



Australian Government
Australian Trade Commission

Green Cities

March 2011

Australia-China Wanwu Eco-
country Initiative 澳中万物生态计划

China Clean Tech Team
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Austrade

Photo courtesy of Crowne Plaza Alice Springs

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Prosper.

Sino-Australia close links

- Highly complementary economies of Australia and China bolster rapid growth of bilateral trade
- China is our largest trading partner with ~A\$100 billion total trade in 2010
- Chinese companies started to invest in Australia more than 23 years ago:
 - 2008 A\$7.897 billion (A\$68.457 billion*)
 - 2009 A\$44 billion**
- Dec 2008 – Jan 2011: FIRB approvals: 220 approvals worth ~ A\$60 billion. Only 5 with conditions attached.

*: Including Hong Kong

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Clean Tech between China & Australia

- Common challenges: natural conditions, arid climate, reliance on coal, rapid urbanisation, market demand for sustainable living, and reducing carbon emissions
- Australian legislative requirements, tech expertise, competitive advantage
- Build on common ground and brand formed by 30 years of cooperation in environment through aid and scientific programs
- Strong market demand driven by environmental policies in China
- Australian company presence in China
- Austrade-GBCA ties



China Clean Tech market

- China is one of the world's largest economies, a huge energy consumer (15% of global total; and 80% of energy from fossil fuels), the largest greenhouse gas emitter, and the largest investor in renewable energies in 2010..
- China recognises that management of its greenhouse emissions will be an important factor in world efforts to control climate change –target: 45% reduction in carbon intensity by 2020.
- Half of the world's construction activity between now and 2020 is expected to be in China; 20 M people per annum moving into cities; building-related energy consumption accounts for 30-40% of the country's total energy use; and construction causes 40% of air pollution.
- Compulsory policy for new buildings to reduce energy consumption by 50% by 2010.
- 12th 5year plan contains tougher pollution and emissions standards.



Design and Planning Firms - China

Allen Jack & Cottier (AJ+C)

Architektonik

BHI Architectural & Urban Design

Daryl Jackson Architects (Jackson Architecture)

Dickson Rothschild

dKO Architecture

GHD

Group GSA

Hassell

Kris Kowalski

LAB Architecture Studio

Peddle Thorp Melbourne (Shenzhen)

Place Design

PTW Architects

S2F

Woods Bagot

Acor Consultants

DCM (Denton Corker Marshall)

DMA Group

Kerry Hill Architects

LAVA (Laboratory for Visionary Architecture)

Lippmann Associates

Paul Pholerous

Populous (Asia HQ in Brisbane)

Studio 505

Umow Lai

Woodlink Architects

ANS International Design & Construction

Aspect Studios

BAU International (Brearley Architects and Urbanists)

BUBSC Pty Ltd

IAPA

Latitude Architects & Interiors

Platinum Architecture & Landscape Consultants

Red Studio

Shine Design Group

Zenx International



Austrade network in China



Industry teams

Agribusiness

Auto

Clean Tech

Consumer & Creative

Education

Financial & Prof. Services

Food & Beverage

ICT, Health & Biotech

Infrastructure

Mining and Resources

CHINA



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Australia China Wanwu Eco-country Initiative

- A marketing and two-way investment platform in clean energy, green building and environment market developed by Austrade
- Unique Chinese cultural branding with the Taoist term Wanwu
- Chinese directory showcases the capabilities of Australian environmental, clean energy and green building companies
- Promote to Chinese organizations such as urban and rural local authorities, state-owned conglomerates, energy operators and property managers
- Collaborate with Chinese government organizations through formal agreements
- GBCA cooperation: MOU, GB skills institute, missions
- Build clusters
- Investment



Wanwu Green Building Members

CSIRO

CSR (Guangzhou) Building Materials Co. Ltd.

Axis Leisure Management Ltd.

