



## CITCSA Flash

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CITCSA Patron:  
His Excellency  
Rear Admiral Kevin Scarce  
AC CSC RANR  
Governor of South Australia

### Inbound Mission from Xiamen , Fujian, China



I-r Ms Zhang Bo; Mr Xu Mo,  
Head of Delegation and Mr  
Joe Flynn, CEO of Water  
Industry Alliance at the  
Water Industry Roundtable  
at Watershed , Salisbury.



I-r; Mr Lin Shuzhi, Xiamen Construction Bureau; Ms Wang Lina, AustCham Fujian Xiamen Australia;  
Ms Melanie Ren, Xiamen Urban Planning Bureau: Mr Xie Xiaoqing, Xiamen Water Group Co;  
Councillor Sue Clearihan; Mr Xu Mo, Head of Delegation; Mr Michael Harbison, Lord Mayor; Mr Xie  
Haisheng, Xiamen EPB; Professor Li Bin, First Hospital of Xiamen; Mr Xu Yapin, Xiamen EPB; Ms  
Cheng Yuan, Xiamen Philharmonic Orchestra; Barry Salter, CITCSA.

CITCSA and its member organisations in association with the Water Industry Alliance and Department of Trade and Economic Development, hosted an inbound mission visit by the Xiamen Environmental Protection delegation, June 26 – 28. They also visited Brisbane, Melbourne and Sydney.

The main aims of the mission were:

- to see the advanced environmental technologies in SA state
  - exchange ideas on city sewage solutions/clean energy technology application;
  - discuss potentials on bringing such high technologies into Xiamen and China market
- Mr. Xu Mo, Member of Standing Committee and Secretary General Xiamen Committee of the CPC as head of the delegation brought key people from government environmental department as well as industrial experts.

The group visited the Bolivar Treatment works and received presentations from and met with business members of the Water Industry Alliance in a roundtable session at the Watershed in Salisbury. They were joined by Kok Wah See, Deputy President of the Chinese Chamber of Commerce, Patrick Ho, President, and Norman Sheun, and Frank Cutillo of the HKABA, Darren Ball from Australia China Business Council and Jing Lee representing the Australian Asian Chamber of Commerce and Industry. The Australian companies were invited to visit Xiamen in China to investigate future business opportunities.

The group were hosted by the Lord Mayor Michael Harbison and Councillor Sue Clearihan at the Adelaide Town Hall, and visited the Barossa during their short visit.

CITCSA

"MEET the FACES  
behind the PLACES"



## New State Minister for Industry and Trade

Congratulations to Hon Tom Koutsantonis on his appointment as State Minister for Industry and Trade. Mr Koutsantonis is also Minister for Small Business, Minister for Correctional Services and Minister for Gambling. He is the member for West Torrens.

CITCSA looks forward to working closely with the Minister in facilitating trade for South Australia by utilising the international chambers of commerce network.

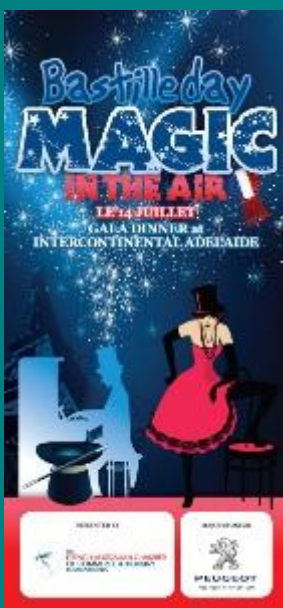
## 2010 Bastille Day Gala Dinner Wednesday July 14th

The French-Australian Chamber of Commerce and Industry (FACCI SA) will hold their successful annual Bastille Day Gala Dinner 2010, Wednesday 14<sup>th</sup> July at the InterContinental Adelaide (formerly Hyatt Regency), North Terrace, Adelaide. Aperitif (pre-dinner drinks) to be served at 6.30 p.m. and dinner to start at 7pm

This event is an opportunity for guests to mingle with the French community, French companies and professionals in South Australia, Francophiles, and Australian companies doing business with France. Bastille Day Gala Dinner is an event of style and conviviality in the very best French-Australian atmosphere.

Come and enjoy a tantalising selection of fine French specialities prepared by Frédéric Bousard, Executive Sous Chef at Intercontinental Adelaide to be presented on a magnificent buffet. Magical entertainment, French ballroom dancing, vibrant dance music and some fabulous door prizes will also be part of the celebrations.

All bookings and payments must be received by 5 p.m. Wednesday 7<sup>th</sup> July 2010. \$110 FACCI members; \$130 non members. Special price for tables of 10 at \$1000 members and \$1200 non members. Contact Susan 0416117673, or Philippe ph 82401688 or email [contact@facci-sa.com](mailto:contact@facci-sa.com) Visa/Mastercard or EFT payment welcome.



