

2021 SMALL BUSINESS SHOWCASE & NETWORKING EVENING

THURSDAY 16 SEPTEMBER 2021

With the generous support of our **Patron Member** :



Brian LORIGAN
President,
FACCI Queensland Chapter







Maree Adshead
Queensland Small
Business Commissioner



FACCI Small Business Showcase

16 September 2021

Queensland
Small Business
Commissioner



Queensland
Government

Initially established as a COVID emergency response
now being transitioned into a *permanent service* for small business

- **Who we help:**

- small businesses across all of Queensland

- **What we do:**

- Assistance

- provide information and advisory services to small businesses
- dispute assistance (commercial tenancy matters) which includes free mediations

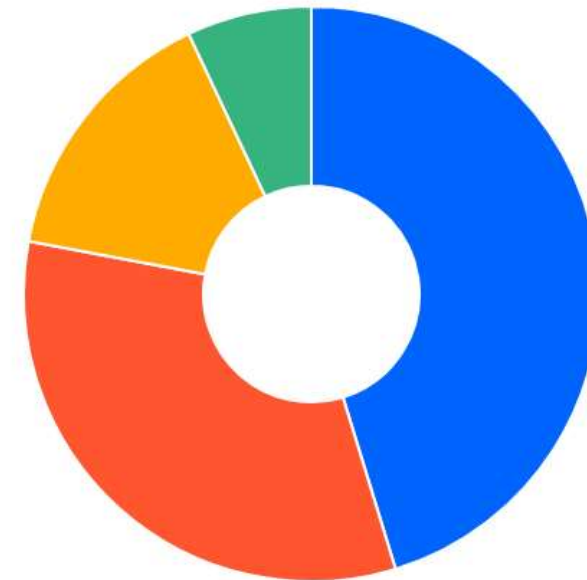
- Advocacy

- advocate for Queensland small businesses inside Qld Government, but also other levels of government
- act as an interface between small business and government
- collaborate efforts with industry bodies, chambers, associations and business networks
- Small Business Friendly Council initiative

- **5,630 contacts since July 2021**
- Dispute cases
 - **65%** initiated by tenants
 - **35%** initiated by landlords
- **503** mediation conferences delivered, more booked for September
- **421** outreach activities delivered / scheduled
- **82,958** unique web page views

As at 9 September 2021

QSBC - Total activities by type



Issue Type

Total Issues: 2697

■ QSBC Enquiry	1221
■ QSBC Dispute	881
■ QSBC Outreach	406
■ QSBC Advocacy	189



The Small Business Friendly Council (SBFC) initiative

- For Councils that value their small businesses and want to foster vibrant and prosperous small businesses in their region
- Unifies Council small business support and activities
- Peer to peer experience exchange to inspire, learn and fast track great ideas to benefit small business

15 councils have signed the SBFC charter to date



The SBFC Family

Queensland Small Business Commissioner



Its an information tsunami! So, we have handpicked the good stuff and sorted it according to relevance to small business:

- Grants, loans and rebates
- Services (free or almost free)
- Health and wellbeing
- For employers
- Training and skills
- Resources and tools

Access the document here!



A joint Queensland and Australian Government support package has been announced. It expands on support for eligible small and medium businesses and large tourism and hospitality businesses.

Tiered payments: Based on payroll size, eligible businesses will be able to receive payments of \$10,000 - \$30,000

- Applications opened on 16th of August and will remain open for 3 months
- This grant can be used for business expenses
- Non-for-profit organisations can apply
- Look at the [eligibility criteria](#) and [FAQ's](#) here

Grant Type					
Eligibility Criterion		Covid-19 Business Support Grant ("Lockdown Grant")	Border Zone Business Support		Tourism & Hospitality Sector Hardship Program
			Covid-19 Business Support Grants Extension	COVID-19 Border Business Zone Hardship Grant	
	Location	All of QLD	QLD & NSW Border Towns only (Coolangatta, Currumbin–Tugun, and Currumbin Waters, Wallangarra, Goondiwindi and Mungindi)		All of QLD
	Amount	<ul style="list-style-type: none"> ✓ \$1,000 (Sole Trader) ✓ \$10,000 – 30,000 	<ul style="list-style-type: none"> ✓ \$1,000 (Sole Trader) ✓ \$10,000 - \$30,000 	<ul style="list-style-type: none"> ✓ \$1,000 (Sole Trader) ✓ \$5,000 	<ul style="list-style-type: none"> ✓ \$15,000 - \$50,000
	Business Type	<ul style="list-style-type: none"> ➤ Non-employed sole traders ➤ Small, Medium & Large business 	<ul style="list-style-type: none"> ➤ Non-employed sole traders ➤ Small, Medium & Large business 		<ul style="list-style-type: none"> ➤ Small, Medium & Large business
	Period	<ul style="list-style-type: none"> ✓ 31/07/21 - 08/08/21 ✓ 08/08/21 - 11/08/2021 	<ul style="list-style-type: none"> ✓ 14/08/2021 - Border restrictions are lifted 	<ul style="list-style-type: none"> ✓ 14/08/21 - until or longer than 14/10/21 	TBC
	Pre-requisites	<ul style="list-style-type: none"> ➤ 30% drop in turn-over during lockdown period only 	<ul style="list-style-type: none"> ➤ 30% drop in turn-over ➤ Must not have previously received the Covid-19 Business Support Grant 		<ul style="list-style-type: none"> ➤ 70% drop in turn-over as a result of travel restrictions and interstate lockdowns ➤ Register your interest via email tourism@dtis.qld.gov.au
	Further Info	Link			Link




- A \$1000 grant is available to non-employing sole traders affected by COVID-19 lockdowns in August 2021.
- This is a one-off grant, and you must meet the eligibility criteria at the time of making your application.
- If you have received the COVID-19 disaster payment you will not be able to apply for this grant.
- Look at the [eligibility criteria](#) and [FAQ's](#) here

Phone **1300 312 344**

Website **www.business.qld.gov.au/qsbc**



Socials **#avoiceforsmallbiz**

   @qsbccommissioner

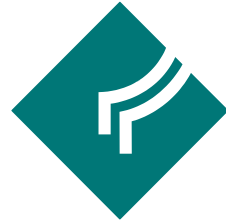
Quick help **Small business help & support flyer**





Simon CHUN
Partner,
Pitcher Partners





PITCHER PARTNERS
ACCOUNTANTS • AUDITORS • ADVISORS

What has happened since our last Small Business Showcase?

September 2021

Simon Chun – Partner – Tax Consulting



In previous sessions we examined:

1. Introduction to Pitcher Partners – From an acorn to an oak tree
2. Tax structures to enhance private wealth creation and migration flexibility – those who may wish to retire overseas
3. Effective world-wide tax rate planning using corporate entity and trusts
4. US, China, EU trading landscape

A quick recap on where we left it in our last Small Business Showcase...

Back in September 2019...

Focus on
US Domestic
Investment has also
led to a...

专注美国境内投资的同时也带来了.....

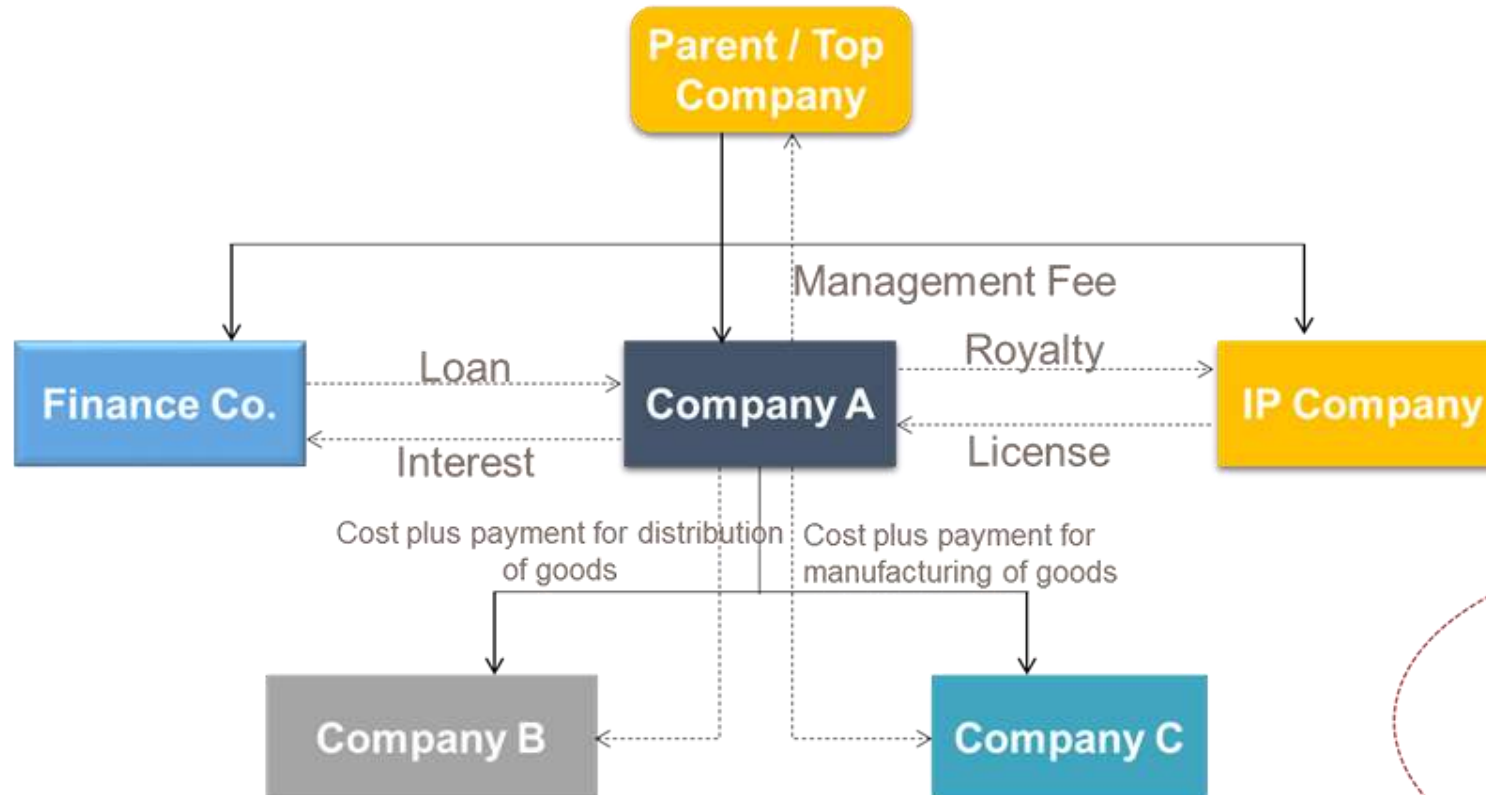
**Could this be Tax
Related?**

贸易战

TRADE WAR



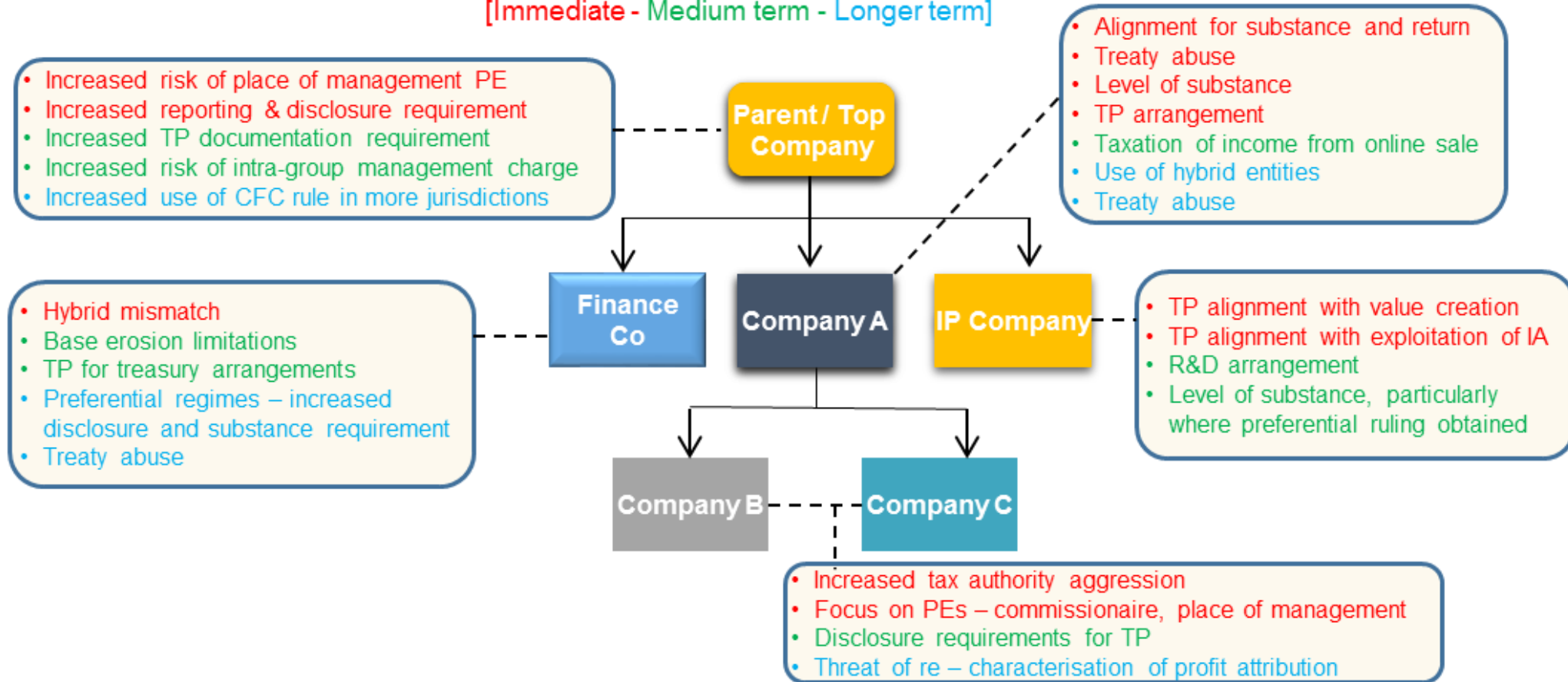
Business Model of a Typical MNC Structure



A "brilliant" tax structure in a pre-BEPS World.....

The OECD and rest of the world's response to the taxation headaches...

And likely post BEPS impact.....
 [Immediate - Medium term - Longer term]





A different response...

A slightly less sophisticated and well thought out approach...



Since September 2019...

“Stable Genius” left the Whitehouse

Covid19

To fund Covid19 relief – there is now tax cash-grab happening around the world by Governments

Taxation of Digital Economy – a bit of all too hard...

