
**TRADE AND INVESTMENT MISSION TO SINGAPORE AND MALAYSIA BY
THE HONOURABLE NIALL BLAIR MLC
MINISTER FOR PRIMARY INDUSTRIES, MINISTER FOR REGIONAL WATER, AND
MINISTER FOR TRADE AND INDUSTRY
31 OCTOBER – 4 NOVEMBER 2017
POST MISSION REPORT**

MISSION PURPOSE

Singapore and Malaysia have been identified as NSW Government priority markets with significant potential for continued growth in merchandise and services trade. Consistent with the *NSW Trade and Investment Action Plan (2017-18)*, the Minister's Mission to Singapore and Kuala Lumpur aimed to:

- promote NSW's capabilities in priority sectors of food and agriculture, innovation, energy and infrastructure
- establish relationships with government and business leaders
- attract foreign direct investment from Malaysia and Singapore into NSW
- support the Australia-ASEAN Special Summit to be held in Sydney in March 2018.

MISSION DESCRIPTION

Minister Blair visited Malaysia and Singapore from 31 October to 4 November allowing three full working days to promote trade and investment opportunities between NSW and the two countries.

MISSION BACKGROUND

Malaysia

The Minister for Trade and Industry visited Kuala Lumpur on 31 October (travel) and 1 November to progress the NSW-Malaysia government to government relationship and trade and investment in priority sectors of food and agriculture, innovation, energy and infrastructure.

While in Kuala Lumpur, the Minister:

- Met with Nazmi Bin Othman, Chief Investment Management Officer, and other senior staff from Tenaga Nasional Berhad, to discuss their investment interests in NSW coal exports to Malaysia.
- Met with HE Mr Rod Smith, Australian High Commissioner to Malaysia, and other senior Australian Government officials in the Australian High Commission to receive market briefings.
- Attended an investor event with 10 of Malaysia's prominent business leaders and the Australian High Commissioner to promote investment into NSW, particularly in areas of innovation.
- Met with Ms Datuk Yasmin Mahmood, CEO, and other senior staff of the Malaysia Digital Economy Corporation to discuss potential trade and collaboration opportunities in the areas of technology and innovation.
- Met with Datuk Franki Anthony Dass, CEO, and other senior staff of the Sime Darby Plantation to discuss agritech capabilities and potential opportunities for collaboration.
- Attended an Education Alumni and Business Networking event hosted by the Australian High Commission to better understand opportunities and challenges in the education sector in Malaysia and reinforce NSW as a preferred study destination. This meeting also provided the opportunity to promote NSW's capabilities in priority sectors of food and agriculture, innovation, energy and infrastructure to the business delegates.
- Met with Mr Tan Sri Lee Kim Yew, Chairman, and other senior staff from Country Heights Holding Berhad to promote for further investment in NSW in the areas of property and tourism.
- Met with Deputy Minister for International Trade, Minister Datuk Chua Tee Yong, to discuss business opportunities, especially in regard to Malaysia's ambition to be a world hub for Halal trade, and also to reinforce the NSW Government's commitment to strengthening our bilateral relationship.

Singapore

The Minister for Trade and Industry visited Singapore on 2 and 3 November to promote trade and investment. While in Singapore, the Minister:

- Met with the Australian High Commissioner to Singapore, HE Mr Bruce Gosper, and other senior Australian officials from the Australian High Commission, to receive a market briefing.
- Attended a NSW business networking event hosted by the Australian High Commission with key Australian business leaders in Singapore to better understand the opportunities and challenges in doing business in Singapore.
- Met with Dr Fraser Thompson, President, and other senior staff, from the Australian Chamber of Commerce ASEAN to seek the Chamber's insights on business opportunities and challenges in Singapore, and ASEAN more broadly, and to discuss the forthcoming ASEAN-Australian Special Summit in Sydney in 2018.
- Met with Mr Sunny Verghese, Co-Founder and Group CEO, and other senior staff, from OLAM International to build on previous meetings the Deputy Premier had with OLAM and to reinforce NSW's commitment to further cooperation.
- Met with Senior Minister Sim Ann, Singapore Ministry of Trade and Industry, to reinforce NSW's commitment to our bilateral relationship and to discuss potential opportunities for business engagement, particularly in infrastructure and financial technology.
- Attended an investor roundtable hosted by the Australian High Commission with key Singaporean business leaders to promote further investment from Singapore into NSW, with a particular focus on infrastructure opportunities under the NSW infrastructure pipeline and especially in Western Sydney.

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- Met with Ms Lim Lay Wah, Managing Director, Global Financial Institution Group, and other senior staff, from United Overseas Bank (UOB) to promote NSW as a preferred investor location, especially in the financial technology sector and to better understand UOB's operations that help drive financial technology development in Singapore.
 - Met with Ms Chuin Ling Ooi, Vice President Planning, Singapore Airlines, and other senior staff, to discuss fresh food freight opportunities and development of the Western Sydney airport and Canberra Airport, as well as cold storage facilities at Changi Airport.
 - Conducted a tour of the Changi Airport cold storage facilities.

KEY OUTCOMES

1. Promoted NSW's capabilities in the priority sectors of food and agriculture, innovation, energy and infrastructure.

The Minister met with key Malaysian and Singaporean Government officials and business leaders during the mission and provided briefings and information on the opportunities in these priority sectors.

2. Established relationships with key government contacts and business leaders.

Key relationships were established in both Malaysia and Singapore with key Malaysian and Singaporean government officials and business leaders. These will be further built on during the ASEAN-Australia Special Summit in Sydney in 2018, as well as through future engagement with Malaysia and Singapore as part of reinforcing NSW as a preferred trade and investment partner.

3. Attracted foreign direct investment from Malaysia and Singapore into priority sectors.

The Minister promoted NSW as a trade and investment destination and engaged with companies that are considering or have already invested in NSW.

4. Reinforced the NSW Government's support for the Australia-ASEAN Summit to be held in Sydney in March 2018.

The Minister held discussions with key Malaysian and Singaporean Government officials and business leaders and reinforced the NSW Government's support for the Special Summit in follow-up letters to key interlocutors.

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 Sean O'Connell
Chief of Staff to Minister Blair

Ms Zoe de Saram
Deputy Secretary
NSW Department of Industry

Based in Kuala Lumpur:

Ms Tanya Panagoda
A/Director
NSW Trade & Investment Office Malaysia

Based in Singapore:

Ms Cherrilyn Neo
Director
NSW Trade & Investment Office Singapore

ESTIMATED COSTS AND DETAILS OF TRAVEL

Minister	The Honourable Niall Blair MLC
Portfolio	Primary Industries, Regional Water, and Trade and Industry.
Destinations(s) visited a) Countries b) Cities	a) Malaysia and Singapore b) Kuala Lumpur and Singapore
Dates of travel a) Departure date b) Return date	a) Tuesday, 31 October b) Saturday, 4 November
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) \$7,582.44 b) \$3,842.42
Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials	a) \$1,627.60 b) \$802.11
Official hospitality a) Minister and Minister's staff b) Government officials	a) Nil b) \$9,731
Other expenses a) Official gift presentation b) Ground transport c) Meals and refreshments d) Interpreter e) Photography f) Other miscellaneous cost	a) \$471.89 b) \$2,301.58 c) \$147.80 d) nil e) nil f) \$211.43
TOTAL estimated travel cost	\$26,718.27
Currency conversion rate	1AUD = 0.9 SGD 1AUD = 0.31 MYR Date of conversion 23/10/17