



# HKABA NSW Chapter Newsletter

Issue: JULY17

---

Welcome to the first inaugural HKABA NSW Chapter Newsletter.

## Message from President - Kevin Cheung

### Purpose

This is one of many new initiatives that I like to introduce to our NSW Chapter. The purpose of this newsletter is to:

- a) increase communication between HKABA NSW Chapter and our members & friends
- b) foster closer relationship with our members by sharing new business opportunities
- c) promote HKABA NSW Chapter's events, members and sponsors



### “Launching a New Growth Strategy”

This strategy was developed as one of my first initiatives since being elected as President in late 2016. During the first 60 days, I spent time reviewing my experience as a HKABA member and confirming the strength and solid foundation that has been laid down by past presidents. Building on the good work and momentum, improvement opportunities were identified and subsequently a growth strategy focusing around our core team structure was developed.

2017 was off to a great start with us hosting a cocktail party in the picturesque Chinese Garden, followed by an Invitation Only event with Associate Director-General of InvestHK, Mr. Charles Ng. Our YPA team hosted a seminar on how to deliver successful presentations and we attended the Philharmonic Orchestra performance at the Opera House.

The second half of 2017 promises to bring more excitement to the NSW Chapter. We have a variety of events such as the

Food & Wine Dinner, Belt & Road Seminar, Graduate Internship Night and of course, our signature event, the Business Awards and Gala Dinner on 23 October 2017.

## 20<sup>th</sup> Anniversary of HK Return to China

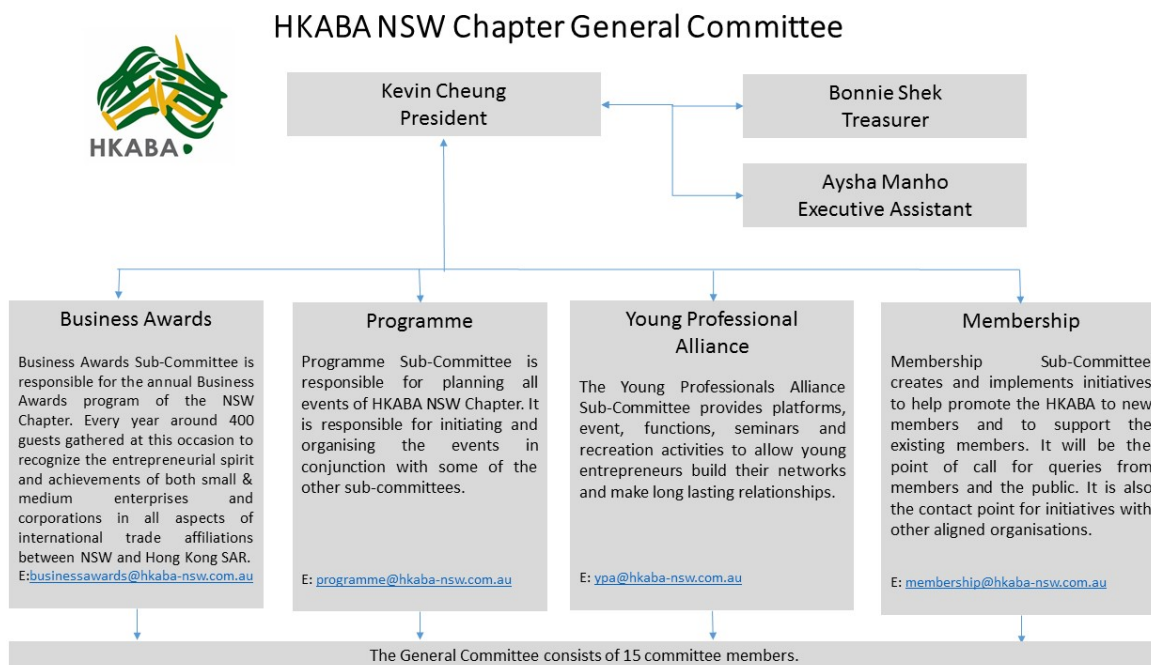
2017 marks the 20<sup>th</sup> Anniversary of HK return to China. Around the world, there will be plenty of celebrations for this special occasion. In NSW, our Chapter has been appointed by Hong Kong Economic and Trade Office (HKETO) to organise a carnival on 09 Sep 2017 (Sat). This will be an outdoor family oriented event where attendees will be able to enjoy plenty of HK street food, purchase goods which are popular from HK as well as enjoy lots of entertainment originated from this vibrant city.

## New website

Led by our HKABA National office, we are very excited to announce a new and user friendly website for you to register your annual HKABA membership and browse all the latest news and events from HKABA. Please click on this link to be directed to our new website. [www.hkaba.com.au](http://www.hkaba.com.au)

I am glad to report that we are on track to deliver our goals and I look forward to sharing more exciting news in the future.

