

**Mission to China and the Philippines by
The Honourable Gladys Berejiklian MP
Premier of New South Wales
3-8 December 2017
Mission Report**

PURPOSE OF TRAVEL

The NSW Premier undertook a business mission to China and the Philippines from 3 to 8 December 2017 to achieve the following objectives:

- To attend the Joint Economic Meeting (JEM), the cornerstone event of the Guangdong-NSW Sister State relationship, at the invitation of the Governor of Guangdong.
- To support NSW businesses by promoting our globally competitive capability in financial services, infrastructure and urban revitalisation, medical services, education and technology, as well as the strength of the NSW economy and ease of doing business.
- To attract international investment into NSW and generate interest in the NSW Government's significant infrastructure pipeline and the Western Sydney airport precinct.
- To grow NSW's relationship and business partnerships with Chinese companies already in NSW.
- To strengthen ties with the Philippines and promote greater business partnerships.

BENEFITS OF TRAVEL FOR THE STATE OF NEW SOUTH WALES

International missions by the Premier comprise a critical part of the NSW Government's efforts to promote trade and investment. International trade and investment account for a significant portion of the NSW economy, supporting jobs in metropolitan and regional NSW. NSW businesses exported \$65 billion worth of goods and services in 2016, equivalent to 12% of NSW's Gross State Product. International investment into NSW creates around 11,500 new jobs each year (2015).

China is a priority market for NSW trade and investment. China is NSW's second largest export market and fifth largest source of international investment. Chinese-born residents represent the largest migrant community in NSW. China is also NSW largest source of international students and tourists.

Strong growth in the Philippines' Gross Domestic Product (6.6% in 2017), in two-way merchandise trade between NSW and the Philippines (33.8% in 2016-17) and in visitors from the Philippines to NSW (25.5% in 2016-17) suggest the potential for future growth, making the Philippines an important partner for NSW. NSW has a large Filipino community and the highest number of Filipino international students in Australia.

KEY MISSION OUTCOMES

Guangdong Province, China – 3 to 6 December 2017

Supported stronger business partnerships through the Joint Economic Meeting

The Premier attended the 26th JEM in Guangzhou and met with the Party Secretary and Governor of Guangdong to reaffirm the 38 year Sister State relationship with Guangdong Province. The biennial JEM, held alternately in Sydney and Guangzhou, is the cornerstone of the relationship. This relationship has proven to be effective and mutually beneficial, particularly in fostering cultural, trade and investment relationships.

Accompanying the Premier was a business delegation of over 50 leaders from the following industry streams:

- innovation in the healthcare and medical devices sector (MedTech)
- innovation in the education technology services sector (EduTech)
- innovation in the financial services sector (FinTech)
- smart cities and urban revitalisation (Smart Cities)

The members of the business delegation engaged with their Guangdong counterparts to discuss innovation and collaboration opportunities going forward.

The Premier's attendance at the event ensured a high level of attendance by Guangdong businesses, offering strong opportunities for NSW delegates. Strong government-to-government relationships are an important factor in business success in China.

Any and all costs incurred by the participating business delegation were met by the individual delegates.

Generated interest in investment opportunities in NSW

During her first official visit to China as Premier of NSW, the Premier met with investors in infrastructure and other sectors, along with financiers.

The Premier provided assurance of the NSW Government's commitment to further partnerships and highlighted the potential for greater engagement and investment into NSW.

The Premier discussed the next stage of growth for NSW, including opportunities associated with NSW unprecedented \$73 billion infrastructure pipeline. The Premier promoted the significant investment opportunities in the Western Sydney airport precinct.

The mission also provided a platform for the Premier to promote tourism opportunities to travel trade leaders at a Destination NSW led function.

Encouraged innovation links between Guangdong Province and NSW

The Premier visited China Merchants Group (CMG) to promote opportunities for collaboration between NSW and Guangdong businesses in smart cities technologies. She was able to support the signing of a Memorandum of Understanding on digital city research collaboration between the University of Technology Sydney (UTS) and CMG.

The Premier addressed a business luncheon attended by NSW business delegates and Shenzhen businesses. The Premier's address was vital in attracting senior Shenzhen business leaders to the event.

A visit to the Southern University of Science and Technology (SUSTech) allowed the Premier to witness the signing of a Key Technology Partnership between SUSTech and UTS, and experience the high end lab facilities on the SUSTech campus.

The Premier met with FinTech company Supwin Network Technology to discuss their presence and opportunities for growth in NSW. The Premier also conducted a site visit with intelligent speech technology company iFlytek to test their product firsthand and promote NSW as an innovation hub.

The Premier also visited the Guangdong Medical Valley to promote partnerships in the area of medical technologies and attended the opening ceremony of the China-Australia Medical Innovation Center. This Center will support links between NSW and Guangdong by acting as a landing pad and incubator for NSW medical organisations.

Manila, Philippines – 7 December 2017

Progressed investment opportunity in NSW

The Premier met with executives of Jollibee Foods, continuing the NSW Government's work to promote the state as a potential location for Jollibee Foods' first investment in Australia.

Promoted NSW business capability

The Premier met with the President and key management of the Asian Development Bank (ADB) and promoted the capability of NSW businesses to assist the ADB to achieve its infrastructure objectives across the Asian region.

Strengthened bilateral relationships

The Premier's meeting with the Secretary of the Department of Trade and Industry re-affirmed the NSW Government's commitment to our relationship with the Philippines and encouraged continuing growth between both markets, particularly in relation to international education and people-to-people links.

This was further demonstrated by the Premier's visit to San Agustin Church in Intramuros to make a respectful gesture towards Philippine culture.

