

**From:** ECKMAN, Ben (ISED)  
**Sent:** Monday, 27 November 2023 3:16 pm  
**To:** ....TALBOT, Mark (Inet); ....SHACKLETON, Peter (Inet); ....KINGSTON, Charles (Inet); SHACKLETON, Peter (ESD); KINGSTON, Charles (GDS)  
**Cc:** KING, Ben (DCE); GEELS, Deborah (DS AAG); VITALIS, Vangelis (DS TEG); SINCLAIR, Brody (DCE Office); EVANS, David (SAPD); CONDER, Deighton (SAPD); LIUFALANI, Raylene (OCE); MUNRO, Cameron (OCE); MCLACHLAN, Pip (DS AAG); WOODLEY, Jocelyn (AMER); GIBSON, Margot (AMER); WILKINSON, Kelsie (AMER); LEWIN, Gordon (TPEI); ESD; COOK, Helena (OCE); GRAHAM, Catherine (AMER); HAIDON, Hamza (TPEI); ANDREWS, Greg (TPEI)  
**Subject:** US Business Summit 30 November: draft speech material and briefing for PM and Ministers  
**Attachments:** US Business Summit\_draft PM speech content\_27 Nov.docx; Draft US Business Summit Minister for Trade Brief.docx; Draft NZ Business Summit PM brief and Q and A pack.docx

Hi Mark, Peter and Charles

Further to Mark's request for material this afternoon, and as discussed separately with each of you, the Ministry has prepared a range of draft material to support the PM and Ministers in preparing for the [US Business Summit](#) on 30 November. Given the limited amount of runway, and to ensure common and timely visibility, we have provided this draft material to you collectively as a single package.

From here, we leave it in your good hands to work with the PMO and respective Ministerial office staff to determine how they wish to utilise any or all of the content, coordination of messaging across different speakers, and what material on other Government priorities is added in.

We stand ready to re-shape any of MFAT's content as required, or provide additional material (Peter – to note that Ben intends to also relay the relevant content direct to Jon Johansson). We would of course be keen to have the opportunity to review draft speeches prior to delivery, once the content has been worked through at the Beehive end.

The attached package includes:

- **Draft briefing pack for the PM**, including details about the event and audience, as well as a detailed Q & A section across a range of issues (which can be utilised by all Ministers attending)
- **Draft speech content**: in line with Mark's earlier direction, this has been prepared for use by the PM during his keynote address. But this content has also been developed as a series of elements, some of which can instead be re-homed in a speech by MFA on the NZ-US relationship (content has been tagged to this end).
- **Draft briefing pack for Minister McClay**, including details about the event, audience and relevant sessions, and draft speaking remarks.

Cheers  
Ben

**Ben Eckman** (he/him) | Lead Adviser | International Security Policy  
Ministry of Foreign Affairs & Trade | Manatū Aorere  
s9(2)(a)  
E: [ben.eckman@mfat.govt.nz](mailto:ben.eckman@mfat.govt.nz)



# United States Business Summit: Brief for Hon Todd McClay

30 November 2023

Cordis Hotel, Auckland

## The Summit

The United States Business Summit has been organised by the Auckland Business Chamber, in collaboration with Fran O'Sullivan, to explore how New Zealand businesses can deliver on ambition to increase their footprint with the United States.

The Summit comes at a time of significantly increased US engagement in the Indo-Pacific region, closely following the recent US hosting of APEC and leader-level meetings on the Indo-Pacific Economic Framework (IPEF) in San Francisco.

## Audience

The Summit will be attended by representatives from the business community, diplomatic community, government and media, all with an interest in the New Zealand-United States relationship. The Summit is therefore an early opportunity to set out the new government's approach to foreign and trade policy, with a particular focus on the NZ-US relationship.

The Summit will be co-chaired by Fran O'Sullivan and Simon Bridges, CEO of the Auckland Business Chamber. Notable US participants include:

- US Deputy Secretary of Commerce Don Graves, who will deliver a pre-recorded address;
- Ambassador of the United States to New Zealand, Tom Udall

The Prime Minister will be delivering a key note address opening the Summit. The Minister of Finance will also join a conversation with Dame Therese Walsh and Hon Grant Robertson. The Minister of Foreign Affairs has been invited to deliver a speech focused on the US-NZ relationship.

The New Zealand Ministry of Foreign Affairs and Trade and New Zealand Trade and Enterprise are sponsoring the Summit.

## You will be participating in three parts of the Summit programme:

1. **8:30am:** You will introduce United States Deputy Secretary of Commerce Don Graves, who will be virtually delivering Opening Remarks to the Summit on 'Next Steps in the Trade Relationship'.
2. **9:30am:** You will participate in a panel on 'Perspectives on Doing Business with the United States'. You will be participating in this panel as a contributor responding to broad themes on the government's approach to trade and economic policy and how this applies to the US. Other panel members include:
  - Miles Hurrell, Chief Executive, Fonterra
  - Professor Dawn Freshwater, Vice-Chancellor, The University of Auckland
  - Jonathan Mason, Chairman of Vector and Chair of AMCHAM New Zealand

- Traci Houpapa, Chair, Federation of Maori Authorities

This session will be moderated by Fran O'Sullivan.

**3. 1:50pm:** You will provide introductory remarks (approximately 5-7 minutes) to a panel on 'Changing the Dial on Trade and Politics'. This will focus on the changing US approach to free trade. Panel members include:

- John Ballingall, Economist and Director, SensePartners
- Ben King, Deputy Chief Executive, New Zealand Ministry of Foreign Affairs and Trade
- Penny Tucker, Executive Director, United States New Zealand Council
- Stephen Jacobi, Executive Director, New Zealand International Business Forum Executive Director and alternate member of New Zealand's delegation to the APEC Business Advisory Council (ABAC).

This session will be moderated by Fran O'Sullivan.

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## 1. Remarks introducing Deputy Secretary Don Graves

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Distinguished guests, ladies and gentlemen. Tēnā koutou katoa. Good morning.

It is my pleasure to introduce United States Deputy Secretary of Commerce Don Graves to this audience today.

As Deputy Secretary of Commerce, Don Graves has played a central role in the development of the Indo-Pacific Economic Framework, the US' new initiative for economic engagement in our region. Three of IPEF's pillars – those covering supply chains, clean economy, and fair economy – were led by the Commerce Department. I'm looking forward to delving further into IPEF – and what it offers for New Zealand – over the course of the day.

Deputy Secretary Graves brings to his role decades of experience in the private sector, government, and non-profit organisations. Most recently, he served as Counsellor to President Biden during the 2020 presidential campaign. He also previously served as Domestic and Economic Policy Director for then-Vice President Biden during the Obama Administration.

Throughout his career, Mr Graves has consistently championed the importance of small business and social investment. This includes serving as Deputy Assistant Secretary for Small Business, Community Development and Housing Policy at US Treasury, where he oversaw the \$4b Small Business Lending Fund.

Supporting small businesses is a passion we share, and one that will be a priority for our government.

I look forward to hearing Deputy Secretary Graves' thoughts on next steps in the US-NZ trade relationship as we work together to increase the prosperity and resilience of our people.

I now hand the floor to Deputy Assistant Graves, who has prepared a virtual message for those in attendance today.

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## 2. Remarks to panel on 'Perspectives on Doing Business with the United States'

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*This panel will provide an opportunity for a discussion on doing business with the US from a government and business perspective.*

*You will be participating as a panellist. Below are some suggested remarks you could make at the top of the panel discussion, as well as suggested talking points on a range of themes that might arise in the session. You will be responding to questions on broad themes related to the government's trade policy and how this applies to the United States.*

*The panel will be moderated by Fran O'Sullivan.*



**Fran O'Sullivan** is a business commentator who has been instrumental in creating significant platforms to advance New Zealand's key international business and trading relationships. Fran is Head of Business for NZ Media and Entertainment. This is the second US Business Summit she has hosted. She initiated the US Business Summit with an inaugural meeting in Auckland, in May 2022. She also launched the annual China Business Summit in conjunction with the Auckland Business Chamber in 2012. Fran is a member of the NZ US Council, as well as the New Zealand China Council. She is a regular contributor to the Government's China Capable public sector masterclass programme in Wellington. She was made an Officer of the New Zealand Order of Merit in the 2019 New Year Honours for services to journalism and business.

