MISSION PURPOSE

- Reinforce the importance the NSW Government is placing on China as its largest merchandise trade partner, and a significant and growing investment partner.

- Demonstrate the NSW Government's commitment to strengthening its broader trade and investment relationships with China.

- Achieve high level access to government leaders in the Central and provincial governments of China, including second tier cities, and reinforce NSW Government’s commitment to our sister state relationship with Guangdong Province and other key agreements.

- Identify potential priority areas for further collaboration between NSW and China under their recently released 12th Five Year Plan.

- Demonstrate NSW leadership capabilities in the infrastructure, education, financial services, tourism and resources sectors.

- Open doors, facilitate high level contacts, and secure trade and investment outcomes for NSW businesses and government in emerging Chinese cities and new markets.

- Increase awareness of the NSW Government Business Offices in Shanghai and Guangzhou and the services provided to China-based investors and importers.

MISSION DESCRIPTION

The Premier was joined by ten NSW business leaders and supported at various parts of the mission by fifteen program partners to the cities of Guangzhou, Chengdu and Jinan to participate in a busy program of five government meetings, seven business meetings, three media interviews and 16 business events over five days. (Program summary listed.) The three cities chosen were:

1. Guangzhou: location of the NSW Government Business Office and the provincial capital of Guangdong with whom NSW has a 30 year sister state relationship.
2. Chengdu: capital of Sichuan Province and the gateway to Western China where the Australian Government will open a new consulate in 2012.
3. Jinan: capital of Shandong Province, the third largest province in China by GDP and where the Shandong Government has indicated an interest in investing in key NSW mining and energy (including renewable) sectors.

The Premier also continued to Beijing without the business delegation to meet with Beijing government officials and sign a new sister state agreement between NSW and Beijing.

The priority sectors selected for this visit were infrastructure, financial services and mineral resources. These sectors were chosen because they:

- all align closely with both Chinese and NSW economic development priorities
- offer two-way trade and investment opportunities.
The business delegation included:
- CEOs of NSW-based businesses who are industry leaders in these priority sectors
- A senior representative from the NSW Government vocational training educational provider
- Chairs of the Multicultural Business Advisory Panel and the Export and Investment Advisory Board.

The group presented a united commitment from government and business in NSW to cement and grow relationships in the infrastructure, education, financial services and resources sectors. All participating organisations have extensive relationships with China.

KEY OUTCOMES

1. Forged new high level relationships with business and government leaders in key emerging Chinese second tier cities to open doors and profile NSW capabilities to these new markets.
2. Renewed the NSW-Beijing relationship in a meeting with the new party secretary of the Beijing Municipal Committee, and with the signing of a cooperative Sister State Relationship agreement by the Premier and the Acting Mayor, Beijing Municipal Government.
3. Premier committed Sydney as host for the 2013 Joint Economic Meeting to which the new Governor of Guangdong will attend and bring a high level business delegation.
4. Partnerships progressed:
   a) China Southern Airlines signed a three year sponsorship contract with Sydney Festival – the airline’s largest single marketing initiative in Australia.
   b) University of Western Sydney signed an agreement in Guangzhou with Chen Li Ji in the area of Traditional Chinese Medicine.
   c) Sydney Symphony signed a broad MOU in Guangzhou with the Xinghai Conservatory as the first step in establishing a long term relationship. When Sydney Symphony tours China in October 2012, Conservatory students will take part in a rehearsal conducted by Principal Conductor Vladimir Ashkenazy.
   d) Formal launch of a 2012 Research Report on Chinese Investment in NSW and Australia ‘Demystifying Chinese Investment’ prepared by the University of Sydney and KPMG.
   e) Agreement between Macquarie University and Xstrata for LOTUS post graduate scholarships for Sichuan Provincial university students.
   f) University of Wollongong signed an agreement with Chengdu Di’ao Pharma Group on cooperation in medical research and development.
5. The Premier officiated at:
   a) the opening of Wagga Wagga Café, Guangzhou
   b) a launch event (in Chengdu) to celebrate the opening of Australian Council for Private Education and Training’s (ACPET’s) first China office.
6. Cultural visit to Wuhou Memorial Temple, Chengdu, recognising the deep and significant history of the site, and acknowledging the MOU between Destination NSW and the Chengdu Tourism Bureau.
7. Promotion of NSW Wine companies: supporting the Wine Industry Association’s China marketing activities by showcasing Griffith-based Westend Estate wines and Orange-based Cumulus Wines.
OFFICIAL VISIT TO CHINA BY
THE HONOURABLE BARRY O’FARRELL MP
PREMIER OF NEW SOUTH WALES
JULY/AUGUST 2012

