

# **Report to Parliament**

## **Trade Mission to Indonesia, Singapore and India**

16 – 27 November 2015



**The Honourable Jackie Trad MP  
Deputy Premier, Minister for Transport,  
Minister for Infrastructure, Local  
Government and Planning and Minister  
for Trade**

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# PROGRAM

## International Business Mission to Indonesia, Singapore and India

16 – 27 November 2015

### Time in bold indicates local time

Time in normal font indicates Brisbane time

### Time Differences

Indonesia	3 hours behind Brisbane
Singapore	2 hours behind Brisbane
New Delhi	4 1/2 hours behind Brisbane
Bangalore	4 1/2 hours behind Brisbane

<b>Monday 16 November 2015 – Brisbane/Indonesia</b>	
<b>9:30pm</b>	Check in at Brisbane International Airport
<b>11:35pm</b>	Depart Brisbane for Singapore Singapore Airlines Flight 246 Travel time: 8hrs
<b>Overnight</b>	In Transit

<b>Tuesday 17 November 2015 – Jakarta, Indonesia</b> (includes Australia Business Week in Indonesia)	
<b>5:35am</b> 7:35am	Arrive Singapore Stopover: 1hr 10mins
<b>6:45am</b> 8:45am	Depart Singapore for Jakarta, Indonesia Singapore Airlines Flight 950 Travel time: 1hr 45mins
<b>7:30am</b> 10:30am	Arrive Jakarta
<b>8:00am</b> 11:00am	Depart airport for Hotel Travel time: 2hrs

<b>Tuesday 17 November 2015 – Jakarta, Indonesia</b> (includes Australia Business Week in Indonesia)	
<b>10:00am – 12:15pm</b> 1:00pm – 3:15pm	Check into hotel, refresh and prepare for meetings  <b>The Ritz-Carlton Jakarta, Mega Kuningan</b> Jl. DR. Ide Anak Agung Gde Agung Kav.E.1.1 no.1, Mega Kuningan, Jakarta 12950 Indonesia
<b>12:15pm – 2:00pm</b> 3:15pm – 5:00pm	<b>Lunch with Queensland Company representatives</b> (TIQ organised)  Venue: Ritz Carlton Lobo Restaurant
<b>2:15pm – 3:15pm</b> 5:15pm – 6:15pm	<b>Meeting with Muhammad Arif Wibowo, CEO, Garuda Indonesia (Airline)</b> (TIQ organised)  Venue: The Club Lounge Meeting Room, 26th Floor, The Ritz Carlton Jakarta
<b>3:30pm – 4:00pm</b> 6:30pm – 7:00pm	Interview with Jakarta Globe and Jakarta Post about Queensland.  Venue: Ritz Carlton Hotel
<b>4:00pm – 5:45pm</b> 7:00pm – 8:45pm	Liaison time
<b>5:45pm – 7:45pm</b> 8:45pm – 10:45pm	<b>Attendance at the Australia Business Week in Indonesia Cocktail Reception</b> (Austrade event)  Venue: Main Ballroom, Level 2, Ritz-Carlton Hotel
<b>Overnight</b>	Ritz-Carlton, Jakarta

<b>Wednesday 18 November 2015 - Jakarta</b> (includes Australia Business Week in Indonesia)	
<b>Before 8:00am</b> Before 11:00am	<b>Liaison time</b>
<b>8:00am – 9:00am</b> 11:00am – 12:00noon	<b>Welcome Breakfast for Australia Business Week in Indonesia, hosted by Minister Robb</b> (Austrade event)  Venue: Main Ballroom, Level 2, Ritz-Carlton Hotel
<b>9:15am – 10:30am</b> 12:15pm – 1:30pm	<b>Following breakfast (at the same event) - Attend Panel discussion: Indonesia and Australia – Partnerships for the Future</b> (Austrade event)  Venue: Ritz Carlton Hotel
<b>10:30am – 11:00am</b> 1:30pm – 2:00pm	<b>Liaison time</b>
<b>11:00am – 11:30am</b> 2:00pm – 2:30pm	<b>Welcome delegates to the Infrastructure – Urban Sustainability and Transport Connectivity Programme</b> (Austrade event)  Venue: Ritz-Carlton Hotel
<b>11:30am – 12:00pm</b> 2:30pm – 3:00pm	<b>MOU signing ceremony between Careers Australia Group and President University</b>  Venue: Ritz-Carlton Hotel
<b>12:00noon – 12.30pm</b> 3:00pm – 3:30pm	Depart hotel for Ambassador's Residence Travel time: 30mins
<b>12:30pm – 2:00pm</b> 3:30pm – 5:00pm	<b>Attend Lunch with High Net Worth Indonesian Investors hosted by Minister Andrew Robb and HOM at Residence</b> (Austrade event)  Venue: Ambassador's Residence
<b>2:00pm</b> 5:00pm	Return to Ritz-Carlton Travel time: 45 Mins
<b>2:45pm – 3:20pm</b> 5:45pm – 6:20pm	Liaison time & prepare for next session

<b>Wednesday 18 November 2015 - Jakarta</b> (includes Australia Business Week in Indonesia)	
<b>3:15pm – 4:30pm</b> 6:15pm – 7:30pm	<b>Deputy Premier to participate as a panelist in the Smart Cities, Sustainable Cities session</b> (Austrade event)  Venue: Ritz-Carlton Hotel
<b>4:30pm – 6:30pm</b> 7:30pm – 9:30pm	Liaison time and prepare for evening event
<b>7:00pm – 10:00pm</b> 10:00pm – 1:00am (Thurs)	<b>Attend Gala Dinner – Indonesia Australia Business Week</b>  Venue: Main Ballroom, Level 2, Ritz-Carlton Hotel
<b>Overnight</b>	Ritz-Carlton, Jakarta

<b>Thursday 19 November 2015 – Jakarta/Singapore</b>	
<b>Before 8:00am</b>	Liaison time
<b>8:00am – 9:15am</b> 11:00am – 12:15pm	<b>Breakfast – ASEAN: The Regional Growth Story</b> (Austrade event)  Venue: Main Ballroom, Level 2, Ritz-Carlton Hotel
<b>9:15am – 10:00am</b> 12:15pm – 1:00pm	Liaison
<b>10:00am – 11:00am</b> 1:00pm – 2:00pm	<b>Meeting with DIKTI, QUT, UQ, Undip and Education Agents</b>  Venue: Lobo Restaurant, Lobby Floor, The Ritz Carlton Jakarta
<b>11:00am</b> 2:00pm	Check out of hotel and depart for Jakarta Airport
<b>1:00pm</b> 4:00pm	Arrive Jakarta Airport
<b>2:10pm</b> 5:10pm	Depart Jakarta for Singapore Singapore Airlines Flight 959 Travel time: 1hr 45min
<b>4:55pm</b> 6:55pm	Arrive Singapore
<b>5:30pm</b> 7:30pm	Travel from Airport to Hotel Travel time: 30min

<b>Thursday 19 November 2015 – Jakarta/Singapore</b>	
<b>6:00pm</b> 8:00pm	Check in at Hotel Mandarin Oriental, 5 Raffles Place, Marina Square
<b>6:30pm</b> 8:30pm	Depart hotel for dinner meeting
<b>7:00pm – 9:00pm</b> 9:00pm – 11:00pm	<b>Dinner with YouTube – Mr Benjamin Grubbs, Global Head of Top Creators</b>  Venue: Chopsuey Cafe, 10 Dempsey Rd, Singapore 247700
<b>Overnight</b>	Mandarin Oriental 5 Raffles Place, Marina Square

<b>Friday 20 November 2015 – Singapore</b>	
<b>7:30am</b> 9:30am	Depart hotel for meeting Travel time (30mins)
<b>8:00am – 8:45am</b> 10:00am – 10:45am	<b>Meeting with HE Philip Green, Australian High Commissioner</b>  Venue: Australian High Commissioner's Residence
<b>8:45am</b> 10:45am	Depart for meeting Travel time: 15mins
<b>9:00am – 10:00am</b> 11:00am – 12:00pm	<b>Meeting with Senior Minister of State for Transport and Foreign Affairs (Mrs Josephine Teo)</b>  Venue: Ministry of Foreign Affairs, Tanglin, Singapore 248163
<b>10:00am</b> 12:00pm	Depart for Tower Club Travel time: 15mins
<b>10:15am – 11:15am</b> 12:15pm – 1:15pm	Liaison time  Venue: Tower Club, 62 <sup>nd</sup> floor, Republic Plaza Tower 1, 9 Raffles Place
<b>11:15am – 12:00pm</b> 1:15pm – 2:00pm	<b>Informal discussion on Singapore's economy with members of the AustCham Board</b>  Venue: Sulawesi Room, Tower Club, 62 <sup>nd</sup> floor, Republic Plaza Tower 1, 9 Raffles Place



<b>Friday 20 November 2015 – Singapore</b>	
<b>12:00noon – 2:00pm</b> 2:00pm – 4:00pm	<b>Host Lunch with Investors focusing on North Queensland</b>  Venue: Tower Club Singapore, Atlantic Room, 62nd Floor Republic Plaza Tower 1, 9 Raffles Place, Singapore
<b>2:00pm – 3:00pm</b> 4:00pm – 5:00pm	Liaison time  Venue: Tower Club Singapore, 62nd Floor Republic Plaza Tower 1, 9 Raffles Place, Singapore
<b>3:00pm</b> 5:00pm	Travel to next meeting Travel time: 15mins
<b>3:15pm – 4:00pm</b> 5:15pm – 6:00pm	<b>Meeting with EDB Singapore, Mr Keat Chuan Yeoh, Managing Director</b>  Venue: Singapore (Head Office), 250 North Bridge Road, #28-00 Raffles City Tower, Singapore 179101
<b>4:00pm – 4:15pm</b> 6:00pm – 6:15pm	Travel to next meeting Travel time: 15 mins
<b>4:15pm – 5:00pm</b> 6:15pm – 7:00pm	<b>Meeting with Singapore Art Science Museum - Honor Harger, Executive Director</b>  Venue: ArtScience Museum, Marina Bay Sands, 10 Bayfront Avenue, Singapore 018956
<b>5:00pm</b> 7:00pm	Return to Hotel Travel time: 30mins
<b>5:15pm</b> 7:15pm	Liaison time
<b>6:30pm</b> 8:30pm	Depart for Singapore Art Museum Travel time: 15mins
<b>6.45pm – 9.00pm</b> 8:45pm – 11.00pm	<b>Represent Queensland at the official opening of the 'Time of Others' at the Singapore Art Museum</b>  Venue: Singapore Art Museum, 71 Bras Basah Road, S189 555
<b>9:00pm</b> 11:00pm	Return to Hotel Travel time: 15mins
<b>overnight</b>	Mandarin Oriental

