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香港及澳門澳洲商會

Chairman's Report

As presented at the AustCham AGM, 29 November 2007

Dear Fellow AustCham Members,

INTRODUCTION

Since we last met 2007 has been a year of real growth for your Chamber. Your Board has been considering what lies ahead and has been engaged in setting a growth strategy for the next three years.

RESULTS

Your Chamber achieved a record number of Members increasing to 1,003 at the year-end date, the first time we have reached the over one thousand mark in ten years. This is a very good result considering that organizations such as ours must continue to provide value and relevance to Members.

Notwithstanding the ongoing difficulties of operating a non-government, not-for-profit organisation in an expensive city and the upward pressure on costs, your Chamber managed to produce a surplus of HK\$265,921, which is an increase of 68% on the previous year. This is thanks to the outstanding and committed efforts of participating Members, the support of Sponsors and the work of the Secretariat for which your Directors are extremely grateful.

In accordance with board policy to accumulate sufficient funds to sustain the Chamber in the event of difficult times, the Surplus has been added to Retained Surpluses to provide funds to support the objective that the Chamber should be able to continue operations and provide services to Members for a period of six months in the event of a force majeure.

ACTIVITIES

This year, AustCham has continued to build its reputation as one of the most active business organisations in Hong Kong. Your Chamber continued to offer events and activities that were well attended and relevant to members and their needs.

I am proud that we have managed to run seminars that offer members the opportunity to hear quality speakers; all experts in their field and to address current issues that affect us all in business.

Your Chamber's Secretariat actively participated in several external committees including:



- Support Australia Group, under the auspices of the Australian Consul General
- InterCham – a group of all 27 international chambers of commerce
- InterCham PRD Committee – a group of eight chambers of commerce
- Business Coalition on the Environment
- Business Coalition on Education

COMMITTEES

In addition to the activities that AustCham provides in respect of representing Australian business in Hong Kong and Macau as well as Australians in business in these jurisdictions; providing access, networking and business development opportunities for its Members; your Chamber also participated in many important activities driven by our Committees.

- The recently formed Human Resources Committee has become a vibrant and dynamic group under the Chairmanship of Kerry Larkan.
- Your Sustainable Development Committee continues to take a leadership role in our community by continuing to host the Sustainable Development Chairmen in other international Chambers of Commerce. This group, which includes the Chinese General Chamber of Commerce, The Business Environment Council and the HK General Chamber of Commerce, is now organising a major conference and exhibition in Guangdong Province in Q1 2008.
- Acknowledgement must be made of the good work done by the Construction, Property and Infrastructure Committee under the leadership of Allard Nooy.
- Thanks too must go to the members of AustCham's other very active Committees - Media & Marketing and Technology.
- This year saw the merger of two committees - Legal & Tax and Financial Services. We expect to see this committee develop over the next year.
- A new addition to our committee landscape is the AustCham Young Executives or AYE's as we like to call them. This under 30's group will be adding zest and zing to chamber activities in the months to come.
- I stepped down as Chairman of the InterCham PRD Committee this year. However, your Chamber remains very involved in this group and we continue as its Secretariat. Several Missions to southern China were organised this year including ones to Macau and Zhuhai as well as organising with the Singapore Chamber a conference called ***The Challenges and Opportunities: Human Resources in Macau*** in April this year among many other activities.



- Your Chamber received invitations from numerous Hong Kong Government departments to participate in consultation papers and opinion pieces.

The Chamber has only been able to achieve this success through the support of its Members, especially those Members who give time to our Committees and working groups. I thank the Chairmen and Vice Chairmen of AustCham's Committees for their diligence, leadership and support.

Committee Chairmen in the past year included:

- Media & Marketing: Phil McDonald who took over from Bernadette Dennis
- David Stevens ran Legal and Tax until his return to Melbourne
- Sandy Edge has been Chairing the Sustainable Development Committee for seven years and will step down later this year.
- Kerry Larkan who took over from the committee's first chairman David Rossiter to helm Human Resources
- John Douma – Financial Services
- Tony Seeto with Technology
- Already mentioned - Allard Nooy – Construction Property and Infrastructure.
- And finally, Peter Forster, Chairman of the newly formed AYES.

