POST TRAVEL REPORT BY LORD MAYOR: ENTERPRISE MELBOURNE MISSION TO TIANJIN, BEIJING AND GUANGZHOU, CHINA – OCTOBER 2011

Presenter: Lord Mayor, Robert Doyle

Purpose and background

1. To report to the Future Melbourne Committee on the travel undertaken by Lord Mayor Robert Doyle, Councillor Carl Jetter and Councillor Kevin Louey to Tianjin, Beijing and Guangzhou associated with the Enterprise Melbourne business mission to China for the period 8 October to 16 October 2011.

2. On 6 September the Future Melbourne Committee approved the proposal for Lord Mayor, Councillor Jetter and Councillor Louey to travel to Tianjin, Beijing and Guangzhou for the period 8 October to 16 October 2011 to participate in the Enterprise Melbourne business mission to China. The visit coincided with events to mark the 10th anniversary of the Tianjin Government Leaders Training Program, a joint program between the Tianjin Municipal People’s Government, The City of Melbourne and RMIT University.

3. In addition to the civic mission, a 31 person Enterprise Melbourne business mission (representing 20 businesses/institutions) also participated in a program of business seminars, individual business matching activities and site visits in Tianjin, Beijing and Guangzhou. The Enterprise Melbourne mission demonstrated Melbourne’s capabilities in bio-technology, urban design and urban planning and education.

Key issues

4. Key outcomes and benefits to Council (outline in more detail in attachment 2) were:

   4.1. the signing of two commercial contracts and six memoranda of understanding between Melbourne companies/organisations and Chinese counterparts;

   4.2. identification of significant opportunities for Melbourne’s urban design and sustainability companies particularly in the BinHai area and invitation to participate in the Tianjin Eco City Forum 2012;

   4.3. the opportunity to tap into the network of current and future leaders and decision-makers who have undertaken the Tianjin Government Leader Training and Work Placement programs during the past 10 years (over 220 graduates); and

   4.4. an opportunity for Council to sign a memorandum of understanding with the Guangzhou Foreign Trade and Economic Cooperation Bureau to facilitate further two way business and investment flows between Melbourne and Guangzhou.

5. The attachments to this report outline the mission program, key speeches, memorandum of understanding signed (refer Attachment 3); feedback from mission participants (refer Attachment 4) and media clippings (refer Attachment 5).

Recommendation from management

6. That the Future Melbourne Committee:

   6.1. note this report and the attached summary of benefits and outcomes;
6.2. endorse the development of an Enterprise Melbourne business mission (focusing on sustainability and urban design) to attend the Tianjin Eco City Forum in September 2012; and

6.3. endorse further discussions regarding the memorandum of understanding with Guangzhou Municipal Government to facilitate two way trade and investment.

Attachments:
1. Supporting Attachment
2. Outcomes and Benefits of Travel
3. Itinerary of 2011 Enterprise Melbourne Mission to China – Tianjin, Beijing, Guangzhou
4. Feedback about Enterprise Melbourne business mission to China, October 2011
5. Media clippings in China on City of Melbourne Mission to China – Tianjin, Beijing, Guangzhou
SUPPORTING ATTACHMENT

Finance

1. The cost associated with Councillor participation by the Lord Mayor and Councillors Jetter and Louey was $18,515.52. This comprised of the following:
   
   1.1. $10,782.34 for the Lord Mayor which included airfare ($6,062.04), accommodation ($3,260.90) and incidentals ($1,459.40);
   
   1.2. $2,958.86 for Cr Jetter which included accommodation ($2,846.03) and incidentals ($112.83); and
   
   1.3. $4,774.32 for Cr Louey which included airfare ($1,072.90), accommodation ($3,028.26) and incidentals ($673.16).

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 Business has confirmed that the travel accords with the requirements of the travel guidelines outlined in the Councillor Expenses and Resources Guidelines.

Environmental sustainability

4. The Lord Mayor’s discussions with the Mayor of Tianjin and the Mayor of Beijing indicated, in light of China’s 12th Five year plan, significant emphasis is being given by both city governments to issue of eco-city policies such as water management, emissions reduction and sustainability issues. There is also a clear commitment to the enhancement of city liveability through ‘humanistic’ development which balances continuing economic development and efficiency with the pursuit of high quality urban environment.

5. Enterprise Melbourne business delegates demonstrated Melbourne’s capabilities in sustainable urban and building design seminars and individual business meetings.

6. The Lord Mayor travelled from Beijing to Tianjin on the new high speed train, which is part of the significant high speed rail network being rolled out across China.
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, eg a report to the relevant committees.

1.1. recognition by Mayor Huang Xingguo of the strength of the 31 year city to city relationship between Melbourne and Tianjin via the active participation of the Mayor and other senior leaders throughout the program;

1.2. the meeting between the Lord Mayor and the Mayor of Beijing, Mayor Guo Jinlong who indicated Beijing will put a future focus on exchanges with dynamic overseas cities like Melbourne to promote mutual understanding. The Council’s connections with Invest Beijing were further consolidated and key sectors of future cooperation are likely to focus on bio-technology;

1.3. Melbourne’s capability as a post –graduate education destination were profiled via the Lord Mayor’s presentation to students at Peking University;

1.4. Melbourne’s role as a regional centre for financial services was profiled during meeting with Mr Li Weibin, Chairman of Security Division , China Development Bank and Mr Mi Zengxin, Vice President of China International Trust and Investment Corporation (CITIC);

1.5. the Lord Mayor and Councillors met with Her Excellency Ms Frances Adamson, Australian Ambassador to China who recognised the strength of the Melbourne Tianjin relationship and the Council’s sophisticated approach to leveraging the relationship for long term civic, business and people to people outcomes;

1.6. Councillor Louey and Councillor Jetter met with Mr Grant Dooley, Australian Consul General in Guangzhou;

1.7. deeper understanding of the significance of Council’s investment in the Melbourne Office Tianjin and key staff (such as the Chief Representative Dr Wei Chaoyi) as a means of facilitating business and civic connections in Tianjin;

1.8. deeper appreciation of the long term benefits that have been and could be generated via the Tianjin Government Leader Training Program and its Alumni. These 220 plus Tianjin officials are passionate supporters of the Melbourne Tianjin connection and committed to ensuring the continuing development of two way connections. The genuine enthusiasm with which alumni members welcomed the Lord Mayor, Councillors, Professor Margaret Gardner AO, Vice Chancellor of RMIT University and members of the Enterprise Melbourne delegation was a testament to the high value placed on these connections;

