by profession, Cr Newman had a 13-year career as an Australian Army Engineer, retiring at the end of 1993 with the rank of Major. Following his service in the Army, Campbell worked as a management consultant, helping to improve the performance of large Australian companies such as Telstra, BHP Australia Coal and the Hydro Electric Commission in Tasmania.

Campbell Newman moved from consulting to leading Queensland agribusiness, Grainco Australia, where he developed a \$60 million grain handling system for growers in southern NSW and Victoria. He later became responsible for the operations of the entire company, including export grain terminals in Mackay, Gladstone, Brisbane and Melbourne.

Prior to entering Council, Campbell established his own consulting firm, specialising in bulk commodity logistics. Cr Newman has an honours degree in civil engineering from the University of New South Wales, a Master of Business Administration from the University of Queensland and is a graduate of the Royal Military College Duntroon. He is also a Fellow of the Institution of Engineers Australia.

As Lord Mayor of Brisbane, Campbell Newman is drawing on his diverse experience to plan for Brisbane's future. Cr Newman is committed to making Brisbane a smart thinking, easy living city. His number one priority as Lord Mayor is to get Brisbane's traffic moving by building a network of cross-city tunnels and improving the public transport system.



MISS SARAH DAVIES

2004 Miss World Australia

Sarah Davies was born in June 1982 and comes from Sherwood in the western suburbs of Brisbane, Queensland. During her school years, Sarah attended Brisbane Girls Grammar School where she was a Prefect, House Sports Captain and leader of a String Orchestra. She received a very high achievement level in Chinese and excelled in English, Mathematics, Chemistry, Biological Science and Health & Fitness Education.

Sarah has a keen interest in Asia having spent three years of her childhood living with her family in Malaysia and has travelled extensively throughout America, Canada, Asia and Europe.

Sarah is also very active in sport and was Level 7 & 8 Queensland State Champion in Rhythmic Gymnastics in 1998 & 2000. She enjoys running, bike riding and rollerblading and is an extremely keen skier. She continues her love of classical ballet.

Recently, Sarah completed her Bachelor of Business, majoring in Communication and Public Relations at the Queensland University of Technology. Even before she was crowned Miss World Australia, Sarah had extensive experience as a model in fashion and in television commercials.

This year, Sarah will complete her year of service as Miss World Australia and then hopes to pursue a career in broadcast journalism.



THE HON MR WARWICK SMITH LLB

President, Australia-China Business Council

Warwick Smith is an Executive Director with Macquarie Bank, Australia's only independent, full-service investment bank, which operates throughout Australia and in 24 international locations.

Within the Investment Banking Group, he chairs the Telecommunications, Media, Entertainment and Technology (TMET) Group, which provides a co-ordinated suite of financial products and advisory services to companies in these sectors.

He is head of the Bank's Corporate Communications Division reporting to the CEO as part of the Central Executive Group, and is responsible for Macquarie's image and reputation. The Division incorporates media and public relations, government affairs, branding, marketing as well as the Bank's role in the community.

Public Service - He has an extensive political background, having served as a Federal Government Minister and in a variety of public roles in a Parliamentary career spanning 15 years. In the Howard Coalition Government, Warwick served as:

- Minister for Family and Aged Services
- Minister for Sport, Territories and Local Government
- Minister Assisting the Prime Minister for the Sydney 2000 Olympics
- Minister in the House of Representatives for the Arts
- Minister in the House of Representatives for Communications
- Minister in the House of Representatives for the Environment
- Shadow Ministry service included – Energy, Science, Communications, Aboriginal Affairs, Privatisation and Leader of the House.

He was recently appointed to the Trade Policy Advisory Council by the Minister for Trade, the Minister's pre-eminent source of advice from the Australian business community on trade issues.

Telecommunications & Media - He was appointed by industry and consumer groups as Australia's first Telecommunications Ombudsman, presiding over the industry as it entered a deregulated market. He is former chair of the Australian Communications Industry Forum (ACIF) Limited, whose framework for self-regulation of the telecommunications industry has attracted international interest.

