



Australian and New Zealand
CHAMBER OF COMMERCE IN JAPAN
在日オーストラリア・ニュージーランド商工会議所

ANNUAL GENERAL REPORT

2022/2023

ANZCCJ

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Welcome To Our Chamber

About ANZCCJ

The Australian and New Zealand Chamber of Commerce in Japan (ANZCCJ) is an independent, non-profit organisation, dedicated to the development of commerce between Australia, New Zealand, and Japan since 1972.

The ANZCCJ currently has approximately 550 members, consisting of Australian and New Zealanders conducting business in Japan, Japanese companies with economic ties to Australia and New Zealand, overseas members and others maintaining business relationships between nations.

The ANZCCJ holds a variety of events including meetings with visiting Australian and New Zealand government leaders, industry experts and political figures, informative seminars and networking evenings. Such events give members the opportunity to keep up to date with changes in foreign policy and economic conditions, gain knowledge regarding diverse aspects of the Japanese market and develop new commercial connections.

The joint patrons of the ANZCCJ are the Australian and New Zealand Ambassadors to Japan, hosting a number of functions throughout the year at their respective Embassies.

The ANZCCJ's mission is to play a constructive and meaningful role in developing Australia/New Zealand-Japan business by providing members with an effective source of information, representation and commercial connections.

INFORMATION

High quality, practical information related to doing business between Australia/New Zealand and Japan.

REPRESENTATION

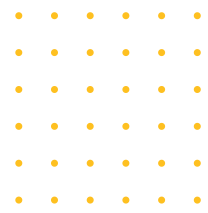
Robust and effective advocacy of Australian and New Zealand business interests to the Japanese Government. Promoting a positive perception of Australian and New Zealand business to the wider Japanese and international business community and enhancing understanding of the benefits of doing business with Japan in Australia and New Zealand.

COMMERCIAL CONNECTIONS

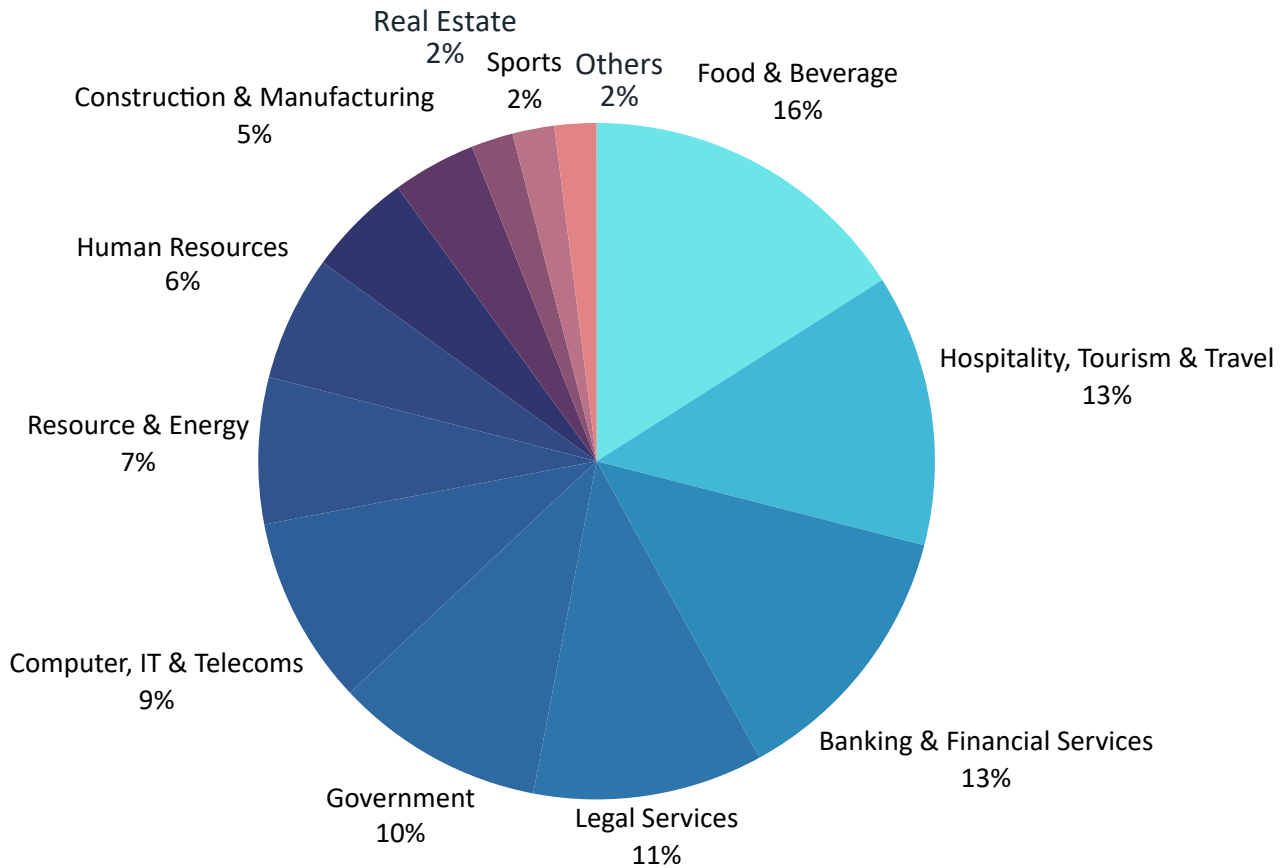
Business networking opportunities among Australian/New Zealand and Japanese business through a range of forums, and social events and through business referrals.



