

New Zealand-Australia Investment Forum

Open for Business

Investment Opportunities in the Australasian Region

Hosted by

***New Zealand
TRADE & ENTERPRISE*** 

***10-11 March, 2010
Auckland
New Zealand***

In Partnership with



***Australian Government
Australian Trade Commission***



Welcome



New Zealand and Australia have weathered the global financial crisis remarkably well and are 'open for business'. Hosted by New Zealand Trade and Enterprise and supported by Austrade, this results-focused conference will provide you with a chance to explore the exciting new investment opportunities both countries have to offer.

You will be given a unique chance to accelerate investment relationships, build your investment pipeline, and hear from some of the region's top corporate leaders. You can discuss the issues facing Australasia in this new international economic environment and find out first hand where some of the new investment opportunities are.

This conference will bring together New Zealand and Australian companies seeking investment, corporate leaders from around the world, senior government officials, opinion makers from academia and media.

This event is designed to maximise your connections and to help you meet the right people. You will hear presentations from some of the world's most successful corporates; take part in stimulating panel discussions, and attend networking events and streamed sessions.

New Zealand and Australia are both very desirable investment destinations. Modern, open economies, they offer astute investors diverse and exciting opportunities across a range of world-class sectors. The breadth and depth of this conference will be very rewarding for you.

Programme Wednesday 10 March 2010

0800	Registration and coffee
0845	Mihimihi (Maori Welcome)
0900	Opening Remarks from the Chair
0905	Address from the Prime Minister of New Zealand (tbc)
0920	Financial Outlook – Prospects and Opportunities for International Investors Economic growth agenda
1030	Morning coffee
1050	Easing Investment Regulations to Strengthen Trans-Tasman and Global Investment Trade and investment between New Zealand and Australia is significant and the respective governments have made regulatory changes to ensure further growth. These reforms will benefit New Zealand and Australian investors by reducing the burden of red tape and increasing investor thresholds, but they will be beneficial to international investors as well.
11.20	Panel Discussion: A Conversation for Investors with the Market Regulators
1200	Panel Discussion: The Trans-Tasman Value Proposition – Trusted Economies Aligned with the Future – a Look at what the Future Holds for New Zealand and Australia <ul style="list-style-type: none">• New Zealand and Australia’s global competitiveness rankings – safety and security for investors• What are the emerging areas of competitive strength and sectors of comparative advantage of the Australasian economies?• The carbon constrained economy – why New Zealand and Australia are uniquely placed to take advantage of it?• Where are the future market opportunities for New Zealand and Australia – trusted brands and trusted economies, will this last?• A secure gateway to Asia through an empowered trade architecture• Population, employment, education – scenarios for the future and the impact on investment
1300	Networking Lunch
1400	Streamed Sessions (Afternoon tea break at 1530) Stream A Investment in Energy, Renewable Energy, Clean technology and Minerals Both the New Zealand and Australian governments are investing heavily to secure their energy futures. This includes projects in renewable energy, carbon capture and clean technology. Oil, gas and coal continue to be very important sectors with new exploration and development being encouraged by government. Similarly the demand for minerals has continued and the markets poised to expand. <ul style="list-style-type: none">• Clean technology innovation – where are the growth prospects?• Renewable Energy – where are the investment opportunities – wind, hydro, geothermal, solar or tidal?• Energy production and pricing under the new carbon regime• Oil and Gas Exploration and Development – securing energy supply for the future• Consolidation of the minerals sector – mergers, acquisitions and international partners



Stream B

Stimulating Investment in Major Infrastructure Projects – Developing a Co-ordinated Regional Approach

Inadequate infrastructure is consistently ranked by the investment and business community as the single most problematic factor to doing business internationally. Both the New Zealand and Australian governments are undertaking massive investments in infrastructure – water, roads, rail, electricity, broadband and so on. They have recognised that now is exactly the right time to invest for growth. A key priority is to develop best practice in public procurement processes and maximise collaboration between the public and private sectors.

