

Report to Council

Agenda item 7.1

Post travel report by Lord Mayor Robert Doyle, Councillor Kevin Louey and Cr Rohan Leppert – City of Melbourne mission to Osaka, Japan and Beijing, Tianjin and Wuxi China, February / March 2016

31 May 2016

Presenter: Jane Sharwood, Manager, International and Civic Services

Purpose and background

1. To report to Council on the travel undertaken by Lord Mayor Robert Doyle, Councillor Kevin Louey and Councillor Rohan Leppert to Osaka, Japan and Beijing, Tianjin and Wuxi, China associated with the City of Melbourne business mission (Mission) for the period from 23 February to 4 March 2016.
2. On 17 November 2015, the Future Melbourne Committee approved the proposal.
3. The Mission profiled Melbourne's capabilities in the life sciences, clean technology and urban design sectors. Fifteen companies (28 delegates) were recruited to participate in the mission. A comprehensive program was held including pre-departure briefings, one-on-one business matching sessions and networking events. These were coordinated utilising Council's long standing sister city connections with Osaka and Tianjin to identify opportunities for participating companies. Council and the State Government of Victoria, co-delivered business delegate activities which included participation in Medical Japan.
4. The self-funded visit of Corpus Medicorum, a 66 member Melbourne-based orchestra comprising doctors, medical students and other health professionals, to Osaka coincided with the Mission. The orchestra performed two charity concerts and members participated in hospital site visits and meetings with professional counterparts.
5. The civic delegation held high level meetings with the recently elected Mayor of Osaka, Mayor Hirofumi Yoshimura; Mayor of Beijing, Mayor Wang Anshun; Mayor of Tianjin, Mayor Huang Xingguo and Mayor of Wuxi, Mayor Wang Quan.
6. The delegation was accompanied by the Chief Executive Officer, Manager, International and Civic Services, Team Leader – International and a Business Development Officer. Their roles were to facilitate introductions between Melbourne business executives and their international counterparts, assist and advise the Lord Mayor and Councillors and coordinate on-ground logistics and arrangements. The Melbourne Office Tianjin also provided in-country support in China.

Key issues

7. The Lord Mayor and Councillors strengthened Melbourne's long standing connections with significant civic and business leaders in Osaka, Japan and Beijing, Tianjin and Wuxi, China (attachments two, three and four).
8. Significant opportunities were identified based on Melbourne's capabilities in life sciences, urban design and sustainability and education. Nine memorandum of understanding were signed and more than 300 individual business matching meetings were delivered for mission delegates. Council will continue to work closely with the delegates for the next 12 months as they pursue opportunities identified during the Mission.
9. The cost of the Lord Mayor and Councillors Louey and Leppert's participation in the Mission was \$35,196.43 which was \$6,499.57 less than the estimated and approved cost of \$41,696.

Recommendation from management

10. That Council:
 - 10.1. notes this report and the attached summary of benefits and outcomes of the City of Melbourne mission to Japan and China; and
 - 10.2. notes that work will continue with mission delegates in the development of business opportunities identified during the Mission.

Attachments:

1. Supporting Attachment
2. Outcomes and Benefits of Travel
3. Overall business and civic mission itinerary
4. Civic mission meeting discussion summary and opportunities
5. Memorandum of understanding signed
6. Media coverage including BlackBOX
7. Photos from mission

Supporting Attachment

Finance

1. The costs associated with Councillor participation was \$34,896.43. This comprised of the following:
 - 1.1. \$13,249.17 for the Lord Mayor including airfare (\$8,214.92), accommodation (\$3,308.38) and incidentals (\$1,725.87)
 - 1.2. \$10,509.53 for Councillor Louey including airfare (\$7,172.72), accommodation (\$2,738.10) and incidentals (\$598.71) and
 - 1.3. \$11,437.73 for Councillor Leppert including airfare (\$8,214.92), accommodation (\$2,621.98) and incidentals (\$600.83)

Conflict of interest

2. No member of Council staff, or other person engaged under a contract, involved in advising on or preparing this report has declared a direct or indirect interest in relation to the matter of the report.

Relation to Council policy

3. The Director, City Economy and Activation has confirmed that the travel costs accord with the requirements of the travel guidelines outlined in the Councillor Expenses and Resources Guidelines.
4. The mission delivered Council plan Year 3 action 3.3.1 (Major Initiative) Develop and run City of Melbourne business missions to key markets in China and Japan, as outlined in Melbourne: Doing Business Globally (endorsed by Council November 2014). Delivery of the Osaka (Medical Japan) component was in partnership with the Victorian Government (Department of Economic Development, Jobs, transport and Resources, Department of Health and Human Services). Significant assistance was also provided by the City of Osaka (and its various agencies), Victorian Government Business Office (Tokyo) and the Australian Consulate General, Osaka. Invest Beijing, Tianjin Commission for International Trade and Commerce and the Victorian Government Business Office (Beijing) worked closely with the Melbourne Office Tianjin to facilitate the business program in China.

Environmental sustainability

5. The travel facilitated opportunities for Melbourne businesses in clean energy, urban design and sustainable building in Beijing and Tianjin, China, particularly in the light of China's national priorities outlined in 13th Five year plan (2016 – 2021). The Lord Mayor also highlighted Melbourne's capabilities in these sector during high level meetings with civic and industry leaders.
6. The carbon emission resulting from air travel was offset with the purchase of credits.

OUTCOMES AND BENEFITS OF TRAVEL**Outcomes**

1. The following is the list of outcomes arising from the travel, including the means by which the matters raised are progressed within the Council, e.g. a report to the relevant committee/s.
 - 1.1. Lord Mayor, Councillor Louey and Councillor Leppert undertook high level meetings with civic and business leaders in Osaka, Beijing, Tianjin and Wuxi as outlined in attachment three which profiled Melbourne's capabilities in life sciences, urban design and sustainability and clean technology. These included the first meeting between the newly elected Mayor of Osaka (Mayor Yoshimura) and one of Osaka's seven other sister city mayors, which has positioned Melbourne well as Osaka and Japan pursue their respective 'internationalisation' strategies.
 - 1.2. Excellent feedback from business mission delegates, indicating their expectations of the mission were exceeded, comprehensive pre-departure briefing program, targeted one on one business meetings that were highly relevant to their business, the quality of support provided by Council and other staff and the significant progress they achieved in terms of their export development program or market understanding.
 - 1.3. More than 300 individual targeted meetings were arranged for business delegates (230 in Beijing and Tianjin, China and more than 70 in Osaka, Japan). Business delegates also met more than 400 relevant pre-qualified business and government representatives during the mission in Osaka, Beijing and Tianjin. These meetings were managed with the assistance of the Victorian Government Business Offices (Osaka and Beijing), Australian Consulate General and Austrade (Osaka), the City of Osaka, Invest Beijing and the Tianjin Commission of Commerce.
 - 1.4. Eight memoranda of understanding were signed in Tianjin, witnessed by the Lord Mayor and Mayor Huang (attachment 5), which will deliver government-to-government partnerships, educational exchanges and business opportunities and commercial outcomes.
 - 1.5. A memorandum of understanding was signed with the Wuxi City Government that will provide a framework for future mutually beneficial economic development and investment activities.
 - 1.6. Mayor Huang Xingguo, Mayor of Tianjin agreed to renew the Tianjin government leader work placement program to Melbourne. The Tianjin Organisation Department has indicated it will send three staff to Melbourne (September to November) to undertake a nine-week work placement and professional development program.
 - 1.7. RMIT University hosted an event to recognise the 15th anniversary of the foundation of the Tianjin Government leader training program. With more than 270 graduates during the past 15 years, many of the participants now hold significant roles within the Tianjin Government and beyond. They are all significant ambassadors for Melbourne and highly value their experience of studying, living and learning about the city and continue to hold the city in their affections. Group 18, with 25 participants (largest group ever) will commence their program in May 2016. This program continues to provide significant opportunities to increase the depth of connections between Melbourne and Tianjin across business, government and community.
 - 1.8. RMIT University's connections with the Tianjin Organisation Department and the Tianjin Administrative Institute were strengthened and discussions will be held regarding opportunities for future course delivery exchanges between the two institutions.
 - 1.9. Two charity concerts performed by Corpus Medicorum, in Osaka raised one million ¥ (AUD \$16,000) for Tsurumi, Osaka (and Japan's) first community based children's hospice. They were well received by an appreciative audience. Orchestra members also joined site visits to Osaka General Hospital and spoke as part of the Medical Japan seminar on Endovascular options in acute stroke therapy.

Benefits

2. The following is the list of benefits associated from the travel.
 - 2.1. Site visits to Kobe Bio-Tech cluster (Kobe, Japan) Innoway (Beijing, China) and the Three Cotton mill (Tianjin, China) identified future opportunities for collaboration with innovation hubs and co-working spaces) in Melbourne.
 - 2.2. The Chinese 13th Five Year Plan, launched at the National People's Congress meeting in Beijing (while the delegation was in China) has a continuing emphasis on transforming economic development focusing on innovation and entrepreneurship, environmental improvement and coordinated development and continuing to improve people's livelihood. These themes will also flow through to strategic plans at city level (including Tianjin and Wuxi).
 - 2.3. Promoting Melbourne's world leading research and life sciences capabilities during events associated with medical Japan particularly through the lecture 'Endovascular options in acute stroke therapy; where significant improvements in clinical care, pioneered in Melbourne were profiled.
 - 2.4. The Mayor of Osaka indicated his interest in leading a civic and business mission to Melbourne to attend Ausbiotech in October 2016. The Lord Mayor advised the City of Melbourne would be pleased to host such a visit and ensure a strong business matching program to continue exploration of research and industry collaborations.
 - 2.5. Representatives from the Tianjin Telemedicine Association, following discussions with Biomedical Research Victoria advised they are also considering attending Ausbiotech conference in October. The Melbourne Office Tianjin will continue to work with the Association to facilitate this mission.
 - 2.6. BlackBOX: Innovation and design from Melbourne, Australia exhibition curated by Mr Ian Wong, Senior Lecturer, Monash University showcased 64 internationally-renowned Melbourne designs and products. The exhibition was hosted by the Tianjin University Design Institute and the Tianjin High Technology Enterprise Association with who strong partnerships were formed and future opportunities for collaboration identified.
 - 2.7. The exhibition received strong coverage in the Chinese media and positioned Melbourne as a city with a sophisticated, innovative and practical design sector. Attachment six provides a full summary of media coverage including the financial value which is estimated at \$100,000. The report includes content from newspaper, magazine and internet. The dedicated BlackBOX WeChat account targeted at Tianjin's high tech areas received 1,188 page views.
 - 2.8. Business mission participants indicated that the involvement of the Lord Mayor and the connections with the City of Melbourne, via long standing sister city connections provided timely access (and standing) with relevant decision makers and industry associations that may have been difficult to achieve as a single business on their own.
 - 2.9. The Lord Mayor and Councillors renewed a range of high level contacts with senior civic and administrative figures in Osaka and Tianjin, which consolidates the 38 and 36 year-long city to connections respectively. Councillor Leppert and the CEO, through the Mission made their first visits to each city and gained significant insights for future collaborations on civic, business and cultural matters.
 - 2.10. The civic mission's visit to Wuxi, in Jiangsu Province arose from a personal invitation from Mayor Wang Quan to the Lord Mayor when Mayor Wang visited Melbourne in 2015. The civic mission was accompanied by representative from the Melbourne Wuxi Chamber of Commerce through which future exchanges and business collaborations will be coordinated. These collaborations could be around matters of environmental protection and rehabilitation (particularly in terms of water) and urban design and planning of heritage precincts.