<b>Saturday 21 November – Singapore/New Delhi</b>	
<b>9:15am</b> 11:15am	Depart hotel for meeting Travel time: 15mins
<b>9:30am – 10:30am</b> 11:30am – 12:30pm	<b>Site Visit and tour of the new National Gallery of Singapore prior to its public opening</b>  Venue: 1 Saint Andrew's Road, #01-01, Singapore 178957
<b>10:30am – 11:00am</b> 12:30pm – 1:00pm	Travel to next meeting Travel time: 30mins
<b>11:00am – 12:00noon</b> 1:00pm – 2:00pm	<b>Site Visit to Tower Transit Depot</b> , Mr Andrew Bujtor, Chief Financial Officer  Venue: 21 Bulim Drive, Bulim Bus Depot, Singapore 648170
<b>12:00pm – 1:00pm</b> 2:00pm – 3:00pm	Return to hotel Travel time: 1 hour
<b>2:30pm</b> 4:30pm	Depart for Changi airport Travel time: 30mins
<b>3:00pm</b> 5:00pm	Arrive and check in at Changi Airport
<b>5:00pm</b> 7:00pm	Depart Singapore (SIN) for New Delhi (DEL) Singapore Airlines Flight 406 Travel time: 5hrs 50mins
<b>8:20pm</b> 12:50am (Sun)	Arrive New Delhi (DEL)
<b>8:20pm</b> 12:50am (Sun)	Arrive New Delhi (DEL)
<b>8:50pm</b> 1:20am (Sun)	Depart Airport for Hotel Travel time: 45mins
<b>9:35pm</b> 2:05am (Sun)	Arrive and check in at hotel
<b>Overnight</b>	Taj Palace Sardar Patel Marg, Diplomatic Enclave New Delhi - 110 021 India

<b>Sunday 22 November 2015 – New Delhi</b>	
<b>6:00am – 6:00pm</b> 10:30am – 10:30pm	Travel to Agra to visit the Taj Mahal Accompanied by some Queensland delegates
<b>Evening</b>	Dinner - own arrangements
<b>Overnight</b>	Taj Palace Hotel

<b>Monday 23 November 2015 – New Delhi</b>	
<b>Before 8:00am</b> Before 12:30pm	Breakfast & Liaison time
<b>8:00am – 9:00am</b> 12:30pm - 1:30pm	<b>Meeting with Australian Deputy High Commissioner to India – Mr Chris Elstoft</b>  Venue: Taj Palace Hotel
<b>9:00am</b> 1:30pm	Travel to next meeting Travel time: 1hr
<b>10:00am – 12:30pm</b> 2:30pm – 5:00pm	<b>Joint TIQ + Association of Skills Training Providers (ASTP) Skills Seminar (VET) followed by lunch.</b> (Mr Rajib Majumdar, CEO).  Venue: Magnolia Hall, India Habitat Centre, Lodhi Road, Near Airforce Bal Bharati School, New Delhi, Delhi 110003
<b>12:30pm</b> 5:00pm	Liaison time
<b>2:00pm – 2:30pm</b> 6:30pm – 7:00pm	Travel to next meeting Travel time: 30mins
<b>2:30pm – 3:30pm</b> 7:00pm – 8:00pm	<b>Meeting with IL&amp;FS Skills Development Corporation Limited</b> Mr Ketul Acharya, Senior Vice President & Group Head  Venue: D-114, Okhla Road, Phase 1, Okhla Industrial Area, Delhi 110020
<b>3:30pm</b> 8:00pm	Travel to next meeting Travel time: 30mins

<b>Monday 23 November 2015 – New Delhi</b>	
<b>4:00pm – 5:00pm</b> 8:30pm – 9:30pm	<b>Meeting with IIDC</b> - Mr Paritosh Gupta, Managing Director  Venue: : IL&FS Limited ( IIDC Office), 4th Floor, Core 4B, India Habitat Centre, Lodhi Road, New Delhi 110 003
<b>5:00pm</b> 9:30pm	Depart for Reception Travel time: 1 hr
<b>5:30pm</b> 10:00pm	Refresh and Liaison time at High Commissioner's Residence
<b>6:30pm – 7:15pm</b> 11:00pm – 11:45pm	<b>Meeting with Adani Group prior to reception</b>  Venue: Australian High Commission
<b>7:30pm</b> 12:00am	<b>Official Reception at the Australian High Commission hosted by the Deputy High Commissioner</b>  Venue: 1/50 G Shantipath, Chanakyapuri, New Delhi 110021
<b>9:00pm</b> 1:30am (Tues)	Return to Hotel Travel time: 30mins
<b>overnight</b>	Taj Palace, New Delhi

<b>Tuesday 24 November 2015 – New Delhi/Bangalore</b>	
<b>Before 9:00am</b> 1:30pm	Breakfast & Liaison time
<b>9:00am</b> 1:30pm	Depart hotel for meeting Travel time: 1hr
<b>10:00am – 11:00am</b> 2:30pm – 3:30pm	<b>Meeting with Delhi Integrated Multi-modal Transit Systems</b>  Mr M Ramasekhar, Managing Director & CEO  Venue: 1st Floor, Maharana Pratap ISBT Building, Kashmere Gate, Delhi – 110006
<b>11:00am</b> 3:30pm	Travel to next meeting Travel time: 30mins
<b>12:00pm – 12:45pm</b> 4:30pm – 5:15pm	<b>Meeting with the Minister of State for Urban Development, Government of India, Shri Babul Supriyo.</b>  Venue: Minister's Office
<b>12:45pm – 1:45pm</b> 5:15pm – 6:15pm	Lunch – own arrangements
<b>1:45pm</b> 6:15pm	Depart hotel for Airport Travel time: 1hr
<b>2:45pm</b> 7:15pm	Arrive Airport
<b>4:15pm</b> 8:45pm	Depart New Delhi for Bangalore Jet Airways Flight 819 Travel time: 2hrs 45mins
<b>7:00pm</b> 11:30pm	Arrive Bangalore
<b>7:30pm</b> 12:00am	Depart for Hotel Travel time: 1hr 30mins
<b>9:00pm</b> 1:30am	Arrive and check in at Hotel
<b>Overnight</b>	The Taj West End

<b>Wednesday 25 November – Bangalore</b>	
<b>Before 9:30am</b> 2:00pm	Breakfast & Liaison time
<b>9:30am - 10:30am</b> 2:00pm – 3:00pm	<b>Meeting with the Manipal Group</b> Mr Vaitheeswaran, Managing Director and CEO, Manipal Global Education.  Venue: Hall Plumeria, Taj West End, Bangalore
<b>10:30am – 11:00am</b> 3:00pm – 3:30pm	Liaison time
<b>11:00am – 1:30pm</b> 3:30pm – 6:00pm	<b>Seminar &amp; Lunch with Bangalore Chamber of Industry and Commerce (BCIC)</b> Mr Thyagu Valliappa, Senior Vice President, BCIC  Venue: Ball Room, Taj West End Hotel
<b>1:15pm – 2:00pm</b> 5:45pm – 6:30pm	Travel to next meeting Travel time: 45mins
<b>2:00pm – 3:00pm</b> 6:30pm – 7:30pm	<b>Meeting with Brigade Group</b> - Mr Roshin Mathew, President - Engineering, Brigade Group  Venue: Brigade Enterprises Limited, 29th & 30th Floors, World Trade Center Brigade Gateway Campus 26/1, Dr Rajkumar Road Malleswaram-Rajajinagar, Bangalore 560 055
<b>3:00pm</b> 7:30pm	Travel to next meeting Travel time: 1hr
<b>4:30pm – 5:30pm</b> 8:30pm – 10:00pm	<b>Site visit to FERRA Engineering's new facility in Bangalore</b> Mr Kumar Subramaniam, Managing Director, Ferra Group  Venue: Sy No.167, Whitefield Hoskote Road, Kannamangala
<b>5:30pm</b> 10:00pm	Return to Hotel Travel time: 1hr
<b>6:30pm</b> 11:00pm	Arrive at hotel
<b>overnight</b>	The Taj West End

<b>Thursday 26 November 2015 – Bangalore</b>	
<b>Before 9:00am</b> 1:30pm	Breakfast & Liaison time
<b>9:00am</b> 1:30pm	Travel to next meeting Travel time: 1hr 30mins
<b>10:00am – 11:30am</b> 2:30pm – 4:00pm	<b>Meeting with Dr Kiran Mazumdar-Shaw, Chair, Biocon</b>  Venue: BioCon 20 <sup>th</sup> KM Campus
<b>11:30am</b> 4:00pm	Travel to next meeting Travel time: 30 mins
<b>12:00pm – 2:00pm</b> 4:30pm – 6:30pm	<b>Meeting with Infosys Senior Executive Team including lunch</b> Binod Hampapur, Executive Vice President, Global Head – Technology and Talent Operations  Venue: Gate 2, 44 Electronics City, Hosur Road, Bangalore – 560100
<b>2:30pm</b> 7:00pm	Travel to next meeting Travel time 1hr 30 mins
<b>4:00pm – 5:00pm</b> 8:30pm – 9:30pm	<b>Meeting with Flipkart</b> Mr Pramodh Lakshminarayan, Senior Manager, Strategic Global Alliances  Venue: Business Centre Board Room, Taj West End
<b>5:00pm</b> 9:30pm	Return to hotel Travel time: 1hr
<b>6:00pm – 7:30pm</b> 10:30pm – 12:00am (Fri)	Liaison time
<b>7:30pm</b> 12:00am (Fri)	Travel to Airport Travel time: 1hr
<b>8:30pm</b> 1:30am (Fri)	Arrive at airport
<b>11:10pm</b> 3:40am (Fri)	Depart Bangalore for Singapore Singapore Airlines Flight 503 Travel time: 4hr 30mins

**Friday 27 November 2015 – Singapore/Brisbane**

<b>6:10am</b> 8:10am	Arrive Singapore Stopover 3hr 25mins
<b>9:35am</b> 11:35am	Depart Singapore for Brisbane Singapore Airlines Flight 245 Travel time: 8hrs
<b>7:35pm</b>	Arrive Brisbane



## Official Delegation Members

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<b>The Honourable Jackie Trad MP</b>	Deputy Premier, Minister for Transport, Minister for Infrastructure, Local Government and Planning and Minister for Trade
<b>Mr Mark Bellaver</b>	Senior Policy Advisor, Office of the Deputy Premier

## Trade and Investment Queensland

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<b>Ms Gayle O'Brien</b>	Group Manager – Public Affairs, Trade and Investment Queensland
<b>Mr Oka Simanjuntak</b>	Trade and Investment Commissioner – Indonesia, Trade and Investment Queensland (Indonesia only)
<b>Mr Parag Shirname</b>	Trade and Investment Commissioner – India, Trade and Investment Queensland (India only)

