

## POST MISSION REPORT

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### PARLIAMENTARY SECRETARY TO THE PREMIER ATTENDANCE AT THE AKBC/KABC 37th JOINT MEETING SEOUL, KOREA 16-19 OCT 2016 MISSION REPORT

#### MISSION PURPOSE

To represent the Premier of New South Wales at the AKBC/KABC 37th Joint Meeting in Seoul to further strengthen our relationship with this priority market and gather intelligence about the economic and political environment in Korea.

Through a series of side meetings, Mr O'Dea, Parliamentary Secretary for Trade and Investment, Major Events and Tourism, sought to develop links with senior business and government leaders and promote investment opportunities in NSW.

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

- Reinforce the importance of the NSW-Korea relationship and strengthen this relationship by developing productive government to government and business links.
- Attract foreign direct investment into NSW.
- Strengthen our partnership with the Australia Korea Business Council (AKBC), the Korea Australia Business Council (KABC) and their members.
- Gather market intelligence to understand opportunities and challenges for trade and investment with Korea, with a focus on advancement of the Korea Australia Free Trade Agreement (KAFTA).

#### MISSION DESCRIPTION

In October 2016 Mr O'Dea travelled to Seoul, Korea, to attend the AKBC/KABC 37th Joint Meeting event, hosted by the Korea-Australia Business Council (KABC), and attend a series of business and government meetings. Mr O'Dea also visited the Yongsan War Memorial.

#### 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 our trade and investment objectives.

Regular engagement is central to the continued fostering of strong economic relationships with this key market. The Premier and the Minister for Innovation and Better Regulation visited Korea in 2015. In mid-July 2016, the Minister for Trade, Tourism and Major Events, and Minister for Sport, undertook a trade mission to Japan and Korea to promote trade and investment with NSW. Mr O'Dea's travel to Korea will further enhance this trading relationship.

#### **The Australia-Korea Business Council (AKBC) and the Korea-Australia Business Council (KABC)**

The AKBC and KABC seek to promote technical and economic cooperation, trade, investment, education and tourism links between Australia and Korea.

The current Chairman of the AKBC is also Chairman of Whitehaven Coal Pty Limited and former Deputy Prime Minister - the Hon Mark Vaile AO. The Chairman of the KABC is Mr Ohjoon Kwon, CEO of POSCO, Australia's largest single export customer in the world.

Membership of AKBC is made up of the major corporations involved in trade between Australia and Korea.

The NSW Government has a longstanding relationship with both councils and recognises the benefits that result from assembling key business leaders from both countries each year.

### **The AKBC/KABC 37th Joint Meeting**

The AKBC/KABC Joint Meeting is a key annual event hosted by the AKBC and KABC in Australia and Korea respectively.

The AKBC/KABC 2016 Joint Meeting was attended by approximately 120 senior delegates from government and business and focused on new opportunities between Korea and Australia under the Korea Australia Free Trade Agreement (KAFTA) including: financial services, infrastructure and resources investment opportunities, renewable energy and lifestyle. These sectors correlate with the NSW Government's sectors of focus for trade and investment in Korea.

### **Korean Economy**

- Korea is an industrialised and high-income economy. It is the world's 13th largest economy based on World Bank ranking (2014). Gross Domestic Product (GDP) growth projected by the International Monetary Fund (IMF) is 2.7% for 2016.
- The Korean economy is heavily reliant on exports which contributed 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**

- Foreign investment from Korea into Australia totalled \$3.1 billion in 2015. It is the 17th largest source of Foreign Direct Investment (FDI) in Australia. FDI from Korea is growing fast (Compound Annual Growth Rate (CAGR) of 8.6% over the last five years).
- Korea is the third largest export market for NSW with over \$3 billion in 2015/16, although growth has been stagnant in recent years. Since the introduction of the Korea-Australia Free Trade Agreement (KAFTA), agricultural exports have increased, particularly meat which grew 12.3% over the last year.
- There is ample scope to increase service exports to Korea. 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 \$1.7 billion in 2015.
- There remains opportunity to further strengthen trade and investment between NSW and Korea as a result of KAFTA. The agreement will 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 import from Korea.
- 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 total intake of international students from Korea in 2015.

## **KEY OUTCOMES**

### **Strengthened the NSW-Korea relationship**

Attendance at the AKBC/KABC 37th Joint Meeting by a NSW Parliamentarian representing the NSW Premier is a strong signal of the NSW Government's commitment to NSW-Korea relations.

Participation in the Joint Meeting and additional meetings enabled Mr O'Dea to foster relationships with key business and government leaders in Korea and strengthen our partnership with the Australia Korea Business Council (AKBC) and its members.

