

**TRADE AND INVESTMENT MISSION TO JAPAN BY
MR BOB SEIDLER AM
NSW GOVERNMENT SPECIAL ENVOY FOR JAPAN
28-30 NOVEMBER 2018
POST MISSION REPORT**

MISSION PURPOSE

A NSW Government delegation led by Mr Tim Reardon, Secretary, Department of Premier and Cabinet including Mr Geoff Roberts, Deputy Chief Commissioner, Greater Sydney Commission and Mr Bob Seidler AM, NSW Government Special Envoy to Japan, visited Japan from 28-30 November 2018 to achieve the following:

- Further engage Japanese organisations committed to partnering with the NSW Government to develop Western Sydney and the Aerotropolis.
- Sign a Memorandum of Understanding (MoU) with a Japanese Government organisation to develop Western Sydney and the Aerotropolis.
- Provide assurance and confidence to potential Japanese partners of the NSW Government's commitment to develop Western Sydney.
- Engage influential Japanese business leaders and establish new connections to attract productive investment into NSW.

MISSION BACKGROUND

Sending subject matter experts into priority markets to attract international investment is a key platform of the NSW Government's trade and investment agenda. Japan is a priority market for the NSW Government, our largest export market and second largest source of foreign direct investment.

Japanese firms continue to show strong interest in NSW and opportunities associated with Western Sydney. Direct in-market engagement, at the most senior level, is an effective way to nurture this interest, encourage investment into the State and advance the engagement with recent Memoranda of Understanding (MoU) partners Sumitomo Mitsui Financial Group (SMFG)/Sumitomo Mitsui Banking Corporation (SMBC), Mitsui Heavy Industries (MHI), Hitachi and Urban Renaissance Agency (UR).

MISSION OVERVIEW

A total of 18 meetings and events were conducted by the delegation over three days, including the following key interactions:

Tokyo, Japan

- 'Western Sydney Aerotropolis Update Seminar' delivered to 100 prospective investors at the Australian Embassy, Tokyo jointly hosted by the NSW Government and the Japan-Australia Business Cooperation Committee (JABCC).
- Event at the residence of the Australian Ambassador to Japan with senior executives from the NSW Government's four MoU partners.
- Met with Dr Akio Mimura, Chairman, JABCC and Chairman, Japan Chamber of Commerce and Industry (JCCI) to discuss how NSW and Japan can collaborate further to deliver strong Japanese participation in Western Sydney.
- Round table luncheon hosted by SMBC and attended by 12 of their corporate clients and potential investors to highlight investment opportunities in NSW.
- Individual meetings with target investors and recent MoU partners to agree on the next stage of collaboration under the individual MoUs.
- Executed a MoU with UR at the Australian Embassy.
- Meetings with target investors and government agencies to discuss Western Sydney and the Aerotropolis including:

- Japan Central Railways
- Mizuho Financial Group
- Mitsubishi UFG Financial Group
- Japan Bank for International Cooperation
- Ministry and Land Transport and Infrastructure
- All Nippon Airways
- Mitsui & Co.
- Itochu Corporation.

Yokohama, Japan

- Site visit to Minato Mirai in Yokohama, hosted by UR to see first-hand their urban renewal and development capabilities.

KEY OUTCOMES

1. Enhanced the already strong NSW-Japan relationship with corporate Japan and explored new areas for cooperation and potential investment opportunities under the recently signed MoUs.
2. Achieved a greater understanding of the capabilities of the MoU partners and likely investment focus areas.
3. Formalised an additional MoU with Urban Renaissance, experts in smart city development.
4. Continued to promote the opportunities at the Aerotropolis directly to key Japanese investors.

OFFICIAL DELEGATION

Mr Tim Reardon
Secretary
NSW Department of Premier and Cabinet

Accompanied by:

Mr Geoff Roberts
Deputy Chief Commissioner and Economic Commissioner
Greater Sydney Commission
Chief Coordinator – Western Sydney City Deal Office

Mr Bob Seidler AM
NSW Government Special Envoy for Japan
NSW Department of Industry

Based in Tokyo, Japan:

Mr Peter Knight
Trade & Investment Commissioner
NSW Trade & Investment, Japan

Ms Reiko Shimada
Senior Business Development Manager
NSW Trade & Investment, Japan

