



**AUSTCHAM**

CHINA

BEIJING SOUTH CHINA WEST CHINA



**ANNUAL REPORT**

2022 - 2023



## **China-Australia Chamber of Commerce**

**November 2023**

### **Patron**

H.E. Mr Graham Fletcher, Ambassador of Australia to The People's Republic of China

### **Board of Directors**

Vaughn Barber, Chair  
Tom Luckock, Deputy Chair  
Sue Kench, Vice Chair  
Russell Brown OBE, Treasurer  
Ian Tang  
Helen Sawczak  
Craig Pasch  
Hongwei Li  
Tian Zhang  
Christopher Neil

Iannis Patin, Austrade Representative Ex-officio

# Annual Report Table of Contents

<b>Chair's Message</b>	<b>1</b>
<b>CEO's Report</b>	
Overview	4
Business Events	5
Social Events	9
Member Advocacy	10
Membership	12
China Internship Program	14
AustCham in the Media	15
Communication	18
<b>Financial Report</b>	<b>20</b>
<b>Chapters Reports</b>	<b>23</b>

# Chair's Message



*Vaughn Barber, Chair*

As 2023 draws to a close, I am optimistic about the future of China-Australia Chamber of Commerce (AustCham China).

I am pleased to see the optimism that was present among the more than 250 people who gathered to attend the AustCham China 50<sup>th</sup> Anniversary Celebration in Beijing on 11 January 2023 was not misplaced.

The business community applauds efforts by the governments in Australia and China to stabilise the bilateral relationship. This gives Australian companies greater confidence about seizing trade and investment opportunities in this market. Let me share three findings from our recent business sentiment survey to support this:

1. 90% of respondents are planning to maintain or increase the investment in their China business.
2. While more companies are diversifying their markets and supply chains, it is not at the expense of their commitment to the China market. Australian companies are not exiting the market.
3. And 70% of respondents are highly optimistic or cautiously optimistic about the long-term outlook for their China businesses.

The highly welcomed re-opening of borders enabled us to engage with senior visitors again. This provided the Chamber with opportunities to host visiting Premiers, academics, business delegations, and leadership from the headquarters of our member companies and institutions. We have had a full program of events around many of these visits which has also been good for establishing relationships with important stakeholders in Australia. Some highlights for me were:

1. An Evening with Dr Geoff Raby AO (10 March)
2. Luncheon with Western Australia Premier Mark McGowan (18 April)
3. Australia's Green Economy Opportunities in China (27 April)
4. In Conversation with Dominic Barton (23 May)
5. Ambassador's Dinner Briefing (24 August)
6. Breakfast with SA Premier (18 September).

It was also pleasing to see the Melbourne Cup Luncheon make a return, with a strong "fashion on the field" theme. The charity auction raised RMB10,000 for the Roundabout Charity Store. Thank you to all our guests and sponsors for their support.

We have an impressive portfolio of Foundation Members. We have increased engagement with Foundation Members, including through private dinners hosted with Professor James Laurenceson from Australia-China Relations Institute at University of Technology Sydney and Richard Yetsenga, ANZ Group Chief Economist. We thank our Foundation Members for their continued strong support. We were also pleased to be able to welcome Swan Wine Group back as a Foundation Member during the year.

## Chair's Message

We also thank the organisations that have sponsored our events throughout the year. Emerging from a period when membership has decreased, this has been an important contributor to Chamber finances. I would like to acknowledge and thank King & Wood Mallesons in particular, as they have sponsored multiple events throughout the year.

During what has been an important year for the stabilisation of the relationship, an area of continued focus has been advocacy on behalf of our members.

1. In April, I represented the Chamber at a breakfast meeting with the Department of Foreign Affairs and Trade's Associate Secretary Tim Yeend.
2. In May, Sue Kench (Vice Chair), John Russell (immediate past Vice Chair), Rex Chen (CEO) and I represented the Chamber at a roundtable with Minister for Tourism and Trade, Senator the Hon. Don Farrell, and senior representatives of Australian Chambers of Commerce in China.
3. In May, Sue Kench represented the Chamber at "The Global Trade and Investment Promotion Summit 2023" hosted by China Council for the Promotion of International Trade (CCPIT) in Beijing.
4. In the same week, I travelled to Fangchenggang in Guangxi Autonomous Region at the invitation of CCPIT Guangxi Committee and the Fangchenggang Municipal People's Government to deliver a keynote speech at the RCEP Trade and Investment Exchange Fair.
5. In July, Christopher Neil (Director) and Tian Zhang (Director) hosted a breakfast roundtable discussion with Peter Cai, CEO of the National Foundation for Australia-China Relations.
6. In September, I gave a speech at a closed-door meeting at the China International Fair for Trade in Services about opportunities for collaboration between Australian and Chinese companies in Australia's transition to a "net zero" future. This has been a constant theme through our advocacy efforts.
7. On 6 September, the Chamber released a statement about the resumption of the Australia-China High-Level Dialogue and I gave an on-air interview to CGTN.
8. On 8 September, Sue Kench and Ian Tang co-hosted a breakfast roundtable discussion with The Hon. Warwick Smith AO (Chairman, Global Engagement Committee, Business Council of Australia) and Peter Cai during their visit to Beijing to participate in the Australia-China High Level Dialogue.
9. On 8 September, Tom Luckock (Deputy Chair) met with Kristin Tilley, Australia's Ambassador for Global Climate Change during her visit to Beijing to participate in the Australia-China High Level Dialogue.
10. During the year, Rex Chen (CEO) represented the Chamber at two roundtables hosted by the Beijing Municipal Government to relay the experiences and concerns of member companies.
11. On the eve of the Prime Minister's visit to China in November, AustCham China released the findings of our Flash Survey which have been extensively reported in the Chinese media.
12. The Prime Minister's visit has been a highlight of the year. Sue Kench, Craig Pash, Christopher Neil, and I travelled to Shanghai to represent the Chamber at the reception for Prime Minister Albanese on 5 November. Together with other directors, I also attended receptions hosted by member organisations Investment NSW, State Government of Victoria, and Trade and Investment Queensland around CIIE.

# Chair's Message

Throughout the year I have also given interviews to news and print media, using these as opportunity to advocate for the issues reflected by members in surveys and discussions.

As a result of concerted efforts by the team, AustCham China is seen as a credible voice of Australian business in China.

Over the eleven months since the last AGM, all the board members have changed, except for the Executive Committee. The retiring board members did so because of relocating away from China, some after many years of service on the board. Following the election tonight, I am proud to say our board will have one-third of its members who are female; one-quarter who live and work in Shanghai and Hong Kong; we have a good spread of industries and experience; and almost one-half were born in Greater China. In August, we were very pleased to welcome Helen Sawczak to the board. Helen is the Senior Trade and Investment Commissioner for Investment NSW. An experienced lawyer, company secretary and independent non-executive director, Helen was the National CEO of Australia China Business Council for four years from 2016-2020.

Going forward, financial stability remains a focus. In this regard, we aim to gradually increase membership to pre-pandemic levels, and re-start working groups. I am pleased to announce that Tom Luckock and Craig Pash have agreed to co-chair an "Energy, Resources and Net Zero" Working Group. Please watch out for updates. We are planning to return to a full program of business and social events in 2024, starting with the Aussie BBQ on 27 January.

We will continue working with our Chapters in West China and South China, the Australian Chamber of Commerce in Shanghai (AustCham Shanghai), the Australian Chamber of Commerce in Hong Kong (AustCham Hong Kong) and Australia China Business Council (ACBC), to amplify the strength of our collective voice, to better serve and represent the interests of our members.