1.9. opportunity to sign a memorandum of understanding (MOU) with Guangzhou government around two way trade and investment - positive reaction to Melbourne's visit and key opportunities as part of a wider China strategy (leveraging them from the Tianjin base);

1.10. strength of Melbourne’ capability in urban design and education was demonstrated via mission participants;

1.11. the signing of two commercial contracts and six memoranda of understanding between Melbourne based companies and institutions and their counterparts in Tianjin and Beijing;

1.12. the official opening of an Australian Rules Football ground in Tianjin, in cooperation with the Australian Football League (AFL) and the Melbourne Football Club (MFC) which offers further opportunities to promote Melbourne and the AFL in China; and

1.13. invitation to Melbourne to participate in the Tianjin eco-city forum in September 2012.
Benefits

2. The following is the list of benefits associated from the travel.

2.1. recognition by Melbourne business leaders and delegates of the unique role of the Lord Mayor in facilitating business development and introductions in China;

2.2. strengthening the connections between business and the City of Melbourne via participation of key businesses and organisations in the mission, for example Melbourne Airport and the Victorian Chamber of Commerce and Industry (VECCI);

2.3. demonstration of Council’s capability in the development and delivery of business mission programs to key stakeholders;

2.4. recognition of the role of the Melbourne office Tianjin, in facilitating Council’s overall China engagement, including from business stakeholders and trade partners such as Austrade; and

2.5. enhancement of the City of Melbourne’s reputation with key Australian government agencies including;

2.5.1. Department of Foreign Affairs and Trade including its Beijing embassy;

2.5.2. Austrade including its Beijing and Guangzhou offices; and

2.5.3. Victorian Government Business Office in Hong Kong.
## Sunday 9 October 2011, Tianjin

**Key Messages of Lord Mayor’s speeches and presentations**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Key Messages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Courtesy call with Mayor of Tianjin, Mayor Huang</td>
<td>Mission objectives were to strengthen the sister-city relationship between Melbourne and Tianjin and generate business opportunities.</td>
</tr>
<tr>
<td>Signing Ceremony, Memoranda of Understanding (MOU)</td>
<td>Details on Page 5 of Attachment 3</td>
</tr>
<tr>
<td>Gala Dinner hosted by Mayor of Tianjin</td>
<td>At the Gala Dinner, the Lord Mayor responded to Mayor Huang’s very warm welcome. The Lord Mayor communicated the shared vision of both cities to create prosperous, sustainable vibrant cities and the importance of the depth of the relationship between the two cities.</td>
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## Monday 10 October 2011, Tianjin

**Key Messages of Lord Mayor’s speeches and presentations**

<table>
<thead>
<tr>
<th>Activity</th>
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</thead>
<tbody>
<tr>
<td>Site visit to Binhai New Area including Sino-Singapore Tianjin Eco-city (SSTEC) and Dongjiang Free Trade Zone Lunch hosted by Binhai New Area Administration Committee</td>
<td>The site visits provided an opportunity to gain a better understanding of potential opportunities for Melbourne urban design and architecture firms. At the lunch, the Lord Mayor expressed his good impressions of Binhai New Area. He communicated that Melbourne architecture and urban design firms have a range of capabilities relevant to assist its further development.</td>
</tr>
</tbody>
</table>
| Tianjin Government Leaders Training Program 10th Anniversary Celebration Dinner | Speeches were made by:  
  - Mayor of Tianjin, Mayor Huang  
  - Vice Chancellor RMIT University, Margaret Gardner  
  - Deputy Director of Tianjin Organisation Bureau  
  - Lord Mayor  
  The Lord Mayor praised the vision and foresight of the Tianjin Municipal Government in sending its senior government leaders to Melbourne to undertake the executive management course to contribute to the economic development of Tianjin. He said that the Program has been recognised as an outstanding model for bi-lateral business and education exchanges which has provided a golden harvest of relationships that can translate into commercial success. |

**Key Messages of other speeches and presentations**

| Education Seminar and site visit to Tianjin Vocational College of Bioengineering | The seminar was conducted to showcase Melbourne’s capabilities in education and vocational training. Cr Jetter made a brief speech outlining Melbourne’s role as a knowledge city including its work in education and research, particularly in the medical and biotechnology fields. He discussed the knowledge sharing and collaborations between Tianjin and Melbourne including the Tianjin Government Leaders Program and the scheduled neurology clinical exchange program between Tianjin General Hospital and Royal Melbourne Hospital. |
The seminar was conducted to showcase Melbourne’s capabilities in urban design to relevant senior Binhai New Area officials. Cr Louey made a brief speech outlining Melbourne’s capabilities in sustainable urban design. Each of the urban design and architecture firms provided a brief presentation of their firms’ capabilities, skills and past experience.

**Tuesday 11 October 2011, Tianjin**

### Key Messages of Lord Mayor’s speeches and presentations

<table>
<thead>
<tr>
<th>Activity</th>
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<tbody>
<tr>
<td>Presentation of Honorary Professorship of Tianjin General Hospital including site visit</td>
<td>The Lord Mayor was presented with an Honorary Professorship of Tianjin General Hospital, by Hospital President Prof Zhang Jianning. The Lord Mayor thanked the senior officials of the Hospital for the high honour and described the Tianjin General Hospital as one of the world’s best teaching hospitals. He highlighted the progress made in conducting an exchange program between Royal Melbourne Hospital and Tianjin General Hospital that will see Tianjin neurology clinicians undertake a period of experience at the Royal Melbourne Hospital.</td>
</tr>
<tr>
<td>Haihe Education Park site visit</td>
<td>The site visit provided an opportunity to gain a better understanding of potential opportunities for Melbourne education institutions and vocational education colleges.</td>
</tr>
<tr>
<td>Lunch hosted by Haihe Education Park Administration Committee</td>
<td>At the lunch, the Lord Mayor responded to the welcome by the Haihe Education Committee and communicated that Melbourne vocational education institutions have a range of capabilities relevant to assist in the further development of Haihe Education Park.</td>
</tr>
<tr>
<td>Opening Australian Rules Football Ground</td>
<td>The Lord Mayor officially opened the Australian Football Ground in Tuanbo Western District, Tianjin. The Lord Mayor thanked the Tianjin Binhai Investment Holding Co for building the ground. He acknowledged the contributions too of the Melbourne Football Club and the Australian Football League in nurturing the friendship between the two cities through football.</td>
</tr>
<tr>
<td>Media conference and interviews</td>
<td>Media clippings at Attachment 5</td>
</tr>
<tr>
<td>Enterprise Melbourne Business &amp; Investment Promotion Networking Function co-hosted by the China Council for the Promotion of International Trade Tianjin Sub-Council (CCPIT)</td>
<td>The networking event provided an opportunity to consolidate some of the contacts and relationships begun earlier in the Tianjin visit, particularly between business delegates and Tianjin enterprises. The Lord Mayor communicated the delegations keen interest in building on the contact made during the visit and hope that they would flourish into long-term relationships. The Lord Mayor thanked the Tianjin Municipal Government, CCPIT and Tianjin Foreign Affairs office for their invaluable assistance in the planning and delivery of the mission program.</td>
</tr>
</tbody>
</table>