- 2.11. A follow up visit to Melbourne by a Vice Mayor from Wuxi is anticipated in the second half of 2016, to explore further opportunities for the business and city to city exchanges focusing on environmental protection and heritage management.
- 2.12. Mr Sui Yong, Deputy Director of Invest Beijing will be leading a reciprocal visit to Melbourne in May with 13 delegates of government officials and business representatives. Mr Sui is now acting Vice Mayor of Tangshan City of Hebei province responsible for the management of demonstration area of Tianjin-Beijing-Hebei integration project. Business and collaboration opportunities from the Tianjin-Beijing-Hebei integration project for Melbourne/Victoria businesses will be discussed during his visit.

2016 Business Mission to Japan and China

Visit Itinerary

Day	City	Activities	
		Civic	Business
Wed 24 Feb	Osaka	Arrive in Osaka and check into hotel	Medical Japan Visit including Victoria-Melbourne Booth orientation and setup
		Melbourne-Victoria Joint Reception	Melbourne-Victoria Joint Reception
Thu 25 Feb	Osaka	<p>Consul General Catherine Taylor and Victorian Trade Commissioner Adam Cunneen Kansai market update</p> <p>Kobe Bio-cluster site visit</p> <p>Melbourne Medical Seminar 'Endovascular Options in Acute Stroke Therapy'</p> <p>Mayor of Osaka Mr Yoshimura and President Higashi Courtesy Call</p> <p>City of Osaka Welcome Reception</p>	<p>AMED Medical Japan Seminar 'Future Vision of Japanese Healthcare'</p> <p>Medical Japan Business matching series</p> <p>City of Osaka Welcome Reception</p>
Fri 26 Feb	Osaka	<p>Osaka City General Hospital Site Visit</p> <p>City of Melbourne hosted medical industry stakeholders lunch (City of Osaka, Osaka Chamber of Commerce and Industry, Osaka Pharmaceutical Manufacturing Association, Kinki Bio Assoc. Osaka Universities)</p> <p>Shionogi Pharmaceuticals meeting</p> <p>Corpus Medicorum Soai University Concert (1)</p>	<p>Individual business matching meetings and site visits</p> <p>Osaka Pharmaceutical Manufacturing Association business matching forum</p> <ul style="list-style-type: none"> - Welcome by OPMA President - Capability presentation by OPMA and regional updates - Melbourne company presentations -
Sat 27 Feb	Osaka	Corpus Medicorum NHK Concert Hall Charity Concert	Corpus Medicorum NHK Concert Hall Charity Concert
Sun 28 Feb	Beijing	<p>Travel from Osaka to Beijing via Air China</p> <p>Arrive in Beijing at lunch time</p> <p>Site visit and roundtable discussion at Inno-way (a startup complex focus on information technology and innovation)</p> <p>In-country briefing by Australian Embassy</p>	<p>Travel from Osaka to Beijing via Air China</p> <p>Arrive in Beijing at lunch time</p> <p>Tour of Temple of Heaven (optional)</p> <p>In-country briefing by Australian Embassy followed by mission</p>

		followed by mission networking dinner	networking dinner
Mon 29 Feb	Beijing/Tianjin	<p>Courtesy call with Mayor of Beijing</p> <p>Courtesy call with Mayor of Tianjin</p> <p>MoUs signing ceremony (to be witness by Lord Mayor and Mayor of Tianjin)</p> <p>Gala dinner hosted by Tianjin Municipal Government</p>	<p>Business matching event (Jointly organised with Invest Beijing)</p> <p>Networking lunch</p> <p>Courtesy call with Mayor of Tianjin</p> <p>MoUs signing ceremony (to be witness by Lord Mayor and Mayor of Tianjin)</p> <p>Gala dinner hosted by Tianjin Municipal Government</p>
Tue 1 Mar	Tianjin	<p>Courtesy meeting with Director of Binhai New Area Administration Committee followed by industry briefing and site visit to Tianjin Dongjiang Port Area Then followed by a site visit to the port area</p> <p>Activities at Tianjin Administration Institute</p> <ul style="list-style-type: none"> - Official meeting and campus tour in Tianjin Administration Institute - Business lunch hosted by Tianjin Administration Institute - Award ceremony to the Lord Mayor as Honorary Professor and key note speech by Lord Mayor <p>Site visit to National Supercomputer Centre (CEO only)</p> <p>Official Opening of BlackBox Tianjin Exhibition</p> <p>RMIT alumni dinner (marks the 15th anniversary of Tianjin government leaders training program)</p>	<p>Business matching session</p> <p>Networking buffet lunch with Tianjin business leaders</p> <p>Business matching session</p> <p>Official Opening of BlackBox Tianjin Exhibition</p> <p>RMIT alumni dinner (marks the 15th anniversary of Tianjin government leaders training program)</p>
Wed 2 Mar	Tianjin	<p>Site visit to Cotton Mill Three Creative Blocks - Tianjin's first complex of creative industries by the transformation of the old mill site (this is a follow-up visit after 2014 Lord Mayor mission to this site)</p> <p>Site visit to Tasly Group followed by business lunch</p> <p>Business meeting followed by site visit organised by Tianjin Commission of Industry and Information Technology and Tianjin High-tech Development Zone</p>	<p>Industry visit (three streams)</p> <ul style="list-style-type: none"> - Life sciences - Sustainable urban development - Clean technology <p>City orientation (Tianjin Urban Planning Exhibition Hall, River cruise, Ancient cultural street, Italian pedestrian street)</p> <p>Melbourne House Launching Ceremony</p> <p>Mission farewell dinner hosted by the Lord Mayor</p>

		<p>regarding smart city strategy, cloud computing and big data (CEO only)</p> <p>Melbourne House Launching ceremony followed cocktail reception</p> <p>Lord Mayor interview opportunity</p> <p>Mission farewell dinner hosted by the Lord</p>	Official program ends
Thu 3 Mar	Wuxi	<p>Travel to Wuxi</p> <p>Site visit to Wuxi New District to receive an update on recent development in Wuxi</p> <p>Courtesy call with Mayor of Wuxi</p> <p>Signing the MoU of Economic and Cooperation Partnership of Melbourne and Wuxi</p> <p>Networking dinner hosted by Wuxi government</p>	
Fri 4 Mar	Wuxi	<p>Depart for Shanghai at 10am</p> <p>Return to Melbourne via Shanghai</p>	

Day 1 - Wednesday 24 February, Osaka Japan	
Activity	Key messages
Melbourne-Victoria Joint Reception for Medical Japan delegates and key industry contacts	<p>The Lord Mayor outlined Melbourne's key capabilities in life sciences and medical research and how, under Japan, Australia's joint economic partnership agreement opportunities for collaborations will continue to emerge. Melbourne's long-standing connection with Osaka was highlighted as providing a sound foundation for future growth in many spheres.</p> <p>Mr Adam Cuneen, Victorian Government Commissioner for Japan and Ms Catherine Taylor, Australian Consul General in Osaka, endorsed these remarks in the context of the up-coming 60th anniversary of the signing of the first Australia-Japan Commerce agreement in 1957, from which each country has prospered.</p> <p>Members of Corpus Medicorum performed a selection from Mendelssohn's String Octet which was warmly received by reception guests.</p>
Day 2 – Thursday 25 February, Osaka Japan	
Activity	Key messages
Briefing by Australian Consul General in Osaka, Ms Catherine Taylor and Victorian Commissioner for Japan, Mr Adam Cunneen	<p>Given Melbourne's significance as a centre for medical research and the Mission coinciding with Medical Japan, there are opportunities for Melbourne-based companies and institutions via:</p> <ul style="list-style-type: none"> • Japan pharmaceutical market (second largest in the world) and significant Japanese pharmaceutical companies located in the Osaka/Kansai region for first in human trials; • Medical devices, prosthetics and equipment given Osaka's precision manufacturing base. Discussion of the possibility of a project that could lead to the joint development of a surgical robot that could be trialed in Melbourne's hospital system. <p>Opportunities exist for Melbourne/Australian expertise to collaborate with Osaka-based companies who have deep capability but are still fragmented in their approach to market opportunities and closing the gap between research and product development.</p> <p>Discussion of the opportunities arising from Forum for Innovative Regenerative Medicine (FIRM) agreement signed by PM Turnbull with PM Abe in November 2015.</p> <p>Opportunities also arising from Trans Pacific Partnership (TPP) and Japan Australia Joint Economic Partnership specifically around food, health care particularly for the affluent ageing in Japan. Given Japan has a 50 per cent death duty, older people are spending on travel, health and well-being related services, grandchildren and their education.</p> <p>Further opportunities could be pursued via regular exchanges focusing on shared interests around bio medical and life sciences research which could include graduate student exchanges, opportunities for professional English language development, hospital administration exchanges including patient centred models of care, public health programs (Vic Health model of funding and program delivery). Also opportunities around sharing models of residential care for older people.</p> <p>The involvement of Corpus Medicorum as part of the mission was considered positively by stakeholders as it created another dimension to the exchanges and builds on the people-to-people connection.</p>
Site visit 1 Kobe Bio-Cluster	<p>Introduction of Kobe Bio cluster: Director General Hayashi (Kobe Econ development)</p> <p>The Kobe Bio Cluster is located on Port Island, a man made island in Osaka Bay.</p>

	<p>Kobe, a city of 1.5 million is about one hour south of Osaka and mainly located on a narrow area (ranging two to four km wide) between the coast and nearby mountains. Kobe has a long history as a trading city and one of the first to open to the west during the Meiji restoration.</p> <p>The city was devastated by the 1995 Great Hanshin Earthquake. One of the focuses for the reconstruction of Kobe was the development of the biomedical cluster on the recently completed Port Island, from one business in 1995; there are now 300 biomedical related businesses and institutions on the Island. These include 13 national research institutions clustered within a small area which include basic research, clinical trials and industrialisation of research outcomes. An important ingredient to the success of the Kobe biotech cluster has been the investment from the Kobe City Government, Kansai regional government and the national government to build the infrastructure necessary to support the precinct, roads, public transport and incentives to attract businesses through research and development grants.</p> <p>Businesses located within the cluster range from start ups to national and multinational subsidiaries including those with major laboratories.</p> <p>One of the significant projects being undertaken at the Kobe biotech cluster is the development of 'Medicaroid' a surgical robot that aims to be a Japanese version of the 'Da Vinci' medical robot. Testing is underway with aims to go to market with a prototype by 2019.</p> <p>Discussion around the opportunities for collaborations between Kobe Biocluster and institutions in Melbourne focusing on medical devices (including possible testing of 'Medicaroid') and regenerative medicine.</p> <p>Introduction of Foundation for Bio Medical Research and Innovation (Professor Hanjoy).</p> <p>The Centre is focusing on three fields of research: regenerative medicine, drug discovery and clinical trials. The centre collaborates with universities and private sector companies to provide an integrated pathway for new therapies. Clinical trials are conducted within a dedicated 100-bed hospital complex which is integrated into the research precinct.</p> <p>RIKEN – Centre for Development Biology (Ms. Hiraga) (established 2000).</p> <p>RIKEN is a basic research agency and undertakes some clinical work. Government funded research and part of the national research network with a focus on developmental biology with a focus on regenerative medicine. RIKEN is not a degree-granting organisation but has strong connections with universities in the region, currently no partnerships with Australian universities but keen to pursue these.</p>
<p>Site visit 2 'Endovascular Options in Acute Stroke Therapy' Melbourne Seminar</p>	<p>The Lord Mayor introduced the seminar which featured keynote speeches by two of Melbourne's finest neurosurgeons:</p> <ul style="list-style-type: none"> • Associate Professor Peter Mitchell, Royal Melbourne Hospital • Professor Jeffrey Rosenfeld, Alfred Hospital. <p>These presentations were followed by a panel discussion which included presentations by:</p> <ul style="list-style-type: none"> • Professor Yoshiaki Itoh, Head of Department of Neurology, Osaka City University • Dr. Toshiyuki Fujinaka, Director, Department of Neurosurgery, Osaka National Hospital
<p>Site visit 3 Cr Leppert and</p>	<p>In collaboration with the City of Osaka, Obayashi Corporation, one of the largest construction companies in Japan, has planned and developed Grand Front Osaka, a</p>

