

# Final Report

Minister Cal Dallas' Mission to India and Singapore  
January 9 to 21, 2014



## Overview:

The Honourable Cal Dallas, Minister of International and Intergovernmental Relations (IIR), travelled to India and Singapore from January 9 to 21, 2014 to market Alberta goods and services, present Alberta as an excellent place to invest and build awareness of Alberta's commitment to responsible resource development. Minister Dallas also took the opportunity to announce the opening of the new Alberta International Office in Singapore and the Alberta International Office opening in New Delhi. The offices, co-located within Canadian High Commissions, will contribute to a synergistic relationship where both Alberta and Canada work toward a common goal.

The mission successfully advanced Alberta's interests in the region, as Minister Dallas, along with senior High Commission staff, met with key government officials and business leaders and provided them with accurate information on the many opportunities in Alberta. The mission improved Alberta's and Canada's international presence and contributed to our province's goal of expanding market access for Alberta businesses. New international offices demonstrate Alberta's commitment to Asia while also allowing staff to develop relationships in India and the Southeast Asia and Oceania region.

## Mission Objectives:

Minister Dallas' mission successfully delivered on its intended objectives to:

1. Inaugurate and promote Alberta's International Offices in India and Singapore;
2. Engage with senior government and business leaders and secure networking opportunities to meet with key contacts and discuss trade and investment opportunities across multiple sectors;
3. Strengthen Alberta's relationship with the Southeast Asia and Oceania region and India markets and build stronger cultural ties; and
4. Secure speaking engagements to share Alberta's vision on a wide array of topics with a broad audience.

**Results:** Key highlights include the following.

### New Delhi

Minister Dallas participated at the PETROTECH show, which provided an opportunity to showcase 20 Alberta companies, represented by more than 45 delegates, as part of the Alberta Pavilion. During the show, he witnessed a Memorandum of Understanding between the University of Alberta and India's PETROTECH Society. Participating Alberta companies were extremely pleased with the assistance offered by IIR and the attention the Alberta Pavilion gathered as a result of Minister Dallas' participation.

Minister Dallas met with the Chairman of the Planning Commission, who reports directly to the Prime Minister of India. The Planning Commission develops India's Five Year Plans for economic development, and this meeting's main objective was to promote Alberta's competencies to them. This meeting provided the opportunity to deliver Alberta's message on the oil sands, both in terms of supply and investment opportunities. The Canadian High Commission also participated to provide support to Alberta's interaction with India's leading national planning agency.

Along with Premier Redford and the Canadian High Commissioner, Minister Dallas met the Minister of Petroleum and Natural Gas to promote the use of Alberta oil and gas products and services in the Indian energy industry. They discussed possible ways in which Alberta and India might further interact and cooperate in areas pertaining to energy.

Minister Dallas met with the Chairman and Managing Director on Oil and Natural Gas Corporation (ONGC) to promote the use of Alberta oil and gas products and services in ONGC's operations. ONGC is India's largest national oil company and was the host of PETROTECH-2014. Minister Dallas also accompanied Premier Redford to the official opening of the new Alberta International Office in New Delhi, and delivered closing remarks at the official event. The Canadian High Commissioner also delivered remarks at the event and expressed that Alberta's presence in India will be a key step in increasing trade and investment in the energy and agricultural sectors.

Minister Dallas met with the Chairman and Managing Directors of Indian Oil Corporation Limited and Essar Group. These meetings were good opportunities to convey the message that Alberta is open for Indian investment and that the Government of Alberta is a helpful resource in their endeavours.

### **Mumbai**

Meetings with the Chairman of Reliance Industries Limited (RIL) and Chairman of the Adani Group were productive. RIL is the largest privately held oil and gas company in India. These meetings helped showcase oil sands in Alberta, the investment environment, regulatory framework, environmental regulations, transportation infrastructure and regulations for foreign investors.

Minister Dallas attended the Mumbai Networking Event co-sponsored by Natural Resources Canada and the Confederation of Indian Industries. This was a good opportunity to address some of Mumbai's senior-most business individuals on Alberta's interest in India and announce Alberta's new International Office in New Delhi. Approximately 175 guests were present at the event, including Alberta companies and influential Indians from a cross-section of industry sectors, such as oil and gas, education, agriculture, and information and communication technologies.

### **Singapore**

Minister Dallas travelled to Singapore on January 16, 2014 and met with Ms. Heather Grant, the High Commissioner of Canada to Singapore. Minister Dallas introduced Mr. Rob Simmons as the Managing Director, Southeast Asia and Oceania, and the head of the new Alberta-Singapore Office, which is co-located within the High Commission. Opportunities where Alberta could strengthen its relationship with Singapore were discussed.

Minister Dallas met with officials from the High Commission of Canada to Singapore and communicated Alberta's interests and priorities in the Southeast Asia and Oceania region. Officials provided an update on current federal activities, as well as sectoral priorities.

Minister Dallas met with representatives from the Keppel Corporation and promoted Alberta as a jurisdiction in which to invest. Keppel Corporation is a Singapore-based multinational corporation whose business activities include offshore rig design, construction and repair; developing and operating power plants; and providing services for telecommunications.

