

What's included?

- Up to 3 introductions to potential business partners with confirmed business interest.
- A service report of local industry information.
- Contact details and company profile of the selected potential partners.
- One year Individual AustCham membership subscription.



What to expect?

- The entire application process takes approximately 4 weeks. Application will be reviewed and assessed by our Business Matching specialists.
- A weekly status update about your application.
- Applications are subject to approval prior to commencement. Approvals process is based on suitability of the applications and industry specific request.



CONNECT | ENGAGE | REPRESENT

For service rate and a copy of the Business Matching application form, contact Vicentia Lee, Business Matching Manager, on +852 2522 5054 or via email on vicentia.lee@austcham.com.hk

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AUSTCHAM
HONG KONG & MACAU

A MEMBER OF AUSTCHAM GREATER CHINA

Business Matching Service

Business Matching Service

Want to do business in Hong Kong?

The Australian Chamber of Commerce (AustCham) Hong Kong and Macau has been connecting hundreds of Australian companies and individuals commencing, expanding or diversifying their business interest in the Pearl River Delta Region.

AustCham Business Matching Service can help you connect to the right business partners in Hong Kong, whether you are looking to:

- expand or set up a company in Hong Kong;
- find distributors or resellers for your products or services; or
- source products from Greater China.

AustCham's Business Matching Service is a tailored approach aimed at Australian companies or individuals who are ready to make the move into Greater China but seek general as well as specific industry knowledge.



Matching

Why AustCham?

- AustCham has been facilitating business development and networking opportunities for its members for over 27 years.
- AustCham members represent all the major industries – banking, legal, accounting, IT and financial services, construction and infrastructure, hospitality, tourism, trading and manufacturing.
- AustCham has grown to over 1,500 members and now represents more than 500 Australian and local companies.

How does it work?

The program requires completion of a standard application form, followed by an interview with our Business Matching specialists to ensure we understand what your business does and your requirements. We will identify potential partners via our extensive networks and database and make contact with them to confirm business interests. Once we receive confirmation of business interest we will connect you to the potential business partners.

ENQUIRY
Application form

1

INTERVIEW
Understand your business
and requirements

2

ENGAGEMENT
Confirm business interest and capability

3

CONNECT
Introduce you to potential partner and
provide service report

4