

8:30 am – 8:40 am

MC Welcome

NADINE HIGGINS, *Presenter/Journalist - TVNZ*

8:40 am – 8:45 am

Export New Zealand Welcome

CATHERINE BEARD, *Executive Director – ExportNZ*

8:45am – 9:00am

**State of the Nation – The big picture on trade**

What are the Government's Priorities in an increasingly uncertain trade environment.

HON. DAMIEN O'CONNOR, *Minister of Agriculture & Associate Minister of Trade and Export Growth – NZ Government*

9:00 am – 9:45 am

**Brexit, USA Trade Policy, CPTPP - Where will New Zealand fit? - Panel Discussion**

Panel Discussion

- Update on EUFTA, CPTPP, Pacific Alliance, Brexit and our opportunities and challenges
- EU & UK Agricultural market access. What will be the biggest sensitivities and what are the trade-offs likely for your FTAs

CATHERINE GRAHAM, *Divisional Manager - Ministry of Foreign Affairs & Trade*  
 SUSAN NIBLOCK, *Deputy Chief of Mission - US Embassy, Wellington*  
 MIKE PETERSEN, *NZ Special Agricultural Trade Envoy - NZ Government*

**TECH TIGERS-LEADING THE FUTURE OF THE WAY WE WORK**

9:45 am – 10:30 am

**Tech Tigers - Fast moving, agile and they have a tiger by the tail**

- **Halter** - The Farm meets IOT – Taking sensor technology to the next level in Primary industries, backed by USA Venture Capital
- **Invenco** - Self-Service payments – putting your customers in charge of their experience (winner of the High Tech Awards)
- **Pik Pok** - Living the multi-screen life – Taking NZ's gaming industry to the world (winner of ExportNZ Wellington Awards)

CRAIG PIGGOTT, *Chief Executive – Halter*  
 SIR PETER MAIRE, *Chairman – Invenco Group*  
 MARIO WYNANDS, *Managing Director – Pik Pok*

10:30 am – 11:00 am

Networking Break - Morning Tea

**FROM SHOOTING STARS TO EMERGING STARS**

11:00 am – 11:35 am

**70 staff, 20 countries, \$100 million – Mapping growth and taking NZ to the world**

- New technologies, multiple applications – commercialising great NZ science.
- Banging down doors and getting the attention of big brand customers around the world

DOUG HASTIE, *Chief Executive – Syft Technologies*

11:35 am – 12:10 pm

**Comparing apples with apples - 1/3 the cost, global expansion and your robot workforce**

- Robotic, automated and autonomous – Bringing together cutting edge science to traditional agricultural systems
- How Robotics Plus is using innovation and development, keeping commercial success at the heart of strategy

STEVE SAUNDERS, *Chief Executive – Robotics Plus & Director – Miro Ltd*

**THE TRUTH BEHIND COLLABORATION**

12:10 pm – 12:30 pm

**Bigger, Better, Faster, Together - Exporters are Collaborating to Go Global**

- NZTE is working with 100+ companies who have decided to work in 40 Coalitions to build their international business.

ALAN KOZIARSKI, *Director – Coalitions and Sectors – NZTE*

12:30 pm – 1:30 pm

Networking Break - Lunch

**"SHOW ME THE MONEY" – FUNDING GROWTH AND LIVING IN THE REAL WORLD**

1:30 pm – 1:50 pm

**Investing in greatness - Getting in the trenches to bull-doing through key growth phases**

- Looking for millions – expectations, reality check and being investment ready
- TradeMe, Xero & Power by Proxi – The Lessons from investing in organisations that went on to become superstars

PHIL McCAW, *Managing Partner – MOVAC*

1:50 pm – 2:10 pm

**Leadership, Strategy and direction – From the inside-out and getting your ducks in a row to be investment ready**

- Investment for strategy vs. operations – where to prioritise investment and balancing your growth plan
- Dealing with VCs, what they're looking for and setting your priorities

BRIDGET COATES, *Non-Executive Director - American Chamber of Commerce & Tegel Group Holdings*

2:10 pm – 2:30 pm

**Crowdfunding, Simplifying investment and building towards the snowball effect**

- How investment and capital markets are evolving and what this means for the future of investment partnerships

- Where to get started for the new players in town

SIMEON BURNETT, *Chief Executive & Co-Founder – Snowball Effect*

**BIG END OF TOWN – HOW TO DOMINATE A GLOBAL NICHE**

2:30 pm – 3:00 pm

**Life-changing R&D Innovation and the pathway to their \$1bn story**

- The Oxymoron of an agile behemoth – where Fisher & Paykel healthcare are investing and what they've learnt so far
- The US-Mexico divide – what this really means for kiwi business and navigating the Trump Effect

LEWIS GRADON, *Chief Executive – Fisher & Paykel Healthcare*

3:00 pm – 3:30 pm

Networking Break – Afternoon Tea

3:30 pm – 4:00 pm

**36 years, 82 countries and customers in the millions – From NZ Garage to multinational exporter**

- Keeping NZ at the heart of who we are - When business is so good that it's time for a takeover
- Why innovation is critical to success

DREW MUIRHEAD, *Chief Executive – Sistema*

4:00 pm – 4:20 pm

**Closing the Divide - Using Digital Marketing to bridge new relationships and service customers at scale**

- Described as one of the best digital marketing companies in NZ, Award-winning Little Giant's Ian Howard talks about latest trends and how to get cut-through in international markets.

IAN HOWARD, *Managing Director – Little Giant*

4:20 pm – 4:30 pm

Closing Remarks

CATHERINE BEARD, *Executive Director – ExportNZ*

4:30 pm – 5:30 pm

Networking - Drinks and Canapés

**17 EXPORT STORIES, 13 EXPO STANDS,  
1 DAY OF CHALLENGING THOUGHT!**