

**POST VISIT REPORT  
BY TIM OWEN AM MP  
REPRESENTING THE PREMIER OF NEW SOUTH WALES  
AT THE PARIS AIR SHOW AND MILAN  
FOR MEETINGS WITH EUROPEAN AEROSPACE COMPANIES**

**Purpose of travel**

- To attend the Paris Airshow and to a Milan based defence industry prime to engage key European Aerospace companies in the benefits of manufacturing support to their operations in NSW.
- It is evident to this State Government through close engagement with local Aerospace companies over the last two years that a number of European Aerospace prime contractors are suffering some 'capacity' issues in meeting global supply chain commitments, obligations and requirements in supporting their product lines worldwide.
- NSW independent defence industry SMEs as well as subsidiaries of the major European primes have significant industrial capability to assist in high tech manufacturing to potentially support these aerospace industry capacity issues in Europe.
- Accordingly, this mission sought to advocate on behalf of those respective companies in NSW to the major European primes. Discussions focussed on local industrial capabilities, the Government's desire to attract overseas manufacturing investment and the benefits of doing business (and/or transferring some manufacturing capability) in and to NSW.
- *NOTE - The delegation delivered a summary document of the key industry capabilities in the defence industry resident in NSW to the European companies as a ready reference. These very useful documents were prepared prior to departure by Trade and Investment expressly for this visit.*

**Benefits of travel for the State of New South Wales**

- Initial meetings completed with various European primes to state the case of the defence industrial capability resident in NSW.
- Various companies have shown significant interest in pursuing cost effective manufacturing opportunities in NSW.
- One major European Defence company subsequently took the opportunity to visit the State only one week after the Paris Airshow. They engaged with the executive level of government and visited a number of state based defence SMEs to assess their capabilities in the defence and security areas.
- The Government expects additional companies to avail themselves of similar opportunities.
- Commercial in confidence outcomes and opportunities for NSW Defence Industry companies have been provided to senior executives with the Department of Trade and Investment for follow-on actions at an international and State level.

## Estimated costs and details of travel

Premier's Representative	Tim Owen AM MP
Portfolio	Defence Representative NSW Government
Countries visited	(a) France (b) Italy
Date of travel	Departed Tuesday 18 June 2013  Returned Wednesday 24 June 2013
Number of accompanying: (a) Ministerial Staff	Nil
Accompanied by spouse in an official capacity	Nil
Air fares (a) Minister and Ministerial Staff	\$7,173.68
Accommodation and meals Minister and Ministerial Staff	\$2,617.59
Official hospitality expenses (a) Minister and Ministerial Staff	Nil
Other expenses (including some meals, refreshments, surface travel and travel allowances) (a) Minister and Ministerial Staff	\$128.34
Total estimated travel costs (a) Minister and Ministerial Staff	\$9,919.60

Note: currency conversion cost estimates are based on:  
1 AUD = 1.42 (EUR)