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Trade missions



NSW Trade Promotion Program July 2009 – June 2010

The NSW Department of State and Regional Development's program of international trade missions and exhibitions offers export-ready NSW companies an effective way to identify new international business opportunities and to acquire the knowledge and connections critical to export success.

Trade missions

Trade Missions are either general in nature catering for a broad range of products and services, or industry specific visiting significant overseas markets.

International exhibitions

At selected international trade shows, the Department organises exhibition space for shared use by New South Wales companies.

Numbers for all trade missions and international exhibitions are limited to ensure the highest level of individual service.

SEPTEMBER 2009

16 – 18 September 2009 Exhibition 'BioKorea 2008', Korea

BioKorea 2009 is a major international exhibition attracting over 3000 trade visitors. NSW companies involved in medical devices and biotechnology who want to identify export, licensing, investment and strategic partnership/co-development opportunities are invited to participate in this mission.

Download an [application form](#).

Further details can be obtained from craig.pearce@business.nsw.gov.au

Closing Date: TBC

21-24 September 2009 Trade Mission to New Zealand

This is a general trade mission visiting Auckland. The mission will cater for a wide range of services and products within the manufacturing, infrastructure, ICT, building and construction, business and financial services, and freight and logistics sectors.

Download an [application form](#).

Further details can be obtained from crista.bracamonte@business.nsw.gov.au

Closing Date: 20 July

OCTOBER 2009

19-23 October 2009 Women Going Global Trade Mission to Japan

This general trade mission for senior businesswomen will visit Tokyo, Osaka and Nagoya. The mission will cater for a wide range of services and products, including financial and business services, design and architecture, advanced manufacturing (including processed foods and beverages), health and personal care, education and tourism services (including VET training), logistics and infrastructure, building and construction, innovative ICT products, unique consumer items, agriculture services and healthy and organic produce.

Download an [application form](#).

Further details can be obtained from crista.bracamonte@business.nsw.gov.au

Closing Date: 31 July

NOVEMBER 2009

2-6 November NSW Wine Promotion in China and Hong Kong (including and optional visit to Shanghai 7-10 November)

NSW wine companies have the chance to explore opportunities in the increasingly sophisticated Hong Kong and Chinese wine market on this wine promotion tour to Hong Kong and Guangzhou including exhibiting on the NSW Stand at a major international wine fair in Hong Kong. The program also provide an option to extend your visit to include Shanghai.

Download an [invitation](#) and [application form](#).

Further details can be obtained from craig.pearce@business.nsw.gov.au

Closing Date: 28 August

18 – 21 November, 2009 Exhibition 'Medica' 2009 (Germany) Dusseldorf

Medica is the world's premier health and medical exhibition attracting exhibitors from 62 nations and trade visitors from around the world. NSW companies involved in the health and medical industry who want to find new partners and distributors, strengthen contacts with existing clients and analyse the international competition are invited to participate in this mission.

Download an [application form](#).
Further details can be obtained from crista.bracamonte@business.nsw.gov.au
Closing Date: TBC

23-27 November 2009 Trade Mission to India

This trade mission will visit Mumbai and New Delhi and is suitable for companies providing professional services in the financial, architectural, design and environmental sectors as well as franchising, medical, creative, tourism, logistics and infrastructure products and services. Download an [application form](#).
Further details can be obtained from crista.bracamonte@business.nsw.gov.au
Closing Date: 21 August

23-27 November 2009 Exhibition: Big Five 2009, UAE

The Department is organising a NSW stand at Big Five 2009 in Dubai, a major international building and construction trade show attracting participants from around the region and globally. NSW companies supplying products to this sector are invited to exhibit on the NSW stand at this show. Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: 21 August

FEBRUARY 2010

16-18 February 2010 Trade Mission to India

This trade mission is for companies in the creative industries sector supplying film and digital media products and services. The mission coincides with the Frames 2010 exhibition in Mumbai. Download an [application form](#).
Further details can be obtained from crista.bracamonte@business.nsw.gov.au
Closing Date: 30 September

MARCH 2010

2-6 March 2010 Exhibition 'CeBIT 2010' Germany (Hannover)

CeBIT is the world's largest trade fair showcasing digital IT and telecommunications solutions for home and work environment. The key target groups are users from industry, wholesale/retail sector, skilled trades, banks, the services sectors, government agencies, sciences. NSW companies supplying digital IT and telecommunications products and services are invited to exhibit on the NSW stand at 'CeBIT'. Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: TBC

2-7 March 2010 Exhibition: Singapore International Air Show 2010

NSW companies supplying the aerospace and defence industry are invited to exhibit on the NSW stand at Singapore International Air Show 2010. This regional aerospace event attracts strong international representation and targets both the civil and defence aviation markets. Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: 30 October

