



David Thomas
China Going Out

TEC
The Executive Connection

CHINA



CHINA'S 12th FIVE YEAR PLAN (2011 – 2015)

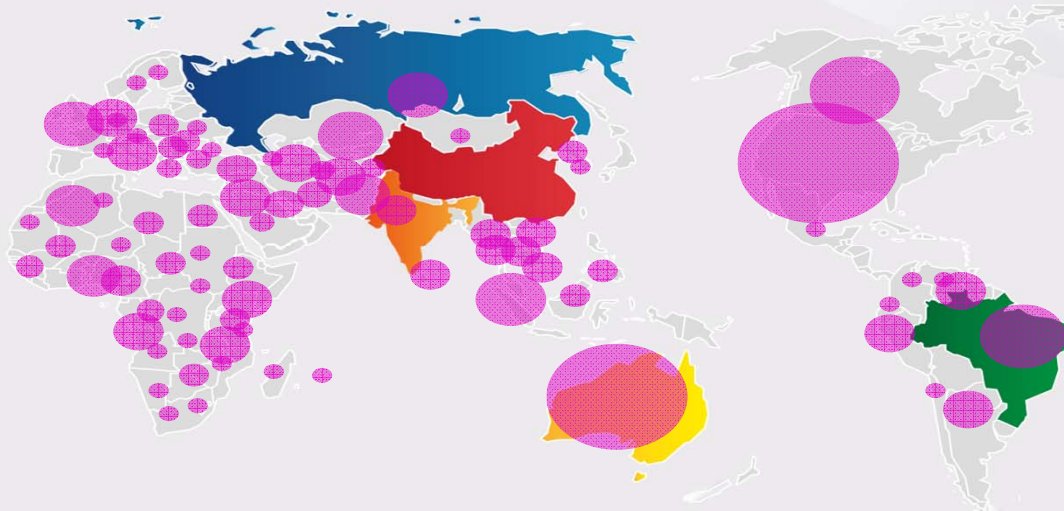
CHINA'S PRIORITIES

- Going Out
- Going West
- Going Green



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OVERALL INVESTMENT



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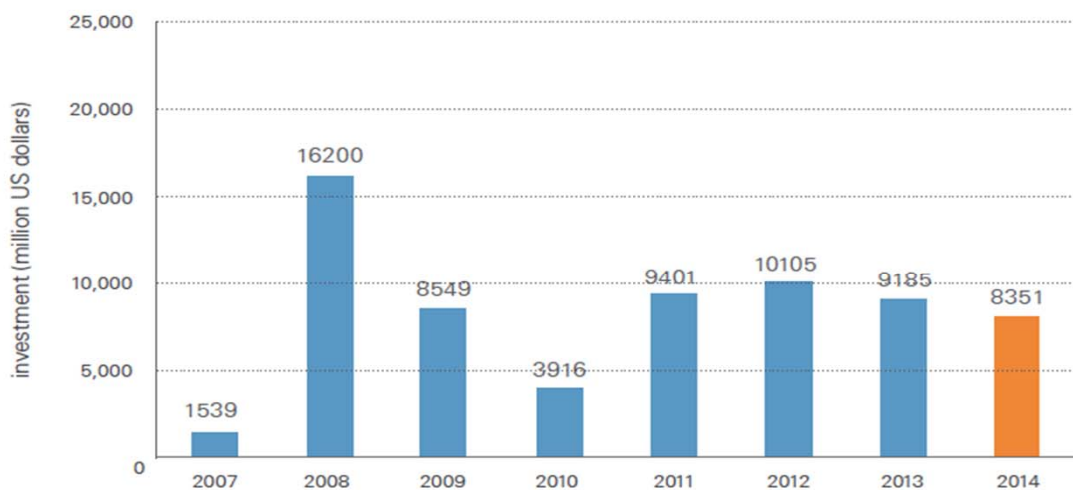
CHINA GOING OUT

- Food/Agriculture
- Healthcare
- Education
- Tourism
- Cleantech
- Technology
- Professional Services
- Real Estate



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Historical trend of Chinese investment in Australia by value (USD billion)



Source: KPMG/University of Sydney database



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1. How is your business relevant to the Chinese market? What do you do that meets the demand in China?

2. If money was no object, what could your business do in China that would make a significant difference to the current landscape?

3. If you had \$1 million from a Chinese investor into your business...
 - A) What would you do with it?

 - B) How would you structure it? (eg. Equity, JV, etc.)

 - C) What would be the return on investment?

4. Who, within your centre of influence, could you connect with to develop links with Chinese investors? Eg. Companies, entrepreneurs, families, colleagues, etc.

NOTES