## Acknowledgements

On behalf of the board and the members, I would like to thank our Patron, His Excellency Graham Fletcher, for his support and advice, and for the support of colleagues across the Australian Embassy in Beijing. I would also like to thank Rob Donnelly, General Manager, Mainland China, Hong Kong and Taiwan from Austrade, and Simon Farbenbloom, Minister Counsellor (Economic) for their ongoing support.

I would like to express my gratitude to members of the Executive Committee Tom Luckock (Deputy Chair), Sue Kench (Vice Chair) and Russell Brown (Treasurer), and all the directors for their support, counsel, and contributions over the past year. I would like to thank Iannis Patin (Trade and Investment Commissioner) and before him, Andrew Carter (Trade and Investment Commissioner) from Austrade for their contributions as ex officio members of the board.

I would like to acknowledge and thank John Russell, Anthony McQuade, Bjarne Rasmussen, Rob Campbell, Christine Yuan, and Brendan Mason who retired from the board during the year.

And finally, I would like to thank Rex Chen for his leadership of the Chamber, and his team members Alex Whitebrook and Sissi Liu for their hard work.

I look forward to seeing many of you at the Ambassador's Farewell and Christmas Party on Saturday, 9 December. It is an opportunity to thank Ambassador Fletcher for his service and support over what has been a challenging and fruitful four and half years. The dinner will be held at a new venue for AustCham, the Hyatt Regency in Wang Jing.

Wishing you and your families good health, happiness, and every success in 2024!



Vaughn Barber  
Chair

# CEO's Report Overview



*Rex Chen, CEO*

The theme of the year for AustCham China's secretariat has been rebuilding and rejuvenation.

We have a whole new team – leaner, but stronger.

By the year's end, we will have presented or co-presented eight major in-person business events, a number of exclusive gatherings, several webinars, and a whole host of lively social events.

We have been reconnecting with current and past members, while introducing new businesses to our organisation. As of 23 November, our paid-up members total 62, compared to the 78 at the end of last year.

We have revived our monthly newsletter, and have been active on LinkedIn and WeChat.

Rex Chen,  
CEO

# CEO's Report

## Business Events

Since January 2023, AustCham China has been reviving its event calendar. Business events we have hosted this year include:

### **China-Australia 50 Years of Diplomacy Celebration Dinner**

*11 January 2023*

*260 attendees*

This is one of AustCham's most important events for this reporting period. A huge amount of effort from our board and secretariat went in to securing impressive key speakers to make our celebration of 50 years of diplomacy between Australia and China the one to be at.



### **An Evening with Dr Geoff Raby AO**

*10 March 2023*

*70 attendees*

AustCham China, in association with Foundation Member Swan Wine Group, hosted a dinner where former ambassador to China Dr Geoff Raby discussed the state of bilateral relations, outlook for the future and implications for business. After making his prepared remarks, Dr Raby was interviewed by Vaughn, and took questions from the audience, allowing for an engaging discussion with our members.

### **Luncheon with Western Australia Premier Mark McGowan**

*18 April 2023*

*130 attendees*

Western Australia accounts for more than 40% of Australia's exports, and the majority of those exports go to China. This close trade connection between Western Australia and China, as well as Mr McGowan's keen support for closer relations with China, made this lunch event extremely popular. A large number of AustCham China members and guests joined us at short notice for an engaging presentation from and discussion with Mr McGowan.

### **In Conversation with Dominic Barton**

*23 May 2023*

*130 Attendees*

Together with the Canada China Business Council and the China-Britain Business Council, we hosted a dinner with Dominic Barton, Chair of Rio Tinto and former Canadian Ambassador to China. AustCham Chair Vaughn Barber interviewed Mr Barton in a "fireside chat".



# CEO's Report

## Business Events

### **Ambassador's Briefing**

24 August 2023

120 attendees

This would be Ambassador Fletcher's final briefing for AustCham members and guests before the end of his tenure. He shared his perspectives on the latest developments in Australia-China relations and answered questions from AustCham Chair Vaughn Barber and the audience.



### **“Cutting Through the Fog” of FDI in China with Rhodium Group**

9 March 2023

39 attendees

AustCham China partnered with the China-Britain Business Council (CBBC) and Canada China Business Council (CCBC) for a webinar event featuring insights from Rhodium Group. Agatha Kratz, Director at Rhodium Group, presented her latest research on the issue and outlined implications for foreign businesses with a China presence.

### **Green Economy Opportunities in China**

27 April 2023

60 attendees

AustCham, in association with the Australia China Business Council (ACBC), hosted a dinner at Beijing's China World Summit Wing hotel. ACBC delegates and local attendees had the opportunity to hear from heads of multinationals as well as academics on investment opportunities and the policy environment in the era of the green transition.

### **ANZ Chief Economist Briefing - Deciphering the Federal Budget 2023**

17 May 2023

30 attendees

AustCham China invited Richard Yetsenga, Chief Economist and Head of Research at ANZ to share his insights on the 2023 Australian Federal Budget. In his presentation, Mr Yetsenga provided an overview of the federal budget and its implications for Australian businesses.

# CEO's Report

## Business Events

### **Austrade China Market Update**

*30 June 2023*

*140 attendees*

AustCham China collaborated with ACBC to arrange a briefing by senior members of the Australian Trade and Investment Commission on the state of trade and investment in Greater China. Austrade Greater China General Manager Rob Donnelly and Senior Trade Commissioner Andrea Myles each shared their valuable insights with our members.

### **Breakfast with NFACR CEO Peter Cai**

*17 July 2023*

*17 attendees*

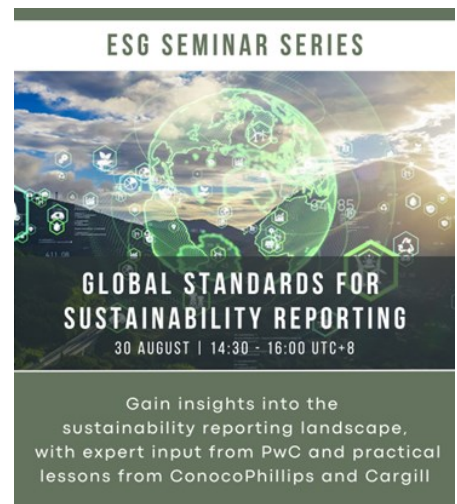
This was the first of a series of smaller events that AustCham began organising this year. Inviting our Foundation Members to such intimate meetings allows for better knowledge sharing and networking among attendees. Feedback for the event was widely positive.

### **PwC ESG Seminar Series – The Transition to Net Zero**

*30 August 2023*

*66 attendees*

Bringing a close to our series of ESG seminars in collaboration with PwC, this event invited AustCham members to hear key insights on the evolving landscape of international sustainability standards. Callum Douglas, Senior Adviser at PwC, presented an overview of recent regulatory developments, while representatives from Cargill and ConocoPhillips shared their experiences of sustainability reporting in the field.



### **CBA Chief Economist Briefing**

*30 August 2023*

*50 attendees*

AustCham China, AustCham Hong Kong, and AustCham Shanghai jointly presented a webinar briefing by the Commonwealth Bank of Australia's Chief Economist, Stephen Halmarick. Mr Halmarick spoke on the current state of the Australian economy, discussing the pressures Australian businesses are experiencing due to increased inflation and risk.

# CEO's Report

## Business Events

### **Breakfast with South Australian Premier Peter Malinauskas**

*18 September 2023*

*70 attendees*

AustCham China hosted a breakfast networking event that gave members and guests a chance to speak directly with the South Australian Premier, Peter Malinauskas, and a delegation of CEOs from prominent South Australian corporations and educational institutions.

