

POST MISSION REPORT

**TRADE AND INVESTMENT MISSION TO JAPAN AND KOREA BY
THE HONOURABLE STUART AYRES MP
NSW MINISTER FOR TRADE, TOURISM, MAJOR EVENTS AND MINISTER FOR SPORT
17-22 JULY 2016
POST MISSION REPORT**

MISSION PURPOSE

The NSW Minister for Trade, Tourism, Major Events and Minister for Sport, the Hon. Stuart Ayres, MP (the Minister) travelled to the Republic of Korea and Japan in July 2016 to further strengthen economic and cultural ties in these two priority markets.

Both markets present significant export and investment opportunities for NSW particularly given the Korean-Australia Free Trade Agreement (KAFTA) and the Japan-Australia Economic Partnership Agreement (JAEPA) which have the potential to facilitate significant trade and investment flows.

The mission provided an opportunity to reinforce NSW's status as a strong, stable and growing economy through meetings with government and business leaders.

During the mission, the Minister reinforced the importance placed by the NSW Government on our relationships with these two key markets. A key aspect to maintaining strong relationships with Asian markets is to regularly visit the markets which demonstrates the importance and commitment to the relationship.

In the Republic of Korea (18-19 July) the key focus was financial services, infrastructure and education. The Minister promoted NSW's financial expertise to meet the growing need for wealth management services for Korea's ageing population. Meetings with wealth funds were used to promote the investment pipeline in NSW. A FinTech roundtable enabled the Minister to build links between the FinTech ecosystems in Sydney and Seoul. This visit also provided an opportunity to hold discussions on advancing our Sister State Agreement, ahead of a possible visit to Sydney by the Mayor of Seoul in 2017, to mark the 25th Anniversary of the Sister State Relationship.

In Japan (20-22 July) the Minister built on growing interest by Japanese investors in financial services, by promoting NSW capabilities in this sector and maintaining important relationships with major existing investors and banks in Japan through a series of calls.

Through a site visit to a key Hitachi Innovation Centre, the Minister sought to advance innovation links between NSW and Japan, highlighting the strength of the NSW FinTech and MedTech sectors.

The Minister expressed NSW interest in Sydney being considered as a potential location for the 2018 Australia-Japan Joint Business Conference, a Amway Japan Conference and promoted collaboration on coaching expertise ahead of the Japan Rugby World Cup in 2019.

The key objectives and desired outcomes of the Mission were to:

- promote investment into NSW through roundtables with business leaders focussing on ICT, financial services, FinTech and education
- reinforce the importance of the relationship between NSW and Korea and Japan's government and corporate sectors
- promote NSWs' innovative ecosystem for Startups and the FinTech sector
- promote NSW exports to Korea and Japan under the KAFTA and JAEPA
- promote foreign direct investment from the Korea and Japan under KAFTA and JAEPA
- grow tourism from both countries to NSW
- deepen market understanding and business and government relationships for the Minister
- build on the strength of the relationship with both countries by developing productive government to government and business links.

MISSION DESCRIPTION

Minister Ayres travelled to Seoul, Seongnam City (south west of Seoul) and Tokyo over the 7 day mission (includes two days travelling to and from Australia) to promote trade and investment opportunities between NSW and the Korea and Japan.

MISSION BACKGROUND

The NSW International Engagement Strategy (2013) identifies 10 priority markets and aims to have high level annual visits to each of these markets to promote trade and investment.

Regular engagement is central to the continued fostering of strong economic relationships with these key markets. While both markets remain strong trading partners for NSW, there is potential for enhancement of these trading relationships.

The Mission to Korea and Japan was the first visit to these markets undertaken by a Minister for Trade since the NSW Premier's visit to Korea and Japan in May 2015. However, a short visit to Japan was undertaken by Minister Constance to promote NSW infrastructure pipeline in mid-July.

Korean Economy

- Korea is an industrialised and high-income economy. It is the world's 13th largest economy based on World Bank ranking (2014). Projected GDP growth for 2016 by the IMF is 2.7%.
- The Korean economy is heavily reliant on exports which contribute 50.6% of GDP in 2014. This underscores the need to achieve balance with more robust domestic-oriented sectors, such as services. Other long-term challenges include a rapidly aging population and dominance of large conglomerates.
- The Korean government has embarked on a reform agenda which focuses on structural reforms, deregulation, promotion of entrepreneurship, and improving the competitiveness of small and medium enterprises.
- Korea has been affected by the slow-down in China's economic performance, given close economic ties and geographic proximity. In 2015, Korea's sales to China fell 5.6%, which adversely affected economic growth.