## **Business Delegation Members – India**

### **Vocational Education and Training (VET)**

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Mr Randeep Agarwal	President, Australia India Business Council
Ms Fiona Kee	Regional Commercial Manager, Australia Institute of Business & Technology
Mr Mark Viswanathan	Operations Director, Australia Institute of Business & Technology
Ms Sonya McGuire	Chief Executive Officer and Founder, Australian College of Information Technology
Ms Petrina Fraccaro	General Manager and Vice President, Charlton Brown
Dr Shirley McIlvenny	Chief Executive Officer, The Food Coach Institute
Mr Ashish Katta	Director, Sero Institute
Mr Don Sampaklis	Director, Sero Institute
Mr Ahmed Sokarno	Chief Executive Officer, Vocational Education, Training and Employment Australia

### **Urban Infrastructure and Transport**

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Mr Paul Kang	Consultant, Acache
Mr Greg Vann	Director, Buckley Vann Town Planning Consultants
Mr Wade Arthur	General Manager, CGI Consulting Pty Ltd (Delhi Only)
Mr Robert Sharpless	Deputy Chairman, Springfield Land Corporation

## Lunch with Queensland Company Representatives – Jakarta

**Date:** Tuesday, 17 November 2015

### Attendees

Mr Terry Bulmer	President Director, Thiess
Ms Jackie Creighton	Country Representative Cardno Emerging Markets (Indonesia)
Mr Terry Lowes	Commercial Director, Orica Mining Services
Mr Antonius (Ton) Hovers	General Manager - Premix/Feed Additive (Asia), BEC
Mr Jeff Tutticci	Project Engineering Consultant, Aurecon
Mr Henrico Budi Winata	Office Manager, Associate, Golder Associates

### Event Summary:

- The lunch was held to meet a small number of Queensland companies who are well established in the Indonesian markets.
- It provided an opportunity for guests to share their experiences in doing business in Indonesia, the challenges they are facing and the strategies their companies adopt to address these challenges.
- Companies discussed the need to diversify their product or service offerings to meet the needs of the Indonesian market. They also noted that a company's point of differentiation was critical to their success in Indonesia.
- Guests discussed the importance of higher education in Indonesia and the demand for foreign institutions to promote their courses to prospective students in Indonesia.
- Discussion also touched on what role has TIQ and the Queensland Government played in their company's success in Indonesia and what role TIQ could play to assist them into the future. Guests were given an overview in Queensland's trade and investment priorities for Indonesia and were encouraged to stay in touch with Queensland's Trade and Investment Commissioner based in Jakarta.

## Meeting with Garuda Indonesia – Jakarta

**Date:** Tuesday, 17 November 2015

### Attendees

Mr Muhammad Arif Wibowo	President & Chief Executive Officer, Garuda Indonesia
Ms Handayani	Director of Commercial, Garuda Indonesia
Ms Selfie Dewiyanti	Vice President Marketing, Garuda Indonesia
Mr Dendra Falah Aprila	Assistant to President and CEO, Garuda Indonesia
Mr Prima Deffinika	Assistant to Director, Garuda Indonesia
Ms Mui Khim-Lim	Regional Director for South East Asia, Tourism and Events Queensland (TEQ)
Ms Maaike van der Windt	Aviation Business Development Manager, Brisbane Airport Corporation Pty Ltd (BAC)

### Meeting Summary:

- The meeting with Mr Wibowo was to encourage Garuda Indonesia to re-establish direct flights between Brisbane and Jakarta. Brisbane Airport Corporation presented a strong business case on the demand for a direct flight between the two cities based on business and leisure travellers as well as air freight.
- I sought a commitment from Garuda Indonesia to consider the re-introduction of direct flights and subsequently recommence its Queensland operations which would lead to increased trade, investment and tourism and closer links to the growing Indonesian market place through more direct flight links.
- We discussed the Queensland Government's commitment to tourism and business between both jurisdictions, which relies on the availability of direct flights between Queensland and Indonesia.
- Discussion also centered on the benefits of direct Jakarta-Brisbane services, such as more balanced loads than the former Denpasar route (63% Indonesians and 36% Australians) and that Brisbane-Jakarta airfares are, on average, three times higher than Brisbane-Denpasar airfares.
- We discussed how Queensland is a desirable investment destination and Queensland companies are also potential investors to Indonesia and will favour direct flights. I mentioned that Queensland is hosting the 2018 Commonwealth Games and the infrastructure being built to accommodate the Games.
- We also discussed Brisbane's connectivity to the regional Queensland market as well as New Zealand and the Pacific.
- Mr Wibowo agreed to consider the business case for a direct Jakarta-Brisbane flight in the future.

## **IABW Welcome Reception – Jakarta**

**Date:** Tuesday, 17 November 2015

### **Event Summary:**

- Along with Queensland delegates participating in Indonesia Australia Business Week (IABW), I attended the welcome reception for all Australian delegates.
- At the reception I delivered a short welcome address. Other speakers at the reception included the Honourable Andrew Robb AO MP, Australian Minister for Trade and Investment, and the Honourable Martin Hamilton-Smith, South Australian Minister for Investment and Trade, Minister for Defence Industries and Minister for Veterans' Affairs.
- Approximately 100 delegates attended the reception.

# **IABW: Indonesia Australia Business Week Welcome Breakfast & Panel Session "Indonesia and Australia Partnerships for the Future" – Jakarta**

**Date:** Wednesday, 18 November 2015

## **Panel Members:**

The Hon Andrew Robb, AO MP	Australian Minister for Trade and Investment
HE Mr Paul Grigson	Australian Ambassador to Indonesia
Mr Bruce Gosper	CEO Austrade
Mr Mahendra Siregar	Chairman of the Board of Commissioners of PT Semen Indonesia
Mr Franciscus Welirang	Director of Indofood
Dr Leonie Lethbridge	Regional Chief Operating Officers, Institutional and International Banking, ANZ
Mr Mauro Balzarini	Managing Director, Wellard Group Holdings
Mr Hariyadi Sukamdani	Chairman of the Indonesian Employers Association (APINDO)

## **Event Summary:**

- As part of the Australian delegation attending Indonesia Australia Business Week, I attended the Welcome Breakfast and Panel Session "Indonesia and Australia Partnerships for the Future".
- Guests at my table included:
  - Mr John Anderson, Vice President - Asia, WA and NT, Santos
  - Mr Chris Kanter, Chairman and Founder of Sigma Sembaba Group
  - Mr John Walker, Executive Chairman, Infrastructure, Utilities & Renewables, Asia, Macquarie Capital (Hong Kong) Limited
  - Ambassador Edi Yusup, Ambassador/Deputy Permanent Representative of Indonesia to the United Nations
  - Mr David Lucido, Director, National Ports and Logistics, Western Australia
  - Mr Budi Notowidjojo, Founder and CEO, PT Bima Bisalloy
  - Ir. Yusid Toyib, Director General of Construction, Ministry of Public Works and People's Housing (PUPR)
  - Mr Debnath Guharoy, Regional Director-Asia, Roy Morgan Research, and National President, Australia Indonesia Business Council
  - Mr Kris Sulisto, President, Australia Indonesia Business Council
- The event demonstrated the commitment of Australia, and Queensland, to developing a strong business relationship with Indonesia.

# **IABW: Opening Remarks: Infrastructure – Urban Sustainability and Transport Connectivity – Jakarta**

**Date:** Wednesday, 18 November 2015

## **Speakers**

Mr Luky Eko Wuryanto	Deputy Minister of Infrastructure and Regional Development Acceleration, Coordinating Ministry for Economic Affairs
Dr A. Hermanto Dardak	Vice Minister of Public Works, Ministry of Public Works
Mr Rod Commerford	Infrastructure Stream Leader of IABW

## **Event Summary:**

- I delivered the opening remarks at the IABW Infrastructure – Urban Sustainability and Transport Connectivity. Above listed speakers followed.
- Approximately 30 IABW delegates attended the session.
- The event provided delegates with an insight on the Indonesian Government's focus on infrastructure challenges, government objectives, and steps the Government is taking to address Indonesia's Infrastructure deficit.
- Pak Luky provided an overview on the urban and public transport challenges being faced in Jakarta and solutions being adopted or considered to address these challenges. Jakarta experiences over 59 million vehicle movements per day in the city. He also discussed integrated transport solutions being adopted in Jakarta to cope with such a high level of vehicle movements.
- Pak Luky mentioned that environmental restoration was a priority for Jakarta, including coastal management programs.
- I invited Pak Luky to visit Queensland to learn about our transport and infrastructure challenges and the solutions being adopted. He announced his visit to Queensland for December.

## **Attend Signing of MOU between Careers Australia Group and President University – Jakarta**

**Date:** Wednesday, 18 November 2015

### **Attendees**

Mr Walter Gilmore	Group CEO, Careers Australia Group
Mr Setyono Djuandi Darmono	President Director (Founder), PT Jababeka
Dr Drs. Chandra Setiawan, MM, PhD	Rector, President University
Drs. Syonanto Wijaya M.A.	Secretary General, President University
Hon Andrew Robb AO MP	Australian Minister for Trade and Investment

### **Event Summary:**

- I attended the signing ceremony of the MOU between Careers Australia Group (CAG) and President University (PU). Austrade assisted CAG to organise this event and the Australian Minister for Trade and Investment, the Honourable Andrew Robb AO MP, also attended to witness the signing ceremony.
- This event provided an opportunity to promote a high quality Queensland vocational education and training provider and show Queensland's commitment to engaging with Indonesia through education partnerships.
- I congratulated CAG and PU on their new partnership and reassured PU that CAG is one of Australia's largest and most reputable training providers headquartered in Queensland. I also encouraged PU to further develop the relationship with CAG to include more courses, including in higher education.
- I also advised PU that TIQ has an office and staff in Jakarta who are available to assist in growing the relationship.



