



AUSTRALIA - KOREA
BUSINESS COUNCIL



AKBC/KABC 38TH JOINT MEETING

12TH-14TH NOVEMBER 2017

BRISBANE, AUSTRALIA



OVERVIEW



The annual Joint Meeting between the Australia-Korea Business Council (AKBC) and the Korea-Australia Business Council (KABC) has a proud 37-year history and is the premier business event in the Australia-Korea corridor.

The Joint Meeting is widely regarded by senior decision makers and key influencers from industry, government and academia involved in Australia-Korea business as the one event in the year not to be missed.

Key outcomes achieved in the last 10 months arising from the 37th Joint Meeting held in Korea last year include more than A\$1.15 billion in new investment, a number of new services sector exports and new Australian office openings by two large Korean corporates.

Key reasons why delegates attend the Joint Meeting include:

- Understand the latest trends and key developments in the Australia-Korea corridor
- Learn about the evolving and new emerging business opportunities in the corridor
- Shape and influence policy relating to trade and investment between both countries
- Build and strengthen their personal and professional networks
- Identify, initiate and advance export and investment deals.

Pictured: Hon Mark Vaile AO (AKBC Chairman)
and Kwon Oh Joon (KABC Chairman)

Each year the host location for the Joint Meeting alternates between Australia and Korea. In 2017, it is AKBC's responsibility to host the Joint Meeting in Australia. AKBC is delighted to announce the 38th Joint Meeting of the Australia-Korea Business Councils which will take place in Brisbane, Australia from 12-14 November 2017, carry the theme 'Creating a New Era of Growth: Stronger Together' and focus on:

- Strategic & institutional investment
- Energy, resources & infrastructure
- Fourth industrial revolution
- Food, agricultural and nutraceutical opportunities.

The success of the Joint Meeting is underpinned by its high profile speakers and high quality delegates, which makes it the most effective platform for delegates to get informed, be known, be heard and do deals.

In 2017, the 38th Joint Meeting is expected to attract 200 delegates from Australia and Korea. Mr Kwon Oh-Joon, Chairman of KABC and Chairman of POSCO (Australia's single largest customer) will lead a delegation of ~70 senior delegates from Korea to Australia. The Hon. Mark Vaile AO, Chairman of AKBC and Chairman of Whitehaven Coal will lead the Australian delegation of ~130 senior delegates.

AKBC looks forward to working closely with you to ensure the 38th Joint Meeting of the Australia-Korea Business Councils is the most successful ever.

AT A GLANCE 38TH JOINT MEETING (2017)

Dates:	12-14 November 2017
Location:	Brisbane, Queensland, Australia
Venues:	Hilton Hotel (Joint Meeting) Queensland Art Gallery (Welcome Dinner) The Startup Precinct (Startup & Innovation Session)
Delegates:	200 delegates: Australian (130) and Korean (70) Senior decision makers and key influencers Representation from industry, government and academia
Theme:	Creating a New Era of Growth: Stronger Together!
Keynote speeches:	The Hon. Stephen Ciobo, MP, Minister for Trade, Tourism and Investment (TBC) Mr Kim Hyun-Chong, Minister for Trade, Industry and Energy, Republic of Korea (TBC)
Focus areas:	Strategic & institutional investment Energy, resources & infrastructure Fourth industrial revolution Food, agricultural and nutraceutical opportunities.

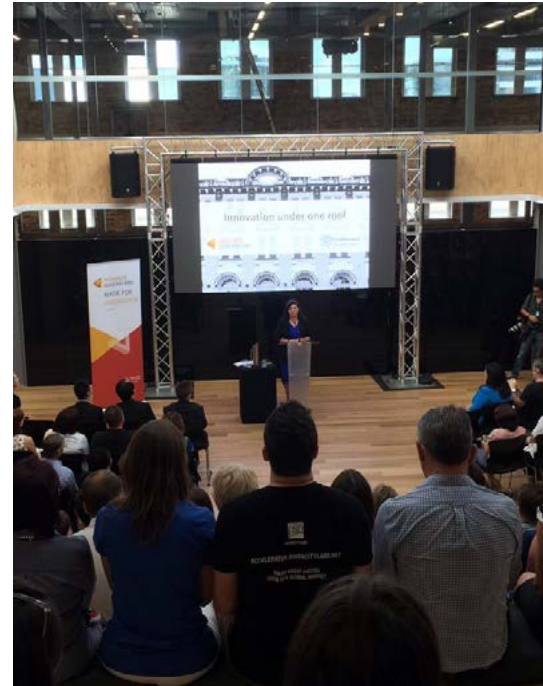


OBJECTIVES

38TH JOINT MEETING (2017)

