

NEW SOUTH WALES PREMIER'S MISSION TO INDIA NOVEMBER 2011

Purpose of Travel

- To highlight the importance the NSW Government is placing on India as a key trading partner, and a significant and growing investment partner.
- To open doors for NSW businesses with Indian Government, business and industry leaders.
- To secure trade and investment outcomes for NSW businesses in India.
- To investigate potential priority areas for further collaboration between NSW and India under their current (11th) Five Year Plan, 2007-2012.
- To demonstrate NSW leadership capabilities in the infrastructure, education, financial services, ICT and mineral resources sectors.
- To increase awareness of the NSW Government Business Office in Mumbai and the services provided to India-based investors and importers.

The Premier invited a delegation of 19 CEOs and University Vice Chancellors to Mumbai, New Delhi and Bengaluru (Bangalore) to participate in a busy program of six government meetings, 13 business meetings and 21 business events over five days.

The three cities were chosen as they represented the seat of political power (New Delhi), India's centre of financial services and location of the NSW Trade & Investment office (Mumbai) and India's centre for ICT and home to current investors in NSW including Infosys, Wipro and MphasiS (Bengaluru).

The priority sectors selected for this visit were infrastructure, education, financial services, ICT and mineral resources. These sectors were chosen because they:

- all align closely with both Indian and NSW economic development priorities
- offer two-way trade and investment opportunities
- are sectors which are naturally inter-linked.

The business delegation included:

- CEOs of NSW-based businesses who are industry leaders in these priority sectors
- Heads of leading NSW educational institutions
- Chairs of the *Multicultural Business Advisory Panel* and the *Export and Investment Advisory Board* and *Cricket NSW*
- NSW Trade & Investment Director, India.

The group presented a united commitment from government and business in NSW to cement and grow relationships in the infrastructure, education, financial services, ICT and resources sectors.

Benefits of travel for the State of New South Wales

Key outcomes of the mission to India included:

1. World Economic Forum – India Economic Summit: The Premier delivered an address, participated in a panel session, privately met with the Executive Chairman of the WEF and was accompanied by the NSW delegation at the WEF Dinner.
2. Announced a new NSW trade contract: a NSW technology company recently won a \$5.5 million contract to design and install a large scale multi-media attraction in India.
3. Australian university announcements: a total of \$18,825,000 in education and R&D scholarships and fellowships were announced during the visit.
4. Partnerships:
 - a. A memorandum of understanding (MOU) was signed between TAFE NSW Sydney and Illawarra Institutes, Gujarat NRE Coke Limited, Kolkata and Newland Global Group Pty Ltd, Sydney to work together to explore the feasibility of establishing a vocational training institute in India.
 - b. The University of Wollongong and Mr Arun Jagatramka (of Gujarat NRE, Wollongong) signed an MOU to explore the establishment of a higher education institution in the city of Ahmedabad.
 - c. Cricket NSW and the Mumbai Cricket Association signed an MOU, the key outcome of which is a cricket match – the NSW-Maharashtra Cricket Cup – that will be played every two years alternating between NSW and Maharashtra.
5. Australia-India Youth Dialogue: NSW is one of the founding partners and as such the NSW Premier officially launched the annual AIYD while in Mumbai. The AIYD represents a new way to engage with future leaders of Indian and Australian industry and government and discussions are underway.
6. 40K Foundation Australia volunteers program: Macquarie University, University of Technology Sydney, University of New South Wales, University of Wollongong and TAFE NSW have committed to sending 100 NSW tertiary students on one month term volunteer engagements with 40K projects in Bangalore.
7. Events were held where the delegation met representatives from key local business chambers including the Indo Australian Chamber of Commerce Indian Merchants Chamber, Bombay Chamber of Commerce and Industry and Australia-India Business Chamber (NSW Chapter) to communicate key areas of opportunity for growth between India and NSW.
8. Separate education sector events were held in Mumbai and New Delhi which focussed on education agents (Mumbai) (i.e. research and development scholarships, fellowships and vocational training opportunities in NSW) and how NSW institutions can, in part, assist in meeting the Indian Government's goal to skill 500 million nationals by 2022 and to build national employability (New Delhi).

9. Six high level government to government meetings were held with the Governor of Maharashtra, the Chief Minister of Maharashtra, the Deputy Chairman of the Planning Commission of India, the Minister of Civil Aviation, the Minister of Communications and Information Technology, and the Minister for Commerce and Industry.
10. The mission and key NSW messages were profiled in a total of eight top tier mainline and business media.

Estimated costs and details of travel

Minister	The Honourable Barry O'Farrell MP
Portfolio	Premier of New South Wales and Minister for Western Sydney
Countries visited	India
Cities visited	(a) Mumbai (b) New Delhi (c) Bengaluru (Bangalore)
Date of travel	Departed Saturday 12 November 2011 Returned Saturday 19 November 2011
Number of accompanying:	
(a) Ministerial Staff	(a) one
(b) Government Officials	(b) six
(c) Business Delegation	(c) nineteen
(d) Media delegation	(d) nil
Accompanied by spouse in an official capacity	No
Air fares	
(a) Minister and Ministerial Staff	(a) \$15,133.74
(b) Government Officials	(b) \$35,909.52
Accommodation and meals	
(a) Minister and Ministerial Staff	(a) \$5,356.09
(b) Government Officials	(b) \$13,247.09
Premier hosted hospitality expenses	Nil
Official meetings & hospitality expenses Includes Minister, Ministerial Staff & Government Officials and Indian business representatives	(a) \$4750.05
Official gift presentation expenses	
(a) Minister and Ministerial Staff	(a) \$4,821.00
(b) Government Officials	(b) \$2,239.00
Reconnaissance expenses (including	\$7,091.43

accommodation, ground transport, meals and incidental expenses)	
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Other expenses (including interpreters, meals not covered above, refreshments and surface travel)

(a) Ground and surface transport	(a) \$10,843.69
(b) Interpreter fees and associated costs	(b) Nil
(c) Other	(c) \$948.69

Total estimated travel costs	\$100,340.31
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Note: currency conversion cost estimates are based on:

- 1 AUD = 49.8 INR (Indian Rupees) (from Corp Credit Card exchange rate 16/11/11)

Note: Any outstanding costs will be updated in the finalisation of expenses.