International - He has a strong focus on international affairs. He is National President of the Australia China Business Council, a Director of the Australia Korea Business Council, a participant of the Japan-Australia Round Table and is an Executive Committee Member and on the International Council of the Asia Society. He is also the Inaugural Australian Member for BOAO Forum for Asia. He is a member and former board member of the Global Foundation and also a founding and continuing member of the Australian American Leadership Foundation.

Session 1: The Business of Tourism & the Chinese Market - Saturday, 9th April 2005



THE HON FRAN BAILEY MP

Minister for Small Business & Tourism, Parliament of Australia

Fran Bailey was sworn in as Minister for Small Business and Tourism on 26 October 2004. She is the Member for the Victorian seat of McEwen and has held that seat since March 1996, and previously from 1990-1993.

She has previously served as Minister for Employment Services and Minister Assisting the Minister for Defence, and Parliamentary Secretary to the Minister for Defence.

Born in Brisbane, Ms Bailey grew up in Queensland and attended All Hallows College. She graduated as a secondary college teacher, specialising in English, History and French, from Queensland University. She later returned to study sociology at La Trobe University in Melbourne where she focussed on the psychology of group dynamics.

Prior to entering parliament, Ms Bailey operated several small businesses, including a retail outlet and a commercial and stud cashmere business which exported both meat and fibre. As Minister for Employment Services, she was responsible for the Job Network, the Work for the Dole Scheme and other employment services. As Minister Assisting the Minister for Defence, her range of responsibilities included personnel, recruiting, compensation, superannuation and consultation between Defence and industry. While Parliamentary Secretary to the Minister for Defence, she ensured greater opportunities for small business in providing contracted support services to the Australian Defence Force.

Session 2: Chinese Power - Energy & Resources - Saturday, 9th April 2005



HON MR RICHARD COURT, AC

Richard Court was Premier and Treasurer of Western Australia from 1993 - 2001. He retired from Parliament after nineteen years as the Member for Nedlands.

His Government led the LNG marketing push into China, the successful deregulation of the Western Australian gas markets and the successful privatisations of the SGIO, BankWest, AlintaGas, Westrail Freight and the DBNG pipeline.

After graduating with a Bachelor of Commerce degree from The University of Western Australia, he worked in the United States to gain further management training. On his return to Western Australia he started a number of small businesses in fast food and boating.

Currently he is :

- Chairman - Resource Investment Strategy Consultants [RISC]
- Director - GRD Limited
- Chairman - GRD Minproc
- Consultant - KPMG
- Consultant - Australian Capital Equity

MR PAUL GLASSON

Director, Satori Investments (based in Shanghai)

Satori Investments is a recent establishment of two separate domestic Chinese companies - Hangzhou Youxian Zixuan Co. Ltd. and Shanghai Hui Ao Co.Ltd. Satori Investments is owned by a group of Australians and local Shanghai bankers.

Mr. Glasson has lived and worked in China for nearly seven years, including Shanghai for nearly six years as well as Beijing, Kunshan, Shijiazhuang and other places in China.

Mr. Glasson has performed advisory work for some of China's largest SOE's including Shanghai Electric, Datang and some of China's largest privately owned companies, as well as having been an advisory partner of Shanghai International - the Shanghai Government's Australian commercial arm in three major heavy industry sectors in Australia, as well as a number of other large Chinese companies. He has worked with the Shanghai Economic Commission on a number of projects, the State Government of Victoria on inward investment attraction, and has been involved in a wide spectrum of industries in China in private enterprise. Mr Glasson is a fluent Mandarin speaker and holds a philosophy degree from LaTrobe University in Melbourne.

Session 3: The Path to Beijing 2008 - Saturday, 9th April 2005



MR KEVAN GOSPER, AO

Vice President, International Olympic Committee

Kevan Gosper was a member of the Silver medal winning Australian Athletics Relay Team in the 1956 Olympic Games in Melbourne and Men's Athletics Team Captain in the 1960 Olympic Games in Rome. He was a Gold and dual Bronze medallist in the 1954 Commonwealth Games in Vancouver, and a Bronze medallist and Team Captain in the 1958 Commonwealth Games in Cardiff. He was Commonwealth Games and National record holder over 400 metres.

