



THE UNIVERSITY OF
NEWCASTLE
AUSTRALIA



AUSTCHAM
CHINA

Doing Internships in China

Pre-Departure Briefing

What does AustCham do?

We have 3 main functions:

Advocacy

Information

Connecting



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Information

- AustCham provides members with high quality, practical and current information. To help disseminate this information, AustCham organises over 80 events each year, all of which offer our members fantastic opportunities to connect with government officials, industry leaders, business contacts and academia.
- AustCham's events include:
 - Industry regulatory updates
 - Government updates
 - Business information seminars
 - Social and networking events

Information



Breakfast with Australia's Minister for Trade, Tourism and Investment, the Honourable Simon Birmingham



Immigration to Australia, a presentation by the Minister Counsellor Home Affairs, Teresa Conolan



Breakfast with the Chief Minister of the NT, the Honourable Michael Gunner MLA



Education Marketing Event

Ball on the Wall

One of AustCham's most anticipated events is our annual *Ball on the Wall*, which is held at the Juyongguan section of the Great Wall.

This year's event featured 450 guests in attendance including the Australian Ambassador to the People's Republic of China H.E Jan Adams AO PSM, impressive performances from various Beijing dance and music groups, and other raffles and auctions.



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Ball on the Wall



Advocating

- AustCham China has 2 main advocacy areas:
 - Working groups – focused on specific industries, where members exchange ideas, information and interests. The Working Groups are:
 - Education
 - Energy & Resources
 - Financial Services
 - Healthcare and Lifesciences
 - Food & Agribusiness
 - Publications – in conjunction with its partners, AustCham publishes annual white papers and position papers to provide government and decision-making bodies an industry- driven perspective on a range of issues from the China- Australia business community



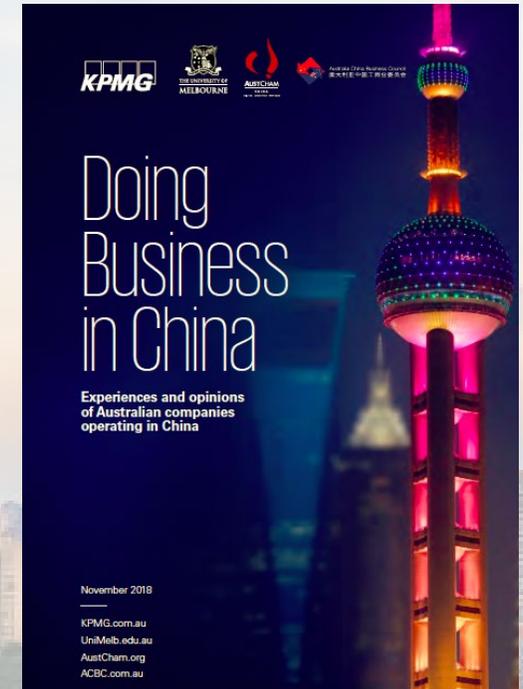
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Doing Business in China Report

- One such publication demonstrating the advocacy work conducted by AustCham is the 'Doing Business in China Report, released in partnership with KPMG and University of Melbourne.
- The report helps Australian businesses understand the opportunities and challenges of doing business in China, as well as the present and future benefits of the China-Australia Free Trade Agreement, while uncovering some of the difficulties that Australian businesses still face in China.



Connecting

- One of the major ways AustCham provides value to members is through facilitating connections between our members and broader stakeholders in Australia and China.
- For example, the partnership between AustCham and University of Newcastle was formed collaboratively in 2015 to offer exclusive internships for current students at AustCham member companies. AustCham also regularly hosts seminars exclusively for UoN students exploring the current China-Australia bilateral trade relationship and the current environment for Australian businesses operating in China.



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Connecting – University of Newcastle

- The internship program connects Newcastle’s Chinese students with some of AustCham’s most prestigious member companies for a unique work experience opportunity. During the internship, AustCham offers a point of contact and support services for students, as well as organising activities for the interns in Beijing.
- The companies involved include:
 - ANZ
 - Woodside
 - Commonwealth Bank
 - King & Wood
 - Mallesons
 - Westpac
 - Savills
 - KPMG
 - Lehman Brown



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ANZ Bank (China)



- ANZ is one of Australia's "Big Four" banks, and has been established in China since 1986. It has remained one of Australia's largest investors in China over the past 30 years. In 2010, "ANZ China" was established, making ANZ the first Australian bank to be locally incorporated in China. ANZ China has branches in Beijing, Shanghai, Guangzhou, Chongqing, Hangzhou, Chengdu and Qingdao.