### Introductory remarks: The New Zealand-United States Trade and Economic Relationship

I was delighted to be asked to say a few words at this panel discussion on "Doing Business with the United States".

I would like to begin by echoing the Prime Minister's thanks to the organisers of this Summit, Fran O'Sullivan and the Auckland Business Chamber.

I want to also acknowledge the many leading exporters, sector representatives, diplomats, and other leaders we have joining us in the room today.

The United States is one of our most important trade and economic partners. Our trade relationship with the United States has transformed over time to become a high value and high innovation partnership. Despite the absence of a free trade agreement, today the US is our third largest trading partner, with two-way trade worth 27.6 billion to the year ended June 2023.

You will be hearing from people who actually do business in the US market and generate the returns. What I want to do is to offer some thoughts on where government fits in.

New Zealand is, and always has been, a trading nation.



We are at our best when we are outward-looking and backing ourselves to compete on the world stage.

Trade has therefore always been a top priority for New Zealand governments.

But the nature of government action has changed over time to reflect the changing nature of the global trading environment.

Facilitating market access has long been a priority, and we have some serious unfinished business there – which we flagged in our campaign.

But government's role today is much broader than that – it is about shaping the brand and the story behind it. Opening doors. Helping to make connections.

And of course building trade architecture that serves the needs of exporters and investors.

I look forward to setting out our government's approach to trade – as well, of course, how it applies to the US – later this morning.

For now I leave you with the proposition that the US-NZ economic story is positive and growing. But there is still vast potential to unlock. You will have heard from the Prime Minister this morning that we have clear ambitions in that regard.

Now, however, I'm keen to hear from our panellists how they see opportunities with the US and in the US market.

## Question and Answer Session

### **The value of trade to New Zealand**

- Trade supports one in four jobs in New Zealand, with those in exporting jobs earning 7% more on average than in other sectors.
- We also know exporting firms have higher productivity (25% higher) and grow faster than non-exporting firms.
- The simple fact is the more we sell to each other, the better off we will all be, and the more we can provide a higher quality of life.
- Take, for example, our connections with the United States.
- Economic prosperity in the United States drives investment and growth here in New Zealand. Likewise, US subsidiaries of New Zealand-owned firms are responsible for nearly 20,000 jobs in the US and contribute US\$1 billion to US export earnings.
- Luckily, we have a lot to offer. Our products and services are world class. We are an open, innovative economy run by creative and globally minded Kiwis.

### **The government's approach to trade policy**

- Part of our government's message to businesses, and to all New Zealanders, is that our number one focus is growing New Zealand's economy and easing the cost of living so New Zealanders can get ahead.
- Strengthening our connections with the rest of the world is one of the six drivers we've identified to do just that.
- Cross-border trade and investment is an engine for growth, expanding New Zealand's economic opportunities, lifting incomes, and strengthening our ability to respond to shocks.
- This is why, as part of our government's trade strategy, we are going to:
  - Drive the value of New Zealand's exports upwards.
  - Expand our access to foreign markets, including through our Free Trade Agreement architecture.
  - Conduct a record number of trade missions to open doors for New Zealand exporters.
  - Relentlessly focus on resolving the non-tariff barriers to trade that restrict access to overseas markets.

#### *Value of Exports*

- Historically we've judged the success of our trade policy on the number of deals that we've negotiated and signed.
- We think there should be another metric on how much more we export and sell overseas by value - not by volume.
- That is why we are targeting a doubling of the value of exports over 10 years.

#### *Removing barriers to trade*

- We are committed to working to resolve barriers that are preventing New Zealanders from doing business with the world.
- Part of growing value is getting more return for what we already export. Non-tariff barriers – subsidies, customs delays, red tape and technical issues - are increasingly a problem, costing Kiwi exporters an eye-watering \$12 billion per year.
- Over the past year, 14 Non-Tariff Barriers affecting approximately NZ\$1.45 billion worth of trade have been resolved by government agencies.
- I am going to seek urgent advice from officials as to how and what else we can do to supercharge this support to business – we are determined to break down the barriers that are such a drag on their productivity and growth.

#### *Maximising FTAs*

- We'll also work to maximise the value of the agreements we already have.

Please note the figure of \$12 billion is incorrect. This was an estimate for all non-tariff measures - not non-tariff barriers specifically. This error was corrected in subsequent versions of this document which are out of scope of this request



- Successive New Zealand governments have pursued and signed 15 bilateral and regional free trade agreements since the 1980s.
- FTAs help consumers by putting more products on the shelves at better prices, and they help exporters by removing the barriers to trade and levelling the playing field. But to unlock their full value, trade agreements need to be effectively leveraged.
- That is why our focus will not be on the number of agreements we sign, but the value of the trade we enable. That includes with the US where, even in the absence of an FTA, there will be many opportunities to remove unnecessary costs and barriers to trade worth significant commercial value to our exporters.

#### *Rules, rules, rules*

- Finally, we'll continue to champion the importance of a level playing field and predictable rules for all our exporters.
- Rules-based trade provides the certainty needed for businesses to invest and create jobs. It not only reduces the risk for businesses of policy-induced disruptions, it also increases the likelihood that markets and suppliers will stay open when access to alternative sources of supply is needed most.
- This Government recognises the strong value in continuing to support regional and global trade architecture like the WTO, APEC, ASEAN, and the OECD in order to sustain, institutionalise and support trade policy cooperation and influence 'norm building' in our region and beyond.
- But our system of trade rules must, of course, adapt and respond to the issues of the day.
- Luckily, New Zealand has earned a reputation for being at the forefront of innovative trade policy internationally.
- This is exemplified by the wide range of creative initiatives we have led on to respond to emerging trade issues – including the Digital Economic Partnership Agreement (DEPA) and the Agreement on Climate Change, Trade and Sustainability (ACCTS).
- The DEPA and ACCTS have been designed to function as 'pathfinder' agreements that will respectively help shape new norms in digital trade, and lower the cost of environmental goods and services.
- We will continue to ensure that New Zealand generates the interesting ideas and constructive solutions to maintain and evolve the global trading architecture.

#### **What this means for the government's approach to the US**

- So what can you expect from this government with respect to trade and investment links with the US?



- First we have a strong and clear message for our partners: New Zealand is open for business. We will engage, both with the US and with other partners. We will be active offshore to work for New Zealand businesses and to drive investment in both directions.
- One of the defining strengths of the US-NZ relationship is what we have in common – a common language, common values, common can-do attitude and a shared energy for seizing opportunities.
- These commonalities are at the heart of our trading relationship, which is founded in people-to-people connections. Continuing to build these connections will be vital to unlocking further growth.
- s9(2)(g)(i)

- Second, we will get out and hustle. A lot of the action these days, regardless of whether we have an FTA in place, is non-tariff barriers – NTBs. Tackling NTBs is a complex business. It takes persistence. We will be there for you.
- We will also seize opportunities to build trade and other architecture with the US.
- s6(a)

- But it is not just our bilateral trade connections that are important. US presence and engagement in our region is also crucial to our success.
- s9(2)(g)(i)

- I will have more to say on that a little later, in the panel on 'Changing the Dial on Trade and Politics'.

