

AUSTCHAM
CHINA

2026 BEIJING MEMBERSHIP

Understand the relationship.
Shape the conversation.
Reach the people who matter.

INSIGHT. ADVOCACY. NETWORKS.

For businesses operating across the Australia-China economic relationship.

WHY AUSTCHAM CHINA

A chamber built for the relationship as it is today

AustCham China advances the Australia-China commercial relationship through Insight, Advocacy and Networks. Established in Beijing in 1994, it is the only Australian chamber of commerce registered with China's Ministry of Civil Affairs. Business-led governance and a professional Secretariat combine institutional standing with on-the-ground business experience.

INSIGHT

Better information and interpretation: what is changing, what it means for your organisation, and where opportunity or risk is emerging.

ADVOCACY

A credible business voice built from member experience and research, tested privately, and carried into policy, speeches, articles and media.

NETWORKS

Relationships that matter: business leaders, government, experts, partners, advisers, alumni and the wider Australia-China community.

1994

established in Beijing

PROFESSIONAL

Secretariat and member service

REGISTERED

with China's Ministry of Civil Affairs

Membership is not simply access to events. It is a better way to understand the relationship, participate in it and help shape the business conversation around it.

WHO WE SERVE

Different organisations. Different reasons to engage.

The Australia-China business community is not one audience. The value of AustCham changes with where your organisation sits in the corridor.

Operating in China

For organisations with people, customers, investment or operations in China: market intelligence, policy understanding, advocacy, trusted connections, profile and practical support.

Engaging China from Australia

For organisations without a permanent China presence: an on-the-ground source of intelligence, relationships and market understanding - and a bridge into China-facing business and policy discussions.

Connecting China with Australia

For Chinese and international organisations with Australian interests: Australian market and policy understanding, trusted business connections, bilateral dialogue and a platform to raise practical trade and investment issues.

Wherever you sit in the corridor, AustCham helps you understand, connect and be heard.

For some Chinese organisations, the appropriate structure is a Foundation Partnership rather than membership.

One relationship. Several commercial directions.

Organisations may be selling into China, investing in China, sourcing technology or capability for Australia, attracting investment, or doing several of these things at once. The Chamber is designed around the corridor, not a single nationality or business model.

HOW VALUE IS CREATED

Members do not just receive value. They help create it.

The Chamber's strongest work starts with business ground truth and connects evidence, advocacy and relationships.

1	LISTEN	Member consultation, Board input, operating experience, issue-specific working groups and direct conversations.
2	TEST	Research, surveys, expert input and comparison across sectors and companies.
3	ADVOCATE	Closed-door engagement, submissions, speeches, articles and sustained media advocacy.
4	CONNECT	Bring together the businesses, officials, experts and partners who can move an issue forward.
5	FEEDBACK	Return what we learn to members and refine the next round of work.

> **Insight gives our advocacy credibility. Advocacy gives business a voice. Networks allow that voice - and our members - to reach the people and platforms that matter.**

Community matters too. Relationships built through alumni, social and signature events create the trust and familiarity that make serious commercial engagement easier over time.

INSIGHT + EVIDENCE

See the market as it is - and turn evidence into action

China changes quickly. So do commercial opportunities, policy settings and risks. AustCham combines research with the ground truth of businesses operating across the relationship.

- Timely briefings on China's economy, policy, regulation and bilateral developments.
- Issue-specific intelligence through roundtables, time-bound working groups, expert sessions, masterclasses and private briefings.
- Research that tests assumptions against what businesses are actually seeing.
- Access to experienced members and advisers who can interpret change in practice.
- For Australia-based organisations, a China capability on the ground without building one from scratch.



Doing Business in China (DBIC)

May 2025 report — November 2025 flash survey

Produced with UTS:ACRI and the Australia China Business Council (ACBC), combining AustCham's business access and on-the-ground insight with independent analysis and broader Australian reach.

