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PROGRAM OVERVIEW

CHINA GATEWAY™
AUTUMN SERIES 2020

www.trianglepartners.com.au

JOIN THE CHINAGATEWAY™ SERIES

The ChinaGateway™ Series is purpose built by Triangle Innovation, the innovation and capability building division of Triangle Equity Partners Pty Ltd, to prepare established WA-based businesses to ready themselves to connect with, enter and export to the largest market in the world, Greater China.

The ChinaGateway™ Series has been built out of deep experience in over 200+ cross-border transactions.This experience recognises that any cross-border transactions, especially with Greater China, needs to cut through the white noise that such a large and complex market presents.

ChinaGateway™ Series leverages people with proven knowledge and track record combined in-country partnerships (including TusStar (domestic and international accelerator/incubator arm of TusHoldings) that will equip the companies through sharing experiences, lessons learnt, real case studies and delivered in a practical approach (not just theory).

ChinaGateway™ Series partners will provide guidance as to the best growth sectors to target and connect with, that will be used to help filter and select each program(s) cohort. They also have the wherewithal to connect to strategic partners, strategic investors and other forms of capital (eg. VC).

ChinaGateway™ Series will bring international guest speakers from Greater China, each highly respected specialists in critical areas such as innovation and commercialisation across Greater China industries, corporate finance and investment and other growth sectors.

2020 PROGRAMS
Scheduled programs in 2020 include:
Autumn Series 2020 | 19 April - 17 June 2020
Spring Series 2020 | 3 August - 29 September 2020

COST
$4,750.00 ex. GST

KENT MATLA 麦肯特
CHINAGATEWAY™ LEADER

CHINA BUSINESS AND INVESTMENT SPEACIALIST

Kent has over 28 years' China experience, including living there full-time on-the ground for 21 years, where he worked, and built and grew businesses. He has a deep and sophisticated understanding, both commercially and culturally, of the greater China region, and is fluent in Chinese (Mandarin).

Kent continues to be heavily involved in advising, building, and growing businesses between both Australia and China, and travels to China monthly.

He has 20+ years corporate advisory experience that goes across a broad range of industry sectors, from various types of services and technologies; through to heavy industry and resources, specialising in China. This experience covers M&As, cross-border investment transactions (inbound and outbound), corporate structuring and restructuring, opportunity and capital matching, investment/funds management.

Kent has been involved in a range of industry sectors including technologies (envirotech, infotech, medtech, and foodtech), resources (mining and energy), wastewater treatment, education, agribusiness, food and beverage, power (generation and transmission), health (medical and pharmaceuticals) plus various other services sectors (i.e. PR, architecture, engineering services, consulting, etc).

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OVERVIEW

WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6	WEEK 7	WEEK 8
29 April 20 PM	6 May 20 AM	13 May 20 AM	20 May 20 PM	27 May 20 AM	3 June 20 AM	10 June 20 AM	17 June 20 PM
CHINA'S COMMERCIAL ENVIRONMENT	**SETTING-UP IN CHINA**	**EXPORT, IMPORT & ECOMMERCE**	**DUE DILIGENCE**	**GETTING MONEY OUT OF CHINA**	**LEGAL, REGULATORY & IP PROTECTION**	**NEGOTIATION STRATEGIES**	**MENTORING & PITCH SESSIONS**
• China's commercial environment • innovation in China • government policies (5-Year Plans) • opportunities and challenges • market entry strategies practical issues	• China's foreign Investment regime • foreign investment incentives • types of foreign investment structures • what is a legal representative • road map to government approvals • pragmatics of setting-up in China	• exporting to China • ecommerce • China Australia Free Trade Agreement • imports/sourcing • shipping and logistics	• understanding the industry, organisation & key people • difficulties in gathering quality information • valuation issues • practical issues in evaluating potential local partners	• types of taxation • accounting standards • compliance and reporting requirements • repatriation of funds • foreign currency control • banking • practical issues	• overview of the legal system • legal and regulatory framework affecting foreign investors • dispute resolution • company law • contract law • IP registration and protection	• historical understanding of negotiations strategies in China • pre-negotiation process • 'games' and the process • various strategies & practical points to negotiations in China	• pitching for business in China • mentoring from experienced practititioner

BUILT FOR BUSINESS OWNERS AND SENIOR MANAGEMENT TEAMS
DELIVERED BY EXPERIENCED PRACTITIONERS IN BUSINESS IN CHINA

GET CONNECTED | NEW OPPORTUNITIES | UNDERSTAND THE CHALLENGES

ACCESS TO EXPERIENCED MENTORS AND NETWORKS
IDENTIFY NEW MARKETS
CRAFT INVESTIBLE MARKET ENTRY STRATEGIES AND TACTICS

AUTUMN SERIES: APPLICATIONS OPEN   27 FEB   2020
                 APPLICATIONS CLOSE   9 APRIL 2020

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Collaboration Partners   *Alliance Partners*

Curtin University

CHINAGATEWAY 2020 APPLICATION FORM

CONTACT DETAILS*

_____   _____
First Name   Last Name

_____   _____
Contact Phone Number   Email

COMPANY NAME*

_____
__

BUSINESS ADDRESS*

_____
__

WHAT PRIMARY INDUSTRY SECTOR ARE YOU IN*

Agri/Food __	Construction __	Defense __
Health __	Finance __	IT/Comms __
Manufacturing__	Mining __	Oil & Gas __
Prof. Services__	Transport __	Other _____ _

TELL US ABOUT YOUR BUSINESS*

_____
__
_____
__
_____
__
_____   _____
Annual Turnover   Number of Employees

AREYOU EXPORTING AT PRESENT (Y OR N)?

__

IF YES

_____
List markets currently exporting to.

HAVE YOU ANY EXPERIENCE IN VISITING OR TRANSACTING IN CHINA? (Y or N)

Tourist __
Business __
Lived there __

BRIEFLY DESCRIBE THE STRATEGIC OUTCOME YOU WOULD LIKE TO ACHIEVE IN THE NEXT YEAR*

_____
__
_____
__
_____
__

- required

The ChinaGateway™ Series is offered at a fee of $4,750 (ex GST). The fee covers full delivery of the 8 week program by industry practitioners and with an allocation of access to experienced mentors to assist you and copies of program materials. Refreshments are also provided as part of the cost.
Payment is required prior to commencement of the program.