The key objectives for the 38th Australia-Korea Business Councils Joint Meeting include:

- Generate new trade and investment outcomes between Australia and Korea
- Inspire delegates by profiling interesting and successful case studies from businesses in the Queensland-Korea corridor
- Inform delegates of the new emerging opportunities in the Australia-Korea corridor
- Assist delegates understand how to capitalise on these opportunities
- Develop new business partnerships and R&D collaborations between Australia and Korea, while strengthening existing relationships
- Create a platform for constructive dialogue on the challenges in doing business and investing in Australia and Korea
- Shape and influence government policies relating to trade and investment between Australia and Korea
- Maximise the potential of the Australia-Korea business bilateral relationship
- Deliver the best Joint Meeting in terms of quality of speakers, quality of delegates, quality of interactions, quality of venues and quality of outcomes
- Create a legacy of the 38th Joint Meeting through a meaningful Joint Statement



KEYNOTE SPEECHES FROM BOTH MINISTERS FOR TRADE & INVESTMENT (TBC)

It is an established tradition at the Joint Meeting that Ministers (typically responsible for the Trade and Investment or Foreign Policy portfolios) from both countries deliver the keynote speeches.

The 38th Joint Meeting is highly likely to be the draw card for the first visit to Australia by a Korean Minister from the new President Moon Jae-In Administration.

In 2017, AKBC has invited the Hon. Stephen Ciobo, MP, Minister for Trade, Tourism and Investment and Federal Member for Moncrieff (Queensland).

AKBC has also invited Minister Ciobo's counterpart from the Republic of Korea namely Mr Kim Hyun-Chong, Minister for Trade, Industry and Energy who was recently appointed on 4 August 2017. Minister Kim brings a wealth of experience and expertise in trade policies to his new role. He served as the Trade Minister at the Ministry of Foreign Affairs and Trade in 2004 and negotiated the Korea-U.S. Free Trade Agreement (FTA). He was the Korean Ambassador to the United Nations between 2007 and 2008. In his inauguration speech, Minister Kim highlighted that Korea has signed FTAs with 52 countries and has become one of the world's leaders in trade. He confirmed that his Ministry will proactively handle trade issues with new policies to promote Korean industries' expansion to the global market and foster future growth engines.

The 38th Joint Meeting will provide delegates with a unique opportunity to hear directly from Ministers from both countries as to their key policy priorities and the potential implications on the Australia-Korea bilateral business relationship.

This year's Joint Meeting will also provide the Ministers themselves a rare opportunity (if not the first opportunity) to meet in person and explore how Australia and Korea (as classic middle powers and like-minded allies in the region) may seek to elevate the status of the bilateral relationship.

Please note that the two Ministers have been invited, however they have not yet confirmed their attendance.



Pictured: Mr Kim Hyun-chong
and Hon. Stephen Ciobo MP

PROPOSED PROGRAM [Draft Only]

SUNDAY 12 NOVEMBER

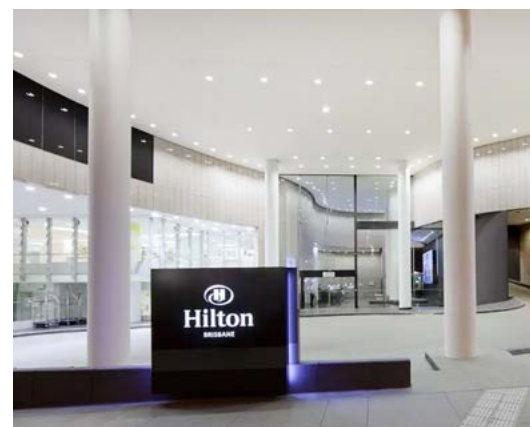
- **Option 1** – Brisbane Tourism experience including a visit to South Bank Parklands, Gallery of Modern Art, Mr Coot-tha and Lone Pine Koala Sanctuary.
- **Option 2** – Golf round at The Palms, Sanctuary Cove Golf & Country Club including lunch and a group putting lesson by Adam Scott’s putting coach, Mr Matthew Ballard