EVENTS

Over the past 12 months, a number of speakers have addressed the Chamber and we continue to build upon our enviable reputation for staging excellent events. AustCham organised over one hundred seminars, workshops and general luncheons during the year. These activities included:

- NAB Group Australia Day Lunch with Li Cunxin in January
- Commonwealth Bank Rugby Sevens Lunch in March (an event now in its 15th year)
- Countdown to the Olympics Dinner on 8 August.
- Australian Community Ball in Macau - September
- AustCham Australia-China Business Awards 07 in October

Speakers over the past year have included many leading business experts and government authorities. These included and are not limited to:

- Mary S C Chow, Deputy Secretary for Commerce, Industry and Technology of the HKSARG.
- Eugene Goynes, Senior Director, Enforcement Division, Securities and Futures Commission
- The Hon. Alexander Downer, MP, Minister for Foreign Affairs, Australia
- Richard Lancaster, Commercial Director, CLP Power Hong Kong
- Ian Johnston, Special Adviser, Securities and Futures Commission, Hong Kong



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- Connie Lee, Head, Marketing and Events, Hong Kong, China Secretariat (HKCS) for ITU TELECOM WORLD 2006
- John Ridley, Head of Racing Operations and Equestrian, The Hong Kong Jockey Club
- Paul Chow, Chief Executive, Hong Kong Exchanges and Clearing Limited
- Lawrence Fok, Executive Vice President, Hong Kong Exchanges and Clearing Limited
- Dr Paul Bannister, Managing Director, Exergy Australia
- William Anderson, Head of Social & Environmental Affairs for Asia Pacific Region at Adidas Group
- Allen Lee Peng Fei – Public Affair Commentator
- Andrew Banks, Co-Founder and Managing Director of Talent2
- Allan Gyngell, Executive Director, Lowy Institute for International Policy
- Dr Jin Peh, a medical doctor and Fung Shui Master
- Jeffery Lucy, Chairman Australian Securities & Investment Commission
- Bill Evans, Chief Economist and General Manager Economics, Westpac
- Shane Spurway, Head of Carbon Banking, Asia, Fortis Bank
- Glen Ella, Mark Ella and Chris Latham
- Alan Oster, Chief Economist, National Australia Bank
- Malcolm Wood, Asia Pacific Strategist, Morgan Stanley
- Nicholas Kwan, Regional Head of Research, Asia, Standard Chartered Bank

DELEGATIONS, GOVERNMENT RELATIONS AND THE INTERNATIONAL BUSINESS COMMITTEE (IBC)

Throughout the year I have represented the Chamber at many occasions with senior government officials and often in the company of chairmen from other international chambers' of commerce through the International Business Committee.

One area of particular interest to me, as an employer in Hong Kong, is the growing divide between the 'haves' and 'have nots', as I believe this is an issue that could place Hong Kong in jeopardy.

We were also visited by a number of delegations this year from the mainland including the Deputy Mayor of Zhuhai as well as a delegation from the Australia Hong Kong Parliamentary Friendship Group, Australia that included:

Mr David Jull, MP	Member for Fadden (Old)
The Hon Geoffrey Prosser, MP	Member for Forrest (WA)
Senator Natasha Stott-Despoja	Senator for South Australia, Australian Democrats
Senator Grant Chapman	Senator for South Australia, Liberal Party of Australia

INTERCHAM SCHOLARSHIP FUND



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AustCham participated, with the other 27 international chambers, in the provision of six HK\$25,000 scholarships to needy Tertiary students in Hong Kong.

THE AUSTCHAM BOARD

I am pleased to pay tribute to our former Chairman Alan Johnson who served you all as Chairman for many years. I am sure that you all join me in acknowledging his leadership during this time. Thanks go to Alan and my colleagues on the current Board of Directors:

Matthew Barnard
Tom Corkhill
Julianne Doe
Joe Dujmovic
Terry Grose
Phil Ingram

Alan Johnson
Kim Murphy
Melanie Nutbeam
Andrew Steadson
Leigh Watson
Matthew Willsher

At the recent AGM Craig Burgess of Westpac was elected unanimously to the Board and I take this opportunity to welcome him as AustCham's latest Board Director.

A very special mention must be made to those Directors who have left the Chamber and Hong Kong this year. I thank Gayle Gledhill, Peter Osborne and Kevin B Murphy for their leadership and example. Thanks also go to Mark Wood who stood in for Austrade during the year.

A board's role includes inter alia the setting of policy and monitoring its implementation. In this regard we are supported by a strong Secretariat led by Deborah Biber and her managers Joanne Yuen, Georgia Lewis and Jane Hodgskin as well as the able support of Loren Ng, Flora Sam and Olivia Chan.

EXECUTIVE BRIEFINGS

Your Chamber continued to run its series of Executive Briefings for Corporate Patrons. Special guests over the past year included:

- Mr Charles Goode, AC, Chairman of ANZ Banking Group
- Mr John Roskam, Executive Director of the Institute of Public Affairs
- Mr Maurice Newman, AC, Chairman, Australian Stock Exchange

I am pleased to thank those related organisations who continue to add an important dimension to the work undertaken by your Chamber:

- The Australian Consulate General – special thanks to Consul General Murray Cobban and to Deputy Consul General Julie Chater.



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- The Support Australia Group organisations including the Australian Chinese Association, the Australian Association, the FAAA, the CPA's, the ICAA, and many others.
- And Austrade, particularly for its ongoing support of the Business Awards programme and Macau initiatives.

