

**TRADE AND INVESTMENT MISSION TO CHINA AND VIETNAM BY  
THE HONOURABLE JOHN BARILARO MP  
DEPUTY PREMIER AND MINISTER FOR REGIONAL NSW, INDUSTRY AND TRADE**

**2 NOVEMBER - 9 NOVEMBER 2019  
POST MISSION REPORT**

**PURPOSE OF TRAVEL**

New South Wales (NSW) has a strong and long-standing cultural and economic relationship with China, while Vietnam is emerging as an increasingly important regional trade market for NSW businesses. Regular engagement by Ministers and senior government officials is central to sustaining and enhancing relationships in both of these countries.

The purpose of the mission was to advance and deliver new commercial opportunities in the growth markets of China and Vietnam. The mission:

- Formalised a renewed bilateral relationship between NSW and Beijing
- Demonstrated NSW's commitment to the China and Vietnam markets and supported NSW exporters at the China International Import Expo (CIIE) and Vietwater 2019
- Encouraged continued growth in NSW exports to China through the witnessing and finalisation of commercial agreements between NSW exporters and Chinese buyers, and meetings with large Chinese agribusiness companies
- Deepened engagement with the Vietnamese government, importers and buyers in the food and beverage, innovation and education sectors.

**DESCRIPTION OF TRAVEL**

The NSW Deputy Premier and Minister for Regional New South Wales, Industry and Trade, spent seven days visiting Beijing, Shanghai and Ho Chi Minh City to promote trade and investment opportunities between NSW and China, and NSW and Vietnam. The visit to Ho Chi Minh City was at the invitation of the Chairman of the Ho Chi Minh City People's Committee, in direct response to the MOU signed in Sydney, April 2019, and designed to progress the bilateral state relationship.

**China**

While in Beijing, the Deputy Premier:

- Met with Mr Gerald Thomson, Deputy Head of Mission to China (Beijing Embassy), Department of Foreign Affairs and Trade and Mr Paul Cheyne, Trade Commissioner, Austrade.
- Met with the Vice-Mayor of Beijing, Mr Yin Yong, and executed the renewed NSW-Beijing Sister-State Memorandum of Understanding (MoU) and Cooperative Agreement. The Signing Ceremony was attended by officials from the Beijing Foreign Affairs Office and Beijing Municipal Bureau of Agriculture and Rural Affairs.

- Attended the signing of a red meat supply contract between Yankuan OzStar (NSW) and Beijing Ershang Natural Sources Islamic Meat Food Company. The contract will see an estimated supply of 6,500 metric tonnes of red meat exported to Beijing in the first year and will be the start of an ongoing joint venture between Yankuan OzStar and Beijing Ershang Natural Sources Islamic Meat Food Company.
- Attended the signing of an MoU between NSW-based Thomas Foods International and Beijing's T11 Food Market. The MoU will lead to increased exports of NSW beef and lamb to China.

While in Shanghai, the Deputy Premier:

- Hosted a breakfast for more than 70 leading NSW exporters and Chinese buyers attending the CIIE.
- Met with NSW-based Northern Cooperative Meat Company Group and the China Entry & Exit Inspection and Quarantine Association to discuss the Australian red meat export supply chain and Chinese market access policies.
- Met with representatives of Bailian Group, a large-scale agribusiness importer.
- Attended the signing of an MoU between Kollaras Trading, and Beijing ABA (Beijing Obian Trading Co. Ltd.), a leading Chinese wine brand operator.
- Met with the Chairman and other executives from Greenland Business Group to build relations with the major food importer and encourage increased purchasing of NSW food and beverage products.
- Attended CIIE to support more than 70 NSW exporters participating in the event many of which, including companies such as Norco, Homart, NCMC and Metcash, were seeking NSW government assistance in reaching new Chinese buyers and customers.

## **Vietnam**

While in Ho Chi Minh City, the Deputy Premier:

- Met with Ms Julianne Cowley, Consul-General in Ho Chi Minh City, Vietnam, Department of Foreign Affairs and Trade and Ms Yvonne Chan, Deputy Consul General (Commercial) & Senior Trade Commissioner, Austrade Vietnam.
- Met with the Chairman of the Ho Chi Minh City People's Committee to reinforce the NSW Government's commitment to delivering initiatives in the water, technology and education sectors under the recently signed NSW Government - Ho Chi Minh City People's Committee MoU. The Chairman hosted a small dinner with key leaders from government and industry with interests in expanding commercial relationships with NSW businesses and institutions.
- Met with alumni, students and industry partners of the Western Sydney University campus at the International School of Business, University of Economics Ho Chi Minh City. The visit highlighted the value NSW education providers deliver off-shore and strengthened relations with a key advocate in-market.