### **Promoted investment opportunities in NSW**

Meetings with Korean businesses provided an opportunity to share information about NSW's capabilities across a range of sectors, including; financial services and funds management, Fintech and investment opportunities available through our infrastructure pipeline. They were also used to highlight the favourable business environment in NSW and emphasise government support for investment from Japan.

### **Gathered market intelligence**

Attendance at the AKBC/KABC Joint Meeting provided the NSW Government with market intelligence about the current and emerging opportunities, and future challenges for trade and investment with Korea. It was also a forum to gain insight into the progress of KAFTA.

Meetings with the Director – NSW Trade & Investment, Austrade staff and Embassy staff based in Korea also provided Mr O'Dea with valuable insights into the current economic and political climate in Korea.

## **OFFICIAL DELEGATION**

Mr Jonathan Richard O'DEA, BA, LL.M, MBA MP

*Parliamentary Secretary for Trade and Investment, Major Events and Tourism*

### **Accompanied by:**

Ms Yoojin Kim

*Director - NSW Trade and Investment, Trade and Investment, Department of Premier and Cabinet, Seoul, Korea*

## ESTIMATED COSTS AND DETAILS OF TRAVEL

<b>Minister</b>	Parliamentary Secretary for Trade and Investment, Major Events and Tourism
<b>Portfolio</b>	Trade, Tourism, Major Events, Sport
<b>Destinations(s) visited</b> a) Countries b) Cities	a) Republic of Korea b) Seoul
<b>Dates of travel</b> a) Departure date b) Return date	a) Sunday 16 October, 2016 b) Thursday 20 October, 2016
<b>Number of official travel days</b>	Four days
<b>Number of accompanying</b> a) Minister's staff b) Government officials	a) N/A b) N/A
<b>Accompanied by spouse</b> a) in an official capacity b) in a private capacity	a) N/A b) N/A
<b>Costs</b>	
<b>Airfares</b> a) Minister and Minister's staff b) Government officials	a) \$5,180 b) Nil
<b>Accommodation</b> (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials	a) \$1,207.70 (excluding international charges) b) N/A
<b>Official hospitality</b> a) Minister and Minister's staff b) Government officials	a) Nil b) Nil
<b>Other expenses</b> a) Official gift presentation b) Ground transport c) Meals and refreshments e) Other miscellaneous costs	a) \$78.50 b) \$805.75 (excluding international charges) c) \$145.65 (excluding international charges) e) \$0
<b>TOTAL estimated travel cost</b>	\$7,417.60
<b>Currency conversion rate</b>	1AUD = 882.032KRW Date of conversion 16 November 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.

# M2015-05-Publication of Ministerial Diaries and Release of Overseas Travel Information

## M2015-05-Publication of Ministerial Diaries and Release of Overseas Travel Information

### Description:

This Memorandum sets out the requirements for Ministers to publish details of scheduled meetings and release overseas travel information. These requirements have been updated to implement the recommendations of the twelve (12) month review conducted by the Department of Premier and Cabinet. The Department's review report is available at [www.dpc.nsw.gov.au](http://www.dpc.nsw.gov.au).

Ministers must publish summaries of scheduled meetings in the attached form (Attachment A), one month after the end of each quarter. Meeting summaries will be made available on the Department of Premier and Cabinet's website.

Ministers must publish information concerning overseas travel undertaken by them or their staff in the attached form (Attachment B), within 28 days of returning. Travel summaries will be made available on an appropriate agency website.

<b>Function</b>	Information Management	<b>Subject</b>	Reporting
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### Publication of Ministerial Diaries

This Memorandum sets out the requirement, which took effect on and from 1 July 2014, for all Ministers to regularly publish extracts from their diaries detailing scheduled meetings held with stakeholders, external organisations, third-party lobbyists and individuals. Scheduled meetings include meetings scheduled to take place in person or by videoconference, teleconference or telephone call.

Ministers must publish summaries in the attached form one month after the end of each quarter (**Attachment A**). The summary should disclose the organisation with whom the meeting occurred (or, if an individual is attending in a personal capacity, the name of the individual) and the purpose of the meeting.

If a third-party lobbyist attends the meeting, the summary should disclose that third-party lobbyist, as well as the names of all individuals engaged by the third-party lobbyist to undertake the lobbying who are attending the meeting, and the name of their client.

The published diaries should include details of all scheduled meetings of a Minister involving the discussion of a matter that may be considered by the Minister, whether formally or informally, in his or her role as portfolio Minister or as a member of Cabinet, but it is not necessary to disclose information about:

- meetings involving Ministers, ministerial staff, Parliamentarians or government officials (whether from NSW or other jurisdictions);
- meetings that are strictly personal, electorate or party political;
- social or public functions or events;
- meetings held overseas (which must be disclosed in accordance with clause 5(1)(b) of the *Government Information (Public Access) Regulation 2009* and Attachment B to this Memorandum); and
- matters for which there is an overriding public interest against disclosure.

