

Network	Location of Network	Enterprise Benefit
Education Christchurch - Wuhan Partnership	Canterbury	Demonstrate the range of institutions and study pathways available in Canterbury for students. This is in addition to the support that the city / region through Education Christchurch and Canterbury can offer.
EnglishNZ Saudi Network	Auckland	Raise the profile of New Zealand and its quality English language providers.
ELINZ	Porirua	The combination of a commercial business, an Early Childhood Education entity and a tertiary provider. This offers a unique opportunity to share and develop a wide range of skills and experiences across the Network.
Indonesia Education	Porirua	Opportunities to diversify from traditional student source markets. This Network provides the strategic and collaborative effort required to attract some more of the approximately 45,000 Indonesian students that study overseas each year.
ITP Technical and Vocational Education Partnership Project – Saudi Arabia	Wellington	To develop and strengthen the institutional links between New Zealand and the Kingdom of Saudi Arabia.
New Zealand University Middle East Network (NZVUMN)	Auckland	<p>The three key strategies for the NZUMN group are:</p> <ul style="list-style-type: none"> <li>▪ Market focus</li> <li>▪ Maintain and Strengthen Existing Markets</li> <li>▪ Develop Key Relationships</li> </ul>
Chile ExpoIngles Fair	Wellington	This Network assists with the establishment of new working relationships, and exposure to the Chilean market.
Indonesia Education Fair	Wellington	This network attended the Indonesia Education Fair. This provided an introduction to new agents, assistance with the establishment of new working relationships, and exposure to the Indonesian market.
Japan Fair	Wellington	This network attended the Japan Education Fair. This provided an introduction to new agents, assistance with the establishment of new working relationships, and exposure to the Japanese market.
Philippines Commonwealth Fair	Wellington	This network attended the Philippines Commonwealth Fair. This provided an introduction to new agents, assistance with the establishment of new working relationships, and exposure to the Philippines market.
Taiwan Virtual Fair (2006)	Wellington	This network attended the Taiwan Virtual Fair. This provided an introduction to new agents, assistance with the establishment of new working relationships, and exposure to the Taiwanese market.
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Southern California Education Network	Wellington	To develop a secondary school export education market in Southern California and increase benefits from stronger links between Southern California and New Zealand
Pakistan Institutes of Technology and Polytechnics (ITP)	Auckland	To develop and raise the profile of the ITPs and New Zealand education in Pakistan.
StudyNZ	Christchurch	To market New Zealand educational services to students from former members of the USSR and to enhance the reputation of New Zealand as a study destination for students.
CeBIT 2007 Germany	Wellington	This Network participated in CeBIT 2007. One of the world's biggest ICT fairs, held in Hannover, Germany. It provided an opportunity to work with a group of companies and collectively demonstrate the 'New Zealand New Thinking' positioning.
Cartes 2006, Paris	Auckland	This Network participated in Cartes 2006. This provided an opportunity to improve understanding of the global payments industry, products, technologies, potential partners and competition.
GSM 2007 Spain	Auckland	This Network attended the 2007 3GSM World Congress. This provided participant companies with the opportunity to: <ul style="list-style-type: none"> <li>▪ Make and/or maintain contacts in the 3GSM sector</li> <li>▪ Identify an appropriate go-to-market business model for each of the participating organizations, including potential collaboration opportunities.</li> <li>▪ Gather market intelligence - understand the latest trends and the offerings of competitive and complementary organisations</li> </ul>
UCLA Global Access Programme 2006 Stage 2	Auckland	This Network provided the following benefits: <ul style="list-style-type: none"> <li>▪ Upskill senior executives of New Zealand technology companies.</li> <li>▪ Provide networking/relationship building opportunities.</li> <li>▪ Provide New Zealand companies with an 'investment quality' business plan.</li> </ul>
HIC 2006 Enterprise Network	Wellington	The New Zealand Health IT Cluster brings organisations together to work collaboratively on agreed sector priorities.
Fine Food Australia 2006	Wellington	This Network increased exposure in the Australian and international food and beverage market. It provided participant companies with an opportunity to:

		<ul style="list-style-type: none"> <li>▪ Introduce new products to market.</li> <li>▪ Meet new business partners.</li> <li>▪ Increase volumes to current business</li> <li>▪ Promote efficiently sales of the products to varied fields of consumers.</li> </ul>
Wine for Asia 2006	New Zealand-wide	<p>This Network provided participant companies with an opportunity to:</p> <ul style="list-style-type: none"> <li>▪ Improve knowledge of the operation of the Singapore and other Asian markets</li> <li>▪ Build capability to be a sustainable long term exporter</li> <li>▪ Build knowledge of key long term supply requirements</li> <li>▪ Deepen distribution networks for existing players and develop these for new exporters</li> <li>▪ Work on enhanced media profiling for New Zealand wine and identify key journalists for a visit to New Zealand.</li> </ul>
Food Hotel China 2006	New Zealand-wide	<p>The Network's presence at the Food Hotel China trade fair enhanced the market development plans of participants.</p> <p>The New Zealand pavilion gave greater prominence to the New Zealand food and beverage sector and reaffirmed company commitment to international market development through this important international trade event.</p>
BioFach 2007, Germany	Wellington	<p>This Network funding is to assist participants to exhibit at the BioFach International Organic 2007 trade show.</p> <p>This ensures that the New Zealand organic industry has increased visibility and a positive profile in the wider agricultural, scientific and business</p>
Natural Products Expo West 2007, US	Wellington	<p>This Network assisted companies participating in the New Zealand Pavilion at the Natural Products Expo West 2007. New Zealand companies enjoyed strong Brand New Zealand awareness to draw visitors to the booth within the New Zealand Pavilion and gained valuable in- market exposure.</p>
Expo Antad 2007, Mexico	Canterbury	<p>This Network attended Expo Antad 2007 to engage with buyers, distributors, management and market influencers in the Mexican market. It also provided an opportunity to facilitate access to networks for all New Zealand exporters.</p> <p>The grouping of the companies assisted in demonstrating a 'united front' in the promotion of New Zealand products to the Retail organisations targeted.</p>
Foodex 2007	New Zealand-wide	<p>This Network supported New Zealand's ongoing attendance at Foodex. This attendance is seen as important in this market where commitment and consistency are highly</p>

		<p>valued.</p> <p>Foodex is an important element of New Zealand's food and beverage promotion in the world's largest net food importing market.</p>
Airline Catering Mission to Dubai 2007	Wellington	<p>This Network provided participant companies with:</p> <ul style="list-style-type: none"> <li>▪ Access to key Middle East Airline Catering decision makers.</li> <li>▪ Credibility as part of a wider New Zealand food and beverage offering.</li> <li>▪ Access to New Zealand Trade and Enterprise's network of Dubai hotel Food and Beverage buyers.</li> <li>▪ Market research prior to mission to identify potential distributors.</li> </ul>
Supplieside West - NPNZ Blenheim	Marlborough	This Network assisted natural product companies that are interested in the US market and/or wanting to further develop their current market share and profile in US market.
Natural Health Fair - NPNZ Blenheim	Marlborough	This network assisted natural product companies that are both interested in the Asian (Hong Kong/China) market and those wanting to further develop their current market share and profile.
World Dairy Expo - NZ Agritech Auckland	Auckland	This Network provided assistance to companies in finding and developing foreign business partners, providing an increased presence than if exhibiting alone and promotion of the New Zealand Agritech sector competencies.
The Dairy Event 2006	New Zealand-wide	By exhibiting as a group at the Dairy Event 2006 trade show participants of this Network had a much greater presence than if they exhibited individually. The companies combining under a New Zealand banner gave buyers and distributors confidence that technologies on display had been developed from a critical mass of applicable technologies.
Irish Plough Match	Auckland	<p>This Network assisted companies to attend the Irish Plough Match and trade show.</p> <p>Immediate benefits for Network participants from participating in the Irish Plough Match included on site sales over the two day period and the generation of leads from prospective buyers.</p> <p>This Network also gave those members of the network new to exporting an opportunity to share in the experience of seasoned exporters also participating in the Network.</p>
World Ag Expo	Auckland	This Network provided participants with an opportunity to showcase new product lines, network with other companies and building stronger relationships with buyers and distributors at the World Agricultural Expo, California.
Eurotier	Auckland	This Network assisted participants to attend Eurotier 2006.