He was nominated to the International Olympic Committee (IOC) in 1977; is a former Vice President of the International Olympic Committee (IOC) and was a Vice President of the Sydney Organising Committee for the Olympic Games (SOCOG). He is Chief of the IOC Press Commission, Deputy Chairman of the IOC Co-ordination Commission for the Beijing 2008 Olympic Games and Chairman of Olympic Games Knowledge Services. He is President of the Oceania National Olympic Committees since 1989. He was Inaugural Chairman of the Australian Institute of Sport 1980-85, and President of the Australian Olympic Committee 1985-1990 and continues to serve on its Executive Board. Kevan was General Manager of the Inaugural Papua New Guinea team to the 1962 Commonwealth Games in Perth.

From 1980 through 1993 Kevan was Chairman and Chief Executive of Shell Australia in Melbourne, and later Head of Shell International's Asia Pacific operations out of London. He was Chief Commissioner of the City of Melbourne from 1993-1996 and was Chairman of the National Australia Day Council from 1996 to 1999. He continues as a Director and consultant of a number of Australian companies.

He has been honoured with the Order of Australia for service to Industry, the Community and International Sport, and has been similarly honoured by France, The Netherlands, Spain, Monaco, Senegal, Togo and Solomon Islands. His autobiography – *An Olympic Life* was published in March 2000.



MR JOHN BILMON

Managing Director, PTW Architects

Mr John Bilmon is a Past President of the Royal Australian Institute of Architects (RAIA) NSW Chapter, and a Past Chairman of the Board of Architectural Education and Practice.

Apart from his overall management responsibility and project leadership roles, Mr Bilmon leads the firm in the areas of Architectural Practice, Project and Technical Management and Quality Assurance. Mr Bilmon has consulted on a number of high profile projects such as the Athens 2004 Olympic Overlay, the Sydney International Aquatic Centre and the Beijing Swimming Centre for the 2008 Olympic Games.

Session 4: Developing Educational Partnerships - Saturday, 9th April 2005



MR SCOTT SHEPPARD

Executive Director, QUT International

As Executive Director of QUT International, Scott coordinates the international program of the Queensland University of Technology. QUT has more than 5,000 international students drawn from more than 100 countries.

Prior to this role Scott was Director of Queensland Education and Training International (QETI) within the Department of Premier and Cabinet, in the Queensland Government. Scott established and led the QETI program, which supported capacity building in the Queensland education and training sector, for two and a half years.

From 1998 to 2002 Scott was the Queensland Commissioner for China, based in Shanghai, promoting business development for Queensland. Prior to working for the Queensland Government he was in the Australian Foreign Service for ten years and an analyst on North Asia for the Australian Government for two years. While in DFAT he served at the Australian Consulate General in Hong Kong from 1991 to 1996, where his last position was Consul Economic, covering the economies of Hong Kong, Macau and southern China.

Scott has lived and worked in Taiwan, Hong Kong and Shanghai for more than ten years.

Scott studied at Taiwan Normal University, Chinese University of Hong Kong, Griffith University (Modern Asian Studies) and ANU (International Law).



MR PAUL SANDA

Trade Commissioner/Counsellor (Commercial), Beijing, Australian Trade Commission

Prior to taking up his current position in Beijing, Paul Sanda was Trade Commissioner, Shanghai, a position he held since 1998.

In this position, Paul was responsible for a variety of industry sectors including information technology, building and construction, fire & security, automotive, agribusiness and environment.

He was responsible for new initiatives in the agribusiness sector and automotive areas resulting in significant business opportunities for Australian companies. During this time he also implemented and promoted new strategies in the film and media sectors resulting in increased opportunities for Post Production services and film distribution from Australia.

Prior to working for Austrade, Paul worked in China related positions in both the private and public sectors for approximately 15 years, including a number of years with the Queensland government.

Paul has travelled extensively in China including extended periods in Tibet, Yunnan and Heilongjiang working with international documentary production companies and filmmakers.

Paul commenced studies of Chinese at the Beijing Foreign Languages Institute in 1984 and undertook courses in economics and political theory at Shanghai's Fudan University. Paul graduated with a BA (Hons) in Economics and International Politics from Griffith University.

