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CAIRNS - PNG - PACIFIC



CAIRNS BUSINESS DELEGATION Rabaul/Kokopo, Lae & Port Moresby

3-12 OCTOBER 2022

SUPPORTED BY:



LAE CHAMBER OF COMMERCE
serving business for over 50 years



EXPRESSION OF INTEREST

Cairns Business Delegation Rabaul/Kokopo, Lae and Port Moresby

3-12 October 2022

Tradelinked Cairns-PNG-Pacific is leading a Cairns business delegation to Rabaul/Kokopo; Lae and Port Moresby from 3-12 October 2022. The timing of the delegation has been chosen to coincide with the 60th Morobe Agricultural Show in Lae (Saturday 8 Oct & Sunday 9 Oct) and the Tradelinked PNG business networking event in Port Moresby on Tuesday 11 October (event regularly attracts over 100 business leaders and is well regarded as a premium business networking event for the city).

The intent of the delegation is to continue developing mutually beneficial business relationships between Cairns and Papua New Guinea as well as introducing delegates to potential opportunities and business contacts in each of the three regions. It should be noted that Lae has been closely affiliated with Cairns since 1984 through a Sister City agreement and will have its new international airport opened early 2023. A business case commissioned by Tradelinked in 2019 outlines the potential viability for direct flights between Cairns and Lae.

Rabaul and Kokopo – A Unique Opportunity:

It is gateway to the New Guinea Island (NGI) Provinces as a transport hub for both airlines and shipping to that region. East New Britain (ENB) has long had established plantations, tourism and training centres. In addition to amazing natural beauty there are historic WWII relics, cultural and social events, sailing, fishing and diving plus business in the agricultural, light industry and supply chain to mining and other projects within the NGI region. The revamped and upgraded airport allows easy and safe travel in and out of the region with a number of flights available. Shipping to and from the region allows a trans-ship option for Bougainville, New Ireland and West New Britain. Businesses in ENB are well-established, stable and offer opportunities within a wide range for trade and service opportunities for Cairns businesses.

There is a viable and active Chamber of Commerce, willing and able to assist businesses in making connections. The NGI region is outward looking, moving towards economic and other autonomies within the PNG system. Bougainville is likely to become an Independent State within the 2025-2027 timeframe. Now is the time to engage with the region and grow capacity through trade, investment and seeking mutual benefit arrangements to leverage Cairns' business advantages. Good infrastructure, banking and other facilities make ENB an ideal market for goods and services and an ideal place to start to build relationships and business in Papua New Guinea.

Lyn Carlyle-Jacob, Director, EiiC has been engaged by Tradelinked to facilitate this visit. Lyn has a long background in this region and has lived and worked in NGI previously. Her contacts and knowledge base is available for participants in the business delegation and she will be available to assist, guide and answer questions during the visit to Kokopo and surrounds. Lyn will help lead discussions on trade and economic development opportunity with members of the Chamber of Commerce. She has worked with the Austrade officer who is accompanying the delegation and can assist businesses to leverage their learning and experiences on the delegation. It should be noted that in this part of the itinerary, both Lyn and the Austrade officer will be available to the delegates. This part of the itinerary is for Cairns based delegates only and offers a unique opportunity to work with us to help introduce you to the market and its key stakeholders.

Tradelinked and EiiC regularly work and consult with a range of PNG based businesses, organisations and government entities. We are happy to share our knowledge and experience with you as a delegate to help inform and guide you in your interactions with PNG trading. Becoming part of the business delegation will enhance your experience and allow you to access our considerable in-country knowledge - all included in the price of the delegation.

PROPOSED ITINERARY -

(NOTE: the final itinerary will be formalized once delegates' individual needs are identified)

Monday 3 October - travel Cairns/Kokopo

Flights - Cairns / Port Moresby / Rabaul (3 nights' accommodation will be at Kokopo Beach Bungalow Resort)

Activities may include but not limited to:

- Meetings with Associations such as the Chambers of Commerce/Business Associations from Bougainville; East New Britain and New Ireland; West New Britain (Hoskins).
- Proposal for Friendship Agreements to be Signed between Cairns and the individual groups.
- Industry sector visits proposed such as education; agribusiness; tourism and small manufacturing.

Opportunities: Under servicing of market/quickly developing market/supply chain opportunities.

To engage with viable and active Chambers of Commerce who are willing and able to assist business connections. The NGI region is outward looking, moving towards economic and other autonomies within the PNG system with Bougainville likely to become an Independent State within the 2025-2027 timeframe.

Thursday 6 October - travel Kokopo / Lae

Flight - Rabaul / Lae (4 nights' accommodation will be at the Hotel Morobe)

Activities may include but not limited to:

- Tour of City; Industry Visits and/or Business Meetings (Thursday 6th Oct).
- Cocktail Function (Thursday Evening 6 October) Hosted by Austrade and Consul-General Lae.
- Business Breakfast with Lae Chamber of Commerce and Industry Members. Includes industry sector briefings (Friday morning 7 Oct).
- Possible attendance at the Morobe Agriculture Show Sponsors Event (Friday Evening 7th Oct).
- Attendance at Morobe Agriculture Show (2 days) (Sat/Sun 8/9 Oct).