ESTIMATED COSTS AND DETAILS OF TRAVEL

NSW Government Special Envoy to Japan	Mr Bob Seidler AM
Destination(s) visited a) Countries b) Cities	a) Japan b) Tokyo, Yokohama
Dates of travel a) Departure date b) Return date	a) Tuesday, 27 November 2018 b) Saturday, 1 December 2018
Number of official travel days	3
Number of accompanying a) NSW Special Envoy b) Government officials	a) N/A b) 2*
Accompanied by spouse a) In an official capacity b) In a private capacity	a) N/A a) N/A
Costs	
Airfares a) NSW Special Envoy b) Government officials	a) \$6,462.86 b) N/A
Accommodation (includes any meals/incidentals charged to room) a) NSW Special Envoy b) Government officials	a) \$1,124.43 b) N/A
Official hospitality a) NSW Special Envoy b) Government officials	a) N/A b) N/A
Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Interpreter e) Other miscellaneous costs	a) N/A b) \$3,041.72** c) N/A d) N/A e) N/A
TOTAL estimated travel costs	\$10,629.01
Currency conversion rate	1AUD = 82.007 Japanese Yen Date of conversion 12/12/2018

**The above costs relate to Mr Bob Seidler only and do not include costings related to Mr Tim Reardon and Mr Geoff Roberts, as Mr Seidler's travel was paid for by the Department of Industry.*

***Ground Transport for the full delegation was agreed to be paid for by the Department of Industry.*

Note: Costings may vary once final invoices are received, although the variance will be within 10% of the costs shown above.

MEETING DISCLOSURE SUMMARY

Date	Organisation/Individual	Key Attendees	Purpose
Wed 28 Nov, 2018 TOKYO	Meeting with Mizuho Financial Group	<ul style="list-style-type: none"> • Mr Kiyoshi Miyake, Deputy President and Executive Officer • Mr Keiichiro Shiwaku, General Manager, Global Strategic Advisory Department 	To promote Western Sydney opportunities amongst Mizuho's corporate client base and potential investors.
	Meeting with Sumitomo Mitsui Financial Group (SMFG)/Sumitomo Mitsui Banking Corporation (SMBC)	<ul style="list-style-type: none"> • Mr Masahiko Oshima, Head of International Business Unit, Senior Managing Executive Officer • Mr. Kenichi Hosomi, Executive Officer, General Manager, Planning Department, International Banking Unit 	To discuss SMFG/SMBC's capabilities and specific interests to support the development of Western Sydney and the Aerotropolis and to agree on the next stage of collaboration following MoU signing.
	Roundtable Luncheon with SMBC Customers	<ul style="list-style-type: none"> • Including representatives from Mitsui & Co., Hitachi, Nikken Sekkei, Japan Research Institute, Lendlease, Macquarie. 	To facilitate discussions and promote the opportunities associated with Western Sydney, with SMBC's corporate clients and potential investors.
	Meeting with Mitsubishi UFJ Financial Group (MUFG)	<ul style="list-style-type: none"> • Mr Daisuke Bito, Executive Director, Managing Director, Head of Solution Products Division, Global Head of Structured Finance • Mr Tomoki Muto, Managing Director, Head of Project Finance 	To encourage MUFG to refer its corporate partners to the opportunities associated with Western Sydney (focus on aerospace); and refer to the existing MoU between NSW and MUFG signed July 2016.
	Site Visit & Meeting with Hitachi	<ul style="list-style-type: none"> • Dr Keiji Kojima, Representative Executive Officer, Executive Vice President and Executive Officer, Chief Information Security Officer • Mr Kenji Urase, Vice President and Executive Officer, CEO of Water Business Unit and Deputy General Manager of Industry and Water Business Administration Division 	To discuss Hitachi's interests to support the development of Western Sydney and the Aerotropolis in the areas of precinct design and social infrastructure; and to agree on the next stage of collaboration following the MoU signing.