- Fixing the backlog of projects – where are the opportunities for investors?
- How will government encourage private sector investment - Public Private Partnerships, EPCM and other models
- Case Study: How a MNC works with local companies - the prime/subcontractor relationship
- Opportunities to participate in social infrastructure – hospitals, school, universities and prisons
- Tourism – identifying opportunities in a dynamic global economy
- How tourism and major events can support investment in infrastructure projects and other opportunities

Stream C

High-tech Manufacturing in New Zealand and Australia

New Zealand and Australia are more than just suppliers of resource commodities. They have a robust and thriving high-tech manufacturing sector that has become important for both economies. Manufacturers of pharmaceuticals, semiconductors, telecommunications equipment, navigational equipment, computers and electronics, aerospace, medical devices and other related products are all included in the definition of the high-tech sector.

- Strategies to harness and foster the growth of the high tech manufacturing sector
- Stimulating investment in the high tech sector
- Case Study: Internationalisation and growth of a High Tech Manufacturer through a successful investment strategy

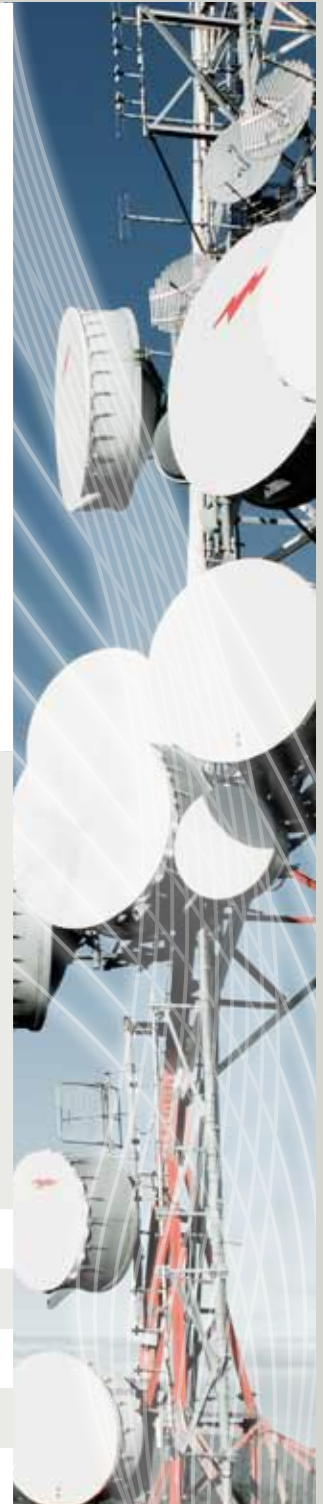
1730 Close of Day One

1830 **Pre-Dinner Drinks and Networking**

1855 Welcome

1900 **Dinner**

2100 Close



Programme Thursday 11 March 2010

0900	Opening Remarks from the Chair
0905	Keynote Panel: An Investors Point of View - What makes an investment opportunity attractive? Specific session from Chinese, Indian and US investors on what they want from us i.e. Australia and New Zealand in terms of investment opportunities
1005	The Vision on Fibre – Linking the New Zealand and Australian Economies to the Rest of the World <ul style="list-style-type: none">• Changing from copper to cable• Connecting communities locally, globally• Boosting productivity – business at 100mb/second
1045	Morning Coffee
1100	Entrepreneurship and Growth in the New Zealand and Australian ICT sector <ul style="list-style-type: none">• Increasing overall economic efficiency through a globally competitive ICT infrastructure• How ICT can support new organisational forms – reducing the effects of distance, time and location• International spill-overs and linkages – examples of ICT initiatives and their potential application to a global market
1140	Building Investment Partnerships with Indigenous Owners <ul style="list-style-type: none">• Case Study: NZ Iwi – Managing treaty settlements as a major economic force• Case Study: Connecting and working with customary owners – how business can operate successfully in these communities and protect their investment• Using Auckland as an investment gateway to the Pacific Island nations
1230	Networking Lunch
1330	Streamed Sessions (Afternoon tea break at 1530) Stream A: Investment in Sustainable Agriculture, Food and Beverage Production New Zealand and Australia are internationally recognised for their agricultural efficiency and quality food and beverage production. The global requirement for protein is dramatically increasing due to rising demand from emerging economies. High quality, safe food that has been produced in a sustainable manner will fetch a premium price. New Zealand and Australia have achieved a competitive advantage through investment in smart innovative food technology, new plant and animal varieties, and research and development. This session will explore areas of opportunity for those organisations funding or investing in the agribusiness, food and beverage sectors. <ul style="list-style-type: none">• 10 – 15 year outlook for the New Zealand and Australian agricultural sectors - water, climate change and sustainability - the impact on food and beverage production• Traceability, security of supply and investment risk• Consolidation of the agricultural industries – mergers and acquisitions in the rural sector• Case Study: Investing in agricultural innovation and IP to grow behind borders - developing new crops demanded by international markets• Case Study: Adding value to commodities – increasing the appeal for investors• Commercialisation of new marine farms in New Zealand and Australian waters