For further information on the 2022 Morobe Agricultural Show visit: www.morobeshow.org.pg

Opportunities: To receive briefings on business opportunities and meet key regional stakeholders including those from Madang/Enga and members of the new PNG National Government. Briefings on Mining Projects/ Ports and freight opportunities/education & business development. Assist strengthening Sister City and Lae City Authority relationships.

Monday 10 Oct - travel Lae/ Port Moresby

Flight - Lae / Port Moresby (2 nights' accommodation at the Stanley Hotel)

Activities may include but not limited to:

- High Commission / Austrade Networking Function (Mon 10 Oct).
- Tour of Port Moresby/ Port Moresby Chamber of Commerce Meeting/Business Meetings (Tues 11 Oct).
- Tradelinked Business Networking Event (Tues evening 11 Oct).

Opportunities: Explore opportunities in key areas such as construction & education. Gain valuable assistance from Austrade and Australian High Commission in positioning your business for possible strategic partnerships/business development. Meet key stakeholders, businesses, and influencers with opportunity to showcase your business directly to them.

RETURN TO CAIRNS

Wednesday 12 October – Travel Port Moresby /Cairns

ON-THE-GROUND SUPPORT

The business delegation will be supported on the ground as follows:

- **Rabaul/Kokopo; 3-6 October** - by Lyn Carlyle-Jacob, Director, EiiC (*Exchange Innovation and Information Centre*) and Mr Simon Foo, prominent local businessman and his team at the Kokopo Beach Bungalow Resort. An Austrade representative will also be joining the group so there will be an opportunity to have input and assistance to consider your strategic plan for PNG business opportunities before travelling to Lae and Port Moresby.
- **Lae; 6-10 October** - by Mr Mark Foxe, Australian Consul-General Lae and his team and Mr John Byrne, President of the Lae Chamber of Commerce & Industry. . Plus representatives from Tradelinked and EiiC who are familiar with Lae and can assist answering questions, background knowledge and support. An Austrade representative will also be supporting the group both in Lae and Port Moresby.
- **Port Moresby; 10-12 October** – by Mr Adrian Weeks, Senior Trade Commissioner Port Moresby and Solomon Islands and Mr Kembol Kaikipa, Senior Business Development Manager, Austrade.
- **For the Lae and Port Moresby** visit there may also be the opportunity to interact with a group from Brisbane from the Australia PNG Business Council who are also looking for business opportunities in PNG. This is a great way to meet with these businesses in an informal setting and seek synergies and opportunities to leverage activities in the PNG market (as well as perhaps in the domestic Australian market).

All businesses are invited to attend this delegation; however opportunities have been identified in the following sectors:

- Education and training;
- Mining/mining services;
- Tourism and cultural activities (Sister City);
- Aviation and marine;
- Agribusiness industry development (ie: advisory services, animal health, nutrition & reproduction, cropping, disease management, fishing, beef cattle, food processing, horticulture and dairy);
- Industrial and commercial manufacturing and distribution solutions / services;
- Construction / refurbishment services, etc);
- Environmental solutions (ie: water & waste water, solar energy, etc); and
- Business development / professional services (ie: community consultation; recruitment; training; compliance; accounting; legal; business planning; financial planning, etc).

TRAVEL OPTIONS

NOTE: There are three travel options to choose from:

OPTION **ONE**

- Full Itinerary to Rabaul/Kokopo; Lae and Port Moresby over a 10 day period (3-12 October)

OPTION **TWO**

- Visit to Lae and Port Moresby only over a 7 day period (6-12 October)

OPTION **THREE**

- Visit to Port Moresby only over a 3 day period (10-12 October)

OPTION **ONE**

FULL ITINERARY

Est. Cost: \$6,860* GST Inclusive

RABAUL/KOKOPO; LAE & PORT MORESBY Delegation Fee – What does it Include?

- All flights, meals, transport, security and 9 nights' accommodation;
- Pre-Delegation Briefing with an economic profile on each region provided prior to travel;
- A 'Delegates Pack' to include a 1 page A4 Profile in PDF format on your company and participating delegate;
- Post-Delegation Briefing to share information and collect feedback;
- Scheduled meetings tailored to identified opportunities;
- Networking functions with key decision makers from existing and leading organisations;
- Facilitated business events;
- Briefings on key economic and industry matters by in-Country Government representatives;
- Participation in the 2022 Morobe Agricultural Show through exhibiting in the Australian Pavilion; and
- Attendance at the Tradelinked PNG October Business Networking Event in Port Moresby.