### **Dinner with UTS:ACRI Director James Laurenceson**

*19 October*

*12 attendees*

Foundation members and other key stakeholders were invited to a private dinner with James Laurenceson, Director of the Australia-China Relations Institute. James presented on the current state of Australia's critical minerals, followed by lovely discussion.

### **Dinner with ANZ Chief Economist**

*25 October 2023*

*14 attendees*

A select few Foundation Members and key stakeholders were invited to join the Chief Economist of ANZ, Richard Yetsenga, for a dinner meeting. AustCham Chair Vaughn Barber interviewed Mr Yetsenga over dinner, drawing-out his insights on the current state of the Australian economy and trade with China.

# CEO's Report

## Social Events

AustCham's social events have always played a unique role in contributing to the cohesion and vibrancy of the community of Australians in China and their family, friends and associates.

Social events held in the reporting period of 2022 to 2023 include:

### **Aussie Drinks**

Aussie Drinks have remained a staple of our events calendar this year. Ten of them will have been held this year by tonight. They continue to be a crucial part of AustCham China member services, providing the Australian community in Beijing with an opportunity to connect.



### **Socceroos v Argentina at Great Leap Gongti**

*15 June 2023*

*42 attendees*

The exhibition match between the Socceroos and Argentina created quite the buzz in Beijing. Dozens of members and friends joined us at Great Leap Brewery to watch the game and have a drink. The event also doubled as our June Aussie Drinks.

### **Australia vs England in the Women's Football World Cup**

*16 August 2023*

*50 attendees*

As the Matildas made it to a semi-final against England in the Women's World Cup held in Australia and New Zealand, we hosted an extended happy hour drinks evening at Great Leap Brewery in collaboration with the British Chamber of Commerce in China.

### **Melbourne Cup Luncheon**

*7 November 2023*

*55 attendees*

The Melbourne Cup Luncheon is a highly anticipated social event held by AustCham China every year. This year's charity auction raised over CNY10,000 for the Roundabout charity store. Attendees also won prizes worth tens of thousands.



# CEO's Report

## Member Advocacy

Aside from day-to-day member services, AustCham China has also engaged in a series of member advocacy activities throughout 2022-2023. Key examples include:

### **CIFTIS 2023**

*September 2023*

CEO Rex Chen and Chair of the Board Vaughn Barber represented AustCham at key CIFTIS events this year.

On 2 September, Vaughn spoke at a forum on ESG and China overseas foreign direct investment hosted by China Pacific Insurance Company, where he encouraged Chinese companies to engage with Australia early in its transition to net zero, and to be realistic about the time such investments will require to incubate.

On 4 September, Rex participated in a roundtable hosted by the Center for China and Globalization at the 10th China Inbound-Outbound Forum. Speaking with diplomats, Beijing municipal government officials, and representatives of international business interests, Rex welcomed the improved inbound investment environment due to initiatives such as tax breaks, emphasizing the potential for further enhancements.

### **Meetings with Vice Mayor of Beijing**

*23 March 2023*

*26 October 2023*

Rex participated in two roundtables attended by Vice Mayor Sima Hong this year and spoke at the second.

The meetings were organised for associations of foreign businesses to voice their views on the business environment of Beijing, and of China at large.

In his remarks at the October meeting, Rex commended the city for positive initiatives that contribute to a more welcome business environment.

He also spoke about issues around data security laws, the lack of a level playing field for international professional services firms, and the traffic conditions in Beijing

Rex also passed on requests from two member organisations for the municipal government's assistance in resolving issues that they have encountered in their operations in China. Written responses from competent agencies were delivered to the secretariat in November.

# CEO's Report

## Member Advocacy

### Presentation on improving China's Foreign Investment

17 October 2023

This event was organised by AustCham member EY after the publication of "The 24 Measures" by the State Council for boosting foreign investment in China.

Rex was invited to speak from the perspective of Australian businesses in China, alongside his Swiss and German counterparts.

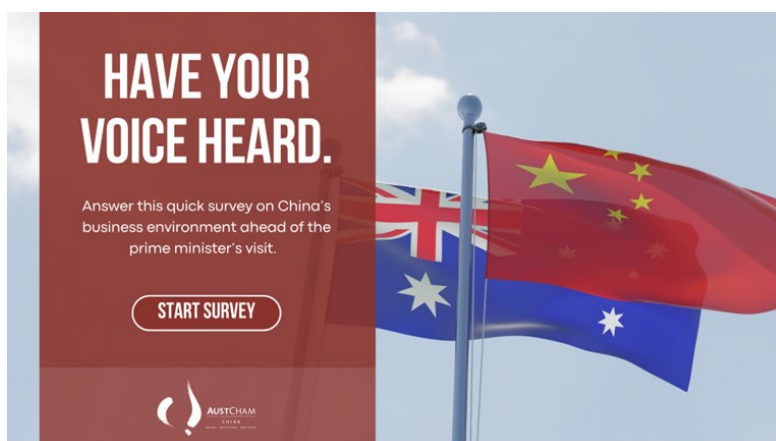
Rex told the audience that Australian businesses were encouraged by positive developments in the bilateral relationship, and also pointed to remaining impediments to trade.

### Flash Survey on China's Business Environment

In preparation for Australian Prime Minister Anthony Albanese's visit to China in early November 2023, AustCham China conducted a Flash Survey of Australian and other foreign-owned companies engaged in business between Australia and China.

91 companies and organisations responded to the survey. The results were published ahead of the prime minister's arrival and provided valuable context for understanding the evolving landscape of China-Australia business relations. We were very proud to represent the voices of the members and friends of AustCham through this survey.

Vaughn Barber commented on the survey: "There's a renewed sense of cautious optimism in the Australia-China relationship thanks to the ongoing efforts on both sides since the election of the Albanese Government in May last year. Despite global uncertainties and a challenging business environment, Australian companies remain committed to the China market. They're adapting their strategies to defend and grow their China business, navigate regulatory challenges, and manage risks effectively. These survey results are a testament to the importance and future potential of Australia's economic relationship with China and the resilience and adaptability of the hardy cohort of companies and institutions delivering record export volumes and other milestones which contribute materially to the prosperity of our nation."



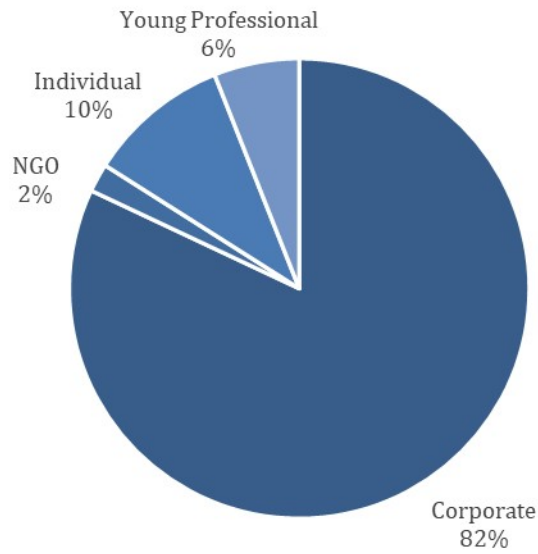
# CEO's Report

## Membership

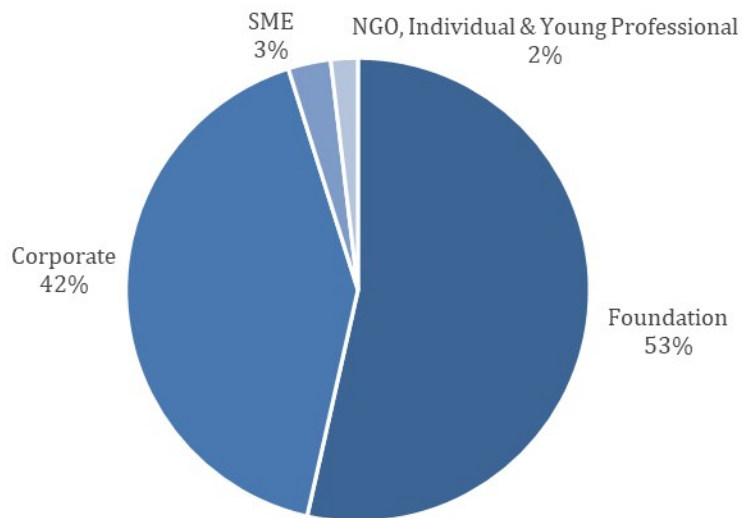
AustCham China has ended the 2022-2023 reporting period with a total of 62 paid-up members.