Session 5: Returning to China - Saturday, 9th April 2005



MR ROB GURNEY

Head of Sales and Distribution, QANTAS Airlines

Rob Gurney has more than 20 years experience in commercial aviation gained with two of the world's leading airlines, Qantas and British Airways.

He was appointed to his current role of Head of Sales and Distribution for Qantas Airlines in October 2003. In this role, he is responsible for the airline's sales divisions worldwide, covering all Qantas Australian and overseas regional sales offices, as well as Telephone Sales, corporate travel - including Qantas Business Travel, which is Australia's largest business travel agency - and on-line sales through the Qantas web site, qantas.com.

Key areas of responsibility include delivery of the airline's global revenue target, sales and distribution strategy and international marketing, as well as overall human resources accountability for the Sales and Distribution department of 3,300 staff.

Rob joined Qantas in 1982 where he developed broad commercial and operational experience before moving to British Airways in 1993 to take on a variety of sales and marketing roles. He rejoined Qantas in 1997, and his positions included Manager UK, Europe and SE Asia, where he was responsible for pricing strategy and route inventory for those regions, and General Manager Joint Services Agreement, which involved managing the alliance relationship between Qantas and British Airways.



MR NICK MCGLYNN

Manager Eastern China, Qantas

Born in the UK, Nick immigrated to Australia in 1971 and grew up in Alice Springs in the Northern Territory where he first joined the airline industry.

After 24 years with TAA, Australian Airlines and now Qantas, Nick has held numerous operational, sales and corporate management roles within the industry. These include Manager Customer Services in Perth, Manager French Polynesia based in Papeete, Manager Customer Strategy in Sydney, Manager Singapore Airport and now as Manager for Eastern China. Whilst in French Polynesia Nick was the Honorary Consul for Australia.

Nick has a wife, Kelcey and 2 children, Thomas (11) and Emma (9), who are with him in Shanghai. The children attend Dulwich Collage in Pudong and all the family are currently studying hard at Mandarin lessons.

Session 6: Banking and Finance in a Powerhouse Economy - Saturday, 9th April 2005



MR XINGHAI FANG

Deputy Chief Executive Officer, Shanghai Stock Exchange

Mr Xinghai Fang's education has included; PhD, 1993, Department of Economics, Stanford University; MA, 1990, Department of Economics, Stanford University; BS, 1986, Department of Management Information Systems, Tsinghua University, Beijing.

From 7/2001 - present, Mr Fang has been Deputy Chief Executive Officer, Shanghai Stock Exchange. Before this Mr Fang's work history has included; 9/2000 - 6/2001, Member and Secretary General of the Management Committee, China Galaxy Securities Company, Beijing; 8/1998 - 8/2000, Director, Office of Group Coordination, China Construction Bank, Beijing; 7/1993 - 8/1998, Economist/Investment Officer, the World Bank Group, Washington DC. Mr Fang joined the World Bank Group through the Bank's Young Professionals Program in July 1993. He has also written frequently on the Chinese economy for Financial Times, Wall Street Journal and Far Eastern Economic Review.



PROFESSOR ZHANG JUN, PH.D

Director, China Centre for Economic Studies

Professor Zhang Jun, Ph.D is currently the Director of the China Centre for Economic Studies at the Fudan University, Shanghai. He is also Chief Editor, Journal of World Economic Forum. His studies include; BSc, MA, Fudan University, 9/1981-7/1988; London School of Economics International Summer School of Economics, LSE), 1990; PhD, Fudan University, 1989-1992; Post-doctoral Research, University of Sussex, England, 9/1992-2/1994. Prof Zhang Jun's key areas of specialization include; Economics of Transition in China; Development Economics; China's Economic Reforms; Emerging Markets in China and Property Rights and Institutional Change. Prof Zhang Jun is also Director, Shanghai Institute of Enterprises Development, Editorial member, China Social Sciences Review, Hong Kong and Editorial member, China Economics Quarterly.

Session 7: International Business in Asia - Saturday, 9th April 2005**MS LYDIA MORTON**

First Assistant Secretary, North Asia Division, DFAT

Ms Morton is a First Assistant Secretary in Australia's Department of Foreign Affairs and Trade and currently heads the North Asia Division, based in Canberra. This is a position she has held since February 2004, after returning from a posting as Minister, Deputy Head of Mission, in Beijing.