While the requirement to provide meeting summaries does not apply to social or public functions or events, if a non-public substantive discussion of issues occurs with the Minister at such a function or event that concerns a matter that may be considered by the Minister, whether formally or informally, in his or her role as portfolio Minister or as a member of Cabinet, then the meeting should be disclosed.

Meeting summaries will be [published on the DPC website](#). The Department of Premier and Cabinet will assist Ministers with uploading the summaries to the DPC website.

Ministerial staff should obtain the consent of meeting attendees to disclose summary information about the meeting being attended.

A suggested template meeting request form will be made available to Ministers' Offices separately by the Department of Premier and Cabinet.

#### Release of Overseas Travel Information

Overseas travel is undertaken by Ministers to attract investment, trade and business opportunities to the State, to learn from the policies and processes of other Governments, and to forge relationships with export markets.

Full disclosure of the costs, purpose and benefits of overseas trips helps to dispel any public perception that overseas travel is undertaken for the private benefit of Ministers and their attendants at taxpayers' expense. This information is routinely sought, and released, under the *Government Information (Public Access) Act 2009*.

Ministers are therefore required to publish on an appropriate agency website, within 28 days of returning from an overseas trip, information concerning the travel undertaken by them or their staff, including the following information:

- The portfolios to which the trip relates;
- A detailed description of the purpose and benefits of the travel to the State if New South Wales;
- A list of scheduled meetings attended by the Minister while overseas;
- The destinations visited;
- The date of travel;
- The number of persons who accompanied the Minister, including Ministerial advisors, agency staff and, in accordance with relevant guidelines, family members;
- The total cost of air fares;
- The total cost of accommodation; and
- The total cost of other expenses (including travel allowances).

Ministers should ensure that they comply with these requirements immediately. Templates for disclosure of meeting summaries (**Attachment A**) and travel summaries (**Attachment B**) are attached.

Attachments [Attachment A - Meeting Summary Template - September 2015.docx](#)

[Attachment B - Travel Summary Template - September 2015.docx](#)

[Report - Publication of Ministerial Diaries - 12 month review.pdf](#)

Issuing Entity Premier

Publishing Entity Department of Premier and Cabinet

Replaced by: This document is not replaced by any later document.

Replaces [M2014-07 Publication of Ministerial Diaries](#)

[M2009-10 Release of Overseas Travel Information](#)

Compliance with this document is mandatory

Who needs to know about and/or comply with this?:

<input type="checkbox"/>	Departments	<input type="checkbox"/>	NSW Public Health Sector
<input checked="" type="checkbox"/>	Executive agencies related to Departments	<input type="checkbox"/>	Advisory Entities (including Boards and Committees)
<input type="checkbox"/>	Separate agencies	<input type="checkbox"/>	State Owned Corporations
<input type="checkbox"/>	Statutory Authorities/Bodies	<input type="checkbox"/>	Subsidiaries of the NSW Government established under the Corporations Act
<input type="checkbox"/>	Councils under the Local Government Act	<input type="checkbox"/>	Universities

Contact Email	<a href="mailto:Contact_us@dpc.nsw.gov.au">Contact_us@dpc.nsw.gov.au</a>	Contact Phone	(02) 9228 5555
Date Issued	30 September 2015	Review date	30 September 2020