As the new team at the AustCham China's secretariat this year, we made an effort to meet with as many members as possible. We thank them all for giving us the time to connect with them. We expect our membership to grow significantly in 2024.

### Membership Breakdown



### Membership Breakdown by Revenue



# CEO's Report Membership

## Foundation Membership

A stable group of Foundation Members remains central to the success of the Chamber. I would like to thank our Foundation Members for their continued support.



In 2022-2023 the engagement opportunities for AustCham China Foundation Members were considerably increased with exclusive opportunities to meet with Australian Government representatives and senior business.

Over the past year our Foundation Members had priority access to exclusive occasions including:

- VIP room access at the Ambassador's Briefing
- VIP room access at Dinner with Dominic Barton
- Breakfast with the CEO of NFACR
- Australia-China High Level Dialogue Breakfast
- Dinner with James Laurenceson, Director of ACRI
- Dinner with ANZ Chief Economist
- Attendance by our Chair and CEO at member events, including:
  - ◇ Haileybury Anniversary Celebration
  - ◇ MA Financial's meeting with Futian, Shenzhen district government



## CEO's Report

# AustCham China Internship Program

This year saw the launch of AustCham's own China Internship Program, run entirely in-house. The program placed four students from the University of Queensland and the Australian National University with host organisations in China. With this being the pilot year for the China Internship Program, we focused our efforts on Chinese nationals studying in Australia who wanted to return to China to gain some work experience.

Looking ahead to 2024, our partner institutions in Australia have already shown an interest in pursuing future placements for their students through our program. Many AustCham members have expressed willingness to host next year's cohort.



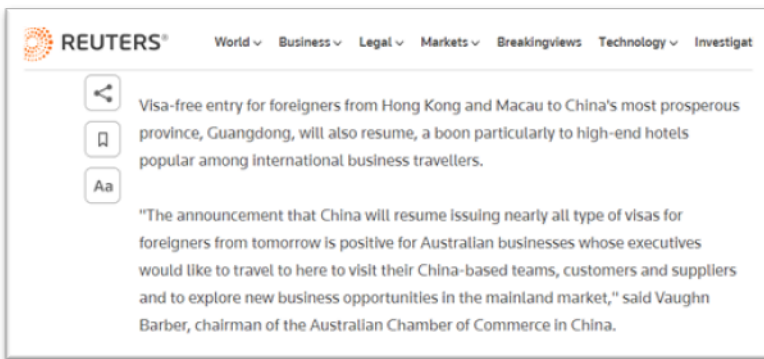
# CEO's Report AustCham in the Media

When speaking to Australian and Chinese news media, we have consistently advocated for the interest of our members and Australia-China business ties in general. Notable media coverage includes :

## Vaughn's comments on China's announcement of further reinstatement of visa categories

Reuters

March 2023



## Broad coverage of WA Premier's lunch with AustCham

April 2023



# CEO's Report

## AustCham in the Media

### **Radio interview of Vaughn on the lifting of tariff on Australian barley**

*ABC Radio*

*August 2023*

### **Australian enterprises eye business revival in China as bilateral ties see 'warming' trends**

*Global Times*

*25 October 2023*

"The upcoming visit by Australian Prime Minister Anthony Albanese to China will further strengthen bilateral economic ties, paving the way for improved trade ties and opening doors for businesses on both sides, Vaughn Barber, chairperson of the China-Australia Chamber of Commerce (AustCham China), told the Global Times. 'We hope that this visit will lead to more opportunities and clarity for Australian businesses looking to expand or consolidate their presence in the Chinese market. We also look forward to announcements about cooperation in climate change and the journey to net zero,' Barber said in a recent interview."

### **Albanese's high-level visit to further strengthen bilateral ties: AustCham China**

*Global Times*

*31 October 2023*

"The latest positive development 'signifies the potential for smoother trade relations and provides hope for the many businesses that have been impacted,' Vaughn Barber, chair of the Beijing-based China-Australia Chamber of Commerce, told the Global Times on Tuesday."

### **On the eve of the Australian Prime Minister's visit to China, a survey found that 70% of Australian companies are optimistic about long-term development in China. (Translated)**

*Beijing Daily*

*4 November 2023*

On the eve of the Australian Prime Minister's visit to China and attendance at the Sixth China International Import Expo, the China-Australia Chamber of Commerce conducted a survey of 91 foreign companies with business spanning China and Australia. The survey focused on topics such as China's business environment and corporate confidence. The results show that China still plays an important role in the global investment plans of Australian companies. In the next year, nearly 90% of companies plan to maintain or increase their investment levels in China. 70% of Australian companies are optimistic about the long-term development of their business in China.

# CEO's Report

## AustCham in the Media

### Chair of the Australia Chamber of Commerce in China: The business community appreciates the Australian government's efforts to stabilize bilateral relations *(Translated)*

Beijing Daily

5 November 2023

"From an Australian business perspective, according to our 2023 Business Environment Flash Survey released on 3 November, 33% of respondents ranked China as their top investment priority. A further 25% list China as one of their top three investment priorities. Despite heightened concerns about geopolitical risks and regulatory uncertainty, 70% of respondents remain optimistic about the long-term prospects of their China operations."

### China-Australia Chamber of Commerce: Australian business community praises Prime Minister's visit to China *(Translated)*

Phoenix TV

15 November 2023

### Expert: China-Australia trade ties set to improve following high-level dialogue

CCTV

23 November 2023

In an interview with China Global Television Network (CGTN), Vaughn Barber, the chairperson of China-Australia Chamber of Commerce, said that the seventh session of the China-Australia High-Level Dialogue is good news to Australia. "China and Australia are expected to see trade ties to return to stability following a slew of efforts to increase bilateral engagement and stabilizing relationship," said Barber.

