

Significant Investor Visa

Welcome to the SIVAustralia newsletter

We cover developments in the new Significant Investor Visa (SIV) industry, and provide insights on ultra-high-net-worth global investors interested in Australian opportunities.

Basis Point is the market leader in the SIV sector for business intelligence and industry networking. Our seven SIV seminars and conferences, held in Australia and Hong Kong since December 2012, have attracted 800+ attendees, and generated a database of 4800+ contacts.

We welcome your news and feedback. [Contact us.](#)

Regards, David Chin, Founder & Managing Director, Basis Point

Highlights this month:

- Insights into China's HNW industry this month includes luxury consumption trends in China (post corruption crackdown), plus news on demand for private jets, luxury yachts, racehorses, golf resorts, & luxury cars.
- 255 SIVs have been granted (as at 31 May 2014) with 40 approvals per month over the past two months. There are 1446 expressions of interest, with 928 applications awaiting approval.
- The number of US dollar millionaires in China jumped by a huge 82% last year.
- Alibaba, China's e-commerce giant, is opening doors for premium agri-produce to be sold directly to China's HNW market.
- Opportunities in the liberalization of China's financial markets for Australian firms.
- News on global investment visa programmes, agri-business, Chinese philanthropy and property/casino developments.
- Basis Point's second annual [Significant Investor Visa \(SIV\) conference](#) will be held in on 3 July in Sydney.

Insights into China's HNW industry

A high profile, anti-corruption program that commenced in March 2013 under China's new leadership headed by President Xi Jinping, has sharply cut 'all types of lavish spending,' according to a [report](#) by Singapore's DBS Bank.

The spending downturn has been reflected in the share price of Kweichow Moutai, China's largest listed manufacturer of the premium liquor, which dropped more than 40 percent since President Xi took office. Government officials reportedly accounted for about a third of China's high-end liquor consumption.

Meanwhile, the Chinese Luxury Consumer Survey 2014 by the Hurun Report, found that spending by Chinese HNW fell 15 percent from a year ago, while gift-giving purchases were down by a quarter.

However, "affordable luxury" is on the rise, with DBS noting opportunities at the lower end of the luxury goods range, and in gift category switching, such as switching from ultra-expensive watches to high end (*but lower priced relative to watches*) cosmetics instead.

*

Just 248 private jets are based in China. Another 123 are stationed in Hong Kong, Macau and Taiwan as at the end of last year, according to the Greater China Business Jet Fleet Report, produced by the Asian Sky Group. In comparison, there are more than 15,000 business jets in the US. China now has about 138 civil airports, compared with more than 4,000 in the US.

*

Chinese have outspent Russian buyers in acquiring Manhattan real estate for the first time, according to the China Daily. Real estate brokers reportedly estimate that Chinese buyers are now the largest foreign buyers of Manhattan apartments, outranking Russians, Europeans and South Americans.

2nd Annual

SIV Conference

3rd July,

10:30am—4:50pm, Hilton

Hotel, Grand Ballroom,

Sydney

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Around half of all BMW 7-series flagship models are sold in China, according to Reuters. The luxury passenger vehicle segment in China grew 20 per cent last year, outpacing volume sales growth which rose 14 per cent to reach 21.98 million units according to the China Association of Automobile Manufacturers. BMW Group's sales in China are up 25 per cent in the first quarter 2014.

*

Sotheby's five-day spring auction in Hong Kong achieved sales of HK\$3.42 billion (\$441 million), a 57% increase from the same period last year. Profiles of Asia's top auction houses (including 13 from China) can be seen at BlouinArtInfo.

*

China's equestrian industry has gone from being nearly non-existent 30 years ago to more than 300 clubs and 25 race tracks, according to Reuters citing data from the China Horse Industry Association. However, a ban on gambling is seen as a serious impediment to industry growth (*the growth potential can be seen by the success of the Hong Kong Jockey Club*).