Korea-NSW Economic Relationship

- Korea is the third largest export market for NSW with over \$3.3 billion in 2014/15, although growth has been stagnant in recent years. Merchandise exports grew 1.1% over the last five years.
- Foreign investment from Korea into Australia totalled \$3.1 billion in 2015. It is the 17th largest source of FDI in Australia. FDI from Korea is growing fast (CAGR of 8.6% over the last five years).
- NSW has strong cultural ties with Korea and the largest Korean population in Australia (9th largest ethnic community).
- Education and tourism links are strong. NSW receives 79% of Korean travellers in Australia, and 48% of the national's total intake of international students from Korea in 2015.
- There is also ample scope to increase service exports. This is particularly the case given Korea's aging population and the growing need for related healthcare, wealth management, and financial services. Service exports on a national basis to Korea totalled \$1.6 billion in 2014.
- KAFTA will help to further strength trade and investment between NSW and Korea. The agreement would bring greater price competitiveness and market access for a wide range of NSW exports. It will also reduce some of the input cost for NSW businesses that are imported from Korea.
- Korea is not a party to the recently signed TPP Trans Pacific Partnership (TPP). However, it has formally expressed interest in joining the Trans-Pacific Partnership. Australia and other TPP countries have welcomed its interest and are now undertaking a bilateral process with ROK to discuss its readiness to join.

Japan Economy

- Japan's economy is highly industrialised and the third-largest in the world (GDP at market exchange rates). Japan's well-educated, industrious work force and large, affluent population make it a large global consumer market.
- Manufacturing continues to be a key feature of the Japanese economy and exports, with Motor vehicles the largest NSW import from Japan (\$2.9 billion in 2014/15). While some manufacturing has moved offshore to China and Korea, Japan's services sector, including financial services, is growing in importance, accounting for 75% of GDP.
- The Japanese economy faces ongoing challenges with energy (with few natural resources, mineral fuels are the largest import), an ageing working population and an uncertain European financial outlook. The Japanese government is encouraging overseas investment in natural resources, and liberalising industries to increase participation to manage some of these risks.
- The IMF forecasts Japan's economy to grow 0.46 per cent in 2016.

Japan-NSW Economic Relationship

- NSW is the second largest exporter to Japan in Australia, behind only Western Australia. Exports are mostly made up of Fuels and Mining products (82%), most of that coal and iron ore. Australia is the third largest importer from Japan, with motor vehicles, refined petroleum and manufactured iron/steel all being significant imports.

- Growth merchandise exports to Japan are more diverse (than the largest exports), including power generating machinery and live animals. Reductions in tariffs from JAEPA are likely to continue this trend of diversified exports.
- JAEPA will boost Japan's diverse and growing investment in Australia. Japan is Australia's second largest source of direct foreign investment, accounting for 11.7% of total FDI, and continuing strong growth of 21% in 2015.
- While service exports as a whole to Japan from NSW have declined along with tourism, financial services exports have grown significantly (CAGR of 31.4% in 5 years), indicating that professional services may in time make up a greater part of the services export mix.
- Japanese international student enrolments have been growing slowly with Japan having the 12th most international student enrolments in NSW. This growth has been driven by English language schools, which account for (48%) and VET (29%).
- While Japanese tourism service exports have declined in recent years, Japan remains the 6th top source of international visitors to NSW.

Korea-Japan Mission

During the mission, the Minister met with a range of government and business leaders to promote NSW's strong economy, openness to investment, skilled workforce and innovative business and research communities.

The Minister:

- met with senior representatives from the Seoul Metropolitan Government, Seongnam Council (Korea) and the Tokyo Metropolitan Government to promote relations and encourage collaboration across a range of areas including FinTech, ICT and sport.
- chaired a series of roundtables with key industry representatives to promote NSW ICT, education, fintech and financial services strengths
- met with key business and investment leaders to promote NSW investment opportunities in the finance, ICT, construction and retail sectors
- met with major airlines to encourage increased services to Australia
- launched a manual to support Japanese school tours in NSW.
- promoted NSW as an events destination
- promoted NSW expertise in sporting event management to TOCOG and the Tokyo Metropolitan Government
- met with Japanese Rugby leaders to lend support for the 2019 Rugby World Cup and offered a coaching exchange to support the growth of Rugby Union in Japan
- encouraged a key Japanese retailer to continue their expansion of retail outlets across NSW
- held a coal industry roundtable in Seoul to inform Korean coal mine investors about NSW environmental planning and approval processes, and
- met with a private Japanese university exploring opportunities for establishing an overseas campus.

KEY OUTCOMES

1. **Attracted Korean and Japanese investment**

The Minister promoted NSW's capabilities across a range of sectors to business leaders and encouraged investors to carefully consider NSW as an investment location. The Minister marketed NSW to Korean and Japanese companies as a strong investment environment by promoting the strengths of the NSW economy and the established economic and cultural links.

