

**TRADE AND INVESTMENT MISSION TO INDIA AND SINGAPORE BY
THE HONOURABLE BARRY O'FARRELL MP
PREMIER OF NEW SOUTH WALES
1 – 8 DECEMBER 2013
POST VISIT REPORT**

MISSION PURPOSE

Consistent with the NSW International Engagement Strategy, the Premier's Mission to India aimed to:

- Build high level government to government relationships between NSW and India and progress the MOU signed between the NSW Government and the Maharashtra Government in 2012
- Attract business investment in priority sectors for India and NSW – infrastructure and tourism related infrastructure opportunities, professional services, ICT and mining
- Promote NSW strengths, capabilities and businesses in areas identified as being of interest to India, including clean technology and infrastructure services
- Grow tourism from India to NSW
- Increase the connection between NSW and Indian research organisations and increase the number of Indian students studying in NSW, and
- Increase awareness of NSW Government Trade & Investment Office in Mumbai and the services it offers in supporting investors and helping to globalise NSW companies.

MISSION DESCRIPTION

The NSW Premier visited three major cities in India over a week to build relationships and promote trade and investment between India and NSW. The Premier also visited Singapore for a day to collaborate with business and government on education, technological innovations and regulation.

1. New Delhi, Delhi (2-3 December)

The Premier's Mission included two days of business and Government meetings in the national capital city New Delhi, the world's second largest city. The Premier met with:

- Mr Patrick Suckling, Australian High Commissioner
- The Hon Kapil Sibal, Minister for Communications and IT
- High level business leaders at a Business Forum arranged by the Federation of Indian Chambers of Commerce and Industry (FICCI)
- Mr Montek Singh Ahluwalia, Deputy Chairman Planning Commission
- The Hon Kamal Nath, Minister of Parliamentary Affairs and Urban Development
- High level investors at a business event hosted by the Australian High Commissioner
- Mr Atul Chauhan, Chancellor, Amity University
- The Hon Shri Palaniappan Chidambaram, Union Finance Minister
- The Hon Sachin Pilot, Minister of State for Corporate Affairs
- Mr Milind Deora, Minister of State for Communication, Information Technology and Shipping

- Tourism industry representatives at a Business Forum arranged by Destination NSW
- The Hon Parwez Dewan, Secretary for the Ministry of Tourism, and
- The Hon Valayar Ravi, Minister for Overseas Indian Affairs.

2. Ahmedabad, Gujarat (4 December)

The Premier's Mission included one day in Ahmedabad, where the Premier met with:

- Mr Mark Pierce, Australian Consul-General
- The Hon Narendra Modi, Chief Minister of Gujarat
- Tata Consultancy Services to view their Garima Park Delivery Centre
- Business leaders at a Clean Technology Forum arranged by the Confederation of Indian Industry, and featuring UNSW 'Green Steel' technology
- The Adani Group including the Chairman, Mr Guatam Adani, the Managing Directors and CEOs, and the Chairperson of the Adani Foundation, and
- Mr Pankaj Kumar IAS, Managing Director, Gujarat Mineral Development Corporation.

3. Mumbai, Maharashtra (5-6 December)

The Premier's Mission included two days in Mumbai, where the Premier met with:

- The Hon Prithvi Raj Chavan, Chief Minister of Maharashtra, The Hon Rajesh Tope, Minister of Higher and Technical Education, The Hon Harshvardhan Patil, Minister of Co-operation and Parliamentary Affairs, The Hon Dilip Walse-Patil, Minister of Agriculture, The Hon Sunil Tatkare, Minister of Finance
- The Hon Suresh Shetty, Minister for Health
- Speaker of the Legislative Assembly
- Mr Natarjan Chandrasekaran, CEO & Managing Director Tata Consultancy Services
- Banking executives at a Financial Services Forum hosted by KPMG
- Mr S K Saul, Secretary, Jawaharlal Nehru Port
- Mr Gary Toomey, CEO, Jet Airways
- High level business leaders at a Business Event hosted by the Consul General
- Dr Sabyasachi Mukherjee, Director General, Chhatrapati Shivaji Museum
- Dr Naresh Chandra, Pro Vice Chancellor, University of Mumbai.
- Business leaders at Forum hosted by the All Indian Association of Industries
- Leela Group of Hotels, and
- Management of GVK Mumbai International Airport.

4. Singapore (7 December)

The Premier's Mission included one day in Singapore, where the Premier met with:

- Mr Philip Brady, State Manager Optus, Mr Christopher Tng, Director SingTel; Mr Wilson Tan Hai Guan, Director, SingTel.
- Casino Regulatory Authority - Ms Yeo Pia Jee, Group Director Operations, Mr Khoo Kah Bee, Director, Corporate Development Division, Mr Lawrence Lee, Director, Inspection and Compliance Division.

MISSION OUTCOMES

1. Strong government to government relationships

The Premier met with 13 senior Government Ministers to build relationships between the governments of NSW and India. Discussions with both the Maharashtra and Gujarat Governments have led to an agreement on specific, practical areas for cooperation.