## HKABA NSW Chapter General Committee



## 2017 HKABA NSW Chapter Business Awards



This year marks the 18th anniversary of the annual Hong Kong Australia Business Association- NSW Chapter Inc. Business Awards. It is designed to provide recognition and incentive to NSW entrepreneurs and companies who strive for excellence in all aspects of international trade between NSW and Hong Kong SAR. The Business Awards has become a prestigious event within the NSW business community since its inception in 2000.

To recognise your long standing support of Hong Kong Australia Business Association, we would like to invite your company to enter and compete for our prestigious business awards. The four major categories are:

- Export of Goods/ Services Award
- Import of Goods/ Services Award
- Business Excellence
- Business Development

[HKABA 2017 Business Awards Submission form](#)

[HKABA 2017 YPA Award Submission form](#)

Winners will be announced at the Annual Hong Kong-Australia Business Association NSW Chapter 2017 Business Awards Gala Dinner on Monday, 23rd October 2017 which to be held at The Star.

[Click here for more information.](#)

---

## Opportunities and events of other associations

### Export Council of Australia

#### Pricing for Import Success Course Sydney and Melbourne

One of the challenges any company faces when looking to import is negotiating the right price to ensure sufficient margin when on-selling. There are many costs to take into account, including securing a reliable source of supply, quality control, market visits, finance and foreign exchange.

Getting your international pricing strategy right for importing is crucial to the success of your business; it is difficult to go back and renegotiate your price once you've agreed on terms with your supplier.

This course will help prepare you to evaluate all the factors needed when setting your international price.

#### Topics include:

- Incoterms® 2010
- International costing
- Risk management

- Managing your foreign exchange risk
- International sales contracts
- Negotiating with your supplier

#### Pricing:

- Non-ECA Members: \$495.00
- Individual/Student Members: \$445.50
- Business Members: \$396.00

#### Register here:

[SYDNEY 11 JULY](#)

[MELBOURNE 12 JULY](#)

---

## HKABA membership

Hong Kong Australia Business Association (HKABA) was established in 1987. Since then, the Association has experienced tremendous growth in terms of membership base and activities. The Association now registers over 800 members in Australia and Hong Kong and has formed its chapters in New South Wales, Victoria, South Australia, Queensland and Western Australia.

Major industry groups within the membership base include Accounting, Business Consultancy, Real Estate, Retail, Transportation, Education and Travel Agency etc.

Within NSW we have over 150 entities which includes students, individuals and corporate members.

Being our members you have the opportunity to attend our events for free or at a discounted cost.

If you are interested to join please click [HERE](#).

Should you have any issues, please contact Teresa Lee on (02)92673158 or [hkaba@hktdc.org](mailto:hkaba@hktdc.org) and Aysha Manho on (02)92673158 or [hkaba\\_nsw@hktdc.org](mailto:hkaba_nsw@hktdc.org).

---

## Past and Current Sponsors

### HKABA NSW Platinum Sponsors



**HKETO**  
Government of the HKSAR





### 2017 Business Awards Major Event Sponsors



### 2017 Business Awards Event Sponsors



### 2017 Business Awards Event Supporters





### Upcoming Events

#### Food and Wine Appreciation

##### Night

**Date:** 14 August 2017

**Time:** 6 pm to 8 pm

**Venue:** Emperor's Garden  
Restaurant

**Price:**TBC

#### HK20 Fun Fun Carnival

**Date:** 9th September

**Venue:** Tumbalong Park,  
Darling Harbour

#### 2017 Business Awards Gala

##### Dinner at The Star

**Date:** 23rd October

**Venue:** The Star

#### 18th Hong Kong Forum

**Date:** 5th-6th December

**Venue:** Hong Kong



### Past Event Highlights

#### Vivid Business After Hours

**Date:** 6th June 2017

**Time:** 6 pm to 8 pm

**Venue:** Martin Place Bar

**Price:** Free for member, \$20  
for non-member

[Click here for event details  
and upcoming events.](#)

Other Chapter's  
upcoming events

[Victoria](#)

[Queensland](#)

[South Australia](#)

[Western Australia](#)

[Click here for event  
Calendar of all  
Chapters.](#)



---

Copyright © *\*|CURRENT\_YEAR|\* \*|LIST:COMPANY|\**, All rights reserved.  
*\*|IFNOT:ARCHIVE\_PAGE|\* \*|LIST:DESCRIPTION|\**

**Our mailing address is:**

*\*|HTML:LIST\_ADDRESS\_HTML|\* \*|END:IF|\**

Want to change how you receive these emails?

You can [update your preferences](#) or [unsubscribe from this list](#)

*\*|IF:REWARDS|\* \*|HTML:REWARDS|\* \*|END:IF|\**