<p>CEO only</p> <p>Site Visit to Grand Front Osaka and Meeting with Osaka Planning Bureau (Smart cities)</p>	<p>large scale integrated “town” including offices, commercial facilities, knowledge capital, hotels and a public square at the north exit of Umeda Station as the gateway to Osaka.</p> <p>The precinct holds four main towers and aims to realise a low-carbon society through integration of multiple city blocks which allows a water and greenery network to be created, solar power generating systems and high efficiency heat generators. Energy consumption management systems are also in place to manage CO2 outputs.</p> <p>Meetings held with Mr. Kenichi Hirono, Secretary General of Grand Front Osaka and senior officers in charge of the Osaka City Redevelopment covered the broad topic of a Smart City that included a strong sustainability focus. Discussions were also held around use of smart technologies to enhance customer/user experience for those visiting Grand Front Osaka. In particular, Community Path Service (COMPASS) was highlighted as the main feature of the ICT service provided to Grand Front Osaka visitors, which predominantly entails digital signage and application of mobile apps. Visitors could interact with mobile apps which would enable them to navigate the precinct with more ease and to experience the whole precinct in new ways. Data collected through Wi-Fi signal of mobile phones would be useful for disaster management, future urban planning and transportation planning.</p> <p>A meeting was also held with senior officials of Osaka Planning Bureau to exchange views on the ICT strategy for both cities. City of Osaka is aspiring to become a leading ICT city and has recently launched their ICT strategy which commits the city to enhancing their IT infrastructure (Wi-Fi, and Internet of Things etc), adapting new technologies, collecting and using data to aid decision making and project evaluation. It is acknowledged that at this stage the Osakan government focus is around creation and maintenance of data rather than data analysis, and the government is actively seeking collaboration with the private sector in terms of the actual application/usage of data.</p>
<p>Courtesy call</p> <p>Mayor of Osaka, President Osaka City Council, Osaka City Hall</p>	<p>Mayor Yoshimura was elected in November 2015 and the courtesy call with Lord Mayor, Councillors and senior representative from the business delegation was the first he had held with representatives from one of Osaka's sister cities.</p> <p>Mayor Yoshimura indicated the City of Osaka appreciated the City of Melbourne's contribution to a range of programs including the Business Partner City network and exchanges in fields of biomedical research. Mayor Yoshimura spoke of the importance of student exchanges to broaden the perspective of junior high school students.</p> <p>President Higashi, President of the Osaka City Council, welcomed the Lord Mayor and civic delegation to Osaka and recounted his visit as part of the City of Osaka delegation to Melbourne in September 2013, to mark the 35th anniversary of the foundation of the sister city relationship. President Higashi spoke of the need for more direct flights from Kansai International Airport to Australia including Melbourne and welcomed the visit of Corpus Medicorum to Osaka.</p> <p>The Mayor of Osaka and Lord Mayor discussed opportunities for the future including city-to-city collaborations and innovation around issues of shared concerns. Innovation in biomedical research was seen as important given ageing populations and the focus on growing business opportunities.</p> <p>The Lord Mayor extended an invitation to the Mayor to visit Melbourne in the future. Mayor Yoshimura indicated he was interested in the opportunity to visit Melbourne to coincide with Ausbiotech conference (October 2016), given the shared city and business interests in this important issues.</p>
<p>City of Osaka welcome reception</p>	<p>The function was hosted by the Mayor of Osaka and included representatives from a range of Osaka based business, educational, community and civic organisations linked with the Melbourne sister city relationship.</p>

	There was a short performance of Bunraku puppets, a UNESCO recognized 'intangible' world heritage cultural treasure.
Day 3 – Friday 26 February, Osaka Japan	
Activity	Key messages
Site visit 4 Osaka General Hospital	<p>The site visit was hosted by Dr Takifui Nobuhide, Director, Osaka City General Hospital, which was established in 1993 with 1000 beds. The civic delegation was also accompanied by Mr Phillip Antippa, Senior specialist from the Royal Melbourne Hospital and leader of Corpus Medicorum and a number of Melbourne medical students.</p> <p>As the largest hospital in Osaka with 57 clinical departments, 350 doctors and 1000 nurses. The hospital receives 1800 outpatients a day, conducts 7500 surgeries a year (the greatest number outside Tokyo).</p> <p>The delegation visited the Emergency Department, intensive care unit and pediatric unit and met with medical specialists and some patients.</p>
Business Roundtable with key industry associations	<p>The Lord Mayor and Councillors hosted a networking lunch with high level representatives from;</p> <ul style="list-style-type: none"> City of Osaka, Osaka Prefecture Government, Osaka Chamber of Commerce and Industry, Osaka Pharmaceutical Manufacturers Association, Kinki-Bio Association, JETRO, Osaka International Business Promotion Centre and the National Cerebral and Cardiovascular Centre. <p>Conversations focused on future exchange opportunities, business collaborations between partners in Osaka and Melbourne.</p>
Meeting Shionogi Pharmaceuticals	Meeting with Vice President of Shionogi Pharmaceutical about collaboration opportunities between Shionogi and Melbourne institutions and companies.
Corpus Medicorum charity concert 1 – Soai University	Councillor Leppert welcomed the audience to the concert on behalf of the City of Melbourne. Soai University was established in 1888, initially as a private women's university with specialist faculties in music, humanities and human development. The City of Osaka provided significant assistance in securing the venue through its connections with Soai University.
Day 4 – Saturday 27 February, Osaka Japan	
Activity	Key messages
Corpus Medicorum charity concert 2 – NHK Concert Hall	<p>The Lord Mayor welcomed audience to the concert and spoke of the Melbourne Osaka sister city relationship and the opportunities it has generated for each city.</p> <p>The City of Osaka provided significant assistance in securing this highly regarded classical music venue, close to Osaka Castle.</p> <p>The two Corpus Medicorum concerts raised, one million Yen (¥) (approximately \$16,000 AUD) for Tsurumi Children's Hospice, Japan's first community based children's hospice.</p>
Day 5 – Sunday 28 February, Beijing, China	
Activity	Key messages
Site visit to Inno-way	Invest Beijing hosted a site visit to Inno-way, Beijing. Previously known as 'Book Street' (with more than 200 book shops), the precinct has been redeveloped in 2014 to support innovation and start-up businesses with a number of incubators and co-

	<p>working spaces. Innoway is supported by the Beijing Government and 41 agencies and services are offered at 'Innohall' a one-stop shop to support start-up businesses. Affordable rents have been used as an incentive to attract businesses to the area. Innoway has international partnerships with similar centres in South Korean and France. Innoway has strong links with universities in Beijing.</p> <p>Visits were made to three enterprises:</p> <p>Largo group (four members in 2014, 400 in 2016): providing training programs, access to investors with a focus on new industries.</p> <p>Dark Horse Group which started out as a magazine (2008) now provides financial services, boot-camp for start-ups and access to crowd funding. It has 20,000 members, a monthly magazine and a Weibo/Weichat (3.5 million followers). In 2014 they took a delegation of potential investors to Silicon Valley.</p> <p>Café Garage: 300 people use the co-working space a day. It has been operating for five years and matched over 1000 businesses with potential investors. Daily pitch sessions for angel investors. Entrepreneurs using the centre range in age from 16-78 years from all walks of life.</p>
<p>In country briefing – Mr Justin Haycroft (Deputy Head of Mission) Australian Embassy, Beijing</p> <p>Mr Dan Tebbett, Senior Trade Commissioner Austrade</p>	<p>Civic and business delegates received a briefing on key issues in the Australia-China relationships including the value and strength of the bilateral relationships at all levels and how this fosters interest and opportunities. The City of Melbourne was commended for the breadth of its activities including the commitment of the Lord Mayor to lead regular business missions to key cities in China.</p> <p>There is significant interest across all sectors, an example of which is the 100,000 visas issued by the Australian Embassy in January 2016, for Chinese New Year travel, carried on 139 direct flights.</p> <p>New market opportunities for Australia in China include food, services and education opened up by China Australia Free Trade Agreement (ChAFTA) signed in December 2015.</p>
<p>Day 6 – Monday 29 February, Beijing and Tianjin, China</p>	
<p>Activity</p>	<p>Key messages</p>
<p>Mayor of Beijing Wang Anshun</p>	<p>Mayor Wang spoke about the strength of the Australia China relationship and opportunities opened up by ChAFTA. Mayor Wang outlined high level economic outlook for Beijing and the opportunities arising from the Beijing, Tianjin and Hebei province collaborations. He recognised Melbourne's significance as a center for science, technology, culture and events.</p> <p>The Lord Mayor discussed the role of city government in leading major urban development projects, planning for people, supporting innovative businesses through projects such as Innoway.</p> <p>The Lord Mayor and Mayor exchanged views and experiences to support international students and young entrepreneurs and opportunities for future collaborations between Melbourne and Beijing.</p>

<p>Business matching session – jointly organised with Invest Beijing.</p> <p>CEO only</p>	<p>The CEO outlined Melbourne’s industry capabilities in urban design, clean technology, biotechnology and life sciences to a pre-qualified audience of relevant industry associations and potential business partners, who were matched with business delegates. Invest Beijing (the investment attraction agency of the Beijing Municipal People’s Government) collaborated with the Melbourne Office Tianjin in the development and delivery of this event. COM has a long standing relationship with Invest Beijing and their cooperation was critical to the high quality of business representatives in attendance and the overall success of the session.</p>
<p>Courtesy call with Mayor Huang Xingguo, Mayor of Tianjin and MOU signing</p>	<p>Mayor Huang warmly welcomed the Lord Mayor and all delegation members to Tianjin. He outlined the Tianjin economic outlook including anticipated GDP growth rates of nine per cent for each of the next three years. He highlighted the Tianjin BinHai Free trade Zone and opportunities this will present for Australian businesses, particularly through e-commerce and the bonded port area.</p> <p>The Lord Mayor outlined the composition of the business mission, based on Melbourne’s key capabilities and the strength of our 36 year-long relationships.</p> <p>At the conclusion of the courtesy call the Lord Mayor and Mayor Huang witnessed the signing of eight memorandum of understanding (refer attachment 5).</p>
<p>Day 7 – Tuesday 1 March, Tianjin China</p>	
<p>Activity</p>	<p>Key messages</p>
<p>Site visit and industry briefing to Tianjin Dongjiang Port Area (cargo and container zone)</p>	<p>Courtesy meeting with Mr Zhang Yong, Director of Binhai New Area Administration Committee followed by industry briefing and site visit to Tianjin Dongjiang Port Area (cargo and container zone), an international shipping and logistics hub as well as cross-boarder ecommerce hub port in Northern China.</p> <p>Tianjin port is the fourth largest in the world, 500 million tonnes annually.</p> <p>General discussion of the role of BinHai new area in the development of Tianjin and opportunities for small to medium size enterprises alongside significant multinational investment. Dongjiang Free Trade Zone through its bonded port facilities provides exciting new opportunities for Australian companies to access Chinese consumers via e-commerce.</p>
<p>Business matching session</p> <p>Cr Louey only</p>	<p>Cr Louey was the host and facilitator at the business matching session, jointly organised by the Melbourne Office Tianjin and Tianjin Hi-tech development zone. Cr Louey outlined, Melbourne’s leading capabilities in sustainable urban design, clean technology and biotechnology/life science.</p> <p>Cr Louey also spoke of the longstanding business exchanges and collaboration opportunities between the two cities with Melbourne being the Australian city to establish a relationship with China in 1980. The Melbourne Office Tianjin was established in 1989 (first and only Australian city to have a business representative office in China).</p>
<p>Tianjin Administration Institute (TAI)</p>	<p>The civic delegation was accompanied by Mr Martin Bean, President and Vice Chancellor of RMIT University and Vice Provost Slavko Tskirtus, Monash University. The discussions focused on the opportunities arising from the MOU signed between RMIT and TAI on the previous evening such as professional development for TAI faculty members; future short term exchange course and joint research and development activities between the institutions.</p>

