

PRESENTED BY TRIANGLE INNOVATION

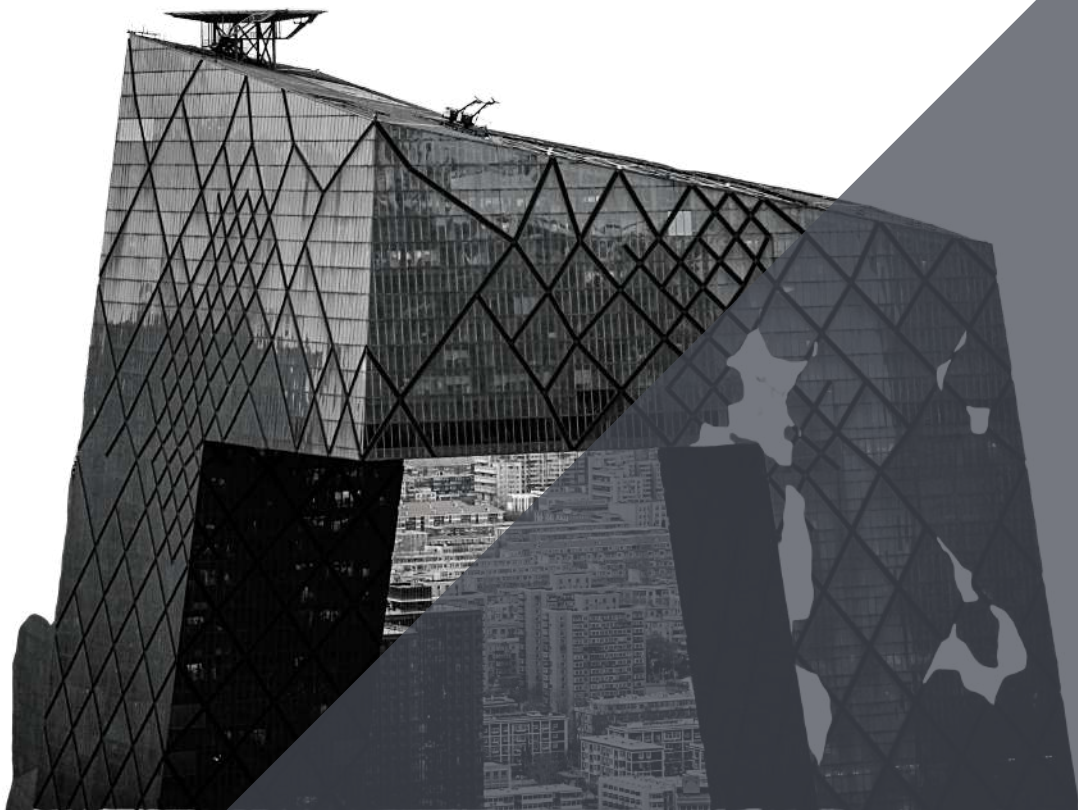


www.trianglepartners.com.au

PROGRAM OVERVIEW

CHINA GATEWAY™

AUTUMN SERIES 2021



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.

2020/21 PROGRAMS

Scheduled programs in 2020 include:

Spring Series 2020 | 14 October - 2 December 2020

Autumn Series 2021 | 28 April - 16 Jun 2021

COST

\$2,750.00 ex. GST

DELIVERED IN A COMBINATION OF



LIVESTREAMED
PANELS – Q&A



BLENDED
ONLINE/IN PERSON



ONE-ON-ONE
MENTORING



KENT MATLA 麦肯特

CHINAGATEWAY™ LEADER

CHINA BUSINESS & INVESTMENT SPECIALIST

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 |
|---|--|---|---|---|---|---|---|
| 28 APR 21 AM | 5 MAY 21 AM | 12 MAY 21 PM | 19 MAY 21 AM | 26 MAY 21 AM | 2 JUN 21 PM | 9 JUN 21 AM | 16 JUN 21 PM |
| CHINA'S COMMERCIAL ENVIRONMENT | NEGOTIATION STRATEGIES | SETTING-UP IN CHINA | EXPORT, IMPORT & ECOMMERCE | GETTING MONEY OUT OF CHINA | LEGAL, REGULATORY & IP PROTECTION | DUE DILIGENCE | MENTORING & PITCH SESSIONS |
| <ul style="list-style-type: none"> China's commercial environment Innovation in China Government policies (5-Year Plans) Opportunities and challenges Market entry strategies practical issues | <ul style="list-style-type: none"> Historical understanding of negotiations strategies in China Pre negotiation process 'Games' and the process Various strategies & practical points to negotiations in China | <ul style="list-style-type: none"> 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 | <ul style="list-style-type: none"> Exporting to China Ecommerce China Australia Free Trade Agreement Imports/sourcing Shipping and logistics | <ul style="list-style-type: none"> Types of taxation Accounting standards Compliance and reporting requirements Repatriation of funds Foreign currency control Banking practical issues | <ul style="list-style-type: none"> Overview of the legal system Legal and regulatory framework affecting foreign investors Dispute resolution Company law Contract law IP registration and protection | <ul style="list-style-type: none"> Understanding the industry, organisation & key people Difficulties in gathering quality information Valuation issues Practical issues in evaluating potential local partners | <ul style="list-style-type: none"> Pitching for business in China Mentoring from experienced practitioner |

CHINA MARKET ENTRY STRATEGY & ACTION PLAN

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

AUTUMN 2021 SERIES APPLICATION DEADLINES

APPLICATIONS OPEN 17TH MARCH 2021 | APPLICATIONS CLOSE 27TH APRIL 2021

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



Supported by



CHINAGATEWAY SERIES APPLICATION FORM



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 | — | Transport | — | Other | _____ |

TELL US ABOUT YOUR
BUSINESS*

| | |
|-----------------|---------------------|
| Annual Turnover | Number of Employees |
|-----------------|---------------------|

ARE YOU 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.