The mission focussed attention on attracting investment in the key sectors of:

- Wealth management and financial services
- Infrastructure
- ICT (including cloud, financial technology and security)

The Mission identified a number of new investment leads in financial services, technology and education.

2. **Promoted NSW exports to the Korean and Japanese markets**

The Minister promoted the expanded opportunities for trade and investment flows provided under the KAFTA and JAEPA.

3. **Promoted NSW as a leading education destination**

Whilst in Korea, the Minister promoted the strengths of the NSW education sector by holding an education roundtable and an Alumni Dinner. These activities were aimed at attracting more Korean students to study in NSW.

In Japan, the Minister launched the NSW Schools Excursion Manual to assist and encourage Japanese schools selecting Sydney and NSW for their educational travel programs and to encourage Japanese to study in NSW.

4. **Strengthened government to government relationships**

In Seoul, the Minister had a productive meeting with senior Seoul Metropolitan Government leaders to reaffirm NSW's commitment to the Sister State Relationship and to reiterate the Premier's invitation for the Mayor of Seoul to visit NSW at a time of his convenience and to explore additional areas the relationship could address.

The Minister also met the deputy Mayor of Seongnam City to gain insights into the city's rapid development as an ICT hub and promote greater links with NSW technology hubs.

In Japan, the Minister met with senior representatives from the Tokyo Metropolitan Government to discuss the Tokyo 2020 Olympic Games and to reiterate the ongoing offer of NSW assistance.

5. **Promoted Tourism and Sporting ties**

The Minister held meetings with all major airlines in both countries to encourage an expansion of their air services to Sydney and in Japan he discussed Japanese airline strategies for the 2020 Olympics.

The Minister also offered Japanese Rugby Union officials a coaching exchange to assist with their team preparations for the Japan 2019 World Rugby Cup.

OFFICIAL DELEGATION

The Hon Stuart Ayres MP
Minister for Trade, Tourism and Major Events and Minister for Sport

Accompanied by:

Ms Alison Airey
Director, International Investment and Markets, Trade and Investment, Department of Premier and Cabinet

Mr Michael Haynes
Policy Advisor, Office of the Hon Stuart Ayres MP

Based in Korea

Ms Yoojin Kim
Director - NSW Trade and Investment, Trade and Investment, Department of Premier and Cabinet,
Seoul, Korea

Based in Japan

Mr Geoff Walker
Commissioner - NSW Trade and Investment, Trade and Investment, Department of Premier and
Cabinet, Tokyo, Japan

ESTIMATED COSTS AND DETAILS OF TRAVEL

Minister	The Honourable Stuart Ayres MP
Portfolio	Trade, Tourism, Major Events, Sport
Destinations(s) visited a) Countries b) Cities	a) Republic of Korea and Japan b) Seoul (Korea), Seongnam (Korea), Tokyo (Japan)
Dates of travel a) Departure date b) Return date	a) Sunday 17 July, 2016 b) Saturday 23 July, 2016 (AEST time)
Number of official travel days	Seven days
Number of accompanying a) Minister's staff b) Government officials	a) 1 b) 1
Accompanied by spouse a) in an official capacity b) in a private capacity	a) N/A b) N/A
Costs	
Airfares a) Minister and Minister's staff b) Government officials	a) \$A17,472.18 b) \$A9,952.90
Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials	a) \$6848 (TBC) b) \$3242 (TBC)
Official hospitality a) Minister and Minister's staff b) Government officials	a) Nil b) Nil
Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Interpreter e) Printing e) Other miscellaneous costs	a) \$423 (incl. \$320.00 of gifts supplied by DNSW) b) \$4097 c) \$995 d) \$5909 e) \$2032 e) \$8099 (Venue hire)
TOTAL estimated travel cost	\$59,069
Currency conversion rate	1AUD = 833.33 KRW 1AUD = 76.743 Yen Date of conversion 18 July 2016

Note: the above costs are still subject to finalisation. A number of the costs will be incurred by the Department of Premier and Cabinet as operating costs.