## Lord Mayor to visit sister city of Georgetown, Penang, Malaysia

The Right Honorable Michael Harbison, Lord Mayor of Adelaide has accepted an invitation to attend celebrations in Penang for the 2010 George Town Festival in conjunction with the second Anniversary Celebration of George Town as a UNESCO World Heritage in July.

Georgetown is one of five sister cities to the city of Adelaide. The Chief Secretary of Penang is likely to visit Adelaide in August.

## 2010 Business SA Export Awards are now open

All South Australian businesses involved in exporting are invited to apply for the Business SA 2010 Export Awards that recognise exporting excellence in South Australia.

There are 12 different categories ranging from agribusiness, mining and energy, services, education and training, manufacturing, arts and entertainment, information and communication technology, regional and many more.

Applications close on Friday 30<sup>th</sup> July, and winners will be announced at an export awards luncheon on Wednesday 20<sup>th</sup> October at the National Wine Centre.

Apply on line at [www.exportawards.gov.au/sa](http://www.exportawards.gov.au/sa)

## New Federal Minister for Industry and Trade

Hon Stephen Smith MP has been appointed Federal Minister for Trade by the new Prime Minister Hon Julia Gillard.

Mr Smith will continue in his role as Minister for Foreign Affairs. He replaces the Hon Simon Crean who has new portfolios.



### Australian companies remain focussed on overseas expansion, despite financial barriers



Export Finance and Insurance Corporation (EFIC), the Australian Government's export credit agency, released their third annual Global Readiness index (GRi) on June 10<sup>th</sup>, which shows that Australian companies are continuing to seek expansion opportunities across the globe.

In March 2010, 936 Australian companies participated in the GRi survey, which examined key aspects of their experience of going global, including the drivers, destinations and obstacles and sources and availability of funds.

'In the face of difficult conditions in the last year and lingering economic uncertainty, Australian companies' global growth plans have held up remarkably well,' said Angus Armour, EFIC's Managing Director and CEO, at the launch of the GRi in Sydney today.

'Over the past twelve months, EFIC has seen a significant increase in demand for export finance and insurance solutions from Australian SMEs. The GRi results are further evidence of their optimism about their overseas prospects.'

'In addition, Australian businesses are seeking expansion in a wide range of international markets. As they see it, China and the other emerging markets are by no means the only offshore destinations that offer opportunities,' he said.

Highlights of the 2010 EFIC GRi:

- **Australian companies are focussed on overseas expansion.** Seventy-eight per cent of companies with offshore operations plan to expand them and 26% of respondents without offshore operations plan to expand offshore.
- **Offshore expansion is a strategy to increase market share and serve local markets,** rather than to cut the cost of goods to be shipped back home. 'Increasing revenue/market share' was cited by 86% of respondents as a reason for expanding offshore and 81% said their offshore operations aimed to 'serve the local market'.
- **'Old' markets are as attractive as emerging markets.** Of the five top offshore locations for Australian companies, the traditional markets of North America (30%) and Europe (26%) rank equally with the rapidly developing markets of South East Asia (30%), New Zealand and Pacific (28%) and China (27%). This suggests Australian companies consider a range of factors when choosing where to invest. Despite the risk of persistent macroeconomic weakness in traditional markets, these large, prosperous, transparently regulated and easily accessible markets remain attractive investment destinations.
- **Access to finance remains the major obstacle to offshore expansion,** although this has improved as the credit crunch has eased, with 43% of respondents naming it a barrier compared with 58% in 2009. Retained earnings continues to be by far the most important source of finance for offshore operations, with 82% listing it as a source of finance and 57% naming it the main source. Debt facilities from Australian and foreign financial institutions rank well behind. The financial constraint on companies' offshore expansion therefore seems to be a structural barrier, independent of the economic cycle. Consistent with previous years' results, access to bank finance is most difficult for small and medium-sized firms.
- **Improved access to finance will enable Australian businesses to grow further and faster.** Forty-nine per cent of respondents said that improved access to finance would allow them to grow faster in their current markets and 43% that it would accelerate plans to enter new markets.

'While there are signs that credit conditions have eased in some markets, Australian companies looking at expanding overseas still face considerable financial barriers. The challenge is to find ways to help businesses pursuing bankable opportunities overseas to gain the finance they need,' said Mr Armour.

For more information on the 2010 GRi, please visit [www.efic.gov.au/gri](http://www.efic.gov.au/gri). EFIC is a CITCSA sponsor.

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