### Exclusive | Chair of China-Australia Chamber of Commerce: Australian red wine expected to return to China early next year *(Translated)*

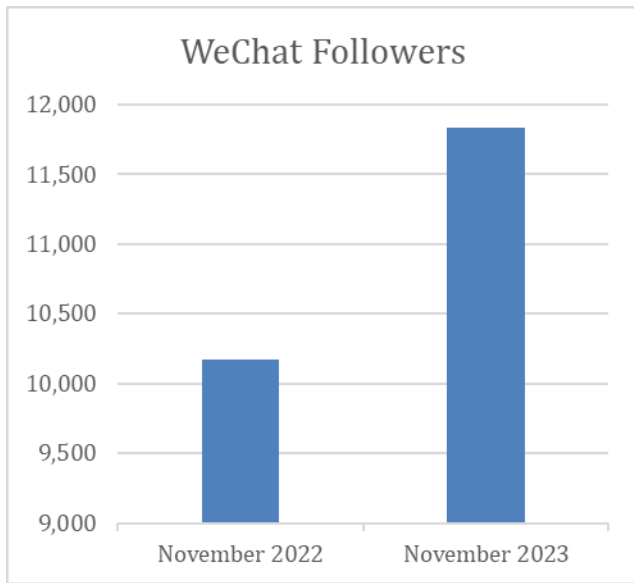
Phoenix TV

16 November 2023

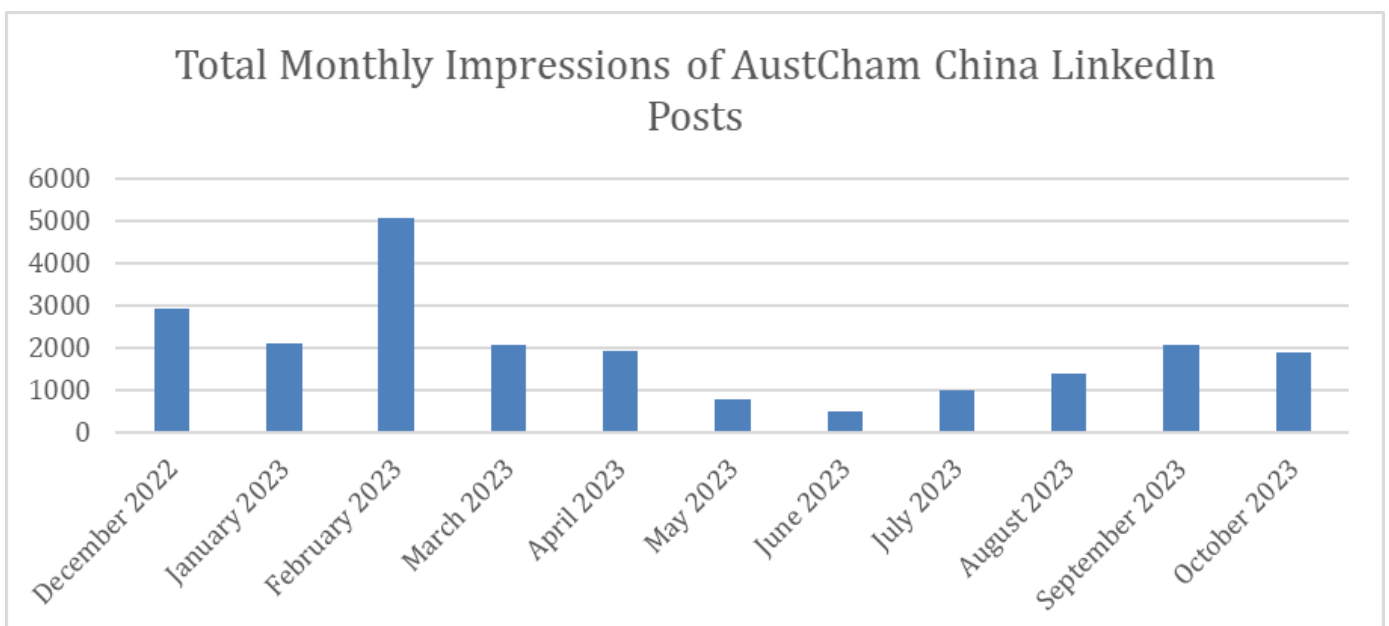


# CEO's Report Communication

AustCham China experienced steady growth in readerships of our social media accounts over 2022-2023. Our WeChat account followers grew 16% year-on-year, amounting to 11,837 followers as of 19 November 2023.

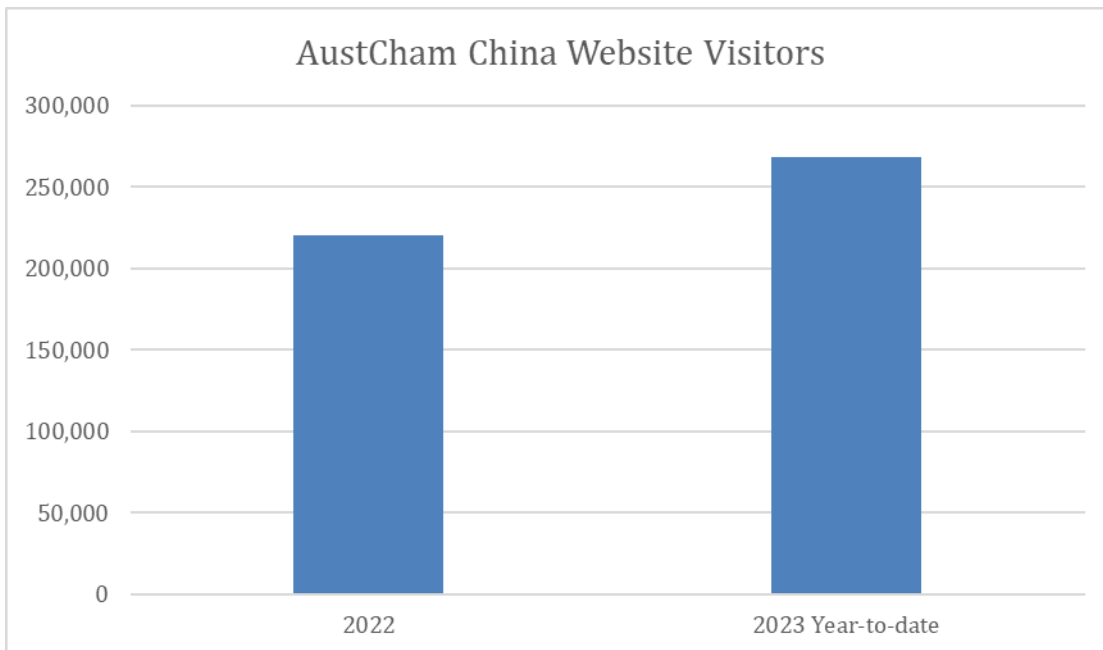


The monthly impressions attracted by our LinkedIn posts started high at the end of 2022, fell through the middle of 2023, and returned to higher figures towards the end of 2023. As of November 2023, AustCham China has 2780 LinkedIn followers, with an increase of 286 followers in the 2022-2023 period.



# CEO's Report Communication

Considerable attention has been paid to the improvement of our website as a landing place for current and potential members to discover current and relevant information about the Chamber. We revamped the events page to ensure an up-to-date calendar was accessible to all members, refreshed the board leadership page with new members regularly, re-launched the China Internship Program page, and directed more visitors to our website through social media posts. This has seen tangible results, with the number of visitors to the AustCham China website in 2023 year-to-date already surpassing the total number of visitors to the site in the entirety of 2022.



Coming around to our email communications, we have sent a total of 147 email campaigns between November 2022 and November 2023. Our average open rate is currently sitting at 20%. This is a healthy open rate and indicates that our campaigns are serving as one of our most effective modes of communication with our members.

In 2024 we aim to continue improving the management of email campaigns and increase our efforts to bring new subscribers onto the platform. This will be greatly helped by our 2023 relaunch of the AustCham newsletter, which has been sent consistently on the first Monday of each month since August.