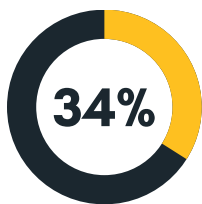
Membership At A Glance



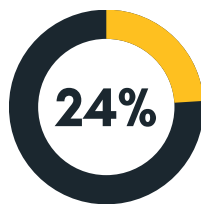
Corporate Sponsor Breakdown By Industry



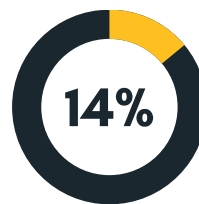
Corporate Sponsor Breakdown By Country



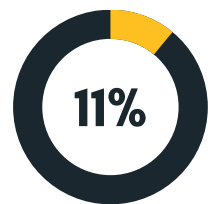
Australia



Japan



New Zealand



Others



2022-2023

Executive Council



Sally Townsend
ANZCCJ Chair
SA Department of Trade
and Investment



Andrew Gauci
ANZCCJ Senior Councillor
Lendlease Japan



Catherine O'Connell
ANZCCJ Vice Chair
Catherine O'Connell Law



Tim Barnstable
ANZCCJ Vice Chair
Saputo Dairy Australia



Masatoshi Kitajima
ANZCCJ Treasurer
Commonwealth Bank of
Australia



Dean Daniels
ANZCCJ Executive Council
Pullman Tokyo Tamachi



Donald Roxburgh
ANZCCJ Executive Council
Wholesum Japan



Shu Saito
ANZCCJ Executive Council
Macquarie Group



Jennifer Sakaguchi
ANZCCJ Executive Council
Rio Tinto



2022-2023

Executive Council



Ian Scott
ANZCCJ Executive Council
Atsumi & Sakai



Matthew Walker
ANZCCJ Executive Council
AIG Japan Holdings



Fumiko Watanabe
ANZCCJ Executive Council
BrainMaid



Elizabeth Cox
ANZCCJ Ex-Officio
Austrade



Peter Roberts OAM
ANZCCJ Ex-Officio
Australian Embassy



Kylie Archer
ANZCCJ Ex-Officio
New Zealand Trade & Enterprise



Gareth Pidgeon
ANZCCJ Ex-Officio
New Zealand Embassy



Melanie Brock AM
ANZCCJ Chair Emeritus
Melanie Brock Advisory



Sally Townsend Chair's Report



As we reflect on the events of 2023, I am pleased to present the Chair's Report, summarizing what can best be described as a very challenging yet incredibly exciting year for the Australia and New Zealand Chamber of Commerce in Japan (ANZCCJ). Serving as your Chair is a great honor for me, and I am always incredibly proud of the work our chamber does. I know our Executive Council members all feel the same way and I want to thank them all for the time and energy they committed to the Chamber over the last 12 months to ensure that 2023 has been a standout year for us.

This year we welcomed a new secretariat team, first with Craig Usmar, our Executive Director, starting in January, and Hiroki Matsumiya, our Senior Operations Manager, joining us in August. Craig and Hiroki are positive and energetic with impressive can-do attitudes that have enabled us to ramp up our activities as we keep pace with what 2023 has been throwing in our direction. I appreciate a no-nonsense, let's get it done attitude, so while it has been busy and challenging – it's also been great fun - and I am very proud of the new team – well done guys.