Lord Mayor speech to TAI	<p>The audience attending the Lord Mayor's presentation at the TAI included Tianjin government officials undertaking executive development program, faculty members from the TAI and senior officials from the BinHai district.</p> <p>The presentation focused on the challenges that face all cities and the contribution excellence in public administration makes to ensuring the health and sustainability of cities. The Lord Mayor also recognised the significant commitment the Tianjin Government has made to ensuring its next generation of civic leaders have access to training and development opportunities.</p> <p>The Lord Mayor also took a number of audience questions which included:</p> <ul style="list-style-type: none"> • What is the secret to making a liveable city? • Could he identify further opportunities for collaboration between Melbourne and Tianjin? • Does the City of Melbourne have a 'think tank'?
Site visit to National Supercomputer Centre (CEO only)	<p>The CEO undertook a site visit to National Supercomputing Centre in Tianjin. The Centre was approved by the Ministry of Science and Technology for construction in 2009. It was a tripartite investment by the National Defense Science and Technology University, Tianjin Binhai New Area and National Defense Science and Technology University.</p> <p>The Centre's application domains include oil exploration, high-end equipment development, bio-medical research, animation design, exploitation of new energy sources, research of new materials, engineering design and simulation analysis, weather forecast, remote sensing data processing, and financial risk analysis.</p>
BlackBOX exhibition opening	<p>The Lord Mayor opened the BlackBOX exhibition curated by Mr Ian Wong, from Monash University, jointly hosted with Tianjin University of Design Institute and Tianjin High Technology Enterprise Association.</p> <p>The exhibition showcased Melbourne's industrial and product design capabilities, by including 64 internationally renowned Melbourne designs.</p>
Networking event to mark the 15th anniversary of Tianjin government leaders training program	<p>RMIT University hosted the event which included representatives from each of the 17 groups of government leaders to participate in the program since 2001. Mr Martin Bean, President and Vice Chancellor of RMIT University and Lord Mayor spoke about the lasting impact of the program in both Tianjin and Melbourne and the deep connections it has fostered between the two cities. Past participants shared their experiences and contribution the program has made to their professional development.</p>
Day 8 – Wednesday 2 March, Tianjin, China	
Activity	Key messages
Site visit to Cotton Mill Three Creative Blocks - Tianjin's first complex for creative industries	<p>The Lord Mayor and civic delegation visited this site during its early development phase in 2014. It was pleasing to see the completed complex which has sympathetically refurbished old industrial buildings from the 1920s when it was an Italian-owned manufacturing complex, with newer buildings on a prime river side location. A number of co-working, digital and design based businesses have been established within the precinct and were visited. The Lord Mayor was informed of proposals to develop a hospitality and food precinct within the complex and future opportunities for Victorian producers and exporters were discussed.</p>
The Tasly Group	<p>The Tasly Group was established in Tianjin 23 years ago and utilizes innovation and technology to enhance traditional Chinese medicine (TCM). From humble beginnings the company now has 19,000 employees' world-wide and annual sales of \$5 billion USD.</p>

	<p>Tasly is seeking opportunities to strengthen connections and business with Australia, through investment, development of plantation base for products; and opportunities for clinical trials.</p> <p>Tasly is also expanding into aged care, aids to assist and support people to remain in their own homes for longer.</p>
Tianjin High Tech Development Zone (CEO only)	<p>The CEO had a productive meeting with Mr Sun Gang, Vice Director-General of Tianjin Commission of Industry and Information Technology and other senior officials from Tianjin High Tech Development Zone.</p> <p>The Commission is responsible for implementation of national/municipal policy and regulations on the development of domestic economy, industry Informatisation as well as knowledge economy. The Commission is also the key driver of Tianjin Smart City Initiative/Strategy (2015-2017).</p> <p>Mr Sun Gang briefed the CEO on Tianjin's ambitious smart city strategy which sits under Tianjin's 13th five-year plan. A total of 34 aspects of smart city development are included in this strategy, including smart urban development, e-education, e-governance, and digital health.</p> <p>Discussions were also held around where collaboration opportunities might lie between Melbourne and Tianjin. The following areas were identified: 1) joint R&D in pioneering technologies, 2) development of an efficient business matching platform to link manufacturing sector with high-tech companies; and 3) facilitation of better communication between our start up communities to foster innovation and entrepreneurship.</p>
Melbourne House opening	<p>'Melbourne House': a Sino-Australia innovation and entrepreneurial incubator, has been developed in a renovated 1920's style house in the British concession (Xiannong block) area of Heping district. The project and the real estate is owned by Tianjin Historical Architecture Restoration and Development Inc. (THARD Inc.), a subsidiary of Tianjin Municipal Bureau of Land Resources and Housing Administration. The Lord Mayor joined representatives from a number of Tianjin government agencies in opening the centre which will provide co-working spaces, exhibition spaces for a range of events and business activities.</p>
Lord Mayor media interview	<p>Representatives from the <i>Tianjin Daily</i>, <i>Tianjin Evening News</i> interviewed the Lord Mayor. Tianjin TV Station and Tianjin Broadcasting Station attended a number of the site visits undertaken which contributed to three minute story during the evening news.</p>
Business networking event – Tianjin partners	<p>The Lord Mayor and Councillors hosted a networking session with representatives from Tianjin business organisations (such as China Council for the Promotion of International Trade, Tianjin Commerce Commission) in recognition of their contribution to the successful mission.</p>
Day 9 – Thursday 3 March, Tianjin and Wuxi, China	
Activity	Key messages
Travel from Tianjin to Wuxi	<p>The civic delegation travelled from Tianjin to Wuxi (1500km) on China's high speed rail network.</p>
Wuxi National High-Tech Industrial Development Zone (Wuxi New District)	<p>The civic delegation visited the impressive Wuxi National High Tech Industrial Development Zone information centre including a large schematic model of the overall area and proposed zones of significant development.</p>

<p>Courtesy call with Mayor Wang Quan</p> <p>Signing of MOU between Melbourne and Wuxi</p>	<p>The Lord Mayor and delegation then traveled to the new Wuxi Government complex, including the display area featuring its 48 sister city partnerships.</p> <p>Mayor Wang warmly welcomed the Lord Mayor and civic delegation members and acknowledged the member of the Melbourne Wuxi Chamber of Commerce also in attendance. Mayor Wang advised that 271 Australian companies have current investments in Wuxi and that currently 8000 of the estimated 10,000 Wuxi residents living in Australia reside in Melbourne. He indicated that on the basis of these people to people and business connections, a strong bridge exists between Melbourne and Wuxi.</p> <p>The Lord Mayor and Mayor Wang discussed opportunities for future collaboration, which could include Taihu Lake restoration and encouraged the proposed visit of the Vice Mayor of Wuxi to Melbourne in mid-2016 to further these discussions.</p> <p>The MOU signed by the Lord Mayor and Mayor Wang establishes a framework for future two-way business collaborations between Melbourne and Wuxi.</p>
<p>Old Wuxi town (Nanchang walking street and Grand Canal historic area)</p>	<p>A short cruise along the Grand Canal, provided members of the civic delegation with the opportunity to observe the sympathetic renewal of heritage buildings within the precinct. The area has become a popular tourist attraction and was decorated for spring festival celebrations (year of the monkey).</p>
<p>Day 10 – Friday 4 March, Wuxi, China</p>	
<p>Activity</p>	<p>Key messages</p>
<p>Lord Mayor media interviews</p>	<p>The Lord Mayor participated in radio and television interviews (Jiangsu Star-TV and Wuxi Television Station) during which he was asked his impressions of Wuxi and opportunities for future collaboration between Melbourne and Wuxi.</p>

2016 City of Melbourne Business Mission to Japan & China

List of Memorandum of Understandings / Agreements

No.	Project	Melbourne Signatory	Chinese Signatory
Government			
1	MoU between CoM and Tewood Group	Cr Kevin Louey	Mr Yuzhu Wang, President of Tewood Group
2	MoU between CoM and Wuxi Municipal Government	Lord Mayor	Mr Quan Wang Mayor of Wuxi
3	MoU between CoM and Tianjin Association of Overseas Chinese Affairs	Cr Rohan Leppert	Mr Hu Chengli, Director of Tianjin Association of Overseas Chinese Affairs
Education			
4	MoU between RMIT and Tianjin University	Martin Bean Vice-Chancellor and President	Li Jiajun President
5	MoU between RMIT and Tianjin Administrative Institute	Martin Bean Vice-Chancellor and President	Dr Meng Qingsong Executive Vice President
6	Letter of Intent for alliance between Education Bureau of Hebei District, Tianjin and Xin Jin Shan Chinese School, Melbourne	Mr Sun Haoliang, President of Xin Jin Shan Chinese School	Education Bureau of Hebei District
Commercial			
7	MoU between Lefflers Simes Architects and Tianjin University Research Institute of Architectural Design	Mr Christopher Goodman Director of Lefflers Simes Architects	Professor Hong Zaisheng, Dean of Tianjin University Research Institute of Architectural Design
8	Contract between Mengde Group and Total Livestock Genetics	Ms Jing Yu President of Mengde Group	Dr Shane Ashworth BSC. BVMS
9	MoU between Dimer Technologies,, China Petroleum and Chemical Corporation Tianjin (TPCC) and Tianjin Lianbo Chemical	Dr Ming S. Liu Director of Dimer Technologies Pty Ltd	Mr XUE Ding CEO of Tianjin Lianbo Chemical Mr WANG Lixin Vice President of SINOPEC - Tianjin

Article 1: From Tianjin Daily Chinese version:



澳大利亚墨尔本市政府和经贸代表团访津

黄兴国会见墨尔本市市长罗伯特·道尔 两市签署八项合作协议

本报讯（记者 魏彧 米哲）澳大利亚墨尔本市市长罗伯特·道尔率政府和经贸代表团访津。市委代理书记、市长黄兴国 2 月 29 日晚在迎宾馆会见罗伯特·道尔一行。两市签署八项合作协议，进一步深化友城关系。

黄兴国简要介绍了天津发展情况。他说，墨尔本是一座古典与现代完美结合的美丽城市，城市管理井然有序，教育、文化、体育等事业十分发达，是全球宜居城市。罗伯特·道尔先生是天津人民的老朋友，见到您感到格外高兴。特别是您亲率高规格代表团来津，并签署一系列合作协议，是一次务实之旅。今年是天津与墨尔本结好第 36 年，我们友城关系持续深入发展，各方面合作取得丰硕成果。当前，天津五大战略机遇叠加，发展前景十分美好。津墨两市非常相似，合作空间非常广阔。愿双方携