OPTION **TWO**

LAE/PORT MORESBY ONLY

Est. Cost: \$5,195* GST Inclusive

LAE & PORT MORESBY Delegation Fee – What does it Include?

- All flights, meals, transport, security and 6 nights' accommodation;
- Pre-Delegation Briefing with an economic profile on each region provided prior to travel;
- A 'Delegates Pack' to include a 1 page A4 Profile in PDF format on your company and participating delegate;
- Post-Delegation Briefing to share information and collect feedback;
- Scheduled meetings tailored to identified opportunities;
- Networking functions with key decision makers from existing and leading organisations;
- Facilitated business events;
- Briefings on key economic and industry matters by in-Country Government representatives;
- Participation in the 2022 Morobe Agricultural Show through exhibiting in the Australian Pavilion; and
- Attendance at the Tradelinked PNG October Business Networking Event in Port Moresby.

OPTION
THREE

PORT MORESBY ONLY

Est. Cost: \$2,365* GST Inclusive

PORT MORESBY Delegation Fee – What does it Include?

- All flights, meals, transport, security and 2 nights' accommodation;
- Pre-Delegation Briefing with an economic profile on each region provided prior to travel;
- A 'Delegates Pack' to include a 1 page A4 Profile in PDF format on your company and participating delegate;
- Post-Delegation Briefing to share information and collect feedback;
- Scheduled meetings tailored to identified opportunities;
- Networking functions with existing and leading organisations / business associations in Port Moresby;
- Briefings on key economic and industry matters by in-Country Government representatives; and
- Attendance at the Tradelinked PNG October Business Networking Event in Port Moresby.

Note: Travel/health Insurance and Visa costs are the responsibility of the Delegate.

DISCLAIMER: * The estimated cost options given are based on information provided by 3rd parties at the time of publication and may be subject to change.

The delegation fee does not include personal expenditure and is limited to activities within the itinerary.

COVID TRAVEL REQUIREMENT - You will need to be fully vaccinated to participate in this delegation.

You are invited to register your interest today; spaces on this delegation are limited –

please email your interest and/or signed 'Confirmation Form' to:

info@tradelinked.com.au by COB FRIDAY 29 JULY 2022



CAIRNS BUSINESS DELEGATION CONFIRMATION FORM

To formally confirm your participation on the Tradelinked Cairns-PNG-Pacific Business Delegation to Rabaul/Kokopo, Lae and Port Moresby. Please read carefully before completing and return form with a duly authorised signature.

ORGANISATION/BUSINESS:

Name:

DELEGATION ATTENDANCE OPTIONS:		CHOOSE ONE OPTION ONLY
Rabaul/Kokopo, Lae, and Port Moresby - Dates 3-12 October 2022		\$6,860 GST inclusive
Lae, and Port Moresby -	Dates 6-12 October 2022	\$5,195 GST inclusive
Port Moresby -	Dates 10-12 October 2022	\$2,365 GST inclusive

NB: Delegates are required to organise their own business visas; travel and health insurances.

CONTACT DETAILS:

Name of Delegate:	
Delegate's Contact Mobile No:	
Delegate's Contact Email:	
Postal Address:	
Name of Accounts Contact:	
Email address for Accounts:	
Accounts Contact Phone No:	

DETAILS OF INCLUSIONS:

The above costs include airfares, accommodation, meals, transfers, attendance to organised events, scheduled events & planned meetings with key business contacts, itinerary, pre-delegation briefing, delegate's handbook and post-mission debriefing. Tradelinked Cairns-PNG-Pacific is working with Government representatives on-the-ground to tailor your itinerary and organise all meetings on behalf of your business. We will help you build relationships and put you in touch with key decision makers. Up to two (2) meetings will be organised by Tradelinked in collaboration with Austrade, DFAT, Chambers of Commerce, other business organisations, key industry, government and business representatives.

BENEFITS: As a delegate you will receive the following:

- Business-to-opportunity matching to maximise each delegate's investment through building relationships with existing organisations.
- Briefings on key industry sectors by Government Departmental Heads.
- Business networking events.
- Functions/meetings with key business people.
- Proposed industry visits in key sectors identified as important to your business (as deemed necessary).

ACCEPTANCE OF TERMS AND CONDITIONS:

Cancellation Policy: Full payment is required within 14 days of signing this confirmation form, unless otherwise negotiated and agreed. Cancellation fees will apply, and refunds will only be available, if a cancellation is made within 21 days of confirmation. A 75% refund will be provided if notice is given within the required period with a nil refund due after.

I have read the terms and conditions of Tradelinked Cairns-PNG-Pacific and agree to accept the terms and conditions herein.

CONFIRMED:	YES	Name:
	Date:	Signature:
Tadelinked Cairns-PNG-Pacific's Acceptance: Name:		
Date: Signature:		
RETURN EMAIL TO:	info@tradelinked.com.au	by: COB Friday 29 JULY 2022
Please ensure you print out form, sign and scan before returning.		