2023 started with closed borders becoming a distant memory, as the trickle of Australian and New Zealand business visitors and tourists soon started predictions of visitor numbers overtaking those of pre-covid records – and it is certainly looking like visitor numbers from Australia are exceeding those of 2019. Notably, there were a number of visits from both the Australian and New Zealand governments with officials such as Australia's Minister for Climate Change and Energy, the Hon. Chris Bowen MP and NZ's Hon. Nanaia Mahuta, Minister of Foreign Affairs coming to meet with their Japanese counterparts and business leaders, further underscoring the enduring significance of the relationships between Australia, New Zealand, and Japan. Our participation in such visits again emphasized the importance of our members in fostering the success of these relationships reinforcing the significance of the Chamber in helping facilitate these connections remains imperative to our strategic direction.

In 2023, our community experienced significant growth as a number of new businesses representing various sectors joined our ranks. The thriving environment we've collectively built is a testament to the collaborative spirit and shared vision of our members, who have helped to create a dynamic and diverse Chamber community, mirroring the open and welcoming characteristics of our two countries.

Our Chamber is all about fostering business connections, facilitating knowledge exchange, and creating and increasing the visibility of our members and their businesses.



Sally Townsend

Chair's Report

The importance of our committees to provide the platforms to do so is not to be underestimated. We coordinated and engaged in over 30 significant events throughout the year, capitalizing on the global momentum of post-pandemic recovery. We collaborated with some amazing corporations, sporting bodies, government officials, and likeminded groups to bring fantastic talent and extraordinary opportunities to our members through high caliber, well-run events. From basketball and baseball legends sharing their strategies to launching our Hydrogen series with globally recognized speakers, we have certainly provided a diverse offering for our members. Personally, I always enjoy meeting our members in the flesh and I am thrilled that the in-person events are back!

I want to express my gratitude to the Executive Committee members for their generous commitment, volunteering their time, skills, and profound industry expertise to steer the Chamber's strategic initiatives and day-to-day functions. I extend special recognition to Co-Vice Chairs Catherine O'Connell and Tim Barnstable, as well as our Treasurer Masatoshi Kitajima, for their invaluable contributions in supporting the Chamber and its members. Despite being a team of volunteers, this committee represents a rich tapestry of experience, high-level business acumen, diplomatic proficiency, and, most importantly, individuals deeply invested in fostering the relationship between Australia/New Zealand and Japan.

I extend my best wishes to Masatoshi Kitajima and Jennifer Sakaguchi who have stepped down from the Executive Committee. Thank you both for always being incredibly generous with your time and efforts, sharing valuable insights from

your respective industries and supporting the secretariat and our members.

I would like to thank our Patrons, Australian Ambassador Justin Hayhurst and New Zealand Ambassador Hamish Cooper, and our ex-officios from Austrade and NZTE. Their fantastic support is invaluable, and we are so grateful to have the representatives of our embassies, Deputy Head of Mission Peter Roberts OAM and Austrade GM Elizabeth Cox, NZTE Trade Commissioner Kylie Archer and Deputy Head of Mission Gareth Pidgeon sitting on our Executive Council, exchanging information and of course, for hosting events from time to time. Liz and Peter probably hold the record for providing the most opening remarks for us – thank you! – and a special thanks to Liz for helping us revitalize the “Returnee Network” post covid. A shoutout too to Melanie Brock AM for being our number one supporter and for often representing us in Australia in her capacity as Chair Emeritus.

We are actively collaborating on substantial initiatives with both embassies as part of the global journey towards decarbonization and the pursuit of Net Zero and we will continue working closely together to help achieve these goals. Austrade and New Zealand Trade & Enterprise provide valuable insights into the latest trade and economic updates to facilitating connections for Australian and New Zealand business leaders returning to Japan after prolonged border closures. These ongoing interactions not only strengthen diplomatic ties between our nations but also underscore the essential role the Chamber plays in fostering robust bilateral relations.

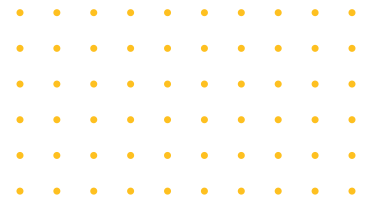


Sally Townsend Chair's Report

I also extend my sincere appreciation to our amazing interns who, with Craig's guidance, have played very important roles in the work the Chamber has done this year. It is wonderful having energetic, smart, social-media-savvy people assisting the Chamber, and I absolutely love having them with us. Most of our interns have been New Colombo Plan Scholars, and I can safely say, that the future is bright with these young women and men at the helm.