*

The number of Chinese golf courses tripled to more than 600 between 2005 and 2010, according to the Ottawa Citizen. This is despite an official ban on the creation of golf courses since 2004. Developers reportedly bypass the ban by creating sports resorts or "ecological restoration projects."

*

Almost 25 percent of Asia's ultra-high-net-worth individuals in Asia (\$30 million or more in net assets, excluding a primary residence) are considering purchasing another home in the next 12 months, according to China Daily citing a report from Knight Frank and Bank of China International Ltd.

Highlights include:

- Residents of China expressed the highest level of interest, at 31 percent, compared with the global average of 22 percent.
- London, New York, Hong Kong, Singapore, Paris and Sydney will continue to be targeted by property developers to meet this demand.
- Chinese investors have little knowledge of overseas developers. Therefore, they prefer to buy overseas projects that are developed by prominent Chinese developers.
- About 50 percent of ultra-high-net-worth individuals are likely to send their children overseas for higher education. The US, UK and Australia are the top three destinations.

*

Nearly 98 million Chinese tourists travelled abroad last year, making the country the number one source market in the world in terms of international travellers, according to United Nations World Tourism Organisation.

*

China is the world's most important emerging yacht market, according to a report by Research and Markets. The number of leisure boats and yachts in the country is projected to reach 100,000 by 2020 from a mere 3,000 in 2012. The market in 2020 will be worth approximately US\$8 billion.

In 2013, two leading global yacht companies were taken over by Chinese business houses. Dalian Wanda Group acquired control of Sunseeker International, while the Weichai Group acquired a controlling stake in the Ferretti Group.

*

Significant Investor Visa (SIV)

Australia's Significant Investor Visa programme (launched November 2012) is expected to generate \$6 billion in annual inflows to Australian funds and SMEs from ultra-high-net-worth investors, predominantly from Asia.

Overview of SIV

- a) \$5 million investment for four years into 'complying' investments including ASIC regulated managed funds investing in Australian equities, property, fixed income, & infrastructure, AND/OR government bonds/cash, AND/OR operating private businesses.
- b) State governments are initially involved in the selection process and have specific requirements in addition to the Department of Immigration complying investment criteria.
- c) Changing investments is allowed during the visa period. Direct investment in property and exchange listed companies is not permitted.
- d) SIV investors are required to stay in Australia for just 160 days within the four year investment period (ie approx. 40 days per year, in any period combination).
- e) After the initial four year period, the SIV temporary resident can apply for permanent residency. However, the initial 4 year investment period can be extended for up to a further four years, (2x2) if desired.
- f) No age and English language proficiency requirements. National security, character and health checks are required.

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Significant Investor Visa scheme demonstrates appeal

The Australian Government's Significant Investor Visa (SIV) scheme is a fantastic opportunity to attract high net worth investors and business owners to Australia, and contribute to our nation's economic growth.

With more than \$1 billion worth of investment so far and rising fast, the SIV program is certainly demonstrating its appeal.

At NAB Private Wealth, we recognise this opportunity and we're passionate about attracting capital investment and business owners to Australia to invest in jobs, innovation and growth.

We've chosen to locate our SIV offering within our award winning private bank so SIV clients receive a full concierge service – with their own dedicated Private Client Manager, and access to a range of specialists from across the NAB group of companies, including our business bank, which is the largest in the country.

We will work with our clients to create investment portfolios which achieve their personal financial goals, while still compliant with SIV requirements. These may include:

Cash and term deposits

We have a range of cash and term deposit solutions which provide returns consistent with the RBA cash rate.

Bonds

Managed funds that invest in Australian bonds as well as purchase of Queensland, Victorian and NSW government bonds that are SIV compliant.

Australian share funds

We have in excess of 20 investment solutions from leading fund managers fund including Separately Managed Accounts. We can construct a diversified portfolio with style objectives such as value, growth, concentrated, small and emerging companies and equity income.