Stream B

Growing the Financial Services Sector in New Zealand and Australia

The Australian and New Zealand financial services sector managed to survive the global economic crisis reasonably well. Of the world's top 100 banks only eight have a rating of AA or better; and four of these are Australian. Companies seeking growth funding present new opportunities for private equity, high net worth investors and banks. There are many challenges related to this economic cycle but there are opportunities as well.

- Funding strategies to attract international investors – safety, security and opportunity
- Where are the capital deficits and capital constraints?
- Managing the growth and expectations of private capital and private businesses
- The role of the markets in ensuring funding is available for expansion, MandA
- Is there an opportunity to introduce new financial products and services to this market?
- The role of the ASX and NZX
- Creating a financial regulatory system that attracts global capital

Stream C

The Square Kilometre Array Project – Australian and New Zealand Collaboration in Action – New Investment Opportunities Created Through Advances in Technology

The SKA is one of the 21st century's biggest and most ambitious science ventures.

The technological and engineering challenges SKA presents are huge and both countries are committed to supporting SKA-related industry opportunities and promoting the relevant capabilities of New Zealand and Australian industry. Groundbreaking innovation in a number of areas such as high performance computing, remote sustainable energy delivery, new systems design and imaging will be required to deliver the project.

- Benefits to trans-Tasman businesses and the economy of winning the project
- Industries and sectors likely to benefit – IT, Communications, Energy, Science, Education
- Spill-over benefits of major projects



1700

Close of Conference

Sponsorship Opportunities:

There are a limited number of events/items to sponsor at the conference. Should your company be interested in a sponsoring this event, please feel free to contact us to discuss your preferences and or ask for a sponsorship pack.

Please contact **Felicity Merrington** +64 9 354 9047 or **Steven Cronshaw** +61 2 9234 2712.

Registration details

Registration fees

Early bird registration	\$995 (available until 31 January 2010)
Registration fee	\$1495
WAIPA members	\$495

Registration fees are in New Zealand dollars, per person and are inclusive of GST (Goods and Services fee of 12.5 percent).

The conference fee includes:

- attendance at all sessions
- conference folder and contents
- morning and afternoon teas
- luncheons
- drinks and dinner function

Please note that the number of delegate places available at this conference is limited. We recommend you register early to avoid disappointment.

To register

Via the internet

Visit www.investmentnz.govt.nz/investmentforum to register online.

Payment by credit card (secure transmission facilities provided)

By mail or fax

Email investmentforum@tcc.co.nz for a registration form

The Conference Company
PO Box 90040
Auckland 1142
New Zealand
Fax +64 9 360 1242

Payment can be made by cheque payable to The Conference Company

To register for the New Zealand-Australia Investment Forum, please complete the registration form either online or in hard copy and keep a copy for your records. Your registration fee must accompany the completed registration form. Payment can be made by a cheque or credit card (American Express, Diners, Visa or Mastercard). Registrations will be accepted by facsimile for those paying by credit card. Confirmation of your registration and a tax invoice will be sent upon receipt of your forms and fees.

Completed registration forms and fees should be sent to The Conference Company and confirmation of your registration and a tax invoice will be sent upon receipt of your form and fees.

Cancellation

Should you need to cancel your registration for any reason, you may reassign your registration to another person. Please notify The Conference Company of the replacement delegate's name and contact details.

Tel: +64 9 360 1240

Fax: +64 9 360 1242

Email: investmentforum@tcc.co.nz

If you are unable to arrange a replacement, a refund (the full conference fee less an administration charge of NZ\$75) will be made, providing notification is received by 29 January 2010. After that date, no refunds will be made.