*If raised: Free Trade Agreement with the United States*

- New Zealand has long sought a Free Trade Agreement with the United States.
- s6(a)
- In the meantime, we will continue to prioritise the US relationship, including looking at other opportunities to further increase market access and break down the barriers between us.

s6(a)

- As I've said, we already have a strong trading relationship. The US is our third largest trading partner, with two-way trade worth 27.6b in the year to June 2023. Almost 15% of New Zealand's total goods and services exports went to the US last year, with these exports tending to be higher value than in other markets.
- The US is consistently New Zealand's third largest goods export market, representing 11.2% of goods exports and worth NZ\$8.1 billion.
- Despite considerable tariff and non-tariff barriers on agriculture goods, the US has grown to be New Zealand's second largest market for primary sector goods behind China, worth NZ\$6.3 billion a year.
- Of course, we would welcome an FTA or US participation in CPTPP, and we look forward to concluding negotiations on the IPEF trade pillar. But, in the meantime, there are still many opportunities to grow our economic relationship.

### **New Zealand's Export Profile to the US**

- New Zealand's trade relationship with the US is broad and sophisticated, with about half in goods and half in services – from our traditional primary exports through to advanced manufacturing and technology, lifestyle goods and digital services.
- In fact, our trade with the US is more diverse than our trade with the UK and China.
- For our primary industries, the US is a particular success story. Exports of agricultural goods reached \$6.3b in 2023, a 54% increase on 2019 and our largest market for shellfish, wine, chilled beef and dairy casein products.
- Furthermore, US consumers are increasingly looking to New Zealand for a broader range of primary exports, with a focus on high value products and specific attributes like our lean, grass fed beef.
- This focus on value rather than volume is one of the key defining factors of our trade relationship with the US, something that sets it apart from many other trade partners.

#### *If asked: Advice for companies looking to expand to the United States*

- The government is here to help. NZTE works with over 550 NZ companies in the US market. Of these, it works with 400 intensively under its Focus portfolio.
- For companies facing barriers, MFAT, NZTE, MPI, MBIE and Customs have a "no wrong door" policy for exporters needing advice and support, and online exporter service tools.

### **The significance of the US to the Māori economy**

- Promoting and advancing Māori and Indigenous trade and economic cooperation across out region is a key focus for New Zealand.



- The Māori economy plays a critical role in and for New Zealand, with a value of approximately \$68 billion NZD (\$41 billion USD) – roughly one sixth of New Zealand's total economy.
- The Māori economy has grown 65% from just five years ago.
- Māori own a significant proportion of assets in the primary sectors: 50% of the fishing quota, 40% of forestry, 30% of lamb production, 30% in sheep and beef production, 10% in dairy production and 10% in kiwifruit production.
- New Zealand led negotiations for the Indigenous Peoples Economic and Trade Cooperation Arrangement (IPETCA) during our APEC 2021 host year – this has helped to establish a mechanism for Indigenous trade and economic cooperation and development across our region.
- It was positive to receive word from San Francisco that the US has signalled its intention to participate in the IPETCA as an Observer. The IPETCA will serve as a mechanism to help support and drive Māori and Indigenous economic growth in our shared region and beyond.
- New Zealand was pleased to Co-Chair with Australia an ambitious outcome on inclusive trade in the Indo-Pacific Economic Framework, with a particular focus on Indigenous trade and economic cooperation – a first for many economies.

s9(2)(g)(i)

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### 3. Introductory remarks to panel on 'Changing the Dial on Trade and Politics' (5-7 minutes)

It is a pleasure to precede such a distinguished panel, who will be speaking on a topic of critical importance to New Zealand, our prosperity, and our future.

New Zealand has long championed the importance of global connections and maintaining international flows of goods, people, capital, and ideas.

We are among the most open trading nations in the world and we work hard to dismantle trade barriers wherever we encounter them.

We benefit from and indeed, depend on, the dynamism of our economic partners, both in our region and further afield.

But our global economic landscape continues to evolve.

Geopolitical tensions are having ripple effects across trade policy internationally. We are increasingly seeing countries look inwards and move towards protectionism.

In parts of the world, enthusiasm for trade liberalisation is waning, as priorities shift towards strategic autonomy, risk avoidance, and the appeasement of domestic stakeholders. These shifts have added a layer of complexity to the already challenging international economic environment.

#### *The US approach*

s6(a)

So one point I would make on taking up the trade portfolio for the second time is that the operating environment today is quite different from when I first encountered it.

Some things, however, have remained the same:

- First, that our relationship with the United States is fundamental to our interests.
- Second, that governments have to be able to adapt.

You have heard this morning of the value that the US represents for New Zealand exporters, both in terms of the breadth and the value of the US market.

I am delighted that we will be hearing from John Ballingall, Director of SensePartners, who will be presenting their latest report on the NZ-US trade and investment relationship.

The report demonstrates that the NZ-US economic relationship has not just bounced back from the challenges presented by COVID-19, but continues to go from strength to strength. New Zealand goods exports to the US have grown 57% since their pandemic-related low in 2021, and now sit at 36% above pre-pandemic levels.



In a demonstration of just how New Zealand's export profile to the US continues to evolve, we now sell more apple harvesting equipment to the US than we do apples.

Above all, the report makes it clear that economic engagement with the US is to our mutual benefit.

But the value of our relationship with the United States goes beyond the purely transactional.

#### *International connections*

In an increasingly complex and contested world, it is essential that New Zealand works with friends and partners to support our exporters, strengthen our supply chains, and be well positioned to not just endure the headwinds we are facing but grow in spite of them.

Crucial to this is pursuing new opportunities to work together to drive growth both here at home, and in our region.

In this context, we have welcomed the increased engagement from the US in the Pacific - and in our wider regional trade architecture.

s9(2)(g)(i)

In the meantime, we are focused on the other ways in which the US can actively engage in the economic architecture of the Indo-Pacific, and have welcomed the Indo-Pacific Economic Framework in that context.

IPEF is a bit of a tongue-twister. I don't have my head across the details of the Framework yet - I have not yet had a full briefing from officials. But in terms of initial thoughts:

On the numbers alone it is huge. 14 countries. Six G20 economies including the US and India. 50% of New Zealand's exports. 40% of global GDP. To state the obvious, when the US is running with a regional economic initiative of this scale - one that includes rule-making - you can't afford to not be at the table.

I know there has been negative comment about the lack of a market access track and the failure to land a deal in the trade pillar in San Francisco. I'm more inclined to say let's give it time. The negotiation hasn't even been going a year.

And my strong view is that anything that might produce the building blocks for a full-feature regional free trade agreement in the years ahead is something we have to take seriously.

It is also important to recognise what *is* there, not just what isn't.

For instance, the Supply Chain Agreement that was signed in San Francisco. In that alone, 14 like-minded countries have committed to coordinate responses and support each other in the event of any supply chain crisis. After what we went through in 2020 the concept sounds to me like a no-brainer.

Likewise, the Clean Economy Agreement, with its strong focus on driving private investment flows and ensuring access to the technologies and products we will need to help us decarbonise.

As I mentioned this morning, there is a huge amount of activity in the green tech and green investment sectors in New Zealand – including in agriculture. I imagine innovators and investors in these sectors would welcome anything that helps open doors or boost partnership opportunities with the likes of the US or Japan or Singapore or India.

Finally, the “Fair Economy” pillar, with its focus on tackling corruption, money laundering, and tax dodges. New Zealand prides itself as being one of the best countries in the world for ease of doing business. That all starts with transparency, and knowing and enforcing the rules. Exporters and investors in this audience will expect us to ask the same of the other markets where they do business. IPEF can help us do that.

There’s still water to flow under the bridge here. We will go through the fine print when we get the advice from our negotiators.

But from what I can see, I can’t imagine why we wouldn’t be keen to be part of it.

#### *Concluding thoughts*

This leads me back to where I began.

New Zealand is at its best when we are looking outwards, engaging in the world and showcasing what we have to offer.

New Zealand’s path forward lies in maintaining this open and outward-facing stance, actively engaging with the international community.

It is imperative that we continue to collaborate on a global scale to establish optimal trading conditions, with the flexibility to adapt to whatever global challenges exist at a particular point in time.