March - Date TBC Creative Industries Trade Mission - Thailand

This trade mission is for companies in the creative industries sector supplying film and digital media products and services. The mission coincides with the 'ADFest 2010' exhibition in Bangkok. Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: TBC

24-26 March 2010 Exhibition: Global 2010, Canada

NSW companies supplying green and clean technologies are invited to exhibit on the NSW stand at Global 2010, a major international trade fair and conference in Vancouver which attracts senior decision makers from North America, Europe and Asia. Download an [application form](#).
Further details can be obtained from crista.bracamonte@business.nsw.gov.au
Closing Date: 6 November

APRIL 2010

12-15 April 2010 Exhibition: Project Qatar 2010

NSW companies supplying advanced manufacturing, infrastructure, building and construction, design (architectural) and environmental products and services are invited to exhibit at this

Important regional building and construction exhibition staged in Doha.
Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: 10 December

April 2010 (date tba) Trade Mission to China

This general trade mission will visit the cities of Guangzhou, Shenzhen and Zhuhai and is suitable for companies supplying advanced manufacturing, ICT, health, financial and business services, engineering and education and training products and services.
Download an [application form](#).
Further details can be obtained from crista.bracamonte@business.nsw.gov.au
Closing Date: 17 December

20-23 April, 2010 Exhibition: Food & Hotel Asia 2010

The Department is organising a NSW stand at Food & Hotel Asia 2010 in Singapore, a major trade-only event for the food industry in Asia. NSW food and beverage companies and those offering catering and hospitality supplies and services are invited to participate on the NSW stand at this exhibition.
Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: 22 December

13-16 April 2010 Exhibition: Expomin 2010, Chile

The Department is organising a NSW stand at Expomin 2010, a major international fair for the world mining industry staged in Santiago. NSW companies supplying mining and environmental (water and waste management) technologies and services, who are export-ready are invited to exhibit on the NSW Stand at Expomin.
Download an [application form](#).
Further details can be obtained from crista.bracamonte@business.nsw.gov.au
Closing Date: 10 December

May 2010

Exhibition 'BIO 2010', Atlanta, Georgia USA

The Department will host a mission and organise a NSW presence at BIO2010 for biotechnology companies and research organisations at the world's largest biotechnology event.
Download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: TBC

JUNE 2010

16-19 June 2010 Exhibition: CommunicAsia 2010, Singapore

The Department is organising a NSW stand at CommunicAsia 2010 in Singapore, which is Asia's leading exhibition for ICT products and services. This important regional exhibition is in its 21st year and is recognised industry-wide as Asia's largest communications and IT trade event.
Click here to download an [application form](#).
Further details can be obtained from craig.pearce@business.nsw.gov.au
Closing Date: 8 February 2010

What participants say

"Firstly, I would like to express my sincere thanks to the Department. I found that this event was well organised and most worthwhile. I am certain that our message reached important decision makers."
*Trevor G Tyne, Irrigation and Water Technologies
Cityscape Abu Dhabi, April 2009*

"We have made a number of market visits with the support of the Department and are making progress in the Middle East. We have won a big contract in Oman as well as others in Abu Dhabi, Kuwait and Qatar, and an order for Iran and one for Lebanon. I can honestly say that the help of your department has been of great assistance. Thank you."
*Michael Rorke, Radcrete Pacific Pty Ltd
Big 5 Exhibition, Dubai, United Arab Emirates, November 2008*

"This opportunity has put our label on the radar of the most influential buyers and media in the USA and we have also made immediate sales."
*Konstantina Mittas, Konstantina Mittas Pty Ltd
G'Day USA, New York, January 2009*

"I was satisfied with the interest in our products from companies in Qatar as a result of participating in this market visit. We have identified up to 13 new clients and expect to appoint an agent or distributor within the next 12

months. This should fast track our export growth to the region."

*Darren Paterson, Pumps Australia
Market visit to Qatar, November 2008*

"As a result of our participation at Cityscape, we expect to appoint a joint venture partner or enter into a MUL agreement in the next 12 months and have identified up to 20 new clients. The NSW Stand was excellent and the Department's personnel were extremely helpful and timely in their assistance. We have a much better understanding of variations in Middle East opportunities country by country."

*Peter Georgiou, Heggies Pty Ltd
Cityscape Abu Dhabi 2010, April 2009*

IMPORTANT NOTICE: The schedule of events may change as a result of circumstances, such as travel advisories issued by the Federal Department of Foreign Affairs and Trade, or for any other reason. Changes to the schedule will be listed here.

Related publications

 [Trade missions application form](#)