



## Media Release

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### ANZ takes 27 NZ exporters to China in first of three tours

ANZ is leading a tour of 27 New Zealand exporters to China this week with the aim of helping them identify growth opportunities, and gain a deeper understanding of the Chinese market.

ANZ Managing Director Commercial, Graham Turley, said there had been overwhelming demand from New Zealand corporates to be part of the ANZ tour – and two more were being scheduled for later in the year.

The tours are being organised off the back of ANZ's sponsorship of the New Zealand pavilion at the Shanghai World Expo.

"ANZ has a strong and growing presence on the ground in China and 13 other Asian markets. Our expertise and experience in these markets, and our local networks means we can offer exporters valuable practical insights and connections into China which is now New Zealand's second largest export destination," Mr Turley said.

"It was good to see strong interest in this tour – and ANZ is very pleased to be facilitating access to China for this group of New Zealand's exporters. We are the most internationally-connected trans-Tasman bank operating in New Zealand, so perfectly positioned to support kiwi exporters.

"It is also encouraging for New Zealand's export-led recovery to see exporters so keen to find out more about the emerging opportunities coming out of China."

The week long tour to Shanghai, Tianjin and Beijing leaves Friday (21 May) and involves companies from the seafood, agribusiness, food, manufacturing, textiles, wine, and pharmaceutical sectors. Some are already operating in China, while others are planning to expand into China.

The tour includes workshops and tailored seminars on topics including legal and regulatory requirements, banking and finance in China, supply chain and logistics, understanding the China opportunity and the Chinese Consumer market. It also includes discussions with other New Zealand businesses who are successful there, site visits, and networking opportunities.

The exporter tours follows on from an ANZ investor "Kiwi Day" tour to Hong Kong and Singapore last year which was aimed at connecting corporates to Asian investor markets. As a direct result of "Kiwi Day", Transpower became the first New Zealand corporate issuer in the Hong Kong market, with ANZ as sole lead and book runner for the 10 year HK400million issue. It provided Transpower with geographic funding diversification and access to a greater investor base to assist in financing its future capital requirements.

**For media enquiries contact: Astrid Smeele on 04 4366754 (Senior External Relations Manager)**