In closing, as always, a big thank you to our members! Your commitment to the Chamber, your growth and support of our community, and your collaborative spirit have been the driving forces behind our achievements. I thoroughly enjoy working with you and I thank you for your continued support. The whole team and I are looking forward to a fantastic 2024, especially as we intensify our activities in Kansai leading up to Expo 2025.

- Sally Townsend
Chair



Chair Sally Townsend at the Google Japan Disability and Inclusion Conference (November 2023)



Chair Sally Townsend and Executive Director Craig Usmar at the ANZCCJ FIRB Panel Discussion Event (October 2023)



Chair Sally Townsend and Executive Director Craig Usmar at the 2X Global Event (October 2023)



Chair Sally Townsend at the International Women's Day Breakfast (March 2023)



Masatoshi Kitajima Treasurer's Report



I am pleased to announce the audited financial reports for the fiscal year end March 2023. Compared to the fiscal year end of March 2022, net income recovered from a net loss of JPY211,088 to net income of JPY825,578 due to ANZCCJ Secretariat's efforts in holding numerous events for members and guests this fiscal year following a return to face-to-face business post COVID-19. I would like to say a big thank you to ANZCCJ's Executive Director, Mr. Craig Usmar, and Senior Operations Manager, Mr. Hiroki Matsumiya for all of their hard work and efforts in achieving this strong result.

Total Income increased significantly from JPY18,145,382 in FYE 2022 to JPY28,889,470 in FYE 2023. Total Equity remains little changed at JPY10,934,936, indicating that ANZCCJ's financial position remains strong despite the challenging environment. Cash and Bank Account balances decreased from JPY21,773,382 to JPY17,915,039. Total membership as at 9 November 2023 is 185 (Corporates: 94 / Individuals: 91) which is slightly lower than 189 (Corporates: 94 / Individuals: 95) as of the end of March 2022.

The source of ANZCCJ's revenue is primarily Memberships and Event Income and the Secretariat's commitment to driving membership growth and organizing more in-person events contribute to improving the financial situation of the Chamber. Therefore it would be great if all Members can endeavor to attend as many ANZCCJ events as possible.

On behalf of ANZCCJ, I would like to thank our auditor, Reihachi Ishii, and our accounting firm, Yuushin Accountants, for their support throughout this financial year. I would also like to thank ANZCCJ's corporate sponsors and our individual members for joining us at ANZCCJ events and for being part of the Australian and New Zealand Chamber of Commerce in Japan helping further strengthen ties between our three nations.

- Masatoshi Kitajima
Treasurer



Senior Councillor Andrew Gauci and Chair Emeritus Melanie Brock AM at the 2023 ANZCCJ Shinnenkai



ANZCCJ Financial Report

FY 2022-23

The Australian and New Zealand Chamber of Commerce in Japan

BALANCE SHEET

Mar-23

March 31,23

【ASSETS】

(Current Assets)

Cash	140,987
Bank Account	17,774,052
Paypal	54,437
Advance Payment	252,553
Accounts Receivable	75,000

Total Current Assets 18,297,029

(Investment)

Total Investment 0
TOTAL ASSETS 18,297,029

【LIABILITIES】

(Current Liabilities)

Accrued Expenses	500,722
Advance Received	6,861,371

Total Current Liabilities 7,362,093

(Long Term Liabilities)

Total Long Term Liabilities 0
TOTAL LIABILITIES 7,362,093

【EQUITY】

Opening Bal Equity	9,200,381
Retained Earnings Net	908,977
Income	825,578

TOTAL EQUITY 10,934,936
TOTAL LIABILITIES AND EQUITY 18,297,029



ANZCCJ Financial Report

FY 2022-23

The Australian and New Zealand Chamber of Commerce in Japan
 PROFIT LOSS Comparison March-23
 April 2022 to March 2023