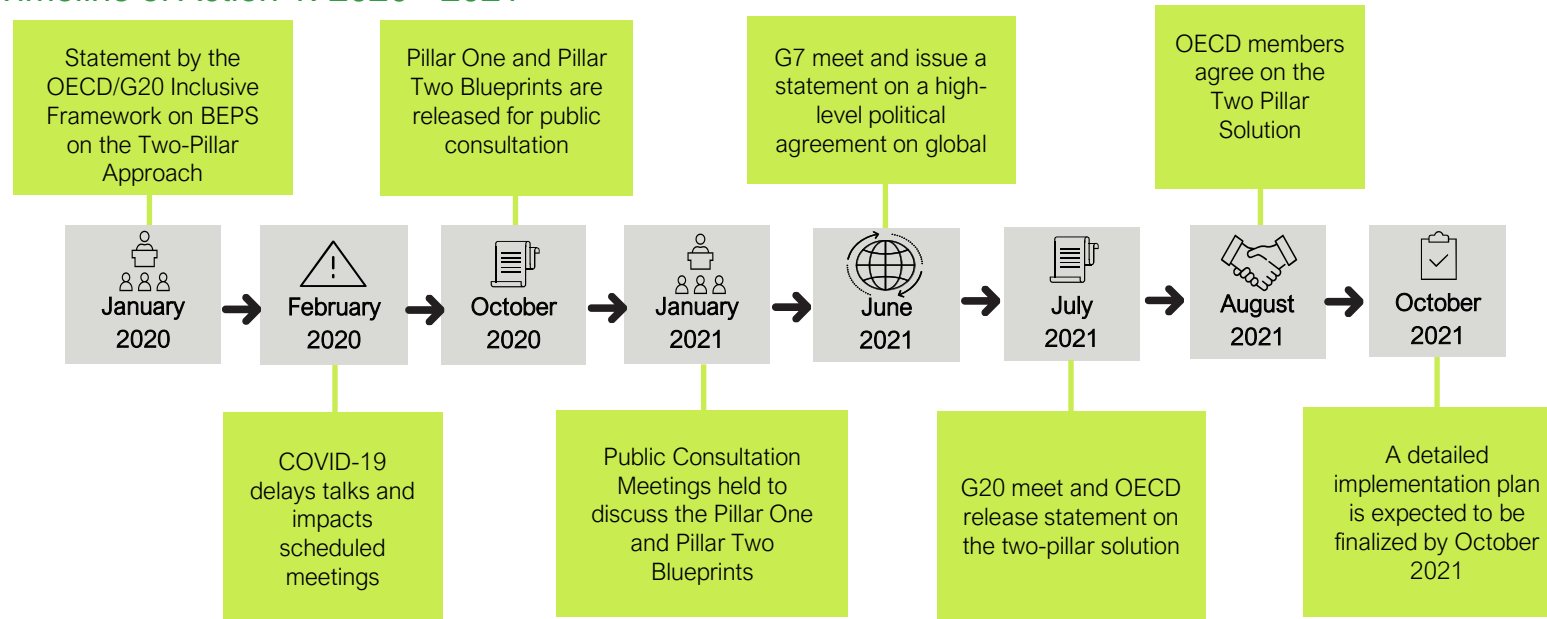
OECD shifts toward an overall 15% effective tax rate approach



1.2 Background to Pillar One and Pillar Two

1. BACKGROUND TO BEPS ACTION 1 - DIGITALISATION

Timeline of Action 1: 2020 - 2021





1.2 Background to Pillar One and Pillar Two

1. BACKGROUND TO BEPS ACTION 1 - DIGITALISATION

On 1 July 2021, the OECD delivered a Statement on a revised Two-Pillar solution:

- **Pillar One – Re-allocation of profit and revised nexus rules:** Pillar One distributes profits and taxing rights among countries with a focus on the largest MNEs, including but not limited to digital companies. It re-allocates some taxing rights over MNEs to the markets where they have business activities and earn profits, regardless of whether firms have a physical presence there.
- **Pillar Two – Global anti-base erosion (“GloBE”) mechanism:** Pillar Two seeks to put a floor on competition over corporate income tax, through the introduction of a global minimum corporate tax rate that countries can use to protect their tax bases. The global minimum corporate income tax rate under Pillar Two is at least 15%.



4.2 Analysing Pillar One's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

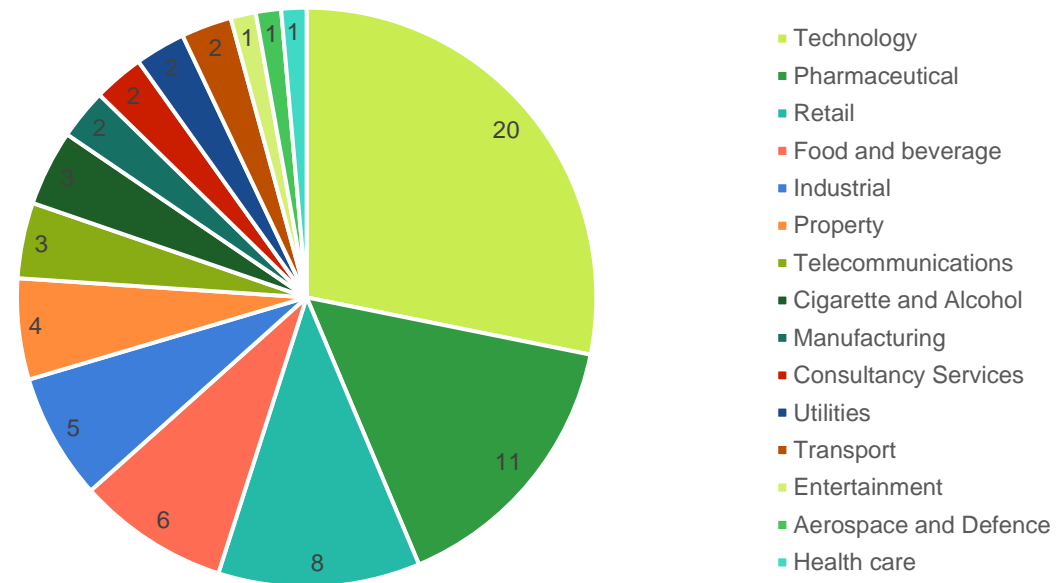
- Impact of Pillar One:
 - Taxing rights on more than USD 100 billion of profit are expected to be reallocated to market jurisdictions each year.
 - We have conducted our own analysis of the Forbes 500 list and estimate this figure to be closer to USD 60 billion after excluding financial services and extractive industries.



4.2 Analysing Pillar One's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

Number of companies impacted by Industry



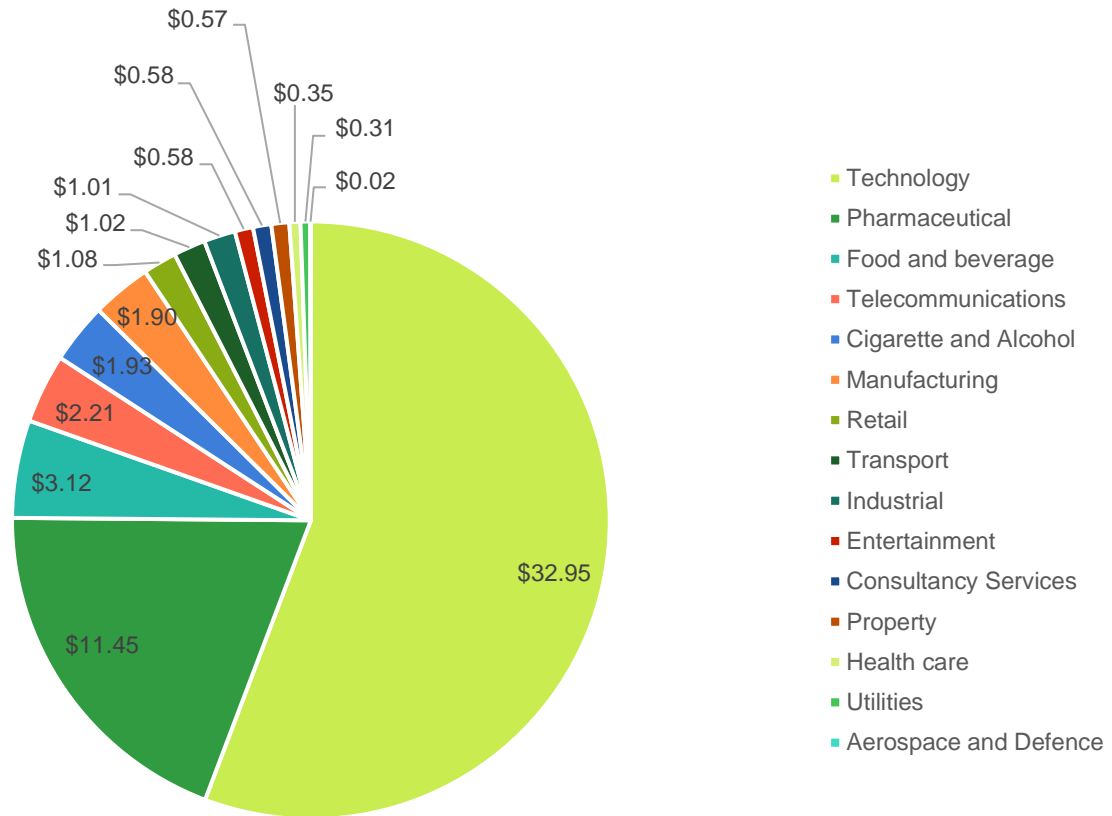
2020 data from Forbes 2000 list



4.2 Analysing Pillar One's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

Pillar One
Excess Attributable Profit
(USD \$Bn) by Industry



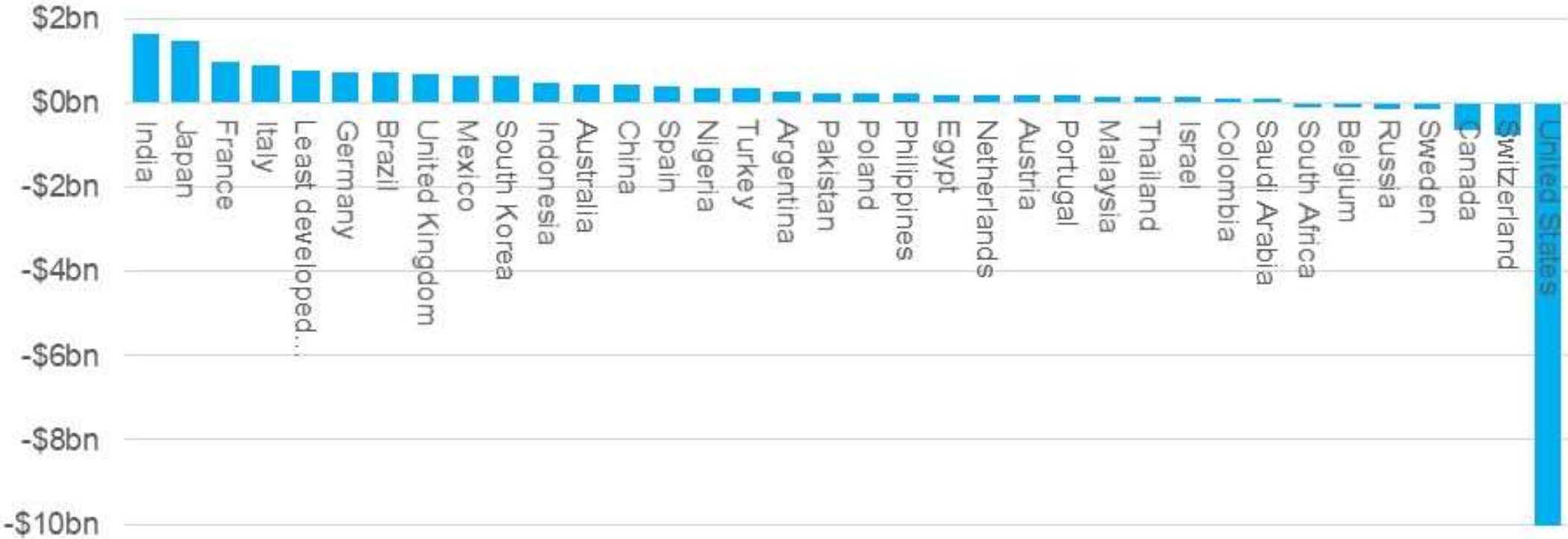
2020 data from Forbes 2000 list



4.2 Analysing Pillar One's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

Pillar One - estimated net revenue gain

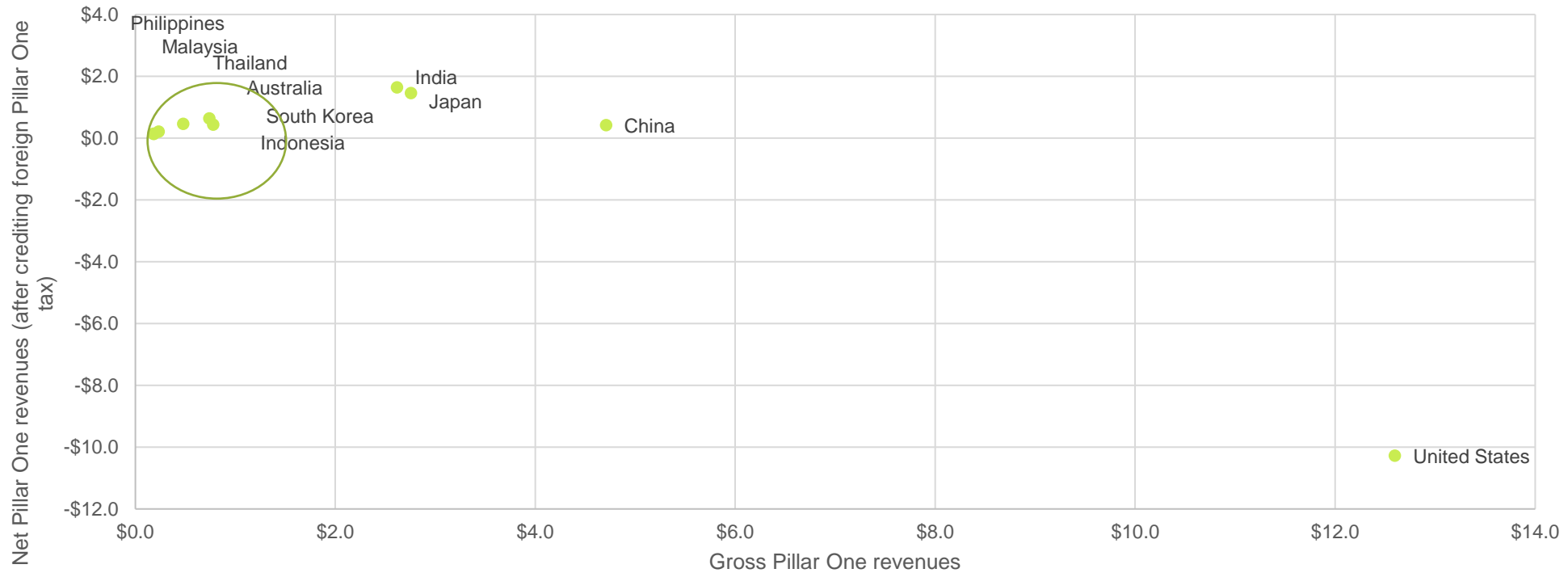




4.2 Analysing Pillar One's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

Pillar One – APAC and USA estimated gross revenue gain and net revenue (after crediting Pillar One tax paid to other countries)



2020 data from Forbes 2000 list



4.1 The future of Digital Services Taxes (DST) and other interim measures

4. GLOBAL ECONOMY IMPACT ASSESSMENT

- The G7 stresses that implementation of Pillar One and Pillar Two will be coordinated with the removal of all DSTs.
- During 2020 and early 2021, despite an impending unified approach, countries continued to implement DSTs.
- This leads us to believe that unless countries derive a similar quantum of revenue under the unified approach, they may be reluctant to abandon DSTs altogether. This may be particularly relevant for developing nations that already have a DST that is successfully funding budget deficits caused by COVID-19.