DELEGATION

The Honourable Gladys Berejiklian MP
Premier of New South Wales

Accompanied by:

Mr Tim Reardon
Secretary, NSW Department of Premier and Cabinet

Mr John Sidoti MP
Parliamentary Secretary to Cabinet

Ms Sarah Cruickshank
Chief of Staff, Office of the Premier

Mr Brad Burden
Director, Office of the Premier

Dr Jim Harrowell AM (China only)
Special Envoy to China

The Honourable Warwick Smith AM
Special Advisor, Trade and Investment (travelled at own expense)

Ms Leanne Byrne (China only)
Director of Protocol, NSW Department of Premier and Cabinet

Ms Tina Lange (Philippines only)
Senior Protocol Officer, NSW Department of Premier and Cabinet

Chief Inspector Mark Hargreaves (Philippines only)
NSW Police Force

Senior Constable Ritson Renshaw
NSW Police Force

FINANCIALS

Minister	The Honourable Gladys Berejiklian MP
Portfolio	Premier of New South Wales
Destinations(s) visited a) Countries b) Cities	a) China and the Philippines b) Shenzhen, Guangzhou and Manila
Dates of travel a) Departure date b) Return date	a) Sunday 3 December 2017 b) Friday 8 December 2017
Number of official travel days	five
Number of accompanying a) Minister's staff b) Government officials c) NSW Police	a) two b) China: five, Philippines: four ¹ c) China: one, Philippines: two ²
Accompanied by spouse a) in an official capacity b) in a private capacity	Nil

¹ Six government officials travelled in total - Secretary of DPC, Parliamentary Secretary, Special Envoy (China only), Special Advisor on Trade and Investment (who travelled at own expense), Logistics Coordinator China and Logistics Coordinator Philippines.

² An additional police officer was required in the Philippines, as advised by NSW Police.

Costs	
Airfares a) Minister and Minister's staff b) Government officials c) NSW Police	a) \$19,655.67 b) \$25,080.24 c) \$12,339.91
Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials c) NSW Police	a) \$1,220.70 b) \$6,703.80 c) \$3,166.46
Official hospitality a) Minister and Minister's staff b) Government officials	a) Nil b) \$1,824.87 (DPC funded)
Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Other miscellaneous costs	a) \$1,882.64 b) \$118.33 c) \$944.21 d) \$19,621.57 (e.g. interpreter, translations, in-country support)
TOTAL estimated travel cost	\$ 92,558.40
Currency conversion rate	1 AUD = CNY 5.0547 (18 December) 1 AUD = PHP 38.5198 (18 December) www.oanda.com

This report does not include costs for data roaming, official passports, visas, vaccinations, insurance, translation of or printing of business cards.

MEETING DISCLOSURE SUMMARY

Date	Organisation/ Individual	Purpose
4 Dec. 2017	Mr Dominic Trindade, Australian Consul-General, Guangzhou	Economic briefing and discussion of the Guangdong Province economy.
	Shenzhen media outlets	Communicate key messages about NSW to local media.
	China Merchants Group	Highlight investment opportunities in NSW and the strength of the NSW economy.
	Chatty Kids	Show support for NSW business building presence in China and highlight NSW EduTech capability.
	Business luncheon with NSW JEM delegation and Shenzhen businesses	Discuss investment opportunities in NSW and the strength of the NSW economy.
	UTS-SUSTech Post-graduate Research Centre site visit	Show support for NSW institutions collaborating with institutions in Guangdong province.
	Shenzhen Government	Explore investment and collaboration opportunities in NSW and promote the strength of the NSW economy.
	Business dinner (hosted by Shenzhen Party Secretary)	Promote investment opportunities in NSW and the strength of the NSW economy.
5 Dec. 2017	Party Secretary and Governor, Guangdong Provincial Government	Reinforce NSW's long-standing relationship with the Guangdong Provincial Government
	26 th Guangdong-NSW Joint Economic Meeting (JEM)	Reinforce the importance the NSW Government places on the Sister State Relationship with Guangdong Province with a signing of the Joint Statement of the Joint Economic Meeting (JEM), and attendance at the official opening of the JEM. Witnessing key signings representing collaborations and partnerships between Guangdong and NSW organisations.
	Event and signing hosted by Destination NSW	Promote tourism opportunities with new travel agency network partner.
	Tresillian	Show support for NSW business building presence in China.
	Interview with Guangdong media	Communicate importance to the NSW Government of the Sister State relationship with Guangdong Province to local Guangzhou media outlet.
	Shenglong Group	Highlight investment opportunities in NSW and the strength of the NSW economy.

Date	Organisation/ Individual	Purpose
	Reception hosted by HSBC	Promote investment opportunities in NSW and the strength of the NSW economy.
6 Dec. 2017	China-Australia Medical Innovation Center	Show support for collaborations in medical technologies between NSW and Guangdong organisations.
	Supwin Network Technology Co. Ltd	Promote investment opportunities in NSW and the strength of the NSW economy.
	iFlytek	Promote investment opportunities in NSW and the strength of the NSW economy.
7 Dec. 2017	San Agustin Church, Intramuros	Make a respectful gesture to Philippines culture.
	Jollibee Foods Corporation	Understand Jollibee's international expansion strategy and possible investment into NSW.
	Asian Development Bank	Explore opportunities for NSW businesses to support the implementation of the objectives of the ADB.
	Business luncheon with NSW businesses	Show support for the NSW business community in the Philippines and share insights on the opportunities for NSW businesses.
	Ministry of Trade and Industry	Reinforce NSW's long-standing relationship with the Philippines Government.