### Key Messages of other speeches and presentations

| Urban design workshop at Binhai Tourism District and site visit | Councillor Louey made a speech showcasing Melbourne’s capabilities in urban design and sustainability. |
| Lunch hosted by Binhai Tourism District Administration Committee of | |
### Wednesday 12 October 2011, Beijing

<table>
<thead>
<tr>
<th>Activity</th>
<th>Key Messages</th>
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<tbody>
<tr>
<td><strong>Courtesy call with Mr Guo Jinlong, Mayor of Beijing</strong></td>
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</table>
- Lord Mayor thanked Beijing Municipal Government’s support for the two way exchanges between Melbourne and Beijing in particular Invest Beijing’s involvement and support.  
- The mission also reinforced Council’s commitment to the Melbourne Beijing relationship. Mayor Guo was informed of the important links and contacts that had been created and maintained during the mission with many business opportunities identified.  
- Opportunities for further collaborations for future business exchanges were discussed and are likely to focus on biotechnology.  
- Mayor Guo indicated Beijing will put a future focus on exchanges with dynamic overseas cities like Melbourne to promote mutual understanding.  

| Lunch briefing with Invest Beijing |  
- Co-organised with Invest Beijing, the lunch briefing was attended by over 60 senior government officials and business leaders from both Melbourne and Beijing.  
- This high-level networking function has provided an excellent opportunity for mission delegates to interact with local businesses to identify potential business leads and cooperative opportunities.  
- Melbourne’s profile as a business and investment destination has been raised through Lord Mayor’s speech at the lunch briefing.  
- Two MOUs and two commercial contracts were signed at the lunch briefing. The MOUs represent significant business opportunities to profile Melbourne’s leadership in biotech and urban design areas.  

| Enterprise Melbourne business seminar |  
- Organised by Invest Beijing, the Enterprise Melbourne Business Seminar was attended by over 90 relevant government officials and business leaders in Beijing.  
- Lord Mayor delivered a speech at the seminar. Melbourne, as one of the world’s most liveable cities, has received accolades as well as national and international recognition. Lord Mayor’s speech has further promoted Melbourne as a top destination for education, sports, events, travel, shopping and literature.  
- The mission delegates had a chance to learn about the education system of Beijing and key upcoming projects in urban design and planning from the business seminar.  

| Private meeting with Australian Ambassador to China |  
- The Lord Mayor and Councillors met with Her Excellency, Ms Frances Adamson, Australian Ambassador to China who recognised the strength of the Melbourne Tianjin relationship and the Council’s sophisticated approach to leveraging the relationship for long term civic, business and people to people outcomes.  

| Networking dinner with Australian Ambassador to China |  
- The networking provided an opportunity for the mission delegates to hear from the Australian Ambassador about the most recent Australia China bilateral trade relationship and opportunities and challenges of doing business in China.  

### Thursday 13 October 2011, Beijing

<table>
<thead>
<tr>
<th>Activity</th>
<th>Key Messages</th>
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<tbody>
<tr>
<td><strong>Meeting with Professor Li Wensheng, Vice Chair of Peking University Council</strong></td>
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</table>
- The meeting has renewed the relationship with Peking University since the visit back to 2008. Further collaborations and exchanges between Peking University and Melbourne education institutions were further encouraged.  
- Lord Mayor and senior representatives of the Peking University also exchanged the views on ongoing efforts in promoting a smoke-free campus.  

<table>
<thead>
<tr>
<th>Activity</th>
<th>Lord Mayor’s presentation at Peking University</th>
<th>Lunch with Mr Li Weibin, Chairman China Development Bank Securities</th>
<th>Meeting with Mi Zengxin, Vice President of China International Trust &amp; Investment Corporation (CITIC Group)</th>
<th>Friday 14 October 2011, Guangzhou</th>
</tr>
</thead>
</table>
| **Lord Mayor’s presentation at Peking University** | • Lord Mayor presented on “Melbourne as its international role of cities in the 21st century - Australia and China working together” to over 150 students at Peking University.  
• Lord Mayor reaffirmed China's strong ties with Australia and spoke highly of China's transformation to a significant contributor in the global economy, thereby creating unprecedented opportunities for Australia.  
• Lord Mayor’s presentation showcased Melbourne’s key capabilities and promoted Melbourne as a business and education destination.  
• As one of the results of the Lord Mayor’s presentation, the Business and International branch recently received enquiries from students of Peking University to seek further information and support in studying at Melbourne universities. | • The Lord Mayor met with the Chairman of the China Development Bank, as its mission includes promoting Chinese investment into overseas markets. | • CITIC Group has made significant investment in Australia with an office in Melbourne.  Lord Mayor acknowledged their business commitments to Melbourne and future collaboration opportunities were discussed. | **Activity** | **Key Messages** |
| **Courtesy Call with Mr Zhao Nanxian, Deputy Secretary General of Guangzhou** | • Cr Louey thanked Guangzhou Municipal Government’s support for the two way exchanges between Melbourne and Guangzhou in particular to thank Guangzhou Foreign Affairs Office’s involvement and support.  
• Business exchanges and opportunities in areas of education, biotech and urban design were discussed and encouraged during the meeting. | • Attended by over 90 senior government officials and business leaders from Guangzhou, the networking lunch has provided an excellent opportunity to encourage business exchanges and cooperation between mission delegates and local business community in Guangzhou. | • Cr Jetter, Cr Louey and the Chief Executive Office met with representatives of the GFTECB and the Guangzhou FAO, to discuss Melbourne’s capabilities in urban planning, vocational education and biotechnology. | **Meeting with Guangzhou Foreign Trade and Economic Cooperation Bureau (GFTECB) and Guangzhou Foreign Affairs Office (FAO)** | **Meeting with Guangzhou Foreign Trade and Economic Cooperation Bureau (GFTECB) and Guangzhou Foreign Affairs Office (FAO)** | **Meeting with Guangzhou Foreign Trade and Economic Cooperation Bureau (GFTECB) and Guangzhou Foreign Affairs Office (FAO)** |
| **Lunch Briefing** | • The farewell dinner provided an opportunity to thank the mission delegates for their participation and support for the City of Melbourne’s programs and initiatives and also to seek their feedback on the mission and projects that City of Melbourne could help follow up.  
• A number of Guangzhou businesses were also invited to the function to continue the discussions they held with mission delegates at the Austrade briefing. | **Farewell dinner** | **Farewell dinner** | • The farewell dinner provided an opportunity to thank the mission delegates for their participation and support for the City of Melbourne’s programs and initiatives and also to seek their feedback on the mission and projects that City of Melbourne could help follow up.  
• A number of Guangzhou businesses were also invited to the function to continue the discussions they held with mission delegates at the Austrade briefing. | **Farewell dinner** | **Farewell dinner** |