The Maharashtra Government and NSW Government agreed to collaborate in the following areas:

- Water Management – arrange for staff exchange to share learnings and experience relating to river system modelling, water policy and governance around allocation of water resources.
- Higher Education and Vocational Training – establish connections between Colleges in Auangabad, Karad, Amravati, Jalgaon and Universities and TAFE in NSW in areas including water management, renewable energy, robotics, arts, engineering and hospitality.
- Mental Health and Forensic Science – develop links between the research institutions and establish training modules in these areas.
- Agriculture – facilitate farmers sharing experience and expertise including cropping techniques and patterns.
- Culture – joint project between the Chhatrapati Shivaji Maharaj Vastu Sangrahalaya Museum in Mumbai and the Art Gallery of NSW to catalogue European paintings held by the Museum.
- Young Leaders – exchange of young leaders in political, public and business sectors so that our future leaders have an understanding of culture, governance and business systems in each other's countries.

The Gujarat Government and NSW Government have begun discussions to collaborate in the following areas:

- Young Leaders Network – create a network for young leaders in NSW and Gujarat to develop global perspectives in common areas of government, academia and business links.
- Student exchanges – organise student exchanges between tertiary institutions in NSW and Gujarat in areas such as biotechnology, sport, arts and agriculture.
- Skills Development – facilitate partnerships such as that created between Gujarat Mining Development Corporation (GMDC) and the University of Wollongong.
- Water Security – facilitate connections between the Gujarat Government and NSW experts in waste water treatment, recycling, desalination and water pricing.
- Sustainable Urban Development – facilitate connections between sustainability experts from NSW and Gujarat agencies planning and designing new cities and green buildings.

2. Attraction of business investment

The Premier promoted the strengths of NSW to hundreds of Indian business leaders including the memberships of Federation of Indian Chambers of Commerce and Industry (FICCI), Confederation of Indian Industry (CII), and All India Association of Industries (AIAI) at business forums.

The Premier met with high level investors to promote current investment opportunities in NSW including:

- WestConnex, an A\$11-11.5 billion motorway project
- Urban renewal of the Central to Everleigh corridor
- CBD & South East Light Rail project
- Newcastle Port - 98 year lease of port assets
- Sale of two iconic CBD sandstone buildings for tourism use, and
- Tourism development opportunities on Sydney Harbour land.

3. Promotion of NSW capabilities

The Premier promoted NSW strengths, capabilities and expertise in areas identified as being of interest to India:

- Clean technology, including green building design, sustainable redevelopment of urban areas, water management and waste technology, and
- Infrastructure services, including construction related products and services for energy and transport infrastructure opportunities arising from India's major infrastructure growth (\$1 trillion worth over the next 5 years).

The Premier made connections between local businesses and the NSW Government Trade & Investment Office in Mumbai and raised awareness of the services it offers in supporting investors and helping to globalise NSW companies and support and secure trade and investment outcomes for NSW businesses by:

- conducting meetings and events with influential public and private enterprise decision-makers, key prospective investors, and importers of NSW products and services, and
- using the badge of government to open doors and facilitate high level contacts for NSW industries and businesses.

4. Grow tourism from India to NSW

The Premier promoted Sydney and NSW as a leading tourism destination at a targeted tourism industry event. The Premier highlighted the improving access between India and NSW including our airline partnerships with Singapore Airlines, Malaysian Airlines and the new direct Sydney/Delhi services with Air India, NSW's exciting calendar of events, including Vivid and the ICC Cricket World Cup, the State's stunning array of attractions and experiences for the leisure traveller, as well as showcasing our destination for business events and the important education market. The Premier also met with airlines with the aim of increasing the number of direct flights between NSW and India.

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DELEGATION

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

Accompanied by:

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

Mr Nihal Gupta
*Chair
NSW Multicultural Business Advisory Panel*

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

Mr Rohit Manchanda
*Trade and Investment Commissioner for India
New South Wales Government Office (BASED IN INDIA)*

Mission Coordination

Ms Susan Calvert
*Executive Director, Office of International Engagement
NSW Department of Premier and Cabinet*

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

Ms Annahita Baria
*Office Manager
New South Wales Government Office (BASED IN INDIA)*

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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 Cities visited	India and Singapore (a) Delhi (b) Ahmedabad (c) Mumbai (d) Singapore
Date of travel	Departed Sunday 1 December 2013 Returned Sunday 8 December 2013
Number of accompanying: (a) Ministerial Staff (b) Government Officials (c) Other Delegation (d) Media delegation	(a) one (b) five (c) one (d) Nil
Accompanied by spouse in an official capacity	No
Air fares (a) Minister and Ministerial Staff (b) Government Officials	(a) \$ 14,768.24 (b) \$ 23,151.23
Accommodation and meals (a) Minister and Ministerial Staff (b) Government Officials	(a) \$ 6,243.41 (b) \$ 16,904.32
Premier hosted hospitality expenses	\$ 0
Official meetings & hospitality expenses Includes Minister, Ministerial Staff &	\$ 8,028.97

Government Officials and business representatives	
Official gift presentation expenses	
(a) Minister and Ministerial Staff	(a) \$ 9,762.65
(b) Government Officials	(b) \$ 0
Reconnaissance expenses (including accommodation, ground transport, meals and incidental expenses)	\$ 977.70
Other expenses	
(a) Ground and surface transport	(a) \$ 4,997.20
(b) Design/printing trade materials and brochure	(b) \$ 34,050.51
(c) Photographer	(c) \$ 579.79
(d) Courier costs	(d) \$ 296.85
(e) Other miscellaneous (including entry fees, excess baggage fees and facilitation services not covered as incidentals, meals not covered above and refreshments)	(e) \$ 531.71
Total estimated travel costs	\$ 120,292.58

Note: currency conversion cost estimates are based on:
1 AUD = 55.58 (Indian Rupee)