# Financial Report Overview

Profit & Loss			
	2022 Actual	2023 Fore- cast	Variance
<b>Revenue (Net)</b>			
Membership	1,162,255	1,117,774	-44,481
Event Profit	258,075	574,929	316,854
Member Services	0	25,376	25,376
Office share	179,146	48,181	-130,965
Employability Initiatives	122,778	11,778	-111,000
Miscellaneous		-10,000	-10,000
<b>Total Revenue</b>	<b>1,722,254</b>	<b>1,768,038</b>	<b>45,785</b>
<b>Expenses</b>			
Office Rent	415,100	228,000	-187,100
G&A	91,794	124,554	32,759
Staff	1,190,476	1,148,031	-42,444
Others (Mainly VAT) + Non-business Expenditure	279,192	24,892	-254,299
Buffer		10,000	10,000
<b>Total Cost</b>	<b>1,976,562</b>	<b>1,535,477</b>	<b>-441,084</b>
<b>SURPLUS/DEFICIT</b>	<b>-254,308</b>	<b>232,561</b>	<b>486,869</b>

# Financial Report Overview

Balance Sheet			
	2022	Oct 2023	Variance
<b>Assets</b>			
Bank & Cash in Hand	239,557	274,538	34,981
Account Receivables	109,443	4,203	-105,240*
Inventory		2,013	2,013
Other AR & Deferred Exp.	106,644	116,509	9,865
<b>Total Current Assets</b>	<b>455,644</b>	<b>397,263</b>	<b>-58,381</b>
Non-current			
Fixed Assets - NBV	14,169	14,677	507
prepayment		34,600	34,600
Long-term Deferred Exp.	15,313	23,103	7,791
<b>Total NC Assets</b>	<b>29,482</b>	<b>72,380</b>	<b>42,898</b>
<b>Total Assets</b>	<b>485,125</b>	<b>469,643</b>	<b>-15,483</b>
<b>Liabilities</b>			
Payables	9,399	8,789	-611
Payroll Payable	5,553	68,370	62,817
Taxes Payable	7,444	5,728	-1,716
Advances from Customers	76,418	122,160	45,742
Other payable		23,690	23,690
Social insu. payable		21,796	21,796
<b>Total Current Liabilities</b>	<b>98,815</b>	<b>250,532</b>	<b>151,718</b>
<b>Total Liabilities</b>	<b>98,815</b>	<b>250,532</b>	<b>151,718</b>
<b>Net Assets</b>	<b>386,311</b>	<b>219,110</b>	<b>-167,200</b>

\*Membership fees are now on a cash basis, and do not generate AR.

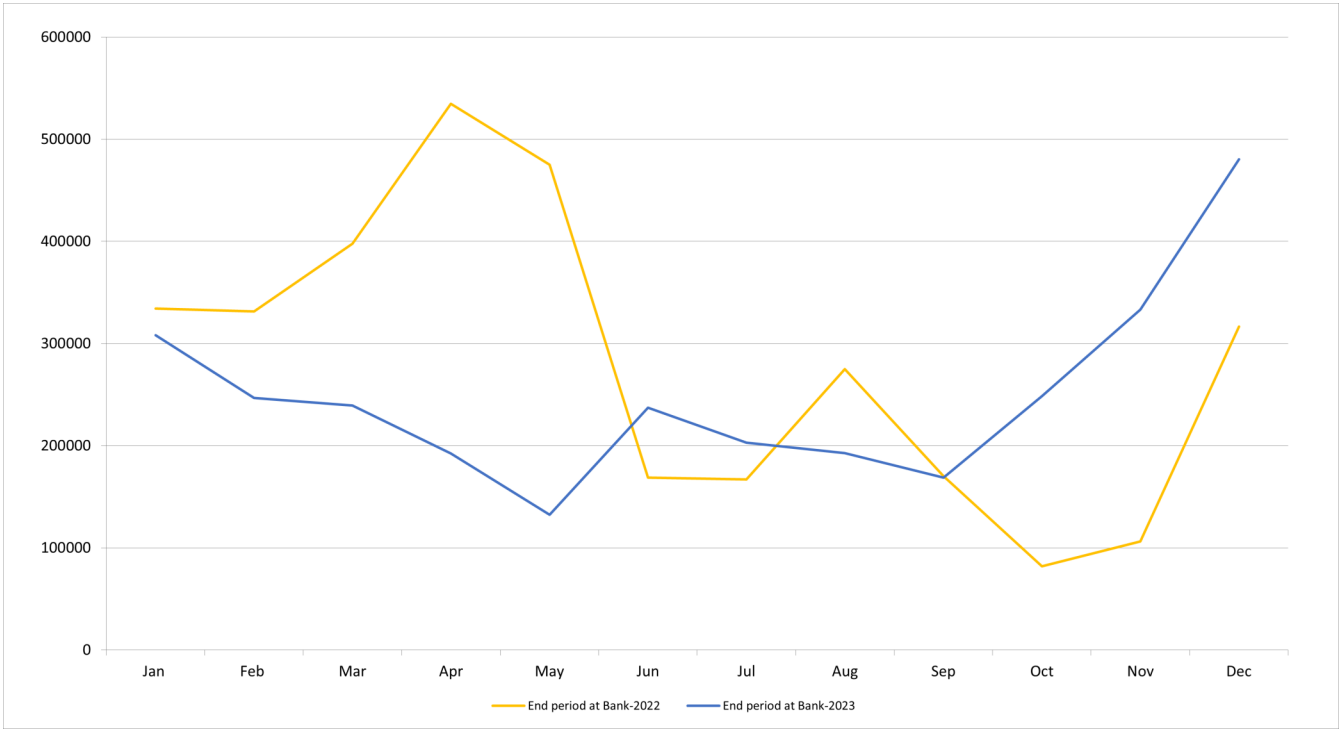
Other AR & Deferred Exp.		
Office deposits	59,194	59,194
Garage deposits		215
Water deposits		100
Prepaid Rental		57,000
Total		116,509



# Financial Report Overview

Cash Flow		
	End period at Bank-2022	End period at Bank-2023
<b>January</b>	334,118	308,096
<b>February</b>	331,222	246,720
<b>March</b>	397,674	239,097
<b>April</b>	534,726	192,162
<b>May</b>	475,005	132,279
<b>June</b>	168,467	237,076
<b>July</b>	166,939	202,794
<b>August</b>	275,035	192,709
<b>September</b>	170,012	168,631
<b>October</b>	81,770	248,407
<b>November</b>	106,022	332,954
<b>December</b>	316,497	480,310