858

valid responses in the May report: 454 Chinese-owned and 404 foreign-owned companies

730

valid responses in the November flash report: 366 Chinese and 364 foreign

67%

of respondents ranked China among their top three global investment priorities

75%

of surveyed foreign-owned firms were profitable in 2024

> **A chamber's advocacy is only as strong as its evidence. Member experience and broad business research sit at the start of the process.**

The four-channel framework maps Australian exports to China, Australian investment in China, Chinese exports and capability into Australia, and Chinese investment into Australia. It is a forward-looking framework, not a claim that every opportunity is already occurring at scale.

ISSUE-LED CONVENING

When members face a shared issue or opportunity, AustCham can convene time-bound working groups, roundtables and expert sessions - for example in healthcare and life sciences, energy and resources, agrifood, education, the digital economy, tax, regulation or investment.

The format and focus change with member priorities, policy developments and commercial opportunities.

ADVOCACY

We are not only participating in the dialogue. We are working to help transform it.

Effective advocacy is more than access to government. AustCham's advocacy operates as a system - from what members are seeing, through research and closed-door testing, to policy positions, public argument and follow-through.

MEMBER INPUT

Operating experience, consultations, Board input, issue-specific working groups and direct conversations.

RESEARCH

DBIC, flash surveys, external research and expert evidence.

CLOSED-DOOR TESTING

Ministers, officials, industry bodies, business leaders and trusted counterpart discussions.

POLICY POSITIONS

Submissions, practical recommendations and sector-specific proposals - including AustCham's ChAFTA Review submission.

PUBLIC VOICE

Major speeches, conferences, articles, television and video interviews, and quoted commentary.

ACTION & FOLLOW-THROUGH

Convening, partner initiatives, practical workstreams and continued feedback.

The purpose is not to be louder. It is to improve the quality of the dialogue, put credible business evidence into the rooms and platforms where views are formed, and keep working when a practical pathway is possible.

ADVOCACY IN ACTION

A sustained public voice - helping transform the dialogue

Media and speaking are not a publicity programme. They are part of the same evidence-led advocacy system as member consultation, research and closed-door engagement.



Global Trade and Investment Promotion Summit



Phoenix TV



CGTN

Speaking & thought leadership

Selected public platforms have included CCPIT's Global Trade and Investment Promotion Summit and the China International Supply Chain Expo, alongside Chamber speeches, articles and commentary.

Sustained media platform

Multi-year engagement across Chinese national television, major Chinese print and digital media, Hong Kong outlets and Australian/international media.

Changing the frame

The argument has evolved from reopening and confidence to supply chains, joint capability, investment clarity, resilience and mutual capability.

2022	2023	2024	2025	2026
REBUILD ENGAGEMENT	**REOPEN & NORMALISE**	**REBUILD CONFIDENCE**	**SUPPLY CHAINS & CAPABILITY**	**JOINT CAPABILITY & INVESTMENT CLARITY**
SCMP: practical ways to restart trade and economic engagement.	Reuters • CGTN/CCTV • SCMP: visas, coal, high-level dialogue and trade recovery.	Global Times • Beijing Daily • CGTN: the national-interest case for a healthy relationship.	People's Daily • Xinhua • CCTV/CGTN • Yicai: what each side can build with the other.	CISCE • Phoenix • CGTN • The Australian: from complementarity to joint capability, clearer rules and practical pathways.

With company approval, AustCham may use real member experience in government meetings, speeches, articles or media. Relevance and credibility come first. Where several equally strong examples are available, member organisations - particularly Corporate Foundation Members - receive priority consideration.

2026 proof point: In a Phoenix TV interview at the China International Supply Chain Expo in Beijing, where Australia participated as Guest Country of Honour, AustCham argued for moving the relationship beyond complementarity towards joint capability (互能)—from what each side can supply to what businesses can build and deliver together.

THE TWO-WAY RELATIONSHIP

The relationship now runs through four channels

The traditional export story remains fundamental. AustCham's research, advocacy and convening also reflect investment, capability, partnerships and how the two markets connect in both directions.

