

**TRADE AND INVESTMENT MISSION TO CHINA AND HONG KONG BY
THE HONOURABLE NIALL BLAIR, MLC
MINISTER FOR PRIMARY INDUSTRIES, MINISTER FOR REGIONAL WATER, AND MINISTER
FOR TRADE AND INDUSTRY
4 SEPTEMBER - 9 SEPTEMBER 2017
POST MISSION REPORT**

MISSION PURPOSE

China (including the Hong Kong Special Administrative Region) has been identified as NSW Government priority market with great potential for continued growth in merchandise and services trade. Consistent with the *NSW Trade and Investment Action Plan (2017-18)*, the Minister's Mission to China aimed to:

- Promote NSW's capabilities and facilitate business outcomes for NSW in key sectors including agribusiness and technology;
- Support NSW horticulture exporters at the Asia Fruit Logistica in Hong Kong;
- Advance arrangements for the 2017 NSW-Guangdong Joint Economic Meeting (JEM) and 2017 Shanghai Sydney Financial Services Symposium;
- Attract foreign direct investment from Chinese entities into NSW infrastructure projects;
- Reinforce the NSW Government's continuing commitment to growing its relationship with China.

MISSION DESCRIPTION

Minister Blair visited four cities, Guangzhou, Shenzhen, Hong Kong and Shanghai over four days to promote trade and investment opportunities between NSW and China.

MISSION BACKGROUND

The *NSW Trade and Investment Action Plan (2017-18)* identifies 10 priority markets for growing our trade and investment relationship, with additional priority markets for some priority sectors. While China and Hong Kong are both considered jurisdictions of the People's Republic of China, they represent two very different markets.

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

Hong Kong

The Minister for Trade and Industry visited Hong Kong on 6 September and 7 September to progress the NSW-Hong Kong government to government relationship and trade and investment at the highest level; to promote the NSW innovation sector and to discuss best practice in food safety and biosecurity measures.

While in Hong Kong, the Minister:

- Met with Mr Edward Yau, Hong Kong Secretary for Commerce & Economic Development, to discuss opportunities for growing the trade and investment relationship between Hong Kong and NSW.
- Met with Professor Sophia Chan, Secretary for Food and Health, regarding knowledge sharing and best practice in food safety and biosecurity, and to discuss potential areas for collaboration.
- Undertook a visit to Cyberport to examine the operations of this state-of-the-art facility and discuss potential partnerships with Sydney-based startup hubs and incubators.
- Attended the Asia Fruit Logistica and Taste Australia Pavilion to promote fresh NSW produce and agribusiness expertise to Asian suppliers.
- Presented at an Australian Chamber of Commerce (AustCham) Hong Kong breakfast event to build relationships with key business leaders in Hong Kong, gain insights into the local markets and endorse NSW as a trade and investment destination.
- Met with Ms Jennifer Ng, Principal of the Community College of City University (CCCU), and students to learn more about the partnership between CCCU and the University of Wollongong.
- Met with Mr Anthony Chan, CEO and Mr Alex Wu, Managing Director of Isola Capital Group to discuss their investment in Batlow Apples and to encourage further investment.
- Visited Commonwealth Bank's Innovation Lab to gain insights into CBA's innovation activities in Asia and to meet Australian startups at the Australian Tech Meetup.

China

The Minister for Trade and Industry visited China on 5 and 9 September to progress the NSW-China government to government relationship and trade and investment at the highest level, to promote investment in NSW, to promote NSW's innovation capacity and to engage in business meetings promoting investment in and export from NSW.

While in Guangzhou the Minister:

- Received a briefing from Mr Dominic Trindade, Australian Consul General in Guangzhou.
- Met with Mr Zhi Guangnan, President of the Guangdong Agribusiness Group to encourage their potential investment in NSW.
- Attended a meeting with Mr Huang Ningshen, Vice Governor of Guangdong to discuss preparations for the Joint Economic Meeting in December and to reaffirm NSW's strong Sister-State relationship with Guangdong.