起手来，在教育、文化、体育、旅游、港口、干部培训、医疗卫生、城市规划、产业发展等方面，深化交流合作，推动友城关系发展迈上新的台阶。

罗伯特·道尔对天津发展变化给予高度评价。他说，墨尔本与天津一直保持良好合作关系，在城市规划建设、可持续发展等方面取得积极合作成果，特别是天津市领导干部经济管理培训项目已有 15 年历史。此次两市将签署各项合作协议，我们十分期待双方合作更加务实深入，也十分期待通过共同努力，让两市友城关系更加卓有成效。

会见结束后，双方共同签署了八个合作项目，包括市侨办与墨尔本市政府签署友好交流合作计划战略备忘录，天津大学与皇家墨尔本理工大学签署科研合作谅解备忘录，天津物产集团与墨尔本市政府签署战略合作协议，市行政学院与皇家墨尔本理工大学签署人员和研究合作谅解备忘录，天津大学建筑设计规划研究总院和墨尔本莱弗勒斯建筑设计咨询有限公司签署合作谅解备忘录，天津梦得集团与 TLG 公司签署引入高品质澳大利亚奶牛合作协议，中国石油化工股份有限公司天津分公司与澳大利亚迪莫尔技术有限公司签署项目合作谅解备忘录，河北区教育局与澳大利亚墨尔本新金山中文学校签署教育联盟合作意向书。

3 月 1 日，罗伯特·道尔出席了皇家墨尔本理工大学举办的天津市领导干部经济管理培训项目 15 周年相关活动。在津期间，罗伯特·道尔还受聘成为天津市行政学院荣誉教授并发表演讲，与东疆保税港区管委会、市行政学院进行座谈，参加津墨青年创业中心启动活动和墨尔本黑匣子工业展开幕活动，参观考察棉三创意产业园和天士力集团等。

市委常委、市委秘书长成其圣，副市长赵海山，天津大学校长李家俊和市政府秘书长于秋军出席上述活动。



English Translation:

Australia's City of Melbourne and Its Trade Delegation Visit Tianjin
Huang Xingguo meets with Lord Mayor Robert Doyle of the City of Melbourne
The two cities sign eight cooperative agreements

Report from our correspondents (reporters: Wei Yu and Mi Zhe)

Australia's Mayor of Melbourne, Robert Doyle, led a government and trade delegation to visit Tianjin. Acting Secretary of the Municipal Party Committee and Mayor, Huang Xingguo, met with Robert Doyle on the evening of 29th February at the Tianjin Guest House with his delegation. The two cities signed eight cooperative agreements, further deepening their sister city ties.

Huang Xingguo gave a brief summary of Tianjin's development. He said that Melbourne is a beautiful city that perfectly combines the classical and modern, and that the city's administration is run in a very orderly manner, with education, culture, sports and other areas all extremely developed, being one of the world's most livable cities. "Mr Robert Doyle is a friend of the Tianjin people and it is a great pleasure to see you. In particular, leading a high-level delegation to visit Tianjin and sign a series of cooperative agreements has certainly been a very practical expedition. This year will be the 36th year for Tianjin and Melbourne's relationship as sister cities, and our sister city relationship will continue to deepen and generate very fruitful results in every area of our cooperation. At the moment, Tianjin's Five Strategies are yielding results on many levels and development prospects are extremely promising. Tianjin and Melbourne are two extremely similar cities, with great space for cooperation. It is hoped that both parties can join hands and deepen their dialogue and cooperation in such areas as education, culture, sports, travel, harbours and ports, leader education, health and sanitation, city planning, and industry development, propelling their sister city relationship to a new level.

Robert Doyle had a very positive evaluation to make of the changes Tianjin has undergone in its development. He said that Melbourne has always maintained a consistently excellent cooperative relationship with Tianjin, and has seen the results of proactive cooperation in such areas as urban planning and construction, sustainable development and so on, particularly in the Tianjin Government Leaders' Training Program which now boasts a 15-year history. "On this occasion of the two cities signing all these cooperative agreements, we are extremely hopeful that the cooperation between both parties may further deepen in its practical effectiveness, and we are also extremely positive and buoyant about the sister city relationship yielding even more outstanding results through cooperative efforts."

At the conclusion of the meeting, the two parties signed together on eight cooperative projects, including: the Tianjin Overseas Chinese Affairs Office signing a strategic memorandum on friendly exchange and cooperative planning with the City of Melbourne; Tianjin University and RMIT University signing a memorandum of understanding on scientific cooperation; Tianjin Property Development Group signing a strategic cooperation agreement with the City of Melbourne; the Tianjin Administration Institute signing a memorandum of understanding on personnel and research cooperation with RMIT University; Tianjin University Research Institute of Architectural Design and Urban Planning signing a cooperative memorandum of understanding with Leffler Simes Architects in Melbourne; Tianjin Mengde Group Co., Ltd. signing a cooperative agreement for importing high quality Australian milk with TLG; Sinopec Tianjin Branch signing a cooperative memorandum of understanding with Australia's Dimer Technologies Co. Ltd.; and the Education Bureau of Hebei District signing a letter of cooperative and educational intent with Melbourne's Chinese Culture School in Box Hill.

On 1 March, Robert Doyle attended an event celebrating the 15th year of the Tianjin Government Leaders' Training Program put on by RMIT University. While in Tianjin, Robert Doyle was also invited to become an honorary professor by the Tianjin Administration Institute and to deliver a lecture, to join informal talks with the Dongjiang Bonded Port Area Management Committee and Tianjin Administration Institute, and to participate in the opening of the Tianjin-Melbourne Youth Entrepreneurship Centre and the opening of the Melbourne Black Box Exhibition, also visiting and inspecting the Sanmian Creative Industry

Park and Tasly Holding Group.

Municipal Standing Committee and Secretary General of the Municipal Party Committee, Cheng Qisheng, Deputy Mayor Zhao Haishan, Tianjin University President Li Jiahou and Secretary-General of the Municipal Government Yu Qiujun also attended the activities described above.

Article 2: From Phoenix News Tianjin

Chinese Version:

凤凰天津 天津与墨尔本两市合作 起点高前景广

2016年03月04日 07:53

来源：凤凰天津 作者：今晚报马明

0 人参与 0 评论

原标题：津墨两市合作起点高前景广

“这是我第三次访问天津，我越来越喜欢这座城市，此次我们和天津共签署了八个合作项目，两市的合作进一步深化，开启了天津与墨尔本友好合作的新篇章！”昨晚，率政府和经贸代表团访津的[澳大利亚](#)墨尔本市市长罗伯特·道尔，在接受本报记者专访时表示。

“今年是我们建立友城关系 36 周年，友好合作关系持续深入发展，各方面合作取得了丰硕成果。”罗伯特·道尔说，“特别是去年刚刚签署的中澳自贸协定，让天津与墨尔本的合作已经站在了很高的起点上。”

天津自由贸易试验区的获批也让罗伯特·道尔充满了期待。“这次我特地参观了东疆保税港区，不但这里港口的规模让我惊叹，这里的无缝分销方式也给我留下了深刻印象，外国的企业只需将自己的商品送到这里的保税仓库后，就能通过全面无缝的分销网络将自己的产品送到中国消费者手中。”他说，“天津自贸试验区发展潜力巨大，希望澳大利亚的企业参与天津自贸试验区的建设，回去以后我们将分别与代表澳大利亚大型企业的产业协会和代表中小企业的商会产业协会沟通，推荐他们旗下的公司到这里发展。”

English Translation:

Phoenix News Tianjin

Cooperation between the two cities Tianjin and Melbourne: a great starting point and an excellent future

Original title: Cooperation between the two cities Tianjin and Melbourne: a great starting point and an excellent future

“This is my third visit to Tianjin, and I find that I am liking this city more and more. On this occasion we have signed eight cooperative projects together with Tianjin, and the level of cooperation between the two cities has further deepened, opening up a new chapter in cooperation between Tian-

jin and Melbourne!" expressed Australian Mayor Robert Doyle of the City of Melbourne, leading the civic and trade delegation in its visit to Tianjin, during a special interview with this reporter last night.

"This year will be the 36th anniversary for our sister city relationship, and the friendly, cooperative relationship continues to deepen and develop, with great achievements having been gained through cooperation in every area." Robert Doyle said, "It is particularly the China-Australia Free Trade Agreement just signed last year that has allowed the cooperation between Tianjin and Melbourne to reach new heights."

The approval of the Tianjin Experimental Free Trade Area also inspired high expectations for Robert Doyle. "On this occasion I purposefully visited the Dongjiang Bonded Port area; not only did the size of the port surprise me, but it's method of seamless distribution also left an impression, whereby foreign companies need only send their products here to the bonded warehouses and then afterwards their products can be distributed directly into the hands of Chinese consumers through a comprehensive and seamless distribution network." He said, "The development potential in the Tianjin Experimental Free Trade Zone is tremendous, and I hope that Australian companies can participate in its establishment. After my return, I will dialogue with the Australian Industry Group representing Australian large-scale companies and the Chamber of Commerce and Industry representing medium and small companies, recommending to the companies represented that they consider coming here to grow and develop."

Article 3: From Evening News Digital Edition

Chinese Version

今晚报数字刊物

津办《黑匣子》展览 庆祝墨尔本获设计创新成就

发布日期: 2016-03-02 07:44 来源:问津

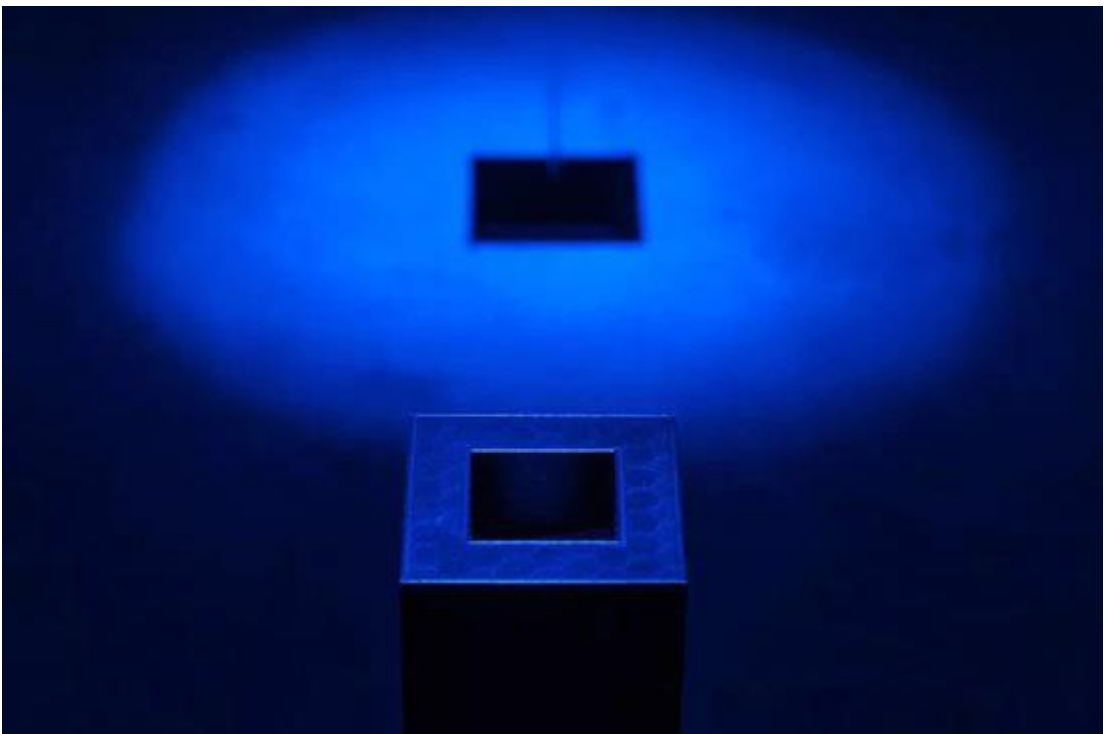




问津记者 王晓羽

为庆祝澳大利亚墨尔本取得的设计创新成就，2月29日至3月27日期间在天津市南开区鞍山道192号天津大学建筑设计规划研究总院1895天大建筑创意大厦特别举办《黑匣子》展览。此次活动为由墨尔本市政府携手蒙纳士大学特别举办。

