

**AUSTRALIA BUSINESS WEEK IN INDIA MISSION
TO INDIA BY
THE HON BARRY O'FARRELL
NSW SPECIAL ENVOY TO INDIA
27 AUGUST- 1 SEPTEMBER 2017
POST MISSION REPORT**

MISSION PURPOSE

India is a NSW Government priority market and has potential for continued growth in two way trade. Consistent with the *NSW International Engagement Strategy (2013)* and the *NSW Trade and Investment Action Plan 2017-18*, Mr O'Farrell's Mission to India aimed to:

- represent the Premier and the NSW Government on the Australia Business Week in India (ABWI) delegation led by The Hon Steve Ciobo, Minister for Trade, Tourism and Investment
- promote NSW capabilities across Smart Infrastructure, Vocational Education and Training (VET), Mining Equipment, Training and Services (METS) and Agriculture.

MISSION DESCRIPTION

Representation by the NSW Special Envoy to India at ABWI reinforced the NSW Government's continued commitment to helping grow trade and investment between NSW and India. During this visit, Mr O'Farrell met with senior government and industry representatives and participated as a panellist in ABWI business forums covering sectors such as Smart Infrastructure, Agriculture and VET.

The NSW Special Envoy to India visited three cities, Chennai, New Delhi and Mumbai, over five days. A primary focus of the mission was to represent the Premier as the NSW Government representative as a member of the Australia ABWI delegation led by The Hon Minister Steve Ciobo, Minister for Trade, Tourism and Investment, held in India across multiple cities.

MISSION BACKGROUND

The NSW International Engagement Strategy (2013) identifies ten priority markets and aims to conduct high level visits to each of these markets each year to promote trade and investment. The visit undertaken by the NSW Special Envoy to India included the priority market of India and the cities of Chennai, New Delhi and Mumbai.

Regular engagement is central to the continued fostering of strong economic relationships with key markets. While this market is a strong bilateral trading partner with NSW, the Indian economy is growing at a rapid pace and there is potential for enhancement of this trading relationship.

Chennai

The NSW Special Envoy to India visited Chennai on 28 August 2017, representing the Premier and the NSW Government, to address the Indo-Australia Chamber of Commerce. The address

was well attended by members of the Chamber who have a keen interest in exploring trade and investment opportunities with NSW.

While in Chennai, the NSW Special Envoy to India:

- met with Mr Srinivasan, CEO, Carborundum Universal, part of the Murugappa Group, a large Chennai based business house that has a sales and distribution office in Newcastle servicing clients in the METS sector. CUMI Australia was established in 2003 with workshops in Newcastle, Brisbane and Perth;
- gave a media interview with Dr Stanly Johny, International Affairs Editor, The Hindu Group (one of India's largest newspaper groups) on the growing trade and investment ties between Australia/NSW and India.

New Delhi

The NSW Special Envoy to India visited Delhi from 29-30 August to attend ABWI 2017 which was led by The Hon Minister Steve Ciobo, Minister for Trade, Tourism and Investment. A strong NSW business delegation comprising of representatives from industry, government and academia was in attendance in streams such as Smart Infrastructure, Australia-India Food Dialogue, Innovation and Technology, VET and METS.

While in New Delhi, the NSW Special Envoy to India:

- attended the briefing to Australian delegates by HE Ms Harinder Sidhu, Australian Commissioner to India;
- was a panellist on the Smart Infrastructure business roundtable that was held in collaboration with the Confederation of Indian Industry (CII) where he highlighted NSW Government's infrastructure program including its pipeline of future projects, innovative models to finance, strong PPP credentials and track record of partnering with the private sector;
- was a member of the discussion panel led by senior representatives from the government and multilateral agencies such as ADB and the National Institute of Urban Affairs on business opportunities in Smart Urban Infrastructure;
- attended the Australia-India Food Dialogue seminar with Indian industry representatives to showcase Australian/NSW expertise and technologies on efficiencies in the food value chain;
- met with Mr Peter Varghese AO, Chancellor at University of Queensland and Leader of the India Economic Strategy Study commissioned by the Australian Prime Minister in 2017 to discuss ongoing trade and investment opportunities particularly in sectors such as education and technology.

Mumbai

The NSW Special Envoy to India visited Mumbai on 31 Aug – 1 Sep 2017 for ABWI to progress the NSW-Maharashtra Sister-State relationship with the Chief Secretary of the Government of Maharashtra and the Chairman of the Maharashtra Legislature. Please note that due to the flood situation at the time a number of the business meetings with senior industry representatives had to be cancelled.

While in Mumbai, the NSW Special Envoy to India:

- met with Mr Sumit Mullick, Chief Secretary to Government of Maharashtra to progress the NSW – Maharashtra Sister-State relationship in the areas of skills development and opportunities for commercial partnerships for NSW businesses in major infrastructure related projects currently underway in Mumbai;
- met with with Hon Ramraje Naik Nimbalkar the Chairman of the Maharashtra Legislature to discuss areas of potential commercial interest under the scope of the recently signed MOU between the NSW Parliament and the Maharashtra Legislature in the sectors of agribusiness, VET, water management and sport (cricket coaching);
- met with Mr Sandeep Upadhyay, MD & CEO of Centrum Infrastructure Advisory Ltd who provided an overview of the transportation, aviation and defence sector and related commercial opportunities attractive to Australian and NSW investors;
- attended smart infrastructure briefing sessions held by Shapoorji Pallonji Group and the Tata Group that are active participants in India's Smart City program.