• As a reciprocal visit, Pro Vice Chancellor of Peking University will lead a delegation to Melbourne in early next year.
### Sunday 16 October 2011, Guangzhou

<table>
<thead>
<tr>
<th>Activity</th>
<th>Key Messages</th>
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</thead>
</table>
| Presentation at Austar Group Business Seminar | • Cr Louey showcased Melbourne as an ideal destination for tourism, migration and international education by:  
  o Outlining Melbourne as the world’s most liveable city.  
  o Highlighting Melbourne’s strong economical position to provide investment opportunities in key sectors finance, property, biotech and creative industries  
  o Explaining Melbourne’s strength as tertiary education capital  
  o Highlighting Melbourne’s standing as a knowledge city by pointing to the wealth of world-class educational institutions |
## Signed Memoranda of understanding (MOUs) and Agreements during Enterprise Melbourne Mission to Tianjin, Beijing and Guangzhou

<table>
<thead>
<tr>
<th>MOU/Agreements</th>
<th>Signing Party</th>
<th>Brief of MOU/Agreement</th>
<th>Anticipated outcomes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memorandum of Understanding for Cooperative Frame Agreement - education</td>
<td>Australian Council for Private Education and Training (ACPET) Haihe Education Park Administration Committee, Tianjin</td>
<td>Encourage the development of strategic partnerships between ACPET member organisations and Haihe Park institutions for the two-way exchange of vocational, higher education and training services.</td>
<td>Enhanced trade opportunities in vocational education and training.</td>
</tr>
<tr>
<td>Scientific and Technological Cooperation in Cancer</td>
<td>City of Melbourne Tianjin Municipal Science and Technology Commission</td>
<td>Cooperate in cancer research in the fields of anti-cancer drugs and treatment equipment by both parties’ research and medical institutions and industrial enterprises.</td>
<td>Two-way economic development between the two cities in the biomedical sector, especially cancer diagnosis and treatment.</td>
</tr>
<tr>
<td>Cooperation Agreement for International Trade</td>
<td>Victorian Employers’ Chamber of Commerce and Industry (VECCI) China Council for the Promotion of International Trade Tianjin Sub-Council (CCPIT Tianjin)</td>
<td>Promote, strengthen and expand cooperation in trade, economic, scientific, eco-city construction and environmental technology.</td>
<td>Enhanced facilitation of trade opportunities.</td>
</tr>
<tr>
<td>Cooperation Agreement including first Australian International Food and Wine Fair in Tianjin in June 2012</td>
<td>Australian Mildura Development Corporation Tianjin International Exhibition Company</td>
<td>Joint promotion of import, export, business invitation, investment and exhibition organization.</td>
<td>Promotion of Australian food and wine including catering technology.</td>
</tr>
<tr>
<td>Memorandum of Understanding – urban planning and construction education and research</td>
<td>RMIT University Tianjin Institute of Urban Construction</td>
<td>Establish closer links for the potential future cooperation in teacher, researcher and staff exchange, research projects, organisation of conferences, exchange of information.</td>
<td>Enhanced relationship between RMIT and Tianjin’s only professional institute in the field of urban construction and planning.</td>
</tr>
<tr>
<td>Memorandum of Understanding -</td>
<td>Agenix Limited Institute of Medicinal Biotechnology Academy of Medical Sciences (IMB),</td>
<td>Identify therapeutic business opportunities for global markets. Share Agenix’s knowledge of international markets, intellectual property protection, production, marketing and distribution and IMB’s research and regulatory expertise and facilitates.</td>
<td>Potential development of therapeutic drug candidates.</td>
</tr>
</tbody>
</table>
### List of Incoming Delegations as a result of Enterprise Melbourne Mission

<table>
<thead>
<tr>
<th>Delegation</th>
<th>Date of Arrival</th>
<th>Objectives</th>
<th>Proposed activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guangzhou Youth delegation</td>
<td>8 November</td>
<td>to understand Melbourne’s experience in volunteering services and community engagement and to seek collaboration with relevant Melbourne organisations.</td>
<td>Business briefing on City of Melbourne’s volunteer programs and services</td>
</tr>
<tr>
<td>Guangzhou Federation of Literary and Art Circles</td>
<td>17 November</td>
<td>to understand Melbourne’s experience and capability in art events management and to seek collaboration with relevant Melbourne organisations.</td>
<td>Business briefing on City of Melbourne’s arts and culture programs</td>
</tr>
<tr>
<td>Tianjin Fortune Lake Golf Club delegation</td>
<td>Late November</td>
<td>to participate in golf training programs and to attend business meetings and briefings to seek business opportunities in relation to building material, golf course management and import and export businesses.</td>
<td>Business briefing and matchings</td>
</tr>
<tr>
<td>Tianjin Cooperation and Exchange Office delegation</td>
<td>Early December</td>
<td>to understand Port of Melbourne’s development strategies and to meet with Port of Melbourne management to seek possible collaborations.</td>
<td>Business briefing and matchings</td>
</tr>
<tr>
<td>Tianjin Commission of Commerce delegation</td>
<td>Mid December</td>
<td>to understand Australia’s government regulations on medicine circulation and quality control and also to seek possible collaboration opportunities with Melbourne pharmaceutical companies.</td>
<td>Business briefing and matchings</td>
</tr>
</tbody>
</table>
Feedback about Enterprise Melbourne business mission to China, October 2011

1. The Lord Mayor hosted a mission de-brief (10 November 2011) with delegates who participated in the Enterprise Melbourne business mission to Tianjin, Beijing and Guangzhou, October 2011. Councillor Jetter, Councillor Louey also attended. The event was facilitated by Dr Kathy Alexander, Chief Executive Officer.

