

Japan–Australia Infrastructure Networking Meeting

Aims

- ✓ Facilitate networking between **Australian businesses and Japanese firms seeking Australian infrastructure opportunities with the view of forming consortia.**
- ✓ Help Japanese firms link with the **high-level JP-AU government meeting to be held later in 2016.**

Proceedings

Held 27–28 July 2016, chiefly at Embassy of Japan (including residence)

1. **Pre-dinner** held in central Canberra
2. Networking/presentations from Japanese and Australian firms at **main meeting**
3. **Networking lunch** at Ambassador's residence (Speech by Mr Bob Seidler, AJBCC Chairman)
4. **One-to-one meetings** with companies held on request

Outcomes

- ✓ **Main meeting/networking lunch**
 - Attendees: 121 (68 from Australia, 53 from Japan)
 - Businesses: 73 (39 from Australia, 34 from Japan)
- ✓ **One-on-one meetings**
 - No of meetings: 79
 - No of firms involved: 56 (24 from Australia, 32 from Japan)

- ✓ **Japanese businesses not established in Australia** attended.
- ✓ Embassy arranged for Japanese businesses to participate in one-on-one meetings with Australian firms and government. **More than 90 per cent of Japanese businesses in attendance participated in these meetings.**

Presenters to the main meeting

Keynote speakers

- Mr Andrew Constance, NSW Minister for Transport and Infrastructure.
- Mr Alex Foulds, Executive Director, Department of Infrastructure and Regional Development.
- Mr Bob Seidler, Chairman, Australia Japan Business Co-operation Committee

Presentations by Japanese firms: “Business Portfolio”

- JFE Steel • Hitachi • Mitsubishi Electric • Mitsubishi Heavy Industries • Nippon Steel • Sumitomo Metal Corporation • Obayashi Corporation

Presentations by Australian firms: *The Australian Market and Projects*

- Deloitte: *Service provision and operators in infrastructure delivery*
- EY: *Entering the infrastructure market in Australia*
- PWC: *Market-led proposal*
- NSW Government: *NSW infrastructure projects*

JP firms

(manufacturers, builders, housing/urban development, transport, infrastructure)

AU firms

(Sponsors, builders, banks/super funds, accounting/legal firms)

Govt & related

(Federal, state and territory AJBCC, etc.)



Address by Ambassador Kusaka



Address by Japanese business



Address by Minister Constance