

## **DIMER Technologies, Bringing Aussie Technology to China**

*In Conversation with Dr Ming Liu from DIMER Technologies, Winner of the Business Excellence Award for Business Innovation and Digital Economy at the 2017 AustCham Westpac Australia-China Business Awards (ACBAs)*

DIMER Technologies specialises in developing novel gas technology and engineering capabilities to fit within China's growing demands for gas processing and waste-gas treatment. They collaborate closely with many companies and clients based in China, including leading natural resource companies such as SINOPEC, CNOOC and Rare-Earth China.



Above: Dr Ming Liu (left) received the ACBA award.

Dr Ming Liu attributes DIMER Technologies' success towards their strong development of capable gas processing, waste-gas treatment, and CCUS (Carbon capture, utilities and storage) technologies that have allowed them to sustain growth and retain a highly competitive edge in the Chinese market. The huge technological potential present in China was also a large contributor to DIMER Technologies' initial market entry and concurrent success. "We saw the technological gaps between Australia and China, where the capacity and size of applicable China's market was also 100 to 1000-fold of that of Australia" stated Dr Liu.

In response to being awarded with the 2017 ACBA Business Innovation and Digital Economy Business Excellence Award for their stellar application of innovative Australian technologies in the Chinese market, Dr Liu had this to say:

"The ACBA 2017 Awards have largely promoted our profile in the China market, and the recognition by ACBA is indeed a privilege that is appreciated by our Chinese collaborators and clients".



Dr Liu maintained a cautionary mindset towards 2018, citing the firm's alertness towards potential challenges that may emerge if there continues to be a decline in the top-level bilateral relationship between China and Australia.

"This may cast negative and rejective impacts on our business, especially as we are dealing mostly with [Chinese] public and/or state companies" stated Dr Liu. "In Chinese business culture, people tend to be sensitive towards any political changes or challenges. We hope that AustCham, Austrade and fellow Aussie companies can work harder to overcome these negative challenges."

Liu advised Australian companies looking to enter the Chinese market in 2018 to be conscious of the fast-changing business environment, urging new entrants to "act faster, to adapt to the speed and turn-over rates of the Chinese market."

Individuals looking to gain further insight into DIMER Technologies' full range of services can find out more on their [website](#).

### **Nominate your Business Today!**

Nominations are now open for the [2018 ACBAs](#). You can nominate your business in up to three of the eight [2018 ACBA Business Excellence Award categories](#) online. The streamlined nomination form takes approximately 10 minutes to complete and it's free to enter. [Click here to register an account](#) to get started.

If you would like more information about the 2018 ACBAs, contact AustCham Shanghai's Senior Partnerships and Projects Manager [Stephanie Smith](#).