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Keynote Speaker on Future Trends, Innovation, Leadership and Globalisation, David Thomas is well known throughout the Asia Pacific for his experience, credibility and deep understanding of China and Asia.

DAVID THOMAS – BIO

David Thomas, Keynote Speaker on Future Trends, Innovation, Leadership and Globalisation, David motivates and educates global business leaders, entrepreneurs and investors about the massive potential offered by the Asian Century. Having worked with SMEs from many industry sectors, David's experience and expertise is broad and deep. These industries include food, healthcare, education, tourism, real estate, retail, professional services and technology.

David is well known in the Asia Pacific region for his experience, credibility and passion for identifying, building and facilitating business and investment relationships between developed and emerging countries. He has inspired, motivated and educated global business leaders, entrepreneurs and investors to pay attention to the massive growth potential offered by Asia and modern China and other emerging countries and taken them on a journey to identify and build long-term business and investment relationships.

Here follows a brief summary of his activities and profile:

SPEAKER

David is regularly asked to speak in conferences (live and virtual), seminars, workshops and board meetings around the world on a wide range of topics, including 'Future Trends', 'Innovation', 'Leadership', 'Disruption' and 'Globalisation' with a particular focus on Asia and China and their changing role and impact on the global economy.

Having worked on the ground for over 30 years, in a wide range of industry sectors, he has practical examples, case studies and anecdotes to bring his presentations to life, making David an easy choice for companies and entrepreneurs looking to learn about engaging and doing business in Asia.

AUTHOR

As a regular follower of news, business trends and commentary from China, David Thomas is the publisher of China Bites (www.china-bites.com) a daily newsletter in which he shares his take on what's happening in China, and why it matters, plus some of his own views gathered from his daily activities. With a fast growing and active reader base and a strong following amongst business leaders, entrepreneurs and investors around the world who enjoy receiving a short and concise update on China every day.

CONSULTANT

David is the Founder and CEO of Think Global Consulting, a consulting firm which facilitates business and investment between developed and emerging markets, particularly in China. Think Global works with individuals, entrepreneurs and business leaders to build viable, sustainable and powerful connections by leveraging experience, networks and relationships in the Asia Pacific region.

He has worked with businesses of all sizes across many industry sectors to deliver a wide range of cross-border projects and assignments, including research, market entry strategies, capital-raising, joint ventures, business development and facilitating long term commercial relationships.

FACILITATOR

Over the past 20 years, David has led and organised many missions, study tours and business delegations to China and the other “BRIC countries” which, in addition to enhancing his reputation and influence within the Asia Pacific region, has provided him with a unique opportunity to stay ahead of the trends that are redefining business between China and the rest of the world.

Examples of successful activities over many years include:

- BRIC+ Study Tours (2005 to 2010)
- The Australian Mission to the Asian Financial Forum in Hong Kong (2008 to 2016)
- The Citrus Australia China Trade Mission (2013)
- Fitzpatrick's China Study Tour (2018)

LEADER

As a well known speaker, influencer and business leader in the Australia-China investment and trade relationship, David Thomas holds a number of prestigious and high profile appointments, including:

- President of the Australia China SME Association (ACSME)
- Former Vice President of the Australia China Business Council (ACBC) in NSW
- Honorary Adviser to the Australia China Economic Trade and Cultural Association (ACETCA),
- Chairman of Australia China Business Week
- Board Member of the Australia China Friendship and Exchange Association
- Australian Alumni of the inaugural Cheung Kong Graduate School of Business CEO Program
- Australian Thought Leaders Expert of the Year 2009

“Many industries are already disrupted by Chinese consumerism, innovation and aspiration. If business leaders and managers don't develop a new cultural mindset and a China engagement strategy soon, they'll be left behind, just like Apple who have lost market share in China to four local smartphone manufacturers” - David Thomas

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.

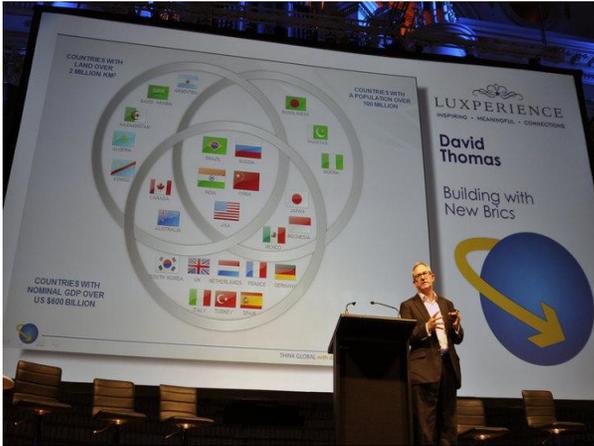
Past speaking engagements include:

- 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

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 Asia 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 making David an easy choice for companies and entrepreneurs looking to learn about engaging and doing business with Asia and China.

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

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

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

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:

- Thies 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

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 – Bringing China to You
- Real Estate Results Network – 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:

- Three Cups of Tea – a 3 step process to building trusted relationships in Asia
- From IQ to EQ to CQ – why all leaders need to develop ‘Cultural Intelligence’ (CQ)
- The Cultural Mirror – practical steps to cross-cultural communications, negotiation and transactions

DIVERSITY



We live in the Asian Century and western organisations face unique challenges, threats and opportunities. With the flow of people, capital and resources from China, India and South East Asia into every corner of our society, now is the time for dynamic, progressive and ambitious organisations to embrace the benefits of diversification.

This includes:

- Boosting creativity, diversity and innovation – fresh perspectives lead to fresh ideas which leads to new revenue streams
- Doing business with Asia – presenting a multicultural ‘face’ to marketing, sales and client relationships
- Increasing productivity and profitability – organisations with cultures that promote diversity, inclusion and collaboration get better results

Keynote Speaker, David Thomas, has lived and worked in Asia Pacific for the past 30 years. He brings unique insights to this topic from his role as an adviser and thought leader to Australian and Asian business leaders seeking to embrace multiculturalism and maximise their opportunities in the region.

In this interactive, challenging and illustrative presentation, you will learn:

- Our place in the Asian Century – past, present and future – opportunities, challenges, risks
- How multi-national organisations have achieved success in Asia via diversification – case studies, anecdotes and stories
- The challenges of implementing diversification in the workplace – on the organisation, team and leadership levels

WHAT CLIENTS SAY ABOUT DAVID...

"David Thomas gave a remote presentation to our members on the topic of "Hong Kong and China" in early 2021 and the level of engagement was fantastic. Feedback from his presentation confirmed that, whilst not everyone agreed with his position on controversial topics, the audience enjoyed listening to him and found his presentation intelligent, very thought-provoking and valuable. We highly recommend David to audiences around the world who need fresh perspectives and observations about China and the Asia Pacific region"

- Richard Milroy, Founder & Executive Director, Private Wealth Network

"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 GLobal 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