## MEETING SCHEDULE

Date	Organisation	Purpose
Monday 17 October, 2016	Business meeting with Korean Fintech company	Promote investment opportunities in NSW and Sydney as a leading Asia-Pacific Fintech Hub
Monday 17 October, 2016	Business meeting - FG Asset Management <ul style="list-style-type: none"> <li>Michelle Han, MD, Co-Founder, FG Asset Management</li> <li>David Byun, FG Asset Management Australia (based in Sydney)</li> <li>Insong Kim, Assistant Manager, FG Asset Management</li> <li>Hyungyu Kim, Analyst, FG Asset Management</li> <li>Rodney Commerford, Trade Commissioner, Austrade Seoul</li> <li>Sungoo Cho, Senior BDM, Austrade</li> <li>Jonathan O'Dea, NSW Parliamentary Secretary for Trade and Investment, Major Events and Tourism</li> <li>Yoojin Kim, Director - NSW Trade and Investment, Trade and Investment, Department of Premier and Cabinet, Seoul, Korea</li> </ul>	Promote investment opportunities in NSW
Monday 17-18 October, 2016	The 37th AKBC-KABC Joint Meeting This meeting was attended by approximately 120 senior business and government leaders from Australia and Korea, including the Chairman of the AKBC and Chairman of the KABC: <ul style="list-style-type: none"> <li>The Hon Mark Vaile AO, Chairman, Australia-Korea Business Council, Chairman of Whitehaven Coal Pty Limited</li> <li>Mr Ohjoon Kwon, Chairman – Korea-Australia Business Council CEO, POSCO</li> </ul>	Gather market intelligence  Build links with the AKBC, KABC and their members
Tuesday 18 October, 2016	Dinner at the Ambassador's Residence <ul style="list-style-type: none"> <li>The Hon. Mark Vaile AO, Chairman AKBC/ Whitehaven Coal</li> <li>Ravi Kewalram, Chargé d'Affaires of Australia, Australian Embassy, Seoul</li> <li>Liz Johnston, Executive Director, AKBC</li> <li>Geogina Carnegie, Managing Director, Carnegie Enterprises</li> <li>Dr Peter Cassidy, Chairman, The Sentient Group</li> <li>Rod Dring, Partner, PWC</li> <li>Kyu Bang, Counsel, Allen &amp; Overy</li> <li>Hoon Han, Professor, University of NSW</li> <li>Bronwen Dalton, Director, Cosmopolitan Civil Societies Research Centre, University of Technology Sydney</li> <li>Matthew Chang, Pepper Savings Bank</li> <li>Tareq Muhmood, CEO, ANZ</li> <li>Lewis Macdonald, Partner, Herbert Smith Freehills</li> <li>Kim Dong Chul, EVP, POSCO E&amp;C</li> <li>Kim Kwang Seok, VP, POSCO E&amp;C</li> <li>Lee Ho Seong, Group Leader, POSCO E&amp;C</li> <li>Kong Young Pil, Team Leader, POSCO E&amp;C</li> <li>Bronwen Dalton, Director of the Masters of Not-for-Profit and Community Management Program, University of Technology Sydney (UTS)</li> <li>Peter Schofield, Economic Counsellor, Australian Embassy, Seoul</li> <li>Amanda Hodges, Senior Trade Commissioner, Austrade</li> <li>Rodney Commerford, Trade Commissioner, Austrade</li> <li>Sam Baker, Second Secretary, Department of Foreign Affairs &amp; Trade</li> <li>John Anakotta, A/g Director, Republic of Korea Section, Department of Foreign Affairs &amp; Trade</li> <li>Jay Sangani, Director, Investment, Trade Finance and</li> </ul>	Gather market intelligence  Promote investment opportunities in NSW  Build links with Embassy staff and senior delegates from the AKBC/KABC

	<p>OECD, Australian Embassy, Seoul</p> <ul style="list-style-type: none"> <li>Jonathan O’Dea, NSW Parliamentary Secretary for Trade and Investment, Major Events and Tourism</li> </ul>	
Wednesday 19 October, 2016	<p>Business meeting – Daewoo E&amp;C</p> <ul style="list-style-type: none"> <li>Mr Wook Choi (Mr Choi), Daewoo E&amp;C, Senior Vice President, Overseas Infrastructure Project Division</li> <li>Rodney Commerford, Trade Commissioner, Austrade Seoul</li> <li>Jonathan O’Dea, NSW Parliamentary Secretary for Trade and Investment, Major Events and Tourism</li> <li>Yoojin Kim, Director - NSW Trade and Investment, Trade and Investment, Department of Premier and Cabinet, Seoul, Korea</li> </ul>	Promote investment opportunities in NSW
Wednesday 19 October, 2016	<p>Government meeting – Seoul Metropolitan Government and Korean Ambassador to Australia</p> <ul style="list-style-type: none"> <li>Ambassador Kim Chang-beom, Ambassador for International Relations to the Seoul Metropolitan Government</li> <li>Heewon Lee, Investment Division, Seoul Metropolitan Government</li> <li>Ms. Minkyung, Kim, International Relations Division, Seoul Metropolitan Government</li> <li>Mr Ravi Kewalram, Chargé d’affaires of Australia, Australian Embassy, Seoul</li> <li>Jonathan O’Dea, NSW Parliamentary Secretary for Trade and Investment, Major Events and Tourism</li> <li>Yoojin Kim, Director - NSW Trade and Investment, Trade and Investment, Department of Premier and Cabinet, Seoul, Korea</li> </ul>	Reiterated NSW support for the NSW-Korea relationship and for the NSW Sister State relationship with the Seoul Metropolitan Government
Wednesday 19 October, 2016	Business meeting with NSW equity firm visiting Seoul	Promote investment opportunities in NSW
Wednesday 19 October, 2016	Business meeting with Korean online shopping company	Promote investment opportunities in NSW