We look forward to working with our US partners to do this, both in IPEF and elsewhere.

It is now my pleasure to hand over to our panellists. I look forward to hearing their insights on the changing nature of trade – and their thoughts on New Zealand’s place in navigating these shifting tides.



# United States Business Summit: Brief for Rt. Hon Christopher Luxon

*30 November 2023  
Cordis Hotel, Auckland*

## **The Summit**

The United States Business Summit has been organised by the Auckland Business Chamber, in collaboration with Fran O'Sullivan, to explore how New Zealand businesses can deliver on ambition to increase their footprint with the United States.

The Summit comes at a time of significantly increased US engagement in the Indo-Pacific region, closely following the recent US hosting of APEC and leader-level meetings on the Indo-Pacific Economic Framework (IPEF) in San Francisco.

## **Audience**

The Summit will be attended by representatives from the business community, diplomatic community, government and media, all with an interest in the New Zealand-United States relationship. The Summit is therefore an early opportunity to set out your government's approach to foreign policy, with a particular focus on the NZ-US relationship.

The Summit will be co-chaired by Fran O'Sullivan and Simon Bridges, CEO of the Auckland Business Chamber. Notable US participants include:

- US Deputy Secretary of Commerce Don Graves, who will deliver a pre-recorded address; and
- Ambassador of the United States to New Zealand, Tom Udall

You will open the conference with a keynote address on New Zealand's foreign policy priorities, with a particular focus on the significance of our relationship with the United States.

s9(2)(g)(i)

The Minister of Foreign Affairs has been invited to deliver a speech on the US-NZ relationship.

The New Zealand Ministry of Foreign Affairs and Trade and New Zealand Trade and Enterprise are sponsoring the Summit.

Keynote address

*[To be included by PMO once finalised]*

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## Question and Answer session with Fran O'Sullivan, Summit Co-Chair

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**Fran O'Sullivan** is a business commentator who has been instrumental in creating significant platforms to advance New Zealand's key international business and trading relationships. Fran is Head of Business for NZ Media and Entertainment. This is the second US Business Summit she has hosted. She initiated the US Business Summit with an inaugural meeting in Auckland, in May 2022. She also launched the annual China Business Summit in conjunction with the Auckland Business Chamber in 2012. Fran is a member of the NZ US Council, as well as the New Zealand China Council. She is a regular contributor to the Government's China Capable public sector masterclass programme in Wellington. She was made an Officer of the New Zealand Order of Merit in the 2019 New Year Honours for services to journalism and business.

### Questions and Answers

These will be a mix of questions from Fran O'Sullivan and questions taken from the floor. Provided below is a set of responses to the kinds of questions that could arise.

### **US-NZ bilateral relationship**

*What is your assessment of the state of our relationship with the US?*

- The US is a close friend and partner to New Zealand. We have a strong relationship, founded on our shared commitment to democracy and personal freedoms. We both share the strong belief that open and outward-looking societies, where hard work and innovation are rewarded, set the conditions for people and nations to thrive.

*How will your prior experience working in the United States inform your approach to the US relationship?*

- As I said in my speech, I spent many years living and working in the US and with businesses across North America. I understand and can appreciate how the US approaches issues and will bring this to my government's dealings with the US.
- I've seen first-hand the importance of US leadership in finding solutions to global challenges. New Zealand, and the world, benefits from an engaged and active US on the world stage.

### **US-NZ Trade and Economic Relationship**

*Tell me about New Zealand's trade relationship with the US, and what you will do to help create closer business links.*

- The US is an essential economic partner for New Zealand. As I said, it is our third-largest trading partner, a major source of foreign direct investment, and a key innovation partner.
- Our trade relationship with the US is broad and sophisticated, with about half in goods and half in services – from products like sauvignon blanc through to rocket launch services. It is this breadth – as well as the scale and innovation of the US market – that makes our economic relationship with the United States so significant.
- One particular priority for my government will be increasing links at the business-to-business and people-to-people levels. We will also continue to seek further market opening between our two countries, as close partners with a shared commitment to high standards.
- We will also continue to encourage and support US economic engagement in the Indo-Pacific, including through initiatives such as IPEF.



- In terms of specifics, I'll leave that for my Trade Minister to discuss. I don't want to spoil his speeches before he has had the chance to make them!

*What are the chances of a FTA with the United States? Is this something your government will push for?*

- New Zealand has long sought a Free Trade Agreement with the United States.
- s6(a)

- In the meantime, we will continue to prioritise the US relationship, including looking at other opportunities to further increase market access and break down the barriers between us.

s6(a)

## IPEF

s9(2)(g)(i)

- I was not part of that process. It does sound as if US domestic politics around trade might have had an impact. But we have not yet had a full briefing from New Zealand negotiators.
- But I am struck by the fact that three of the four IPEF agreements have been concluded in less than a year of negotiation. That is much faster than most big trade negotiations. Overall it sounds as if IPEF is delivering results.
- And it is a big deal: there is 40% of global GDP at the table. Half of New Zealand's exports go to IPEF markets.

s6(a)

*What is in the IPEF for New Zealand?*

- We have not yet been briefed on the detail. But plainly IPEF is a big deal: White House leadership, 14 countries, all the big Asian economies apart from China, 40% of global GDP. Half of New Zealand's exports go to IPEF countries. So at first glance being part of it is a no-brainer.
- The structure looks quite different from the FTAs we are used to. We will want to get officials to walk us through it. But from what I have seen:
  - After what we went through in the pandemic years being part of a big Supply Chain Agreement that includes a crisis mechanism makes sense – if only we had had that in place in 2020. It will apparently be up and running fairly soon.
  - I understand the text of the “Clean Economy” agreement is now concluded. It’s about joined-up climate action – with a strong focus on driving private investment and the technologies and products we will all need to help us decarbonise. If it is as commercially focused as I understand then we will be keen to be part of it.
  - I am told the “Fair Economy” text was also wrapped up in San Francisco. A key message from our new government will be that New Zealand is open for business offering world-best ease of doing business. It sounds as if there’s a strong alignment with the IPEF Fair Economy agreement: an emphasis on transparency, rule of law, standing by your commitments on corruption, bribery, money-laundering and tax evasion. That should also be an easy one for New Zealand exporters and investors to support.
  - Apparently the fourth agreement, the Trade pillar, wasn’t finished in San Francisco. We have not yet had full briefing on scenarios for the next year or so but it sounds as if that part of the agenda might take a little longer.
  - The wider point I would make is that we have big ambitions for our trade links with both the US and India. Both are deeply engaged in the IPEF agenda. So if that can help deliver the building blocks for a future regional FTA – whether based on IPEF or on CPTPP – it is something we need to take seriously.
- It goes without saying we will be looking for the various parts of IPEF to reinforce the key principles behind our trade policy –for example on free, open, rules-based trade and on market economics.

*Why is New Zealand taking part in IPEF if there’s no market access?*

- We are strong believers in open markets – we don’t resile from that, not for a moment.
- But we do want the US fully engaged in the regional economic agenda. From that point of view supporting the Biden administration on this initiative is a no-brainer – especially when you add up the economic weight around the table. And the alternative – not being at the table when there is a big group negotiating trade rules for the region – is a non-starter for us.
- While IPEF does not offer us tariff savings I think we all know that the non-tariff agenda is also important: a recent report says non-tariff barriers are costing New Zealand exporters \$12 billion a year.