		Immediate benefits from attending included on site sales over the four day period and the generation of leads from prospective buyers. Longer-term benefits resulted from the product support and relationship building that occurred throughout the event and with the time each company spent directly with their distributors.
Bio Europe, Dusseldorf	New Zealand-wide	Significant long and short term net economic benefit (NEB) to New Zealand was generated by Bio Europe 2006 through the brokering of commercial deals and licensing agreements
ABIC 2006, Australia	Dunedin	This Network assisted companies attending ABIC 2006. Attendance at this trade show provided the participants with networking and deal making opportunities within the Australasian region.
Medica 2006, Dusseldorf	New Zealand-wide	This Network supported participants attending the Medica Medical Devices Trade Show.  Participating in this trade show assisted companies to identify new opportunities for sales, distribution, raw material supply, collaborative research and development.
Space 2006, Paris	Auckland	This Network assisted participants to attend the SPACE 2006 trade show. SPACE is one of the largest Agricultural trade shows in Europe.
Biotechnology Business Exchange 2006	Auckland	This Network assisted companies to participate in Europe's longest running bio partnering event, Biotechnology Business Exchange.  Participation in this event increased the international profile of the New Zealand biotechnology industry, with tangible New Zealand presence at the business exchange events.
Oshkosh Airshow, Canada	Christchurch	This Network worked together to providing support, contacts, and leads amongst the companies that attended the Oshkosh Airshow.  Participation in this show provided companies with an opportunity to understand the dynamics of a major airshow and greater exposure to the flying community and aviation publishing media.
Interbike USA	Dunedin	This Network assisted companies to attend one of the world's largest bike trade shows, Interbike. Network companies are ideally placed to collaborate as they target the same markets and together they are stronger when competing on the global stage.
Ft Lauderdale Boat Show	Auckland	The benefits provided by this Network in the immediate term allowed participating companies to maximise the impact of several new product launchings at the Ft Lauderdale Boat Show, and utilise relationships in the longer term.
Monaco Boat Show	Auckland	This Network assisted companies attending the Monaco Boat Show to make contacts, gather information, and gain an understanding of this lucrative market.

METS Amsterdam	Auckland	This Network assisted companies to attend the METS marine trade show in Amsterdam. The METS show is an effective platform for showcasing New Zealand products to project managers and distributors.
China Boat Show	Auckland	Network participants provided a New Zealand presence at the China International Boat Show. Exhibiting at the show created a solid profile for the New Zealand Marine industry in a strong new growth market.
Dubai Boat Show	Auckland	Network participants Exhibited at the Dubai International Boat Show. Exhibiting as a group strengthen the company's exposure and attracted more potential customers.
Rehacare	Auckland	By attending the Rehacare disability and rehabilitation trade show the network raised the profile of New Zealand capability and product development in the international disability market.  Many of the companies would not have reached the attention of the target market individually.
Sixth International Friction Stir Welding Symposium	Auckland	The Network's attendance at the Sixth International Friction Stir Welding Symposium provided an opportunity to learn about new technologies and also increase the companies' profile and providing future export opportunities.
Sail NZ Road Show	Bay of Islands	The leverage gained from this Network is significant not only in the terms of behavioural change in the New Zealand Marine Industry, but also in the level of interest that has developed in the companies as a result of working together. There was also the recognition that marketing New Zealand as a destination is more likely to appeal to international sailors that marketing Marinas individually.
Arabian Gulf Marine Trade Mission	Auckland	The objective of the network is to gain access to the growing marine industry in the Arabian Gulf. A group of three specialised companies networking on a combined approach is an ideal situation to generate trade between sales.
MAHA Show, Malaysia	Auckland	This Network is a group of companies who have been working together in Malaysia promoting the New Zealand Agricultural Brand. This specific funding was to participate in the Malaysian Agriculture, Horticulture and Agritourism show 2006 (MAHA).
Antigua, Caribbean	Auckland	This Network supported an Integrated Marine Group to send a representative from each of the companies to attend the Charter Yacht Shows being held consecutively in the Caribbean.  These events provide access to one of the largest collections of luxury yachts in the annual calendar of events. The intention being to continue to focus on attracting a greater proportion of these vessels through into the Pacific at the end of their Caribbean season.
Aircraft Interiors Network	Wellington	The intent of this Network is to more formally pool and co-