MONDAY 13 NOVEMBER

- **[Morning]** – Future Leaders Forum
- **[Lunch]** – Korean Corporate Cultural Intelligence Workshop (for Australian delegates only)
- **[Lunch]** – Briefing by the Korean Ambassador to Australia Woo Kyoung-ha (for Korean delegates only)
- **[Afternoon]** – Site visit to *The Startup Precinct* (which has River City Labs and CSIRO’s Data 61 as anchor tenants) with briefings from the Queensland Government’s Department of Science, IT and Innovation and River City Labs (founded by Steve Baxter from Australian TV series ‘Shark Tank’)
- **[Afternoon]** – 3rd Services Sector Promotion Forum (post KAFTA) co-hosted with DFAT at Hilton Hotel
- **All delegates** – Welcome Reception in the Aboriginal Art Exhibition at Queensland Art Gallery (QAG)
- **All delegates** – Welcome Dinner at QAG’s Watermall with a performance by Dami Im (TBC)

TUESDAY 14 NOVEMBER

- **Australian delegation** – Breakfast with briefing by the Australian Ambassador to Korea
- **All delegates** – Joint Meeting formal program (please refer below for further details)
- **All delegates** – Closing Cocktail Reception



JOINT MEETING FORMAL PROGRAM [Draft Only]

TUESDAY 14 NOVEMBER

Official photos

Opening remarks:

- Chairman of AKBC, Hon Mark Vaile AO
- Chairman of KABC, Dr Kwon Oh-Joon

Welcoming remarks:

- Australian Ambassador to Korea, Mr James Choi
- Korean Ambassador to Australia, Woo Kyoung-Ha

Keynote speeches:

- Australian Minister for Trade, Tourism and Investment (invited)
- Korean Minister for Trade, Industry and Energy (invited)

Plenary session 1 – Latest developments with Korean strategic & institutional investors

- New and evolving opportunities with Korean institutional investors
- New and evolving opportunities with Korean strategic investors
- Panel discussion and Q&A

Plenary session 2 – Energy, resources & infrastructure

- The future of coal and the implications and opportunities for Australia and Korea
- The future of LNG and the implications and opportunities for Australia and Korea
- Greenfield and secondary market infrastructure opportunities in Australia
- Panel discussion and Q&A

Plenary session 3 – The Fourth Industrial Revolution

- Emerging opportunities in renewable energy, energy storage systems and waste to energy
- Emerging opportunities in food technology
- Emerging opportunities in medtech and medical devices
- Panel discussion and Q&A

Plenary session 4 – Food, agriculture and nutraceuticals

- New and evolving opportunities for premium processed food and beverage items in Korea
- New and evolving opportunities in agribusiness between Australia and Korea
- New and evolving opportunities in nutraceuticals between Australia and Korea
- Panel discussion and Q&A

Signing of the Joint Statement by the Chairman of AKBC and KABC

Closing remarks by Chairman of AKBC and KABC

OUTCOMES

FROM THE 37TH JOINT MEETING (2016)

AKBC is extremely proud of the outcomes achieved in the last 10 months arising from the 37th Joint Meeting held in Korea last year which includes more than A\$1.15billion in new investment. A sample of these outcomes are as follows:

Institutional investment:

- Mirae Asset Global Investments purchased a commercial property in Canberra (50 Marcus Clarke Street) for A\$321million
- Samsung Life Insurance invested A\$300million in a global infrastructure debt fund launched by IFM Investors and Samsung Asset Management
- Korean Teachers Pension Fund purchased a commercial property in Brisbane (Green Square South Tower) for A\$205million
- Nonghyup Life Insurance, Mirae Asset Life Insurance and Dongbu Insurance invested A\$120million in IFM Investors' global infrastructure debt fund
- Public Officials Benefit Association and Police Mutual Aid Association invested A\$97million and A\$38million, respectively in AMP Capital's Australian infrastructure fund.

Strategic investment:

- Hanwha Energy and KDB Infrastructure Asset Management Company (KIAMCO) acquired 25MW Barcardine Solar Farm in Queensland for A\$70million (this was Hanwha Energy's first investment in Australia)
- A consortium including POSCO was named as the preferred bidder on Arrium.

