

DAVID THOMAS

KEYNOTE TOPICS 2022

Why China? Why Now?

How to capitalise on the historic opportunities of modern China.



- Five Precious Pearls
- Why China? Why Now?
- Three Cups of Tea



FIVE PRECIOUS PEARLS

China Investment Secrets for Savvy Investors

China is the world's second largest economy, committed to economic growth through the expansion of domestic consumption, innovation and high value manufacturing. China offers **unique opportunities for investors** to participate in the growth of some of the world's most innovative and exciting companies.

However, considering the size, scale, growth and potential of China's economy, it's amazing to find that the participation of foreign investors is very low (less than 5% of the local market is owned by foreigners) suggesting that it's time for a new and fresh approach to investing in China, including an objective view and curiosity about what's actually happening on the ground in China, and why it matters.

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China has
the **money**
and the
market

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In his new keynote, “Five Precious Pearls” he answers the questions that are on the minds of anyone thinking about investing in China's future growth story, including:

- The Five Reasons to Invest in China
- How to invest in China: shares v funds, local v international, new economy v old economy, public v private
- What are the risks and how do you manage them?
- Examples of fast-growing, innovative Chinese companies which can only be accessed by investing in China
- How do you get started

So, whatever you think of China's Government, or read in the media about its political system or international reputation, you cannot ignore its economic potential, its robust and stable Government, its commitment to long term 'top down' planning, and its ability to tackle its challenges head on.

WHY CHINA? WHY NOW?

How to capitalise on the historic opportunities of modern China

Launch in China, or put it in the too-hard-basket? You know that China is a massive market with huge growth potential. You've also read all the negative headlines, and heard the politician's divisive statements. So what do you do? Listen to Australia's most experienced China business expert, David Thomas, share with you the secrets of commercial success in China. Today's China.



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Every company
big or small
must have
a China
strategy

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In this engaging and interactive presentation, David reveals the most exciting business opportunity in the world today, why there has never been a better time to capitalise on it, and how you can fast-track your efforts to get started on your own China journey.

Doing business in China is challenging and complex. It's a crowded, noisy and unpredictable environment. But it's also one of the largest and fastest growing economies in the world. You won't want to miss out on claiming your piece of the fastest and largest consumer boom in our lifetime.



THRE CUPS OF TEA

A proven way to build trusted relationships in China

This best-selling presentation reveals the easiest and most powerful ways to build trusted relationships in China, that you and your team can immediately apply to build confidence and mutually valuable connections.

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Build Relationships Not Transactions
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Despite some of China’s significant economic advances in recent times, their approach to doing business remains refreshingly similar to the way they’ve done business over the past one thousand years i.e they only do business with people they know, like and trust.

There are no short cuts. If you want to business in or with the Chinese, it needs to be more than just a transaction. You have to take Three Cups of Tea!



BIO



David Thomas 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. Over the past 20 years, David has inspired, motivated and educated global business leaders, entrepreneurs and investors to pay attention to the massive growth potential offered by modern China as the financial engine of Asia and taken them on a journey to identify and build long-term business and investment relationships.

David lived in Hong Kong in the 1980s and 90s with his father, Michael Thomas QC, who was the Attorney General for Hong Kong (1983-88) and intimately involved in the negotiations between Britain and China to design and implement the new Basic Law of Hong Kong to take effect from 1997. In addition, his step-mother, Baroness Lydia Dunn, was a senior political leader in Hong Kong and worked with Deng Xiaoping and Margaret Thatcher to negotiate the future of Hong Kong under Chinese sovereignty post 1997. These unique insights and high level family connections provided David with a fascinating perspective on China's ambitions for the future which prompted his first visit to Beijing in 1989 and a life-long interest in China's role on the global stage.

David ran his own successful wealth management firm in Hong Kong from 1988 to 1995 before moving to Australia and working with leading financial planning firm, Godfrey Pembroke (1996-8) before joining the Commonwealth Bank of Australia (1999-2001). 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, influence and networks within the Asia Pacific region, has provided him with unique opportunities to stay ahead of the trends that are impacting the wealth management sector in China, Australia and the Asia Pacific region.

Based in Sydney, David is a Keynote Speaker and Thought Leader on Australia's role in the Asian Century, and the author of two books and over 500 blogs on the topic of doing business in China. More at www.davidthomas.asia.



WHERE IS DAVID AVAILABLE TO SPEAK?

David can present live from his office studio (with lights, high quality camera, microphone and green screen) at virtual and hybrid events.

He also travels from Australia to deliver keynote presentations and/or workshops to large or small audiences around the world.

WHAT MAKES DAVID DIFFERENT?

As a China Business Expert, keynote speaker and thought leader, David is a charismatic and warm presenter with a unique ability to demystify a country that has long been hidden to the western world.

CAN DAVID TAILOR HIS PRESENTATION?

David will always aim to tailor his message to meet your specific objectives and to meet the expectations and needs of your audience.



BOOK DAVID NOW FOR YOUR NEXT EVENT!

Newsletter: www.davidthomas.asia/china-invest/blogs/

Email: support@davidthomas.asia

Website: www.davidthomas.asia



David Thomas
China business expert

**CHINA
INVEST**