Her experience within the Department of Foreign Affairs and Trade covers a range of divisions, policies and management issues, including the North Asia Division and the International Organisations and Legal Division. Postings have included Brussels, Seoul, Paris and Beijing.

Ms Morton joined the Australian Public Service in 1973 and holds a Bachelor of Arts (Hons) from the University of Melbourne and a Bachelor of Laws from the Australian National University in Canberra. Ms Morton is the mother of three adult daughters.

**MR JINHUA GAO**

General Manager/China Chief Representative, P&O Ports

Since graduation with an MBA from Oxford University in 1997, Jinhua Gao has been working with P&O, currently serving as China Chief Rep of P&O Group and General Manager/China of P&O Ports. His responsibilities within P&O include developing new projects and supervising operation of the established projects across China. He played a pivotal role in forming the US\$ 887 million joint venture of Qingdao Qianwan Container Terminal Co. Ltd, which was signed in the presence of British Prime Minister Tony Blair and Chinese Premier Wen Jiabao in July 2003.

Jinhua was educated at Fudan University in Shanghai. He was assigned a job with the Hong Kong and Macao Affairs Office of the State Council of China after graduation from Fudan in 1987. Then he was transferred to China International Trust and Investment Corporation (CITIC) and spent eight years there undertaking various jobs such as policy analysis, marketing research, technical development, project investment as well as business administration.

**MR ANDREW DAVIS**

Director of Strategy & Development, P&O Ports

Qualifying as a Chartered Accountant and specialising in mergers and acquisitions, Andrew joined the P&O Group in London in 1998 with a focus on the evaluation of investment opportunities for P&O Ports worldwide.

Transferring with P&O Ports to Sydney in 2000, the then location of the East Asia regional office, Andrew was primarily involved in the development of the business, both in terms of the identification of potential new investment opportunities and the expansion of existing facilities, particularly P&O's joint venture container terminals in Qingdao and Shekou. From 2003, Andrew has assumed a strategy and business development role with P&O Ports Australia and New Zealand.

**MR PETER SULLIVAN**

Chief Executive Officer, Standard Chartered Bank (Hong Kong) Limited

Peter Sullivan is currently Chief Executive Officer for Standard Chartered Bank (Hong Kong) Limited and is responsible for overseeing the daily business and operations of the Bank.

Prior to taking on his current role, Peter was Chief Executive Officer, Africa based in London - a position he held since September 2001. In this role, he had overall responsibility for Standard Chartered's operations in 13 countries in sub-Saharan Africa.

Peter joined Standard Chartered in 1994 as Head of Global Cash Management Services, with responsibility for starting the Bank's cash management business. In 1998, he took on the role of Group Head of Product Management and Service Delivery, where his responsibilities covered cash management, trade, custody, lending, marketing, operations and technology.

In 2000, Peter was appointed Integration Executive to head the integration of ANZ Grindlays into the Group. This was the biggest acquisition in Standard Chartered's history, turning it into the largest foreign bank in India, Pakistan and Bangladesh; and the number two bank in the United Arab Emirates.

Prior to joining Standard Chartered, Peter spent 14 years with Citibank where he was Regional Director of Cash Management Services for Citibank Europe, Middle East and Africa.

Peter was born in Newcastle, Australia, and he studied at the University of New South Wales. Before embarking on his banking career, he was a prominent international rugby player, playing 15 matches for Australia and captaining his national team in 1972/73. He is married with two children. His interests include sport, theatre, reading and travel.

Session 1: China in the 21st Century - Sunday, 10th April 2005



PROFESSOR JEAN-CHRISTOPHE ISEUX

Special Adviser, China People's Political Consultative Committee

Prof Iseux is currently Director of China Studies at the Regulatory Policy Institute, Oxford (since May 1998); and Professor of International Economics at the People's University of China in Beijing (since September 2001). He is Special Adviser to the China People's Political Consultative Committee (since December 2002).