2. Participants provided substantial positive feedback on the quality of the mission preparation (provided by the Capital City Global team in Melbourne and the Melbourne Office Tianjin (MOTJ) team), business meetings facilitated, site visits and ceremonial events attended. They expressed appreciation too of the contribution of Austrade in arranging business matching, briefings and other support.

3. Participants recognised that the Lord Mayor’s leadership of the mission enabled access to and meetings with senior officials and decision-makers that individual firms could not reach on their own. Some participating firms remarked that the Lord Mayor’s leadership of the mission accelerated their business development processes by up to 18 months.

4. Delegates said that the mission had surpassed their expectations and that the mission fee represented good value for money. They also appreciated the mission’s mix of sectors and levels of experience in doing business in China.

5. In the future, delegates suggested that greater lead time be created, between their registration for the mission and departure. Delegates believed this would enable tailored pre-departure briefings, improved business matching and an opportunity to undertake some research and preparation prior to departure.

6. Delegates prioritised the importance of Council facilitating on-going contact with and development of relationships with both alumni and current students of the Melbourne Tianjin Government Leaders Program, conducted by RMIT University and the City of Melbourne.
Media clippings in China on City of Melbourne Mission to China – Tianjin, Beijing, Guangzhou

**Clippings from Australian media**

**Australian newspapers**

1. Jason Dowling, “Doyle set to jet off again”, *The Age*, 31 August 2011


3. Ross Brundrett, “The Big Question”, *Herald Sun*, 3 September 2011, page 77, including photograph
   “Speaking of the Lord Mayor, Cr Doyle (right) confirmed he would be shuffling off to China as part of a
   $70,000 delegation next month…”


5. “China Trade Trip”, *Melbourne Leader*, 5 September 2011, page 3, “Lord Mayor Robert Doyle will head a business mission to China in October that will cost ratepayers $70,000”.


11. “Doyle helps AFL kick China goal”, *Herald Sun*, 17 October 2011, page 65, “Melbourne Lord Mayor Robert Doyle showed his skills with, of all things a football in China last week …..”


**Australian broadcast media**

1. Neil Mitchell, 3AW, Interview with Lord Mayor, 31 August 2011
2. "ABC Mildura", "A delegation from the Mildura Development Corporation will travel with the Melbourne City Council to China this weekend to promote the region’s local produce, 7 October 2011

3. Neil Mitchell, 3AW, Interview with Lord Mayor, 12 October 2011

4. Radio Australia's Connect Asia program, Interview with Lord Mayor, 12 October 2011. Both these interviews took place on Wednesday 12 October.

5. ABC Radio National, By design program, Interview with Lord Mayor and Denton Corker Marshall, Director, Greg Gong, 9 November 2011

Media Clippings from Tianjin

Chinese newspapers reports on EM China Mission 2011

1. Junfeng B. & Ping L. “Visit of Delegation from the City of Melbourne, Australia, to Tianjin”, Tianjin Daily, 12th October, 2011, p.1. & p.3. (Please refer to the translated version in English attached on page 4-5)

2. Ming M. and Qian L. “Visit of Delegation from the City of Melbourne to Tianjin”, Tianjin Evening News (Jinwan Bao), 12th October, 2011, p.1. (Please refer to the translated version in English on page 6-7)


Chinese broadcasting and video clippings on EM China Mission 2011


Online media clippings on EM China Mission 2011


7. “Commissioner Zhao Xuemin attended Enterprise Melbourne Business Seminar”, CCPIT online, 19 October 2011. Available at:


Media clippings - the official opening of Tianjin AFL football ground

Media clippings – Visit to the Tianjin Sino German Vocational Technical College

Media clipping - the Lord Mayor’s visit to Tianjin Medical University General Hospital

Media Clippings and reports from Beijing
Media clippings - the Lord Mayor’s visit to Peking University


Media clipping - EM Business Luncheon & Seminar in Beijing

Report - EM Business Luncheon & Seminar in Beijing
1. EM Business Luncheon and Seminar held successfully, a report from Invest Beijing was received on 10 November. (Please refer to translated version in English on page 10-11).
Visit of Delegation from the City of Melbourne, Australia, to Tianjin

The delegation, led by the Lord Mayor of the City of Melbourne, Australia, paid a visit to Tianjin between 9 and 11 October 2011. A number of agreements have been signed outlining cooperation between the two cities. Events have been held to mark the 10th anniversary of the RMIT Leadership Training Program for economic management officials of Tianjin’s Government.

On the evening of 9 October 2011, the Mayor of Tianjin Mr HUANG Xingguo met with Lord Mayor Robert Doyle and his delegation and welcomed the delegation.

Mr HUANG Xingguo said: Tianjin and Melbourne were the first sister cities between China and Australia. Over the 31 years since the establishment of the sister-city relationship, the relationship between the two cities has become an example of international friendly exchange through frequent high-level visits, exchange of personnel, expansion of cooperation fields and the success of cooperation programs. It is certain that the visit of the delegation led by Lord Mayor Robert Doyle will further strengthen the mutual understanding and long-established friendship between both parties and bring the sister-city relationship to an even higher level. Regardless of their size or distance, the sister-city relationship is focused on strengthening their friendship, exchanges and practical cooperation. Tianjin and Melbourne are highly complementary to each other and there is immense room for cooperation. It is hoped that both cities can join hands in realising their own advantages and conducting practical cooperation in larger and broader fields and at an even deeper level so as to turn over a new chapter in the development of their sister-city relationship.