DELEGATION
AS AT 10 JULY 2012

The Honourable Barry O’Farrell MP
Premier of New South Wales

Accompanied by

Official Delegation

Office of the Premier

Mr Peter McConnell
Chief of Staff to the Premier

Department of Premier and Cabinet

Mr Chris Eccles
Director General

Ms Paula Fitzpatrick
Principal Protocol Officer

Ms Misha Fazio
Principal Protocol Officer

Other

Mr Nihal Gupta
Chair
Multicultural Business Advisory Panel (MBAP)

The Honourable Mr Warwick Smith AM
Chair
NSW Export Investment Advisory Board

Department of Trade and Investment, Regional Infrastructure and Services (DTIRIS)

Mr Tony Zhang ** Chengdu and Jinan only **
Director, Trade & Investment – East and North China
New South Wales Government Office (BASED IN CHINA)

Ms Cher Jones ** Guangzhou only **
Director, Trade & Investment - South China, Hong Kong and Taiwan
New South Wales Government Office (BASED IN CHINA)

Interpreter
Ms Jin Xin  
*Interpreter to the Premier of New South Wales*  
*B砷ased in China*

**Business Delegation**

**Finance**

Mr Geoff Ross  
*Chairman*  
*Gao Fu Limited*

**Professional Services**

Mr Martin Blake  
*N NSW Chairman*  
*KPMG Australia*

Mr Benjamin Chow  
*Deputy Chair*  
*Multicultural Business Advisory Panel*

Mr Jim Harrowell AM  
*Partner*  
*Hunt and Hunt Lawyers*

Mr Andrew Low  
*Chief Executive Officer*  
*RedBridge Grant Samuel*

**Education**

Mr David Riordan  
*Institute Director*  
*Sydney Institute - Ultimo College*  
*TAFE NSW*

**Resources**

Mr Mick Buffier  
*Chairperson*  
*Minerals Council of NSW*

**Infrastructure**

Mr George Kostas  
*Managing Director (Aust)*  
*Construction & Development*  
*Brookfield Multiplex*
NSW PREMIER’S TRADE & INVESTMENT MISSION TO CHINA
29 JULY – 3 AUGUST 2012
PROGRAM SUMMARY

Sunday 29 July – Guangzhou
1. Event: DFAT and Austrade market briefing and dinner

Monday 30 July – Guangzhou
2. Business meeting: China Southern Airlines
3. Event: TAFE NSW vocational education seminar
4. Event: Infrastructure roundtable hosted by KPMG
5. Event: Guangzhou media engagement
6. Business meeting: Kingold Group
7. Event: official opening of the Wagga Wagga Café, Guangzhou
8. Government meeting: Governor of Guangdong Province, Mr ZHU

Tuesday 31 July – Guangzhou / Chengdu
9. Business meeting: Member for Wagga Wagga
10. Business meeting: Guangdong Rising Assets Management
11. Event: official launch of Australian Council for Private Education & Training China office
12. Event: ServCorp Chengdu site visit and meeting room naming ceremony
13. Government meeting: Sichuan Provincial Foreign Affairs Office

Wednesday 1 August – Chengdu
14. Event: cultural visit to Wuhou Memorial Temple and Jinli Street
15. Event: NSW universities event hosted by KPMG
16. Government meeting: Governor of Sichuan Province, Mr JIANG
17. Business meeting: Chengdu Di’ao Group including announcement
18. Event: Investing in NSW seminar hosted by Hunt & Hunt
19. Event: Chengdu media engagement
20. Event: NSW Government business dinner for targeted investors from Sichuan Province