## **IABW Event: Lunch with High Net Worth Indonesian Investors – Jakarta**

**Date:** Tuesday, 17 November 2015

### **Attendees**

Mr Ferdinand Sadeli	CFO, Executive Director, Sinar Mas Land
Mr Gita Wirjawan	Founder, Ancora International
Mr Erick Thohir	Chairman, Mahaka Group
Mr Eddy Sariaatmadija	President Commissioner, Emtek
Mr Ilham Habibie	President Director, Ilthabi Rekatama
Mr William Katuari	President Director, Wings Surya PT
Ms Santi Paramita	Corporate Secretary, MNC Group
Mr Dato Sri Tahir	Chairman, Mayapada Group
Mr Murdaya Poo	Chairman, Central Cipta Murdaya
Ms Noni Purnomo	President Director, Blue Bird Indonesia
Ms Mimi Wong	Chairwoman, Golden Group
Mr Rudy Handojo	Director of Golden Group
Mr Andrew Sugiaputra	Managing Director, Golden Group
Mr Freddy Sumartono Santoso	Director, Sanbe Group
Mr Budi Tirtawisata,	CEO, Panorama
Mr Ridwan Soeriyadi,	Owner, MKD Group
Mr Rudyanto Gunawan,	Owner BSP Group
Ms Irawati Setiady,	President Director, Kalbe Farma
Mr Ongkie Tedjasurja,	Marketing Director, Kalbe Farma
Mr Josep Lay	Commercial Director, Gunung Sewu Group
Honourable Andrew Robb AO MP	Australian Minister for Trade and Investment
Honourable Richard Colbeck MP	Australian Minister for Tourism and International Education. Minister Assisting the Minister for Trade and Investment
Mr Bruce Gosper	CEO, Austrade
HE Paul Grigson	Australian Ambassador to Indonesia

**Event Summary:**

- Attending this event provided an opportunity to highlight the complementary and value-add opportunities of investing in Australia, as part of broader domestic business strategies. The event also allowed for an open discussion on investment issues.
- Participating Indonesian investors have interests in agriculture, resources, tourism and innovation sectors, and all have strategic reasons to consider Australia as an investment destination.
- The lunch discussion provided the opportunity to address common investor mis-perceptions and concerns with investing in Australia such as market openness, high costs, competition and lack of innovation.

# **IABW: Infrastructure – Urban Sustainability and Transport Connectivity Panel Discussion: Smart Cities, Sustainable Cities – Jakarta**

**Date:** Wednesday, 18 November 2015

## **Panel Members**

Mr Setiaji, ST, M.Si	Head of Technical Implementation Unit for Jakarta Smart City
Mr Iwan Prijanto	Co-Founder, Green Building Society of Indonesia
Mr Antony Sprigg, BA (Geology) (Hons), MEngSC	CEO, Infrastructure Sustainability Council of Australia
Mr Eko Budiman	Director for Emergency Response, Badan Nasional Penanggulangan Bencana (BNPB)
Ir M Natsir	Director of Drinking Water Development, Ministry of Public Works
Mr Jim Coucouvinis	Technical Director for Water and Sanitation, Indonesia Infrastructure Initiative (IndII)
Mr Duncan Challen (Panel moderator)	Executive Director, International Trade and Investment, Dept Premier and Cabinet, NSW Government

## **Event Summary:**

- I participated as a panellist before an audience of around 45 guests, comprising representatives from the Australian and Indonesian Infrastructure sectors. The topics of discussion included master planning, smart cities, sustainable development and water management.
- I delivered an introductory speech on Queensland outlining our track record for developing smart and liveable cities, such as Springfield, the experience of our infrastructure exporters working on projects across Asia, and the geographical, climatic and lifestyle factors that make Queensland's experience and capabilities appropriate for infrastructure projects in Indonesia.
- I also mentioned the Queensland Government's draft State Infrastructure Plan, which outlines a bold new strategic direction for infrastructure in Queensland.
- When asked about what makes a smart city, I provided examples of the application of technology, such as CCTV, leading to cultural change, and the Queensland Government's former incentives to reducing household water usage that has led to ongoing consumer change in this regard.

## Meeting with PT Pengembang Pelabuhan Indonesia – Jakarta

**Date:** Wednesday, 18 November 2015

### Attendees

Mr David Adams                      Finance Director, PT Pengembang Pelabuhan Indonesia (PT PPI)

### Meeting Summary:

- Immediately following the Smart Cities session I had a brief meeting with Mr Adams to seek information as well as opportunities for Queensland companies to participate in the supply chain of contracting, developing and building ports for PT Pelindo II. PT Pengembang Pelabuhan Indonesia (PT PPI) is a subsidiary of PT Pelindo II.
- I congratulated Mr Adams on the recent signing of the Memorandum of Understanding (MOU) between PT Pelindo II and the Port of Townsville (POTL) for Sister Port Relations. Mr Richard Joost Lino, President Director of PT Pelindo II and Ms Renita Garard (OAM), the newly appointed Chair of POTL signed the MOU in Canberra on 13 November 2015, during the Indonesia Business Summit organised by the Indonesian Embassy. The MOU was the result of discussions over the past year facilitated by Indonesian Ambassador to Australia, His Excellency Mr Nadjib Riphath Kesoema.
- Mr Adams provided a briefing on PT PPI's approach to developing the five seaports in the country and the estimated timeframes for each project, noting that Mr Lino briefly outlined the five key ports/infrastructure projects during his presentation at the Indonesian Business Summit and invited Australian companies to participate in the projects.
- We discussed how PT PPI offers its port development projects to tender and how Queensland companies would be able to participate in submitting tenders.

## **IABW: Gala Dinner – Jakarta**

**Date:** Wednesday, 18 November 2015

### **Speakers**

HE Dr Rizal Ramli	Coordinating Minister for Maritime Affairs
The Hon Andrew Robb AO, MP	Australian Minister for Trade and Investment
Senator the Hon Richard Colbeck MP	Senator for Tasmania – Minister for Tourism and International Education, and Minister Assisting the Minister for Trade and Investment
The Hon Peter Dutton, MP	Minister for Immigration and Border Protection

### **Event Summary:**

- As part of the Australian delegation participating in Indonesia Australia Week, I attended the IABW Gala Dinner for approximately 400 guests.
- This dinner provided an opportunity to promote Queensland tourism, trade and investment priorities to senior representatives of the Indonesian Government and industry.
- Seated at my table were:
  - Mr Joseph Abraham, President Director, ANZ Indonesia
  - Ms Loryn Feeney, Managing Director, MyPotentia
  - Mr Stephen Smith, Advisory Board Independent Representative, Lavan Legal
  - Mr Allen Clennar, Chief Executive Officer, Standard Chartered Bank (Australia)
  - Mr Andrew James, Senior Principal, Populous
  - Mr Sity Samudera, Commissioner, ANZ Indonesia
  - Mr David Koh, Head of Corporate and Institutional Banking - Asia, Westpac
  - Mr Gerry Naraindas, APINDO
  - Mr Mark Bellaver, Office of the Queensland Deputy Premier

## **IABW: ASEAN - the Regional Growth Story – Jakarta**

**Date:** Thursday, 19 November 2015

### **Panel Members**

Mr Fraser Thompson	Director Singapore, AlphaBeta
Mr Simon Merrifield	Australian Ambassador to ASEAN
Mr David Flanders	General Manager, East Asian Growth Markets, Austrade
Dr Phillips Vermonte	Head, Department of Politics and International Relations CSIS
Mr Joseph Abraham	President Director, ANZ Indonesia
Mr Michael Helleman	Trade Commissioner – Jakarta, Austrade

### **Event Summary:**

- I attended a breakfast and panel discussion on ASEAN – the regional growth story.
- Seated at my table were:
  - Mr Kym Hewett, Senior Trade Commissioner – Austrade, Jakarta
  - Mr Greg Sinclair, General Manager Technical & Major Studies, Rio Tinto Energy
  - Mr Stephen Smith, Advisory Board Independent Representative, Lavan Legal
  - Mr Bernardus Djonoputro, Managing Partner, HD Asia Advisory
  - Ms Elvi Nasution, Chief Representative for Indonesia, NAB
  - Mr Murdaya Poo, Chairman, Central Cipta Murdaya
  - Mr Fraser Thompson, Director – Singapore, Alpha Beta
- The Panel discussion provided an insight into the opportunities in the ASEAN region and how companies could take advantage of the rapid growth that was occurring in the region.

## Meeting with Queensland Education Providers and Indonesian Education Representatives – Jakarta

**Date:** Thursday, 19 November 2015

### Attendees

Prof Sultana Faradz	Head, Center for Biomedical Research and Masters Program on Genetic Counseling, Faculty of Medicine, Diponegoro University, Semarang – Central Java
Ms Fifi Wiryawan	Country Manager, AUG Student Services
Ms Josephine Ratna	Country Manager (Indonesia), Australian Technology Network of Universities (ATN)
Ms Ratu Sovi Arinta	Chief Representative (Indonesia), University of Queensland
Mr Kevin Tan	Chief Marketing Officer, Sun Education Group
Mr Ibrahim Priyana Hardjawidjaksana	Performance Analyst and Programme Evaluator Education and Training Center (Badiklat ESDM) Ministry of Energy and Mineral Resources

### Meeting Summary:

- I hosted a joint meeting with the Directorate General of Research and Technology and Higher Education (DIKTI) and education providers.
- During the meeting, I promoted Queensland's higher education institutions as potential study destinations for Indonesian students.
- We also discussed potential collaborations between Indonesian institutions across a range of areas such as science and research.
- Representatives from UQ and QUT provided an overview on their experience working in Indonesia, as well as their partnerships with Indonesian institutions.
- We discussed different models that could be adopted to promote Queensland as a study destination to attract a greater number of Indonesian students. From our discussions, it was evident that cross-promotional efforts for education, tourism and investment attraction are key to attracting Indonesian students to Australia.
- I have asked TIQ to prepare more targeted promotional materials for the Indonesian market and to prepare a marketing and engagement plan aimed at increasing the number of Indonesian students studying in Queensland.
- Prior to this meeting I was scheduled to meet with Mr Eko, President Director from the LPDP. Unfortunately due to heavy traffic in Jakarta that day, he was unable to attend the meeting.

## **Dinner Meeting with YouTube – Singapore**

**Date:** Thursday, 19 November 2015

### **Attendees**

Mr Benjamin Grubbs

Global Head of Top Creators, YouTube

### **Meeting Summary:**

- This meeting provided an opportunity to discuss current and ongoing collaboration between YouTube and Queensland, and to demonstrate the Queensland Government's commitment to furthering the relationship.
- I expressed my appreciation for YouTube's commitment to partner with Queensland and encouraged further collaboration.
- I thanked Mr Grubbs for YouTube's partnership in the Queensland YouTube Creative Entrepreneurs Program.
- We both commended the extraordinary commitment and support from Sanoop Luke, Head of YouTube's Kids and Learning Content in Australia, New Zealand and South East Asia, who has been a key influence in the Queensland YouTube partnership coming to fruition.
- I invited Mr Grubbs to send a senior YouTube representative to Queensland to view the diversity of capability that Queensland has to offer in digital production and creative industries. It was suggested the visit could coincide with the 'Creator Day' event, which is a component of the joint Queensland YouTube Creative Entrepreneurship Program which I launched on 13 November 2015. This event is scheduled for March 2016.
- Further opportunities to partner with the Queensland Government and Queensland based YouTubers and Digital Producers were discussed at the meeting.



