

**TRADE AND INVESTMENT MISSION TO JAPAN & PHILIPPINES BY
THE HONOURABLE BARRY O'FARRELL MP
PREMIER OF NEW SOUTH WALES
17 – 20 FEBRUARY 2014
POST VISIT REPORT**

MISSION PURPOSE

Consistent with the NSW International Engagement Strategy, the Premier's Mission to Japan and the Philippines aimed to:

- Establish high level government relationships with Japan and the Philippines
- Attract business investment into NSW
- Progress the longstanding sister-state relationship between NSW and Tokyo with the new Governor
- Grow tourism from Japan and the Philippines to NSW
- Identify opportunities to increase trade, and
- Increase awareness of NSW Government's new Trade & Investment Office which opened in October 2013 in Tokyo and the services it offers.

MISSION DESCRIPTION

1. Tokyo, Japan

The NSW Premier visited Tokyo, Japan on the 17-19 February 2014 to meet with high level government and business leaders. Japan is NSW's largest market for export of goods and Australia's third largest source of foreign investment.

The NSW Premier met with:

- Mr Bruce Miller, Australian Ambassador to Japan
- Ms Midori Matsushima, Senior Vice Minister, Ministry of Economy, trade and Industry (METI)
- Mr Taro Aso, Deputy Prime Minister
- Mr Norio Mitsuya, Senior Vice Minister for Foreign Affairs
- Mr Yoichi Masuzoe, Governor of Tokyo
- Mr Nobuhide Hayashi, Deputy President, Mizuho
- Dr Akio Mimura, Chairman Japan Australia Business Co-operation Committee (JABCC)
- Mr Yorihiro Kojima, Chairman, Mitsubishi
- Mr Oku, Chairman of the Board, Sumitomo Mitsui Banking Corporation (SMBC)
- Mr Takashi Morimura, Deputy President, Bank of Tokyo – Mitsubishi UFJ (BTMU)
- Mr Satoshi Miyamoto, President, Japan External Trade Organisation (JETRO)
- Senior representatives from Nikko, Nomura Securities, Tokyo Mitsubishi, ITOCHU Trading House, Marubeni Corporation, Obayashi Corporation, Mitsui and NEC at a function held by the Australian Ambassador, and
- Around 200 business and tourism sector leaders based in Tokyo.

2. Manila, Philippines

The NSW Premier visited the Philippines, a significant market in the ASEAN region, from the 19-20 February 2014.

The NSW Premier met with:

- Mr Bill Tweddell, Australian Ambassador to the Philippines
- Mr Antonio Aquino III, President of the Philippines
- Mr Albert del Rosario, Secretary of Foreign Affairs
- Mr Arsenio M Balasacan, Secretary for Socioeconomic Planning and Mr Rogelio Singson, Secretary of Public Works and Highways
- Mr Jaime Zobel de Ayala, Chairman and CEO, Ayala Corporation and Mr Antonio Aquino, President of Ayala Lands
- More than 100 business leaders at an event hosted by the Australia Philippines Business Council (APBC).

MISSION OUTCOMES

1. Strong government to government relationships

The Premier met with 4 senior Government leaders in Japan, including the Deputy Prime Minister and the newly appointed Governor of Tokyo, to build relationships between the governments of NSW and Japan.

Discussions with the Tokyo Government identified opportunities to progress our long standing sister state relationship, including increasing co-operation in following areas:

- Olympics – support the success of the Tokyo Olympics in 2020 by sharing learnings from the Sydney 2000 Olympics and promoting NSW businesses with relevant capabilities.
- Public-private partnerships – share expertise and experiences in relation to the delivery of public infrastructure through public-private partnerships.
- Disaster management and recovery – share knowledge in relation to predicting, responding and recovering from natural disasters.

The Premier also met with the President of the Philippines and 3 senior Government Secretaries. Discussions between the NSW Government and the Philippines Government have led to the identification of specific, practical areas for cooperation in relation to public private partnerships for the provision of public infrastructure.

2. Attraction of business investment

The Premier promoted the strengths of NSW to hundreds of business leaders in both Japan and the Philippines.

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
- Sale of two iconic CBD sandstone buildings for tourism use, and
- Tourism development opportunities on Sydney Harbour foreshore land.

The Premier also promoted these opportunities to Japanese banks and financial institutions.

3. Promotion of NSW capabilities & tourism

The Premier promoted NSW strengths, capabilities and expertise in areas identified as being of interest to Japan and the Philippines.

The Premier made connections between businesses and the NSW Government Trade & Investment Office in Japan and in Sydney. He also raised awareness of the services our Offices provide including:

- 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.

The Premier promoted Sydney and NSW as a leading tourism destination highlighting NSW's exciting calendar of events, including Vivid and the Major League Baseball, 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.

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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 Warwick Smith
*Chair
NSW Export and Investment Advisory Panel*

Ms Anna McPhee
*Chief of Staff
Office of the Premier*

Mr Geoff Walker
*Trade and Investment Commissioner for Japan
New South Wales Government Office (BASED IN TOKYO)*

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

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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	Japan and Philippines
Cities visited	(a) Tokyo (b) Manila
Date of travel	Departed Sunday 16 February 2014 Returned Friday 21 February 2014
Number of accompanying:	
(a) Ministerial Staff	(a) one
(b) Government Officials	(b) two
(c) Other Delegation	(c) Nil
(d) Media delegation	(d) Nil
Accompanied by spouse in an official capacity	No
Air fares	
(a) Minister and Ministerial Staff	(a) \$ 12,805.92
(b) Government Officials	(b) \$ 12,805.92
Accommodation and meals	
(a) Premier and Premier's Office Staff	(a) \$ 3,617.76
(b) Government Officials	(b) \$ 3,617.76
Premier hosted hospitality expenses	\$ 25,135.38
Official meetings & hospitality expenses	Nil

Includes Minister, Ministerial Staff & Government Officials and business representatives	
Official gift presentation expenses	
(a) Minister and Ministerial Staff	(a) \$ 3,997.75
(b) Government Officials	(b) \$ 0
Reconnaissance expenses (including accommodation, ground transport, meals and incidental expenses)	Nil
Other expenses	
(a) Ground and surface transport	(a) \$ 4,931.63
(b) Photographer	(b) \$ 541.15
(c) Courier costs	(c) \$ 1,543.74
(d) Promotional material (brochures, printed collateral)	(d) \$ 11,769.67
(e) Interpreter costs	(e) \$ 3,177.91
(f) Other miscellaneous (including entry fees, excess baggage fees and facilitation services, printing not covered as incidentals, meals not covered above and refreshments)	(f) \$ 1,025.55
Total estimated travel costs	\$ 84,970.14