AUSTRALIA	CHINA
AUSTRALIA -> CHINA | EXPORTS Demand, scale and revenue growth across resources, agribusiness, education, healthcare, services and other sectors.	**AUSTRALIA -> CHINA | INVESTMENT** Customers, local partnerships, manufacturing, innovation, commercialisation and scale.
CHINA -> AUSTRALIA | EXPORTS & CAPABILITY Technology, equipment and industrial systems that can improve cost, productivity and project delivery where commercially sensible and appropriately risk-managed.	**CHINA -> AUSTRALIA | INVESTMENT** Capital, industrial capability, local partnerships, jobs and delivery capacity where projects are well structured and meet Australian requirements.

IN DEVELOPMENT | AUSTRALIA-CHINA RESPONSIBLE INVESTMENT & CAPABILITY PATHWAYS

An invitation-only workstream to help Australian and selected Chinese companies understand changing investment rules, map practical issues and explore structures that support transparency, Australian governance, local benefit and appropriate safeguards.

FOR AUSTRALIAN COMPANIES

Understand China-side rules, financing and business exposure affecting capital, technology, supply chains and project delivery.

FOR CHINESE COMPANIES

Understand Australia's rules and expectations and explore more workable project structures in areas where investment is welcome.

This is not an investment-promotion roadshow and does not argue for easier approvals.

CURRENT INVESTMENT EVIDENCE

UTS:ACRI's April 2026 analysis, drawing in part on AustCham's 2025 survey, reinforces the need for clearer, more workable investment frameworks.

NETWORKS + PROGRAMME

Reach the people who matter - and stay close to what is changing

AustCham connects member experience with policy discussions, business audiences and practical expertise on both sides of the relationship.

CHINA	AUSTRALIA	WHAT THE RELATIONSHIPS ADD
PUBLIC INSTITUTIONS AND DIPLOMACY		
IDCPC / China Economic Cooperation Center (CECC); relevant ministries and regulators	Australian Embassy; Austrade	Policy context, dialogue and channels for business concerns.
BUSINESS AND POLICY NETWORKS		
China Council for the Promotion of International Trade (CCPIT)	Business Council of Australia (BCA); Australia China Business Council (ACBC); China Chamber of Commerce in Australia (CCCA)	Business connections, wider audiences and informed policy engagement.
RESEARCH AND BILATERAL ENGAGEMENT		
Relevant research bodies	UTS Australia-China Relations Institute (UTS:ACRI); National Foundation for Australia-China Relations	Research capability, evidence and broader bilateral understanding.
SECTOR AND SPECIALIST NETWORKS		
Relevant industry and specialist bodies	Australia China Agribusiness Association (ACABA); relevant industry and professional bodies	Sector expertise, focused audiences and practical programme delivery.

Members engage through introductions, private briefings, time-bound working groups and Foundation formats. Alumni and community activities build the personal trust that supports lasting commercial relationships.

A PROGRAMME THAT MOVES WITH THE MARKET

CHINA POLICY & ECONOMY

Two Sessions, economic outlook, regulatory change and major policy developments.

AUSTRALIA-CHINA BUSINESS

Trade, investment, ChAFTA, bilateral confidence and practical market issues.

SECTOR & MARKET OPPORTUNITIES

Healthcare and life sciences, energy and resources, agrifood, education, the digital economy and emerging opportunities.

PRACTICAL BUSINESS & REGULATORY ISSUES

Tax and VAT, legal and compliance, market entry, operating conditions, and regional policy opportunities including Hainan.

The examples illustrate the range. The programme is refreshed as member priorities, policy settings and commercial opportunities change; current events are communicated separately through member channels.

SIGNATURE PLATFORMS & COMMUNITY

Business relationships are also built through shared experience

Selected Beijing highlights show how distinctive platforms create access, profile and a reason to belong to the community.



Ball on the Wall

AustCham China's signature Great Wall event brings together business leaders, diplomats, members and guests in a setting no ordinary networking event can replicate. Its 2024 return attracted more than 400 distinguished guests; the Ball was held again in 2025 and returns in 2027.