Services sector exports:

- Top tier Australian law firm and accounting firm won mandates from Hyundai Rotem in relation to its A\$1billion contract with NSW Government to supply 512 double-decker train carriages
- Top tier Australian law firm and accounting firm won mandates from Korea Resources Corporation (KORES) in relation to a number of coal divestments
- Top tier Australian law firm and accounting firm won mandates from Samsung C&T in relation to the Roy Hill and WestConnex projects



- Top tier Australian universities attracted Korean students to Australia
- Isentia continued its market expansion in Korea following its acquisition of Social Net Creator in June 2016.

Market entry (new office openings):

- GS Engineering & Construction opened a subsidiary office in Sydney
- LG Chem opened a representative office in Melbourne.

Trade & investment missions:

- Korea Financial Investment Association (KOFIA) led a delegation comprising 22 CEOs from Korea's Asset Management industry to Sydney
- The Northern Territory Government hosted a NT-Korea Business Roundtable in Darwin with the Korean Ambassador to Australia and 20 delegates from Korean businesses.

DELEGATE PROFILES FROM THE 37TH JOINT MEETING (2016)



The profile of delegates who attended the 37th Joint Meeting in Seoul last year is summarised below:

- 133 delegates: Australian (78) and Korean (55)
- 65% of Australian delegates had the title of Chairman, CEO or Director
- 59% of Korean delegates had title of Chairman, CEO, President or Director
- Korean delegation was made up of strategic investors, financial investors, institutional investors, renewable energy project developers, construction contractors, traders/buyers, universities, professional services firms and peak industry bodies
- Australian delegation was made up of ASX listed resources companies, project developers, commercial banks, investment banks, infrastructure fund managers, professional services firms, universities, federal government agencies, state government economic development agencies and peak industry bodies.

Note: In 2017, AKBC plans to extend VIP invitations to key third parties in Korea beyond the Federation of Korean Industries (FKI) to Korea Financial Investment Association (KOFIA) and the Korean Chamber of Commerce and Industry (KCCI).

FEEDBACK FROM THE 37TH JOINT MEETING (2016)



The following feedback was provided by delegates who attended the 37th Joint Meeting:

"The Joint Meeting was a great forum for me to frankly and constructively raise some of the challenges we are currently facing as we seek to enter the Australian civil infrastructure market."

President, tier 1 Korean construction contractor

"The Joint Meeting was rich in content and gave me a far greater understanding of some of the emerging opportunities in the Australia-Korea corridor which my business can take advantage of."

CEO, Australian SME

"The Joint Meeting was very well organised and had a great mix of insightful speakers, interesting and relevant topics and really enjoyable networking events."

Vice President, Australian ASX listed oil & gas company

"The Joint Meeting is hands down the most effective and efficient forum to build and strengthen my network. I always learn so much from both the formal and informal parts of the program."

CEO, Australian infrastructure fund manager

THE AKBC EXECUTIVE COMMITTEE

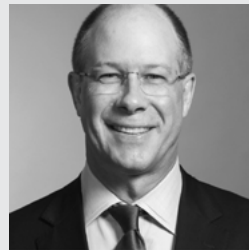
The AKBC Executive Committee together with the AKBC Executive Director, Liz Johnston has overall responsibility for the success of the 2017 Joint Meeting. Members of the AKBC Executive Committee are outlined below:



Chairman:
Hon Mark Vaile
AO



Deputy Chairman:
John Walker AM
Executive Chairman of Infrastructure, Utilities and Renewables Asia for Macquarie Capital, the Chairman of Macquarie Group of Companies, Korea and Vice Chairman of Macquarie Capital Asia.



Deputy Chairman:
Mr Ian Williams,
Partner, Herbert Smith Freehills



Kyu Bang
Special Counsel, Allen & Overy



Robert de Boer
CEO, PRI Consulting



Georgina Carnegie
Advisor, Sentient Group



Rachel Charles
Partner, EY



Peter Cleary
former Santos Executive



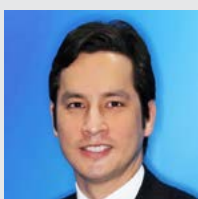
Rod Dring
Partner, PWC



Anthony Fasso
Director, Asia and Global Head of Portfolio Strategy, AMP Capital



Peter Grey
Chairman MLC Life Insurance, a senior adviser at Corrs, Chambers & Westgarth



Daniel Kim
Commissioner, TIQ



Bill Paterson
PSM Former Australian Ambassador to Korea



Marie Piccone,
Managing Director, Manbulloo



Hon Warwick Smith AM
Chairman, ANZ NSW



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