Minister Dallas met with representatives from Scotiabank's office in Singapore. Scotiabank has been actively encouraging Canadian oil and gas companies to tap into Asia for equity capital and has been building relationships with Asian investors so that they will consider investing in Alberta.

Scott Clements, Managing Director and Head of Global Equity with Scotiabank, reported that "We appreciated the opportunity to meet with the Minister and discuss market opportunities for Alberta in the Southeast Asia region. The opening of an Alberta Singapore Office is a positive demonstration of the growing importance of this region to Western Canada. Scotiabank looks forward to working with Alberta and the Alberta Singapore Office to strengthen economic ties between the Province and Asia."

Minister Dallas met with representatives of the Singapore Business Federation (SBF). The SBF was established as an independent voice of business in Singapore and hosts a number of seminars, training sessions and conferences over the year for its members.

Mr. Ho Meng Kit, CEO, Singapore Business Federation, said: "Minister Cal Dallas' visit to SBF and the opening of the new Alberta office in Singapore will provide a great opportunity for SBF members to foster important connections with Alberta businesses. The SBF looks forward to continue working with Canada and the Alberta government."

Minister Dallas met with representatives from the Singapore Exchange. The Singapore Exchange's activities include listing and trading of companies. The Singapore Exchange was recently in Alberta to promote itself to as a potential source of investment capital.

Mr Chong Lek Foong, Associate Director with Singapore Exchange (SGX), said "SGX appreciated the opportunity to meet with Minister Dallas. We look forward to working with the new Alberta Singapore Office to enable Alberta companies to reach out to the Asian liquidity pool in support of their growth and expansion plans."

Minister Dallas delivered remarks at an event hosted by the Canadian Chamber of Commerce in Singapore. There were approximately 30 companies and organizations in attendance. The Minister promoted Alberta as a great place to do business and introduced the Managing Director of the Alberta-Singapore Office to the Singapore business community.

Mr. Franca Cambela, VP of the Canada ASEAN business Council and partner with a local law firm, said: "The visit by Minister Cal Dallas and the opening of the Alberta office in Singapore are both evidence of the province's commitment to deep, long term and sustainable ties with Singapore and the ASEAN region. Having an office in the region allows for continuity in presence which facilitates information exchanges, building of

important relationships, and timely follow ups of business opportunities to fruition. It is indeed a worthwhile investment. The fact that Minister Dallas took time from his hectic schedule at home to travel to the region underlies the priority his office and the province place on South-east Asia."

Minister Dallas participated in a roundtable discussion with a number of agricultural trading companies with significant operations in Singapore, including Cargill, Prima Group and Glencore Grain, Singapore. They discussed the logistical challenges of getting Alberta product to ports and the opportunities for Alberta as a large and high-quality supplier of agricultural products.

Minister Dallas met with representatives from Temasek. Temasek is a Singapore sovereign wealth fund mandated to invest on behalf of the citizens of Singapore. Temasek currently has an energy investment in Canada, but there is opportunity to expand this relationship into other sectors.

Minister Dallas met with representatives from Talisman Energy, a Calgary-based exploration and production energy company with assets worldwide. The Talisman office in Singapore manages its operations in Southeast Asia and Oceania, including Vietnam, Malaysia, Indonesia, Papua New Guinea and Australia. Minister Dallas gained insights into how Alberta companies can be successful in the Southeast Asia region and the challenges they need to overcome.

**Delegation:**

Honourable Cal Dallas  
Minister of International and Intergovernmental Relations

Mr. Jeff Henwood  
Chief of Staff to Minister Dallas

## International Travel Final Expenses

<b>Expenditures by Participants</b>	<b>Amount</b>
<b>Travel</b> (includes airfare, airport service fees, ground transportation costs, including taxis, car rentals, parking, trains, buses as well as mileage to/from airport or taxis to/from airport in Alberta, including any cancellation fees)	\$ 39,903.32
<b>Accommodation</b> (room charges and related taxes, including any cancellation fees)	\$ 6,915.49
<b>Meals</b> (includes restaurant bills and tips, meals on hotel bills, per diem meal claims, share of group meals or working sessions)	\$ 635.32
<b>Incidental and Miscellaneous</b> (includes cell phone rental charges, incremental costs for all electronic devices such as roaming charges for cell phones, iPads and costs associated with communications such as the costs incurred for media call-backs, conference/registration fees, including cancellation fees, fax and internet charges, passport and visa fees, medical and inoculation fees, laundry and dry cleaning, baggage handling, out-of-country per diems, and other sundry expenditures)	\$ 607.68
<b>Sub-Total</b>	\$ 48,061.81
<b>General Mission Expenditures</b>	<b>Amount</b>
<b>Receptions and Hosting</b> (receptions, luncheons, dinners, and events that are hosted by the GoA that are specific to the mission and include meeting related costs for room rental, room rental for hosted events, food, beverages, catering staff, service charges, entertainment, flowers)	\$ 13,420.02
<b>Incidental and Miscellaneous</b> (includes translation of documents fees, publications, shipping charges, gifts purchased specifically for mission, Canadian Embassy/High Commission/Consulate charges for services provided to the GoA)	\$ 0.00
<b>Sub-Total</b>	\$ 13,420.02
<b>Total Costs</b>	<b>\$ 61,481.83</b>