

Biography
Speaking Topics
Testimonials



DAVID THOMAS – BIO

With extraordinary economic growth over the last decade, the rise of China is underway. Chinese Influence in business will continue to rise, and the next decade will be pivotal to Australian organisations seeking new opportunities for growth. China represents a unique opportunity to the rest of the world driving wealth and prosperity across the globe. Of all of the disruptive trends defining the future of business, the Chinese economy is one that simply cannot be Ignored. How will you and your organisation embrace a view to China?

David Thomas has carved out a reputation as a global thought leader, Influencer and game changer who inspires business leaders, entrepreneurs and investors all over the world to consider the business opportunity that is China. David recalls his first trip to Hong Kong at only 18 years of age when he visited the border and took in his first view of a country that would define his life's work. Little did he know at that time that China would become one the world's economic superpowers.

David's extensive career has led him to work and live in London, Asia and Sydney. He managed his own financial services company in Hong Kong, and as result gained Insights into the rapidly changing

markets within the Asia Pacific Region. Along with Asia David also has a keen Interest In the economy of Latin America and Eastern Europe driven by a passion to decode the Influence of the four "BRIC countries" (Brazil, Russia, India and China).

During this period David was also the Chairman of the Australasian Financial Forum that provided him with a unique opportunity to stay ahead of the trends that were redefining business between China and Australia. This experience further solidified David's credibility and mastery as an expert on China for business leaders, entrepreneurs and Investors looking pioneer in a new and abundant marketplace.

Today, David is the CEO and Founder of Think Global Consulting. Think Global facilitates business and Investment partnerships between Asia and Australia. In essence, David is a bridge builder providing a solid foundation for the west to do business with China in Australia, China and all over the world.

As a speaker on Innovation, Future Trends, Leadership and Globalisation, David is a charismatic and warm presenter with a unique ability to demystify a country that has long been hidden behind the Iron gates. He is bold in questioning the myths that many people In the west have about embracing a view to China, and at the same time empowers audiences with clear takeaways enabling them to successfully see this opportunity for what it is.

This is undoubtedly a time where opportunity awaits for those brave enough to question belief systems, to activate cross-cultural communication and to lead in an economy that will be under the Influence of an unstoppable Chinese market. All you need to do is take a new view to China.

SPEAKING TOPICS

David is able to tailor his presentation to a wide range of audiences and industries with a focus on any or all of the following themes:

FUTURE TRENDS

We live in the Asian Century, with China as the growth engine, and the next 50 years will see many industries disrupted by Chinese consumerism, innovation and aspiration. Many services industries, including healthcare, retail, luxury, travel, education and food are already affected by the rise of China's middle class, together with their massive investment in technology, R&D, e-commerce and AI.

All business leaders and managers need to be aware of the likely impact on their industries and organisations from these disruptive forces and the opportunities it creates for them to develop a new cultural mindset and a China engagement strategy.

David Thomas is an experienced and dynamic speaker who will bring this topic to life at your next conference or event and a thought leader who lives and breathes the China growth story at ground level.

Past speaking engagements include:

- **Telstra Young Leaders** – The future is China
- **ING Top Brokers** – Bringing China to You
- **Westpac** – Doing business in China and India
- **CEO Institute** – The 8 critical steps to developing your China Strategy
- **The Executive Connection** – China in the Asian Century

Examples of keynote topics on Future Trends:

- ❖ **[China in the Asian Century](#)**– what this means for you, your industry and your business?
- ❖ **Bringing China to You** – [The Inbound Opportunity](#)
- ❖ **[The 8 Critical Steps to Developing your China Strategy](#)**

LEADERSHIP

Whilst IQ, and more recently EQ, were once regarded as the highest and most sought after qualities of leaders in western organisations, future leaders will be selected and judged by their levels of “CQ” i.e “Cultural Intelligence”, including their ability and aptitude for managing teams from diverse backgrounds and nationalities, overseeing cross-cultural communications, and handling cross-border negotiations and transactions. Very few of these skills are taught in western educational institutions and much of this has to be learnt from experience, trial and error, and listening to those who have done it all before.

David Thomas has spent the last 30 years living, working and managing relationships in the Asia Pacific region, including leading numerous missions, delegations and study tours to China designed to support western leaders on the ground and to highlight and address some of the cross-cultural challenges for their business and their teams, which always makes the difference between success and failure.

Past speaking engagements include:

- **Property Profile Group Asia Day** – Developing an Asian mindset
- **William Grants & Sons, UK** – Three Cups of Tea
- **First National Annual Conference** – Doing business with Asians
- **Louis Vuitton** – How to sell luxury products to high net worth Asians

Examples of Keynote Topics on Leadership:

- ❖ **Property Profile Group Asia Day** – Developing an Asian mindset
- ❖ **William Grants & Sons, UK** – Three Cups of Tea
- ❖ **First National Annual Conference** – Doing business with Asians
- ❖ **Louis Vuitton** – How to sell luxury products to high net worth Asians

INNOVATION

Once known for its fake handbags, copy watches and pirate software, China is now leading the world in science, technology and innovation. Chinese brands like Huawei, Alibaba, Lenovo, Haier and Tencent are disrupting traditional industries (notably retail, e-commerce and IT) by leveraging their access to over 400m middle class consumers, spending billions in R&D and launching new products and services on a scale previously unheard of. China's 'Made in China 2025' plan is intended to completely transform their manufacturing industry with a focus on clean energy, healthcare and communications, and China's ambition is to lead the world in new industries such as renewable energy, driverless and battery operated vehicles and advanced medical products.