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Woodside



- Woodside is Australia's largest independent oil and gas company, established over sixty years ago with a global presence. The past few years has seen Woodside grow it's market share in China's gas distribution and retailing sector, and has a large office established in Beijing.



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Commonwealth Bank



- Commonwealth Bank, another of Australia's "Big Four", has been established in China since 2010. CBA is the largest Australian listed company on the Australian Securities Exchange. With corporate and institutional branches in Beijing and Shanghai, the bank's China presence has grown over the past decade.



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LehmanBrown



- LehmanBrown is a China-focused accounting, taxation and business advisory firm, operating in Beijing, Shanghai, Hong Kong, Macau, Shenzhen, Guangzhou and Tianjin. LehmanBrown offers expert advice and support to both local and international clients. Clients enjoy access to senior, experienced counsellors from China and many other countries.



Westpac China



- Westpac is Australia's first bank and oldest company, and one of Australia's "Big Four" banks. Westpac has been active in Asia for over 40 years, and the China office serves to support the large number of Australian and New Zealand customers with links to China; and Chinese customers with links to Australia and New Zealand.



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King & Wood Mallesons

KING&WOOD
MALLESONS
金杜律师事务所

- King & Wood Mallesons is a multinational law firm headquartered in Hong Kong, the result of a merger between King & Wood, a top Chinese law firm, Mallesons Stephen Jaques, one of Australia's "Big Six" law firms and SJ Berwin, British "Silver Circle" law firm. King & Wood Mallesons has a strong presence in China with offices in Beijing, Chengdu, Guangzhou, Hangzhou, Jinan, Nanjing, Qingdao, Sanya, Shanghai, Shenzhen and Suzhou.



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Savills Property Services

The Savills logo, consisting of the word "savills" in a lowercase, sans-serif font, is positioned on a yellow rectangular background.

Savills has established itself as a formidable property services company, providing innovative solutions to meet their clients' real estate needs. Through a network of offices in 12 key cities of China, Savills offers a one-stop of comprehensive services– commercial, retail, residential, hospitality, valuation, property management, asset management, investment, research & development consultancy, marketing & communications.



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KPMG



KPMG is a multinational professional services network, and one of the “Big Four” accounting organisations. KPMG offers three lines of services: financial audit, tax and advisory. In 1992, KPMG became the first international accounting network to be granted a joint venture licence in Mainland China. KPMG China is based in 23 offices across 21 cities across the country.



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AustCham-FESCO Partnership

FESCO

AustCham has recently partnered with FESCO (Beijing Foreign Enterprise Human Resources Service Co.), the leading HR services provider in China to provide the only internship programme in China that guarantees a 100% legal intern visa for students.

This program is open to all nationalities and will secure interns a placement in a Top 500 Company in China, in addition to providing support in terms of accommodation, insurance, and visa services.



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AustCham-FESCO Partnership

FESCO

Potential intern placements include:



To apply, visit beijing.austcham.org/recruitment/fesco.

Send your completed programme registration form and CV to Kristian Ricardo, Projects Manager (kristian.ricardo@austcham.org)



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Securing an Internship – Application Tips

1. Make your application highlight skills specific to that industry, whether it relates to your education or past internship/work experience or interests
2. Think about what the organisation is looking for – ensure your CV is tailored to meet these expectations, and is both engaging and interesting
3. Format your CV in a targeted, chronological and functional approach – make sure the information that the organisation needs to know is easy to find and easy to digest