4.3 Analysing Pillar Two's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

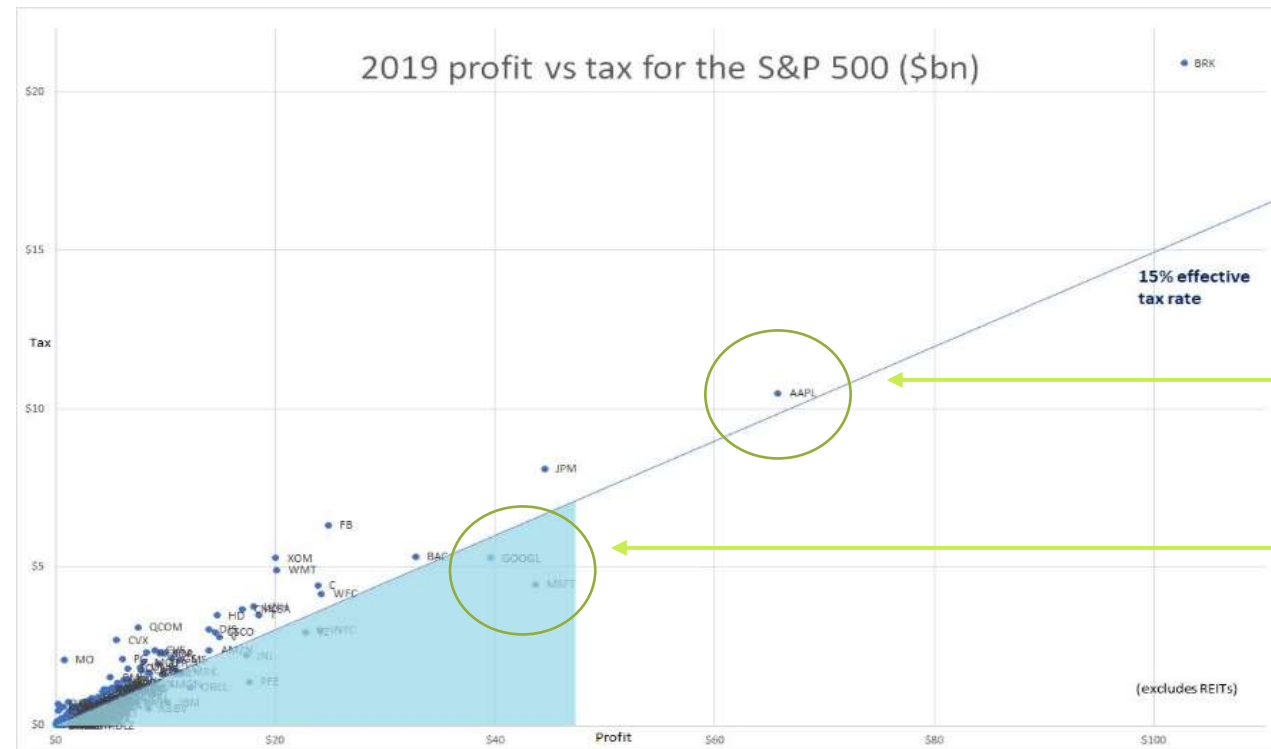
Impact of Pillar Two:

- The global minimum corporate income tax under Pillar Two - with a minimum rate of at least 15% - is estimated to generate around USD 150 billion in additional global tax revenues annually.
- Additional benefits will also arise from the stabilisation of the international tax system and the increased tax certainty for taxpayers and tax administrations.



4.3 Analysing Pillar Two's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT



Apple (might be in the clear)

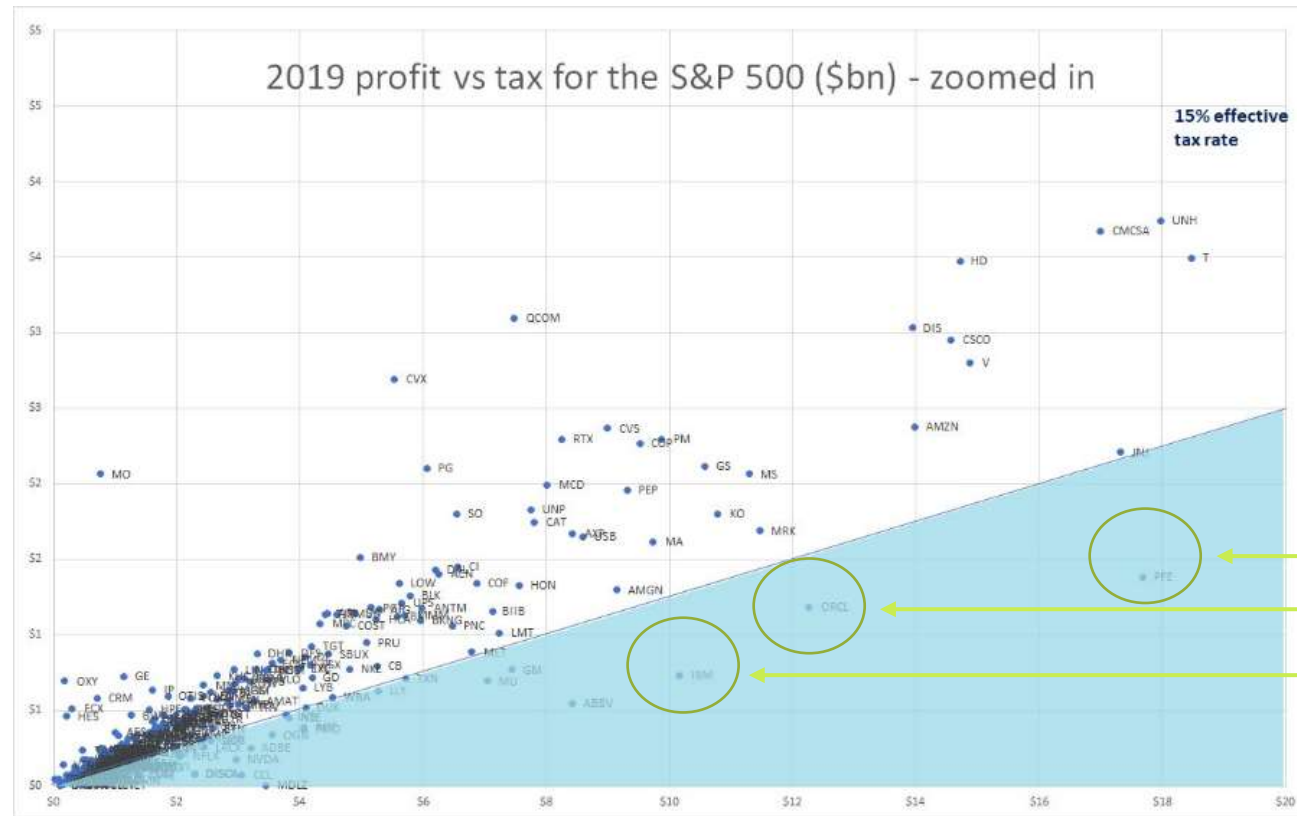
Google and Microsoft

2020 data from Forbes 2000 list



4.3 Analysing Pillar Two's impact on the global economy

4. GLOBAL ECONOMY IMPACT ASSESSMENT

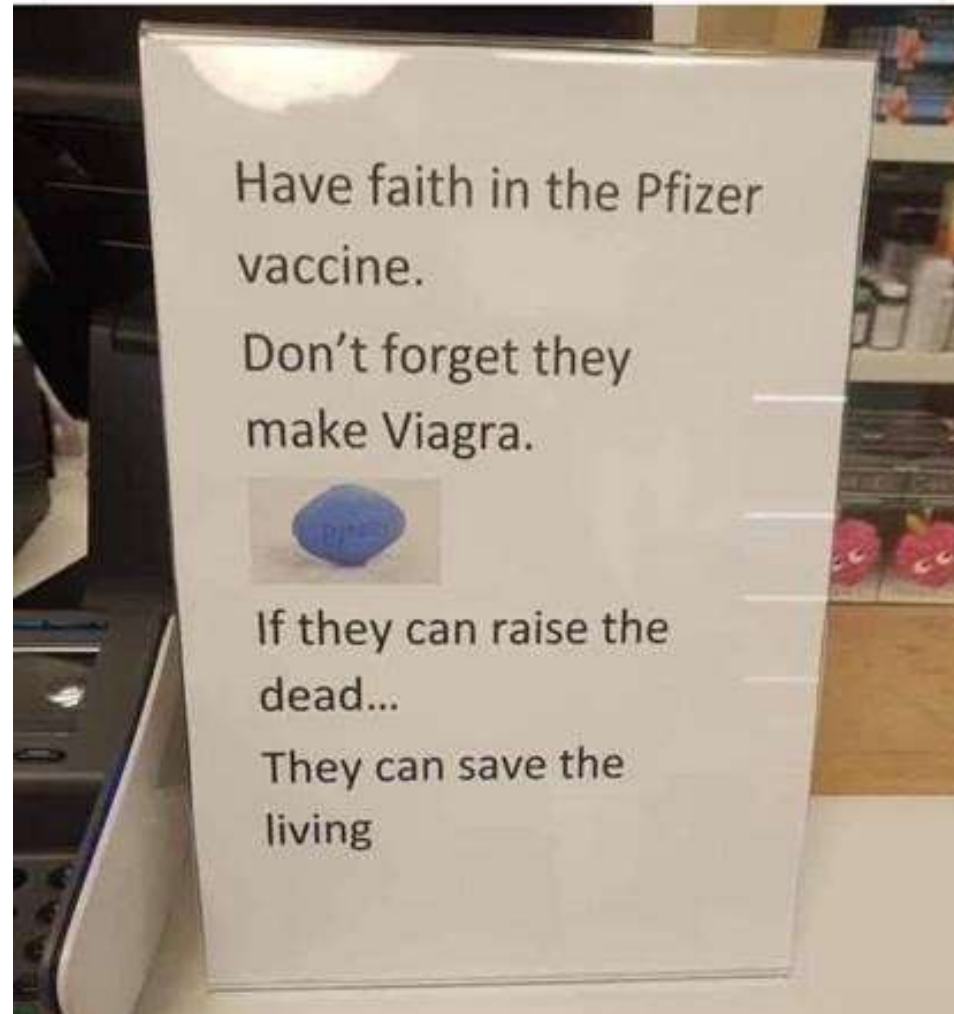


Pfizer
Oracle
IBM

2020 data from Forbes 2000 list



15% effective tax rate - keep the faith...still a third of the way to go...





What can Pitchers Partners do to help SMEs?

SME and Start-Ups: Uncovering Hidden Value

Entity Structure - **wealth accumulation or wealth distribution**

Planning early is advisable (Income Tax rollovers are relatively efficient but being uninformed or lazy can result in significant QLD Stamp Duty risk)

Early-Stage Investment Company – **obtaining ESIC status to improve shareholder value**

Significant concessions available and stakeholder communication is important

R&D incentives – **getting back 43.5c per dollar spent legitimately**

Who is doing the R&D tax incentive work and where is the work being done?

(By a dedicated team you trust locally or offshored?)

Fixed fee for services – time cost or success fee based?

International Expansion Structuring – **supply chain structuring, transfer pricing, thinking global**

Effective world-wide tax rate planning and at which stakeholder level?

Employee Share/Option/Incentive Plan – **incentivising talent, maximising value, minimising dilution**

Consider it before the value runs away...

Most Efficient Tax Compliance, Accounting and Business Activity Statement processes

“Automation” is not an excuse to be lazy...are you using the right system and are you getting value from your tax compliance process?



Client Service Team and Contact Details



Simon Chun
Tax Partner

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Mobile: +61 437 706 763
schun@pitcherpartners.com.au

Simon has over 18 years of experience delivering high value advice in the international tax, M&A due diligence and commercial joint venture structuring space.

He brings to his practice the ability to communicate in Chinese Mandarin and Chinese Cantonese. This has made transactional work with parties from US, UK, China, Hong Kong, Singapore, Japan and various ASEAN countries such as Thailand, Myanmar, Vietnam, Indonesia and PNG so much more efficient for his Australian and internationally based clients in the energy & resources sector over a sustained period.

He has advised and structured some of the largest transactions in the energy & resources sector in recent times for globally focused energy & resources companies (producers, explorers, services providers and capital equipment providers in the industry).

Simon also provides extensive advice to participants in the international trade, ecommerce, property sector, developers, land owners and listed property and infrastructure funds. He has also over the years taken a number of growth orientated businesses through the journey towards successful IPO and capital raisings.



Meagan Kachel
Director

+61 7 3222 8444
mkachel@pitcherpartners.com.au

Prior to joining Pitcher Partners in 2017 Meagan worked extensively with Simon in the Tax Consulting Division at a Big 4 international consultancy firm.

Meagan has approximately 10 years of experience providing value-add tax consulting and compliance services to family offices, businesses and corporates (medium sized, ASX listed and large unlisted companies).

Meagan assists clients on a wide range of tax advisory, international tax structuring and ongoing compliance and management reporting and accounting needs.

She has focused on delivering value and managing tax risks in relation to the businesses her clients' family offices are invested or participates in. These businesses and investments include those with significant exposure in the energy & resources sector.

She also plays a significant role in the Pitcher Partners Tax Division linking the value added to those businesses back to the shareholders' private structure, whom she has also looked after throughout her career.

About Pitcher Partners



PITCHER PARTNERS

Pitcher Partners is a full-service accounting and business advisory firm with a strong reputation for providing quality advice to privately-owned, corporate and public organisations.

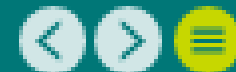
In Australia, Pitcher Partners has firms in Adelaide, Brisbane, Melbourne, Perth, Sydney and Newcastle. We collaboratively leverage from each other's networks and draw on the skills and expertise of 1000+ staff, in order to service our clients.

Pitcher Partners Brisbane is large enough to meet the challenges faced by clients, while maintaining close and personal relationships with our clients and each other.

Pitcher Partners is also an independent member of Baker Tilly International, the eighth largest network in the world by fee income. Our strong relationship with other member firms, particularly in Asia Pacific, has allowed us to open many doors across borders for our clients.