David Thomas speaks to business leaders, entrepreneurs and investors around the world about how their industry is being impacted by what's happening in China, how they can take advantage, who they need to speak to and what they can do about it. He draws on over 30 years of on the ground experience, connections and knowledge and draws on case studies, anecdotes and examples to bring his presentations to life.

Past speaking engagements include:

- **Thiess Directors Conference** – The Future of the Mining Industry
- **Magnitude Principals Forum** – The Future of the Financial Services Industry
- **Australia China Young Professionals**– Booms Bust and Baozi, the future of finance in China
- **MSI Regional Conference**– The Future of the Legal Industry
- **CPA Australia** – The Future of the Accounting Industry

Examples of Keynote Topics on Innovations:

- ❖ **Innovation in the Asian Century** – how China is transforming an industry near you
- ❖ **From Shanzhai to Shanghai**– how China leapt from imitation to innovation
- ❖ **Bringing China to You**– how to do business with China without leaving home

GLOBALISATION

David Thomas is well known within the Asia Pacific region for his passion and experience for investing and doing business in emerging markets, notably the four “BRIC countries” (Brazil, Russia, India and China) plus the growing influence of China as the engine of global economic growth and the rise of the Asian middle class. Having lived in Asia for the last 30 years, he literally lives and breathes emerging markets. His broad and diverse experience includes:

- designing, organising and leading research and study tours for professional asset managers to each of the four BRIC countries
- for five years on the Advisory Board of the Emerging Markets Masters Fund, he has direct hands-on experience of investing in emerging markets (includes overseeing asset allocation, fund selection, currency and stock analysis etc.)
- regularly travelling around Asia working with entrepreneurs and investors to review and select new opportunities in emerging businesses

Past speaking engagements include:

- **AMP**– fundamentals of investing in the ‘BRIC’ and ‘MINT’ countries
- **Deloitte** – the importance of BRIC for European investors
- **Westpac** – doing business and investing in China and India
- **PNG Investment Conference** – what can PNG learn from the BRIC countries?
- **Colonial First State** - Investing in Emerging Markets – local v global

Examples of keynote topics on Globalisation:

- ❖ **[Building with new BRICS](#)** – why the BRIC countries are the long term future
- ❖ **BRIC** – unlock unique business and [investment opportunities in each BRIC country](#)
- ❖ **Think Global, Act Local** – [invest in global emerging markets](#)

WHAT CLIENTS SAY ABOUT DAVID...

“David presented at a TEC Briefing event and delivered a very engaging and relevant presentation on the BRIC countries, particularly focusing on the emerging market of China. Wow! He gave us plenty of take-home value, zeroing in on the enormous potential and opportunities for Australian businesses in the key areas of Education, Healthcare and Tourism.”

- Ruth Power, TEC

“David delivered a great speech at the Business of Real Estate conference this year on developing positive business relationships with Chinese, by understanding culture - insightful & interesting useThaDavid.”

- Bindi Norwell, CEO, The Real Estate Institute of New Zealand

“David presented at a client function on China's 12th Five Year Plan. His presentation was engaging and delivered in a relaxed manner and was well received by our clients. His insights into the China economy and future plans were enlightening even to our China delegates.”

- Mary Oxley, Regional Sector Head Consumer & Retail, DHL GLocal Forwarding

“David spoke at our Directors Conference in Hong Kong in June this year. The presentation was absolutely amazing. His ability to provide us with a very entertaining mix of history, economics, social development and future trends was exceptional. He also provided a great mix of content very relevant to our industry as well as general content that was both fascinating and educational for any business person.”

- Nick Dowling, CEO, Jellis Craig

“David was the highlight of our recent real estate event for business owners. He provided loads of practical tips on how to embrace the opportunities in China. His talk was highly relevant , entertaining (lots of brilliant English humour) and everyone walked away with ideas they can use immediately in their business to make the most of the Chinese market.”

- Leanne Howard, Head of Growth & Client Engagement, Real Estate Results

“Having recently travelled the breadth of the country to listen to leading edge speakers in regards to real estate, I found your presentation extremely refreshing and addressed in very straightforward and easy to understand and implement, format. Your presentation was very pertinent and inspiring with regards to many areas of our business and how we present ourselves to the Chinese market. “

- Mark Hay, Owner, Mark Hay Realty

“David Thomas recently spoke at one of our conferences and we had some great feedback from our participants. His presentation was described as cutting edge, insightful, highly researched and thought-provoking. So if you are looking for a speaker with ideas about the best way to take a business or any idea global, then David is someone that you definitely need to get to know and work with”.

- Dale Beaumont, Founder & CEO, Business Blueprint

“I just wanted to pass on my sincere thanks for your excellent presentation to our senior bankers and customers on China and India. The feedback from the session has been overwhelmingly positive. The energy and clear insight that you brought to the Masterclass was a real strength. I look forward to continuing to work together on future events.”

- Rachel Slade, Former Head of International Products, Westpac Banking Corp

“When building a bespoke forum and study tour experience out of Hong Kong for our Practice Principals, it was clear we needed to engage a China expert. Someone with a deep understanding of the challenges and opportunities of the region and who would be able to translate these into learnings relevant to the Australian advice professional and business owner. We also had David address our group as a keynote speaker which rated as one of the standout sessions of the program.

- Jessica Brady, National Manager, Licensee and Offer Development at BT Group Licensees

“David Thomas is such a dynamic, engaging speaker. His keynote was very well received by our audience as “very good to excellent.”. In his lively, thought-provoking session, David gave them clear tips – and most importantly, actionable suggestions -- on how to implement these valuable strategies. Well done David, I would highly recommend.”

- Rebecca Dunn, CEO, Property Profile Group