MEETING SCHEDULE

Date	Organisation	Purpose and Outcome
18/07/2016	Government meeting with the Australian Ambassador (Seoul) <ul style="list-style-type: none"> Mr Bill Paterson, PSM 	Discussed the current economic environment in Korea and opportunities for NSW businesses in wealth management, FinTech, agribusiness, health, biopharma and energy storage.
18/07/2016	Education Roundtable (Seoul) <ul style="list-style-type: none"> Ms Alex O'Connor, Acting Trade Commissioner, Austrade Ms Emily Chung, Education Manager, Austrade Ms Juhee Hong, Education Director, Department of Education and Training Professor Hikyoung Lee, Director, The Institute of Foreign language Studies, Korea University Professor Byungjoo Park, Director, Sungkyunkwan University Ms Yangeun Kwon, Country Manager, Bada Education Centre, Seoul office Ms Sandy Kwon, President, Bada Education Centre, Sydney Head office Mr Chris Lee, Branch Manager, Honew Consulting Group, Seoul office Ms Shania Kim, Country Manager-South Korea, IDP Education Pty Ltd 	<p>Promoted the strengths of the NSW education sector.</p> <p>Received suggestions about addressing challenges to growing the number of Korean international students studying in NSW.</p>
18/07/2016	Government meeting with Seoul Metropolitan Government (SMG) <ul style="list-style-type: none"> Deputy Mayor in Economic Planning Bureau, Mr Dongrok Suh 	<p>Discussion on the reinvigorating the Sister-State Relationship between SMG and NSW.</p> <p>Reiterated invitation by the NSW Premier to the Mayor of Seoul to visit Sydney to celebrate the 25th anniversary of the NSW-Seoul Sister State Relationship.</p> <p>Discussed foreign start-up space in Seoul.</p>
18/07/2016	FinTech Roundtable (Seoul) <ul style="list-style-type: none"> Alex O'Conner, Acting Post Manager, Austrade Sungoo Cho, Senior BDM, Austrade Mihyun Kim, Marketing Manager, Austrade Minho KIM, CSO, Yellow Financial Group Taebong KIM, CEO, KTB Solution Michael HONG, Advisor, Hankook NFC Chris HWANG, CEO, HPrime Dr. Chnaghan Yi, Director, COOP Marketing Sooyong Park, Professor, Sogang University (Head of Global Fintech Institution) Joonhaeng LEE, CEO, Streami SeungJong KIM, CEO, Quaterback Technologies Daeho KIM, Director of Investment Promotion Division, Seoul Metropolitan Government Heewon Lee, Project manager, SMG 	<p>Promoted the strengths of Sydney as a leading Asia-Pacific FinTech hub and facilitated a discussion to understand their perceptions of Sydney.</p> <p>Gathered knowledge about Seoul's vibrant FinTech scene and diverse FinTech businesses.</p> <p>Invited FinTech companies to establish a presence in Sydney.</p>
18/07/2016	Samsung C&T (Seongnam) <ul style="list-style-type: none"> Mr Bruce Lee, Senior Vice President and Head of Project Management in Civil Business Unit, Responsible for delivery of West Connex 1b & 2 projects Mr. Henry Bae, Vice President and Head of Civil 	<p>Promoted investment opportunities in NSW.</p> <p>Discussion on benefits and challenges the company has experienced in its infrastructure investment in NSW.</p>

	<p>Infrastructure Sales</p> <ul style="list-style-type: none"> Mr. James Kim, Vice President and Head of Business Development Ms Alex O'Connor, Acting Post Manager, Austrade 	
18/07/2016	<p>Government Meeting with Seongnam Metropolitan Government</p> <ul style="list-style-type: none"> Mr Seongnam Deputy Mayor, Heung jin Kim Alex O'Conner, Acting Post Manager, Austrade Interpreter 	<p>Discussed mutual desire to build closer ties between Seongnam and NSW.</p> <p>The Deputy Mayor discussed his focus on developing a strong tech environment.</p>
18/07/2016	<p>Seongnam ICT/Digital Roundtable</p> <ul style="list-style-type: none"> Mr Sangjin Kim, CEO, Media-Forest (Digital Contents Producer) Mr Gihae Lee, Researcher, Wedo Communications (Digital Contents Smart Business) Jong Bae Kim, Vice President, DSPone Sian Song, Senior Manager, DSPone Mr Sangcheol Kim, Senior Manager, Global Business, SK Holdings (one of largest chaebol, does telco ICT wifi) Hyun-cheol Kim, Senior Manager, KT Global Business Group Mr Yongwook Shin, Senior Manager, POSCO ICT (ICT service) Mr Sei Jong Park, Director-General of Bureau of Finance and Economy Mr Jong Ho Oh, Director of Business Support Department Mr Jongbin Lee, Chief of International Trades and Exchange Mr Sa Im Lee, Assistant Officer of International Trades and Exchange Se Hyeok Ko, Assistant Officer of International Trades & Exchange Mr Yeon Wook Jeong, Assistant Officer of International Trades and Exchange Ms Ji Hyun Jeong, Assistant Officer of International Trades and Exchange Seung Hun Han, Executive Director for Business Promotion, Seongnam Industry Promotion(SNIP) Nam Dae Kim, General Manager, Enterprise Development Department, SNIP 	<p>Presented on NSW technological capabilities and encouraged stronger business links between NSW and Seongnam.</p> <p>Gathered knowledge about the Seongnam ICT environment.</p> <p>Seongnam Industrial Promotion Agency discussed its plans to lead a business delegation to NSW in 2017.</p>
18/07/2016	<p>Alumni Dinner (Seoul)</p> <ul style="list-style-type: none"> Alex O'Connor, Acting Post Manager, Austrade Samuel Kealy, Second Secretary, Australian Embassy Ellen Lee, Education Manager, Austrade Byungwook Kim, Lawyer, Yuichon Attorneys at Law Yong In Cho, Head of Business Development, InComm Korea Ho Sung Kim, Director, YTN Adrian Lee, Sales Director, Banner Engineering Korea Jun Heon Lee, Professor, Chungnam National University Hyungjin Han, Deputy General Manager, Samsung C&T Jiseon Kim, Account Manager, SFI Health Korea Gunhee Kim, Duksung Womens' University Julia Kho, Korea National Univ of Education 	<p>Met with former students from NSW and learnt about their study experiences and how their education in NSW has assisted them to forge successful careers in Korea.</p> <p>Promoted the value and benefits of education in NSW.</p>
19/07/2016	<p>Australian Chamber of Commerce, Korea (AustCham) Roundtable (Seoul)</p> <ul style="list-style-type: none"> Alex O'Connor, Acting Post Manager, Austrade John Walker, Executive Chairman, Macquarie 	<p>Provided an overview of the economic environment in NSW.</p> <p>Discussed interest from Korean</p>

