

**TRADE AND INVESTMENT MISSION TO JAPAN AND CHINA
THE HONOURABLE ANDREW STONER MP
DEPUTY PREMIER OF NEW SOUTH WALES
19-24 OCTOBER**

POST VISIT REPORT

**PART ONE:
JAPAN FROM 19-22 OCTOBER 2013
AS THE PREMIER'S REPRESENTATIVE**

MISSION PURPOSE

A three-day trade and investment mission to the priority international market of Japan to represent the Premier at the 51st Japan Australia Joint Business Conference.

PRIMARY MISSION OBJECTIVES

1. Deliver a key note address at the Conference.
2. Demonstrate NSW leadership capabilities particularly in the priority sector of infrastructure.
3. Demonstrate the NSW Government's commitment to strengthening and broadening its trade and investment relationships with Japan.
4. Announce the opening of the NSW Government Trade & Investment Office and introduce the NSW Trade & Investment Commissioner.

KEY ENGAGEMENTS

The Deputy Premier represented the Premier at the Conference hosted by the Japan Australia Business Co-operation Council and delivered an address to leading Japanese and Australian business leaders announcing the NSW Government Trade & Investment Office, and introduced the NSW Trade & Investment Commissioner to key business and government audiences.

The Deputy Premier also met with current and potential Japanese investors and met with the Tokyo 2020 Bid Committee to profile NSW major events expertise and capabilities and to develop opportunities for NSW business with the Tokyo 2020 Olympic & Paralympic Games organisers.

PROGRAM SUMMARY FOR JAPAN

Sunday 20 October 2013; Tokyo, Japan

1. Japan Australia Business Co-operation Committee – Australia Japan Business Co-operation Committee leadership lunch
2. Japan market briefing with Australian Ambassador to Japan
3. 51st Joint Business Conference Welcome Reception

Monday 21 October 2013; Tokyo, Japan

1. 51st Joint Business Conference official opening ceremony
2. Japan External Trade Organization (JETRO) business meeting
3. Sumitomo Mitsui Banking Corporation (SMBC) business meeting
4. Mitsui & Co business meeting
5. Deputy Premier's address to 51st Joint Business Conference
6. NSW investors lunch with Australian Ambassador to Japan
7. Bank of Tokyo Mitsubishi UFJ business meeting
8. 51st Joint Business Conference official dinner

Tuesday 22 October 2013; Tokyo, Japan

1. Industry launch of NSW Trade & Investment Japan office
2. Tokyo-Sydney Olympic partnership meeting
3. Marubeni business meeting

OFFICIAL DELEGATION

The Honourable Andrew Stoner MP
Deputy Premier of New South Wales

Accompanied by:

Mr Tom Callachor
Chief of Staff
Office of the Deputy Premier

Mr Mark Paterson AO
Director-General
Department of Trade and Investment, Regional Infrastructure & Services

Mr Geoff Walker
Commissioner of Trade and Investment
New South Wales Government - Trade & Investment Office, Japan

**ESTIMATED COSTS AND DETAILS OF TRAVEL
JAPAN FROM 19–22 OCTOBER 2013**

Minister	The Honourable Andrew Stoner MP
Portfolio	Deputy Premier of New South Wales and Premier's Representative
Countries visited	Japan
Cities visited	(a) Tokyo
Date of travel	Departed Sydney Saturday 19 October 2013 Departed Japan for China Tuesday 22 October 2013
Number of accompanying:	
(a) Ministerial Staff	(a) one
(b) Government Officials	(b) one
(c) Other Delegation	(c) Nil
(d) Media delegation	(d) Nil
Accompanied by spouse in an official capacity	N/A
Air fares	
(a) Minister and Ministerial Staff (Japan only) (separate post visit report to cover flights from Tokyo/Guangzhou/Sydney)	(a) \$10,079.06
(b) Government Officials	(b) \$10,216.26
Accommodation and meals	
(a) Minister and Ministerial Staff	(a) \$2,499.37
(b) Government Officials	(b) \$1,667.89
Premier's representative hosted hospitality expenses	\$ 4,017.88
Official meetings & hospitality expenses Includes Minister, Ministerial Staff & Government Officials and Japanese business representatives	\$ 8,262.28

Official gift presentation expenses	
(a) Minister and Ministerial Staff	(a) \$588.31
(b) Government Officials	(b) N/A
Reconnaissance expenses (including accommodation, ground transport, meals and incidental expenses)	\$N/A
Other expenses	
(a) Ground and surface transport	(a) \$2,650.48
(b) Design/printing trade materials and brochure	(b) N/A
(c) Interpretation Services	(c) \$387.72
(d) Photographer for events	(d) N/A
(e) Media release in Japan	(e) N/A
(f) Courier costs	(f) N/A
(g) Other miscellaneous (including entry fees, wireless network access not covered as incidentals, meals not covered above and refreshments)	(g) N/A
Total estimated travel costs	\$ 40,369.25

Note 1: currency conversion cost estimates are based on:
1 AUD = 93.70 (Japanese Yen)

Note 2: Any outstanding costs will be updated in the finalisation of expenses.

