

**TRADE AND INVESTMENT MISSION TO INDIA BY  
THE HONOURABLE BARRY O'FARRELL MP  
PREMIER OF NEW SOUTH WALES  
27 OCTOBER – 3 NOVEMBER 2012**

**POST VISIT REPORT**

**MISSION PURPOSE**

- Demonstrate the NSW Government's recognition of India as a vital trading partner for the state and a significant and growing investment partner.
- Secure trade and investment outcomes from India including opening doors and facilitating high level contacts in emerging Indian cities.
- Reinforce to the Indian government, commercial and media audiences, the strength of the NSW economy as Australia's largest State.
- Reinforce and strengthen the business opportunities presented by the ever-growing people-to-people links between NSW and India.
- Meet with key prospective and existing investors, and importers of NSW products and services in new and emerging Indian cities.
- Identify potential priority areas for further collaboration between NSW and India under their new 12<sup>th</sup> Five Year Plan (2012-2017).
- Increase awareness of the NSW Government Business Office in Mumbai and the services it provides to investors and importers in the region.

**MISSION DESCRIPTION**

The Premier and official delegation (full list at Tab A) were supported by eleven program partners to the cities of Mumbai, Hyderabad and Delhi. The program consisted of four ministerial meetings, eleven business meetings, eleven business events and two cultural visits over six days (a program summary is listed at Tab B). The three cities visited were:

1. Mumbai: financial centre of India and location of NSW Government Business Office in India.
2. Hyderabad: One of India's most important economic hubs. Fast becoming a major ICT centre, the city is often referred to as "Cyberabad".
3. Delhi: national capital and seat of executive, legislative and judiciary branches of the Government of India.

The priority sectors selected for this visit were education, infrastructure, financial services, ICT and mineral resources. These sectors were chosen because they: all align closely with both Indian and NSW economic development priorities and offer two-way trade and investment opportunities.

Program partners were engaged through an expression of interest process to deliver key events for the Premier's mission to India across a number of sectors. The program partners included:

- 1) Australian Council for Private Education and Training (ACPET)
- 2) Australia Film Festival of India
- 3) Charles Sturt University
- 4) Department of Education & Communities (DEC) International
- 5) Gujarat NRE Coking Coal
- 6) Infosys
- 7) KPMG
- 8) Macquarie University
- 9) Sydney Airport
- 10) University of Newcastle
- 11) University of Wollongong

