



HKABA
香港澳洲商會

NEWSLETTER March 2011

香港澳洲商會

HONG KONG
AUSTRALIA
BUSINESS ASSOCIATION
(VICTORIA CHAPTER)



Content

- Spotlight on – Business Lunch with HK's Chief Executive Donald Tsang/ Work Integrated Learning at RMIT University
- People – ShineWing Hall Chadwick director David Chu
- Snapshot - 2011 Chinese New Year reception
- News from HKTDC
- Event calendar



SPOTLIGHT ON YOUNG PROFESSIONAL GROUP'S ENTREPRENEUR NETWORK FORUM

Following the kick-off networking event last year, HKABA Young Professional Group is inviting you to join this year's first event Entrepreneur Network Forum. Our guest speakers JeansWest managing director Wilkin Fon and Ivan Lam from Westpac will share with us how they turned ideas into successful business plans for their companies.

Date: 29 March 2011

Time: 1730- 2000 (Refreshments prior to 1800 for sharp start of the forum)

Venue: Westpac Branch QV, 172-174 Lonsdale Street, Melbourne, VIC 3000

Cost: \$20

Wilkin Fon

In 1988, Wilkin joined the Glorious Sun Group, which is publicly listed as Glorious Sun Enterprises Ltd in Hong Kong and came to Australia in 1991 after its acquisition of the then Perth-based JeansWest chain. Wilkin was appointed director and help expand JeansWest from a Western Australia based company into one of Australasia's retail flagship today, with over 250 stores in Australia and New Zealand and over 1300 employees.

Ivan Lam

A part-time personal trainer in Hong Kong with California Fitness, Ivan experienced entrepreneurial success in the expansion of California Fitness into Taiwan and establishing China's first professional tanning salon in Shanghai and Beijing, before beginning his banking career with the Commonwealth Bank of Australia (CBA). As a result of his instant success and recognition with the CBA, Ivan was invited to manage one of Westpac Bank's flagship branches in the Melbourne CBD, the branch at QV.



WORK INTEGRATED LEARNING (WIL) AT RMIT UNIVERSITY

Our committee member Professor David Gilbert is inviting both large corporation and SMEs to participate in RMIT's exciting Corporate Venturing program.

“RMIT is an internationally renowned university that leads the way in producing work-ready graduates that add great value to businesses all around the world. WIL is about experiential learning where students undertake industry and community based projects that provide beneficial outcomes to industry partners while affording students the opportunity to apply and extend their skills.

One such program is run by RMIT's Entrepreneurship Program which is ranked No.1 in Australia and No.12 world-wide. The course 'Corporate Venturing' requires local and international students to undertake an 8-10 week project that is negotiated with their host organisation.

Projects cover all facets of business, from marketing to business development to systems innovation. Students have been engaged by both large corporations such as the 'Big 4' professional services firms and SMEs engaged in a variety of markets and industry sectors. Students are covered by RMIT insurance and supervised by course lecturers; industry partners are required to engage with the student in formalising the scope and objectives of the project and in supporting them in achieving the defined objectives as well as offering evaluation of outcomes at completion of the project.”

If you are interested in investing in the development of outstanding intellectual capital whilst achieving something of value for your organisation, please contact Associate Professor David Gilbert via e-mail david.gilbert@rmit.edu.au



PEOPLE – DAVID CHU SHINEWING HALL CHADWICK DIRECTOR

David Chu is the director of the accounting and business advisory firm, ShineWing Hall Chadwick. Mr Chu was HKABA's National President a decade ago.

What made you a HKABA member?

My passion to continue the business connection with Hong Kong/China has prompted me to become a HKABA member since 1993. Through HKABA, I have been able to keep myself updated on Hong Kong and China, as well as to develop relationships with others having business connections with Hong Kong/China. My involvement resulted in my election as National President of HKABA for 2000 and 2001.

What was the most exciting project you've worked on?

The most exciting project is assisting a biotech company in Melbourne to pull in development capital from Hong Kong and later on assisting the company to IPO on the Hong Kong Stock Exchange. During the process, it is important to resolve issues on commercialisation of the discoveries, protection of intellectual property, collaboration with strategic partners in China, integration of different business cultures, as well as addressing requirements from the various regulatory bodies etc.