Depending on tax objectives, your portfolio can be designed to generate relatively low or high dividend income, target franking credits and in relation to capital growth, consideration of volatility and portfolio turnover.

Australian Property funds

We have several options for diversified portfolios of Australian listed property and property related securities.

We also recognise the challenges in moving to a new country, and that's why your NAB Private Client Manager will assist with everything from tax planning, to setting up local bank accounts and even helping families enrol in quality schools and childcare here in Australia.

Christine Yates, Executive General Manager, NAB Private Wealth

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Boston Consulting Group has revealed its latest global wealth report

Highlights related to Asia –top Asian centres plus US within the global top 15,

Country	Number of millionaires	% rise past 12 months
US	7,135	21.4
China	2,378	82.4
Taiwan	329	5.4
Hong Kong	238	3.0
Australia	195	9.5
India	175	6.7

[Source Boston Consulting Group](#) (interestingly, Singapore was not in the world's top 15)

*

Charitable giving by the richest Chinese declined in 2013 for the second year in a row, according to Bloomberg. Facebook founder Mark Zuckerberg alone gave more last year than the top 100 Chinese donors combined. However, it was noted that direct comparisons between US and China's philanthropy are not entirely fair.

The US has developed its philanthropic 'ecosystem,' for more than a century while China's tax policies (unlike those in the US) discourage philanthropy. For example China has no inheritance tax and donations are tax-deductible only if they are made to a limited number of officially approved charities. Several charities in China have been dogged by scandals. And importantly, more than a century ago, critics raised similar concerns about America's robber barons, according to Bloomberg.

*

The *China Spiritual Investments White Paper 2014* has been jointly published by the Industrial Bank and Hurun Report. The report provides insights to the 'spiritual' (health and well-being) of 2.9 million Chinese millionaires (worth US\$1 million+).

Highlights

- Health, travel and education considered most important for Chinese millionaires.
- Over half travelled abroad at least once last year, spending an average of CNY 64,000 (A\$11,000)
- Top 3 hobbies are fine cuisine, travel and sports.
- 30% plan to send their children to study abroad, while only 10% said they would not. 60% stated they will analyze the situation before deciding.
- There are 67,000 Chinese with assets of more than CNY100 million (US\$16 million)

The number and distribution of dollar millionaires in China

Rank	Region	US Dollar Millionaires	National Share (%)	Year on year Increase
1	Beijing	490,000	16.9	15,000
2	Guangdong	486,000	16.8	17,000
3	Shanghai	420,000	14.5	30,000
4	Zhejiang	379,900	13.1	4,900
5	Jiangsu	216,000	7.5	8,000
6	Shandong	111,000	3.8	6,000
7	Fujian	109,000	3.8	2,000
8	Liaoning	79,000	2.7	-1,000
9	Sichuan	71,300	2.5	2,800
10	Tianjin	51,400	1.8	3,900
	Others	486,400	16.8	
	Total	2,900,000	100	

Source: Hurun Research Institute

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Our philosophy is a simple one. Establish a trusted partnership with our clients by providing a direct, personal, one-on-one service that larger, more cumbersome entities cannot match.

Reflect passion and enthusiasm in all aspects of our operations to ensure positive results for our clients and align ourselves with their success.



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- Custody
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China's capital markets liberalization provides opportunities for Australian joint ventures

China's continuing capital markets liberalisation is providing opportunities for Australian financial firms to leverage their IP capabilities. Recent developments include;

