

**TRADE AND INVESTMENT MISSION TO THE UNITED ARAB EMIRATES AND
INDONESIA
BY THE HON NIAL BLAIR MLC
MINISTER FOR PRIMARY INDUSTRIES, MINISTER FOR REGIONAL WATER,
AND MINISTER FOR TRADE AND INDUSTRY
18 – 23 FEBRUARY 2018
POST MISSION REPORT**

MISSION PURPOSE

The United Arab Emirates (UAE) and Indonesia are among NSW's ten priority trade and investment markets. Consistent with the *NSW Trade and Investment Action Plan (2017-18)*, the Minister's Mission to the UAE and Indonesia aimed to:

- Support NSW food and beverage exporters participating in the Gulfood 2018 conference, the world's largest annual food and beverage exhibition.
- Promote NSW's capabilities in key sectors including food and beverage production, agribusiness, agricultural technology, infrastructure, education and technology.
- Build NSW's relationships with UAE and Indonesian government ministers, major investors into NSW and major importers and retailers of NSW produce.
- Reconnect and follow up on the Memorandum of Understanding (MoU) signed between NSW and Jakarta in 2015.
- Engage with the Association of Southeast Asian Nations (ASEAN) Secretariat in Indonesia to support NSW's hosting of the ASEAN-Australia Special Summit in March 2018.
- Follow up on the zoological breeding exchange program between Raguan Zoo and Taronga Zoo.

MISSION DESCRIPTION

Minister Blair visited Dubai and Abu Dhabi in the UAE, and Jakarta in Indonesia. The Minister held meetings with government ministers and business leaders to progress trade and investment and to grow our cultural connections.

MISSION BACKGROUND

NSW exports \$300 million worth of goods into the UAE each year and almost \$800 million worth of goods into Indonesia. Indonesia is also our seventh largest source market for international students. The UAE has emerged as an important source of foreign direct investment (FDI), with \$1.7 billion worth of FDI coming from the UAE into Australia each year.

UAE

The Minister visited the UAE on 19-21 February and met with:

- Australian Ambassador to the UAE, HE Mr Arthur Spyrou, and other Department of Foreign Affairs (DFAT) and Austrade officials in the UAE, to discuss economic and political developments in the country and the region.
- UAE Economy Minister HE Sultan Saeed Al-Mansouri, and UAE Food Security Minister Mariam Hareb Al-Mehairi, to promote NSW's superior food and beverage products and innovative agricultural technology and discuss ways we could support the UAE's food security agenda.
- The CEO of Dubai Exports, HE Saed Al-Awadi, who hosted a business networking breakfast event for the Minister and NSW exhibitors at Gulfood featuring leading UAE importers.
- The Abu Dhabi Investment Authority, to discuss investment opportunities in NSW's infrastructure pipeline.
- Emirates Airlines and Etihad Airlines, logistics and freight handling company Dnata, and major aerotropolis development entity Dubai Aviation City Corporation ('Dubai South'), to discuss investment opportunities in NSW including at the Western Sydney Airport and precinct.
- The Dubai Expo 2020 Steering Committee to discuss opportunities for NSW companies to provide essential services in the lead-up to Dubai Expo 2020.
- Major retailing chains LuLu Group, Al-Maya Supermarkets, and leading consolidator of Australian produce in the UAE Nasif Lawand, to promote NSW food and beverage exports into the Middle East.

The Minister also attended Gulfood 2018, the world's largest annual food and beverage exhibition, to support the 26 NSW exporters in attendance.

Indonesia

The Minister visited Indonesia on 22-23 February and met with:

- Australian Chargé d'Affaires Allaster Cox, Australia's Ambassador to ASEAN Jane Duke, Senior Trade Commissioner Sally-Anne Watts, and other DFAT and Austrade officials in Indonesia, to discuss economic and political developments in the country and in the ASEAN region.
- Indonesian Minister for Trade HE Enggartiasto Lukita, Minister for National Development Planning HE Bambang P.S. Brodjonegoro, Minister for Communications and Informatics HE Rudiantara, and Governor of Jakarta HE Anies Baswedan, to progress the NSW-Indonesia relationship, NSW's MoU with the Jakarta Government and to discuss opportunities for NSW businesses.
- Representatives of the Indonesia Investment Coordinating Board to discuss bilateral investment trends and opportunities for further collaboration.
- Officials of the ASEAN Business Advisory Council – Indonesia Chapter and the ASEAN Secretariat, to discuss the Council's forward program, opportunities for NSW businesses, and the NSW-hosted program during the ASEAN-Australia Special Summit in March 2018.
- Representatives of Indonesian investors and major food and beverage importers and retailers, to promote NSW primary produce exports, promote NSW's strengths in agtech, fintech and start-ups, and encourage investment into NSW.