Pitcher Partners is a national association of independent firms. Liability limited by a scheme approved under Professional Standards Legislation.

Est. 1974



Thank you
For your attention



Thank you!



af

Alliance Française
Brisbane

The logo consists of the lowercase letters 'af' in a red, elegant, cursive script font.

Alliance Française

Brisbane

→ ESTABLISHED 1907

→ 1,000 STUDENTS

→ 300+ COURSES



ALLIANCE FRANÇAISE

*french film
festival*

- 25,000 ADMISSIONS
- QUALIFIED AUDIENCE
- LOCAL SPONSORSHIP OPPORTUNITIES



Alliance Française
Brisbane

VISIT THE FRENCH CAPITAL OF BRISBANE

- FRENCH COURSES (INDIVIDUALS & CORPORATE)
- LANGUAGE WORKSHOPS
- MULTIMEDIA LIBRARY
- CULTURAL & SOCIAL EVENTS



Main centre in West End.

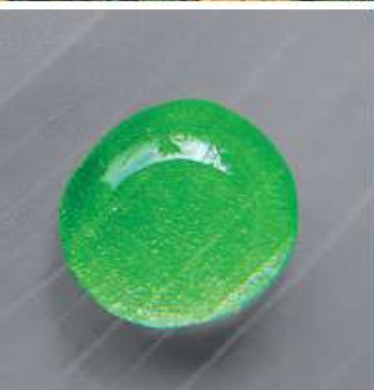
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Alliance Française

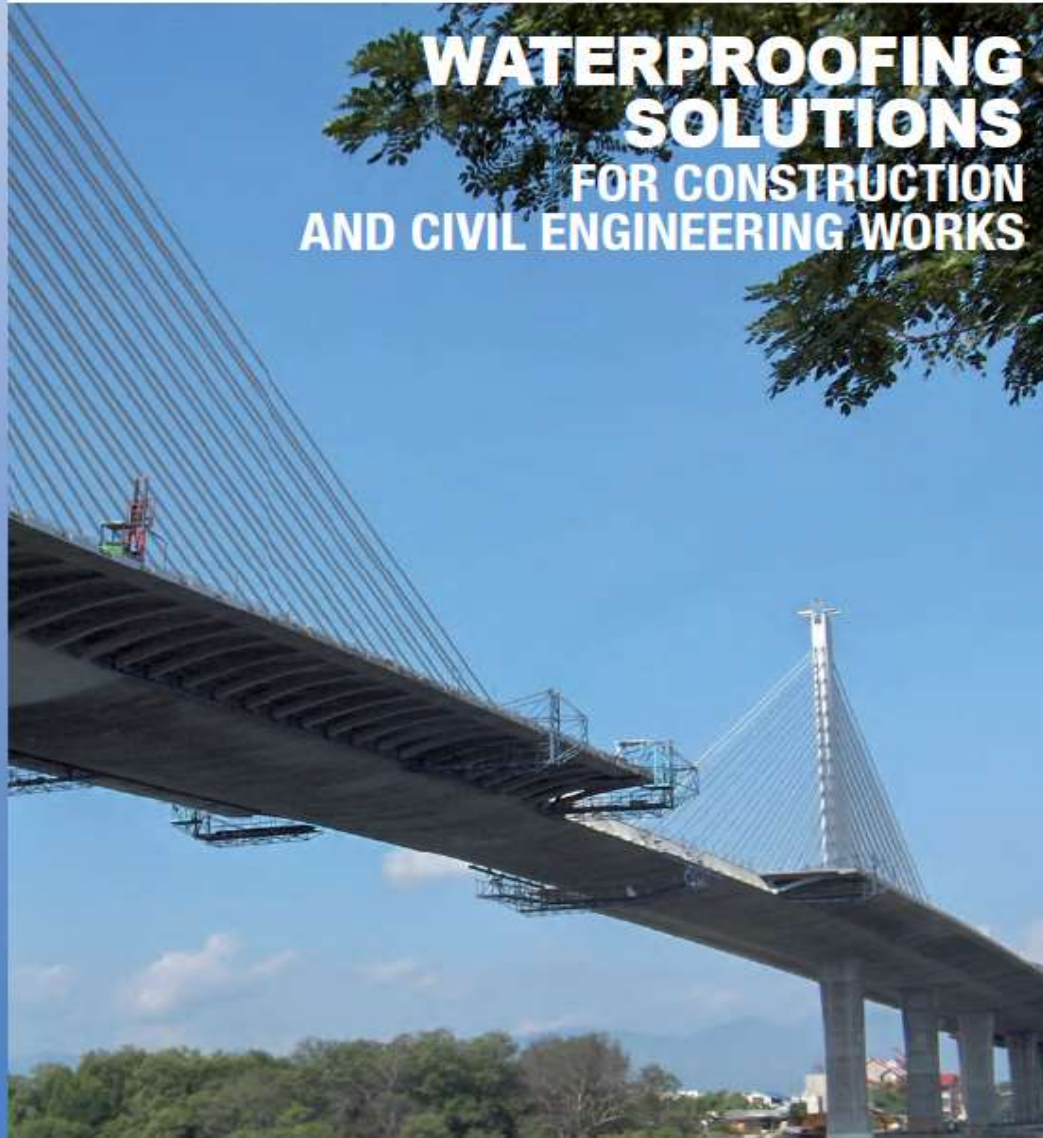
Brisbane

- AF FRENCH FILM FESTIVAL SPONSORSHIP
- PD TRAININGS
- JOINT PROJECTS





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Manufacturing – Courchelettes (near Lille), North France

Bitumen storage



Fabrication line



Cutting & rolling



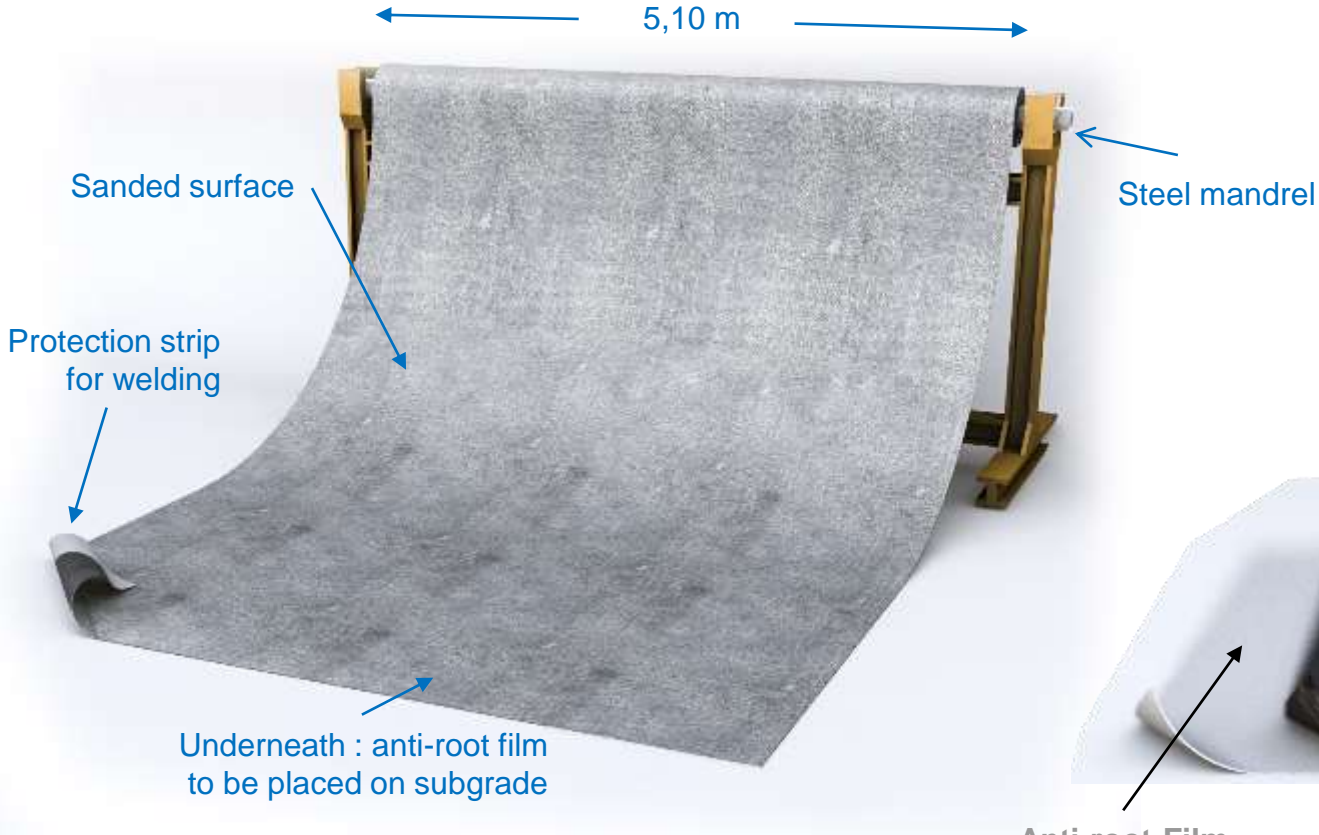
Handling



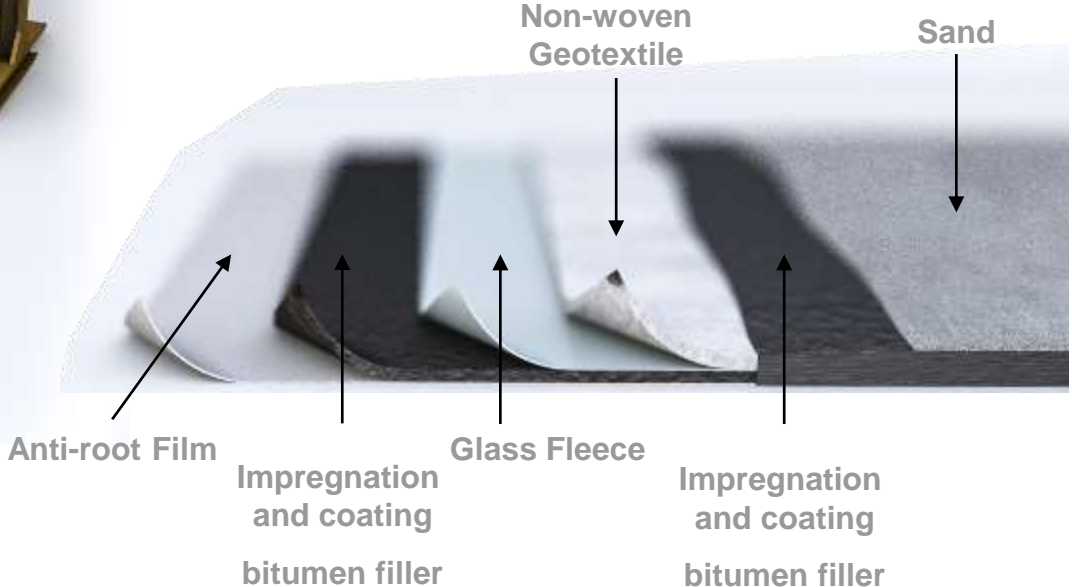
Finished product



Coletanche is not just a simple piece of plastic, but it is a multi-layer composite with each of the elements shown providing a specific benefit on site.



COLETANCHE® ES Composition



COLETANCHE®

Coletanche projects in Australia.

Mining,
Water management,
Environmental protection.



COLETANCHE®

Coletanche projects in Australia.

Puncture resistant, no temperature wrinkles, quick installation on rough subgrades, excellent wind resistance, suitable for steep slopes



COLETANCHE®

Coletanche projects in Australia.

Puncture resistant, no temperature wrinkles, quick installation on rough subgrades, excellent wind resistance, suitable for steep slopes



TIRED OF SEEING WRINKLES???



Coletanche section
with no wrinkles

PE section with lots
of wrinkles

NO PLASTIC SURGERY REQUIRED!!!

Coletanche has a very low coefficient of thermal expansion and does not wrinkle with changes in temperature like other polymeric membranes do. This provides a more secure project in the long run, with less risk of cracks and failures.

MERCI BEAUCOUP !



ENEBBE[®]



ENEBBE

Who we are What we do and how we do it What makes us different Who are we here for **Why** are we here What is our personality

What is the problem? And creating a concept + trademark...Loyalty (customer centric)

The team: (stage 1) six months

- Designer • Front-end Developer • Back-end Developer • Copywriter • Content Strategist • Project Manager / Producer • SEO Strategist • Analytics Analyst • System Administrator • Digital Marketing Strategists
- Business Owner • Marketing Manager • Brand Manager • Digital Director

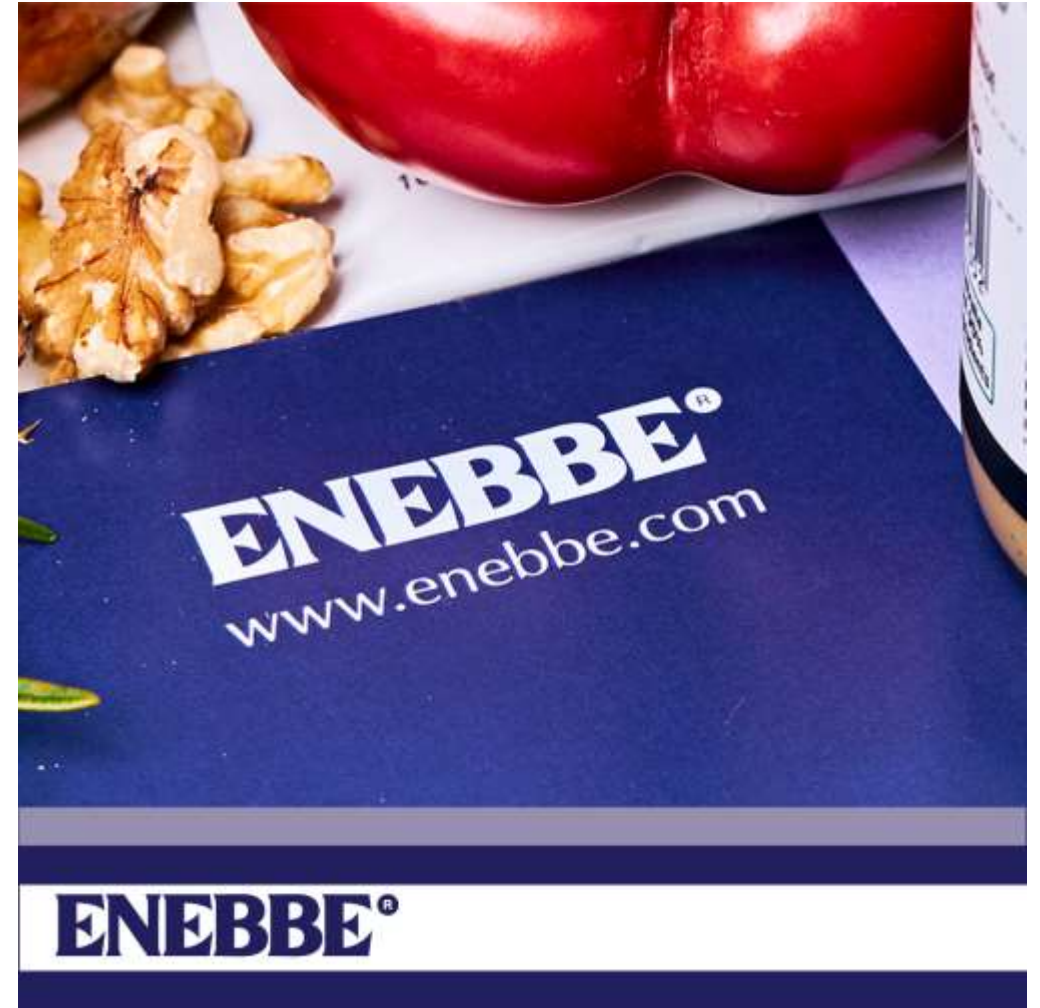
E&E Design
Web agency +
Social Media :
Digital Accord
Get more
traffic Sydney
Paypal
Wordpress
IP AU gov
Incubate