	<p>Capital</p> <ul style="list-style-type: none"> • Tareq Muhmood, CEO, ANZ • Craig Pasch, Country Manager, Woodside • Scott Walker, Country Manager, Tourism Australia • Jean Ough, Representative, Western Australia Govt • Yongin Cho, Founder, KISS International • Michael Chang, Partner, Shin & Kim • Paul Schofield, Counsellor, Australian Embassy • Edward Kim, Partner, KPMG • Jessie Yim, Executive Director, AustCham 	<p>businesses in entering the Australian market and opportunities existing in the auto, tech (BioTech), education (VET) and renewable energy sectors as well as in medical research.</p>
19/07/2016	<p>Korea Investment Corporation (KIC) – (Seoul)</p> <ul style="list-style-type: none"> • Dr Keehong Rhee, Deputy CIO and Head of Private Markets, KIC 	<p>Promoted the \$73 billion infrastructure pipeline, Western Sydney Airport and tourism infrastructure development as attractive investment opportunities.</p> <p>Invited KIC to establish and office in Sydney.</p> <p>KIC expressed an interest in diversifying its investment locations.</p>
19/07/2016	<p>Shinhan Bank (Seoul)</p> <ul style="list-style-type: none"> • Mr. Young Taeg HEO / Executive Vice President & Head of Global Business Group • Mr. Tae Kyung LEE /General Manager / Global Business Department • Mr. Cheol Oh HWANG / Deputy General Manager / Global Business Department 	<p>Promoted the \$73 billion infrastructure pipeline, Western Sydney Airport and tourism infrastructure needs as attractive investment opportunities.</p> <p>Shinhan Bank expects a large amount of business from its newly established Sydney Branch and seeks to be active in project finance, acting as a bridge between Korea and Australia.</p>
19/07/2016	<p>Coal Industry Roundtable (Seoul)</p> <ul style="list-style-type: none"> • Insik KIM, Energy Department, Director General of Kores (Bio not provided) • Jongsu, PARK, Team Leader, Coal Business Development Team, SK Networks • Daniel (Yung Moo) KWON, Team Leader, Raw Materials Projects Group, Raw Materials Dept., POSCO • Youngwoong Nam, Senior Manager, KEPCO (010-4356-1011) 	<p>Reiterated that NSW welcomes investment in the mining the sector and that NSW is undergoing regulation reform.</p> <p>Attendees discussed issues they faced in the approvals process and raised concerns about the lowering coal prices.</p>
19/07/2016	<p>GS E&C (Seoul)</p> <ul style="list-style-type: none"> • Mr Byeongyondg Yim, CEO of GS E&C 	<p>Promoted investment opportunities in NSW's infrastructure program and development agenda in Western Sydney.</p>
19/07/2016	<p>Korean Air (Seoul)</p> <ul style="list-style-type: none"> • Mr Lee, Jin Ho, Managing Vice President, Regional Headquarters, Korean Air • Ms Jennifer Tung, Regional Director North Asia, Destination NSW South Korea Representative • Interpreter • Jenny Kim, BDM, Destination NSW Korea 	<p>Discussion about Korean Air's operation of an A380 aircraft on the Sydney route from December 2016.</p> <p>Encouraged expansion of flights on the Seoul-Sydney route and increase tourism between NSW and Korea.</p>
19/07/2016	<p>Asiana Airlines (Seoul)</p> <ul style="list-style-type: none"> • Mr. Oh, Kyung Soo, Acting Senior Vice President, Sales Planning & Revenue Management, Asiana Airlines • Mr. Kim, Kwang Hyun, General Manager, Sales Planning Team, Headquarters, Asiana Airlines • Ms Jennifer Tung, Regional Director, North Asia, Destination NSW • Interpreter 	<p>Encouraged Asiana Airlines to increase flight services between Sydney and Korea.</p>
20/07/2016	<p>ANZCCJ Executive Committee (Tokyo)</p> <ul style="list-style-type: none"> • Gerard Adams, Kirin Company Limited • Melanie Brock, Crown Resorts Limited 	<p>Updated the ANZCCJ on the economic environment in NSW.</p>