(To be continued on Page 3)

Robert Doyle extended his appreciation for the warm reception given to the delegation by Tianjin City and he gave a high opinion of Tianjin’s great achievements in its social and economic development. He said: Tianjin is a highly dynamic city, and Melbourne is proud to have such a sister city as Tianjin. Since the establishment of the sister-city relationship between the two cities, we have continued to strengthen our friendship and made a joint effort to promote the prosperity and development of both parties. We have attached great importance to our friendly relationship with Tianjin and will continue to strengthen our exchanges in economy and trade, education and culture areas so that both parties can continue to make new achievements through cooperation.

Following the meeting, both HUANG Xingguo and Robert Doyle attended a ceremony for the signing of agreements on cooperation projects between the two cities. These included a Memorandum of Cooperation on Anti-Cancer Drug Research and Development between Tianjin Science Commission and the City of Melbourne, a Memorandum on Strategic Cooperation to Promote Commerce and Trade between the Tianjin Branch of the China Council for the Promotion of International Trade and VECCI, a Memorandum on Cooperation in Skill Training between the City College of Tianjin and RMIT, an Agreement on Cooperation on Vocational Education between Haihe Education Park and the Australian Council for Private Education and Training, and an Agreement on Cooperation on Exhibitions between Tianjin International Exhibition Company and Mildura Development Corporation, Melbourne.

On the evening of October 10, both HUANG Xingguo and Robert Doyle also attended events to mark the 10th anniversary of the RMIT leadership training program for economic management officials of Tianjin’s government. This is one of the key projects of cooperation between the sister cities, where the Tianjin Government has sent 13 groups of 246 officials to participate in the training program in Melbourne over the last ten years. The program has achieved good results in broadening their horizons and improving their quality and skills. In his speech, HUANG Xingguo said Tianjin was currently undergoing a period of rapid development and is in urgent need of a large number of talented people. He hopes that Tianjin and Melbourne can further strengthen their practical cooperation.
on education and training and make the leadership training program even more successful. Robert Doyle indicated that proactive and innovative cooperation will bring the training program even greater success.

During his visit to Tianjin, Robert Doyle launched the AFL oval in Tianjin and attended a “Do Business in Melbourne” Investment Environment Briefing. He was appointed as an honorary professor of Tianjin Medical University and was interviewed by local media in Tianjin.

The delegation also paid a visit to the Tianjin Planning Exhibition Hall, Italy Style Town, Ancient Culture Street, Tianjin Airbus A320 General Assembly Plant, Sino-Singapore Tianjin Eco-City, Dongjiang Bonded Port Area, the National Supercomputing Centre in Tianjin, Yubiabao Financial District, Haihe Education Park, the General Hospital of Tianjin Medical University, and they took in the evening sightseeing of Haihe River.

Tianjin's Municipal Standing Committee member and Head of the Organization Department SHI Lianxi, the Municipal Standing Committee member and Vice-Mayor CUI Jindu, Deputy Director of the Standing Committee of Tianjin Municipal Congress LI Quanshan, and the Secretary-General of the Tianjin Municipal Government, YUAN Tongli were present at the various functions mentioned above.
Visit of Delegation from the City of Melbourne to Tianjin

- HUANG Xingguo meets with Robert Doyle
- A number of agreements for cooperation between the two cities have been signed

The delegation led by the City of Melbourne Lord Mayor Robert Doyle, Australia, paid a visit to Tianjin between 9 and 11 October 2011. A number of agreements have been signed on cooperation between the two cities. Events have been held to mark the 10th anniversary of the RMIT Leadership Training Program for economic management officials of Tianjin’s Government.

On the evening of 9 October 2011, Mayor HUANG Xingguo met with Lord Mayor Robert Doyle and his delegation and welcomed the delegation.

Mr HUANG Xingguo said Tianjin and Melbourne were the first sister cities between China and Australia. Over the 31 years since the establishment of their sister-city relationship, the relationship between the two cities has become an example of international friendly exchanges through frequent high-level visits, exchange of personnel, expansion of fields for cooperation and the successes of cooperation programs. It is certain that the visit of the delegation led by Lord Mayor Robert Doyle will further strengthen the mutual understanding and long-established friendship between both parties and bring the sister-city relationship to an even higher level. Regardless of their size or distance, the sister-city relationship is focused on strengthening their friendship, exchanges and practical cooperation. Tianjin and Melbourne are highly complementary to one another, and there is immense room for cooperation. It is hoped that both cities can join hands in achieving their own advantages and conducting practical cooperation in larger and broader fields and at an even deeper level so as to turn over a new chapter in the development of their sister-city relationship.

Robert Doyle extended his appreciation for the warm reception of the delegation by Tianjin City and gave a high opinion of Tianjin’s great achievements in its economic and social development. He said: Tianjin is a highly dynamic city, and Melbourne is proud to have such a sister city as Tianjin. Since the establishment of the sister-city relationship between the two cities, we have continued to strengthen our friendship and make a joint effort to promote the prosperity and development of both parties. We have attached great importance to our friendly relationship with Tianjin and will continue to strengthen our exchanges in economy and trade, education and culture so that both parties can continue to make new achievements through cooperation.

Following the meeting, both HUANG Xingguo and Robert Doyle attended a ceremony for the signing of project cooperation agreements between the two cities. These include the Memorandum of Cooperation on Anti-Cancer Drug Research and Development between the Tianjin Science Commission and the City of Melbourne, the Memorandum of Strategic Cooperation to Promote Commerce and Trade between the Tianjin Branch of the China Council for the Promotion of International Trade and VECCI, the Memorandum of Cooperation on Talent Training between the City College of Tianjin and RMIT, the Agreement on Cooperation in Vocational Education between Haihe Education Park and the Australian Council for Private Education and Training, and the Agreement for Cooperation on Exhibitions between the Tianjin International Exhibition Company and Mildura Development Corporation, Melbourne.

On the evening of 10 October, both HUANG Xingguo and Robert Doyle also attended events to mark the 10th anniversary of the RMIT Leadership Training Program for economic management officials in Tianjin’s government. This is one of the key projects of cooperation between the sister cities, where Tianjin Government has sent 13 groups numbering 246 officials to participate in the training program in Melbourne over last 10 years. The program has achieved good results in broadening their horizons and improving their quality and skills. In his speech, HUANG Xingguo said Tianjin is currently undergoing a period of rapid development and is in urgent need of a large number of talented people. He hopes that Tianjin and Melbourne will further strengthen their practical
cooperation on education and training and make the leadership training program even more successful. Robert Doyle indicated that proactive and innovative cooperation will bring even more success to the training program.