Please note the figure of \$12 billion is incorrect. This was a estimate for all non-tariff measures - not non-tariff barriers specifically. This error was corrected in subsequent versions of this document which are out of scope of this request



*Will New Zealand continue to advocate for market access to be included in IPEF?*

- We would welcome a move to broaden the scope of the IPEF agenda to include market access.

s6(a)

#### CPTPP

- The CPTPP Agreement is one of New Zealand's most important trade agreements. It goes beyond reducing costs for businesses. It creates jobs that will help generate a better standard of living for New Zealanders. It includes commitments to safeguard high labour and environmental standards across the Asia-Pacific region; it preserves New Zealand's right to make laws to protect our people and our environment.
- CPTPP economies represent \$17.3 trillion of global trade. New Zealand's membership of CPTPP has already saved Kiwi businesses \$300 million in tariffs in just the first two years of its implementation

s6(a)

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### If asked: APEC

*What are your views on APEC this year?*

- I would like to congratulate the US for the great success of their APEC host year, which culminated in San Francisco just two weeks ago.
- The APEC Economic Leaders Week reconfirmed that APEC is the premier forum for the Asia-Pacific region to address trade and economic issues and build a connected, open and prosperous economic community.
- NZ welcomed the opportunity to work with and support the US throughout the year as it demonstrated leadership and delivered events and outcomes for member economies, businesses and other stakeholders.

*If asked: Did you miss an opportunity by not going?*

- I was sorry to not be able to attend, despite my best intentions.

### If asked: WTO

- New Zealand is working constructively with others within the WTO system in the lead up to MC13 (early 2024) to have a fully functioning WTO dispute settlement system in place.

### If asked: US steel and aluminium tariffs

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- We were very pleased that New Zealand's Aluminium Smelter secured a one-year exemption from Section 232 tariffs earlier this year. This exemption has enabled them to fill the demand for high purity, green aluminium from the US Department of Defence.
- This is a signal of the strong partnership between our two countries and our ability to deliver as a trusted supply chain partner to the US.
- While this is a welcome outcome, we continue to advocate for a full removal of the s232 steel and aluminium tariffs for New Zealand.

## **Regional and International Issues**

### **China Issues**

#### US-China Relationship

- It is in everyone's interests that the US-China relationship is managed in a way that reduces friction and enables cooperation on issues of global concern.
- We are not alone in making this point – it is shared by others in the Indo-Pacific region and elsewhere. We want to see a secure and prosperous Indo-Pacific.
- We welcome efforts by the US to engage China over the last year, including the recent meeting between Presidents Biden and Xi in San Francisco. We welcome the reestablishment of military to military communication channels.



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- New Zealand seeks to maintain a strong bilateral relationships with all of our key partners.

#### New Zealand-China relationship

- We have a wide-ranging, significant and complex relationship with China. China is New Zealand's largest trading partner, with two-way trade totalling around NZ\$40 billion. Our trade relationship is complementary, and supported by our bilateral Free Trade Agreement (which was upgraded in 2022).
- There are also a number of regional and global matters of mutual interest. For example, we also have shared interests in working together to protect the environment and mitigate climate change. There are opportunities for New Zealand and China to work together on these and other issues.
- As part of a mature relationship, New Zealand and China also discuss our differences. New Zealand and China have very different histories, political systems, and world views. We raise our concerns with China both privately and publicly in a consistent, predictable and respectful manner.

s6(a)

- China is an important market for New Zealand and will continue to be so. The Government seeks to give business options, including through an expanding network of FTAs, and aims to build awareness and resilience into trading relationships.
- Ultimately, commercial decisions to export to any particular market rest with businesses. Government encourages businesses to regularly consider the risks of over-reliance on any one market.

s6(a)

- China is our largest trading partner. But our different histories and systems means there are issues on which our viewpoints differ.
- We engage bilaterally and speak out publicly on issues of concern consistently, predictably, and respectfully.
- New Zealand makes an independent assessment of our national interests and our values, in line with our long-standing commitment to international rules and norms.

s6(a)

- Chinese consumer confidence has not rebounded as strongly as expected since China's post COVID re-opening. This is not consistent across all sectors, though, with some New Zealand industries seeing a stronger recovery from their markets in China.
- China's large market plays an important role for our exporters, so we continue to monitor developments there closely.
- By the same token we seek to give business options to enhance market diversification, including through an expanding network of FTAs.

**If asked: New Zealand – India relationship (incl. FTA)**

*Will New Zealand have a Free Trade Agreement with India in the near future?*

- India represents a large and vibrant market which offers a potential avenue for diversification. We are focused on building our economic relationship with India, as part of a broad-based, holistic relationship that includes political, defence, people-to-people and cultural elements. As mentioned we also see opportunity for closer economic engagement through IPEF.

*What are New Zealand's trade figures with India?*

- Our total two-way trade with India in the year ended June 2023 was NZ\$2.61 billion and India ranked 15 (of 245) for total trade value representing 1.1% of New Zealand's total exports.

*What is New Zealand's position to human rights challenges in India and the Sikh separatist movement?*

- As a long-standing friend, New Zealand supports India's sovereignty and territorial integrity. India is the world's largest democracy and has a range of challenges. Building our bilateral relationship with all our partners, including India, naturally includes constructive engagement on promoting and protecting human rights.

*[If asked about Canada's allegations of a link between Indian Government agents and the killing of Hardeep Singh Nijjar]*

- We have raised this matter with the Government of India and highlighted our serious concerns if the allegations are correct. We have also encouraged India to engage collaboratively in the investigation to enable due process to be followed. We continue to monitor the situation.

*If asked to comment on instances of migrant exploitation and fraud involving Indian nationals*

- New Zealand takes instances of migrant exploitation and fraud seriously. We intend to come down hard on potentially fraudulent employers and will consider prosecuting anyone undertaking migrant exploitation and fraud.



*If asked: What has happened to our log exports to India and what are we doing to resolve this?*

- Log exports to India, which made up over NZ\$255 million in 2019, stopped as a result of the Environmental Protection Agency's (EPA) prohibition on the use of methyl bromide as a fumigant in ship holds. This has been raised at Ministerial level and we are satisfied that the matter is progressing. <sup>s6(a)</sup>

### **If asked: Israel-Gaza**

#### General Points

- We welcome the release of a number of hostages, the entry of urgent humanitarian aid to Gaza and a pause in fighting.
- We hope that this pause leads to a longer term cessation of hostilities and call on all parties to do their utmost for this to occur.
- We want to see an end to the violence and we urgently need further steps towards a ceasefire. We recognise that the political conditions must be there for this to happen and we call on all parties as well as countries with influence in the region to do all they can. We have a collective responsibility to stop the suffering and to end the fighting.
- A lasting solution to the conflict will only be achieved by peaceful means. Ultimately, no military solution will bring about a just and lasting peace. Action to revive the Middle East Peace Process is critical.
- We continue to call for food, water, fuel and medical supplies humanitarian aid to get to civilians in Gaza urgently.
- All remaining hostages must be released immediately.
- <sup>s6(a)</sup>
  
- We are pleased that 14 New Zealand citizens, permanent residents and family members have now exited Gaza. MFAT continues efforts to secure permissions for remaining New Zealand permanent residents in Gaza to leave.
- New Zealand considers the ongoing loss of life and suffering appalling. Directly attacking civilians, exploiting hostages, the use of civilians or civilian infrastructure as shields, and attacks on UN facilities are unacceptable. All parties to the conflict must act in accordance with international law, and demonstrate basic humanity.
- We continue to unequivocally condemn Hamas' terrorist attack of 7 October. New Zealand supports the right of Israel to defend itself against Hamas' terrorist attacks.
- But military objectives cannot be used to justify 'any and all' actions in this conflict. Israel must abide by international law, exercise restraint, and prioritise the protection of civilians.

- The impact of fighting on hospitals is horrifying. Protection of all medical and humanitarian personnel, and the protection of medical facilities is paramount. Medical facilities must never be used for military purposes and, crucially, must never be the object of attack.
- New Zealand has contributed NZ\$10 million to address immediate humanitarian needs.
- [*If asked about war crimes/breaches of IHL*]: These are serious allegations, which are ultimately for the International Criminal Court. One of its mandates covers alleged war crimes committed since 2014 both in Gaza and the West Bank and by Palestinians (including Hamas) in Israel.
- s6(a)

s6(a)

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*UN Security Council resolution*

- We welcome the resolution passed by the UN Security Council. The Council's agreement demonstrates the importance of the international community taking action to address this crisis.
- New Zealand strongly supports the resolution's calls for urgent steps to enable unhindered humanitarian access and for the protection of civilians and children.
- *If required:* New Zealand voted in support of the recent General Assembly resolution which similarly called for humanitarian access and the need to protect civilians.