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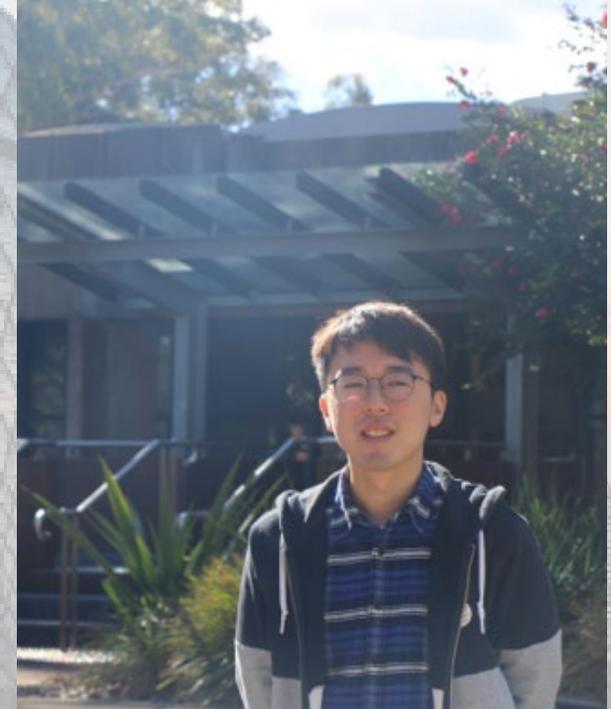


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Intern Testimonials

Jason Zhang, B. of Commerce, Accounting

“For commerce students, the China Connect internship and my work experience was a valuable and integral part of skill-building. The University of Newcastle and AustCham Beijing gave me a great internship opportunity in China, which allowed me to gain real-world workplace experience with the company, Lehman Brown, which related to my educational background. It was a very supportive workplace environment and I found it to be a good networking experience; forming a professional relationship with the Director and meeting other employees in the same field gave me valuable experiences to help direct my future”.



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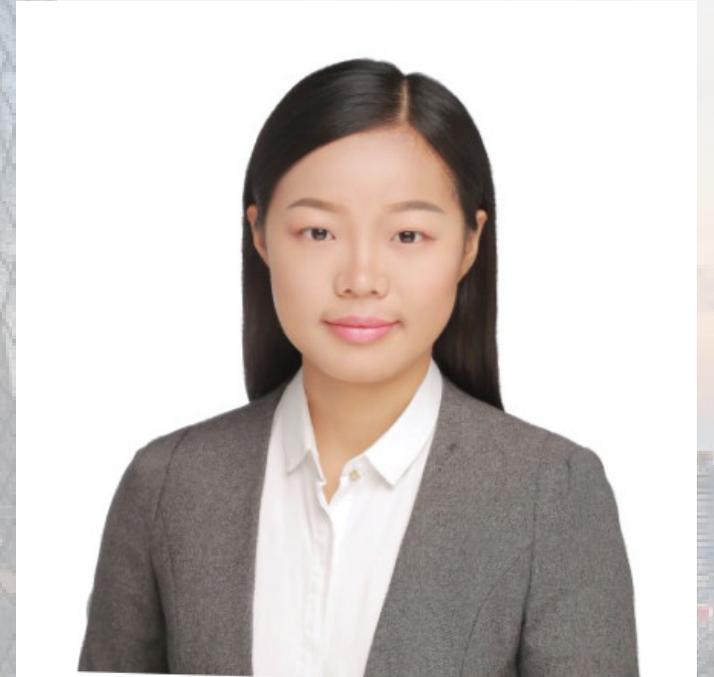


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Intern Testimonials

Yifan Wang, B. of Commerce, Accounting

“My internship at AustCham has been an eye-opening and terrific learning experience for me to explore my passion and future career path. It helped me to develop a range of skillsets such as event management, social media, research and translation. Working in a dynamic team of Australians and Chinese, I had a better understanding about how Australian businesses are prospering in the Chinese market. The most important lesson I have learned is that cultural intelligence and relationship building is indispensable no matter what environment you’re involved in”



Intern Testimonials

Yolanda Yip, B. of Business, Marketing & Tourism Management

“I want to express my deepest gratitude for considering me for this internship. I’m glad I have had the chance to work as an intern for Colliers not only once, but twice. I have learned a lot of the marketing skills and office standards operations, as well as gaining professional experience during the internship. It was an exciting opportunity for me to nurture my professional growth and development at Colliers and AustCham.

I really appreciate Colliers' staff, especially my marketing department colleagues. They taught me a lot and gave suggestions with sincere enthusiasm. This internship has been a valuable experience for me, as working in a marketing firm has always been my personal interest and passion. Through this internship, I believe I have made a positive and productive use of my talent and education”



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