During his visit to Tianjin, Robert Doyle also launched an AFL oval in Tianjin and attended a “Do Business in Melbourne” Investment Environment Briefing. He was appointed an honorary professor of the Tianjin Medical University and was interviewed by local media in Tianjin.

The delegation also paid a visit to Tianjin’s Planning Exhibition Hall, Italy Style Town, Ancient Culture Street, the Tianjin Airbus A320 General Assembly Plant, Sino-Singapore Tianjin Eco-City, Dongjiang Bonded Port Area, the National Supercomputing Centre in Tianjin, Yujiaobao Financial District, Haihe Education Park, the General Hospital of Tianjin Medical University, and went sightseeing to the Haihe River in the evening.

Tianjin's Municipal Standing Committee member and Head of the Organization Department SHI Lianxi, the Municipal Standing Committee member and Vice-Mayor CUI Jindu, Deputy Director of the Standing Committee of Tianjin Municipal Congress LI Quanshan, and the Secretary-General of the Tianjin Municipal Government, YUAN Tongli were present at the various functions outlined above.

**Tianjin is the First Choice for High-level Cooperation**

When interviewed by our reporters, the City of Melbourne Lord Mayor Robert Doyle was very pleased to tell us in his newly-learnt Tianjin dialect, “I am an old mate of the Tianjin people!”

This year marks the 31st anniversary of the establishment of the sister-city relationship between Tianjin and Melbourne. Yesterday afternoon, the City of Melbourne Lord Mayor Robert Doyle, who came to Tianjin for a goodwill visit, was interviewed by our local media. He spoke highly of Tianjin as a beautiful and modern city, and noted that there is a lot of room for cooperation and development between the two cities. He expressed his intention to vigorously promote further high-level cooperation between the two cities.

Lord Mayor Robert Doyle said, “We visited the Ancient Culture Street, Tianjin Port, Sino-Singapore Bio-City and other places in Tianjin. We are very impressed. The urban structure of Tianjin is a perfect combination of buildings with ancient styles and those with modern tastes. The hospitality of Tianjin people also makes me feel at home.” According to Robert Doyle, the last 31 years have witnessed frequent high-level exchanges between Tianjin and Melbourne, and extensive and successful exchanges and cooperation in economy and trade, culture, education, tourism and other fields between the two cities. On this occasion, he leads the Melbourne Commerce, Trade, Culture and Education Delegation on a visit to Tianjin and will undertake further cooperation with their Tianjin counterparts in architectural design, vocational education, finance, medical education, sustainable development, etc. He said, “The delegation consists of senior representatives in various fields. Tianjin comes to our mind first when we plan to undertake high-level cooperation.” In addition, direct flights between Tianjin and Melbourne are also being actively negotiated.
The City of Melbourne Lord Mayor Robert Doyle: Glamorous Tianjin is a Perfect Match for Melbourne

[Summary] A few days ago at the Astor Hotel-Tianjin by the Haihe River, our reporter interviewed the City of Melbourne Lord Mayor Robert Doyle who led the City of Melbourne and Business Mission on a visit to Tianjin. Robert Doyle believes that Tianjin and Melbourne share many similarities. Both are undergoing a sustained development process and are located beside rivers.

“The development of Tianjin is bold and amazing.” A few days ago at the Astor Hotel Tianjin by the Haihe River, our reporter interviewed the City of Melbourne Lord Mayor Robert Doyle who led the City of Melbourne and Business Mission on a visit to Tianjin.

“In my home country, I have heard a lot about the dynamic city of Tianjin and its friendly and hospitable people. However, Tianjin is the most “familiar stranger” to me. This visit to Tianjin has allowed me to have a chance to personally experience this city and appreciate its favourable investment environment and immense potential for development. All the way along, the dynamism and speed of Tianjin’s development is exciting and amazing,” said Robert Doyle. “Tianjin is the most important sister city to Melbourne. Personally I am the “biggest” promoter of Melbourne in Tianjin.” Robert Doyle said to the reporter, “To us, there is no sister-city relationship as important as our relationship with Tianjin.”

This year marks the 31st anniversary of the establishment of the sister-city relationship between Tianjin and Melbourne, the first sister cities between China and Australia. Robert Doyle believes that Tianjin and Melbourne share many similarities. Both are undergoing a sustained development process and are located by rivers. Similarly, both cities are liveable eco cities with similar attitudes towards development and change. “We are a perfect match.” These are the words that Robert Doyle used to describe the close relationship between the two cities.

During their visit to Tianjin, the City of Melbourne and Business Mission visited the Tianjin Airbus A320 General Assembly Plant, Sino-Singapore Tianjin Eco-City, Dongjiang Bonded Port Area and other projects. Robert Doyle spoke highly of these large, highly efficient and innovative projects, and said “Tianjin’s development is bold and glamorous, and offers a lot of experience for us to draw on.”
The City of Melbourne Lord Mayor Robert Doyle Visits Peking University and Makes a Speech

On the morning of 13 October 2011, the City of Melbourne Lord Mayor Robert Doyle led a delegation to Peking University and delivered a wonderful speech entitled "The Sino-Australian Relationship — the International Role of Cities in the 21st Century."

After he arrived at the university, Lord Mayor Robert Doyle first accepted an interview from the students of Peking University. After the interview, the Lord Mayor and his delegation were received by LI Wensheng, Vice Chair of the Committee of Peking University Health Science Centre, and Associate Professor DING Dou from the PKU School of International Studies in the VIP Room of the Yingjie Conference Centre, where both parties looked back on the cooperation and exchange in education between Peking University and the City of Melbourne and exchanged their views on how to promote a “smoke-free campus.”