- Hosted a food and beverage roundtable showcasing NSW's food and agricultural products to thirteen Vietnamese food and beverage importers to promote NSW as import source of choice for Vietnam's growing middle class.
- Met with the NSW exhibitors at the Vietwater Australian Pavilion to demonstrate support for the NSW water technology sector and gain a better understanding of the demand for NSW's unique water services and solutions in Vietnam.
- Hosted and delivered the keynote address at an event with the Australian Water Association and Vietnamese industry to demonstrate the NSW Government's support for increased collaboration between NSW, Australian and Vietnamese industry representatives.
- Met with several high profile NSW universities alumni to better understand the contribution a NSW education made to their careers and encourage ongoing industry-university collaborations that supports increased two-way trade and investment.
- Met with the President and Board Members of the Australian Chamber of Commerce in Vietnam to outline the NSW Government's priorities in the market, gain practical insights into the Vietnam business environment and discuss how the Chamber can work with the NSW Government to raise the profile of NSW and its businesses in-market.

## **KEY MISSION OUTCOMES AND BENEFITS OF TRAVEL FOR NSW**

### **Strengthened government-to-government relationships with China and Vietnam.**

The Deputy Premier signed the renewed NSW-Beijing Sister-State MoU and Cooperative Agreement which was prepared in consultation with five NSW Government agencies to increase collaboration opportunities, refocus shared trade and investment priorities, and drive commercial outcomes between NSW and Beijing.

The Deputy Premier reinforced the NSW Government's commitment to delivering initiatives within the framework of the NSW Government - Ho Chi Minh City People's Committee MoU on the Establishment of Cooperation and a Sister State Relationship.

### **Promoted NSW export capabilities across key sectors including agribusiness, water and innovation.**

The Deputy Premier raised the profile of NSW exporters by supporting them at globally renowned trade exhibitions and highlighted the success of NSW brands and products in China and Vietnam to importers, distributors, buyers and media outlets. Throughout the visit the Deputy Premier also highlighted that NSW remained open for business, despite drought conditions in key regions.

### **Engaged with prominent NSW alumni and business leaders in Vietnam to advocate for closer bilateral relations and improved trade and investment outcomes.**

The Deputy Premier demonstrated support for NSW education providers in-market and built closer relations with stakeholders who can advocate for NSW and facilitate improved trade and investment outcomes, including alumni and business chambers.

### **OFFICIAL DELEGATION**

The Hon John Barilaro MP  
Deputy Premier, Minister for Regional NSW, Minister for Industry and Trade

Ms Siobhan McCarthy  
Deputy Chief of Staff to Deputy Premier

Mr Joseph Brayford  
Senior Adviser to Deputy Premier

Ms Kylie Bell  
Executive Director, Trade & Investment  
NSW Treasury

NSW Representatives in China:

Mr Murray Davis, Trade and Investment Commissioner, South China and Hong Kong, and other NSW Trade and Investment staff, Shanghai, Trade & Investment, China, NSW Treasury

### **ESTIMATED COSTS AND DETAILS OF TRAVEL**

<b>Minister</b>	The Honourable John Barilaro MP
<b>Portfolio</b>	Deputy Premier, Minister for Regional New South Wales, Industry and Trade
<b>Destination(s) visited</b> a) Countries b) Cities	a) China and Vietnam b) Beijing, Shanghai, Ho Chi Minh City
<b>Dates of travel</b> a) Departure date b) Return date	a) Saturday, 2 November 2019 b) Saturday, 9 November 2019
<b>Number of official travel days</b>	7
<b>Number of accompanying</b> a) Minister's staff b) Government officials c) Special Envoy	a) 2 b) 1 c) N/A
<b>Accompanied by spouse</b> a) in an official capacity b) in a private capacity	N/A

<b>Costs:</b>	
<b>Airfares</b> a) Minister and Minister's staff b) Government officials	a) \$15,621.75 b) \$5,425
<b>Accommodation</b> a) Minister and Minister's staff b) Government officials	a) \$9,417.60 b) \$3,143.03
<b>Other expenses</b> a) Official gift presentation b) Ground transport including internal Beijing to Shanghai rail tickets c) Meals and refreshments d) Interpreters e) Other miscellaneous costs (including conference access, photography and videography and courier fees)	a) \$962.44 b) \$4,702.79 c) \$366.82 d) \$5,248.61 e) \$4,291.26
<b>TOTAL estimated travel cost</b>	\$49,179.30
<b>Official hospitality and NSW trade promotion events</b>  a) Includes networking event for 70 NSW exporters and guests at CIIE, briefings with DFAT and Austrade, trade luncheon with Vietnamese food and wine importers, Vietnam international student alumni event, and luncheon with Australian Vietnam business chamber board  b) Austrade market development costs and visit program for Vietnam	a) \$16,341.41  b) \$14,850
<b>TOTAL estimated trade and investment costs</b>	\$31,191.41
<b>Currency conversion rate</b>	1 AUD = 4.8 CNY 1 AUD = 15,303 VND

This report does not include costs for data roaming, official passports, visas, and insurance.

Please note these estimates were completed using currently available exchange rates, and the final figure may adjust depending on the exchange rate at which all payments by the NSW Government are made.