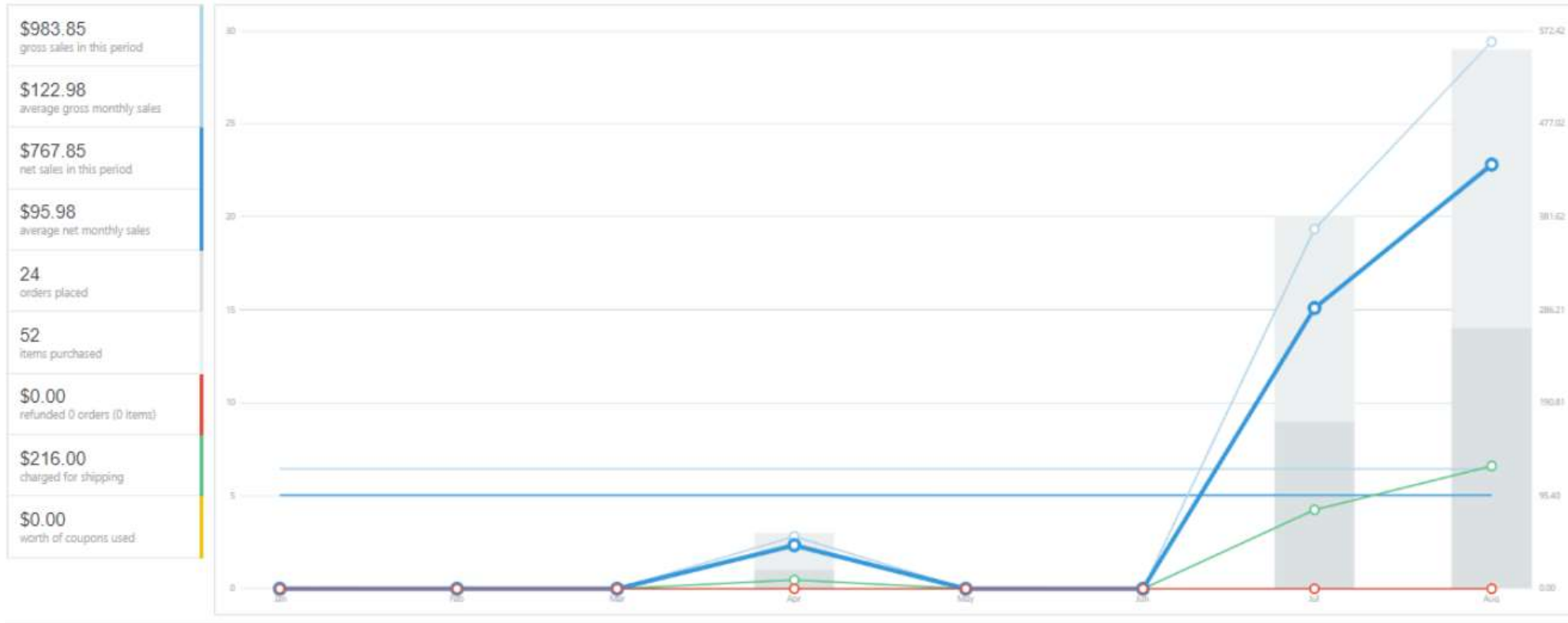


4-STAR SELECTION CONCEPT

1. Star Chef **QUALITY**
2. Star **NUTRITIONIST HEALTH**
3. Star Organic **SUSTAINABLE**

Natural ingredients (no compromise)





Your optimization score for Search

87% Last week | 87% This week

Per week:

- +264 Total Clicks
- +29,161 Total Ad Views
- +0.91% Click Through Rates

Sales growth:
Short term: reaching 2 to 5K per month + exports 5 to 20K (2022)
Objective: \$3000.00 weekly sales (share of wallet 12% consumption)

Over 8 months: food/lifestyle + well being + pro visuals i.e. visual quality & content: FB, Instagram + LinkedIn (educate about brand identity).

Brand image that is **trust** worthy + Instagram followers & social influencers to love our media – impact in the US, EU...and AU (groups: vegans, foodies...) shape and control digital networks.

Result: online specialty foods/lifestyle of choice i.e. Melon Lemon jam (Emotional) or Plum tech/Hibiscus drink (Healthy i.e. antioxidants) + customer engagement (million impressions) – data points/metrics for focused products campaign.



ENEBBE®



A station: store concept +25K lease per year + 25K part time job

Media budget +20K per year

Growth through export markets + 5K to 50K

Direct deliveries i.e. fresh organics vehicle +20K

Diet expertise around 700 diet enquiries not answered (QLD)

Third party fulfilment + value web/data (stage 2) subscription model (ARPU)
& AI centric) +15K per year



QUESTIONS?

ENEBBE



DTC Online sales cycle and transaction model



Next: 3PL



France  LeisureTM

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Go to **France**
for the **Rugby**.

Stay for the
'Joie de vivre'



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WITH
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YOUR HOSTS AND EXPERTS ON FRANCE

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BOUTIQUE RIVER CRUISES.

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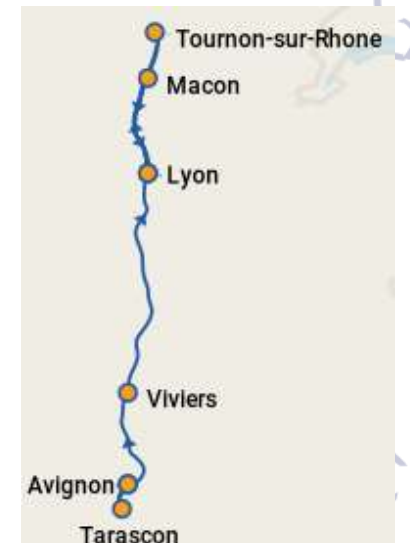
www.franceatleisure.com

The Cruise

- Operated by Uniworld Boutique River Cruises
- We have Chartered the luxury S.S. Catherine
- Departing Avignon the 17th Sept. to ends in Lyon the 24th Sept. 2023

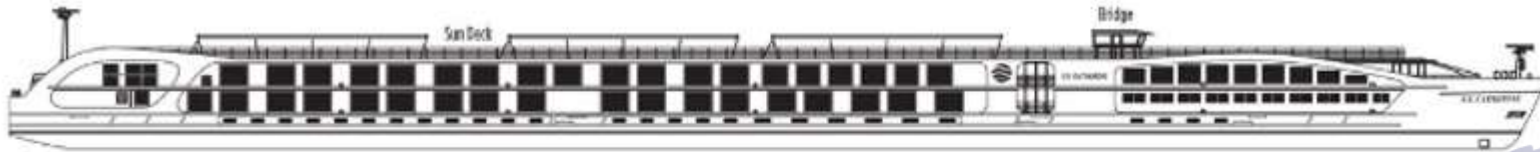
7 Nights All-Inclusive River Cruise with:

- All meals onboard, 7 breakfasts, 5 lunches, 7 dinners
- Captain's Welcome and Farewell Receptions
- Unlimited beverages onboard, including fine wine, beer, spirits, soft drinks
- 6 days of excursions fully hosted by English-speaking local experts
- And Lisa and I as your hosts



S.S. CATHERINE DECK PLAN

S.S. CATHERINE



Camargue Deck



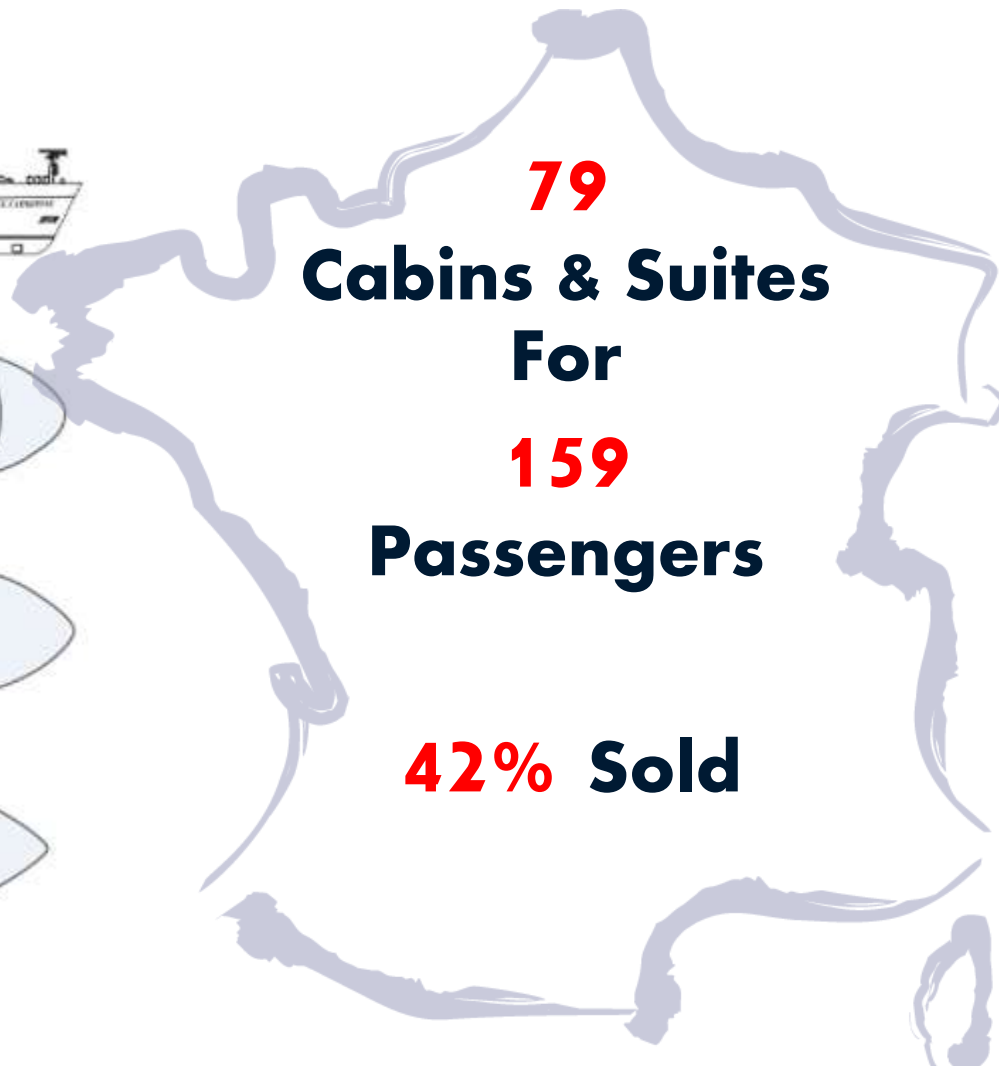
Avignon Deck



Saint Remy Deck



Grand Suite
Suite
Deluxe Balcony
French Balcony
Classic
E Elevator • Triple accommodation available



79
Cabins & Suites
For
159
Passengers

42% Sold





**Beside our 2023 Rugby Cruise
we offer many high quality
travel services with
genuine tips and advices**

SOME OF OUR EXPERTISES



ANZAC TOURS



WINE & CHAMPAGNE TOURS



CHATEAU RENTALS



CAR LEASING



CANAL CRUISES



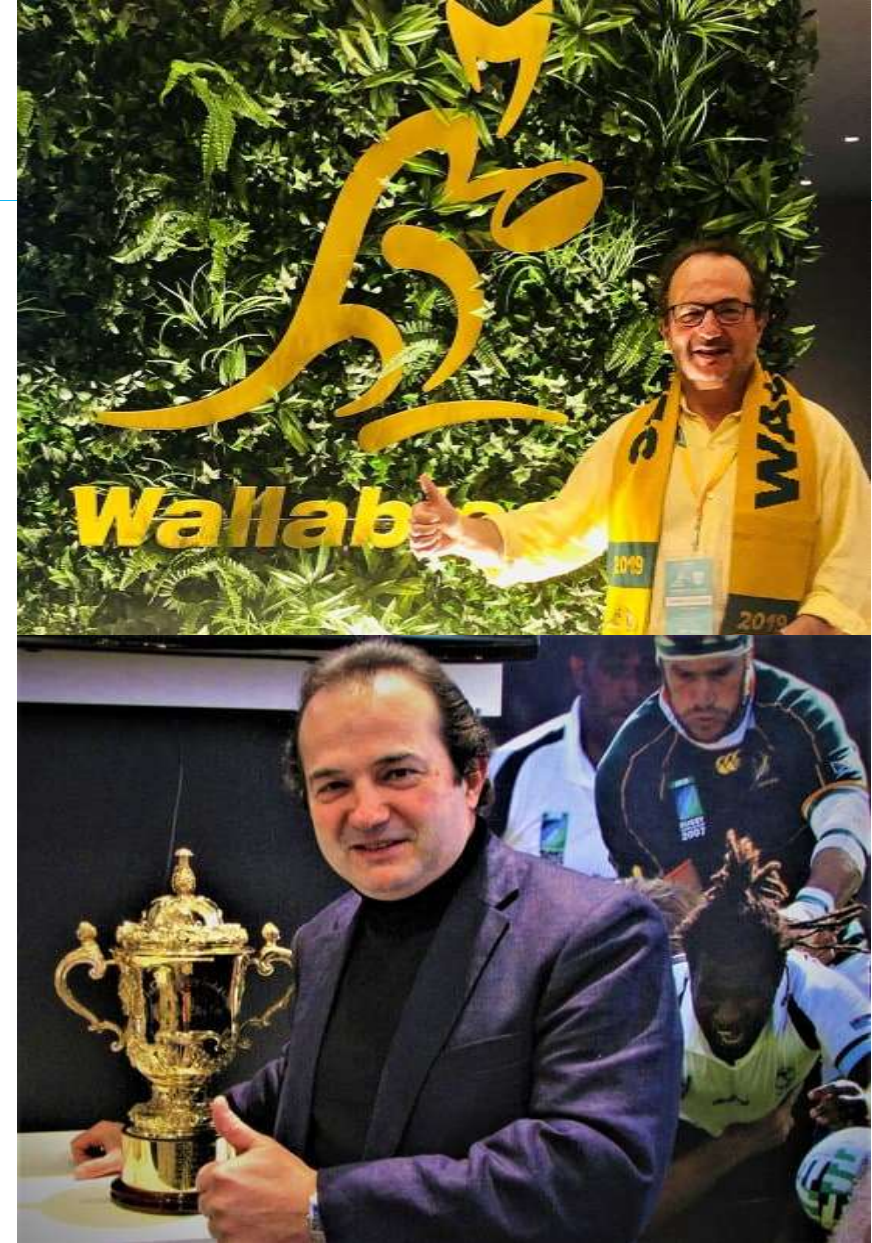
PARIS APARTMENTS



2 more years to our Rendez-vous for **FRANCE 2023**

Are you interested?
Start the conversation
with us today

Merci !