The Minister also launched a Friendship Agreement between Stone & Chalk and FinTech Indonesia's UnionSPACE, and visited Cochlear's Training and Experience Centre.

KEY OUTCOMES

1. Further developed the NSW-UAE and NSW-Indonesia relationships

The Minister met with senior government leaders in both countries and reinforced NSW's commitment to a fruitful relationship with each of their jurisdictions.

In the **UAE**, the Minister promoted NSW's ability to support the UAE's food security agenda, including through NSW's burgeoning capability in agtech. The Minister held discussions with the Minister for Economy Al-Mansouri and with Minister of State for Food Security Al-Mehairi, who Minister Blair invited to visit NSW in 2018.

In **Indonesia**, the Minister discussed support for the Jakarta Government in water management, cooperation on STEM education and progressing the Jakarta-NSW MoU.

2. Promoted NSW's food and beverage sector

In the **UAE** the Minister promoted NSW's food and beverage capabilities at Gulfood, as well as in engagements with major retailers Al-Maya and LuLu Group. The Minister encouraged major importers to establish procurement hubs in NSW and to expand their relationships with NSW exporters.

The Minister also delivered this message to UAE importers and retailers at an event hosted by Dubai Exports, and promoted the strengths of NSW in a radio interview with Dubai radio program *Business Breakfast – Dubai Eye 103.8*.

In **Indonesia** the Minister attended a high-level luncheon with a number of major Indonesian food and beverage importers and retailers, where he promoted the strengths of NSW produce and encouraged greater contact with NSW exporters.

3. Encouraged investment into NSW

In the **UAE**, the Minister promoted NSW as a trade and investment destination and held detailed discussions with sovereign wealth funds, food and beverage importers and logistics businesses to encourage them to invest in NSW. In particular, the Minister highlighted opportunities to invest in the Western Sydney Airport precinct.

In **Indonesia**, the Minister networked with NSW alumni working in Jakarta and with businesses interested in investing in NSW, also highlighting opportunities around the Western Sydney Airport precinct.

OFFICIAL DELEGATION

The Honourable Niall Blair MLC
NSW Minister for Primary Industries, Minister for Regional Water, and Minister for
Trade and Industry

Accompanied by:

Mr Scott Hansen
Director-General
NSW Department of Primary Industries

Mr Sean O'Connell
Chief of Staff to Minister Blair

Based in Abu Dhabi, UAE:

Mr Moin Anwar
NSW Trade & Investment Commissioner

Based in Jakarta, Indonesia:

Ms Mercy Simorangkir
NSW Director, Trade & Investment

ESTIMATED COSTS AND DETAILS OF TRAVEL

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|---|---|
| Minister | The Honourable Niall Blair MLC |
| Portfolio | Primary Industries, Regional Water, and Trade and Industry. |
| Destinations(s) visited a) Countries b) Cities | a) the United Arab Emirates and Indonesia b) Abu Dhabi, Dubai, and Jakarta |
| Dates of travel a) Departure date b) Return date | a) Sunday 18 February 2018 b) Friday 23 February 2018 |
| Number of official travel days | 6 |
| Number of accompanying a) Minister's staff b) Government officials | a) 1 b) 1 |
| Accompanied by spouse a) in an official capacity b) in a private capacity | N/A |
| Costs | |
| Airfares a) Minister and Minister's staff b) Government officials | a) \$20,614 b) \$10,998 |
| Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials | a) \$5,409 b) \$2,045 |
| Official hospitality a) Minister and Minister's staff b) Government officials | a) Nil b) \$5,383 |
| Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Interpreter e) Photography f) Other miscellaneous cost | a) Nil b) \$5,878 c) \$340 d) Nil e) \$4,119 f) Nil |
| TOTAL estimated travel cost | \$54,786 |
| Currency conversion rate | 1AUD = 2.28 UAE Dirham 1AUD = 10570 Indonesian Rupiah Date of conversion 21 March, 2018 |

The costs may vary once final invoices are received, but the variance will be within 10% of the costs shown above.