- China's securities market regulator has released guidelines that encourage China's securities brokerages to mature into investment banks. The guidelines seek to have securities firms expand into asset management; proprietary trading; private equity, derivatives, cross-border and financial advisory amongst other businesses.
- The guidelines also encourage securities firms (there are 114 securities firms in China at various levels of capitalisation and proficiency) to "go out" (into the world), eg set a subsidiary in Hong Kong, Macau, Taiwan and other overseas markets through new ventures and mergers and acquisitions.
- China has about 700 privately run funds managing an estimated 300 billion yuan (\$48 billion), according to Reuters citing data from Chinese research firm Z-Ben Advisors. (Suggesting just *US\$68 million in assets per fund*) Anecdotes indicate many funds are backed by wealthy individuals and maintain a low profile with fund marketing via word of mouth. They invest in a wide range of markets, from private equity to property to stocks and futures.
- Chicago-based Citadel LLC has become the first international hedge fund to raise money from HNW Chinese under the trial Qualified Domestic Limited Partner (QDLP) Program. The program allowed six foreign hedge funds approved in September 2012, to each raise US\$50 million (in yuan) from HNW Chinese to invest offshore via their fund products.
- Five new banks are being established in China by private enterprises for the first time in nearly two decades, according to the China Daily. Alibaba Group and Tencent Holdings, both are dominant Chinese internet commerce companies, are behind two of the banks, according to local media. Both firms have aggressively rolled out wealth management products online.

Agribusiness and Chinese HNW

More HNW Australians are seeking opportunities in agri-business to capture Chinese opportunities.

- Andrew Forrest (via his private investment company Minderoo) has bought Western Australia's biggest beef producer, Harvey Beef, in a deal worth more than \$30 million. Harvey Beef is WA's only accredited exporter of beef to China. Forrest bought two Pilbara cattle stations for \$4.5 million earlier this year, according to the Australian.
- Another WA firm, the family owned Craig Mostyn Group, had also bid for Harvey Beef.
- MH Premium Farms has bought a Southern Queensland property to increase its Australian acreage to a reported 70,000ha. MH is an agri-business investment vehicle established in 2007 by London-based expatriate Australian Sir Michael Hintze, founder of hedge fund firm CQS

*

An unnamed Chinese company is in talks with the WA government to build a flour mill near Perth to make premium noodles for Chinese children, according to the Countryman. The move is to take advantage of Australia's clean and green reputation in China and a demand for safe quality food from China's rising middle class and HNW consumer market.

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Engaging high net-worth SIV clients is about the *co-creation* of value by Australian service providers. Services to SIV applicants must be based a collaborative model where the sharing of information is paramount. SIV clients need to receive a premium service based on a '*multiple value production*' by Australian providers

"The spotlight that used to shine on sole creation of value now shines on co-creation of value" (COLLABORATION: IT'S ALL ABOUT CREATING VALUE - Harvard University, JFK School of Government and Politics 2014)

SIV services must first be about the creation of a specialist collaborative group, representing a flow of information and sharing between each of the service providers within that group, and on equal footing. This approach ensures SIV clients receive expert information across the many aspects of their move to Australia not just visa advice. Armed with an arsenal of tailored information, SIV applicants can make an informed and confident decision based on facts and relevant data unique to their situation. A collaborative approach streamlines the application process and avoids SIV clients slowing down their decision as a result of being 'left wanting'. SIV clients need to feel secure with the process. If SIV applicants lack information about important aspects of their intended move, such as specialist advice on taxation, pension transfers, immigration advice and so on, then they will be more likely to hesitate taking the final step to proceed

For the SIV client to achieve maximum value, and for Australia to attract and encourage further significant investment, providers in this space need to be looking at bilateral parallel exchange ("dual creation") with conjoined resources. There is no benefit in a Registered Migration Agent providing a unilateral flow of visa information without also providing the client with simultaneous advice from essential service providers. If the directional flow of information comes from only one source, the client is receiving information re SIV based on 'sole creation'. Sole creation as a method of engagement is the least beneficial to the creation of real value for the investor and is therefore least likely to end in a deal.