Flynamics

Instant money in messengers

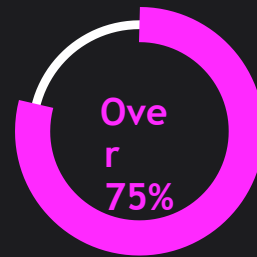
Opportunity to win young customers

Gen Z leads mobile wallet adoption however they:

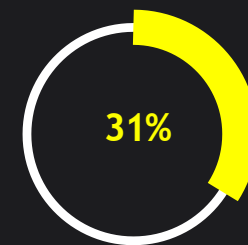
1. Don't yet use debit cards
2. Are too young for credit cards
3. Choose a banking app, rather than a bank



Use digital wallet once a month



Use P2P payments apps once a month



believe they will not need to rely on banks in the future

Gen Z has tremendous buying power ⚡ \$143B in the United States alone

Why Gen Z doesn't feel good about current banking?



Slow

Onboarding has remained one of the thorniest challenges and days to wait. 67% of Gen Z say they want instant p2p payments



Rigid

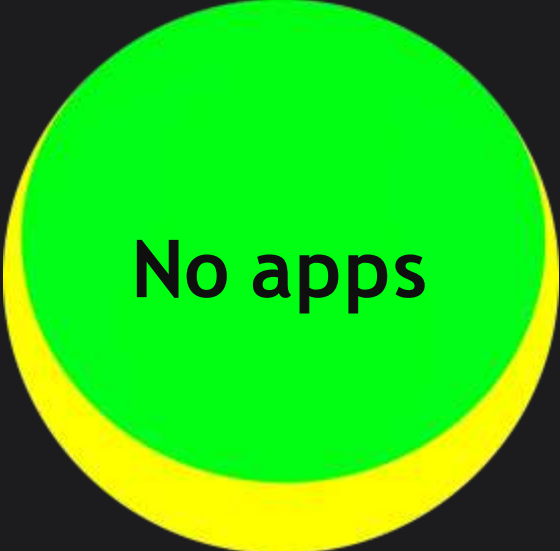
Members of gig-economy are hunting after jobs on international markets and struggle with unpaid invoices, access to loans and insurance



Trustless

Mistrust to institutions leads to experimentation (cryptocurrency) and switch to banking services powered by AI, chatbots, robotic bank tellers rather than humans

Flynamics brings financial services to Gen Z native social platforms – messengers



No apps

Start in any messenger:



Facebook

Soon:



Viber



WhatsApp



Telegram



LINE

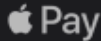


WeChat



No banks

Get free card in 30 sec for use in Apple Pay or G Pay



In voice

Just say what to do with money. Flynamics supports:



Alexa



G-Assistant



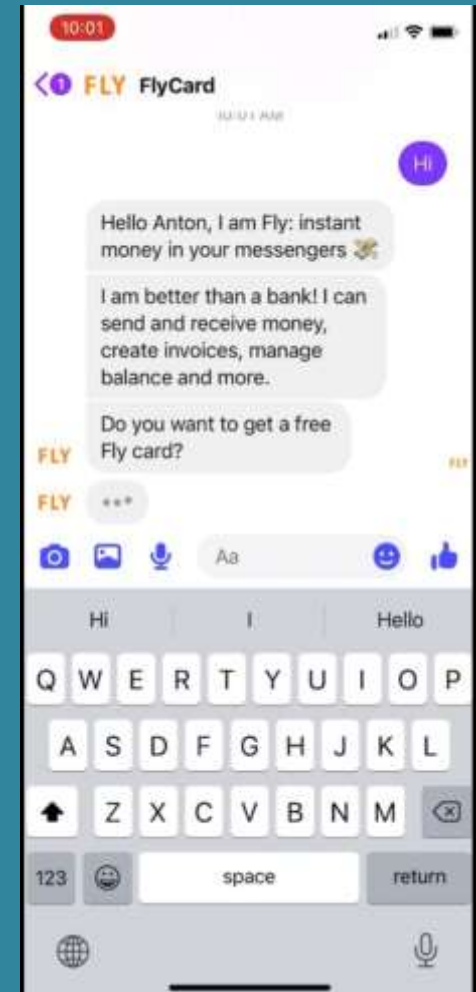
Siri



LINE Clova

Extremely fast and easy: 3 steps in ⚡ 30 seconds

1. Verify phone number
2. Choose currency and receive a virtual debit card
3. Add to Apple Pay or Google Pay



The awesome card that truly flies



Apple Pay


Google Pay

AI-powered voice control 📢 in your messenger

Voice or text commands instead of clicks.
Just say 🗨️ what you need to do.




Heart-winning product features

Receive, send money 
as easy as messages

No fees; cross-platform, cross-border,
cross-currency


Get paid 
for side hustles

Showing QR or sending the link
The easiest way to get paid for gigs

Track unpaid invoices
and send reminders 

Simple invoice management
Control your receivables

Enhanced Security 

2FA with Face ID and Touch ID
→  vault app for extra security

To get to 100,000 – targeting Gen Z thru communities and influencers

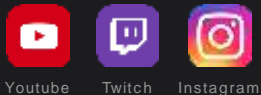
★ The Big Challenge contest in partnership with 2 MLN+ vlogger

+4.9M views



Gamers

Streamers and video content creators sharing referral code and try donations



Youtube Twitch Instagram

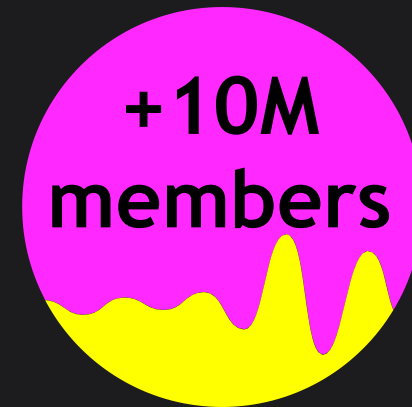
Go plastic-free



Students

Activate student community with online and offline social campaigns and set of "agents"

+10M members



Online

Reach +10 MLN community members in student, gaming and tech-enthusiast threads



Reddit Discord Product Hunt Foxy Rating

Our business model

Flynamics

will be free with priced plans for corporate accounts

interchange fees

Forex fees

SME accounts

installment loans

credit cards

investments

insurance

2022

2023





Flydynamics

Instant money in messengers

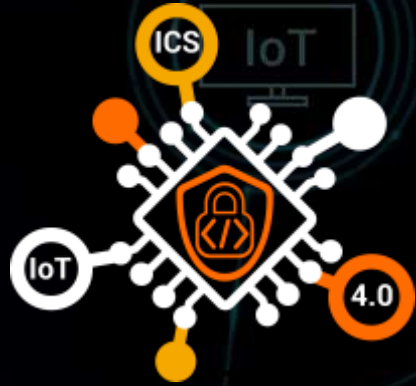
Thank You



Enabling Business and Operational Continuity

Ensuring business continuity, operational stability and safety with technologies that secure your critical data, infrastructure, operational technology and keeps your staff safe.

HENNSOL Technologies' Enablers



Protecting business and operational continuity with proactive cyber security solutions



Multi-node situational management platform enabling operational safety and continuity



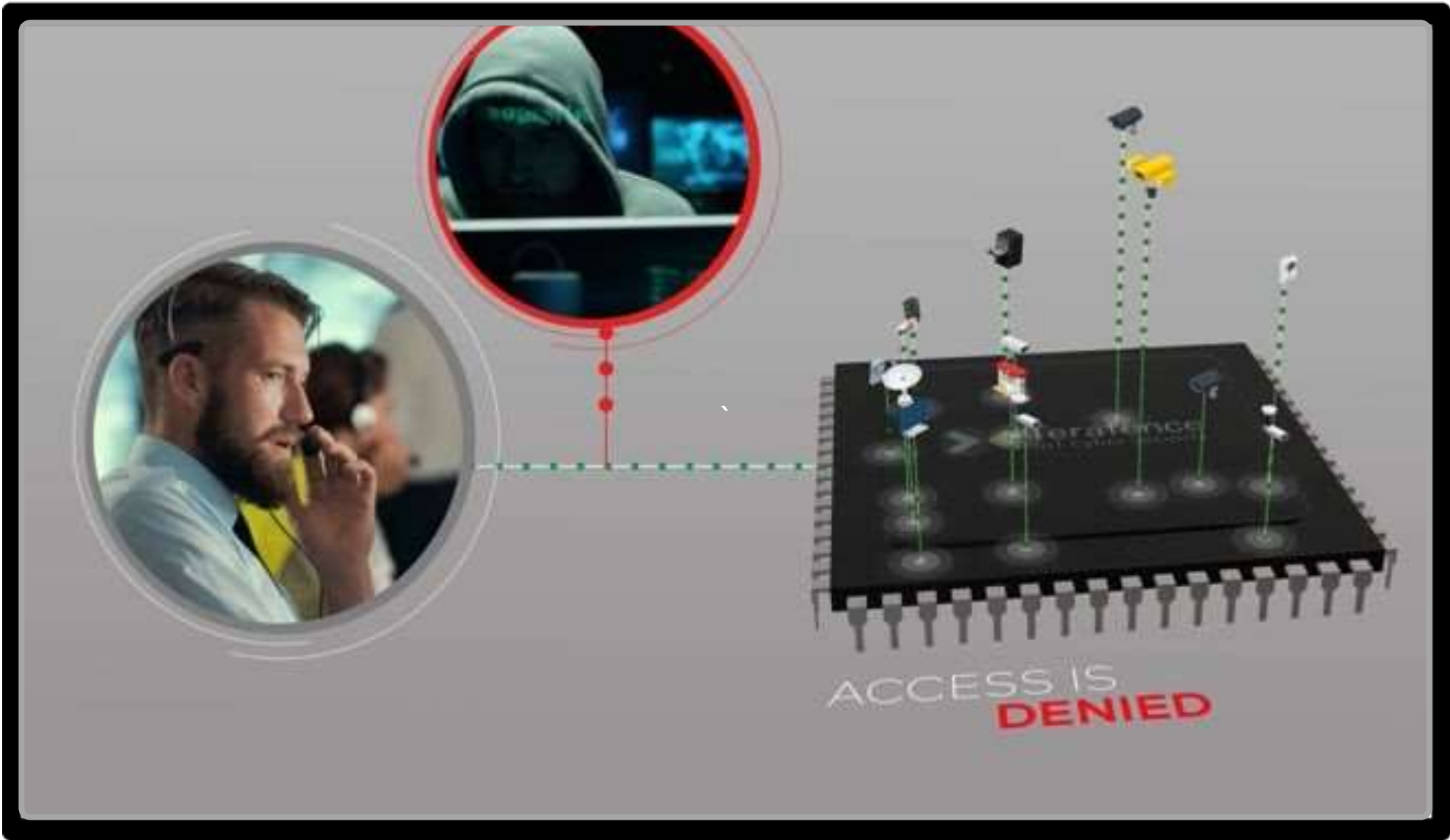
Private LTE and Portable LTE solutions enabling continued business operations



Protecting business and operational continuity with proactive cyber security solutions.

“It takes 20 years to build a reputation and a few minutes for a cyber incident to ruin it.”

Stephane Nappo, *Global Chief Information Security Officer & Board advisor, Societe Generale*





Protecting business, and operational continuity as well as operational safety with proactive visual situational awareness.

“Even without sight there is vision”





Create "Smart Business Operations" through
Private LTE technology protecting
operational continuity as well operational
and business processes



Mining Industry Communication Use Case



Natural Disaster Communication Use Case





Thank you!



<https://www.linkedin.com/company/hennsol-technologie>

<https://www.linkedin.com/in/joosteadriaan/>



www.hennsol.com.au





HOPLON
CYBER SECURITY

HOPLON CYBER SECURITY

Cyber Security for Humans – by Humans

Personal Cyber Security Advice for Small Businesses, Professionals Working From Home & Households.

Hoplion: (noun) shield, used by ancient Greek citizen-soldiers to defend cities against attack.