If, for reasons beyond the control of New Zealand Trade and Enterprise, the conference is cancelled, registration fees will be refunded after the deduction of expenses already incurred.

Conference venue

The New Zealand-Australia Investment Forum will be held at the Hyatt Regency Auckland. The Hyatt Regent Auckland is a 5-star luxury hotel situated in the historic part of Auckland. It enjoys stunning views of Auckland harbour and parks and is located just a few minutes walk from the central city shops and business district. It is within easy access of Auckland attractions and a 40 minute drive from the international airport.

Host city

Auckland is the largest city in New Zealand and the main gateway to the country. Its blend of harbour, islands, Polynesian culture and modern city environment has created a lifestyle ranked amongst the best in the world.

It is a cosmopolitan city, offering visitors world class shopping, restaurants and a vibrant nightlife. It is a short drive away to beautiful beaches, rainforests, wineries, golf and sailing.

For more information on Auckland, visit www.aucklandnz.com

Accommodation

Accommodation block bookings have been made at the Hyatt Regency Auckland and the adjacent Quadrant Hotel. Special rates (GST inclusive) have been negotiated which are equal to, if not better than, corporate rates. Room rates do not include breakfast.

Hyatt Regency Auckland

All rooms have a mini bar, double glazed windows and access to high speed internet. Deluxe Rooms have a kitchenette and one bedroom suites have a full kitchen. Guest facilities include a heated 25-metre lap pool, sauna, steam room, the latest fitness equipment, a full-day spa, café, lobby bar and garden bar. The hotel is close to many of the city's finest restaurants and bars. Valet parking is available.

Room rates – Hyatt Regency Auckland

Residence King Suite, Single or Double
NZ \$255 per night

Residence Deluxe King Suite, Single or Double
NZ \$300 per night

View King Room
NZ \$175 per night

The Quadrant

The Quadrant is adjacent to the Hyatt Regency Hotel in Waterloo Quadrant. All apartments have full kitchen facilities, wireless internet access, iron and ironing board and a hairdryer. The one and two bedroom apartments have a separate lounge area.

Room rates - The Quadrant

One Bedroom Apartment
NZ\$180

Making a reservation

Bookings should be made with the conference organiser, The Conference Company, at time of registration by Friday 5 February 2010. After that date no guarantee can be made that rooms will be available. To secure your reservation payment of one night's room rate by cheque is required, or you may supply your credit card details to guarantee the booking.

Changing your reservation

Please advise The Conference Company of any change to a reservation rather than contacting the venue direct.

Telephone: +64 9 360 1240
Email: investmentforum@tcc.co.nz
Fax: +64 9 360 1242

Cancelling your reservation

If you cancel your accommodation booking prior to 5 February 2010 your accommodation deposit will be refunded in full. After that date, refunds may be subject to cancellation charges levied by the hotel.

Early access

If you have an early morning arrival and require an early check-in, you will need to reserve your room for the previous night.



Contacts

Conference host



New Zealand Trade and Enterprise (NZTE) is the Government's national economic development agency. Our job is to lift New Zealand's economic performance by helping more New Zealand businesses to grow and compete internationally. Our services are tailored to business needs and include programmes to build international contacts, improve performance and provide access to capital and investment. We are a global organisation and our overseas networks provide the international connections businesses need to grow internationally and to attract investment into New Zealand. In 2008 we were judged 'best of the best' at the World Trade Promotion Organisation Awards.

Visit www.nzte.govt.nz for more information.

Visit www.newzealand.com or www.investmentnz.govt.nz to find out about business and investment opportunities in New Zealand.

Visit www.investmentnz.govt.nz/investmentforum to find out more about the New Zealand-Australia Investment Forum.



Australian Government
Australian Trade Commission

In partnership with

The Australian Trade Commission (Austrade) is the Australian Government's investment and trade agency. With offices in more than 100 locations in over 55 countries and throughout Australia, Austrade provides international businesses with a single, integrated point-of-contact for all investment and trade inquiries.

Working in partnership with business and government, Austrade can provide companies with the information needed to establish or expand a business internationally. Austrade can also help by connecting business to the right industry and government contacts and provide information on government assistance programs.

