PRESENTED BY TRIANGLE INNOVATION

TRIANGLE EQUITY PARTNERS

www.trianglepartners.com.au

PROGRAM OVERVIEW

CHINA GATEWAY™

SPRING SERIES 2020

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. You will progressively build a comprehensive market entry strategy and action plan through the program.

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:
Spring Series 2020 | 14 October - 2 December 2020
Autumn Series 2021 | 3 March - 21 April 2021

COST
$2,750.00 ex. GST

DELIVERED IN A COMBINATION OF

KENT MATLA 麦肯特

CHINAGATEWAY™ LEADER

CHINA BUSINESS & 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).

CHINAGATEWAY™ SERIES PROGRAM OVERVIEW

WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6	WEEK 7	WEEK 8
14 OCT 20 AM	21 OCT 20 PM	28 OCT 20 AM	4 NOV 20 AM	11 NOV 20 AM	18 NOV 20 PM	25 NOV 20 AM	02 DEC 20 PM
CHINA'S COMMERCIAL ENVIRONMENT	**SETTING-UP IN CHINA**	**EXPORT, IMPORT & ECOMMERCE**	**GETTING MONEY OUT OF CHINA**	**LEGAL, REGULATORY & IP PROTECTION**	**DUE DILIGENCE**	**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	• 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	• Understanding the industry, organisation & key people • Difficulties in gathering quality information • Valuation issues • Practical issues in evaluating potential local partners	• 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 practitioner

CHINA MARKET ENTRY STRATEGY & ACTION PLAN →

Pre-recorded Keynote Videos Livestreamed Q&A Panels	Pre-recorded Keynote Videos Livestreamed Q&A Panels	Pre-recorded Keynote Videos Livestreamed Q&A Panels	Pre-recorded Keynote Videos Livestreamed Q&A Panels	Pre-recorded Keynote Videos Livestreamed Q&A Panels	Pre-recorded Keynote Videos Livestreamed Q&A Panels	Pre-recorded Keynote Videos Livestreamed Q&A Panels	
+ Mentoring	+ Mentoring	+ Mentoring	+ Mentoring	+ Mentoring	+ Mentoring	+ Mentoring	+ Mentoring

SPRING 2020 SERIES APPLICATION DEADLINES

APPLICATIONS OPEN 1ST JUNE 2020 | APPLICATIONS CLOSE 25TH AUGUST 2020

BUILT FOR BUSINESS OWNERS & SENIOR MANAGEMENT TEAMS

DELIVERED BY EXPERIENCED PRACTITIONERS IN BUSINESS IN CHINA

BE CONNECTED | CREATE OPPORTUNITIES | UNDERSTAND THE CHALLENGES

ACCESS TO EXPERIENCED MENTORS AND NETWORKS

CRAFT INVESTIBLE MARKET ENTRY STRATEGIES AND TACTICS

Powered by

TRIANGLE EQUITY PARTNERS

Supported by

GOVERNMENT OF WESTERN AUSTRALIA | NEW INDUSTRIES WA

TusStar 启迪之星

Curtin University

CHINAGATEWAY SERIES APPLICATION FORM

TRIANGLE EQUITY PARTNERS

CONTACT DETAILS*

_____ First Name

_____ Last Name

_____ 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	__	Transprort	__	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 $2,750 (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.