Ambassador's Briefing Dinner

Twice-yearly high-level dialogue with the Australian Ambassador. At peak, Ambassador's Briefing Dinners have drawn more than 300 attendees.



Foundation Member Dinners

Small-group, high-trust discussions with senior officials, business leaders and experts, designed for candid exchange and relationship-building.



Shaping Tomorrow | Alumni Masterclass

A leadership and professional-development platform for Australian university alumni and Australia-connected professionals.



Community formats

Social and cultural formats - from Aussie Drinks, BBQs and ANZAC Day to Melbourne Cup and Stories Across Time - sustain relationships across the wider community.

PRACTICAL SUPPORT

From connection to next step

AustCham can help members reach the right expertise, people and platforms more efficiently.

QUESTION	INTRODUCTION	BRIEFING	CONNECTION	NEXT STEP
What do we need to understand or achieve?	Who has the expertise, access or capability?	What context or market intelligence is needed?	Who should be in the room?	What can the member take forward?

- Facilitated introductions to trusted lawyers, accountants, logistics providers, producers, suppliers and other relevant contacts.
- Private briefings with industry and economic experts.
- Tailored events for members and their clients or stakeholders.

- Support around visits, delegations, signing ceremonies and selected media or advocacy opportunities.
- Named member examples are used only with approval.
- China Internship Program connections linking students from leading Australian universities with member organisations.

The Chamber does not replace professional advisers or commercial partners. It helps members get to the right people and information faster.

MEMBER-LED AND RESPONSIVE

Support may be one-to-one, small-group or programme-wide. Where members share an issue or opportunity, AustCham can convene an expert briefing, roundtable or time-bound working group.

CORPORATE FOUNDATION MEMBERSHIP

A closer working relationship with AustCham China

Corporate Foundation Membership is the highest level of Beijing membership. It is for organisations seeking the closest engagement with the Chamber: tailored insight, high-trust access, introductions, profile opportunities and priority consideration for suitable advocacy and media exposure. Previous private briefings and Foundation formats have featured Reserve Bank of Australia Governor Michele Bullock, Dr Geoff Raby AO and leading economists.

TAILORED INSIGHT

Private briefings with senior experts and decision-makers.

HIGH-TRUST NETWORKS

Foundation Member Dinners and small-group engagements designed for candid discussion and relationship-building.

CLIENT & STAKEHOLDER PLATFORMS

Events shaped around a member's clients, partners or strategic priorities.

INTRODUCTIONS

Facilitated access across AustCham's business, professional and institutional network.

ADVOCACY & MEDIA

Priority consideration, where relevant and appropriate, for suitable advocacy, media, speaking and senior stakeholder opportunities.

WORKING RELATIONSHIP

A closer, more regular working relationship with AustCham's Chair, Board and Secretariat around the organisation's priorities.

Corporate Foundation Membership is not simply a larger benefits bundle. It is a closer working relationship with the Chamber.

Build profile where it matters

AustCham's public voice and a member's profile are different, but they can reinforce each other. When a member's real experience helps explain an important issue, it can add value to the advocacy and create useful exposure for the member.

AUSTCHAM'S VOICE

Research, member consultation, submissions, closed-door engagement, speeches, articles and sustained media commentary used to help shape and advance the bilateral business dialogue.

YOUR ORGANISATION'S PROFILE

Members can share expertise, speak, host, sponsor and contribute thought leadership. With approval, AustCham may use a member's real business experience in government discussions, speeches, articles or media.

Routes to profile: member news and thought leadership through AustCham's WeChat, LinkedIn, newsletter and website; speaking, hosting and sponsorship opportunities; and Corporate Foundation branding across relevant Chamber platforms.

Penfolds - a member story in the media

In a Shenzhen TV prime-time interview on the first night of the Two Sessions, around 3-4 minutes of the 20-minute interview discussed Penfolds as an example of moving beyond exports to local production, investment and partnership in China.

Woodside - a member story in advocacy

Woodside's Scarborough project has been used in ministerial briefings, speeches and public commentary to show how Chinese industrial capability can support a major Australian project under Australian project governance.