## **Meeting with HE Philip Green, Australian High Commissioner to Singapore**

**Date:** Friday 20 November 2015

### **Attendees**

HE Philip Green                      Australian High Commissioner to Singapore

### **Meeting Summary:**

- Mr Green provided a briefing on the current political and economic conditions in Singapore.
- I outlined my visit program of meetings and events while in Singapore.
- Mr Green and I discussed Queensland's current relationship with Singapore and the potential for its further development.
- I thanked Mr Green for Austrade Singapore's assistance in arranging my program.

## Meeting with Senior Minister of State for Transport, Mrs Josephine Teo – Singapore

**Date:** Friday 20 November 2015

### Attendees

Mrs Josephine Teo	Senior Minister of State, Prime Minister's Office and Ministry of Transport & Ministry of Foreign Affairs, Singapore Government
Mr Bernard Lim	Director, International Relations and Security Division, Ministry of Transport

### Meeting Summary:

- The purpose of this meeting was to establish a relationship with the Singapore Ministry of Transport, thereby learning from their transport planning experience and identifying potential opportunities for collaboration.
- I congratulated Mrs Teo on her appointment as Senior Minister of State, Prime Minister's Office overseeing the National Population and Talent Division, and acknowledged her ongoing role as Senior Minister of State for Transport and Foreign Affairs.
- Minister Teo provided an overview on the transport infrastructure plans for Singapore, including their goal that all Singapore residents will walk no more than ten minutes to public transport.
- The Minister emphasised the need to make urban areas pleasant to view and live in, as well as integrating public transport. The Singapore Government is planning to expand their rail line over the next 15 years and the Minister provided an overview on the Cross Island Line and environmental impacts.
- I provided an overview on Queensland's public transport challenges and the solutions being adopted. This included the Moreton Bay Rail Link and the public consultation process undertaken as part of this project.
- Minister Teo shared her experiences doing business with China and provided an overview on the One Belt One Road initiative for China companies to export their excess capacity. She mentioned that Chinese companies are looking to set up beachheads in South East Asia as export bases.
- As the Minister is planning to visit Sydney in 2016 to participate in the Women's Forum, I invited her to visit Queensland to further discuss transport infrastructure and international engagement.

# **Luncheon: Investment Opportunities in Northern Queensland – Singapore**

**Date:** Friday, 20 November 2015

## **Attendees**

The guest list is provided at Attachment 1.

## **Event Summary:**

- The purpose of this luncheon was to promote Northern Queensland as an investment location to senior representatives of Singapore's corporate sector and hear about their foreign investment priorities.
- The luncheon was successful in raising awareness of investment opportunities in Northern Queensland and the State's strengths as an investment location. I also encouraged Singapore-based companies to consider Queensland as a base for a regional office.
- I delivered a short speech at the event.
- I promoted Queensland's strong economic credentials at the event and I reassured guests that Queensland is a safe investment destination, with a mature, structured and stable economy.
- I indicated Government priorities for infrastructure development and economic growth and Queensland's commitment to overseas investment, including a long term view to maintaining investor care initiatives.

## **Attachments**

- Attachment 1 – Guest List

## Guest List

<b>Title</b>	<b>First Name</b>	<b>Last Name</b>	<b>Position</b>	<b>Company/Organisation</b>
HE	Philip	Green	High Commissioner	Australian High Commission, Singapore
Mr	Chris	Rees	Senior Trade Commissioner	Austrade Singapore
Mr	Adam	Lyle	Vice President	AustCham, Singapore
Mr	Philip	Forrest	Board Member	AustCham, Singapore
Mr	Oleg	Gorbulin	Partner	Alpha Pacific Group
Mr	Chong Kwee	Lee	Chairman	Jurong Port
Ms	Renee	Koh	Deputy Director Global Business	Singapore Business Federation
Mr	Jim	Pollock	Chief Operation Officer	Westpac
Mr	Marc	Boey	Director Special Projects	Far East International
Mr	Tomoyuki	Ichijo	Senior Representative	Japan Bank for International Co-operation
Mr	Anbu	Ramasamy	CFO	Gunvor
Mr	Shaun	Verner	VP Marketing	BHP Billiton
Mr	Sunny	Sng	Head of Institutional Banking	National Australia Bank
Ms	Bianca	Cheo	COO and Executive Director of the Group	Mewahgroup
Mr	Greg	Williams	Managing Director, Country Head, Singapore	Commonwealth Bank of Australia
Mr	Jason	Edwards	Founder	Alternative Investment Advisors
Mr	Periakaruppan	Aravindan	Chief Financial Officer	Fragrance Group
Cr	Margaret	Strelow	Mayor	Rockhampton Regional Council
Mr	Russell	Claus	Executive Manager, Regional Development	Rockhampton Regional Council
Mr	Mark	Bellaver	Senior Policy Advisor	Office of the Deputy Premier, Queensland Government
Ms	Gayle	O'Brien	Group Manager, Public Affairs	Trade and Investment Queensland

## Meeting with Economic Development Board of Singapore

**Date:** Friday, 20 November 2015

### Attendees

Mr Keat Chuan <u>Yeoh</u>	Managing Director, Economic Development Board of Singapore
Ms Sok Kuan Lee	Centre Director, Australia & New Zealand
Mr Dino Tan	Regional Director, South East Asia, Australia & New Zealand

### Meeting Summary:

- The purpose of this meeting was to strengthen the relationship between Queensland and the Economic Development Board of Singapore (EDB) and enquire about policy settings and structural elements of EDB that led to its successful role as the primary agency in attracting foreign investment into Singapore.
- I discussed potential collaboration with Singapore on science, technology, and innovation under the Advance Queensland initiative.
- We also discussed our complementary strengths in solar energy, tropical medicine and agriculture. Singapore has experience with rooftop solar panels on government buildings that feed into the grid and floating solar panels on water reservoirs that both produce energy and reduce evaporation.
- I discussed measures the Queensland Government has previously adopted to change consumer behaviour in regard to water and energy consumption.
- Mr Yeoh provided an overview on an electric vehicle car sharing program being developed for Singapore as well as trials for driver-less trucks.
- We agreed that potential areas for collaboration between Singapore and Queensland could include healthcare, security, municipal services and smart homes. I advised that Trade & Investment Queensland would be asked to investigate Queensland's export capabilities in these areas before further exploring potential collaboration with Singapore.

## Meeting with ArtScience Museum, Singapore

**Date:** Friday, 20 November 2015

### Attendees

Ms Honor Harger

Executive Director

### Meeting Summary:

- The purpose of this meeting was to acknowledge ArtScience Museum collaborations with Queensland and discussions taking place on the potential to establish ArtScience Museum – Queensland Museum (QM) collaborations in relation to World Science Festival Brisbane (WSFB).
- At the meeting we explored the opportunity to build relationships between cultural institutions in the Asia Pacific Region, and I promoted the World Science Festival Brisbane.
- We discussed whether the ArtScience Museum was interested in sharing art-science performance events that have been created as part of the World Science Festival.
- I enquired whether there are any programs that the ArtScience Museum would like to share with the Queensland Museum.
- I also asked whether there are opportunities to showcase Queensland Museum exhibitions at the ArtScience Museum.
- An invitation was extended to the ArtScience Museum to visit the Queensland Museum to initiate discussions regarding collaborations.
- As part of the meeting, I was given a short tour of the Collider exhibit at the ArtScience Museum.

## ***'Time of Others'* Exhibition opening at Singapore Art Museum**

**Date:** Friday, 20 November 2015

### **Officials**

Ms Jane Ittogi	Chair, Singapore Art Museum
Mr Len Tshua	CEO, Singapore Art Museum
Dr Susie Lingham	Director, Singapore Art Museum
HE Phillip Green	Australian High Commissioner to Singapore
HE Haruhisa Tekeuchi	Japanese Ambassador to Singapore

### **Event Summary:**

- The purpose of attending this event was to Represent Queensland at the official opening of *'Time of Others'*, an exhibition collaboratively curated by the Queensland Art Gallery | Gallery of Modern Art; the Museum of Contemporary Art, Tokyo; the National Museum of Art, Osaka and the Singapore Art Museum (SAM), with support from the Japan Foundation Asia Center.
- At the event, Queensland's strategic relationship with Singapore arts sector was confirmed and support was built for future collaborative projects and cultural exchanges between QAGOMA, the National Gallery Singapore and SAM.
- The event raised the profile of Queensland's vibrant arts sector internationally, particularly QAGOMA's leadership in promoting the contemporary art of the Asia Pacific.
- During the event, I acknowledged the role and regional impact of Singapore Art Museum.
- I promoted Queensland Government support for future collaborative projects, exchange programs in the region that SAM is currently involved in and SAM's relationship with QAGOMA.
- SAM management outlined their approach to growing one of the most important collections of contemporary art from the region.

## Site Visit to National Gallery Singapore

**Date:** Saturday, 21 November 2015

### Attendees

Dr Eugene Tan	Director, National Gallery Singapore
Michelle Goh	Assistant Director, International Programmes and Director's Office
Lucas Huang	Manager, International Programmes

### Site Visit Summary:

- A walking tour of the Gallery was provided with discussions conducted along the way.
- I thanked the Gallery management for the tour, especially since the tour occurred prior to its opening on 24 November 2015. I acknowledged that it was a privilege to have this opportunity.
- The purpose of the visit was to establish a strategic relationship between the National Gallery Singapore (the Gallery) and the Queensland Art Gallery and Gallery of Modern Art (QAGOMA).
- The tour and meeting sought to enhance engagement with the Singapore arts sector and provide support for future collaborative projects and cultural exchanges between QAGOMA, the National Gallery Singapore and the Singapore Arts Museum (SAM).
- During discussions I raised the profile of Queensland's vibrant arts sector internationally, particularly QAGOMA's leadership in promoting the contemporary art of the Asia Pacific.
- I enquired as to what it envisages as the future role of the Gallery in the global context, and asked how the Gallery will facilitate the exchange of knowledge and expertise in Southeast Asian Art.
- Information was sought on how it is using digital technology to transform the visitor experience.
- We discussed the Gallery's approach to growing its collection of Singaporean and Southeast Asian Art.
- I congratulated the Gallery in securing Mr Russell Storer, as Senior Curator. Mr Storer was QAGOMA's former Curatorial Manager, Asian and Pacific Art and I expressed how I hoped this will lead to greater collaboration between the two galleries in the future.
- I extended my best wishes for a successful opening.