KEY OUTCOMES

1. Further develop the NSW – India relationship and drive new areas of the NSW – Maharashtra relationship and position NSW service providers

The NSW Special Envoy to India met with senior government leaders including the Chief Secretary of the Government of Maharashtra and the Chairman of the Maharashtra Legislature who have both expressed their interest in further exploring areas under the scope of the current MOUs in which the NSW Government can offer expertise in the VET services sector, agribusiness and water management.

2. Promote NSW Smart Infrastructure, VET, METS and Agriculture capabilities

Share learnings on Smart Infrastructure, VET, METS and Agriculture related opportunities to the Indian market and to seek potential commercial partnerships for NSW service providers.

OFFICIAL DELEGATION

The Hon Barry O'Farrell
NSW Special Envoy to India

Accompanied by:

Based in India:
Mr Rohit Manchanda
NSW Trade & Investment Commissioner for India
NSW Trade and Investment Office, India

ESTIMATED COSTS AND DETAILS OF TRAVEL

NSW Special Envoy to India	The Hon Barry O'Farrell
Destinations(s) visited a) Countries b) Cities	a) India b) Chennai, New Delhi, Mumbai
Dates of travel a) Departure date b) Return date	a) Sunday 27 August 2017 b) Saturday 2 September 2017
Number of official travel days	5
Number of accompanying a) NSW Special Envoy b) Government officials	a) N/A b) N/A
Accompanied by spouse a) in an official capacity b) in a private capacity	N/A
Costs	
Airfares a) NSW Special Envoy b) Government officials	a) \$5,200.42 b) N/A
Accommodation (includes any meals/incidentals charged to room) a) NSW Special Envoy b) Government officials	a) \$1,244.03 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) \$454.00 b) N/A c) N/A d) N/A e) N/A
TOTAL estimated travel cost	\$ 6,444.45
Currency conversion rate	1 AUD =51.57 Indian Rupees Date of conversion: 7 September 2017

MEETING DISCLOSURE SUMMARY

City/Date	Organisation/Individual	Purpose
CHENNAI 28 August	Indo-Australian Chamber of Commerce (IACC)	Mr O'Farrell invited to deliver key note address to members of the Indo Australian Chamber of Commerce and talk about the strengths and capabilities of NSW in sectors such as VET, Smart Infrastructure, Technology and Agribusiness.
	Media Interview with Dr Stanly John, International Affairs Editor, The Hindu, South India's largest publishing house	Interview with The Hindu to highlight the importance of NSW's growing relationship with India both in terms of business and government. Discussed the NSW Government's India focussed strategy in the context of NSW's MOUs with the State Governments of Maharashtra and Gujarat.
	Mr K. Srinivasan, Managing Director, Carborundum Universal Limited (CUMI), part of Chennai's leading business house the Murugappa Group.	Exploratory meeting to discuss Murugappa Group's assessment of its Australian operations and any future business priorities for NSW and Australia such as partnership and R&D opportunities with NSW institutions.
NEW DELHI 29 – 30 Aug 2017	Australia Business Week in India (ABWI) - Official launch Also present: Rohit Manchanda	Attend briefing to Australian Delegates by HE Harinder Sidhu, Australian High Commissioner to India.
	ABWI Stream: Smart Infrastructure – Government and Multilateral Agencies Perspective Also present: Rohit Manchanda	Participate in a panel discussion on potential business opportunities for overseas investors in the smart urban infrastructure space by representatives from the National Institute of Urban Affairs and the Asian Development Bank.
	ABWI Stream: Australia-India Food Dialogue	Attend seminar where NSW and Australian capabilities across the food value chain were discussed with senior representatives from Indian industry.
	ABWI Stream: Smart Infrastructure Business Roundtable in collaboration with Confederation of Indian Industry(CII)	Panellist at the business roundtable hosted by CII.
	Mr Peter Varghese AO, Chancellor, University of Queensland and Lead, India Economic Strategy Study Commissioned by Hon Mr Malcolm Turnbull, Prime Minister of Australia	Discuss overall aspect of the relationship between India and Australia including ongoing trade and investment opportunities.
	VIP Reception hosted by the Hon Steven Ciobo, Minister for Trade, Tourism and Investment	Attend VIP reception for members of the Australia-India CEO Forum.
MUMBAI 31 Aug – 1 Sep	Mr Sandeep Upadhyay, MD & CEO, Centrum Infrastructure Advisory Ltd Also present: Rohit Manchanda	Discuss opportunities in Transportation, Aviation and Defence sectors for overseas investors.
	Hon Ramraje Naik Nimbalkar, Chairman, Maharashtra Legislature	Discuss opportunities for further collaboration in sectors such as agritech (water/irrigation), VET, and Sport Administration under the scope of the MOU recently signed between NSW Parliament and Maharashtra Legislature.
	ABWI Stream: Briefing by Shapoorji Pallonji Group (SPG) and Tata Group	SPG and Tata Group briefing to Australian smart infrastructure stream delegates on potential opportunities across infra projects they are involved in India's Smart Cities Mission.