



CHEERS: Finlaysons partner Michael Butler and Chinese Language and Cultural Advice's Yu Tianyun, Picture: MARK BRAKE

Become the bee's knee, how to make most of Chinese investment market

CAMERON ENGLAND

SOUTH Australian businesses keen for Chinese investment need to make themselves heard, rather than waiting for someone to come and tap them on the shoulder, Finlaysons partner Michael Butler says.

Mr Butler will be speaking next week, in Mandarin, at the Australia China Trade & Investment 2014 Conference in Beijing. He will be extolling the virtues of SA as a place to invest, but says businesses need to step up to the plate also.

"I believe Chinese private investors are greatly attracted to South Australia's lifestyle opportunities - the challenge for South Australian SMEs is to tap into these opportunities, and not simply wait to be approached.

"As a law firm Finlaysons has a very strong wine law practice, so I'll be speaking about wine.

"South Australia's world-famous wine regions and our lifestyle offer prime invest-

ment opportunities to the Chinese market. Additionally, the professional services market is tipped to be the next big growth area in China."

Mr Butler said a lot of traditional finance had dried up in recent years and joint ventures with Chinese investors could provide a much-needed source of capital.

"If local business people wish to be successful in the Chinese market, they need to spend time learning about China and its culture and, if

possible, learning to speak the language," he said.

Yu Tianyun, director at Adelaide-based business Chinese Language and Cultural Advice has been helping Mr Butler with his language skills, and provides business and cultural guidance for those keen to do deals in China.

He said learning how to introduce yourself in Chinese, and skills such as basic banquet etiquette would go a long way.

Mr Yu said the lifestyle and environmental benefits of Australia and SA were big draw-

Need to spend time learning about China

Uranium exports in key G20 talks role

VALERINA CHANGARATHIL
TRADE

URANIUM exports to India will be an important feature in the state's engagement with the world's largest global economy, state Trade Minister Martin Hamilton-Smith says.

South Australia has 80 per cent of the uranium reserves in the country, which could potentially be unlocked if discussions between India and Australia at the federal level achieve fruition on the sidelines of the G20 summit in Brisbane in November.

"The sooner we can open up Roxby Downs and export more of the resource from there, including uranium, the better in my opinion," Mr Hamilton-Smith said yesterday in response to a question on the timelines surrounding the opportunity.

"Subject to the safeguards agreement signed between India and Australia, opportunities will be present for both countries in the future."

Visiting India in February, Foreign Minister Julie Bishop said the issue was a priority for the Federal Government, which is now in its fourth round of talks for a civil nuclear co-operation agreement.

"The best thing, I think, we can do for the global environment is to facilitate uranium exports to countries like India and China and elsewhere in my personal opinion because every nuclear power plant constructed instead of a series of a coal-powered plants in emerging economies seems to me is good for the environment; that's my personal view.

"We are a stable long-term

supplier of uranium and I think in the long term, this is going to be an important feature of our relationship."

Mr Hamilton-Smith was speaking at the Committee of Economic Development of Australia's India Review event, his first major public event since his dramatic switch from Liberal Opposition member to become a minister in the Labor-led SA Government.

Reports have emerged that the deal may include weaker monitoring safeguards than the nuclear deals Australia has with other countries.

Speaking more broadly on state-level engagement with the "superpower", Mr Hamilton-Smith identified education, sporting and cultural ties and minerals and energy sectors as the growth levers.

Unconventional gas potential in the Cooper Basin and potential subsequent exports, defence industry technology partnerships and cleantech knowledge-sharing were also highlighted as opportunities.

"There is so much potential in this relationship it simply defies description," he said.

"We have so much business to do with one another. I can assure you that India has a friend with me in this government and we are doing everything we can to do business together so that companies in India and companies in SA are doing business together."

Brian Hayes, SA strategic adviser to India, said the World Cup cricket next year would be a good opportunity to strengthen cross-country links with a series of business networking events being planned around the matches.