	<ul style="list-style-type: none"> Edward Cole, Freshfields Bruckhaus Deringer Cristina Merino, ANZCCJ Executive Director Andrew Peyton, Horitomi Commercial & Industrial Damien Roberts, Herbert Smith Freehills Martin Spann, Commonwealth Bank of Australia Sally Townsend, Jeroboam Co Ltd Clare Walsh, Australian Embassy Tokyo Leonie Muldoon, Austrade Tokyo Sonja Vodusek, Peninsula Tokyo 	<p>Received updates from the Committee members on challenges and opportunities available in NSW for Japanese business as well as success stories in food, and beverage and other sectors.</p> <p>Japanese companies are seeking to invest internationally with particular interest in agricultural investment.</p> <p>Japan expects inbound tourism to double over the next four years.</p>
20/07/2016	<p>Embassy Briefing (Tokyo)</p> <ul style="list-style-type: none"> Claire Walsh, Deputy Head of Mission, Australian Embassy Leonie Muldoon, Minister (Commercial), Australian Embassy 	<p>Obtained a briefing on economic and political issues relevant to NSW and Japan.</p>
20/07/2016	<p>Japan Australia Business Co-Operation Committee (JABCC) – (Tokyo)</p> <ul style="list-style-type: none"> Dr Mimura San, AC, Chairman - Japan-Australia Business Co-operation Committee (JABCC), Chairman of the Japan Chamber of Commerce & Industry (JCCI) and Senior Advisor, Honorary Chairman, Nippon Steel & Sumitomo Metal Corporation 	<p>Thanked Dr Mimura for his contribution to NSW-Korean relations.</p> <p>Promoted Sydney as a possible venue for the AJBCC meeting in 2018.</p> <p>Dr Mimura highlighted the benefits of JAEPA to Japanese investors and commended the Australia's management of PPPs which Japan is seeking to emulate.</p>
20/07/2016	<p>Mitsui & Co (Tokyo)</p> <ul style="list-style-type: none"> Mr Masayuki Kinoshita, Deputy GM Overseas Department, Mitsui & Co – Counsellor Mr Keizo Sakurai – Deputy GM- Overseas Department, Corporate Planning and Strategy Division 	<p>Highlighted investment opportunities existing in the infrastructure pipeline and NSW's stable regulatory environment for renewables. Promoted opportunities in AgriTech and MedTech.</p> <p>Mitsui is diversifying its business in Australia including into the New Forest Fund.</p> <p>An alumni function for Australia Mitsui Fellowship and New Colombo Plan participants to be held in Australia.</p>
20/07/2016	<p>Tokyo Organising Committee of the Olympic and Paralympic Games (TOCOG) (Tokyo)</p> <ul style="list-style-type: none"> Mr Toshiro Muto, Chief Executive Officer, TOCOG Mr. Toshiaki MURASATO – Executive Director, Sport & International Affairs Mr Kazuto KIMURA, Australian Embassy 	<p>Promoted Sydney's Olympics expertise and capability in managing large events.</p> <p>Update on progress of Olympics planning and construction of venues already underway.</p>
20/07/2016	<p>Rugby World Cup 2019 Organisers meeting (RWC20019) – (Tokyo)</p> <ul style="list-style-type: none"> Mr Ichiro Kono, Deputy CEO, Japan Rugby Football Union (JRFU) Mr Kazuto KIMURA, Australian Embassy 	<p>Invited Mr Kono to Australia and offered a coaching exchange on behalf of NSWIS and promoted NSW experience in hosting a previous Rugby World Cup.</p>
20/07/2016	<p>A leading Japanese private university</p>	<p>Discussed their interest in the Australian market.</p> <p>Minister Ayres highlighted NSW' strong education sector.</p>
21/07/2016	<p>Fast Retailing (UniQlo) (Tokyo)</p> <ul style="list-style-type: none"> Mr Hiroyuki UCHIDA, Group Senior Vice President Business Development – Fast Retailing (UniQlo) 	<p>Reiterated that NSW welcomes Uniqlo's presence and expansion plans in NSW and offered assistance.</p>