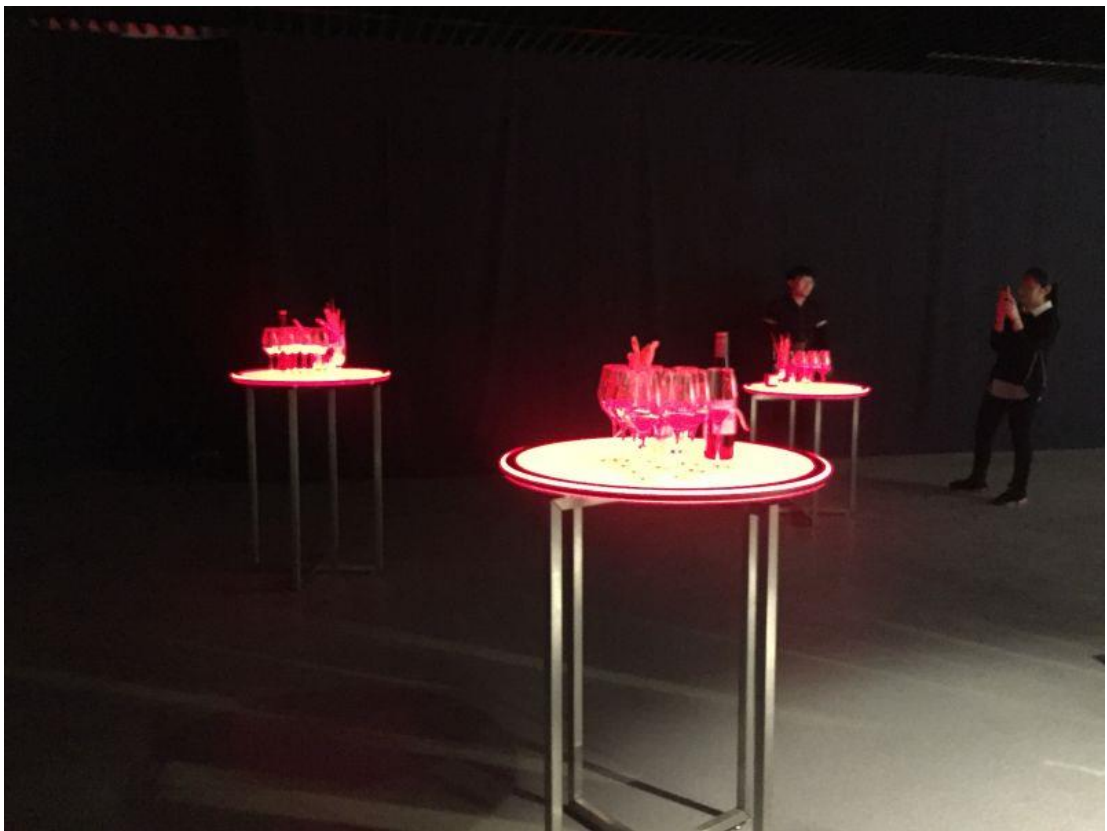
黑匣子一词来自让航空业发生剧变的墨尔本创新技术，本次展览将展示业已融入世界各国人民日常生活的墨尔本创新创意。



该展览由蒙纳士大学艺术、设计与建筑学院的高级讲师王伊恩(Ian Wong)组织。王伊恩先生是“墨尔本运动”(Melbourne Movement)的主席，也是澳大利亚设计协会的中国代表。

源自墨尔本的著名设计包括：塑料钞票、便携式婴儿汽车安全座椅、黑魔设计公司的电影摄影机、制冷技术、接线板、仿生眼等。

展览中的设计故事和项目将通过 64 个 3D 打印的黑匣子展示。参展游客可把智能手机伸到黑匣子上，即可同步接收其中的设计信息。



<http://toutiao.com/i6258104819903365634/>

Post Travel Mission Report 2016 - Att 6 #9815611 - Media coverage including Blackbox

English Translation:

Evening News Digital Edition

Tianjin "Black Box" Exhibition Celebrates Melbourne's Achievements in Design and Creativity

To celebrate the design and creative achievements obtained by Melbourne (Australia) over the years, from 29 February to 27th March, a special "Black Box" exhibition is being held at the 1895 Art Gallery, Tianjin University Research Institute of Architectural Design and Urban Planning, 192 Anshan Road West Nankai District, Tianjin. This event is being specially staged by the City of Melbourne in conjunction with Monash University.

The 'Black Box' is an innovative piece of technology from Melbourne that has brought great change to the airline industry, and this exhibition will give display to the various Melbourne creations and innovations that have entered the lives of people from all around the world.

This exhibition was organised under the auspices of Senior Lecturer Mr Ian Wong from Monash University's Faculty of Art, Design and Architecture. Mr Ian Wong is chairperson of the "Melbourne Movement", and also the Chinese representative of the Design Institute of Australia.

World famous designs originating from Melbourne include: plastic banknotes, portable baby car safety seats, the Blackmagic cinema camera, refrigeration technology, the power board the bionic eye and so on.

The design stories and projects featured in the exhibition will be displayed via 64 3-D 'Black Boxes' printed by 3D printers. Attendees at the exhibition will be able to put their smartphones into the black box, synchronise it and then receive information about the design within.

Article 4: From Foreign Affairs Bureau, Development Zone

Chinese Version:

http://www.teda.gov.cn/website/html/wsj/WSXW11698/2016-03-14/Detail_622663.htm

开发区外事局

本市国际友城澳大利亚墨尔本市市长罗伯特·道尔率政府和经贸代表团一行 35 人访津

发布时间：2016-03-14

近日，本市国际友城澳大利亚墨尔本市市长罗伯特·道尔率政府和经贸代表团一行 35 人访津。道尔市长长期对华友好，此访是其第三次访津，旨在巩固传统友谊，推动务实合作。访津期间，双方签署了经贸、教育、能源、科技、建筑等领域的一系列合作协议，两市友城关系和务实合作迈上新台阶。

道尔市长在津接受媒体专访时表示，今年是天津与墨尔本建立友城 36 周年，两地在经贸、文化、科技等领域的交流取得了丰硕成果。近几年来，天津与墨尔本之间签订的商业合同价值就超过 9 亿澳元。道尔市长还对我市创新创业发展战略表示赞赏，认为天津正在逐步转型成为智慧创新型城市，未来发展前景十分广阔。

访津期间，市外办安排道尔市长出席了皇家墨尔本理工大学举办的天津市领导干部经济管理培训项目十五周年纪念活动、津墨青年创业中心启动仪式、黑匣子天津展览开幕式，受聘天津行政学院荣誉教授并发表演讲，与东疆保税港区管委会、天津行政学院进行座谈，参观考察棉三创意产业园和天士力集团，推动两市友城关系进一步深化。

English Translation:

Foreign Affairs Bureau, Development Zone

Robert Doyle, Mayor of our international sister city, Australia's City of Melbourne, and his trade delegation of 35 people visit Tianjin

Published on: 2016-03-14

Over the last few days, Mayor Robert Doyle of international sister city to our city, Australia's Melbourne, led a civic and trade delegation of 35 people to Tianjin. Mayor Doyle has been a friend of China for a long time, and this visit to Tianjin is his third, with the aim of strengthening our traditional ties of friendship and promoting practical cooperation. A series of cooperative agreements were signed by both parties during his visit to Tianjin, over such areas as trade, education, energy, science and technology, architecture and so on, with the sister city relationship between the cities as

well as their degree of practical cooperation reaching a new level.

During an exclusive media interview in Tianjin, Mayor Doyle advised that this year is the 36th anniversary of the establishment of Tianjin and Melbourne's sister city relationship, and that exchange between both places has led to very fruitful achievements over such areas as trade, culture and science and technology and so on. In recent years, the value of commercial contracts signed between Tianjin and Melbourne has exceeded 900 million Australian dollars. Mayor Doyle also expressed his admiration and support for our city's innovative and pioneering development strategies, being of the view that Tianjin is currently transforming steadily into an intelligent and innovative type of city, with excellent and broad future development prospects.

During the visit to China, the Municipal Foreign Affairs Office made arrangements for Mayor Doyle to appear at the 15th anniversary commemoration event for the Tianjin Government Leaders' Program put on by RMIT University, the opening ceremony for the Tianjin-Melbourne Youth Entrepreneurship Centre, and the Tianjin Black Box Exhibition opening ceremony; he was invited to become an honorary professor and speak at the Tianjin Administration Institute and to join informal talks with the Management Committee of the Dongjiang Bonded Port Area and Tianjin Administration Institute, and visited and inspected the Sanmian Creative Industry Park and Tasly Holding Group, promoting the further deepening of the sister city ties between the two cities.

Article 5: From Monash University



BlackBOX opens in China

BlackBOX exhibition, a Monash showcase of some of the finest examples of Melbourne design and innovation, was recently unveiled by Lord Mayor Robert Doyle at Tianjin University in China. Presented in partnership with the City of Melbourne, the exhibition

was first prepared by Ian Wong from the Faculty of Art, Design and Architecture for the 2015 World Expo in Milan. Many Monash achievements in industrial design were featured in the exhibition, including the bionic eye, virtual spine and X-halo, an asthma inhalation device. My congratulations to Ian Wong for curating this exhibition.

Professor Margaret Gardner AO
President and Vice-Chancellor

Article 6: From The Weekly Times

CAMPERDOWN SIGNING

Chinese heifer mission

By SIMONE SMITH

A WESTERN District business has signed a new three-year dairy live export deal with a Chinese customer worth "several million a year".

Earlier this month Total Livestock Genetics at Camperdown completed a deal in China with Halo International.

The deal kicks off in May with an initial shipment of 1500 Holstein heifers in-calf to sexed semen, but will also include personnel and technology transfer between the two businesses.

This shipment builds on the 15,000 TLG has sent to China in the past couple of years.

TLG director Shane Ashworth said Halo International was a new customer and the heifers would move from its quarantine facility in China to local dairies.

He said providing quality heifers in-calf to sexed semen was a premium, compared with heifers joined through conventional semen.

Dr Ashworth said while TLG bought heifers at market rates there had to be value at both ends of the supply chain to ensure the future of the relationship. He has visited some

of the 15,000 heifers sent to China, which are now on their third lactation and averaging 40 litres a day, and was confident this level of production was adding value to the Chinese customer.

He said the deal signed in Tianjin was for three years of co-operation and while it started with Holstein heifers it wasn't limited to dairy animals or that breed.

The deal was completed as part of a trade mission to China and Japan led by the Melbourne Lord Mayor Robert Doyle.

Dr Ashworth said TLG already did business in China, but leveraging by the City of Melbourne through partnerships with its sister city, Tianjin, was helpful.

"The Chinese take the sister city relationship very seriously — a mayor's position in China ... I'd liken it to that of a premier of a state," Dr Ashworth said. "For us to do business with the mayor's support, witness the signing, has been very helpful."