Austrade's investment specialists can help companies by identifying potential projects and strategic alliance partners, and providing advice on the investment approval process. Austrade offers free, comprehensive and confidential assistance that saves businesses time and money when making the right investment decisions.

Conference organiser

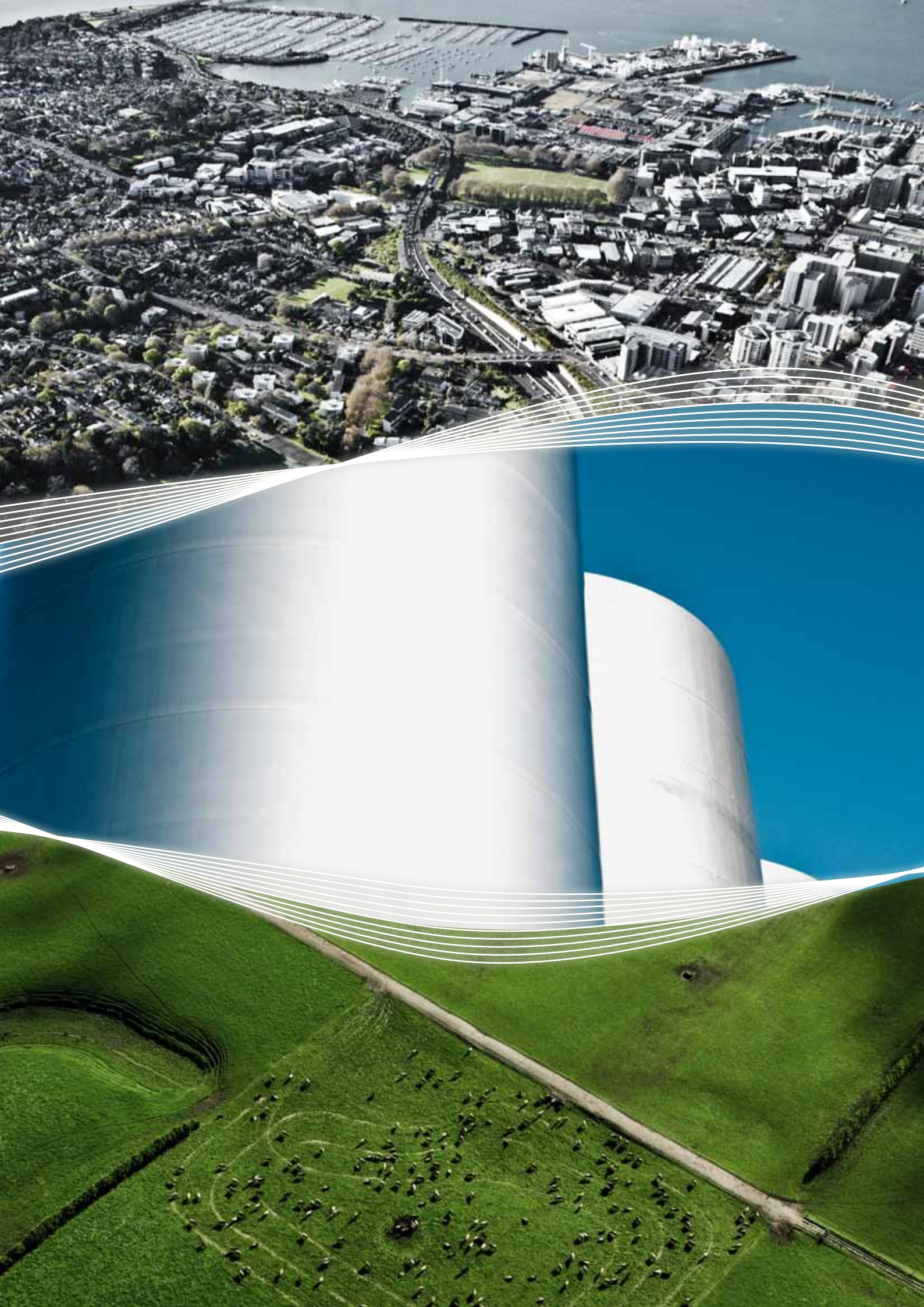
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