He also holds several other positions as China business consultant to a dozen of the large multinationals, all members of Fortune 500 and non-executive member of the board of five firms; guest speaker at the Central Party School; investment adviser to 14 Chinese local governments including Beijing, Shanghai, Tianjin, Nanjing, Chongqing, Shenzhen; honorary professor of the Beijing Institute of International Strategic Studies (member of the Beijing Academy of Social Sciences); honorary adviser to the Investment Research Department of the National Development and Reform Commission (since 2002); research fellow of the State Council Leadership Selection Committee (since 2002); adviser on the "Go-Out Strategy" of the Ministry of Commerce Research Center (since 2003) and special adviser to the National Economic Research Institute (since 2001). Outside the PRC he is also China Adviser to the US Coalition of Services Industries (since 2002) and the Asian Strategic and Leadership Institute (since 2003).

He has been invited as speaker at several international conferences such as World Economic Forum, APEC Ceo Summit, Business Week Ceo Forum, Asia Business Forum, Wilton Park, and has also written several articles on China's current economic and social development as well as one book entitled: China Reform for the New Century. His current two main fields of research are: China Model of Corporate Governance; and, China Leadership Structure and Developments.



DR SIMON X. JIANG

Chairman of CyberCity International Limited (CCI)

Dr Simon X. Jiang is the founder and Chairman of CyberCity International Limited (CCI) as well as Chairman of some CCI subsidiaries such as Nova Network and Capital United.

For the past five years, Dr Jiang was mainly involved in venture capital investment activities in Hong Kong and Mainland China. At the same time, he was a board member of Zi Corporation, a Canadian information technology company listed on NASDAQ, and an advisory board member of Capital International Inc. Before that, he managed global investment in New York as Deputy Chief of the United Nations Joint Staff Pension Fund Investment Management Service.

Dr Jiang received his Bachelor's degree from Beijing University of Foreign Studies and M.Phil. and Ph.D. degrees in Economics from Cambridge University. Today, he is still a Senior Associate at the Judge Institute of Management Studies of Cambridge University and a trustee of Cambridge China Development Trust. Currently, Dr Jiang is also an independent director of BOCIIM (a JV asset manager between BOCI and Merrill Lynch) and COSL (China Oilfield Services Limited).

Session 2: The Business of Education - Sunday, 10th April 2005



PROFESSOR JOHN RICKARD

Vice-Chancellor, Central Queensland University

John Rickard was born and educated in England. He read mathematics at Queen Elizabeth College, University of London from 1963-1966 and then moved to the University College London to study for his Ph.D in Geophysical Fluid Mechanics. After completing his Ph.D in 1969 he moved to Australia to take up a Lectureship in the Mathematics Department at the University of Melbourne.

During the seventies John's research interests gradually migrated from Fluid Mechanics to Economics and Finance, including game theory, taxation and executive remuneration. In 1980 he moved to Griffith University to take up his first professorial appointment. He subsequently returned to Melbourne in 1984 to take up one of the two Foundation Chairs at the newly established Graduate School of Management at the University of Melbourne. In 1992 he joined Deakin University to head their Graduate School of Management and (what is now) Deakin Australia, the University's commercial arm. In 1994 John was appointed Pro Vice-Chancellor and Dean of the Faculty of Business and Economics at Monash University. He moved to Southern Cross University in March 2000 to take up the position as Vice-Chancellor (President). July 2004 saw John leave SCU for the position of Vice-Chancellor (President) at Central Queensland University.

John has held numerous visiting appointments, including Visiting Professor of Finance at the London Business School and Visiting Professor of Marketing at the Cranfield School of Management. He has been a board member of several private and public companies and was the Attorney-General's Specialist appointee on the Credit Co-operatives Reserve Board (1989-1991), Friendly Societies Reserve Board (1991-1992) and was Deputy Chairman of the Australian Financial Institutions Commission (AFIC) from 1992-1995. John was a member of the Council of the La Trobe University from 1991-2000. He has joined the Board of UniSuper Ltd formed following the merger of SSAU and TESS, the two university sector superannuation funds. In 2003 John was elected to the board of the AVCC.