## KEY OUTCOMES

1. Signing an MOU marking the establishment of a NSW–Maharashtra sister state relationship with Mr Prithviraj D. Chavan, Chief Minister of Maharashtra aimed to increase trade and investment in areas including financial services, energy, minerals and mining, agribusiness, urban infrastructure and environmental protection, public health, pharmaceuticals, bio tech, life sciences, IT, education, film, arts, culture and sport.
2. Education announcements made during the visit included:
  - a) Public transport fare discounts for international students as part of ongoing efforts to promote the State as a world-class location for international education.
  - b) Launch of an annual University of Wollongong (UOW)-Bradman Foundation Scholarship for an Indian student to study in Australia at UOW.
  - c) The announcement of the first two of Macquarie University's 55 scholarships for its alliance agreement with India@75. Macquarie University detailed its intention to invest \$11 million in the alliance over the next three years.
  - d) ICT company Infosys announced the *InStep NSW* internship program which will enable three to five NSW university students each year the opportunity to travel to India to live and work on cutting edge technology projects and receive one-on-one mentoring from Infosys researchers and managers on real-world strategic projects.
  - e) DEC International announcements included:
    - i) The launch of stage 1 of the joint training program between Gujarat NRE Coking Coal and TAFE NSW Sydney and Illawarra Institutes.
    - ii) The announcement of 78 scholarships to international students across all markets.
    - iii) TAFE NSW - Sydney Institute and 40K Foundation project launched - students working for one month in India as volunteers on a schools project in Bangalore.
  - f) An MOU signing between ACPET (the Australian Council for Private Education and Training) and NSDC (National Skill Development Corporation) to develop joint goals, and foster the exchange of ideas and strategies for addressing skills needs.
3. Business interactions included:
  - a) SP Jain School of Global Management campus in Sydney set for inauguration by the Premier in Sydney on 1 December 2012 with an investment value of A\$20 million.
  - b) Bank of Baroda has received regulatory approval from APRA for a branch licence and will open a bank in Sydney by the end of 2012.
  - c) Omnitech InfoSolutions discussion on plans to progress investment in Sydney with office opening.
  - d) Vax Housing Finance Corporation discussions on plans to progress investment into NSW.
  - e) Other meetings with current and potential Indian investors included GVK Group, Mahindra & Mahindra, Podar Enterprise, State Bank of India and Tata Steel.
4. Ministerial meetings included:
  - a) Dr Kapil Sibal, Minister of Communications and Information Technology;
  - b) Mr Sharad Pawar, Minister of Agriculture and Minister of Food Processing;
  - c) Mr Sachin Pilot, Minister of State for Corporate Affairs; and
  - d) Mr Prithviraj D. Chavan, Chief Minister of Maharashtra.
5. Additional engagements by the Premier included:
  - a) Addressed a Confederation of Indian Industry (CII) reception outlining investment opportunities in NSW and emphasised the public transport fare discounts for international students.
  - b) Delivered keynote address at an energy and infrastructure business lunch hosted by KPMG to profile NSW investment opportunities to Indian clients.
  - c) Launched the Australia Film Festival of India (AFFI) 2012 program with AFFI co-director Anupam Sharma. The festival will feature a Baz Luhrmann retrospective.

- d) Delivered keynote address at a resources dinner hosted by Gujarat NRE Coking Coal to profile NSW investment opportunities to Indian clients.
  - e) A business breakfast with 11 NSW exporters active in India to discuss opportunities and issues in the Indian market.
  - f) Visiting the National Police Academy in Hyderabad. Charles Sturt University has recently provided a customised academic and vocational training to the Indian Police Service for 3 years, from 2010 to 2012.
  - g) Meeting with the Indian Institute of Technology and University of Newcastle who are looking to work together on a research project focused on improving public health in Australia and India.
6. The Premier's mission generated significant media coverage in Australia in The Daily Telegraph, The Australian, Sydney Morning Herald, The Australian Financial Review and other outlets. Indian coverage included The Times of India, The Economic Times of India, The Business Standard and the Deccan Herald.
7. Cultural visits to Chhatrapati Shivaji Maharaj Vastu Sangrahalaya Museum in Mumbai and the Akshardham Cultural Complex in Delhi.

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**DELEGATION**

The Honourable Barry O'Farrell MP  
*Premier of New South Wales*

**Accompanied by**

**Official Delegation**

Mr Chris Eccles  
*Director General  
NSW Department of Premier and Cabinet*

Dr Peta Seaton  
*Director of Strategic Priorities  
Office of the Premier*

Mr Rohit Manchanda  
*Director, Trade & Investment – India  
New South Wales Government Office (BASED IN INDIA)*

Mr Nihal Gupta  
*Chair, NSW Multicultural Business Advisory Panel (MBAP)*

Dr GK (Harry) Harinath OAM  
*Chair, NSW Cricket Board  
Chair, Parramasala*

Ms Rochelle Hayes  
*Manager, Protocol & Hospitality  
NSW Department of Premier and Cabinet*

Ms Lisa Rodrigues  
*Trade & Investment Manager - India  
New South Wales Government Office (BASED IN INDIA)*

Ms Tina Lange  
*Senior Protocol Officer, Protocol & Hospitality  
NSW Department of Premier and Cabinet*

**Reconnaissance Officers**

Ms Lisa Rodrigues  
*Trade & Investment Manager - India*  
*New South Wales Government Office (BASED IN INDIA)*

Ms Tina Lange  
*Senior Protocol Officer, Protocol & Hospitality*  
*NSW Department of Premier and Cabinet*