## Site Visit to Tower Transit Depot – Singapore

**Date:** Saturday, 21 November 2015

### Attendees

Mr Andrew Bujtor

Chief Financial Officer, Tower Transit

### Site Visit Summary:

- The purpose of the site visit was to obtain an understanding of Tower Transit's entry into Singapore and how they manage public buses in Singapore. This was a follow-up to my meeting with Tower Transit in London on Saturday, 27 June 2015.
- From the meeting, I sought an understanding of Tower Transit's learnings from operating internationally and the company's new areas of business, including their training programs to make the occupation of bus driver more attractive to groups including women and the young, and those looking for a career change.
- I thanked Tower Transit for hosting the tour of Bulim Bus Depot and congratulated them on securing the contract to operate public buses on 26 routes across Singapore valued in excess of \$500M.
- It was noted that Tower Transit's current focus is hiring bus drivers to fulfill its Singapore contract. In this regard, the company proposes to undertake training that will equip staff with "customer focused skills as well as technical skills" in order to increase the appeal and attractiveness of bus drivers as an occupation.
- An overview was provided on what training programs Tower Transit offers to staff and the method of delivery.
- The company's observations on the differences between operating public transport in Singapore and in Australia were noted.
- How the Singaporean Government handle bus operations now that an international company is involved as public transport operator was also noted.

## **Meeting with Deputy Australian High Commissioner to India – New Delhi**

**Date:** Monday, 23 November 2015

### **Attendees**

Mr Chris Elstoft

Deputy Australian High Commissioner to India

### **Meeting Summary:**

- Mr Elstoft provided a briefing on the current political and economic conditions in India.
- Relevant to my accompanying Vocational Education and Training delegation, I also received a briefing on the current collaboration between Australia and India in the education space.
- I outlined my visit program of meetings and events while in India and thanked Mr Elstoft for his assistance to host a Reception at the High Commissioner's residence.
- Mr Elstoft and I also discussed Queensland's current relationship with India and opportunities for its future development.

# **Joint Seminar on Vocational Education and Training - Trade & Investment Queensland and Association of Skills Training Providers – New Delhi**

**Date:** Monday, 23 November 2015

## **Official Attendee**

Mr Rajib Majumdar

CEO, Association of Skills Training Providers

## **Event Summary:**

- Queensland delegates participating in the Vocational Education and Training (VET) stream of my business mission to India joined me for this Seminar where I delivered a short speech promoting Queensland's VET capabilities.
- The seminar was an opportunity to meet and network with approximately 40 members of Association of Skills Training Providers (ASTP), including the most active training providers who are currently working on 70% of the government projects in India.
- It was highlighted at the seminar that education and training is a key priority for Queensland and is the state's second largest service export after Tourism.
- I promoted Queensland's VET sector which has over 1,400 registered training providers (including the government-owned provider TAFE Queensland) delivering training across key industries including aviation and aerospace, creative industries, engineering, health sciences, mining, tourism and hospitality.
- Also highlighted during the seminar was the opportunity for Queensland vocational institutions to provide:
  - 'Train the Trainer' programmes to equip training providers with relevant skills and understanding;
  - Delivery of Australian qualifications and competencies offshore or online with particular emphasis on scaling to effectively train large volumes of students;
  - Consultancy on curriculum development; and
  - Student and staff exchanges.
- As a result of the seminar I gained an increased understanding of India's training industry and priorities, and the objectives of ASTP and its members. It was apparent there is a high demand for upskilling in India and for training to be linked to industry placements.
- I thanked ASTP for partnering with TIQ to host this seminar and encouraged collaboration activities in a sector that is important to both India and Queensland.

## **Meeting with Infrastructure Leasing and Finance Services, Skills Development Corporation – New Delhi**

**Date:** Monday, 23 November 2015

### **Attendees**

Mr Ketul Acharya

Senior Vice President & Group Head

### **Meeting Summary:**

- Queensland delegates participating in the Vocational Education and Training (VET) stream of my business mission to India joined me for this meeting, which was an opportunity to reinforce Queensland's commitment to partner with Indian training providers to achieve their national training goal.
- At the meeting I promoted Queensland training providers' capabilities and discussed the potential to partner with Infrastructure Leasing and Finance Services Skills Development Corporation (IL&FS Skills).
- As a result, I gained an increased and practical understanding of India's training industry and priorities, and the objectives and vision of IL&FS Skills as a training provider.
- Queensland's vocational education and training (VET) capabilities were promoted, as was the opportunity to collaborate with Queensland training providers to expand their training capabilities.
- There was discussion at the meeting on how Queensland education providers can partner with IL&FS Skills on their Skills Programmes for Inclusive Growth (SPRING) which has six focus areas including; Skills for Jobs; Skills Upgradation; Skills for Good Governance; Skills for Schools and Colleges; Skills for Trainers and Skills for Entrepreneurship.
- I promoted the expertise of the Queensland business delegates and Queensland's VET sector overall, which has over 1,400 registered training providers (including the government-owned provider TAFE Queensland) delivering training offshore, onshore and online across key industries including aviation and aerospace, creative industries, engineering, health sciences, mining, tourism and hospitality.
- It was also mentioned that Queensland and Australia's key point of difference to other countries is the combination of a national qualification framework, industry led training and competency based assessment.
- Following the meeting, the delegates and I were given a short tour of the IL&FS Skills training facilities, including the training of nurses, welders and seamstress.

## **Meeting with India Infrastructure Development Company Limited – New Delhi**

**Date:** Monday, 23 November 2015

### **Attendees**

Mr Paritosh Gupta

Chief Executive Officer  
IL&FS Infrastructure Development Corporation

### **Meeting Summary:**

- Queensland delegates participating in the Urban Infrastructure stream of my business mission to India joined me for a briefing from the India Infrastructure Development Company (IIDC) on their pipeline of projects and plans for future projects.
- It was an opportunity to promote Queensland urban development and road transport company capabilities and discuss the potential for Queensland companies to collaborate with IIDC, particularly in regard to the Indian Government's Smart Cities initiative.
- India's Smart Cities initiative, which involves development of areas within 100 smaller cities across India, provides opportunities for Queensland suppliers in the area of water, sanitation, solid waste and smart technologies. I have asked Trade & Investment Queensland to further explore these opportunities and assist Queensland suppliers who are interested in bidding for potential opportunities.
- IIDC provided an overview on their upcoming projects including smart cities, road infrastructure, convention centres, multimodal transport systems, eco-tourism projects and their role in major projects such as the Delhi-Mumbai Industrial Corridor and current municipal bids for urban infrastructure.
- There was discussion from IIDC on its views of how Queensland companies could engage with IIDC in future to collaborate on projects.
- The expertise of the Queensland business delegates and their experience, within Australia and internationally was promoted in urban development and transport technologies and systems.

## Meeting with Adani Mining – New Delhi

**Date:** Monday 23 November 2015

### Attendees

Mr Jeyakumar Janakaraj                      Chief Executive Officer – Adani Australia

Mr Jayant Parimal                              CEO Renewables

Mr Rupen Shah                                 Solar Projects Head

### Meeting Summary:

- The Adani Group provided an overview on their expertise in solar energy in India and their plans for entering the solar market in Australia.
- By 2022, Adani is planning to generate 10,000MW of solar power in India. This includes solar power generation plants, solar parks and zones as well as solar PV manufacturing. They are planning to build the world's largest solar plant in the southern Indian state of Tamil Nadu, generating 648MW.

## **Official Reception hosted by Australian High Commission, India – New Delhi**

**Date:** Monday, 23 November 2015

### **Attendees**

Mr Chris Elstoft

Australian Deputy High Commissioner to India

### **Event Summary:**

- Queensland delegates participating in the Urban Infrastructure and Vocational Education and Training streams of my business mission to India joined me at a reception at the Australian High Commission in India.
- As the High Commissioner was away on business, the reception was hosted by the Deputy High Commissioner.
- The reception was held to promote Queensland and enhance the State's relationship with allies, stakeholders across many sectors in India and meet with Indian business executives, investors, senior government officials and Indian business partners of Queensland delegates.
- It was an opportunity to position Queensland as a welcoming state, the preferred partner for trade and destination for investment and as a collaborative partner under Advance Queensland.
- I assured Indian businesses of Queensland's commitment to building and maintaining closer and stronger business ties with India.

## **Meeting with Delhi Integrated Multi-Modal Transit System Ltd – New Delhi**

**Date:** Tuesday, 24 November 2015

### **Attendees**

Mr M Ramasekhar

Managing Director & CEO

### **Meeting Summary:**

- Queensland delegates participating in the Urban Infrastructure stream of my business mission to India joined me for a briefing from the Delhi Integrated Multi-Modal Transit System Ltd (DIMTS).
- Queensland's world-class expertise in transport technologies was promoted at the meeting and I sought DIMTS' views on how Queensland companies could engage with them in future to collaborate on projects.
- It was noted that the Queensland Government released a draft State Infrastructure Plan in October 2015. The Government views the plan as critical to economic growth, job creation and delivery world-class infrastructure to the state. I provided a copy of the draft Plan to Mr Ramasekhar.
- Insights on how Queensland could address its major infrastructure needs, particularly transport infrastructure were sought, given DIMTS' extensive international experience.
- Following the meeting, the business delegates and I visited the DIMTS traffic control centre for a demonstration on their traffic control system and the app that covered all forms of public transport as well as traffic and car parking.



## **Meeting with Minister of State for Urban Development, Government of India – New Delhi**

**Date:** Tuesday, 24 November 2015

### **Attendees**

Shri Babul Supriyo

Minister of State for Urban Development and for  
Housing & Urban Poverty Alleviation

### **Meeting Summary:**

- India's Minister of State for Urban Development and his team provided me with an overview on India's urban development program in particular India's mission to develop 100 Smart Cities over the next five years. They advised the first twenty cities in this program would be announced by March 2016, with an additional 20 cities added each year for the next five years.
- I congratulated India on setting such an aspiring target to establish 100 Smart Cities, which is ambitious and clearly shows India's progressive approach to creating a modern and high quality lifestyle.
- I highlighted the Queensland Government's commitment to India and promoted trade and investment opportunities between Queensland and India in the area of urban development. It was highlighted that Queensland is well placed to partner with India on their urban development plans.
- Queensland's infrastructure priorities and how Queensland plans and implements its urban development program was outlined. A copy of the State Infrastructure Plan was provided to the Minister.
- I also highlighted that Queensland's varied climatic conditions have equipped designers and planners to become world leaders in tropical urban and environmentally adaptive designs and water technologies.
- I noted at the meeting that with an area covering 1.7 million square km, Queensland's logistic challenges have given rise to the development of innovative and internationally reputed road and rail intelligent transport systems and technologies.
- I welcomed insights from Minister Supriyo on how Queensland could address its major infrastructure needs and invited him to Queensland to see our infrastructure capabilities and meet with senior government officials to discuss how Queensland is addressing our infrastructure needs.