Melbourne Lord Mayor Robert Doyle said TLG was the only rural-based group to attend the trade mission, with businesses selected by nomi-

nation from China or based on business dealings with China.

Dr Doyle said the technology and personnel transfer involved in the TLG deal were just as important as the live cattle agreement because it was about sharing intelligence.

He said memorandums of understandings from trade missions since 2011 to Tianjin, a city of 14 million people, were now worth \$900 million.

Australia exported 73,600 dairy cattle last year at a total value of about \$170 million, with up to 56,120 going to China.

Chinese heifer mission

March 23, 2016

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Article 7: From The Warrnambool Standard

<http://www.standard.net.au/story/3816826/camperdown-firm-in-live-heifer-export-deal/>

News

Aa Larger / Smaller ↻ Night Mode

Camperdown firm's live heifer export deal with China

Everard Himmelreich

March 29, 2016, 10:03 a.m.



Exports: Camperdown's Total Livestock Genetics has signed a three-year agreement to export live dairy heifers to a Chinese firm.

CAMPERDOWN-based Total Livestock Genetics (TLG) has stepped up its export trade in live dairy heifers and genetic material to China with a three-year agreement with the Halo firm at Tianjin near Beijing.

TLG founder and director Dr Shane Ashworth said a shipment of 1300 dairy heifers in calf had been assembled for export in May to the Halo agribusiness importers that supplies cattle to large Chinese dairy farms that milk up to 10,000 cows.

Many of the heifers were sourced from the south-west with others coming from elsewhere in Victoria, Tasmania, South Australia and southern NSW.

Dr Ashworth declined to say how many live cattle would be exported under the agreement other than to say that was "a blue sky" area.

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Camperdown firm's live heifer export deal with China

Everard Himmelreich: March 29, 2016

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TLG's agreement will also cover TLG's export of sex sorted livestock semen to Halo.

Dr Ashworth said the agreement would allow TLG to enhance the quality of its relationship with Halo.

"If successful, it will allow us to focus on breeding and supplying the right genetics," he said.

Dr Ashworth said the export of live cattle "value added" to TLG's business in livestock semen and embryo collection and supply. The company exports livestock semen to about 40 countries.

TLG, which was established in 1989, moved into exporting live heifers about five years ago.

Dr Ashworth said the burgeoning Asian dairy industry wanted recipient cows for imported semen.

"At the end of the day, heifers give a quick return," he said.

While demand in China for live dairy cattle was presently constrained by the flat short-term outlook for the dairy sector there, Dr Ashworth said TLG believed there would be ongoing demand beyond the immediate future.

While some argue the export of live dairy cattle could undermine exports of Australian dairy products, Dr Ashworth said the reality was that importers would source the cattle from elsewhere if Australia did not supply them.

"It (live export) has provided a good pay cheque to Aussie farmers," he said.

Dr Ashworth said live exports of Holsteins had been the most popular with the Chinese.

He signed the agreement with Halo during a recent trade mission to China and Japan led by the City of Melbourne that involved 18 businesses.

Melbourne has a sister city relationship with Tianjin and Dr Ashworth said such relationships were valued by the Chinese.

"The Mayor's office did a good job, The sister city relationship does help business," he said.

Article 8: From The Australian Dairy Farmer (online publication)

<http://adf.farmonline.com.au/news/magazine/industry-news/general/live-heifer-export-deal/2752098.aspx>

The screenshot shows the website interface for 'The Australian Dairy Farmer'. At the top, there is a navigation bar with links for 'FARMONLINE HOME', 'AGTRADER', 'WEATHER', 'JOBS', 'HORSE DEALS', 'RURAL PROPERTY', 'RURAL BOOKSHOP', 'LIVESTOCK', and 'CARS'. Below this is a blue banner for 'COOPERS' BOVILIS ROTAVEC CORONA' with a 'CLICK HERE to find out more' link. The main navigation includes 'NEWS', 'ON FARM', 'POLLS', 'MARKETS', 'WEATHER', and 'ABOUT US'. The article 'Live heifer export deal' by Everard Himmelreich is dated 03 Apr, 2016. It features a photo of several black and white dairy cows. A quote from the article reads: "If successful, it will allow us to focus on breeding and supplying the right genetics." The article text discusses a three-year agreement between Total Livestock Genetics (TLG) and a Chinese firm to export live dairy heifers. A 'LATEST' sidebar lists various industry news items. On the right, there are several advertisements, including one for John Deere offering a \$2,000 maintenance plan and 1.49% p.a. finance, and another for American Express offering 100,000 bonus rewards points.

Live heifer export deal

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Article 9: From Architecture and Design (online publication)

<http://www.architectureanddesign.com.au/news/mou-allows-leffler-simes-architects-and-tianjin-un>

The screenshot shows the Architecture & Design website interface. At the top, there is a navigation bar with links for HOME, NEWS, FEATURES, PROJECTS, PRODUCTS, SUPPLIER, MAGAZINE, EVENTS, and RESOURCES. A search bar is located below the navigation. The main content area features a large image of a meeting in progress. Below the image, the article title is displayed: "Historic MoU with Chinese uni allows Leffler Simes Architects to bid for projects in China". The article text describes the signing of a Memorandum of Understanding (MoU) between Leffler Simes Architects and the Tianjin University Research Institute of Architectural Design. It mentions that Leffler Simes Architects Managing Director Chris Goodman and Director Stephen Evans travelled to China with the Lord Mayor of Melbourne Robert Doyle, Councillor Louey, Councillor Leppert and CEO of the City of Melbourne Mr Ben Rimmer. The article also notes that the delegates from Leffler Simes Architects delivered a seminar presentation to the Tianjin University Research Institute of Architectural Design on the topic of Sustainable Design and Green Initiatives in Architectural Design. A video player is embedded in the article, showing a man speaking. To the right of the article, there are sections for "Most Read", "Latest Comments", "Related content", "Supplier news", and "Features". The website footer includes a copyright notice and a URL.

Historic MoU with Chinese uni allows Leffler Simes Architects to bid for projects in China

Leffler Simes Architects signed a Memorandum of Understanding and Cooperation (MoU) with the Tianjin University Research Institute of Architectural Design during the recent City of Melbourne Trade Mission to China.

Leffler Simes Architects Managing Director Chris Goodman and Director Stephen Evans travelled to China with the Lord Mayor of Melbourne Robert Doyle, Councillor Louey, Councillor Leppert and CEO of the City of Melbourne Mr Ben Rimmer.

The MoU with the Tianjin University Research Institute of Architectural Design, signed in the presence of Doyle and the Mayor of Tianjin Mr Huang Xingguo, will allow the architecture firm as well as the research institute to bid for architectural commissions both in China and Australia.

The delegates from Leffler Simes Architects also delivered a seminar presentation to the Institute on the topic of Sustainable Design and Green Initiatives in Architectural Design. A staff exchange program will commence very soon, with personnel moving between the two countries.

After years of hard work and a healthy dose of luck, Steve Evans, a director at Leffler Simes Architects, has become one of the famous faces of a national campaign advertising the benefits of Australia's new trade agreement with China.

Evans features in the Government's 'Open for Business' campaign, including the video case study shown below, outlining Australian opportunities thanks to the new Free Trade Agreement (FTA).

The Leffler Simes Architects foray into China

Evans is a Melbourne-based director at the practice, which also has offices in Sydney and Brisbane.

Since making inroads into China two years ago, Leffler Simes has employed four additional staff to work on projects for the China market. With the enactment of the free trade agreement, Evans says that the practice intends to expand its workforce in both countries, resulting in a cross-cultural appreciation that will benefit architects in both Australia and China.

"The free trade agreement means that the Chinese government will now recognise our qualifications and experience within China, allowing us to bid for larger projects and enabling us to employ more people both here in Australia and overseas," he said.

"China is a huge market for us, and as a medium-sized Australian firm, we now have a huge opportunity to explore much larger projects. We've seen that Chinese people have a real passion for Australian architecture. We bring a design uniqueness to the Chinese market, and this is something that they highly respect."

The company's entry to the Chinese market is unique, as it only came about after a young Chinese man's chance visit to a Ikea/Harvey Norman homemaker centre in Springvale, Melbourne, which Leffler Simes designed.

Two years ago, Mr Evans received a phone call from Zhen Liu, whose father-in-law is a property developer in northern China, and was seeking international advice on their projects, having little confidence in their local architects.

“He came into our office, we spoke for about three hours and we got on very well. We communicated via email for the next few months, then I called up our Managing Director Chris Goodman in Sydney and said, 'Let's just wing it, go to China, and see if we can meet these people to make something happen',” Mr Evans said.

“Within a week, we were on our way to northern China, where we met the property group. We got on very well with them, and we came home with three projects, including a major shopping centre they had under construction and wanted to finish in a new style that was modern, clean, and sustainable. They also introduced us to two further clients.

“The income from those projects allowed us to get back to China to explore other ways to market ourselves.”

Leffler Simes Architects was established in 1968, and its 70 staff currently provides services throughout Australia and New Zealand. With the assistance of Austrade, the Australian Government's trade commission for exporters, the architecture practice was able to negotiate several smaller deals that helped establish its presence in Beijing, where Leffler Simes intends to open an office.

While its current license only allows the practice to work on conceptual designs, the recently concluded Free Trade Export Agreement will provide a channel for Leffler Simes to deliver full-service architecture work, just as they've done for 47 years in Australia.

“We had an extreme amount of help from Austrade in four cities in China. They introduced us to developers and state-owned enterprises, took us to meetings, translated for us, and made follow-up calls. They were a huge help for us to expand in to China, and to explain to the general Australian audience that there's opportunities for services businesses like ourselves to give China a go,” Mr Evans said.

“Through the foreign enterprises system, we applied for a license which allows us to be a Chinese company. That process is extremely long and arduous: we spent 18 months applying for the license, and the amount of paperwork in Mandarin is unbelievable.

“We understand that with the free trade agreement, this process will be streamlined for medium-sized companies like ours.”

Article 10: From Herald Sun – Letter to the Editor (5 March 2016)

Council trip paying off

IT often feels like a ratepayer victory when we read about public office snouts being caught in the trough.

A recent *Herald Sun* headline, “Melbourne city council spends \$305,000 on travel in a year”, caught my attention. I am the CEO of an Australian-owned start-up, Elyptol, a natural hand sanitiser. It’s doing well, so well that I’m now based in the US.

When the Australian-based arm of my team signed me up to attend a MCC-led trade mission to Japan and China, I could only imagine the pending headline: “Japanese junket for councillors.”

Well, I am here in Asia and I admit I was wrong. I was apprehensive about the value of this trip but am now discovering its high degree of worth not only for my company but my Victorian business colleagues.

Led by mayor Robert Doyle, this trip is opening doors we would have found almost impossible to access. The introductions, meetings and

trade distribution opportunities will save my company about 18 months.

I am satisfied knowing I wasn’t conned into climbing aboard some councillor’s bogus sushi train.

Tim O’Connor, Bendigo

Jin Magazine of Tianjin



PROMOTION



Lord Mayor of Melbourne, Robert Doyle pressed the starter with Tianjin leaders

MELBOURNE DELEGATION VISITS TIANJIN

by Bryce Cristiano

Lord Mayor of Melbourne, Robert Doyle, has led the recent delegation of top businesses to Tianjin as part of the long standing cooperation between the two sister cities. Now celebrating the 36th anniversary of the cooperation between the two cities, the relationship between Lord Mayor Robert Doyle and Tianjin Municipal Mayor, Huang Xingguo has allowed for developments in both China and Australia. Not being new to travel, Robert Doyle and his team have jumped from sister city to sister city before coming to Tianjin. The recent tour left on a high note, galvanizing the importance of the cooperation between the two cities.