While in Shenzhen the Minister:

- Undertook a site visit to Tencent, China's largest internet company to encourage their presence in NSW and gain insights into China's most important online ecosystem.
- Met with executives from China Resources Power to encourage investment in NSW.
- Met with the Chairman of HEC Pharma to discuss the investment climate in NSW.

While in Shanghai the Minister:

- Received a briefing from Mr Graeme Meehan, Australian Consul General in Shanghai.
- Toured the new NSW Government Office in Shanghai to witness the NSW one-stop-shop for Trade & Investment, Primary Industries, Tourism & Major Events and Business Events Sydney, and meet in-country NSW Government staff.
- Met with the Chairman from Tongyu Group which recently committed to a large renewable energy investment in regional NSW.
- Chaired an investor roundtable with a targeted group of potential investors from priority sectors to promote opportunities in NSW.
- Visited a high-end supermarket selling NSW products to observe how fresh Australian products are delivered to Chinese consumers and to promote NSW agribusiness.
- Witnessed the signing of three Memorandums of Understanding between NSW startups and Chinese businesses at the Shanghai Fintech Showcase.
- Visited the Australian Business Chamber's Shanghai Showroom to witness the display of NSW products, promote NSW exports in China, and witness the signing of four MOUs between NSW and Chinese firms.

KEY OUTCOMES

1. Further developed the NSW – China and NSW – Hong Kong relationships

The Minister met with senior government leaders including Hong Kong's Secretary for Commerce & Economic Development and the Vice Governor of Guangdong.

In **Hong Kong**, NSW will work with the region's government to further explore areas for collaboration in the financial services and biosecurity areas.

In **China**, NSW will collaborate with provincial and municipal governments on expanding our trade and investment ties and strengthening our Sister State Relationships.

2. Promoted NSW's agribusiness and innovation sectors

In both Hong Kong and China the Minister promoted NSW capability in the agribusiness (both fresh produce and technology) and innovation sectors.

3. Encouraged Chinese investment

The Minister promoted NSW as a trade and investment destination and followed up with companies that are considering or have already invested in NSW.

4. Progressed arrangements for bilateral events

While in China the Minister discussed preparations for the NSW-Guangdong Joint Economic Meeting in December and the Shanghai Sydney Financial Services Symposium in September 2017.

OFFICIAL DELEGATION

The Honourable Niall Blair MLC
NSW Minister for Primary Industries, Minister for Regional Water,
and Minister for Trade and Industry

Accompanied by:

Mr Scott Hansen
Director-General
NSW Department of Primary Industries

Mr Sean O'Connell
Chief of Staff to Minister Blair

Dr Jim Harrowell, AM
NSW Special Envoy for China

Based in Guangzhou:

Ms Estelle Li
Business Development Manager
NSW Trade & Investment Office Guangzhou

Based in Shanghai:

Mr Tony Zhang
NSW Trade and Investment Commissioner, Shanghai

ESTIMATED COSTS AND DETAILS OF TRAVEL

Minister	The Honourable Niall Blair MLC
Portfolio	Primary Industries, Regional Water, and Trade and Industry.
Destinations(s) visited a) Countries b) Cities	a) China and Hong Kong S.A.R b) Guangzhou, Shenzhen, Shanghai and Hong Kong.
Dates of travel a) Departure date b) Return date	a) Monday 4 Sept 2017 b) Monday 9 September 2017
Number of official travel days	6
Number of accompanying a) Minister's staff b) Government officials c) Special Envoy	a) 1 b) 1 c) 1
Accompanied by spouse a) in an official capacity b) in a private capacity	N/A
Costs	
Airfares a) Minister and Minister's staff b) Government officials	a) \$11,519.24 b) \$15,047.12
Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials	a) \$3,167.23 b) \$3891.89
Official hospitality a) Minister and Minister's staff b) Government officials	a) \$2,807.37 b) Nil
Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Interpreter e) Photography f) Other miscellaneous cost	a) \$355.54 b) \$2,857.60 c) \$308.27 d) \$4338.29 e) \$1596.01 f) \$1342.44
TOTAL estimated travel cost	\$47,231.00
Currency conversion rate	1AUD = 5.25CNY 1AUD = 6.19HKD Date of conversion 26 September 2017