## Meeting with the Manipal Global Education Services – Bangalore

**Date:** Wednesday, 25 November 2015

### Attendees

Mr Vaitheeswaran	Managing Director and CEO, Manipal Global Education
Mr Rajesh Kaimal	Head - Manipal City and Guilds
Mr Mohan R	Head – Manipal Prolearn Division

### Meeting Summary:

- Queensland delegates participating in the Vocational Education and Training (VET) stream of my business mission to India joined me for this meeting.
- The meeting was an opportunity to showcase the capabilities of VET providers and discuss the potential to partner with Manipal Global Education Services.
- It enabled us to gain an increased understanding of Manipal Global Education Services and their skills division, Manipal City and Guilds.
- Opportunities were discussed on the export of Queensland's training capabilities by partnering with Manipal City and Guilds to deliver training at their campuses in India, Malaysia and Dubai. Such opportunities related to courses not currently offered by Manipal.
- Manipal is already working with nine Australian universities, including three from Queensland.
- It was clarified during the meeting how Queensland education providers can partner with Manipal City and Guilds to skill and upskill 140,000 people as per their 2014 agreement with the National Skill Development Corporation (NSDC).
- The Queensland VET sector was promoted which has over 1,400 registered training providers (including the government-owned provider TAFE Queensland), and which deliver training offshore, onshore and online across key industries including aviation and aerospace, creative industries, engineering, health sciences, mining, tourism and hospitality.
- I mentioned that Queensland and Australia's key point of difference to other countries is the combination of a national qualification framework; industry led training; and competency based assessment.
- Queensland's professional education sector was promoted which offers training in business, management, IT, accounting, media and project management for potential partnership with Manipal Pro Learn division.

## **Seminar and Lunch with Bangalore Chamber of Industry and Commerce**

**Date:** Wednesday, 25 November 2015

### **Official Attendees**

Mr Thyagu Valliappa

Senior Vice President, BCIC

### **Event Summary:**

- Queensland delegates participating in the Urban Infrastructure and Vocational Education and Training (VET) streams of my business mission to India joined me for this seminar.
- Trade and Investment Queensland (TIQ) and the Bangalore Chamber of Industry and Commerce (BCIC) co-hosted the seminar to facilitate introductions and cooperation between the Queensland business delegation and Bangalore-based businesses in the VET and urban infrastructure sectors.
- The Queensland delegates were promoted and potential business collaboration opportunities discussed for Queensland companies in the Urban Infrastructure and VET sectors.
- I promoted Queensland's experience in developing world-class infrastructure such as the Gold Coast Light Rail, as well as Queensland's strengths in research and development and how our researchers are looking for international partnerships to commercialise their research.
- It was highlighted that Queensland has key strengths in VET, industry aligned curriculum and Australian standards and framework.
- BCIC members noted the opportunity to train Indians for employment in India and abroad, with India's desire to become the skilled workforce for the world.
- The delegation was informed by BCIC members on their current projects, development and interest in partnering with foreign companies and to explore linkages with Queensland providers.
- Business matching meetings were provided for delegates and opportunities for BCIC members to partner with Queensland companies to jointly facilitate projects in India discussed.
- The State Government of Karnataka intends to provide incubation centres for start-ups and invest in infrastructure for them across the state. They intend to promote start-ups in IT, biotechnology, manufacturing, horticulture, agriculture and food processing. I acknowledged the long association Queensland has had with the state of Karnataka. Synergies were explored with the Advance Queensland program and State Government of Karnataka initiatives.

## Meeting with Brigade Group – Bangalore

**Date:** Wednesday, 25 November 2015

### Attendees

Mr Roshin Mathew

President - Engineering, Brigade Group

Dr Bose K Nair

Vice President – World Trade Centre Bangalore

### Meeting Summary:

- Queensland delegates participating in the Urban Infrastructure stream of my business mission to India joined me for this meeting.
- A briefing was received on property development projects that the Brigade Group is planning to undertake in India and internationally. This enabled the delegates and I to better understand the opportunities and challenges the Brigade Group face in delivering projects in India.
- The Queensland delegates promoted their capabilities and experience delivering services to major private infrastructure projects in Australia and overseas. This resulted in a discussion on the potential for Queensland companies and Brigade Group to collaborate on projects in India or internationally.
- I congratulated the Brigade Group on the recent launch of their Smart City Project called Brigade Orchards.
- It was noted that Queensland has an enviable track record in developing smart and liveable cities and boasts Greater Springfield, the only fully master planned city in Australia since Canberra in 1912.
- I promoted Queensland's unique expertise in design and services for urban design and implementation of projects, including tropical and subtropical designing suitable for the climatic conditions in India.
- I discussed the integration of public transport into the development planning process in India, providing examples of how this has been undertaken in Queensland.
- Insights from Brigade Group were welcomed on how Queensland could address its major infrastructure needs, particularly given its status as one of India's premier construction companies.

## **Meeting and Site Visit to Ferra Engineering – Bangalore**

**Date:** Wednesday, 25 November 2015

### **Attendees**

Mr Kumar Subramaniam                      Managing Director

### **Site Visit Summary:**

- The site visit and meeting was an opportunity to receive a brief on Ferra Engineering's strategic decision to establish a manufacturing plant in Bangalore, the outcomes so far and plans for the future. I also received a tour of Ferra's plant in Bangalore.
- I congratulated Ferra on establishing its India base in Bangalore and gained an understanding of Ferra's future direction, and how the company plans to use its Bangalore base to win new contracts and service international markets.
- Ferra was also congratulated on winning the Business Services Award at the 2015 Premier of Queensland's Export Awards and it was noted they are a finalist for the Australian National Export Awards in Melbourne on Friday, 27 November.
- It was noted that India currently imports about 70% of its defence needs and has implemented an 'Indian defence industry offset policy', the intent of which is to achieve technology transfer and encourage defence equipment manufacturing in India. Ferra plans to access the defence offset program and be a dominant player in India after the Indian multi-billion offset contracts kick-in.
- Following the meeting, I received a tour of the Ferra manufacturing plant, meeting staff and watching components being manufactured. The main components manufactured at this plant include small components for commercial aircraft.

## Meeting with Biocon Limited – Bangalore

**Date:** Thursday, 26 November 2015

### Attendees

Dr Kiran Mazumdar-Shaw                      Chair and Managing Director, Biocon Ltd,  
Non-Executive Chair, Association of Biotechnology Led  
Enterprises (ABLE)

Dr Narendra Chirmule                      Senior Vice President R&D, Biocon

### Meeting Summary:

- The purpose of the meeting was to reiterate the Queensland Government's commitment to science and innovation and to highlight Queensland's strong existing collaborative science relationship with India.
- An understanding of Biocon's future business plans was gained and potential collaborative opportunities between Biocon and Queensland's life sciences sector were explored.
- I discussed opportunities with Dr Mazumdar-Shaw regarding previous suggestions which included Queensland developing a life sciences incubator based at QIMRB and the establishment of a "start-up" fund between Queensland and India, potentially linked to a renewed new Memorandum of Understanding (MOU). It was noted that Queensland has maintained active science relationships with India over many years. The Queensland Government had an MOU with the Indian Government's Department of Biotechnology in the Ministry of Science and Technology from 2008 to 2013.
- I highlighted the strength of Queensland's life sciences including its capability in clinical trials. Dr Mazumdar-Shaw suggested Queensland may wish to explore potential partnership opportunities in the area of neuroscience research, particularly between the Queensland Brain Institute and the National Centre for Biological Research in Bangalore. I will raise this with the Minister for Science and Innovation to request her agency explore this opportunity in further detail.
- We discussed the value of developing a new science agreement between the Queensland and Indian Governments. Dr Mazumdar-Shaw suggested Queensland explores an MOU with the Karnataka Department of Information Technology, Biotechnology, Science and Innovation. She believed an MOU at the state level, that is very focused on specific areas of collaboration and includes a detailed action plan, would be an appropriate precursor to renewing an agreement between the Queensland and Indian Governments.
- Dr Mazumdar-Shaw encouraged the development of a Bangalore-Brisbane Technology Corridor to facilitate bilateral trade missions, encourage collaboration and facilitate start-ups in each location. This is an initiative I will discuss with the Minister for Science and Innovation to request her agency explore the merit of such an initiative.
- The deepening relationship between Biocon and QIMR Berghofer Institute of Medical Research (QIMRB), one of Queensland's leading research institutes was supported.

## Meeting with Infosys – Bangalore

**Date:** Thursday, 25 November 2015

### Attendees

Mr Binod Hampapur,	Executive Vice President, Global Head – Technology and Talent Operations
Mr A Radhakrishnan	Chief Operating Officer, Infosys BPO Ltd
Mr Allen Koehn	General Manager – Public Sector, Infosys Australia
Mr Shaji Mathew	Senior Vice President, Global Head Delivery Financial Services and Head – Mysore Centre
Mr Kevin Howard	Manager – Facilities

### Meeting Summary:

- The purpose of this meeting was to strengthen the Queensland Government's relationship with Infosys, a global leader in the "next generation" of IT and consulting services. Infosys provided an overview on their operations and major projects they are undertaking for the Indian Government.
- I promoted Queensland Government's major policy platform, Advance Queensland, which aims to position Queensland as a leading knowledge-based economy.
- It was also highlighted that Advance Queensland is a comprehensive suite of programs to create knowledge-based jobs, drive productivity improvements and help position the state as an attractive investment destination with a strong innovation and entrepreneurial culture.
- At the meeting I conveyed Queensland's commitment to an active relationship with Infosys across a number of collaborative projects, ranging from enhanced professional capability development, across projects in two regions and further investment in Queensland
- I received an update on Infosys's engagement with Queensland University of Technology (QUT), noting their collaboration on the Centre for Emerging Technology Solutions, and further expansion plans in Queensland. Prof Sheel Nuna from QUT attended the meeting and provided an overview on areas of cooperation between QUT and Infosys.
- I encouraged Infosys to explore further training and development opportunities with QUT. Potential areas of collaboration with QUT are in Robotics & Automation, Machine Learning and Artificial Intelligence.
- I promoted Queensland's capabilities to provide new technology-driven solutions, platform technologies, niche products and R&D services to support Indian IT companies to expand and invest in moving up the value chain.
- Following the meeting, I was given a short tour of the Infosys campus.

