

**Visit to Japan by Mr Jonathan O’Dea MP  
Parliamentary Secretary to the Premier and Treasurer  
representing  
The Honourable Gladys Berejiklian MP  
Premier of New South Wales  
7-10 October 2017  
Mission Report**

**PURPOSE OF TRAVEL**

Mr O’Dea undertook a visit to Tokyo, Japan representing the NSW Premier from 7-10 October 2017 to achieve the following:

- Attend the 55<sup>th</sup> Annual Japan Australia Joint Business Conference.
- Welcome members to attend the 56<sup>th</sup> Annual Australia Japan Joint Business Conference announced to be held in Sydney in 2018.
- Further the Premier’s engagement with key business and government stakeholders following her recent mission to Japan.
- Partake in discussions with industry leaders at the Financial Services Roundtable.
- Continue to promote NSW’s globally competitive capability in financial services, infrastructure and technology, as well as the strength of the NSW economy and ease of doing business.
- Continue to grow the relationship and business partnerships with major existing Japanese companies already in NSW and support NSW delegates attending the conference.

**BACKGROUND**

International visits 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. Japan is a priority market for the NSW Government. It is NSW’s largest export market and second largest source of international investment. NSW has a Sister State relationship with the Tokyo Metropolitan Government which is now in its 33<sup>rd</sup> year.

This year marks the 60<sup>th</sup> anniversary of the signing of the Agreement of Commerce between Japan and Australia. Noting this occasion, then State Minister for Foreign Affairs, Mr Nobuo KISHI invited the Premier to attend the 55<sup>th</sup> Annual Japan Australia Joint Business Conference in Tokyo.

Relationships are critical in doing business in Japan and NSW Government attendance at the annual Joint Business Conference is regarded as demonstrating the commitment to business and government partnerships. The Premier was unable to attend the Conference due to a Parliamentary Sitting Week. The Premier also recently returned from a mission to Japan in August 2017.

**JAPAN AUSTRALIA BUSINESS CO-OPERATION COMMITTEE**

The Japan Australia Business Co-operation Committee (JABCC) and Australia Japan Business Co-operation Committee (AJBCC) are mirror organisations that aim to contribute to the development of the Japan Australia economic relationship and promote mutual understanding and cooperation between the two countries’ business communities. The committees were established in 1962 and 1963 respectively and meet annually, alternatively in Australia and Japan. It is one of the longest established joint bilateral business committees.

## **KEY MISSION OUTCOMES**

### Strengthened the NSW-Japan relationship

Attendance at the 55<sup>th</sup> Annual Japan Australia Joint Business Conference in Tokyo by the Parliamentary Secretary, representing the NSW Premier, was a strong signal of the NSW Government's commitment to NSW-Japan relations.

The conference, attended by more than 370 business community delegates from Japan and Australia, provided the NSW Government with the opportunity to reaffirm the continued importance of established economic relations between Japan and NSW, and to the possibility of future bilateral cooperation in new and promising areas.

Mr O'Dea addressed the conference on the closing day to announce that Sydney would host the 56<sup>th</sup> Annual Australia Japan Joint Business Conference in 2018. On behalf of the NSW Premier, Mr O'Dea extended a warm welcome to all members of the Japan-Australia business community to Sydney next year to participate in the 2018 event.

### Promoted investment opportunities in NSW

The conference provided Mr O'Dea a meaningful opportunity to advocate and promote participation in the NSW economy, particularly in the sectors of infrastructure, professional and financial services and technology and innovation.

### Gathered market intelligence

In addition to the 55<sup>th</sup> Annual Japan Australia Joint Business Conference, Mr O'Dea (on behalf of the NSW Premier) joined with Senator the Honourable Mathias Cormann, Federal Minister for Finance, to attend a financial services roundtable between representatives of Japan's international asset management sector and the Australian financial services sector.

The roundtable provided an opportunity to improve participating Australian fund managers' knowledge of Japan's financial services sector, create direct links between Australian fund managers and key Japanese market, regulatory, diplomatic and policy-making stakeholders, and improve Japanese stakeholders' knowledge of the Australian financial services market, particularly the wealth management fields.

During his visit to Tokyo, Mr O'Dea also met and received market insights and briefings from Mr David Carlow, NSW Trade & Investment's representative in Tokyo, the Australian Ambassador His Excellency Richard Court AC and other senior Australian Embassy officials.

## **OFFICIAL DELEGATION**

Mr Jonathan O'Dea MP  
*Parliamentary Secretary to the Premier and Treasurer*

## FINANCIALS

<b>Parliamentary Secretary</b>	Mr Jonathan O’Dea MP
<b>Portfolio</b>	Representing the Honourable Gladys Berejiklian MP
<b>Destinations(s) visited</b> a) Countries b) Cities	a) Japan b) Tokyo
<b>Dates of travel</b> a) Departure date b) Return date	a) Saturday 7 October 2017 b) Tuesday 10 October 2017
<b>Number of official travel days</b>	Four
<b>Number of accompanying</b> a) Parliamentary Secretary’s staff b) Government officials c) Other	a) Nil b) Nil c) Nil
<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) Parliamentary Secretary b) Government officials c) Other	a) \$4,993.32 b) Nil c) Nil
<b>Accommodation</b> (includes any meals/incidentals charged to room) a) Parliamentary Secretary b) Government officials c) Other	a) \$800.64 b) Nil c) Nil
<b>Official hospitality</b> a) Parliamentary Secretary b) Government officials	a) Nil b) Nil
<b>Other expenses</b> a) Official gifts for presentation b) Ground transport c) Meals and refreshments d) Other miscellaneous costs	a) \$137.50 b) \$336.81 c) Nil d) Nil
<b>TOTAL estimated travel cost</b>	<b>\$6,268.27</b>
<b>Currency conversion rate</b>	1 AUD = JPY 87.44 (2 November) www.oanda.com

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