While the Lord Mayor will find himself

in several other sister cities throughout North America these coming weeks he makes it clear that his only "Iron Buddy" is that of Mayor Huang. On display on the second floor the beautifully redecorated manor is a picture taken during the last visit of Lord Mayor Robert Doyle and Mayor Huang with the inscription of "Iron Buddies" across the bottom, declaring the good friendship that Tianjin and Melbourne both share. The two cities have been working rigorously over the years on kindling their friendship and partnership. With programs that allow foreign business men to study in Melbourne workshops to the economic contributions that Melbourne can make on Tianjin, it's a good relationship for everyone



Mr. Robert signed on the board

involved.

The people of Tianjin have a great deal to gain by cultural exchanges like this, it allows the economy of Tianjin to be introduced to new influences while shaping the landscape of the city. The kind of

PROMOTION



Knowing some new friends

WHILE DEVELOPMENTS OVER THE LAST 36 YEARS OF THE RELATIONSHIP ARE ONGOING, THEY HAVE MADE HUGE IMPROVEMENTS IN HOW BOTH MELBOURNE AND TIANJIN COMPANIES FUNCTION.



Mr. Robert and Mr. Wei Chaoyi, the Chief Representative of Melbourne office Tianjin



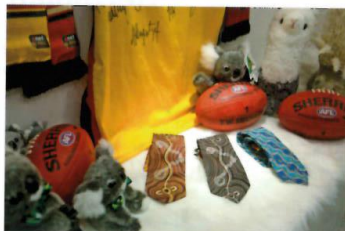
Shaking hands with new friends



Lord Mayor of Melbourne was happy to see all the decorations of the house



Mr. Robert introduced Melbourne's culture



Australia's representative goods



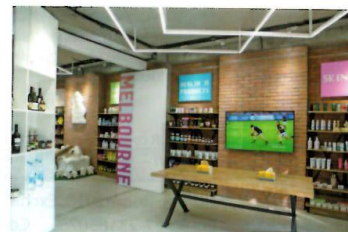
Australia produced goods

innovation that foreign intervention can bring to China is exactly what the economy needs in this stage and these kind of exchanges while diplomatic in nature can also help meld the cultures of two cities despite being oceans apart.

Along with Mayor Doyle was an entourage of business delegates from many fields of industry traveling to make new connections around the world with other sister cities. Many of the individuals either have on going projects in Tianjin and China already or were hoping to use the opportunity to make new connections and break into the Chinese market. After a series of speeches by Feng Jun, General Manager

of TJ Historical Architecture Restoration Development Co. Ltd., Gang Xu, Secretary of the Communist Youth, San Peng, Secretary of Heping District, and the Lord Mayor Doyle; the evening concluded with a feast at the Shangri-la Hotel. To celebrate the departure the delegation, final speeches were given that voiced the importance of the sister city relationship. Business people were given a final opportunity to make their rounds, meeting individuals from many different backgrounds. While developments over the last 36 years of the relationship are ongoing, they have made huge improvements in how both Melbourne and Tianjin companies function.

A corner of House of Melbourne



2016 City of Melbourne Business Mission to Japan and China





Osaka



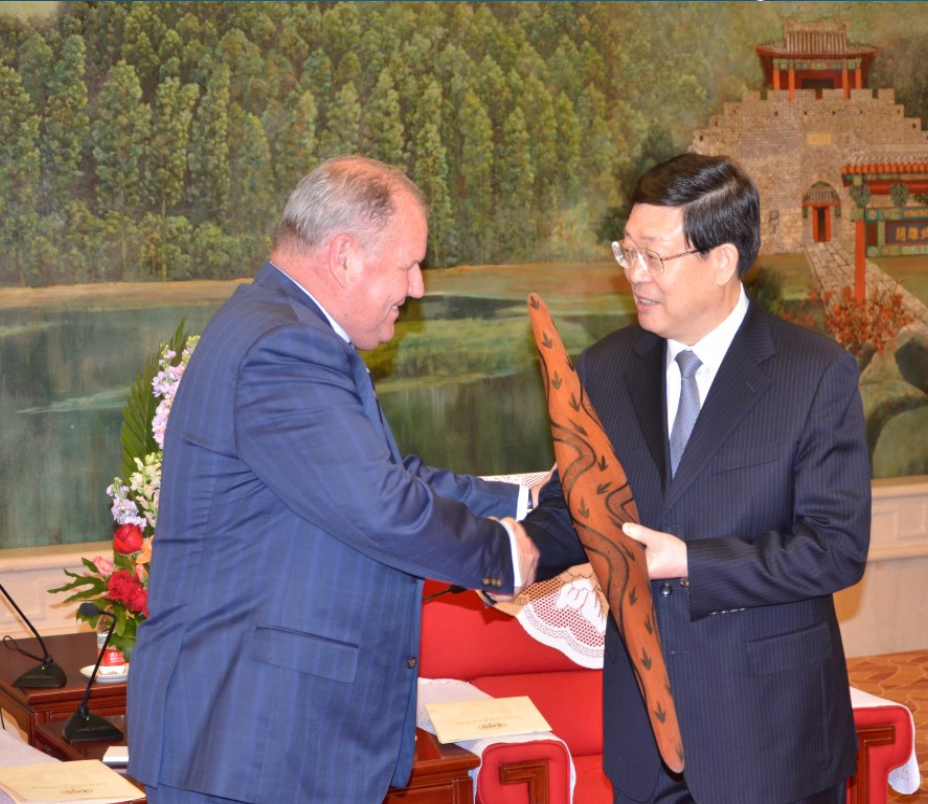
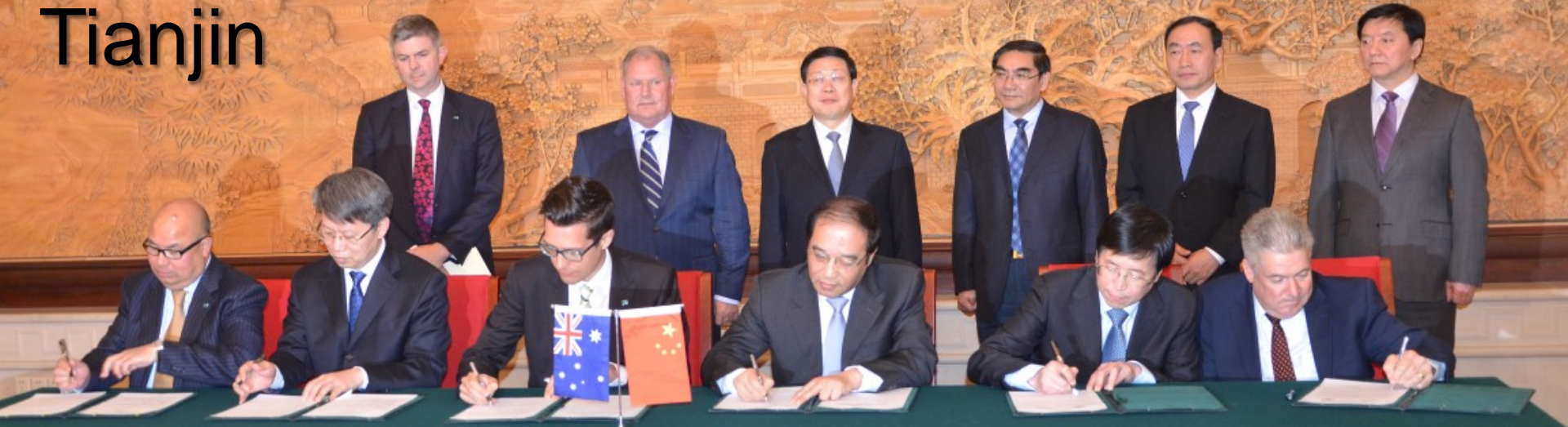
Osaka



Beijing



Tianjin





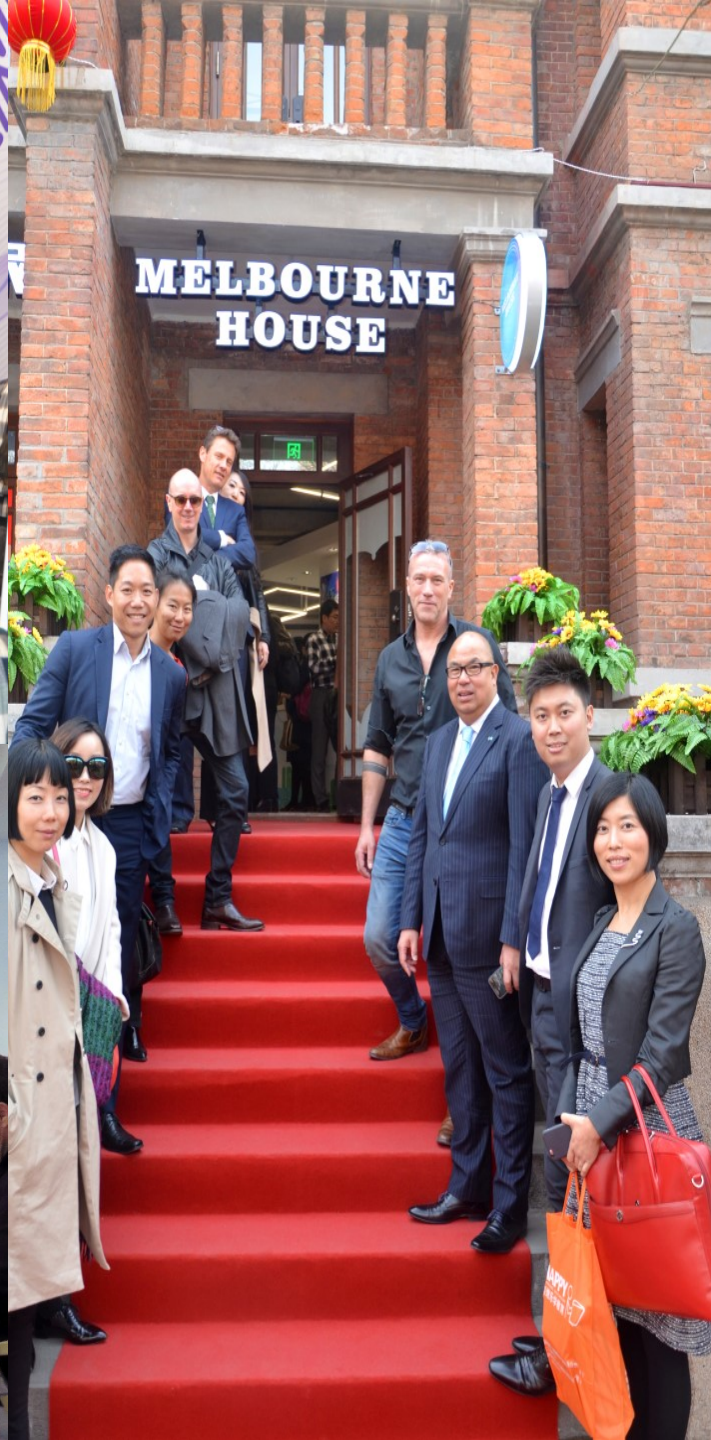
Tianjin

津墨双创落成仪式

MELBOURNE HOUSE
TIANJIN



MELBOURNE
HOUSE



Wuxi, Jiangsu Province



中国无锡市与澳大利亚墨尔本市建立经济合作伙伴城市关系
签约仪式

Signing Ceremony of MOU on Establishment of Economic Partnership
between Wuxi China and Melbourne Australia

澳大利亚墨尔本市
Melbourne Australia

中国无锡市
Wuxi China