Thursday 2 August – Chengdu
21. Event: Barangaroo seminar hosted by KPMG
22. Event: Mining investment seminar and meeting with Shandong Provincial Bureau of Geology and Mineral Resources
23. Business meeting: Yancoal
24. Government meeting: Vice Governor of Shandong Province, Mr XIA

Friday 3 August – Chengdu/Beijing
25. Event: Jinan media engagement
26. Event: Gao Fu financial services seminar
27. Business meeting: Shenhua
28. Government meeting: Beijing CCP Party Secretary, Mr GUO
29. Government meeting: Acting Mayor, Mr WANG
## Estimated costs and details of travel

<table>
<thead>
<tr>
<th>Minister</th>
<th>The Honourable Barry O’Farrell MP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio</td>
<td>Premier of New South Wales and Minister for Western Sydney</td>
</tr>
<tr>
<td>Countries visited</td>
<td>China</td>
</tr>
<tr>
<td>Cities visited</td>
<td>(a) Guangzhou</td>
</tr>
<tr>
<td></td>
<td>(b) Chengdu</td>
</tr>
<tr>
<td></td>
<td>(c) Jinan</td>
</tr>
<tr>
<td></td>
<td>(d) Beijing</td>
</tr>
<tr>
<td>Date of travel</td>
<td>Departed Sunday 29 July 2012</td>
</tr>
<tr>
<td></td>
<td>Returned Sunday 5 August 2012</td>
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<tr>
<td>Number of accompanying:</td>
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</tr>
<tr>
<td>(a) Ministerial Staff</td>
<td>(a) one</td>
</tr>
<tr>
<td>(b) Government Officials</td>
<td>(b) four</td>
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<tr>
<td>(c) Business Delegation</td>
<td>(c) nine</td>
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<tr>
<td>(d) Media delegation</td>
<td>(d) Nil</td>
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<tr>
<td>Accompanied by spouse in an official capacity</td>
<td>No</td>
</tr>
<tr>
<td>Air fares</td>
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<tr>
<td>(a) Minister and Ministerial Staff</td>
<td>(a) $11,345.68</td>
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<tr>
<td>(b) Government Officials</td>
<td>(b) $19,648.56</td>
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<tr>
<td>Accommodation and meals</td>
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<tr>
<td>(a) Minister and Ministerial Staff</td>
<td>(a) $3,245.14</td>
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<tr>
<td>(b) Government Officials</td>
<td>(b) $7,111.13</td>
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<tr>
<td>Premier hosted hospitality expenses</td>
<td>$9,575.09</td>
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<tr>
<td>Official meetings &amp; hospitality expenses</td>
<td>(a) $600.74</td>
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<tr>
<td>Includes Minister, Ministerial Staff &amp; Government Officials and Chinese business representatives</td>
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<tr>
<td>Official gift presentation expenses</td>
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<tr>
<td>(a) Minister and Ministerial Staff</td>
<td>(a) $2,572.85</td>
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<tr>
<td>(b) Government Officials</td>
<td>(b) $329.22</td>
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<tr>
<td>Description</td>
<td>Cost</td>
</tr>
<tr>
<td>-----------------------------------------------------------------------------</td>
<td>--------</td>
</tr>
<tr>
<td>Reconnaissance expenses (including accommodation, ground transport, meals and incidental expenses)</td>
<td>$2,066.65</td>
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<tr>
<td>Other expenses (including interpreters, meals not covered above, refreshments and surface travel)</td>
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<tr>
<td>(a) Ground and surface transport</td>
<td>$2,944.00</td>
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<tr>
<td>(b) Interpreter fees, internal flights and associated costs</td>
<td>$8,464.12</td>
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<tr>
<td>(c) Other</td>
<td>$1,540.81</td>
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<tr>
<td><strong>Total estimated travel costs</strong></td>
<td><strong>$69,443.99</strong></td>
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Note: currency conversion cost estimates are based on: 1 AUD = 6.69 (RMB)

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