



CHINA LUNCH ROOM
SHARING THE BENEFITS OF BUSINESS IN CHINA
PRESENTS INDIA

About the Speakers

CHINA LUNCH ROOM PRESENTS INDIA
Riding the Indian Tiger:
Why India matters so much to Australian Businesses

September 25, 2009
St George Leagues Club



St George & Sutherland Shire



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About the Speakers

David Thomas

Speaker, Entrepreneur, Facilitator and Global Networker.

David Thomas, CEO of Think Global Consulting has been speaking with authority, experience and passion on global hotspots, offshore business opportunities and economic trends for over 20 years. As a co-founder and Director of the BRIC+ Program, David educates his audience on the importance of the “BRIC Countries” (Brazil, Russia, India and China) and other emerging markets and highlights opportunities for export, investment and overseas business development.

He is a regular speaker at CPA, TEC, FPA, CIPSA, ACBC, FINISIA, ASFA and Australian Institute of Export events and conferences and recently presented the opening keynote at the China Australia Business Congress 2009.

David consults to organisations of all sizes that seek to create viable, profitable and sustainable businesses in offshore markets by:

- Advising on market entry, business development and export opportunities in emerging markets.
- Providing mentoring support, advice and ideas during the market entry process.
- Facilitating powerful introductions by leveraging a unique and long established network of contacts, connections and friends from around the world.
- Training business leaders on cross cultural exchange, global trade and market entry strategies.
- Leading business delegations, missions, launches, study tours and leadership programs to selected countries around the world – notably the BRIC countries.



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About the Speakers

Khimji Vaghjiani

Professional Highlights:

Khimji Vaghjiani – CEO of Solar-Gem is an I.T executive with over 20 years in R&D, technology management & commercialisation within BFI, telecommunications, manufacturing and R&D, combined with 5 years as Director of a \$100m industry/academia/government technology centre. Khimji ran a Corporate Venture capital unit with Westpac wherein he would conduct technology due diligence, and full compatibility of SME within Westpac. Khimji also set up the Emerging Technology Unit at Westpac in 2003 for the new Westpac building. Founder of TiE-Sydney. Consultant to BankTech-India.

Khimji has worked in the UK for Siemens before coming to Australia in 1994 where he worked for Aristocrat, Keycorp, and Telstra before Westpac.

Client Experience:

Sales of software solutions and consulting to a number of businesses wishing to enter the Indian market. Khimji's executive level contacts in organisations and government both locally and overseas is an invaluable asset which can be leveraged for future business opportunities.

Khimji has also managed as a Project Director large scale business and infrastructure projects with responsibility for planning, budgets, and resourcing at a number of organisations. Currently a strategic advisor to a number of SME's – start up business development.

Assoc. Director Asean Focus Group – M&A across APEC
Director PCS Technology – Software solutions
Director IMIA –e-learning business

Affiliations:

Khimji holds a BEng(Hons), a member of the British Engineering Council, Master of Business Administration, Master of Technology Commercialization, Phd (Current at UNSW) in banking innovation - comparative study Aus-India. Judge on a number of high profile commercial, federal and state government technology awards.



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About the Speakers

Jean Marc Lajoie

Professional Highlights:

Jean-Marc Lajoie – Manager Exports & International Sales, Gloria Jean's Coffees International, with over 4 years in this position

A total of 30 years experience overall in International Trade, first 22 years working within the structure of the Banking fraternity, National Australia Bank and the Advance Bank. Then "jumped the fence" in the year 2000 to work in a number of private commercial companies, cumulating with currently holding the position of Export Manager with Gloria Jean's Coffees International.

In 2005, the Australian Master Franchise successfully took over the world global rights of the Gloria Jean's Coffees brand from the United States 'parent'. At that point, Jean-Marc joined the company to :-

- Establish Export Department
- Create a structure and Export process to enable the supply of goods from Australia to all existing Master Franchise Partners (MFP) globally
- Create internal procedures to support the Export business, ensure the involvement of AQIS and ACCI, ensure all shipping and customs documentation requirements are in place to meet market approval and entry.
- Assisting the MFP markets for their 'import' of our goods through their customs channel
- Reviewed all costs and risks associated with each sale
- Implemented credit facilities

Today, in September' 2009, the Export Department successfully trades our brand to 35 MFPs, later this year; we will have new MFPs in Cambodia and Lebanon.