Highly effective and efficient when deployed using the phalanx formation

Ancient Greek: ὅπλον (Hoplion)



Cyber Security – why we should be concerned



- 60,000 reported breaches in 2019
- \$143M stolen from Australian individuals
- \$634M stolen from Australian businesses
 - 15% increase YOY
- Hackers, Criminal organisations & state actors



WHAT YOU NEED TO DO:

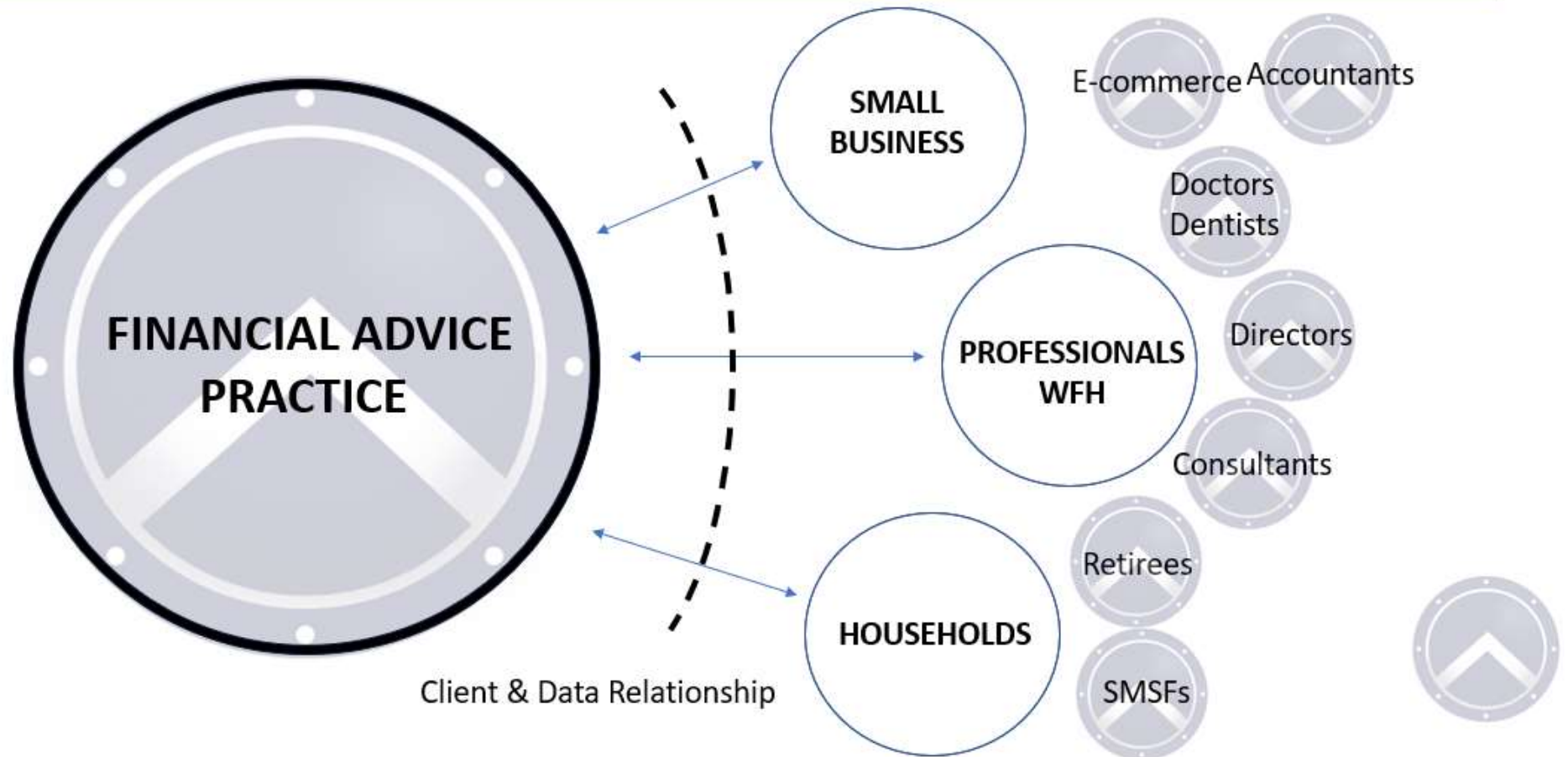


- **SECURE CREDENTIALS – ACCOUNT AND PASSWORD MANAGEMENT, MFA FOR ALL CRITICAL APPLICATIONS. FOR THE FAMILY: PARENTAL CONTROLS, SOCIAL MEDIA SETTINGS, WHITELISTING, CYBERAWARE EDUCATION.**
- **HARDEN DEVICES - O/S AND SOFTWARE UPDATES, CONFIGURE/SETUP/HARDEN DEVICES, DATA ENCRYPTION.**
- **SECURE NETWORKS – SECURE HOME & GUEST NETWORKS, WIFI, SECURE DNS & IOT DEVICES ACCESS.**
- **SECURITY SOFTWARE SETUP – PASSWORD MANAGER, CLOUD AND USB BACKUP, CENTRALLY MANAGED ANTIVIRUS, SECURE VPN, SECURE EMAIL WITH THREAT MONITORING AND DETECTION.**
- **ONGOING EDUCATION (SCAMS, SOCIAL ENGINEERING, SOCIAL MEDIA SETTINGS), WORKING FROM HOME SETUP, SOFTWARE UPDATES, DISCUSSION FORUM, Q&A.**
- **INCIDENT RESPONSE, FINANCIAL COVERAGE & IT SUPPORT IN EVENT OF BREACH – 24/7 HOTLINE – up to \$5M COVER.**

ALIGNED WITH ESSENTIAL 8/NIST (ACSC)



Who we help



HOPLON CYBER SECURITY

Cyber Security for Humans – by Humans

OUR TEAM

EXECUTIVE



ADVISORY



OPERATIONS



Personal Cyber Security Advice for Small Businesses,
Professionals Working From Home & HNW Households.

KEYPOINT LAW

Who is Keypoint Law?

- We are is a full-service commercial law firm
- 55 partner-level lawyers
- 24 practice areas
- Operating from five cities (with the recent addition of Adelaide)
- Part owned-by Keystone Law
 - Over 400 lawyers throughout the UK
 - Listed on the AIM market of the London Stock Exchange in December 2017

Our key value proposition

1.

**Personal
service by
senior
lawyers**

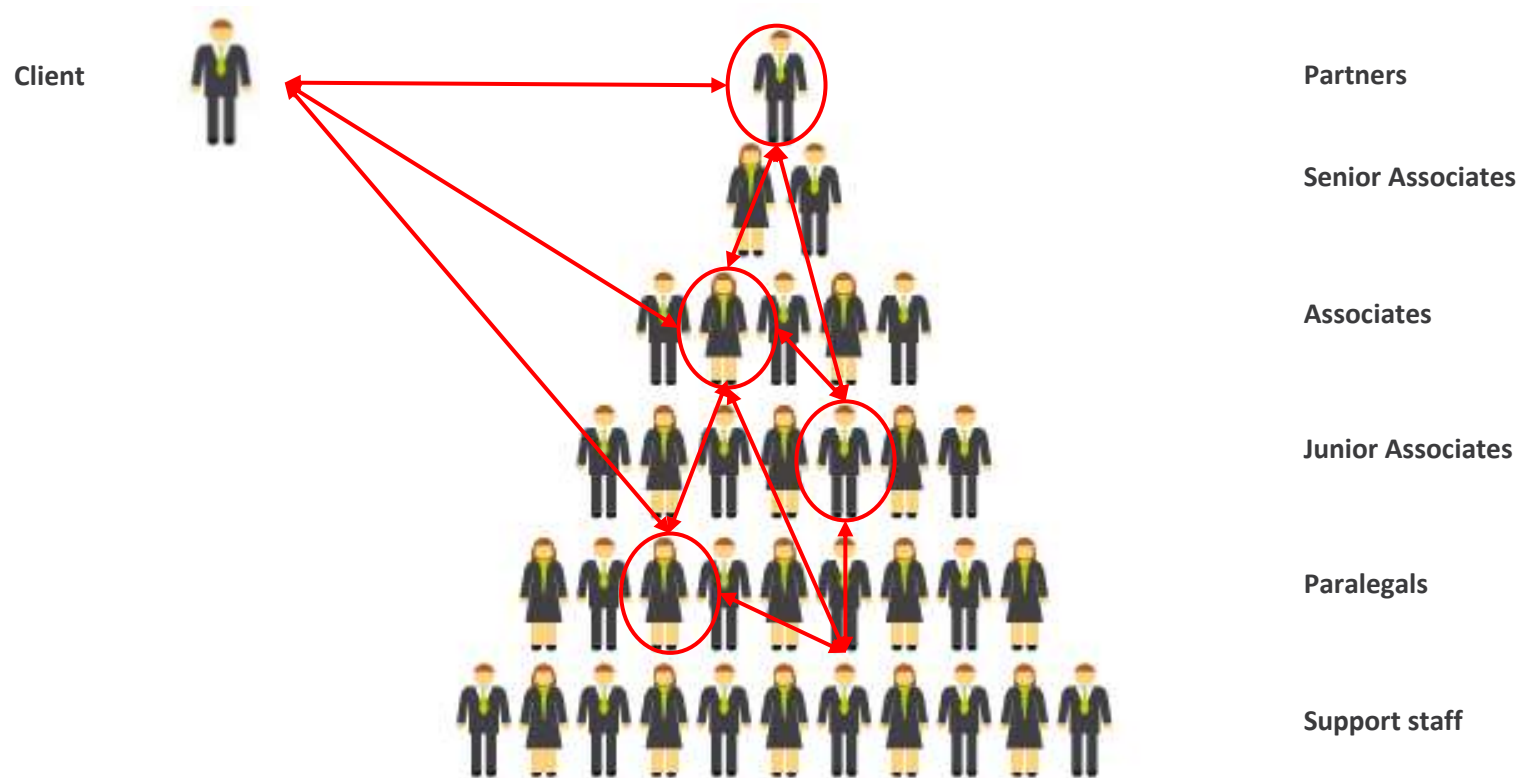
2.

**A lean
operating
structure**

3.

**Flexible
service
offerings and
pricing
structures**

Traditional law firms are generally structured like this...



Keypoint is different



Personal services by senior lawyers

We deliver exceptional personal service to clients that:

- Is efficient and agile
- Is provided by experienced senior lawyers
- Leads to greater client intimacy.

A lean operating structure

- Minimise law firm middle management
- Eliminate mid-level lawyer segment (as work done by senior lawyers personally)
- Use advanced cloud-based technology
- Low overhead office infrastructure
- Outsourcing of certain back-office services

.... all of which translates into more economical charges to clients.

Flexible service offering/pricing

- **We've embraced the challenge of giving our clients what they actually want:**
 - Flexible service offerings
 - Flexible pricing structures
- **Made to measure solutions + right type of service + right price = genuine value**

RECENT AWARDS

2021 Winner – *State / Regional Firm of the Year*, Australasian Law Awards

2021 Recognised in peer-reviewed '*Best Lawyers in Australia*' across 18 areas of law

2020 Winner - '*Employer of Choice*' and Winner - '*Innovative Firms*'

2019 Winner - *Medium Law Firm of the Year*, Victorian Legal Awards

2018 Winner - *Boutique Law Firm of the Year*, Australian Law Awards





Le Festival
BRISBANE FRENCH FESTIVAL

The logo features the words "Le Festival" in a dark blue, elegant cursive script. The letter "L" is particularly large and decorative, with a flourish extending to the left. The word "Festival" is written in a similar cursive style. Below "Festival", there are three horizontal bars: a red one on top, a white one in the middle, and a blue one on the bottom, representing the French flag. A thin dark blue line runs horizontally across the page, separating the cursive text from the sans-serif text below. The words "BRISBANE FRENCH FESTIVAL" are written in a dark blue, all-caps, sans-serif font.

Le Festival

Brisbane French Festival

Presented by:

Betty Moinet: Director

Adrien Docarmo: President



Le Festival – Our Mission



We offer an authentic immersion experience and be the premier showcase of all things French in Australia.

The peak French celebration in Queensland, Le Festival is a 3-day festival celebrating the best of France by bringing together French and French - inspired: **Culture (live entertainment, conferences, masterclasses), Savoir-Vivre (Gastronomy, Champagnes and Wines) and Savoir-Faire (products and services)** in conjunction with Bastille Day (La Fête Nationale).

Le Festival is Brisbane's Francophile community sharing their passion for France with Australia.

Le Festival – Our Mission



- Showcase a diverse range of music, food and beverages, education, and lifestyle "à la française"
- Showcase French culture to the wider community
- Strengthen French-Australian cultural and business relationships
- Attract the French, Francophile, Francophone and wider community to Le Festival

2020 Review: Webinars - Masterclasses - VIP events

MASTERCLASSES – 16th to 18th October 2020

10 Masterclasses

2 Art, 2 Cheese, 2 Wine, 2 Cooking, 2 Champagne

11 Presenters - 3 Days - 240 Tickets Sold

MEDIA 1.33+ million people reached via targeted media coverage

4 Print, online, and social media clips

2020 VIP EVENTS – 23rd, 25th, and 30th October

3 VIP Events - 4 Sessions - 203 Total Guests - 2 Live Bands - OVER 200 guests

759,000 Estimated people reached via targeted media coverage

MEDIA 4 Print, online, and social media clips

JULY 2020 CULTURAL WEBINARS – 13th to 19th July

17 Webinars

24 Presenters from Brisbane, Gold Coast, Byron Bay, Sydney, Canberra, New Caledonia, Paris, Normandie

2623 Registrants - 876 LiveAttendees - 684 Replay Attendees - 1 Raffle - 1 Fundraising campaign



2021 Review: Celebrating four Seasons

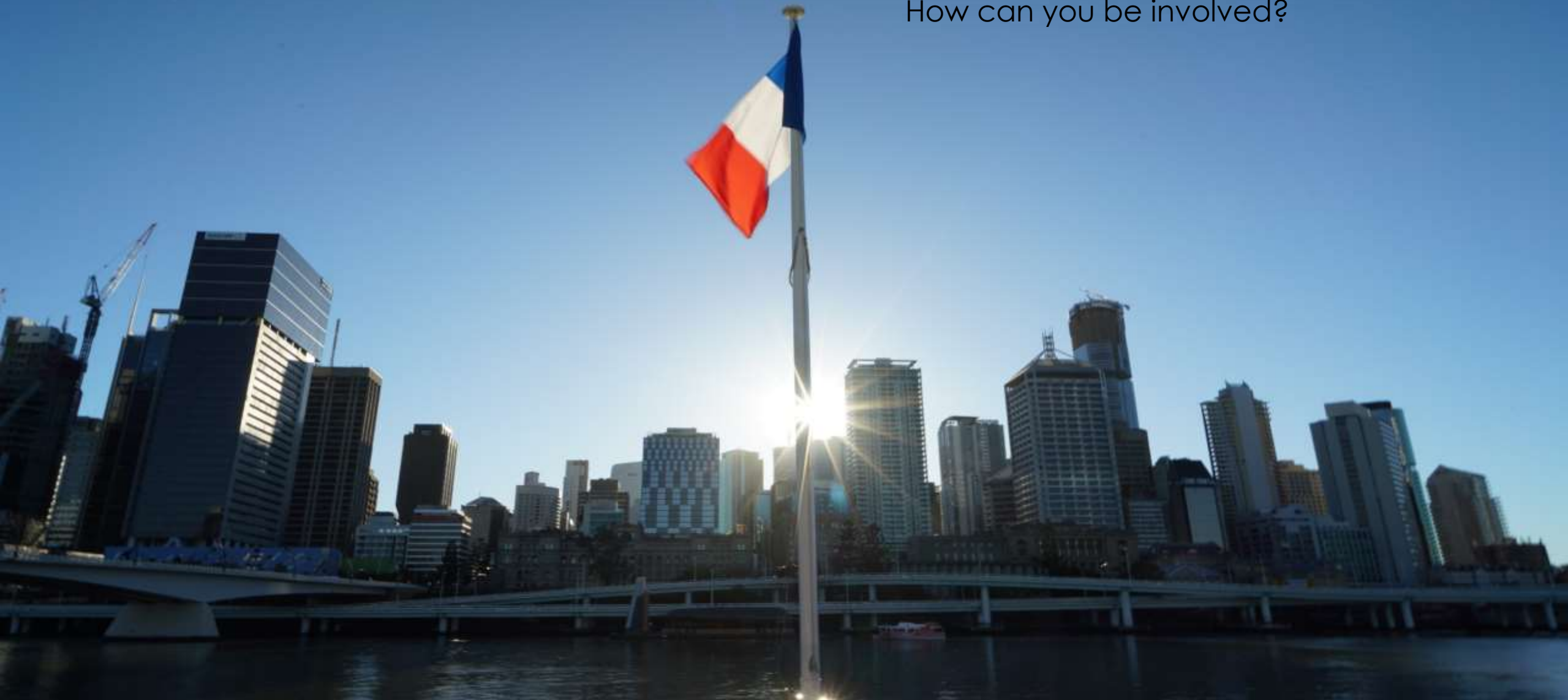


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- *Un “AUTUMN” Familial:* Huge success
March - Kalinga Park & Roma Park
Petanque / Children activities
- *Un “WINTER” Chic:*
July - Story Bridge- Cancelled
Champagne Event- postponed
- *Un “SPRING” Culturel:*
11 September - QMC Kangaroo Point
6 Cultural Conferences
- *Un “SUMMER” Festif:*
13-14 November - West Village
French Christmas Market
MARK YOUR DIARIES

Our next Rendez-Vous: July 2022

How can you be involved?