	MTD			YTD		
	Actual	PY Actual	YOY Var'	Actual	PY Actual	YOY Var'
【 Income 】						
Membership Income	1,541,090	1,520,838	20,252	17,477,774	17,446,994	30,780
Event Income	683,780	204,131	479,649	11,411,529	698,250	10,713,279
Other Income	0	0	0	0	0	0
Bank Interest	0	3	-3	167	138	29
Total Income	2,224,870	1,724,972	499,898	28,889,470	18,145,382	10,744,088
【 Event Expenses 】						
Event Venue	666,795	275,000	391,795	9,614,229	295,000	9,319,229
Event Catering	16,473	16,473	0	454,181	362,973	91,208
Invoices from other Chambers	0	0	0	141,800	0	141,800
Event Transportation	0	0	0	1,960	0	1,960
Event Postage	0	0	0	16,770	0	16,770
Event Others	0	0	0	508,512	5,632	502,880
Total Event Expenses	683,268	291,473	391,795	10,737,452	663,605	10,073,847
【 Administration Expenses 】						
Salaries	1,054,751	827,402	227,349	9,884,288	9,898,501	-14,213
Annual Bonus	0	0	0	0	139,786	-139,786
Payroll Tax/Resident Tax	98,110	108,050	-9,940	1,376,190	1,209,444	166,746
Social Insurance Tax	549,377	296,502	252,875	3,666,898	3,769,132	-102,234
Bank charges	1,650	825	825	15,400	21,195	-5,795
Charity Donation	0	0	0	0	0	0
Admin Catering	1,018	14,345	-13,327	30,059	25,640	4,419
Admin Gifts	0	0	0	2,376	6,875	-4,499
Membership Expenses	0	0	0	0	15,000	-15,000
IT & Website	40,004	61,647	-21,643	536,310	770,438	-234,128
Admin Transportation	13,400	1,160	12,240	58,933	22,560	36,373
Admin Postage	1,720	0	1,720	7,498	6,000	1,498
Marketing	0	0	0	0	21,146	-21,146
Representation Costs	0	0	0	91,292	0	91,292
Office utilities & services	24,951	14,377	10,574	157,061	164,240	-7,179
Office Stationery	6,840	0	6,840	40,116	24,053	16,063
Insurance	3,680	4,303	-623	44,841	34,019	10,822
Rent	53,960	50,190	3,770	620,037	735,600	-115,563
Professional Service	44,132	44,132	0	760,584	765,226	-4,642
Admin Others	0	0	0	34,557	64,010	-29,453
Total Administration Expenses	1,893,593	1,422,933	470,660	17,326,440	17,692,865	-366,425
Net Income	-351,991	10,566	-362,557	825,578	-211,088	1,036,666



Craig Usmar

Executive Director's Report



The year has proven to be an exciting period for the ANZCCJ. I am privileged and grateful to have become a part of the Chamber early in 2023, at a time when the world continued to emerge from the pandemic and enter a period of transformative change and recalibrated priorities. The backdrop of geopolitical shifts along with the steady influx of Australian and New Zealand visitors to Japan, presented numerous opportunities for the Chamber's initiatives to help strengthen the longstanding and mutually beneficial relationships between Australia, New Zealand, and Japan.

In response to the unique prospects and challenges presented by the post-pandemic recovery, throughout the year we orchestrated a series of events designed to capitalize on the heightened significance of the Australia-New Zealand-Japan economic partnerships. These events provided valuable platforms for networking, collaboration, and the exchange of ideas. Among the notable highlights were:

- ANZ Bank Strategy Panel discussion - How business culture drives results
- Celebrating International Women's Day Event with Dr. Kate Kitagawa from JAXA

- The Business of Baseball with the Adelaide Giants
- Our inaugural Kansai Food & Beverage Expo held in collaboration with Osaka Shinkin Bank
- ANZCCJ x CCCJ x BCCJ – CPTPP Golf Cup at Taiheiyu, Narita
- Ashurst-MUFG-Artesian Australia-Japan Innovation Forum
- Launch of our Kiwi-Aussie Mixer
- ANZCCJ x University of Melbourne – Young Generation Program event
- The Business of Basketball with the Australian Boomers
- Launching our Hydrogen Series – #1 Hydrogen Economics and #2 Developing the Hydrogen Supply Chain
- ANZCCJ Gourmet Food & Wine Garden Party
- NZ Embassy – ESG Insights
- Re-launching the ANZCCJ Alumni Program
- An Evening of Kochi Sake Tasting with World-Renowned Sake Expert John Gautner
- DisabilityIN – APAC Global Journey to Disability Inclusion
- Innovation Leaders Summer – Australian Innovation Showcase

Our achievements in 2023 would not have been possible without the leadership of our Executive Council, led by Chair Sally Townsend and Co-Vice Chairs Tim Barnstable and Catherine O'Connell, whose dedication and enthusiasm have been tireless. We also extend our gratitude to our supporters at the Australian and New Zealand Embassies, Austrade, and NZTE, for keeping us abreast of the latest developments.