Note 3: The Travel Management Company's international transaction fee of \$340.00 (\$170 fee per traveller) for the Japan/China trip has been included in the China Airfare costs.

Note 4: Accommodation and incidental costs listed are based on hotel invoices available at time of publication. Final costs may differ due to variations in the exchange rate.

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**PART TWO:
CHINA FROM 22-24 OCTOBER 2013**

MISSION PURPOSE

A two-day trade and investment mission the priority international market of China to raise the awareness of NSW as a trading partner and leading investment destination.

Primary mission objectives:

1. Demonstrate the NSW Government's commitment to strengthening and broadening its trade and investment relationships with China.
2. Promote the new Significant Investor Visa to high net-worth Chinese investors wishing to invest in Australia.
3. Promote and encourage further education links between NSW and Guangdong Province.
4. Profile the work and services of the NSW Government Trade & Investment Office in Guangzhou.

KEY ENGAGEMENTS

The Deputy Premier promoted the new Significant Investor Visa to high net-worth Chinese investors wishing to invest in Australia; sought to promote and encourage further education links between NSW and Guangdong Province at an address at Sun Yat-sen University; and met with Mr ZHU Xiaodan, the Governor of Guangdong to reinforce NSW's longest standing Sister State/Province relationship and further progress plans for the NSW-Guangdong Joint Economic Meeting (JEM) in 2014.

PROGRAM SUMMARY FOR CHINA

Wednesday 23 October 2013; Guangzhou, China

1. Meeting with Governor of Guangdong.
2. Business dinner with NSW investor, Kingold Group.

Thursday 24 October 2013; Guangzhou, China

1. Significant Investor Visa promotion event 1.
2. Significant Investor Visa promotion event 2.
3. Deputy Premier's address to Sun Yat-sen University.

OFFICIAL DELEGATION

The Honourable Andrew Stoner MP
Deputy Premier of New South Wales

Accompanied by:

Mr Tom Callachor
Chief of Staff
Office of the Deputy Premier

Ms Cher Jones
Trade & Investment Commissioner for South China and Hong Kong
Australia NSW Trade and Investment Office, Guangzhou

**ESTIMATED COSTS AND DETAILS OF TRAVEL
CHINA FROM 22–24 OCTOBER 2013**

Minister	The Honourable Andrew Stoner MP
Portfolio	Deputy Premier of New South Wales
Countries visited	China
Cities visited	(b) Guangzhou
Date of travel	Departed Tokyo for China Tuesday 22 October 2013 Departed China Thursday 24 October 2013
Number of accompanying:	
(e) Ministerial Staff	(a) one
(f) Government Officials	(b) Nil
(g) Other Delegation	(c) Nil
(h) Media delegation	(d) Nil
Accompanied by spouse in an official capacity	N/A
Air fares	
(c) Minister and Ministerial Staff (China only)	(a) \$4,591.66
(d) Government Officials	(b) N/A
Accommodation and meals	
(c) Minister and Ministerial Staff	(a) \$3,124.83
(d) Government Officials	(b) N/A
Ministerial hosted hospitality expenses	\$ N/A
Official meetings & hospitality expenses Includes Minister, Ministerial Staff & Government Officials and Chinese business representatives	\$ N/A
Official gift presentation expenses	
(c) Minister and Ministerial Staff	(a) \$87.00
(d) Government Officials	(b) N/A

Reconnaissance expenses (including accommodation, ground transport, meals and incidental expenses)	\$N/A
Other expenses	
(h) Ground and surface transport	(a) N/A
(i) Design/printing trade materials and brochure	(b) N/A
(j) Interpretation Services	(c) \$957.02
(k) Photographer for events	(d) N/A
(l) Media release in China	(e) N/A
(m) Courier costs	(f) N/A
(n) Other miscellaneous (including entry fees, wireless network access not covered as incidentals, meals not covered above and refreshments)	(g) N/A
Total estimated travel costs	\$8,760.51

Note 1: currency conversion cost estimates are based on:
1 AUD = 5.3009 (Chinese Renminbi)

Note 2: Any outstanding costs will be updated in the finalisation of expenses.

Note 3: Airfares are based on data from the NSW Government's approved supplier of Travel Management Services. Airfares include the Travel Management Company's international transaction fee of \$340.00 (\$170 fee per traveller).

Note 4: Accommodation and incidental costs listed are based on hotel invoices available at time of publication. Final costs may differ due to variations in the exchange rate.