

Tradelinked

CAIRNS - PNG - PACIFIC



CAIRNS BUSINESS DELEGATION Lae & Port Moresby

2-9 NOVEMBER 2023

AFFILIATED WITH:



**TRADE +
INVESTMENT**
QUEENSLAND



Associated with:





EXPRESSION OF INTEREST

Cairns Business Delegation Lae and Port Moresby

2-9 November 2023

Tradelinked Cairns-PNG-Pacific is leading a Cairns business delegation to Lae and Port Moresby from 2-9 November 2023. The timing of the delegation has been chosen to coincide with the 60th Diamond Anniversary Morobe Agricultural Show in Lae (Saturday 4 Nov & Sunday 5 Nov) and the Tradelinked PNG business networking event in Port Moresby on Tuesday 7 November (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 the Cairns region and Papua New Guinea as well as introducing delegates to potential opportunities and business contacts in each region. 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 in the second half of 2023. A business case commissioned by Tradelinked in 2019 outlines the potential viability for direct flights between Cairns and Lae.

Lyn Carlyle-Jacob, Director, Exchange Innovation and Information Centre (EiiC) has been engaged by Tradelinked to facilitate this delegation. Lyn has a long-standing relationship with PNG having lived and worked there over many years. Both 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.

In addition to the official delegation there is an opportunity for businesses to attend the following at their own cost:

Innovation PNG 2023 Conference**

Hosted by the Port Moresby Chamber of Commerce and Industry and Business Advantage International, Innovation PNG 2023 - APEC Haus, Port Moresby.

Gala Awards Dinner 9 November & Full Day Innovation Conference 10 November.

For further information on these events visit www.innovationpng.com

PROPOSED ITINERARY -

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

Thursday 2 November - travel Cairns to Lae

Flight - Cairns / Lae via Port Moresby (5 nights' accommodation in Lae)

Activities may include but not limited to:

- Tour of City; Industry Visits and/or Business Meetings (Thursday 2 Nov).
- Cocktail Function or other welcome event (Thursday evening 2 Nov).
- Business Breakfast and industry sector briefings (Friday morning 3 Nov).
- Possible attendance at the Morobe Agriculture Show Sponsors Event (Friday evening 3 Nov).
- Attendance at Morobe Agriculture Show (1.5 days) (Sat/Sun 4/5 Nov).

For further information on the 2023 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 PNG National Government. Briefings on Mining Projects/Ports and freight opportunities/education & business development. Assist strengthening Sister City and Lae City Authority relationships.

Tuesday 7 November - travel Lae/ Port Moresby

Flight - Lae / Port Moresby (2 nights' accommodation in Port Moresby)

Activities may include but not limited to:

- Tradelinked Business Networking Event (Tuesday 7 Nov).
- Tour of Port Moresby/ Port Moresby Business Meetings (Wednesday 8 Nov).
- Brain's Trust Meeting and lunch (Thursday 9 Nov).

Opportunities: Explore opportunities in key areas such as construction & education. Gain valuable insights 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 - (end of official delegation)

Thursday 9 November – Travel Port Moresby /Cairns

Innovation PNG 2023 Conference - at own cost** www.innovationpng.com

Gala Awards Dinner 9 November & Full Day Innovation Conference 10 November.

ON-THE-GROUND SUPPORT

It is expected the business delegation will be supported on the ground as follows:

- **Lae; 2-6 November**- 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.
- **Port Moresby; 7-9 November** – by Mr Adrian Weeks, Senior Trade Commissioner Port Moresby and Solomon Islands and Mr Kembol Kaikipa, Senior Business Development Manager, Austrade.

All businesses are invited to attend this delegation with potential opportunities 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

OPTION **ONE**

– Full Itinerary to Lae and Port Moresby
over an 8 day period (2-9 November)

OPTION **TWO**

– Port Moresby only over a 3 day period (7-9 November)

OPTION
ONE

FULL ITINERARY

Cost: \$6,790

Members Cost \$6,450

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

- All flights, some meals, transport, security and 8 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 2023 Morobe Agricultural Show through exhibiting in the Australian Pavilion; and
- Attendance at the Tradelinked PNG November Business Networking Event in Port Moresby.

OPTION
TWO

PORT MORESBY ONLY

Cost: \$2,865

Members Cost \$2,721

PORT MORESBY Delegation Fee – What does it Include?

- All flights, some 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 November Business Networking Event in Port Moresby.

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

DISCLAIMER: * The 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.

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 THURSDAY 31 AUGUST 2023



CAIRNS BUSINESS DELEGATION CONFIRMATION FORM

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

ORGANISATION/BUSINESS:

TRADELINKED MEMBER

Name:

DELEGATION OPTIONS:	TICK YOUR OPTION/S	NON MEMBER	MEMBER (5% off)
Lae and Port Moresby	2-9 November 2023	\$ 6,790	\$ 6,450
Port Moresby Only	7-9 November 2023	\$ 2,865	\$ 2,721
Additional Opportunity** (Refer EOI document) 9-10 November 2023 - At your own cost			
Innovation PNG 2023 Conference** Gala Awards Dinner 9 November & Full Day Innovation Conference 10 November, Port Moresby			

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 Whats app 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, some 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:
Tradelinked Cairns-PNG-Pacific's Acceptance:	Name:	
	Date:	Signature:

RETURN EMAIL TO: info@tradelinked.com.au by: **COB THURSDAY 31 AUGUST 2023**

Please ensure you print out form, sign and scan before returning.