" There is always some element of sole creation, but the greater the preponderance of co-creation, the greater the potential for value generation"(Creating Value in Non-profit-Business Collaborations - New Thinking and Practice, James E Austin and M. May Seitanidi, JOSSEY BASS 2014)

Australia is an attractive destination for SIV applicants. Tap into the SIV market via the breadth and depth of Migration Alliance's [collaborative group](#)

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Open sesame - Alibaba gives Aust agri-businesses access to China's HNW

Chinese high-end consumers recently ordered New Zealand abalone, mussels and oysters online in a joint promotion between New Zealand Trade and Enterprise (NZTE) and China's most popular online shopping platform, Tmall.com (part of Chinese e-commerce giant Alibaba).

The promotion followed a similar Alaskan seafood promotion last year, which sold 50 tonnes of seafood, and a more recent US pork promotion, also via Tmall.

What started as an experiment last year to organise country-specific premium food promotions directly to consumers in China has grown into a 'multi-country buffet', according to Tmall. Chilean blueberries and king crabs, NZ lamb and kiwifruit, Canadian lobsters, Taiwanese custard apples, and 168 tonnes of US cherries (sold within 2 weeks) have all been promoted.

Agri-business producers around the world are banking on their 'clean' image to sell directly to Chinese consumers saving on distribution and shelf space costs in Chinese supermarkets. Government agencies such as NZTE and the USDA Agricultural Trade Office in Shanghai have been in negotiations with Tmall.

Alibaba (owner of Tmall) is currently working with Australia Post to establish a logistics capability to enable Australian SMEs to sell directly to Chinese consumers. Details are yet to be released.

Alibaba has been described as a mix of eBay, Amazon, and PayPal, with Google elements thrown in. The firm runs Taobao, a no-fee (advertising driven) online bazaar, with about 760 million products offered from seven million sellers.

Tmall has around 70,000 larger (including international) merchants, operating an e-bay style model. Taobao and Tmall reported one trillion yuan (A\$171 billion) in transactions in 2012, and account for more than half of all parcel deliveries in China, according to Alibaba.

JD.com Inc is China's second-largest e-commerce firm. It counts Tencent Holdings, with its popular WeChat mobile-messaging application, as a 15% stakeholder.

HNW visa developments globally

Reforms to the UK government's investor visa scheme are being proposed. Prof Sir David Metcalf, chairman of the Home Office's migration advisory committee (MAC), told The Daily Telegraph (UK) that investments under the scheme (£1m) should be directed towards fledgling companies or infrastructure projects.

Almost 1,600 investor visas were granted to HNW individuals and their dependants in the 12 months to the end of September. The scheme is particularly popular among Russian and Chinese millionaires, according to the paper.

*

Chinese interest in gaining the US EB-5 visa (US\$500,000 - \$1 million investment required depending on US location) has surged, according to CNNMoney.

Chinese nationals account for more than 80% of the EB-5 visas issued, compared to just 13% a decade ago, the report said. The EB-5 program is limited to 10,000 visas per year, (including spouse and children) with 7,000 applications pending, noted CNNMoney.

*

No news yet on Canada's plans to reintroduce its investor immigration programme (see Basis Point's [previous SIV newsletter](#)) which it shut earlier this year. Meanwhile, some 1300 Chinese applicants to the Canadian visa are reportedly suing the Canadian government for losses relating to the visa programme closure.

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SIV Thought Leadership Points

The significant investor visa (SIV) was launched in Australia in November 2012.

As at 31 May 2014 the statistics were as follows.