What is your passion outside work?

Outside work, most of my time is spent in serving the Mandarin group at the church. It is satisfying to meet new migrants from China, introduce them to the Australian culture, assist them in integration with the Australian congregation, and then work with them in serving the church congregations and the wider community.

What cheers you up after a difficult day at work?

Going home and sharing the day with my family, comprising my wife and 3 children. Listening to the way they respond to the sharing allows me to look at things from different perspectives.

What would you like to see improve in Australia?

More engagement with Asia, especially China would be good. Engagement would typically involve cultivating awareness, developing understanding, nurturing relationship, enhancing trust, and collaboration. HKABA and other bilateral business associations would be the right forum to facilitate all these.

NEW ARRIVALS ON BOARD... ..

HKABA VIC Chapter would like to introduce you the following new corporate member -

Herald Fok

Lending Manager at St George bank



SNAPSHOT – 2011 CHINESE NEW YEAR RECEPTION

HKABA VIC Chapter starts 2011 with over 200 members and guests who came to join us for the Chinese New Year celebration. To celebrate the Year of Rabbit, this year's annual Chinese New Year luncheon was held on 25 February at Sofitel Hotel Melbourne.

The director of Hong Kong Economic and Trade Office Steve Barclay and the Assistant Treasurer for the Victorian Government Gordon Rich-Phillips gave speeches at the event. Gordon Rich-Phillips also serves as the Minister for Aviation Industry and Minister for Technology.



Other guests included the director of Australia/New Zealand Hong Kong Trade Development Council Bonnie Shek, Hong Kong Tourism Board regional director Andrew Clark, Chinese-Consulate General in Melbourne Shi Weiqiang and Head of InvestHK in Australia and New Zealand Cameron Boardman.



Chinese martial arts Kung-fu performance drew an end to the annual event. Insync Surveys CEO James Garriock won the lucky draw grand prize sponsored by Cathay Pacific, which generously offered a return ticket to HK plus 4-night accommodation in the city.



The luncheon was co-hosted by Hong Kong Trade Development Council, Hong Kong Tourism Board, InvestHK and HKABA Victoria Chapter.



NEWS FROM HONG KONG TRADE DEVELOPMENT COUNCIL

1. *Eight reasons to visit Hong Kong's Trade Fairs*

HKTDC will be hosting 8 trade fairs in Hong Kong next month, among them are Asia's biggest electronics fair where you can find leading electronic products in the global electronics industry, as well as the International Lighting and Home textiles fairs.

For a list of HKTDC Fairs in April, Visit
www.hktdc.com/info/trade-events/EX/en/Exhibitions.htm

HKTDC is offering you eight reasons to join those world-class fairs in Hong Kong.

- Hotel Sponsorship of up to HKD\$2100 OR Travel Reimbursement of HKD\$1800 for companies visiting for the first time (conditions apply)
- On-Site briefing about the fair
- VIP Pass for free access to the Dragon Lounge
- Free Admission Badge, Fair Catalogue, Information Kit
- Complimentary Business Matching
- Invitations to official events and seminars
- Benefit Coupons Booklet with shopping and dining discounts



For information on special offers, please contact Mr. Peter Bosevski or Ms Toni Wade at HKTDC Australia/ NZ office on (02) 9261 8911 or email to peter.bosevski@hktdc.org or toni.wade@hktdc.org and mention 'HKABA'.



2. Sixteen Australian companies set up/ expand in HK in 2010

InvestHK, the department for foreign direct investment supporting overseas companies to set up in Hong Kong, has assisted 284 companies to establish or expand in the city. Among them, 16 were projects from Australia.

For details, visit Hong Kong Monitor at www.hkmonitor.org.hk

For information on InvestHK, visit www.investhk.gov.hk

EVENTS CALENDAR

Coming up.....

29 March	1st Young Professional Networking function
27 May	Food and Wine appreciation dinner at Shanghai Dynasty in Chinatown
July	HKTDC briefing
26 August	2011 Business Awards Dinner
September	2nd Young Professional function
October	AGM
Oct/ Nov	Yum Cha networking lunch
Nov/ Dec	HK forum