Craig Usmar Executive Director's Report

A special acknowledgment goes to our newest team member, Senior Operations Manager Hiroki Matsumiya, who has been an incredible teammate over the past few months. Additionally, we express our sincere thanks to the Chamber's talented interns, both local and remote, from Australia and New Zealand, whose contributions have been invaluable.

Finally, to all our members, thank you for your support throughout 2023. I eagerly anticipate continuing our collaborative journey in 2024!

- Craig Usmar
Executive Director



Kylie Archer and Jennifer Sakaguchi at the International Women's Day Breakfast (March 2023)



ANZCCI Hydrogen Event (June 2023)



Executive Director Craig Usmar and Vice Chair Tim Barnstable at the Premium Food and Wine BBQ Party Event (September 2023)



ANZCCI FIRC Panel Discussion Event (October 2023)



ANZCCJ Annual Report Committees

ANZCCJ Committees are one of the best avenues for members and non-members to make a contribution to the local business community. They also offers people the chance to interact with inspiring individuals who are leading in their industries. ANZCCJ committees play active roles in representing and developing business interests in Japan. Our committees are shaped by the needs and interests of members as well as the current business environment.

The participants of each committee are ANZCCJ members. Guests are also welcomed to attend as a way to engage possible new members.



Chair Sally Townsend at the Google Japan Disability and Inclusion Conference (November 2023)



Vice Chair Tim Barnstable at the Premium Food and Wine BBQ Party Event (September 2023)



Vice Chair Catherine O'Connell and Executive Council Member Dean Daniels at the Kiwi-Aussie Mixer Event (October 2023)

Committee membership is not limited - members may belong to as many committees as they wish. Whether you have unresolved trade issues or just want to share ideas and experiences with like-minded people whilst also extending your network, becoming a member of a committee is one of the best ways to benefit from the ANZCCJ. Aspiring Executive Council members are encouraged to actively participate in the Chamber committees ahead of running in the elections as a way to build their understanding of the Chamber.



ANZCCJ Annual Report

Committees



FOOD, AGRICULTURE & HOSPITALITY

Chair: Tim Barnstable

Vice Chair: Don Roxburgh



FOOD AGRICULTURE & HOSPITALITY

A dynamic and diverse group of business people who represent the food, agriculture and hospitality industries at both private industry and government levels. The aims of the committee are to:

1. Share information and discuss industry developments;
2. Share information on food safety and security issues that impact upon imports; and
3. Provide a ready network of contacts for new and existing exporters.

SPORTS FOR BUSINESS



Co-Chairs: Matthew Walker, Ian Scott

An ANZCCJ Committee to develop business opportunities and relationships for members through sporting related activities and to create opportunities for Australian and New Zealand companies to enhance their businesses through major sporting events hosted in Japan.



ANZCCJ Annual Report Committees



TECHNOLOGY, INNOVATION, EDUCATION & RESEARCH

Chair: TBC

Thank you to Tim Tout, Kohei Tamura, and Yoshifumi Imamura for your commitments to date.

The ANZCCJ Technology, Innovation, Education, and Research (TIER) Committee was formed with a mission to create, identify and connect new networks through appropriately enhanced communication and engagement that will enable members to modernise the perception of Australia and New Zealand in Japan and that of Japan in Australia and New Zealand, across the four TIER pillars.



SUSTAINABILITY

Co-Chairs: Gavin Dixon and Shu Saito



The ANZCCJ Sustainability Committee was established in August 2021. Its purpose is to promote sustainable investment, trade, business and collaboration between Australia, Japan and New Zealand. Sustainability initiatives and practices are crucial for business longevity and better outcomes for our economy, environment, investors, customers and society. Sustainability is relevant to all industries – economically and also for the positive impact it has on society.





ANZCCJ Annual Report
Acknowledgements

Thank you to our Platinum Sponsors for your continued support



AUSTRALIAN EMBASSY TOKYO
在日オーストラリア大使館



CommonwealthBank



NEW ZEALAND
TRADE & ENTERPRISE