Significant Investor Visa: Key Indicators (24 November 2012- 31 May 2014)	
EOIs submitted	1446
Invitations issued	1145
Primary applications lodged	928
Applicants from China (%)	90.4
Primary visas granted	255
Grants to Chinese nationals (%)	85.5
Applications on hand (31 May 2014)	564
Complying Investments (CI) (\$million)	1275
Proposed CIs (\$million)	2820

Significant Investor Visa: State/territory distribution (24 Nov 2012 – 31 May 2014)				
STATE	EOIs	Invitations	Applications	Grants
ANY	32	na	na	na
ACT	4			
NSW	483	370	321	92
NT	1	0		
QLD	85	67	52	19
SA	38	33	21	7
TAS	3	1	1	
VIC	749	633	500	124
WA	51	41	33	13
total	1446	1145	928	255

The key things to keep in mind in applying for an SIV are as follows:

1. having a clean source of funds for the AUD5 million
2. being able to show how the money has been legally transferred to Australia
3. thinking about the right complying way to invest the AUD5 million
4. thinking about who the primary applicant should be and who the secondary applicants should be. This is often driven by tax and who will be spending the most time in Australia.

The SIV so far has strong political support and little or no adverse reaction and so is likely to be available for a long time.

The range of permitted investments is currently under review but any changes will not be retrospective so there is a high degree of certainty in relation to the making of investments.



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Dated 16th June 2014

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Chinese property developments

More than \$8.1 billion worth of Australian CBD office buildings changed hands in 2013, according to Colliers International's latest CBD Office Research & Forecast Report.

However, China accounted for just \$580 million of CBD office property purchases in 2013. Most of the transactions were private Chinese investors purchasing secondary CBD office buildings in Sydney and Melbourne.

*

The Queensland government has shortlisted four (out of 12) bidders for its three casino licences on offer, according to [Reuters](#).

They are:

- Far East Consortium/Chow Tai Fook Enterprises, controlled by Hong Kong billionaire Cheng Yu-tung,
- Greenland Group, a Chinese state-owned real estate developer.
- Crown Resorts Ltd, and
- Echo Entertainment Group Ltd

The shortlisted companies must submit fully developed proposals by late 2014 with the winner to be announced in early 2015.

*

Meanwhile, Aquis Casino Acquisitions (run by Hong Kong billionaire Tony Fung and his son Justin Fung) is now seek planning and environmental approvals to build an A\$8 billion casino near Cairns, while ASF China Property Consortium is seeking to build a A\$7.5 billion casino and cruise ship terminal at the Gold Coast, according to Reuters.

Significant Investor Visa (SIV) conference 3 July, Sydney

China's ultra-high-net-worth (UHNW) investors are coming to Australia, and are creating new opportunities for the nation's capital, property and SME markets.

Uncover these opportunities at **Basis Point's 2nd Annual Significant Investor Visa conference – Thursday 3 July**, Grand Ballroom of the Hilton Hotel, Sydney, 10.30am to 4.50pm, \$388 plus GST.

Unlike Australia-China business dealings of previous decades (*where mostly giant Chinese State-Owned Enterprises dealt with Australian resources conglomerates*), this new wave of Chinese investment represents more individualised opportunities.

We are also witnessing the rise of the Australia [comprador](#), (a reversal of China/Western history) in connecting Chinese UHNW to Australian investment and business opportunities.

This SIV conference will discuss the mission-critical topics central to the success of the Significant Investor Visa (SIV) program, provide insights into the Chinese UHNW, and offer a networking platform for industry players and investors' representatives/compradors. It will be Australia's largest SIV event. (Last year, our first SIV event attracted 310 delegates)

Panellists (see below) include;

- an expert in Macau casinos and the Chinese high-rollers... and a unique distribution network for SIV providers from this sector
- a well-known (*amongst Chinese UHNW in Australia*) luxury property advisor;
- an SIV applicant (*on behalf of a relative in China who has 20+ friends waiting to also apply*);
- a venture capitalist who has significant success in attracting SIV capital into his fund.