Inspector Mark Hargreaves  
*NSW Police*

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**PROGRAM SUMMARY**

**Sunday 28 October - Mumbai**

1. Visit: Chhatrapati Shivaji Maharaj Vastu Sangrahalaya Museum
2. Event: Market briefing and dinner hosted by Consul General in Mumbai

**Monday 29 October - Mumbai**

3. Event: Breakfast with key NSW exporters in Mumbai
4. Event: University of Wollongong and Bradman Foundation Scholarship Announcement
5. Event: Energy, Resources & Infrastructure Lunch Round Table - hosted by KPMG
6. Event: SP Jain Global School of Management Announcement
7. Meeting: Chairman, Mahindra & Mahindra
8. Meeting: Chairman of State Bank of India

**Tuesday 30 October - Mumbai**

9. Meeting: Omnitech Infosolutions
10. Meeting: Chairman, Tata International Ltd & Vice Chairman, Tata Steel Limited
11. Event: Australia Film Festival of India Launch
12. Meeting: Bank of Baroda
13. Meeting: Managing Director, Podar Enterprise
14. Meeting: Vax Housing Finance Corporation
15. Event: Confederation of Indian Industry (CII) Reception

**Wednesday 31 October - Hyderabad**

16. Meeting: National Police Academy
17. Meeting: Mahindra Satyam
18. Meeting: Infosys
19. Meeting: India Institute of Technology, Public Health Foundation of India, Prevent India Foundation, InfoTech - organised by University of Newcastle
20. Meeting: GVK Group

**Thursday 1 November - Delhi**

21. Event: Department of Education & Communities International Corporate Luncheon
22. Event: MOU Signing Australian Council for Private Education and Training (ACPET) & National Skills Development Council (NSDC)
23. Event: Macquarie University & India@75 Scholarship Announcement
24. Ministerial: Mr Sharad Pawar, Minister of Agriculture and Minister for Food Processing Industries
25. Event: Oz Fest Art Exhibition Inauguration
26. Event: Mining and infrastructure dinner hosted by Gujarat NRE Coking Coal

**Friday 2 November - Delhi/Mumbai**

27. Visit: Akshardham Cultural Complex
28. Ministerial: Mr Kapil Sibal, Minister of Communications and Information Technology
29. Ministerial: Shri Prithviraj Chavan, Chief Minister of Maharashtra
30. Ministerial: Mr Sachin Pilot, Minister of State for Corporate Affairs

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**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) Hyderabad (c) Delhi
Date of travel	Departed Saturday 27 October 2012 Returned Saturday 3 November 2012
Number of accompanying:	
(a) Ministerial Staff	(a) one
(b) Government Officials	(b) six
(c) Other Delegation	(c) one
(d) Media delegation	(d) Nil
Accompanied by spouse in an official capacity	No
Air fares	
(a) Minister and Ministerial Staff	(a) \$15,897.84
(b) Government Officials	(b) \$35,249.40
Accommodation and meals	
(a) Minister and Ministerial Staff	(a) \$5,596.88
(b) Government Officials	(b) \$18,064.73
Premier hosted hospitality expenses	\$622.73

Official meetings & hospitality expenses Includes Minister, Ministerial Staff & Government Officials and Chinese business representatives	\$1,118.99
Official gift presentation expenses	
(a) Minister and Ministerial Staff	(a) \$3,194.49
(b) Government Officials	(b) \$342.20
Reconnaissance expenses (including accommodation, ground transport, meals and incidental expenses)	\$8,623.48
Other expenses	
(a) Ground and surface transport	(a) \$5,314.80
(b) Design/printing trade materials and brochure	(b) \$8,341.38
(c) Photographer for Mumbai events	(c) \$617.94
(d) Courier costs	(d) \$571.62
(e) Other miscellaneous (including entry fees, wireless network access not covered as incidentals, meals not covered above and refreshments)	(e) \$866.18
<b>Total estimated travel costs</b>	<b>\$104,422.66</b>

Note: currency conversion cost estimates are based on:

1 AUD = 56.64 (Indian Rupee)

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