## **If asked: Pacific Issues**

### *US Engagement in the Pacific*

- We welcome increased engagement by the US in the Pacific. Including its significant new funding for Pacific priorities.
- The United States' growing diplomatic presence, and its engagement with the Pacific Islands Forum are further signs of the United States' commitment to the region and its priorities.

s6(a)

- We have been clear with all of our partners that engagement in the Pacific should advance Pacific priorities, be consistent with established regional practices, and support Pacific regional institutions such as the Pacific Islands Forum.

• s6(a)

• s6(a)

- New Zealand has provided security support to the Pacific for decades. We remain committed to supporting Pacific-led responses to Pacific security issues.

s6(a)

## **If asked: Indo-Pacific, including South China Sea, East China Sea**

### Indo-Pacific

- New Zealand's security and prosperity are closely tied to the peace, stability and prosperity of the Indo-Pacific: around 80% of our total annual exports are to the region.
- We have a strong interest in supporting those drivers that have underpinned the remarkable success of the Indo-Pacific – adherence to international law; open markets; respect for sovereignty; and effective regionalism.

### South China Sea

- We remain concerned at increasing tensions and destabilising activities in the South China Sea.
- New Zealand does not take a position on claims of territorial sovereignty. We do have interests at stake however - in the region's peace and security, the maintenance of international law (particularly UNCLOS), and in continued unimpeded access to shipping and air routes as a trade dependent nation.
- We consistently call on all claimants to refrain from actions which risk escalating tensions, and to peacefully resolve disputes in accordance with international law.

*If asked: what is your perspective on the recent incidents at the Second Thomas Shoal?*



- As I have said, New Zealand is deeply concerned at heightened tensions and an increasing frequency of worrying incidents the South China Sea. New Zealand has consistently called on all claimants to refrain from actions which risk escalating tensions, and to peacefully resolve disputes in accordance with international law.

#### East China Sea

- New Zealand does not take a position on the claims of territorial sovereignty in the East China Sea but we oppose any unilateral attempts to change the status quo there by force.

s6(a)

#### **If asked: Russia-Ukraine**

s6(a)

- I have indicated directly to Ukrainian President Volodymyr Zelenskyy (via X/Twitter) that New Zealand's support for Ukraine will remain strong under my leadership. New Zealand will deliver on our commitments to Ukraine, and we will contribute to global efforts to secure a peaceful resolution to this war.

s6(a)

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**From:** ECKMAN, Ben (ISED)  
**Sent:** Tuesday, 28 November 2023 1:52 pm  
**To:** ....TALBOT, Mark (Inet); ....SHACKLETON, Peter (Inet); ....KINGSTON, Charles (Inet); SHACKLETON, Peter (ESD); KINGSTON, Charles (GDS)  
**Cc:** KING, Ben (DCE); GEELS, Deborah (DS AAG); VITALIS, Vangelis (DS TEG); SINCLAIR, Brody (DCE Office); EVANS, David (SAPD); CONDER, Deighton (SAPD); LIUFALANI, Raylene (OCE); MUNRO, Cameron (OCE); MCLACHLAN, Pip (DS AAG); WOODLEY, Jocelyn (AMER); GIBSON, Margot (AMER); WILKINSON, Kelsie (AMER); LEWIN, Gordon (TPEI); ESD; COOK, Helena (OCE); GRAHAM, Catherine (AMER); HAIDON, Hamza (TPEI); ANDREWS, Greg (TPEI); ....ROBINSON, Julia (Inet)  
**Subject:** RE: US Business Summit 30 November: draft speech material and briefing for PM and Ministers

Thanks Mark – received, and confirming that we'll have consolidated feedback to you by 4pm.  
Cheers  
Ben

---

**From:** ....TALBOT, Mark (Inet) <mark.talbot@dpmc.govt.nz>  
**Sent:** Tuesday, 28 November 2023 1:34 pm  
**To:** ECKMAN, Ben (ISED) <Ben.Eckman@mfat.govt.nz>; ....SHACKLETON, Peter (Inet) <Peter.Shackleton@parliament.govt.nz>; ....KINGSTON, Charles (Inet) <charles.kingston@parliament.govt.nz>; SHACKLETON, Peter (ESD) <peter.shackleton@mfat.govt.nz>; KINGSTON, Charles (GDS) <Charles.Kingston@mfat.govt.nz>  
**Cc:** KING, Ben (DCE) <Ben.King@mfat.govt.nz>; GEELS, Deborah (DS AAG) <Deborah.Geels@mfat.govt.nz>; VITALIS, Vangelis (DS TEG) <Vangelis.Vitalis@mfat.govt.nz>; SINCLAIR, Brody (DCE Office) <Brody.Sinclair@mfat.govt.nz>; EVANS, David (SAPD) <David.Evans@mfat.govt.nz>; CONDER, Deighton (SAPD) <Deighton.Conder@mfat.govt.nz>; LIUFALANI, Raylene (OCE) <Raylene.Liufalani@mfat.govt.nz>; MUNRO, Cameron (OCE) <cameron.munro@mfat.govt.nz>; MCLACHLAN, Pip (DS AAG) <Pip.McLachlan@mfat.govt.nz>; WOODLEY, Jocelyn (AMER) <Jocelyn.Woodley@mfat.govt.nz>; GIBSON, Margot (AMER) <Margot.Gibson@mfat.govt.nz>; WILKINSON, Kelsie (AMER) <Kelsie.Wilkinson@mfat.govt.nz>; LEWIN, Gordon (TPEI) <Gordon.Lewin@mfat.govt.nz>; ESD <DM-ESD@mfat.govt.nz>; COOK, Helena (OCE) <Helena.Cook@mfat.govt.nz>; GRAHAM, Catherine (AMER) <Catherine.Graham@mfat.govt.nz>; HAIDON, Hamza (TPEI) <Hamza.Haidon@mfat.govt.nz>; ANDREWS, Greg (TPEI) <Greg.Andrews@mfat.govt.nz>; ....ROBINSON, Julia (Inet) <julia.robinson@dpmc.govt.nz>  
**Subject:** RE: US Business Summit 30 November: draft speech material and briefing for PM and Ministers

Hi Ben,

As discussed briefly this morning, I managed to discuss this morning with the PMO the news via Ben that the PM is in fact delivering remarks at this event.

Given the changed timing and format, the PMO asked for around 1,000 words with a focus on two themes: the deteriorating strategic environment; and the message that NZ is open for business as we push back against protectionism.

I've had a crack at picking the eyes out of your speech to address that prescription. Grateful if you can get any feedback to me by **4pm** so I can push it upstairs for them to review and pass on to the PM.

s9(2)(g)(i)

I haven't reviewed with the Q&A cover these themes, but share them now for what its worth.