THE CHAMBER'S ROLE

The Australian Chamber of Commerce in Hong Kong, was formed in 1987 to facilitate business development and networking opportunities for its members.

We remain the largest Australian chamber outside Australia and are now the second largest international chamber in Hong Kong, reflecting the continuing growing strength of Australian business in greater China.

Furthermore, AustCham's achievements since its founding twenty years ago are a source of great satisfaction to me personally; as I am sure it was for Chairmen and Board members before me.

MACAU

I am pleased to report that your Chamber's expansion in Macau is on track. The number of Australians in business continues to grow on a daily basis and I understand that there are now nearly 2,000 Australians living and working there.

We have run a number of events in Macau including three Mixes in Macau; the inaugural Australian Community Ball plus a number of seminars and workshops. There will be more concentrated events effort in Macau in the forthcoming year.

Membership numbers there are growing at a steady pace with development designed to be sustainable without impinging on the services your chamber provides to members in Hong Kong and elsewhere.

CHAMBER MANAGEMENT

AustCham continues to have one of the lowest member-to-staff ratios of the leading international chambers in Hong Kong thanks to the hard work and commitment of Secretariat staff.

MEMBERSHIP

Thank you to all of our Members who have reaffirmed their support for the Chamber this year. We now enjoy the most number of members that the Chamber has had in the past eight years.

Please be assured that this good result does not make us complacent. Rather, the Board, Committees and your Secretariat all strive to continue to improve our activities

The Australian Chamber of Commerce in Hong Kong and Macau

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to provide even better and beneficial services to Members. Your feedback in this regard is always welcome.

Strengthening the relationships developed over the last few years has promoted the growth of Honorary Memberships to the Chamber and these now include:

- Former Chairman, David Shannon;
- Former Chairman, Alfred Chown;
- Former Chairman, Matthew Cheng;
- Former Chairman, Alan Johnson
- Australian Consul General, Murray Cobban;
- Executive Director, Hong Kong Trade Development Council, Frederick Lam
- President of the HKABA, Wilkin Fon
- Director of the HKETO, Lorna Wong
- Former General Manager, Michelle Gray.

SPONSORS

Our sponsors have provided the kind of support and partnership that has enabled the Chamber to continuously provide the levels of service and quality now expected by the Australian and wider business community in Hong Kong.

Special thanks to our major sponsors:

- Allens Arthur Robinson – The Christmas Debate
- Qantas and InterContinental Group for the Membership Drive
- Commonwealth Bank of Australia and Robert Walters – Rugby Sevens Luncheon
- CSL1010 – The Christmas Mix at Six
- National Australia Bank – Economist Report, Budget Briefings and Australia Day
- AustCham Ball in Macau – ANZ Banking Group
- Seminars by Talent2
- Lloyd Morgan for the Countdown to the Olympics Dinner in August
- Qantas Airways – Membership Card and its constant support for all of our events
- General Lunches, Mix at Six and special activities sponsored by, Ambition, Bovis Lend Lease, Dragonair, ipac, Westpac, Marriott International, Instant Access Properties, ICAA, Mallesons, ERM, PCCW-NOW, Cliftons Ltd, Lloyd Morgan and many others
- Virgin Atlantic Airways for its support of the soon to be launched revamped AustCham website.
- AustCham Australia-China Business Awards: ANZ, Austrade; CLP, Qantas and InvestHK

Thank you also to the many organisations that have provided sponsorship for events, beverages, accommodation, raffle and lucky door prizes, equipment for the Chamber and support in many different ways. Particular thanks to the Grand Hyatt Hong Kong,

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the JW Marriott, the Renaissance Harbour View Hotel, the Conrad and the Island Shangri-la for their continuing support.

THE FUTURE DIRECTION

Your Board of Directors has been engaged in a lengthy process of strategy development over the past year. Whilst ongoing direction will be based on the strategic planning sessions held each year, there are always new considerations to be taken into account. We live in a time of rapid technological change and a business environment that is fluid and at times volatile.

Your Board of Directors has set a number of key objectives:

- to effectively engage Members for mutual benefit and added value;
- to continue increasing the profile and influence of the Chamber;
- to add membership numbers to strengthen the Chamber's activities and reach;
- to 'add value' through events – networking and business development;
- to increase the footprint for our activities to include the Pearl River Delta with specific interest in Macau, Shenzhen and Guangzhou;
- facilitate better inter-committee activities
- develop deeper relationships with other Chambers of Commerce in Hong Kong and key business organisations in Australia to the benefit of our Members

The Chamber looks forward to working with you all in the coming year to ensure the continued prosperity and positive profile of Australian business and Australians in business in Hong Kong and greater China.

Clement Chan
Chairman,
The Australian Chamber of Commerce
Hong Kong and Macau
29 November 2007