DR SONG JUN

President, Tsinghua Holdings Co. Ltd

Dr Song Jun was born in April of 1961. He had studied in the Department of Engineering Mechanics of Tsinghua University, Beijing, China from 1979 to 1990, and holds B.Sc, M.Sc, Ph.D. degrees. Dr. Song has been invited as visiting professor by Nihon University in January, 2005.

Dr Song serves as Deputy Secretary-General of Tsinghua University and President & CEO of Tsinghua Holdings, Co., Ltd at present. He also serves Chairman of the board and Director of 12 other companies, such as Tsinghua Unisplendour Group, Tsinghua Venture Capital Co., Ltd.

Dr Song's experience includes President of Tsinghua Enterprises Group and Chairman of the board and Directors of 10 other companies, including 2 public listed companies and Science Park of Tsinghua University. His experience also includes Deputy Director of University-Industry Cooperation Committee of Tsinghua University, Director of R&D Management Office of Tsinghua University, and Director of Student Affairs Office of Tsinghua University.

Session 3: Engaging with China - Sunday, 10th April 2005



MR DAVID COX

Chief Representative, Minter Ellison's Shanghai Office

David is the Chief Representative of Minter Ellison's Shanghai office. He has extensive experience advising clients in China, having previously been Chief Representative of another law office in Guangzhou.

David works with a broad range of clients doing business in China advising on corporate and commercial issues. He has recently supported an Australian engineering components manufacturer in the restructuring of its China manufacturing operations as part of a wider refinancing of the group. He also advised a European construction materials group on a series of acquisitions in southern China, which included establishing and restructuring Sino-foreign joint ventures, asset sales and technology transfers.

David also has considerable expertise working with both public sector and private sector clients on project finance and infrastructure development, including advising on concession agreements, corporate documentation and funding arrangements.

David is currently advising Bayer on the development of their integrated production facility at Caojing, Shanghai and previously acted for a UK company in connection with construction and procurement issues on the Beijing 10 water treatment plant. David has worked on other infrastructure projects in the UK, South Africa, the Middle East and the Caribbean.

Session 4: Networking the Chinese Information Super Highway - Sunday, 10th April 2005



MR ANDERS CHEUNG

Vice President, Lenovo Group Limited

Anders Cheung, 41, joined Lenovo in 1988 and is responsible for strategic investment efforts including mergers, acquisitions, joint ventures or partnerships, as well as business development projects and divesting investments.

As the company developed, Mr Cheung managed a wide range of business development projects, including Internet business build-up, a joint venture with AOL, a cell phone business acquisition, system integration business divesting, application software company investments, as well as the recent IBM PC Division acquisition.

Mr Cheung has served on the board of many of Lenovo's invested companies and currently chairs the boards of the company's subsidiaries in the networking and software sectors. Mr Cheung holds an MBA from the Kellogg Graduate School of Management (Northwestern University) - Hong Kong University of Science and Technology.



MR DAVID MOFFATT

Group Managing Director, Telstra

Mr Moffatt is Group Managing Director of the Consumer and Marketing Division of Telstra Corporation Limited. Mr Moffatt joined Telstra in February 2001 as Chief Financial Officer and Group Managing Director, Finance and Administration.

Prior to joining Telstra, Mr Moffatt was Chief Executive Officer General Electric, Australia and New Zealand having successfully led the establishment and growth of GE Capital in Australia and New Zealand. He joined General Electric in 1991.

A graduate of Queensland University of Technology, with a Bachelor of Business (Management) Mr Moffatt received the Chancellor's Outstanding Alumnus in 2000 and was the Faculty of Business Outstanding Alumni award winner in that year.

Mr Moffatt is a member of the Board of Peter MacCallum Cancer Foundation Ltd, St Michaels Grammar School and a Founding Director of Giant Steps Sydney, a school for autistic children.

Session 5: Successful Business & Franchising in China - Sunday, 10th April 2005



MR PETER IRVINE

Managing Director, Gloria Jean's Coffees

Peter has had over 40 years experience in business at a high profile management level. Peter first started his professional career as a junior at DDB Needham, Sydney - the second largest advertising agency in Australia.