	Dinner with SMBC representatives	<ul style="list-style-type: none"> • Mr Hitoshi Ikuma, Senior Managing Director, Japan Research Institute • Mr Hiroshi Maeda, Partner, Nishimura & Asahi 	To discuss how the NSW Government can help SMBC diversify its interests; and how to advance the interests of SMBC's corporate clients in Western Sydney, further to the SMBC Roundtable Luncheon.
<p>Thur 29th Nov 2018</p> <p>TOKYO</p>	Meeting with Japan Bank for International Cooperation (JBIC)	<ul style="list-style-type: none"> • Mr Masaaki Yamada, Managing Executive Officer, Global Head of Energy, JBIC • Ms. Kazuko Sakuma, Director General, Mining and Metals Finance Department, JBIC 	To provide JBIC with a better understanding of the Australian infrastructure market and long-term significance of the Western Sydney developments; and to highlight the debt-financing opportunities for JBIC associated with the Aerotropolis.
	Meeting with Ministry of Land, Transport and Infrastructure (MLIT)	<ul style="list-style-type: none"> • Mr Yoshiyuki Aoki, Director-General of City Bureau, • Mr Yukihisa Tokunaga, Deputy Director-General for Engineering Affairs, City Bureau 	Discuss with City Bureau, as the branch of MLIT responsible for Urban Renaissance (UR), its expectations and interests for the MoU between the NSW Government and UR. To discuss in detail MLIT's expansion of UR's operations in South Asia.
	Luncheon with All Nippon Airways (ANA) and Mitsui & Co.	<ul style="list-style-type: none"> • Mr Tom Mano, Senior Director, ANA Holdings • Mr Makoto Ichikawa, General Manager, Mitsui & Co. 	Discuss ANA's specific interests in the Aerotropolis and Western Sydney, learn more about its self-driving bus trials at Haneda Airport, and discuss the opportunity for Mitsui & Co. to refer its corporate clients with potential interest in Western Sydney.
	Meeting with Mitsubishi Heavy Industries (MHI)	<ul style="list-style-type: none"> • Mr Shunichi Miyanaga, President & CEO of MHI • Mr Ken Kawai, Executive Vice President, MHI 	Discuss MHI's specific interests for collaboration, including aerospace and defence solutions for the Western Sydney Aerotropolis; and agree on the next stage of collaboration following the MoU signing.
	Meeting with ITOCHU Corporation	<ul style="list-style-type: none"> • Mr Masahiro Imai, President, Machinery Company – Senior Managing Executive Officer • Mr Hiroshi Sato, COO, Plant Project, Marine & Aerospace Division, Machinery Company – Managing Executive Officer 	Discuss ITOCHU's water treatment and waste management solutions for Western Sydney; and opportunities for ITOCHU to participate in PPP projects (financing and equipment).
	MoU Signing Ceremony with Urban Renaissance Agency (UR)	<ul style="list-style-type: none"> • Mr Masahiro Nakajima, President, UR • Mr Shigenori Hirooka, Executive Vice President, UR 	Sign a MoU with UR to provide technical advice for urban development and rejuvenation in the Western Parkland City, the Western Sydney Aerotropolis and the Greater Sydney

			region more broadly.
	Dinner at the Australian Ambassador's Residence	<ul style="list-style-type: none"> The Hon Richard Court AC, Ambassador to Japan Representatives from SMFG/SMBC, MHI, Hitachi and Urban Renaissance) 	To thank and engage directly with executives of the Japanese partners which recently signed Memoranda of Understanding with the NSW Government.
TOKYO and YOKOHAMA Fri, 29 th Nov 2018	Meeting with Dr Akio Mimura, Chairman, Japan Chamber of Commerce and Industry (JCCI) and Japan-Australia Business Cooperation Committee (JABCC)	<ul style="list-style-type: none"> Dr Akio Mimura AC, Chairman, JCCI and JABCC 	Seek Dr Mimura's insight into how NSW and Japan can collaborate to deliver strong Japanese participation in the development of Western Sydney. Discuss the MoUs signed with Japanese entities and seek Dr Mimura's perspectives and suggestions of future agreements and next steps.
	Site Visit with UR to Minato Mirai, Yokohama	<ul style="list-style-type: none"> Mr Masahiro Nakajima, President, UR Mr Shigenori Hirooka, Executive Vice President, UR 	To see first-hand UR's urban renewal and development capabilities at Minato Mirai.
	Luncheon with the President of Urban Renaissance	<ul style="list-style-type: none"> Mr Masahiro Nakajima, President, UR 	To better understand UR's capabilities and discuss collaboration under the recently signed MoU.
	Event: Western Sydney Aerotropolis Update Seminar (Jointly delivered by the NSW Government and the JABCC)	<ul style="list-style-type: none"> Mr Atsushi Morimoto, Co-General Manager, Sydney Branch, SMBC Mr Yasushi Fukuizumi, Executive Officer and Vice President of the Power Systems Domain, Mitsubishi Heavy Industries 	To engage directly with 100 representatives of the Japanese business community and emphasise the NSW Government's commitment and strategy to develop Western Sydney and deliver an international Aerotropolis.