Cheers,

Mark Talbot  
s9(2)(a)

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**From:** ECKMAN, Ben (ISED)  
**Sent:** Tuesday, 28 November 2023 3:57 pm  
**To:** ....TALBOT, Mark (Inet); ....SHACKLETON, Peter (Inet); ....KINGSTON, Charles (Inet); SHACKLETON, Peter (ESD); KINGSTON, Charles (GDS)  
**Cc:** KING, Ben (DCE); GEELS, Deborah (DS AAG); VITALIS, Vangelis (DS TEG); SINCLAIR, Brody (DCE Office); EVANS, David (SAPD); CONDER, Deighton (SAPD); LIUFALANI, Raylene (OCE); MUNRO, Cameron (OCE); MCLACHLAN, Pip (DS AAG); WOODLEY, Jocelyn (AMER); GIBSON, Margot (AMER); WILKINSON, Kelsie (AMER); LEWIN, Gordon (TPEI); ESD; COOK, Helena (OCE); GRAHAM, Catherine (AMER); HAIDON, Hamza (TPEI); ANDREWS, Greg (TPEI); ....ROBINSON, Julia (Inet)  
**Subject:** RE: US Business Summit 30 November: draft speech material and briefing for PM and Ministers  
**Attachments:** US Business Summit\_draft PM speech content\_MFAT feedback.docx

Hi Mark, many thanks for the opportunity to comment on the draft. The attached version reflects consolidated feedback (in the form of various minor suggestions) from this end.

Cheers

Ben

**Ben Eckman** (he/him) | Lead Adviser | International Security Policy  
Ministry of Foreign Affairs & Trade | Manatū Aorere  
p: s9(2)(a)

E: ben.eckman@mfat.govt.nz

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**From:** ECKMAN, Ben (ISED) <Ben.Eckman@mfat.govt.nz>

**Sent:** Monday, 27 November 2023 3:16 pm

**To:** Mark Talbot [DPMC] <Mark.Talbot@dpmc.govt.nz>; ....SHACKLETON, Peter (Inet) <Peter.Shackleton@parliament.govt.nz>; ....KINGSTON, Charles (Inet) <charles.kingston@parliament.govt.nz>; SHACKLETON, Peter (ESD) <peter.shackleton@mfat.govt.nz>; KINGSTON, Charles (GDS) <Charles.Kingston@mfat.govt.nz>

**Cc:** ^MFAT: Ben King <Ben.king@mfat.govt.nz>; GEELS, Deborah (DS AAG) <Deborah.Geels@mfat.govt.nz>; VITALIS, Vangelis (DS TEG) <Vangelis.Vitalis@mfat.govt.nz>; ^MFAT: Brody Sinclair <Brody.Sinclair@mfat.govt.nz>; EVANS, David (SAPD) <David.Evans@mfat.govt.nz>; CONDER, Deighton (SAPD) <Deighton.Conder@mfat.govt.nz>; raylene.liufalani <raylene.liufalani@mfat.govt.nz>; MUNRO, Cameron (OCE) <cameron.munro@mfat.govt.nz>; MCLACHLAN, Pip (DS AAG) <Pip.McLachlan@mfat.govt.nz>; WOODLEY, Jocelyn (AMER) <Jocelyn.Woodley@mfat.govt.nz>; Margot.Gibson <Margot.Gibson@mfat.govt.nz>; WILKINSON, Kelsie (AMER) <Kelsie.Wilkinson@mfat.govt.nz>; LEWIN, Gordon (TPEI) <Gordon.Lewin@mfat.govt.nz>; ^MFAT: DM-ESD <DM-ESD@mfat.govt.nz>; COOK, Helena (OCE) <Helena.Cook@mfat.govt.nz>; ^MFAT: Catherine Graham <Catherine.Graham@mfat.govt.nz>; HAIDON, Hamza (TPEI) <Hamza.Haidon@mfat.govt.nz>; ANDREWS, Greg (TPEI) <Greg.Andrews@mfat.govt.nz>

**Subject:** US Business Summit 30 November: draft speech material and briefing for PM and Ministers

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**From:** ECKMAN, Ben (ISED)  
**Sent:** Tuesday, 28 November 2023 10:32 am  
**To:** ....TALBOT, Mark (Inet)  
**Subject:** FW: Dignitaries to acknowledge at front end of speeches

Hi Mark – details of acknowledgements to drop into PM remarks as required.  
Cheers  
Ben

---

**From:** KING, Ben (DCE) <Ben.King@mfat.govt.nz>  
**Sent:** Tuesday, 28 November 2023 9:53 am  
**To:** SINCLAIR, Brody (DCE Office) <Brody.Sinclair@mfat.govt.nz>  
**Cc:** ECKMAN, Ben (ISED) <Ben.Eckman@mfat.govt.nz>  
**Subject:** FW: Dignitaries to acknowledge at front end of speeches

[UNCLASSIFIED]

Hi Ben – in case you want to use for PM / MFT speeches ...

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**From:** KING, Ben (DCE)  
**Sent:** Tuesday, 28 November 2023 9:10 am  
**To:** s9(2)(a)  
**Subject:** Dignitaries to acknowledge at front end of speeches

Hi Jon

In attendance: Hon Todd McClay, Minister for Trade and Agriculture, and Associate Minister of Foreign Affairs  
US Ambassador to New Zealand, Tom Udall  
Chris Seed, Secretary of Foreign Affairs and Trade  
Dame Therese Walsh, Chair of Air New Zealand  
Dame Fran Wilde, Chair of the Asia New Zealand Foundation

Nicola Willis will be in attendance – but probably not that early in the day.

You might also consider:

Simon Bridges, CEO, Auckland Business Chamber (summit co-host)  
Ambassador Rosemary Banks, Chair New Zealand United States Council  
Miles Hurrell, CEO, Fonterra  
Fran O'Sullivan, MD, NZ INC (summit co-host)  
Greg Foran, CEO, Air New Zealand  
Pania Tyson-Nathan, CEO, New Zealand Maori Tourism

**From:** ECKMAN, Ben (ISED)  
**Sent:** Wednesday, 29 November 2023 1:44 pm  
**To:** ....TALBOT, Mark (Inet); ....SHACKLETON, Peter (Inet); ....KINGSTON, Charles (Inet); SHACKLETON, Peter (ESD); KINGSTON, Charles (GDS)  
**Cc:** KING, Ben (DCE); GEELS, Deborah (DS AAG); VITALIS, Vangelis (DS TEG); SINCLAIR, Brody (DCE Office); EVANS, David (SAPD); CONDER, Deighton (SAPD); LIUFALANI, Raylene (OCE); MUNRO, Cameron (OCE); MCLACHLAN, Pip (DS AAG); WOODLEY, Jocelyn (AMER); GIBSON, Margot (AMER); WILKINSON, Kelsie (AMER); LEWIN, Gordon (TPEI); ESD; COOK, Helena (OCE); GRAHAM, Catherine (AMER); HAIDON, Hamza (TPEI); ANDREWS, Greg (TPEI); ....ROBINSON, Julia (Inet)  
**Subject:** RE: US Business Summit 30 November: draft speech material and briefing for PM and Ministers  
**Attachments:** Draft NZ Business Summit PM brief.docx

Hi Mark, as discussed, please find attached the updated Q & A pack to support the PM's participation tomorrow. This provides content in response to the updated questions as relayed last night.

Peter and Charles – the general Q&A content from page 6 onwards is also a common resource for MFA and MFT to draw on as needed.

Cheers  
Ben

**Ben Eckman** (he/him) | Lead Adviser | International Security Policy  
Ministry of Foreign Affairs & Trade | Manatū Aorere  
p: s9(2)(a)  
E: ben.eckman@mfat.govt.nz

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**From:** GIBSON, Margot (AMER)  
**Sent:** Tuesday, 28 November 2023 4:59 pm  
**To:** ....SHACKLETON, Peter (Inet)  
**Cc:** WOODLEY, Jocelyn (AMER); ECKMAN, Ben (ISED); MUNRO, Cameron (OCE); SINCLAIR, Brody (DCE Office)  
**Subject:** RE: US Business event  
**Attachments:** United States Business Summit MFA brief.docx

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Kia ora Peter,

Please find a one-page brief attached.