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Format Review

Venue: South Bank? Musgrave Park?

Dates TBC 15th-17th July 2022

Our 10th Edition

In 2019 : 52 partners and sponsors + Naming rights sponsor: Le Cordon Bleu- Qld Gvt + BCC supporters

VIP opening Special guests

Est. 18-20,000 visitors- Expected 20K

81 stalls - French Market

110 artists on stage - 24h entertainment

10 successful Masterclasses (302 attendees)

351 registered volunteers - 32 committee members

VIP Lounge, new Rose Bar and Cocktails Bar, Mulled Wine and Onion Soup station, “Le Coin des Artistes”



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A Successful Mix

- **Not-for-profit** association, created in 2010 (11-year history), entirely run by a committee of 20-30 **volunteers**, with an additional 300+ volunteers approximately throughout the event.
- French **Associations** support the event.
- We stand by our values and mission/vision - ie. we only accept companies with a **connection to France** (except local partners such as local media and our bank/ATM partners).
- Supported by both the **French Government** (French Embassy as well as French Consulate) and **Australian Government** (Supported by BCC and Qld Gvt).
- Invaluable support over the years from very small individual traders to very large French companies such as Total E&P, Accor Group, Suez, Air France, ...

BUT 2019-2020- 2021 have been challenging years....

We need you: Partners, sponsors, exhibitors, volunteers

Our AGM - 12th October at 6:30pm at AFB

How can your company be involved? And why?



- **Unique** platform for any small/medium/large company or business (with a connection to France) to showcase their Savoir-Faire, raise your brand awareness, introduce new products, ...
- **B2C opp.:** Over 30-40,000 visitors- All ages
- **B2B opp.:** Over 50 exhibitors | 40 partners and sponsors | VIP functions with BCC and Qld Gvt | BSB rep
- **Media opportunity:** Extensive PR coverage
- **Exhibitors** - French market over 80 stalls
- **Sponsors** - Customised packages
 - Naming rights opportunities - eg. Masterclasses | Wine Pavilion | Kids area | Naming rights for the festival...
- **Partner** - Help Le Festival with promotion and advertising - media, print, signage, ...

Merci

Le Festival

BRISBANE FRENCH FESTIVAL

FRENCH FASHION ♥ FRENCH MARKET ♥ LIVE ENTERTAINMENT ♥ FRENCH WINES AND CHAMPAGNE ♥ FRENCH FOOD ♥ CHILDREN ACTIVITIES ♥ FRENCH FASHION ♥ FRENCH MARKET

Le Festival

BRISBANE FRENCH FESTIVAL

Avouez Santé

Bon Appétit

Bonjour Brisbane

Bienvenue





Snap Geebung

Print • Design • Signage & more...

Good evening ladies and gentlemen. Bonsoir mesdames et messieurs.

This evening's **presentation** is proudly brought to you by:

We're ready for business



2021 FACCI Presentation



We are your one-stop-destination commercial printer for all things print and design, providing a professional and personalised service from start to finish.

What is

From the initial brief to final delivery, our inhouse team of print and graphic design experts will cover every aspect of your job requirements with close attention to detail. The care and convenience of your local Snap Centre in Geebung ensures you get superior results on time, every time.

Snap Geebung's frontline *faces*

We are passionate about print and providing our customers with outstanding service. With years of industry experience, we understand the need to provide our clients with fast turnaround times and quality print solutions.

At Snap Geebung we are equipped with the latest in commercial and large format printing equipment. What does that mean for you?

Whether we're doing a car wrap or business cards, a display sign or flyers, we personally ensure every job is completed on time and to your specifications.



Our Strength.



Our Difference

..... we make sure that you receive the best solution for your needs.

We pride ourselves in our versatile in-house production capacity.

• Small Format:

- Business cards
- Flyers
- Brochures
- Booklets
- Cards
- Promotional items
- Beer coasters
- Magnets



• Large Format:

- Posters A1/A0 +
- Outdoor Banners
- Signage
- Window signage
- Labels
- Vehicle graphics/wraps
- Floor labels
- Wall drops

Examples of work: small format



For the love of print **snap** Geebung

Examples of work: large format



Examples of work: Promotional material



Let's build your business starting now

Snap Franchising Limited
Level 2, 100
and 102, Building D
Hawes Road
Brisbane QLD 4113

Examples of signage: shop front/window



Reviews

..... a note from our customers.



Geebung

print • design • signage



Positive: Professionalism, Quality, Responsiveness, Value

We had MJ & David design the business cards for our new pop up picnic business. We were so happy with the design & quality of the cards that we then went ahead & ordered our car wrap from them.

MJ & David consulted with us until we came up with the perfect design. We are absolutely thrilled with the result! Its the perfect fit for our business!

We would highly recommend Snap Geebung for any printing needs you may have. MJ & David are so easy to to communicate with & genuinely care about making their customers happy.

Thank you both for everything you've done for our business. We would not go anywhere else!

Terri & Owen

What's **NEW**:



collaboration

SNAP PRINT-DESIGN, POWERED BY CANVA

An integrated and seamless solution for DIY Design-for-Print

Snap's **collaboration** with Canva - the first of its kind in Australia - combines the simplicity of Canva's drag-and-drop design interface with the print expertise and personalised service of your local Snap Centre.

*It's a **SIMPLE** as:*



Select & Design



Request Quote



Confirm & Deliver



What's **NEW**:

Bespoke personalised **block mounted** canvas prints for the office



Thank you/merci et bonne fin soirée.

We can be contacted at:

☐ geebung@snap.com.au

alternatively you can call me on

☐ 3265 3500



THE CHAMPAGNE CELLAR

FACCI QLD | 2021 Small Business Showcase



Niccolò Fagherazzi, 16/09/2021

THE CHAMPAGNE CELLAR

- excellent **Grower Champagnes**
- imported **directly** and in **exclusive**
- result of a **careful and long research**
- meticulous and continuous **quality control**

*So why **Grower Champagnes** and
what are they?*

Récoltant-Manipulant aka Grower Champagnes are [Champagnes](#) produced by the estate that owns the vineyards where the grapes are grown.

These smaller independent producers and their boutique wines are the most authentic and the greatest expressions of Champagne, mainly because they highlight:

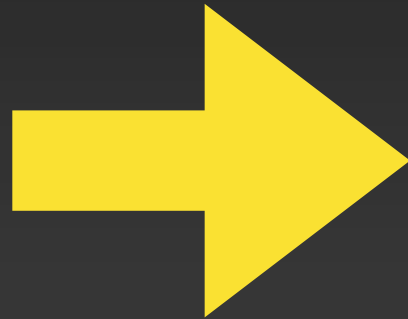
1. The different terroirs of Champagne
2. The winemaker's style
3. The singularities of each grape varietal
4. The vintage / aging process

*If they are so good,
why we don't see more of them?*

WINE AND US (AND THE MARKET)

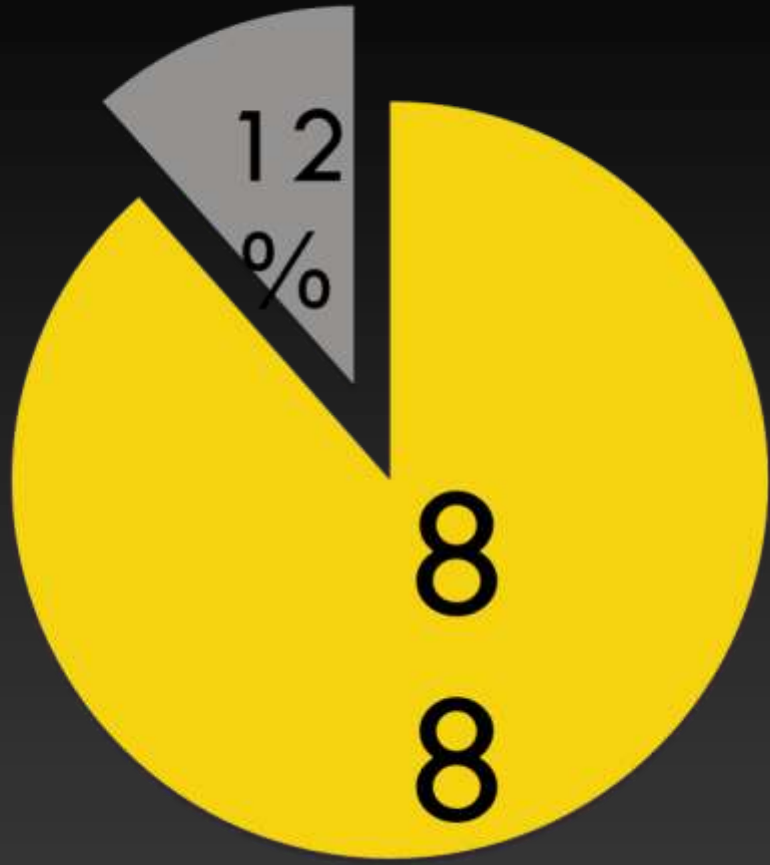
WHEN WE DISCOVER A NEW GRAPE VARIETAL

Consistency
Benchmarks
Crowd-pleasers
Brands
Iconic Producers
Mass-produced

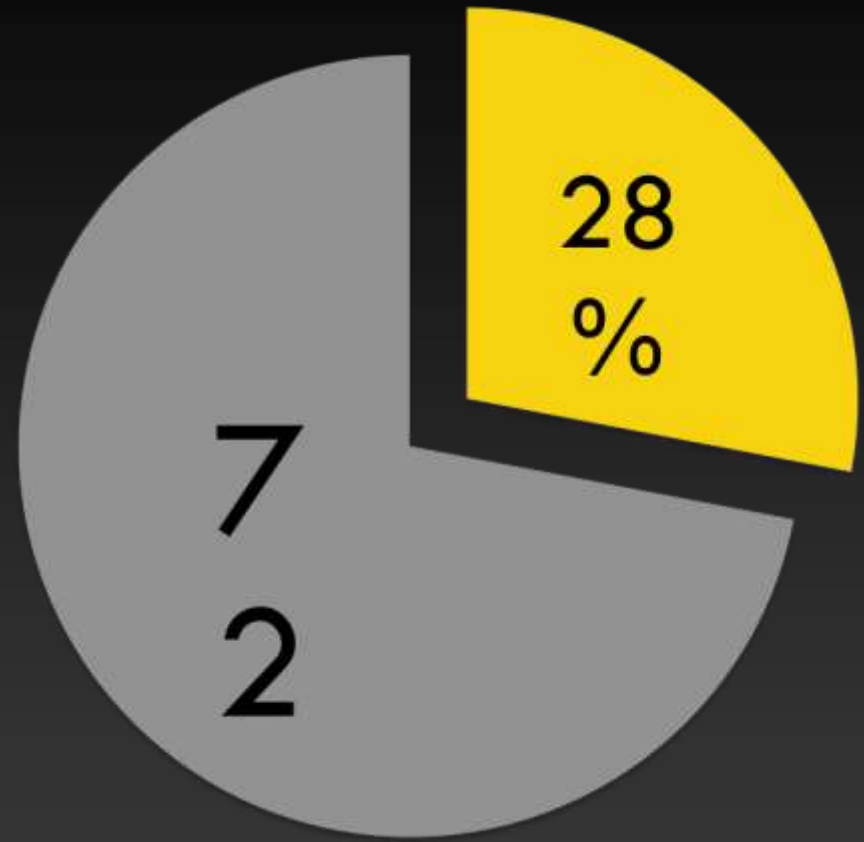


AS WE UNDERSTAND MORE ABOUT IT

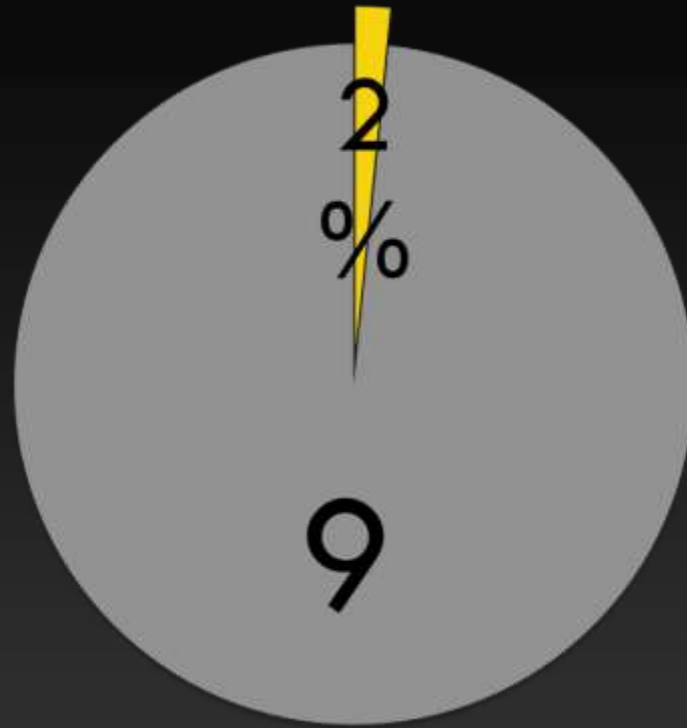
Individuality
Personal Taste
Favourites
Undiscovered Gems
Boutique Producers
Crafted Products



LAND OWNERS
15.800 VIGNERONS
320 HOUSES



WORLDWIDE SALES
28% VIGNERONS
72% HOUSES



THE AUSTRALIAN MARKET

2% VIGNERONS

98% HOUSES & COOP

We definitively feel Australia is currently **NOT** representing the world of Champagne up to the standards of its drinking population and the international industry trends.

THE CHAMPAGNE CELLAR

That's why each Cuvées we represent is emblematic of its **terroir and varietals**, it is the **passionate work of an artist** and it has been **ageing at least for 36 months**.

We want to **promote and preserve the variety of this incredible viticultural universe**, helping Growers to thrive in Australia.

The Champagne Cellar has joined FACCI for 2 reasons:

1. **address like-minded individuals and educated drinkers** (FACCI)
2. **create a network** that allows the company to retain and grow a strong position in this market



THE CHAMPAGNE CELLAR



QLD | 2021 Executive Women in Business Series

Tuesday 5 October, 6pm @ Deloitte Australia

Deloitte.

French-ANZ Business Days 26 October-18 November 2021



SUSTAINABILITY:
Act & Accelerate

Life Is On

Schneider
Electric

 FRENCH AUSTRALIAN
CHAMBER OF COMMERCE