Biofiba Limited

Waterman AHW

Air Change Manufacturing Pty Ltd

Dyesol Limited

Cundall

SILENCEAIR INTERNATIONAL PTY LTD

Aeris Environmental Ltd

Remedial Technologies (Australia) Pty Ltd

Altus Page Kirkland

Envirolyte Asia Pacific

Artas Architects

Swanbury Penglase

Spaceframe Construction and Engineering Co. Ltd

GRIPSET INDUSTRIES PTY LTD

Ducane Australia Pty Ltd

GHD Pty Ltd

Deflecta Crete Seals

Bates Smart

ModWood Technologies Pty Ltd

MEINHARDT

Architektonic Pty Ltd

Woods Bagot

Net Balance Management Group

Aconex

dKO Architecture

Umow Lai

Asynsis Architecture + Design

EPCAD Pty Ltd



Wanwu, Austrade and Green Building in Review - 2010

- More than 20 green building events
- 18-22 May 2010: Australian Sustainable Building and Design Week: Shanghai Expo, Beijing BIAD, Caofeidian
- 21-27 June 2010: Green Cities Delegation to Australia
- Green Airports Missions in China and Australia
- Expo Infrastructure Events (3)



China Market Opportunities for Australia - Looking Ahead

- Green building and planning
- Remediation: soil and water
- Domestic and industrial waste recycling and industrial waste stabilisation
- Waste water treatment – small municipal plants, industrial waste water, new biotechnology treatment technology
- Consulting services (e.g. planning, risk assessment, training, green and energy-saving design, etc.)
- Water planning and recycling – all aspects
- Energy efficiency in industry and public buildings
- Energy efficient appliances
- Environmental sector training
- Investment



Green Building mission to China March 2011

What will you get from the mission?

- Meet and develop relationships with potential customers and leaders of China's Green Building industry
- Participate in China's premium Green Building event - the 7th International Conference on Green & Energy Efficient Building & New Technologies & Products Expo.
- Tour China's showcase Eco-Cities
- Leverage Austrade and GBCA's knowledge and contacts in China through special networking events and tailored one-on-one appointments.
- Receive on-the-ground assistance from Austrade and advice on how to successfully operate in this market

The program:

- 27 March** Arrive Beijing. Welcome dinner
- 28 March** Beijing Expo / Conference
- 29 March** Beijing Expo / Conference
- 30 March** Tianjin Eco-city / Bluescope Butler
- 31 March** Changsha Eco-city
- 1 April** Changsha. Mission ends



Wanwu Advisors Panel

Australia-China Wanwu Eco-country Initiative
澳中万物生态计划





Wanwu Advisors Panel

- The Advisors Panel is composed of interested, potential investors
- Focus is on Australian projects in the Chinese and Australian clean tech markets
- Investment opportunities including:
 - 1) Projects in Australia seeking investment
 - 2) Australian businesses in China
 - 3) Chinese companies requiring funds to import Australian goods and services



Panel procedures

- The Panel will convene several times a year
- Members of the Panel retain commercial independence as to how they consider investment opportunities
- Austrade's role is to facilitate access to investment opportunities. Austrade will have no involvement in any investment decisions
- Panel members may request collectively or individually information about investment opportunities in specific sectors, and then request Austrade to assist follow-up



Australia China Wanwu Panel Members 万物顾问委员会成员

- Bank of China International (China) 中银国际 GB
- China Materialia LLC / Greenstar上海邀问投资管理有限公司 GB
- CITIC Capital 中信资本
- Clean Tech Ventures GB
- GE Capital Private Equity, Asia Pacific GE资本私募股权，亚太区
- Gaoshang Investments
- Infinity Ventures
- International Finance Corporation IFC
- JUNO Capital 金诺投资 GB
- Peony Capital沛雅霓公司 GB
- Qiming Venture Partners上海启明创投 GB
- Shanghai Chengtou Environment Asset Management Co Ltd 上海城投环保产业投资管理有限公司 GB
- China Environment Equity Management Co Ltd 建银城投环保股权投资管理有限公司
- Shanghai NewMargin Ventures 上海永宣创业投资管理有限公司 GB
- Shanghai Pudong Venture Capital 上海浦东风险投资公司 GB



Register for Wanwu Initiative

- www.Austrade.gov.au/wanwu
- **Contact Austrade China at david.dukes@austrade.gov.au**