After that, Lord Mayor Robert Doyle delivered a keynote speech in the Press Hall of the Yingjie Conference Centre, which was entitled “The Sino-Australian Relationship — the International Role of Cities in the 21st Century.” In September 2011, Melbourne was rated the “most liveable city in the world”. In his speech, Lord Mayor Doyle analysed the transformation of the forces behind the development of cities, looked at the past and to the future of the friendly relationship between China and Melbourne, and pinned his ardent hopes on the young people of China. He pointed out that cities are playing a more and more important role on the world stage, and the next century will be a “Century of Cities”. He also repeatedly emphasized that “education is the lifeline for the City of Melbourne.” Culture and knowledge have replaced the traditional driving forces behind the sustainable development of cities. Culture is able to bring life to a city. Lord Mayor Doyle further pointed out that cities must be ‘environmentally friendly” if they want to improve their liveability. He especially mentioned sustainable buildings in Melbourne and highlighted the importance to achieve a win-win situation by pursuing resource saving and economic development in the course of urban development.

Talking about the friendly relationship with China, he said with a sense of humour that his great-great grandfather was once the Lord Mayor of the City of Melbourne and received Chinese leaders on their visits to Australia. That’s why he feels very close to China. He spoke highly of China’s rapid economic development in recent years, and regards China as an important partner to Melbourne at present and in the foreseeable future. He hopes to have closer cooperation with China in creating liveable cities and protecting the environment.

During his speech, Lord Mayor Robert Doyle extended his invitation to Chinese students and welcomed them to choose Melbourne as their destination for further study. He said Melbourne boasts nine universities, and education has been the top priority of the City of Melbourne. The government will facilitate Chinese students accessing good education and opportunities to compete on an equal footing.

He concluded his speech by sharing his journey from being a law student to a teacher, a councillor and a mayor. “No one ever knows where the next stop is in his life journey. But young people shall always maintain their courage and imagination, because these two forces can enable us to reach an unthinkable place.” The speech of Lord Mayor Doyle was received with hearty rounds of applause from the students.
The City of Melbourne Delegation to China Business Luncheon and Workshop
- A Great Success

In order to strengthen the friendly relationship between the City of Melbourne, Australia, and Beijing and promote exchanges and cooperation between the two cities, City of Melbourne Lord Mayor Robert Doyle led a business delegation consisting of City of Melbourne officials, leaders of industry and business associations, and persons-in-charge of renowned architectural design companies and educational institutions to Beijing for a visit on 12 October. Our bureau and the City of Melbourne jointly held a “City of Melbourne Delegation Business Luncheon” and a “City of Melbourne Delegation Business Workshop” at the Peninsula Beijing to welcome the City of Melbourne delegation to China and have an industry exchange. The City of Melbourne Lord Mayor Robert Doyle, City of Melbourne Councillors Carl Jetter and Kevin Louey, Deputy Secretary-General of the Beijing Municipal People’s Government DAI Yong, Director of the Beijing Investment Promotion Bureau ZHOU Weimin, and Deputy Director of the Beijing Investment Promotion Bureau SHUI Yong were present at these events.

The business luncheon was hosted by the Deputy Director of Beijing’s Investment Promotion Bureau SHUI Yong. Deputy Secretary-General of the Beijing Municipal People’s Government DAI Yong delivered a speech at the luncheon on behalf of the Beijing Municipal People’s Government. He said Beijing and Melbourne have experienced vigorous exchanges and cooperation in recent years, and continue to make new progress, especially in the bio-pharmaceutical industry. In 2008 and 2011, the City of Melbourne and the Beijing Investment Promotion Bureau signed agreements for friendly cooperation in investment promotion on two occasions, which helped to bring exchange and cooperation in economic fields between both cities into a new era. In particular, the Beijing Investment Promotion Delegation consisting of the Beijing Investment Promotion Bureau and relevant businesses paid a visit to the City of Melbourne and jointly held the “Melbourne-Beijing Bio-Pharmaceutical Industry Dialogue”, which proved to be a great success. Three months later, the Lord Mayor Robert Doyle has led his delegation to Beijing. This is a full display of the sincere intentions of both parties to strengthen their cooperation.

Deputy Secretary General DAI Wei also gave a briefing on trends in industrial development in the future for Beijing. He said Beijing will put in a greater effort to attract foreign investment in its emerging industries of strategic significance, such as new-generation information technology, bio-pharmaceuticals, areas of energy-saving and environmental protection, new materials, new energy sources, aeronautics and aerospace, and high-end equipment manufacturing. It will vigorously attract the world’s top 500 businesses to set up their multinational regional headquarters, R&D centres, purchasing centres, settlement centres and other operational entities in Beijing. It will focus on both manufacturing industries such as business, finance, logistics, science and technology and information, and cultural and creative industries such as design, media, animation and cartooning to further attract world-renowned businesses and brands. He welcomed entrepreneurs in Melbourne to expand their businesses, invest and set up their business headquarters in Beijing, and also encouraged their counterparts in Beijing to invest and expand their businesses in Melbourne.

In his speech, Lord Mayor Robert Doyle affirmed the very close links between Melbourne and Beijing despite their geographical distance. He hoped that the two cities could continue to strengthen their exchanges and cooperation in economic areas, trade and culture so as to ensure win-win outcomes for both parties.

A ceremony for the signing of agreements was also held at the business luncheon. These includes a Memorandum of Cooperation between the Bio-Melbourne Network and Zhongguancun Life Science
Park, a Memorandum of Cooperation between Agenix Limited and the Medical Bio-Technology Institute of the Chinese Academy of Medical Sciences, an Agreement on the Trial of Hepatitis B Treatment Drugs between Agenix (Shanghai) Limited and the Institute of Pharmacology and Toxicology of the Military Medical Science Academy of the PLA, and an Agreement on Interior Design for Zhongkun Luoying Vineyard between Denton Corker Marshall and the Beijing Zhongkun Investment Group.

At the Business Workshop, the Deputy Director of the Beijing Investment Promotion Bureau SHUI Yong gave a briefing on the economic development and investment environment. He hoped that businesses in Melbourne could vigorously undertake economic cooperation with their counterparts in Beijing by taking advantage of Beijing’s strengths in skilled people, science and technology. Mr QIN Mingjian, Vice General Planner of the Beijing Planning Commission, and Mr HUANG Kan, Director of the Higher Education Division of Beijing’s Municipal Education Commission gave speeches on urban planning and development in Beijing, and higher education and vocational education in Beijing, respectively. Scores of Chinese and foreign architectural design companies, real estate businesses, bio-pharmaceutical enterprises, institutions of higher learning, and vocational education institutes participated in extensive exchanges at the workshop, some of which reached an intent for preliminary cooperation.