		ordinate the partners marketing resources.
Avalon Airshow, Australia	Auckland/Wellington	This Network supported participants to attend the Australian International Airshow 2007, a comprehensive showcase of the latest in aerospace and related defence technology in the Asia Pacific region.
Technical Textile Inward Mission	Tauranga	This network was formed to secure the services of a motivated sales and marketing representative with extensive contacts in Europe and the US. At present, participant companies are too small to have their own overseas sales representative.
Adfest 2007, Tokyo, Shanghai, Beijing, Pattaya	Auckland	This Network is for the development of a co-operative New Zealand industry approach. This funding assisted companies participating in the 10th annual Asia-Pacific Advertising Festival.
Beijing Book Fair 2006	New Zealand-wide	This Network attended the 2006 Beijing Book Fair. To meet Chinese and Asian publishers and agents interested in doing business with New Zealand publishers.
BIFCOM 2006, Busan	New Zealand-wide	<p>This Network attended the 2006 BIFCOM trade show. BIFCOM is the largest screen production event in the Asian region. It provides an opportunity to network with producers, location managers, postproduction candidates, exhibitors and other screen production industry professionals.</p> <p>The event comprised exhibitions, seminars and equipment presentations that explore current screen production industry demands and capabilities from a variety of international perspectives.</p>
Dubailand, UAE	New Zealand-wide	<p>Dubailand is a 28,000 hectare leisure-focused development in Dubai.</p> <p>This Network provided the opportunity for the participating New Zealand companies to meet with the key project investors and influencers associated with the Dubailand development in Dubai.</p>
Frankfurt Book Fair 2006, Germany	Wellington/Auckland	This Network supported the New Zealand stand representing 21 publishing companies at the 2006 Frankfurt Book Fair.
Games Connect Asia Pacific Conference 2006	New Zealand-wide	This Network supported New Zealand's leading game developers' exhibit at the 2006 Game Connect Asia Pacific Conference in Brisbane. Developers marketed their products and services to industry representatives from the Australia, Asia and Pacific regions.
New York Fashion Week, US	Auckland/Christchurch	This Network promoted world class New Zealand designers' market entry strategies aimed at achieving increased export value for a broader range of apparel/textile/designer lifestyle companies.
New Zealand Merino –	Auckland / Timaru /	This Network was established to generate growth in sales

Zque Technical Training 2007 – Stage Two.	Wellington	and value through utilising the Zque brand to appeal to retail brands and consumers concerned about sustainability and the ethical products.
Rosemount Australian Fashion Week 2007 and Media Briefing, Australia	Auckland	<p>This Network represents nine fashion designers at various stages of export development.</p> <p>The Network addresses the needs of both exporting and export-ready companies to establish or improve their market entry strategy for Australia.</p>
Wool Technology Group - Domotex & Surfaces 2007, Germany and US.	Wellington / Canterbury	<p>This Network assisted members Exhibit at two of the world's leading international flooring trade-fairs, Domotex, Hannover and Surfaces, Las Vegas.</p> <p>Participants gained valuable market intelligence on competitive activity and market opportunities.</p>
NZPEC India Market Development Mission	New Zealand-wide	This Network facilitated strategic market development for wood products in India. The Network funded travel to India to attend a trade show and undertake a series of meetings with potential strategic partners, end users and influencers in Mumba and Delhi.
NZ Timber Industry Federation - Asian Structural Lumber Phase Two	New Zealand-wide	This Network was established to achieve market penetration working as a group, both for the members and for the New Zealand lumber industry as a whole, that could not be achieved by any company working alone.
NZPEC Guangzhou Mission	New Zealand-wide	The Network facilitated strategic market development for wood products in South China.