## Meeting with Flipkart Internet Pvt Ltd – Bangalore

**Date:** Thursday, 25 November 2015

### Attendees

Mr Pramodh Lakshminarayan      Senior Manager, Strategic Global Alliances

Mr Ron Tong                              Chief Executive Officer Asia, Lorna Jane

### Meeting Summary:

- At this meeting I received a brief from Flipkart on their evolution, success to date and vision for the future in the context of India's rapidly growing e-commerce sector.
- It was noted that mobile shopping in India has grown over 100% in the last two years. The Indian online retail market is expected to reach US\$70 billion by 2020, making it one of the fastest growing markets in Asia.
- In 2014, Flipkart had \$5 Billion gross sales and 50 million registered users, growing at 30% per month. They have over 60% of India's total online retail market.
- Flipkart were congratulated on their significant growth and success to become India's leading e-commerce company and their recent "Billion Dollar Sale".
- I acknowledged the growth and importance of e-commerce through rapid advances in technology and fulfilment (warehousing and delivery services), and Flipkart's influential role globally as India's largest e-commerce company.
- Flipkart informed me on how it procures products from overseas and whether it has any aspirations to establish a procurement office or other operations in Australia.
- At the meeting I received an update on Flipkart's plans to partner with Queensland company Lorna Jane. Mr Ron Tong, CEO Asia from Lorna Jane was visiting to meet with potential distributors and discuss specifics to progress its entry into the India market with Flipkart.
- I invited Mr Lakshminarayan to visit Queensland to meet with other potential suppliers for Flipkart, including processed food and beverage suppliers.



## Media – International

### Queensland strengthen trade mission to various countries

Jakarta Globe, Indonesia

[Corporate Updates](#) | on 6:58 PM November 23, 2015

*Indonesia is a multifaceted business environment and the sector - specific networking events will raise the understanding of doing business in Indonesia and enhance existing relationships with Indonesian businesses. Minister for Trade and Investment will leading an Australian Government Trade, education, tourism and investment mission to Indonesia from 17 – 20 November 2015.*

The Deputy Premier and Minister for Trade Jackie Trad will head to Indonesia, Singapore and India next week to promote Queensland's expertise in vocational education and training, urban planning and design, transport systems and knowledge industries.

"The Palaszczuk Government is about generating jobs and economic growth for Queensland and there's no better way to do this than to showcase our trade and investment credentials in key overseas markets. In Jakarta, I will be part of the inaugural Indonesia Australia Business Week (IABW) this will be the largest promotional initiative in Indonesia and my involvement signifies the importance Queensland places on further strengthening business partnerships with Indonesia". Trad Said.

On the trip to Jakarta will be more than 70 delegates from Queensland, the third-largest business delegation out of 320 Australian delegates. During this trade mission, Queensland will be participating in the IABW's infrastructure program, which is focussing on urban sustainability and transport connectivity. In Singapore, Queensland will be strengthening Queensland's cultural relationships, as well as promoting Queensland as an attractive investment destination.

"While attending the North Queensland Economic Summit held in Cairns recently, it was evident to me there is a real interest in businesses wanting to invest in Queensland as well as local businesses keen to export their high quality products internationally." Trad said.

According to Trad, she will then lead more than 10 Queensland companies to India – one of Queensland's most important trading partners – to discuss opportunities arising from India's remarkable economic growth and increasing prosperity. She said that this mission further highlights the Palaszczuk Government's commitment to promoting Queensland's world-leading expertise in these and other industry sectors, to the rest of the world.

"Trade means jobs, and the Palaszczuk Government will continue to support Queensland businesses to grow and export to the world-because our state boasts great products, bright ideas, talented people and a trusted operating environment, and we are committed to showcasing this to deliver more jobs for Queenslanders," Ms Trad said.

(Source: <http://jakartaglobe.beritasatu.com/press-release/quennsland-strengthen-trade-mission-various-countries/>)

## **Media - Australia**

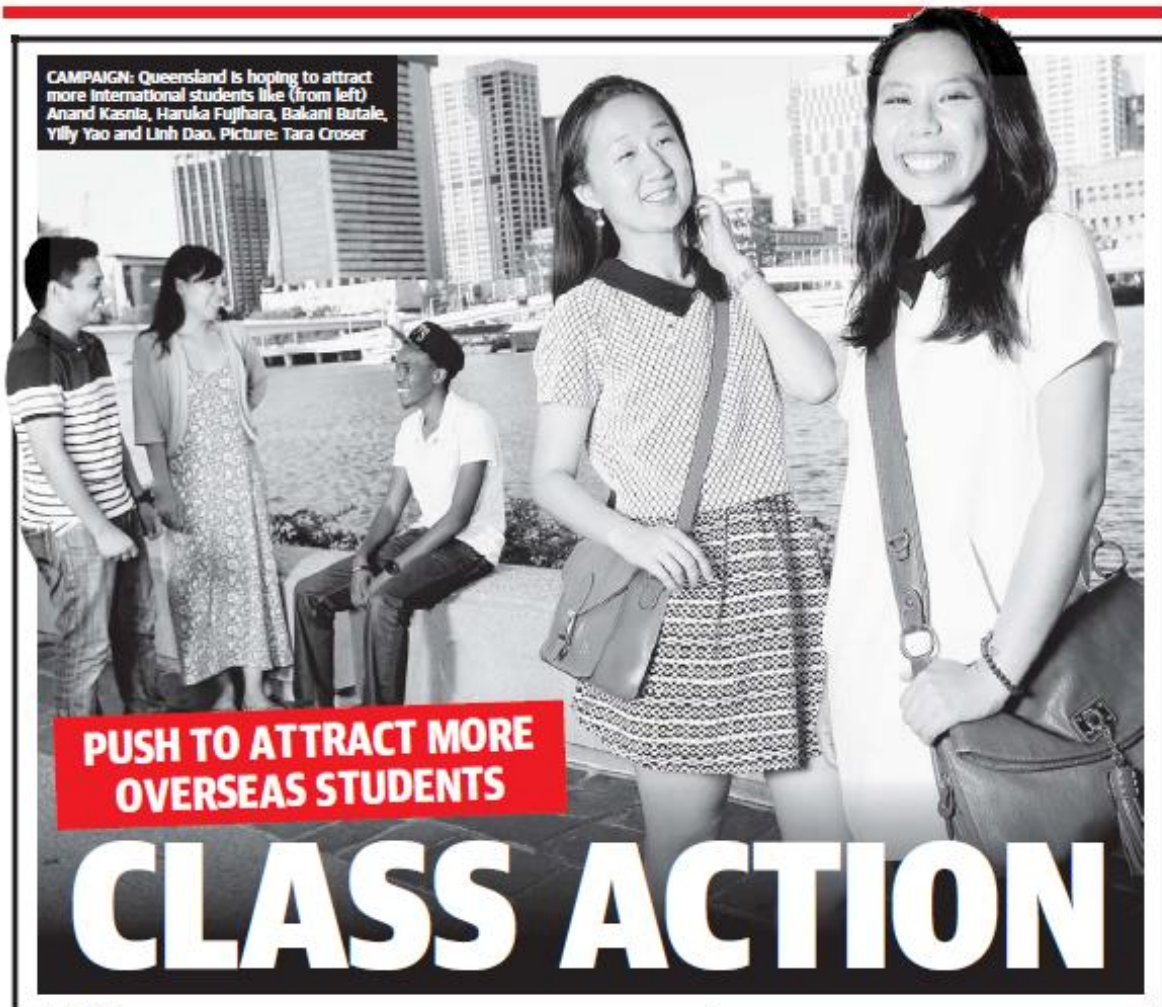


20 Nov 2015  
Courier Mail, Brisbane

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**CAMPAIGN:** Queensland is hoping to attract more international students like (from left) Anand Kasnia, Haruka Fujihara, Bakani Butale, Yilly Yao and Linh Dao. Picture: Tara Croser

**JASON TIN**

THE State Government will ramp up its efforts to secure a bigger slice of the lucrative international student market, with Trade Minister Jackie Trad warning Queensland

needs to "lift our game".

Ms Trad said Queensland was falling behind other states such as NSW and Victoria, which were dominating the international education space.

**CAMPAIGN:** Queensland is hoping to attract more international students like (from left) Anand Kasnia, Haruka Fujihara, Bakani Butale, Yilly Yao and Linh Dao. Picture: Tara Croser



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The Courier-Mail can reveal the state is developing a strategy to boost Queensland's \$2.5 billion international student industry, which supports 25,000 jobs.

An expert reference group has been established to determine the best way for Queensland to gain ground on its interstate competitors.

Ms Trad said a major university had already been engaged to perform research and analytics to guide the group, which she hoped would set Queensland up for the next five years.

Increased funding for marketing the state's educational institutions abroad is already being considered, as is a unified state-led approach to attracting students.

"Right now, every institution is going out and catch-

ing and killing their own, rather than the Government leading a focused strategy that's actually going to benefit the state as a whole," Ms Trad said.

The Deputy Premier – who has this week visited Indonesia on a trade mission – said Queensland was falling behind the nation in terms of growth in the sector, with public vocational education and training enrolments experiencing a drop of more than 7 per cent during the first six months of the year. The national average was a 4.8 per cent increase.

Australia's average higher education growth rate was 8.8 per cent – more than double that of Queensland's at 3.9 per cent.

Ms Trad said the feedback during her trade mission was that a lack of promotion has greatly contributed to Queensland's "withdrawal" from the market during recent years.

She said Queensland had much to offer students but the message was not getting

through overseas.

The State Government is particularly looking at targeting Indonesian international students as part of its drive to boost numbers.

"In terms of Indonesian university students who go abroad to study, there are a lot that leave Indonesia, but we are not securing a good amount, a healthy proportion, of that cohort," Ms Trad said.

Chinese international student Yilly Yao has just finished a graduate diploma of education at Griffith University and said one of the reasons she chose to study in Queensland was because of its natural assets. "I just thought that in Queensland the scenery is very beautiful and the location is great – I can go to all sorts of tourist attractions," she said.

#### LEARNING CURVE

**97,924**

Queensland's international student enrolments in 2014

**25,000**

Number of jobs the industry supports

**\$2.5bn**

Value of international student industry to Queensland

#### GROWTH RATES

Higher education enrolments

Queensland National

3.9%

8.8%

Vocational Education and Training enrolments (VET)

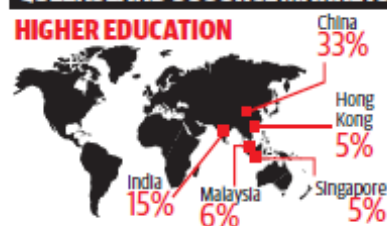
Queensland National

7.7%

4.8%

#### QUEENSLAND'S SOURCE MARKETS

##### HIGHER EDUCATION



Top three fields of study: Business and Management (42%), Engineering and Related Tech (19%), Management and Commerce (10%).

##### VET ENROLMENTS



Top three fields of study: Business and Management (48%), Management and Commerce (12%), Food and Hospitality (10%).  
 \*All data relates to year-to-date data Jan 2015