Over a span of 33 years at DDB Needham, Peter acquired an extensive portfolio of business expertise, commencing in Media planning and buying, progressing to Media Director for Sydney and National Campaigns, then onto General Manager and finally ending his career at DDB Needham as Managing Director. Whilst at DDB Needham, Peter was part of the team who launched McDonalds in Australia.

Six years ago Peter branched out into franchising and in conjunction with his business partner, established the Gloria Jean's Coffees franchise. As the Master Franchisee, Peter has been involved in documentation, leasing sites, servicing franchisees, importing products, training franchisees, providing operational support, and designing and fitting-out stores.

The wealth of experience Peter has in advertising, marketing, managing, planning and directing, has ensured the continuing success of Gloria Jean's Coffees, with approximately 250 stores nationally. Peter attends Hillsong Church and leads a home fellowship. Peter is married to Sue and they have two sons (both married) and three grandchildren. In December, Peter and his business Partner announced the purchase of Gloria Jean's Coffees worldwide rights.



MR TONY COCHRANE

Producer

Whether promoting sporting events, concerts, live shows and theatre, one-off events or whole touring spectacles, Tony's passion and experience forge a formidable combination and have ultimately resulted in some unforgettable milestones in Australian entertainment and sporting history. Specifically Tony produced tours by a roll call of contemporary artists including Frank Sinatra, Liza Minelli, Sammy Davis Jr., John Farnham, Anthony Warlow, Clive James, Whitney Houston, Steve Winwood and The Beach Boys. Tony's role as Chairman of AVESCO (Australian Vee Eight Supercar Company), and his well-documented love of motorsport, have resulted in Tony playing a leading role in V8 Supercars. The V8 Supercar Series is now the fastest growing Touring Car Championship in the world today.

Since the formation of SEL in July 1997 Tony has had the opportunity to concentrate on his first love in the music industry, that of the staging and production of major shows and tours. In a whirlwind of activity Tony and his partners have successfully stormed the entertainment industry producing the smash-hit GREASE - THE ARENA SPECTACULAR! and the massively popular MAIN EVENT starring John Farnham, Olivia Newton-John and Anthony Warlow. SEL's credits also include the Last Wave Of Summer tour featuring the Oz icons Cold Chisel, ART, The Kirov Ballet, TIM RICE'S CONCERT SPECTACULAR, the hugely successful Australian tour of THE SOUND OF MUSIC, the smash hits ANNIE, GREASE - THE MEGA MUSICAL and THE WIZARD OF OZ starring Nikki Webster.



MS CHERYL SCOTT

Industry Specialist - Franchising, Tourism & Service Exports, Austrade Sydney

Cheryl Scott has worked in the Service Exports Unit of Austrade Sydney for nearly 7 years, focusing on international education before taking on her current role in the franchising and tourism areas. Cheryl's work has involved extensive travel in Europe, North America and Asia, and she spent four months in Auckland in 2000 on a short-term posting.

Prior to joining Austrade, Cheryl worked as a Business Manager at the AGSM, University of New South Wales and, before that, taught secondary school Economics and Business Studies. Cheryl is also familiar with the workings of the small business sector, having worked for many years as managing partner in the family's newsagency business.

Cheryl holds a Bachelor of Economics, Diploma of Education and Master of Commerce in Marketing. She has three grown children and enjoys reading, travel and bushwalking.

The Organising Committee expresses their deep appreciation to all Forum presenters and panellists for their contributions this week-end. Special thanks is also extended to the Forum's sponsors and supporters.

Thank you for giving your time and supporting the Inaugural Australia-China Business Forum.

2005

AUSTRALIA-CHINA BUSINESS FORUM



8-10th April 2005
Brisbane, Australia

The ACBF is an initiative of the Federal Member for Ryan, Michael Johnson MP and is being held by the Australia-China Development Association Ltd. Australia-China Development Association Ltd is a not-for-profit organisation. ACN:113 184 295 ABN: 88 113 184 295.

The Forum's aim is to further educate and enlighten Australian business owners wishing to learn more about the opportunities, as well as challenges, of doing business in China.

The Forum is also intended to provide a window of opportunity for visiting Chinese business entrepreneurs & investors to explore commercial and business opportunities in Australia.

WITH SPECIAL THANKS TO THE FORUM SPONSORS:



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