> **The best member exposure comes when the company's real experience strengthens a serious business or policy message.**

Relevance, member approval and the credibility of the advocacy come first. Where several equally strong examples are available, AustCham gives priority consideration to member organisations, particularly Corporate Foundation Members.

INSTITUTIONAL PLATFORM

Board-led. Professionally delivered on the ground.

AustCham China is registered with China's Ministry of Civil Affairs and headquartered in Beijing. The membership, programme and benefits described in this brochure relate only to Beijing.

CHINA'S BUSINESS LANDSCAPE


Beijing


Shanghai


Guangzhou


Chengdu

BEIJING MEMBERSHIP

Delivered by the Beijing Secretariat under Board oversight and with member input: insight, advocacy, events, introductions and practical support.

SEPARATE CHAPTER MEMBERSHIPS

West China and South China Chapters operate under AustCham China's licence but maintain separate local membership arrangements and programmes. Their benefits are not included in Beijing membership.



PATRON

H.E. Mr Scott Dewar
Australian Ambassador to China

BUSINESS-LED GOVERNANCE

AustCham is governed by senior business leaders. The Board sets strategy and oversight; the Chair plays an active role in major external representation and advocacy, supported by the Executive Committee and Directors.

ELECTED LEADERSHIP

Full Board and current profiles: austcham.org/about-us/



Vaughn Barber

CHAIR

Co-Founder and Director, Arafura Strategic Advisory
Former Global Chair, KPMG Global China Practice



Sue Kench

DEPUTY CHAIR

Former Global Chief Executive, King & Wood Mallesons
Global Independent Non-Executive, EY



Russell Brown OBE

TREASURER

Vice Chairman and Partner, Acclime

EXECUTIVE LEADERSHIP



Dr Yaochen (Nathan) Hou

CHIEF EXECUTIVE OFFICER

PhD in Agribusiness, University of Queensland
Former Senior Consultant, EY-Parthenon

Nathan leads the Beijing Secretariat, working with the Chair, Executive Committee and Board to deliver agreed priorities. He oversees member service and programme delivery and plays a central role in engagement and advocacy with Chinese government, business and institutional stakeholders, including communicating the Chamber's research findings and policy positions.

A native Mandarin speaker, he brings knowledge of China's institutional and business environment and first-hand Australian academic and industry experience.

BEIJING SECRETARIAT

Professional staff support member service, programmes, communications, research coordination and operations.

MEMBERSHIP OPTIONS

Choose the level that fits your organisation

The right membership depends on the depth of engagement, tailored support and profile you need.

Membership scope: These categories and fees relate to AustCham China's Beijing membership. West China and South China Chapter memberships are offered separately.

Membership	Best suited to	Annual fee
Corporate Foundation	Organisations seeking the highest level of tailored engagement, access, support and profile.	**RMB 60,000**
Corporate Ordinary	Established organisations with ongoing business interests in China or across the bilateral relationship.	**RMB 7,500**
Corporate SME	Smaller organisations building their Australia-China business, relationships and profile through the Chamber.	**RMB 5,000**
Individual Professional	Professionals personally engaged in the Australia-China business community.	**RMB 2,500**
Individual Young Professional	Early-career professionals building knowledge and networks in the Australia-China business community.	**RMB 500**

Compare membership options

Scan for current eligibility criteria, detailed benefits and how to join.
austcham.org/membership

Not sure which membership level fits? Tell us what you want to achieve and we will help identify the right starting point.

For selected Chinese organisations, engagement may be structured as a Foundation Partnership rather than membership.



AUSTCHAM CHINA

Make AustCham part of your Australia-China strategy

If the relationship matters to your organisation, membership gives you a better way to understand it, participate in it and help shape the business conversation around it.

INSIGHT

Know what is changing.

ADVOCACY

Help shape what happens next.

NETWORKS

Reach the people who matter.

Talk to us about Beijing membership.

members@austcham.org

austcham.org/membership

Scan to compare membership options