Ngā mihi,  
Margot

---

**From:** ....SHACKLETON, Peter (Inet) <[Peter.Shackleton@parliament.govt.nz](mailto:Peter.Shackleton@parliament.govt.nz)>  
**Sent:** Tuesday, 28 November 2023 8:49 am  
**To:** ECKMAN, Ben (ISED) <[Ben.Eckman@mfat.govt.nz](mailto:Ben.Eckman@mfat.govt.nz)>; WOODLEY, Jocelyn (AMER) <[Jocelyn.Woodley@mfat.govt.nz](mailto:Jocelyn.Woodley@mfat.govt.nz)>  
**Subject:** US Business event

Kia ora team

Could I please have a 1 page brief on the US Business Council event – the usual details – background to the event, who organises it, who’s speaking, who’s attending, that sort of thing.

Can I please have this by 5pm today? Thanks!

Peter

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# United States Business Summit: Brief for Hon. Winston Peters

*30 November 2023  
Cordis Hotel, Auckland*

## **The Summit**

The United States Business Summit has been organised by the Auckland Business Chamber, in collaboration with Fran O'Sullivan, to explore how New Zealand businesses can deliver on ambition to increase their footprint with the United States.

The Summit comes at a time of significantly increased US engagement in the Indo-Pacific region, closely following the recent US hosting of APEC and leader-level meetings on the Indo-Pacific Economic Framework (IPEF) in San Francisco.

## **Audience**

The Summit will be attended by representatives from the business community, diplomatic community, government and media, all with an interest in the New Zealand-United States relationship. The Summit is therefore an early opportunity to set out the government's approach to foreign policy, with a particular focus on the NZ-US relationship.

The Summit will be co-chaired by Fran O'Sullivan and Simon Bridges, CEO of the Auckland Business Chamber. Notable US participants include:

- US Deputy Secretary of Commerce Don Graves, who will deliver a pre-recorded address; and
- Ambassador of the United States to New Zealand, Tom Udall

You will deliver a keynote address on New Zealand's foreign policy priorities, with a particular focus on the significance of our relationship with the United States.

Your speech will be preceded by the Prime Minister, who will be providing virtual remarks opening the Summit.

s9(2)(g)(i)

The New Zealand Ministry of Foreign Affairs and Trade is sponsoring the Summit.

Keynote address

*[To be included by once finalised by the Office of the Minister of Foreign Affairs]*

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**From:** ECKMAN, Ben (ISED)  
**Sent:** Tuesday, 5 December 2023 3:52 pm  
**To:** SCRAGG, Cameron (ESD); SINCLAIR, Brody (DCE Office)  
**Subject:** FW: SPEECH: Rt Hon Winston Peters - Keynote Address to the United States Business Summit, Auckland

[UNCLASSIFIED]

And the speech itself for reference.

---

**From:** APPLETON, Michael (CMB) <Michael.Appleton@mfat.govt.nz>  
**Sent:** Monday, 4 December 2023 9:33 pm  
**To:** ECKMAN, Ben (ISED) <Ben.Eckman@mfat.govt.nz>  
**Cc:** ....APPLETON, Michael (Inet) <Michael.Appleton@parliament.govt.nz>  
**Subject:** FW: SPEECH: Rt Hon Winston Peters - Keynote Address to the United States Business Summit, Auckland

[UNCLASSIFIED]

This was the speech as passed to media. Happy for you to share with AHC.

---

Michael Appleton

New Zealand High Commissioner to Sri Lanka

Phone/WhatsApp: s9(2)(a)

---

**From:** Julian Paul <[Julian.Paul@parliament.govt.nz](mailto:Julian.Paul@parliament.govt.nz)>  
**Sent:** Thursday, 30 November 2023 8:32 AM  
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**Rt Hon Winston Peters**  
**Minister for Foreign Affairs**



**30 November 2023**

**Check against delivery.**

## **Keynote Address to the United States Business Summit, Auckland**

Good morning. Thank you, Rosemary, for your warm introduction, and to Fran and Simon for this opportunity to make some brief comments about New Zealand's relationship with the United States.

This is also a chance to acknowledge my colleague, Minister for Trade Todd McClay, Ambassador Tom Udall, Secretary of Foreign Affairs and Trade Chris Seed, Air New Zealand Chair Dame Therese Walsh, and Dame Fran Wilde, Chair of the Asia Foundation.

Distinguished guests, there are few relationships that matter more to New Zealand, than our relationship with the United States. We share a special connection for we both retain democratic traditions that have stood firm despite the global upheavals they've faced.

Our institutions are founded on democratic values, respect for human rights, freedom of speech and assembly, and free and fair trade. Promoting and maintaining the rule of law is the defining feature of both of our political systems.

These strong foundations see our countries as two of only nine that have held continuous democratic elections since 1854. This achievement should never be forgotten, nor ever taken for granted.

It is too precious, because democracy is a fragile flower, and it needs constant nourishment and care to maintain the conditions for our societies to flourish.

Because of these common values and democratic traditions, it's hardly surprising that our global interests so often correspond, and that we have repeatedly worked together in times of international crises and in the face of major global challenges. And we will continue to do so.

Ever since Thomas Jefferson, American eyes have gazed westward, something familiar to Ambassador Udall and his family's journey west to the four corner states.

Further west lies the vast blue continent, and from the first American ships that visited here in the 1790s, to Allied efforts

to liberate the Pacific in the 1940s, our enduring Pacific connections form deep points of connection between Wellington, Honolulu, and Washington DC.

When last Foreign Minister, in a speech hosted by Georgetown University, we urged the United States to renew its focus on the blue Pacific continent because of the development needs, the increasingly severe impacts of climate change, the intensified geostrategic competition in our region, and increasing threats to Pacific peoples' peace and prosperity.

We were pleased to see that renewed focus begin under the last administration, and have welcomed the greatly enhanced focus and initiatives pursued by the current one.

For example, we've warmly welcomed the opening of new US Embassies in the region. Presence is critical to building enduring relationships in the Pacific.

We have joined the US-led Partners in the Blue Pacific Initiative which has been a catalyst for President Biden's hosting Pacific leaders twice in Washington DC in recent years.



We're delighted to see the return of the US Peace Corps and renewed attention from USAID in the region.

We acknowledge the significant lift in the contribution through the US Tuna Treaty.

And we have welcomed the increased US security commitment to the region.

The manner in which the US has engaged with our region has been instrumental in the Pacific's success. The US's meaningful and constructive engagement with Pacific regional bodies has helped reinforce and support the Pacific architecture upon which we rely.

But there is more to do and not a moment to lose. We will not achieve our shared ambitions if we allow time to drift. We need to raise the energy and intensity we bring to this important relationship, and that is what we intend to do.

As a small democracy with deep relationships across the region, and focused on regional security and prosperity, New Zealand has a crucial role to play in promoting shared values in our part of the world and in growing economic opportunity and performance.

We think there is more we can do together, and faster, including to advance shared interests and common values.

We seek to strengthen engagement with the US on strategic and security challenges, centred on our common interest in a stable, peaceful and prosperous Indo-Pacific. We can do this by,

- Being deliberate and attentive to New Zealand's contribution to international and regional security challenges, working alongside the US and our many other partners.
- New Zealand pulling its weight, where we can have the most impact.
- Encouraging the continued step-up in US commitment and engagement in the Pacific, and advancing opportunities to work with Pacific countries.
- Seeking new opportunities to intensify and contribute to dialogue on strategic and security issues with the US.

Importantly, we also want to unlock the potential in our economic relationship and the value this brings to both countries by,

- Maximising the value, not just volume, of our bilateral trade.
- Fostering our business-to-business connections and redoubling our efforts to resolve barriers to trade between our countries.
- Working with the US to strengthen supply chains and build our resilience to shocks.
- Seizing opportunities for collaboration in areas and industries that are key to building a more prosperous and secure future, including critical technologies and space.

There is much work ahead of us, the time for drift is over, and the Coalition intends to hit the ground running.

We have the best possible foundation underpinning our shared values, commitments and ambitions in the Indo-Pacific region. We know moving with the speed and intensity required to meet current challenges is going to require all of us to step up. New Zealand stands ready to play its part.



Thank you

**ENDS**

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