To register, please click [here](#). For more information, please visit www.basispoint.com.au

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The event is sponsored by:

One Investment Group; NAB Private Wealth (Platinum)

Migration Alliance: Baker & McKenzie (Gold)

Moore Stephens; Altair Asset Management; ACB Newsonline (Silver)

Agenda

10:30am— Coffee & Registration

11.00am— Opening remarks. NAB Private Wealth

11.15am— SIV Opportunities

David Chin, Managing Director, Basis Point

11.45am— Panel Discussion 1: Reaching Chinese/Asian High Net Worth investors

1. *Identifying & building relationships with distribution channels, (we have found one channel that has never been discussed)*
2. *Rise of the Australian comprador and their increasing importance*
3. *Why Asian based private bankers/wealth managers need Australian SIV investments (more than you think)*
4. *Insights into China's UHNW's trading appetite into global markets*

12.30pm— Lunch (buffet): Hilton Hotel, Grand Ballroom

1.40pm — Panel Discussion 2: Insights on Asian HNW as they apply to Australia's SIV. The "SIV Journey"

1. *Getting the funds into Australia, tax issues and other considerations. What gaps in the market exist?*
2. *How Chinese HNW select service providers*
3. *Dealing with expectations*
4. *How are investors viewing portfolio allocation and how has this changed over the past year?*
5. *Catalysts for coming to Australia – what are the drivers and reasons for seeking an Australian SIV and will this escalate?*

2.20pm — Panel Discussion 3: SIV Investment Products & Trends in Next 12 Months

1. *Investment and risk appetites of the HNW*
2. *Range of investments discussed –e.g. property, equity/bond funds, SME/PE structures, agribusiness/environmental investments. "Beyond bonds"?*
3. *Sharing and transfer of IP from Australia to China –opportunities*
4. *How is migrant banking and financial services in Australia developing? What products and services are evolving?*
5. *What are the key challenges facing the industry and how are these being overcome?*

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3.00pm - Panel Discussion 4: Where Are We Now? Where Are We Going in 2015?

1. *Competition to SIV from other countries*
2. *Why China HNW migration to Australia could increase substantially?*
3. *Department of Immigration issues/approval process*
4. *What more can be done with respect to education and dissemination of information?*
5. *Impact of SIV and China's HNW on Australia's urban landscape*

3.40 - Closing Remarks. Justin Epstein, Executive Director, One Investment Group

3.50 - 4.50 – Cocktails, canapés and afternoon tea

* Agenda subject to change

Panellists

1. **Betty Yuan**, will provide a first-hand insights on pursuing citizenship through SIV for her Chinese family members.
2. **Monika Tu**, Black Diamondz Property Concierge, a leading facilitator between sellers and buyers of prestige property, will discuss the emergence of the Chinese UHNW in Australian high-end real estate.
3. **James Tong**, Executive Chairman of Secvest Capital Group, a leading provider of SIV funds, will provide insights on investment transactions between Australia and China.
4. **Tim Cheung**, Head of Research and Co-owner of Morpich Asset Management, is an expert on the Macau casino industry having previously run casino focused mandates for US institutional investors. He will share insights in the Chinese high-roller segment and will discuss a unique potential distribution channel for Australian SIV providers.
5. **Andy Woodhouse**, Managing Director, Asia Pacific, Real Time Systems will share insights on the HNW Chinese who trade global markets directly. Two global banks and a Chinese UHNW trader recently exceeded speculative position limits on US agricultural futures contracts...an indication of the large trading appetite of Chinese UHNW.
6. **Stephen Hart**, Marketing & Distribution Manager, NSW Treasury Corporation will talk about developments with NSW Waratah Bonds and the SIV.
7. **Lindsey Cox**, Senior Manager, Policy and Migration Services, Innovation and Industry Policy, NSW Trade & Investment; will provides valuable insights and perspectives having oversight of the operational area that nominates skilled and business migrants for Australian Visas.
8. **Boyd Peters**, National Distribution Manager, Contango Asset Management, will share his experiences in the distribution of SIV product in China and what SIV investors are seeking.
9. **John Findley**, General Manager Shanghai Resources, having lived in China from time to time over 30 years, will give business and migration insights into the Chinese HNW market.
10. **Prini Acharrie**, Director, Migrant Banking, NAB Private Wealth, will open the SIV conference and will provide a high level insight into the SIV and wealth management industry.