Cash Flow



# CEO's Report West China

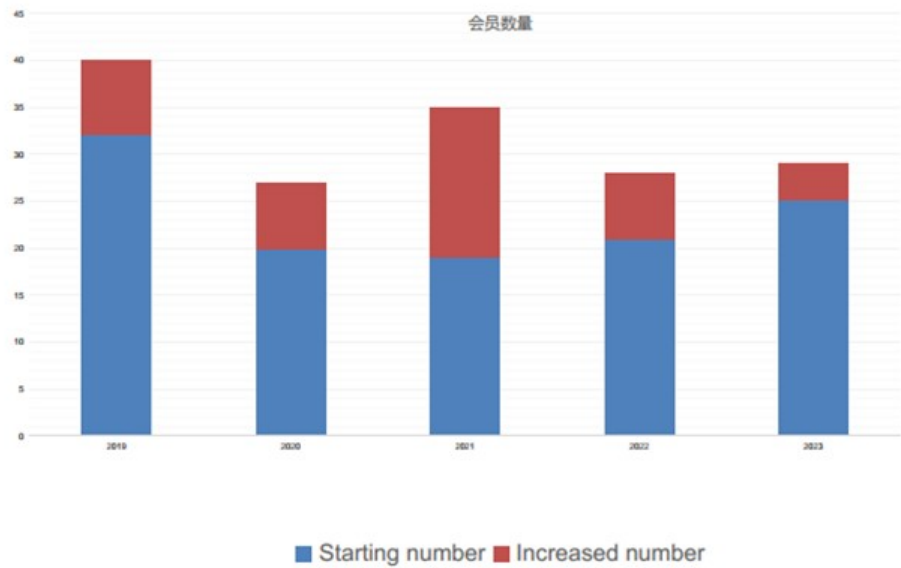
## Membership

### Membership Growth

#### 会员增长

2019 New Member : 8  
 2020 New Member : 7  
 2021 New Member : 16  
 2022 New Member : 7  
 2023 New Member: 4

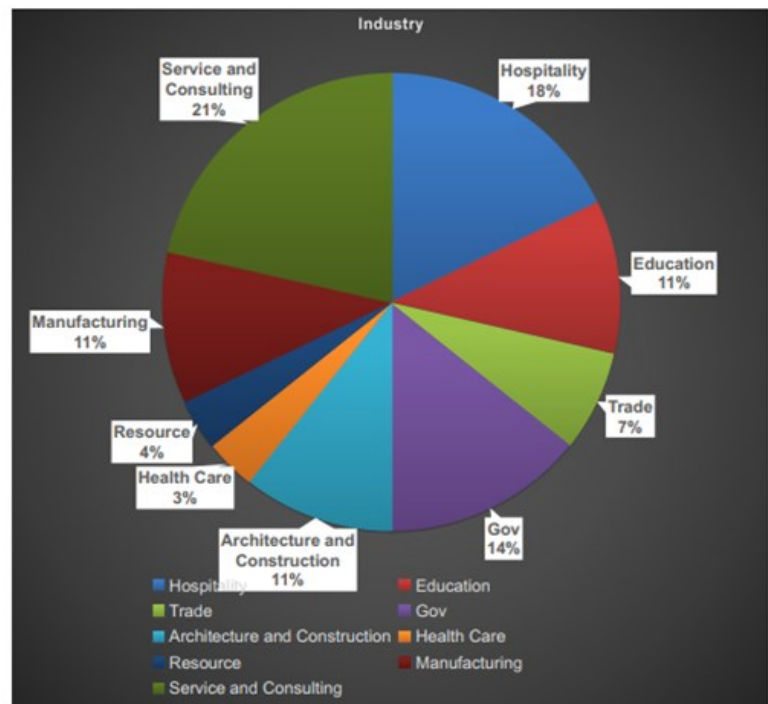
**2023 会员数量**  
**2023 Members: 28**



### Membership by Industry

#### 会员行业

Hospitality	5	18%
酒店		
Education	3	11%
教育		
Trade	2	7%
贸易		
Gov	4	14%
政府		
Architecture and Construction	3	11%
建筑		
Health Care	1	4%
健康		
Resource	1	4%
资源		
Manufacturing	3	11%
制造		
Service and Consulting	6	21%
服务咨询		



# CEO's Report West China

## Business Events

2022.Sep

中国澳大利亚商会华西2022-23年度  
理事会  
Annual General Meeting



9月27日，中国澳大利亚商会华西举办了一年一度的理事会会议，年终大会为会员提供这个机会，让会员可以直接从商会管理层了解商会过去一年发展情况以及来年的发展计划，同时本次会议也举行了商会理事会换届选举。

On 27 September, AustCham West China held the Annual General Meeting.  
The AGM offers members the opportunity to hear directly from the Chamber leadership team regarding the Chamber's performance over the past 12 months and for the year ahead. We also had Board elections for those whose term expires and for any vacancies.

2022.OCT

会员专属活动  
Member Gathering



2022年10月26日，由澳商会举办的会员专属活动在成都希尔顿嘉悦里酒店圆满举办。本次活动也有幸邀请到澳领馆总领事倪瑞兰(Adelle Neary)女士和领事林慕柏(Alexander Adamson)先生前来参与。来自澳商会会员以及教育、贸易、能源行业的嘉宾们于嘉悦里酒店齐聚一堂，在轻松愉快的氛围里共享美酒佳肴、交流分享行业信息，又一次加深了彼此的联系。

Members of the AustCham, as well as guests from education, trade, and energy industries gathered at the Canpooy Hotel to share wine and food, exchange and share industry information in a relaxed and happy atmosphere, and deepened their relationship with each other once again.

2023.MAY

ESG 主题沙龙  
ESG Salon



2023年5月11日晚，由四川省香港商会和中国澳大利亚商会西南联合主办，第一太平戴维斯、天齐锂业协办的ESG分享沙龙 & After-work Drinks在成都领事嘉悦里酒店成功举办。

On the evening of 11 May 2023, the ESG Sharing Salon & After-work Drinks, jointly organised by Hong Kong Chamber of Commerce in Sichuan and the AustCham West China, and co-organised by Savills and Tianqi Lithium, was successfully held at the Canopy by Hilton Chengdu City Centre.

## Social Events

2022.OCT

2022秋季跨商会联合酒会  
Chengdu Autumn InterChamber



2022秋季跨商会联合酒会在成都费尔蒙酒店成功举办，本次酒会汇集了200余名成都职场人士和企业主，为澳商会华西的会员公司提供了机会与西南部其他国际商会的会员联系。

On 20th October 2022, the Chengdu Autumn InterChamber Mixer was successfully held at the Fairmont Hotel Chengdu. This mixer was attended by 200 of the city's professionals and business owners - giving AustCham member companies the chance to connect with members of other international chambers of Commerce in the Southwest.

2022.DEC

2022 成都圣诞晚宴  
2022 Christmas Gala Chengdu



12月17日，由中国澳大利亚商会-华西 携 中国英国商会西南 以及中国德国商会西南 共同主办的2022圣诞晚宴在成都费尔蒙酒店成功举办。

On 17th December, the 2022 Christmas GaLa Chengdu, was joyfully co-hosted by AustCham West China, BritCham Southwest China and German Chamber Southwest China at the Fairmont Chengdu.

2023.MARCH

2023 澳大利亚酒会 第十期  
2023 Aussie Drink Vol.10



当晚，酒会聚集了澳商会会员、昆士兰大学校友会代表、澳大利亚多个大学的校友等为参会伙伴们提供了交流机会，增进了彼此的感情。

In the evening, the cocktail party gathered members of AustCham West China, representatives of the University of Queensland Alumni Association, alumni of many Australian universities, etc., which provided an opportunity for the participants to exchange ideas and enhance their feelings.

# CEO's Report West China

2023.JUNE

2023夏季跨商会联合晚会  
Chengdu Summer InterChamber Mixer



2023夏季跨商会联合酒会在成都领地希尔顿嘉悦里酒店成功举办，本次酒会汇集了约150名成都职场人士和企业主，为澳商会华西的会员公司提供了机会与西南部其他国际商会的会员联系。

On 20th July 2023, the Chengdu Summer InterChamber Mixer was successfully held at the Canopy by Hilton Chengdu City Centre. This mixer was attended by about 150 of the city's professionals and business owners - giving AustCham member companies the chance to connect with members of other international chambers of Commerce in the Southwest.

2023.SEP

季度理事聚会  
Quarterly Board Meeting



澳大利亚商会华西在9月27日在重庆组织了线下的季度理事会议，分享了近况以及之后的工作安排。AustCham West China hold a quarterly board meeting on 27th September, 2023 in Chongqing

2023.Nov

2023秋季跨商会联合晚会  
Chengdu Autumn InterChamber Mixer



2023秋季跨商会联合酒会在拓高乐成都体育娱乐中心成功举办，本次酒会汇集了许多成都职场人士和企业主，为澳商会华西的会员公司提供了机会与西南部其他国际商会的会员联系。

On 9th November 2023, the Chengdu Autumn InterChamber Mixer was successfully held at TOPGOLF Chengdu. This mixer was attended by many of the city's professionals and business owners - giving AustCham member companies the chance to connect with members of other international chambers of Commerce in the Southwest.