21/07/2016	<p>Tokyo Metropolitan Government – Olympic Coordination Department (Tokyo)</p> <p>Mr. Hideaki MIZUKOSHI, Special Advisor to the Governor on International Affairs</p> <ul style="list-style-type: none"> Mr. Masato OKAYASU, Senior Director for Liaison and Coordination, Bureau of Tokyo 2020 Olympic and Paralympic Games Preparation Mr. Akihiko SUNAMI, Senior Director for City Diplomacy, Office of the Governor for Policy Planning. 	<p>Offered to share Olympics expertise, particularly about volunteers and invited the TMG to visit Sydney's facilities.</p> <p>Reiterated the importance NSW places on its relationship with Tokyo.</p> <p>Received update on Olympics preparation, including public awareness campaigns, the development of a business opportunities portal to connect suppliers with opportunities and the desire to use the Olympics to promote Japan as environmentally advanced.</p>
21/07/2016	<p>Bank of Tokyo-Mitsubishi (BTMU) (Tokyo)</p> <ul style="list-style-type: none"> Mr Takashi Morimura, Advisor (ex CEO, Global Business Unit until June 2016) (Bio at Attachment A) Mr Masahiko Fujisawa, Deputy General Manager, Global Planning Division Mr Hiroki Motose, Regional Strategy Planning Department, Global Planning Division 	<p>Commended the Bank on their 30 year commitment to NSW and the recent signing of the MoU with the NSW.</p> <p>Promoted NSW as the financial centre and the opportunities available.</p>
21/07/2016	<p>All Nippon Airways (ANA) (Tokyo)</p> <ul style="list-style-type: none"> Mr Takashi Shiki, Executive Vice President, Member of the Board, Sales & Marketing, Sales Regions, Promotion Officer for the Tokyo Olympic and Paralympic Games, All Nippon Airways Co., Ltd. Chairman of ANA Sales Co., Ltd. Mr Kenya Inada, Senior Vice President, Marketing, General Manager, Asia & Oceania (Regional HQ), All Nippon Airways Co., Ltd. Mr Yoshiyasu Motoda, Vice President, Marketing & Sales Planning, All Nippon Airways Co., Ltd. Mr Ryo Sadayuki, Vice President & General Manager, ANA Oceania Region, All Nippon Airways Co., Ltd. Mr Ryoichi Fujisaki, Senior Vice President, Travel Strategy Planning, Travel Marketing & Strategy, ANA Sales Co., Ltd. Mr Harry Niihori, Country Manager, Japan, Destination NSW 	<p>Received an update from ANA about their positive passenger loads between Tokyo Haneda and Sydney and their desire to continue to expand passenger numbers between NSW and Japan.</p>
21/07/2016	<p>Hitachi Innovation Centre site visit (Tokyo)</p> <ul style="list-style-type: none"> Mr Akira Shimizu, Vice President and Executive Officer, General Manager, Government and External Relations Division, Hitachi Ltd Mr Hitoshi Ishihara, Managing Director Hitachi Australia Mr Yasuhiro Morishima, Deputy General Manager, Global Business Development, Social Innovation Business Division Mr. Tatsuya Ito / Manager, Government & External Relations Division, Hitachi, Ltd. 	<p>Received update on future plans to expand collaborative research in NSW.</p> <p>Received a briefing on Hitachi's proposed social innovation forum in Sydney.</p>
21/07/2016	<p>Amway Japan Ltd (Tokyo)</p> <ul style="list-style-type: none"> Jon Voskuil , Vice President Kaz Watanabe, Director Business Opportunity & Customer Service Division James Koh, Leader NCA Group, J-Style & Special Event Department 	<p>Promoted the infrastructure agenda in NSW.</p> <p>Promoted Sydney's advantages to host Amway Japan's 2020 Leadership Seminar.</p>
22/07/2016	<p>Destination NSW Launch - NSW Schools Excursion Manual (Tokyo)</p> <ul style="list-style-type: none"> Takeshi Teramoto, General Manager Japan, Sydney Marathon Japan Office Leonie Muldoon, Senior Trade Commissioner, Tokyo/Country Manager, Japan, Australian Embassy, Australian Embassy 	<p>This event was hosted by Destination NSW.</p> <p>Demonstrated the NSW Government's recognition of the value of working in partnership with the travel trade partners in Japan.</p>