2nd Annual SIV Conference

3rd July,
10:30am—4:50pm, Hilton
Hotel, Grand Ballroom,
Sydney
See page 10 for details

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11. **Justin Epstein**, Executive Director, One Investment Group, will close the SIV conference and will provide insights as a leading SIV fund responsible entity, trustee and administrator.
12. **Bill Fuggle**, Partner, Baker & McKenzie, will provide SIV anecdotes from a legal perspective by one of Australia's most respected law firms and industry proponents.
13. **Liana Allan**, Founder of the Migration Alliance will provide insights into the SIV industry from a migration agent's perspective.
14. **Philip Parker**, Chairman and CEO of Altair Asset Management will give discuss the development of a boutique funds management business and its SIV opportunities.
15. **Stacey Martin**, Senior Wealth Adviser & Asia Ambassador, NAB Private Wealth, will provide anecdotes from her frequent dialogue with Chinese HNW and the private wealth industry.
16. **Allan Mortel**, Partner, Moore Stephens, will offer tax and fund structuring insights for the SIV industry.
17. **Chris Levingston**, Christopher Levingston & Associates, will share insights on a migration agent's view of the SIV programme and alternative pathways to migration.
18. **Chris Johnson**, CEO Urban Taskforce, (invited) will discuss the trend for China's property developers to follow the migration of Chinese HNW to Australia thus changing the urban landscape.
19. **David Chin**, Founder, Basis Point, will give an overview of the SIV industry based on his in-depth research and analysis since inception in November 2012.
20. **Jessica Bell**, Head of SIV Business Development, PhillipCapital, will discuss the expansion into SIV opportunities by PhillipCapital a Singapore headquartered financial institution which has brokerage and wealth management businesses in Australia.

Cost

Early-bird. Before COB 20 June 2014. \$388 per delegate plus GST
21 June onwards. \$420 per delegate plus GST.

To register, please click [here](http://www.basispoint.com.au). For more information, please visit www.basispoint.com.au

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About Us

Basis Point Consulting (founded in 1996) provides business & marketing intelligence on the financial & investment markets in Australia & Asia.

Our clients and sponsors include exchanges in Europe, the US and Asia, prime brokers, private banks, fund trustees & administrators, and legal & accountancy firms. They use a combination of our bespoke intelligence reports, directories and targeted networking events to better connect with their clients in order to capture business opportunities.

Basis Point has also established itself as the leading information and networking portal for Australia's recently launched Significant Investor Visa (SIV) program. More than 800 executives have attended seven conferences and seminars in Sydney, Melbourne and Hong Kong since the SIV program started in November 2012.

David Chin, is also the editor and publisher of:

- [Hedge Funds Industry Report](#)
- [Investment Management Industry Report](#)
- [Alternative Investments Report](#)
- [Australian Investment Managers Directory](#)

And is consulting News Editor for Triple A Partners' ["Australian Hedge"](#) (covering the hedge funds industry)

And Author, [Thy Fiefdom Comes](#), a fantasy/science fiction novel

He was previously Head of Marketing at Sydney Futures Exchange (SFE) from 1990-1996

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Australian Investment Managers Directory 2013



Highlights:

- 209 firms control \$279 billion in FUM
- 148 independent managers (mostly long-only, benchmark-unaware) with \$235 billion FUM
- 61 hedge funds with \$44 billion FUM
- \$85 billion (41% of sector AUM) allocated to global equities, global fixed income and CTAs/global macro.
- The 76-page (hard-copy only) directory has 35 pages profiling each of the 209 management firms.
- Plus details on 42 service providers (brokers, fund admin, operational, software/data/IT, business services) and global managers marketing into Australia.
- Plus 10 pages of qualitative and quantitative analysis on Australian institutional and HNW investors

The directory is available for **A\$495**.

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