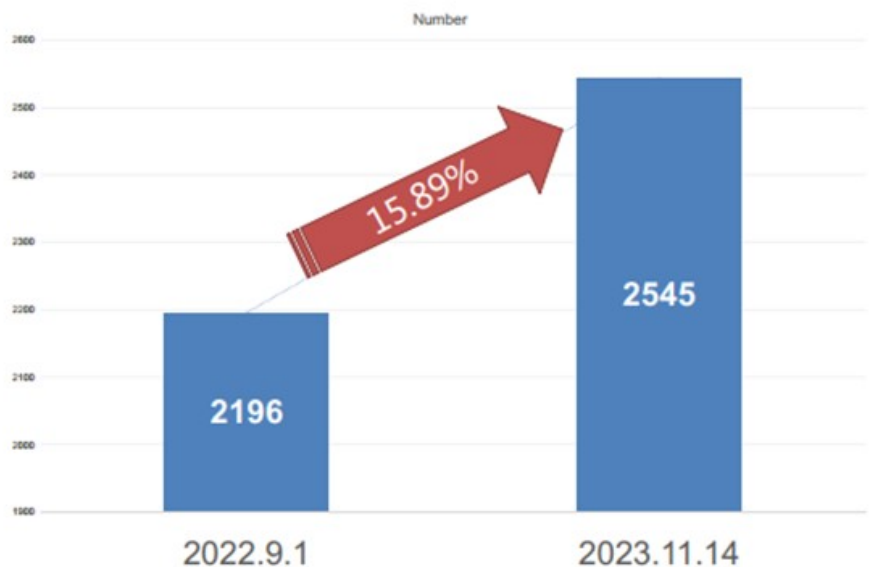
## Communication

### 用户数 User number

2022.9.1 2196

2023.11.14 2545

增长率 15.89%



# CEO's Report South China

## Summary

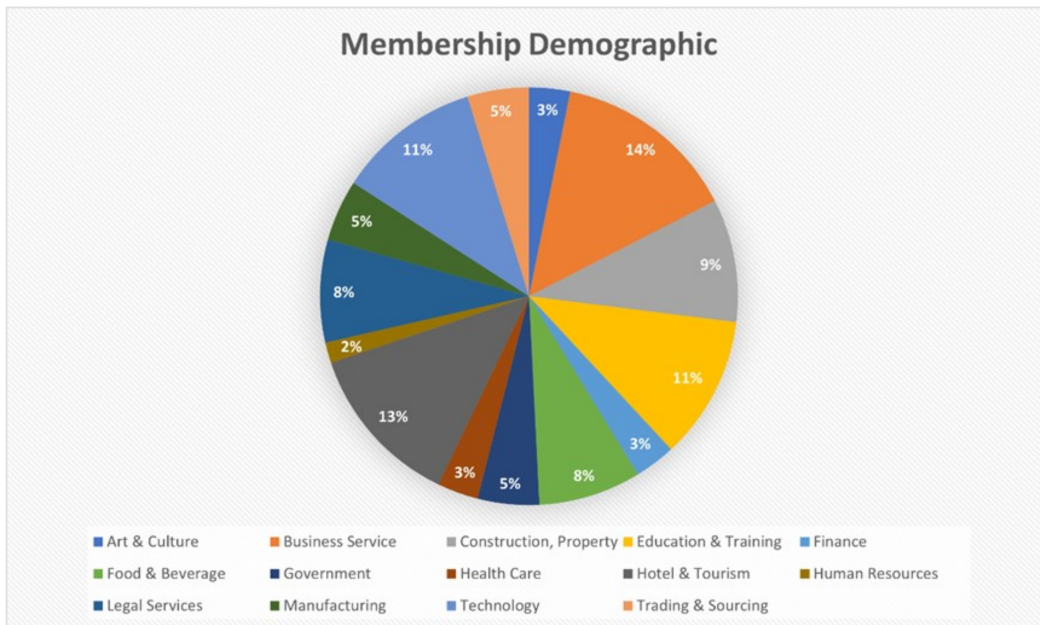
	2023 (Jan.-Oct.)	2022
Total Revenue	529,705.28	253,572.83
Total Spending	-462,898.16	-188,698.16

After the challenges of 2022, we have achieved relatively good results in 2023. The number of members is rising steadily, our event scale is larger, with higher quality, and characterized by very positive reviews.

The cooperation of the Chamber of Commerce with other organizations is more frequent. First, Australian Consulate General in Guangzhou and Austrade have offered much strong support. The cooperation among other associations, such as ACYPI, ACAA, SUCSA, ACBC etc. has also been a feature of the year.

In addition, the most important thing is that the mode and content of cooperation with our members is becoming more diversified and mature.

## Membership



## Events

Total events No.	44
Total attendees No.	1267
Free events No.	23
Payable events No.	21
Total event revenue	339,730.16
Total ticket sales	640

# CEO's Report South China

## Events List

Date	Event
1.11	China-Australia 50 Years Anniversary Dinner GZ
1.11	China-Australia 50 Years Anniversary Dinner SZ
2.22	Shenzhen Welcome Back Drinks
2.24	EV Green Energy Over Review and Commercial Opportunities
2.28	AustCham tech.Drinks
3.3	International Women's Day - DigitALL: Innovation and technology for gender equality
3.3-3.4	Mission to Jiangmen
3.9	AustCham Open Day
3.28	Australians in the Greater Bay Area
3.3	AustCham tech.Drinks
4.2	Strategies for International Manufacturing Enterprises
4.2	International Design Trends 2023-2024
4.25	High-level Business Delegation to China
4.26	AustCham tech.Drinks
5.17	InterChamber Networking Drinks SZ
5.21	Wine Tasting
5.24	InterChamber Networking Drinks GZ
5.25	RCEP Trade & Investment Exchange Fair
5.3	Financial and Taxation Policies for Foreign Investment
5.3	AustCham tech.Drinks
6.8	Unleashing the Power of Baidu AI + Canada's Start-up Visa Program
6.1	China-Australia Cultural Exchange Festival
6.15	2023 China SZ, HK - Australia (Sydney) Industry Promotion Exchange Meeting
6.15	Socceroos vs Argentina Big Screen at Coco's Party Bar
6.16	Wine Tasting: Tasting Chenin Blanc
6.17	ACYPI & AFL 2023 Welcome Events
6.27	AustCham tech.Drinks
7.14	Expert Access Luncheon
7.19	Welcome Lunch with Investment New South Wales
7.25	AustCham tech.Drinks
8.3 S	Summer Drinks in Zhuhai
8.12	AustCham tech.Drinks & Cocktail Workshop
8.23	2023 The GBA Business Junction Creating Opportunities
8.24	Stay Current: Workplace Trends & Employee Expectations
9.9	AustCham Annual Gala Ball & The Spirit of Australia Awa
9.13	InterChamber Networking Drinks SZ
9.2	InterChamber Networking Drinks GZ
9.3	The 2023 AFL Grand Final Party GZ
10.19	Autumn Drinks Foshan
10.24	AustCham tech.Drinks
11.7	Melbourne Cup Celebration SZ
11.9	InterChamber Networking Drinks SZ
11.15	InterChamber Networking Drinks GZ
11.28	AustCham tech.Drinks
11.28	AustCham tech.Drinks





**AUSTCHAM**

CHINA

BEIJING SOUTH CHINA WEST CHINA

## **AustCham China**

Room 921, Tower W2, Oriental Plaza  
1 East Chang'an Avenue  
Dongcheng District, Beijing, China 100738

北京市东城区东长安街1号  
东方广场西二办公楼921室- 100738

[info@austcham.org](mailto:info@austcham.org)  
+86 10 8561 5005  
[www.austcham.org](http://www.austcham.org)