	<ul style="list-style-type: none"> • Masashi Aoki, Managing Director, Japan School Tours Bureau • Masashi Ogino, Regional General Manager Japan, Qantas • Noboru Hirai, Vice President, International Passenger Sales Strategy & Promotion, Japan Airlines • Hiroki Hirakawa, Senior Manager, Marketing & Sales Planning, ANA • Nick Brooks, Marketing & Sales Manager, Japan, Cathay Pacific • Manabu Asano, Passenger Sales Manager Eastern Japan, Singapore Airlines • Junichiro Takahashi, Division Director & General Manager, Asia & Oceania Division, JTB Corporate Sales Inc. • Kyohei Oyama, General Manager, Purchasing & Sales Dep. For Overseas Tours, Eastern Japan Region, JTB Tokyo Metropolitan Corp. • Shimpei Kamiya, General Manager, Overseas Travel Planning & Operation Division Section 1, Kinki Nippon Tourist Individual Tour Co., Ltd. • Etsuji Ishiwata, General Manager, America & Oceania Dept. (Purchasing & Tour Planning), Jalpak • Masahiro Takahashi, Executive Officer, Overseas Travel Division, Headquarters, Nippon Travel Agency Co., Ltd. • Katsu Segawa, Senior General Manager, East Japan Tour Planning Division, H.I.S. Co., Ltd. • Tai Takeuchi, Manager, Second Overseas Travel Sales Dept., Third Media Sales Div., Sales Headquarters, Eastern Japan Region, Hankyu Travel International Co., Ltd. • Chikara Abe, General Manager, Overseas Travel Center, Toptour Corporation • Ryuichi Ura, Managing Director Japan Division, STA Travel • Naoto Maekawa, Manager, Sales & Marketing, VELTRA Corporation • Akemi Matsukubo, Managing Director, World Avenue Co., Ltd. • Hideaki Murai, Deputy General Manager, Outbound Travel Promotion Division, Japan Association of Travel Agency • Andrew Hogg, Regional General Manager, North Asia, Tourism Australia 	<p>Launched the NSW Education Travel Manual to be distributed to Japanese schools which promoted travel education programs in NSW and opportunities for students to study in NSW.</p>
22/07/2016	<p>Mitsubishi Corp (Tokyo)</p> <ul style="list-style-type: none"> • Mr. Mike TAKADA, Senior VP and GM Global Strategy, Mitsubishi Corporation • Ms Hisako Tanabe • Ms Hana Neuberger, Global Strategy & Coordination Dep. 	<p>Promoted investment opportunities in NSW's infrastructure program and development agenda in Western Sydney.</p> <p>Received information about Mitsubishi's hydrogen-based energy solutions business.</p>
22/07/2016	<p>Financial Services Roundtable (Tokyo)</p> <ul style="list-style-type: none"> • Mr Yoshio Okubo– Vice Chairman, Japan Investment Trust Association • Mr Akira Suzuki - Managing Executive Officer, Mitsubishi UFJ Trust • Mr Takumi Shibata – Executive Chairman and CEO – Nikko Asset Management Co Ltd • Mr Shinsuke Tsunoda – Principal Managing Director, Global Head of M&A and head of Solution Business – Nomura Securities. • Mr Damien Roberts – Partner, Herbert Smith Freehills-Tokyo • Ms Leonie Muldoon, Minister (Commercial), 	<p>Promoted Sydney's financial services and funds management sector.</p> <p>Attendees expressed interest in opportunities available in Australia and how Japan can learn from Australia in this sector.</p>

	Australian Embassy	
22/07/2016	<p>Japan Airlines (Tokyo)</p> <ul style="list-style-type: none"> • Mr Tadashi Fujit, Executive Vice President and Representative Director Japan Airlines Co., Ltd. • Mr Kiyoto Morioka, Vice President, Network Planning, Managing Division, Route Marketing, Japan Airlines Co., Ltd. • Mr Kenichiro Naito, Director, International Networking Planning, Managing Division, Route Marketing, Japan Airlines Co., Ltd. • Mr Harry Niihori, Country Manager, Japan, Destination NSW 	<p>Received an update on Japan Airlines success in their Tokyo-Sydney services and encouraged Japan Airlines to grow this service further.</p>
22/07/2016	<p>Sumitomo-Mitsui Banking Corporation (SMBC) (Tokyo)</p> <ul style="list-style-type: none"> • Mr Yasuyuki Kawasaki, Senior MD and Head of International Banking Unit, Sumitomo-Mitsui Banking Corporation • Mr. Mikio TANUMA – General Manager, Tokyo Corporate Banking Dep (just returned from Sydney where he was Country Head) • Mr. Masaya HIRAYAMA 	<p>Promoted Sydney's wealth management capabilities and promoted investment opportunities in NSW's \$73 billion infrastructure pipeline and Western Sydney Airport development.</p> <p>Received up update on SMBC's plans to diversify business in Japan and identify new opportunities in NSW and elsewhere.</p>