

# ANZCCJ

ANNUAL GENERAL REPORT

2022



# ABOUT ANZCCJ

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

The ANZCCJ currently has approx. 550 members. The membership consists of Australian and New Zealand members conducting business in Japan, Japanese companies with economic ties to Australia and New Zealand, overseas members and others maintaining business relationships between Australia/New Zealand and Japan.

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. These events give members the opportunity to keep up to date of changes in foreign policy and economic conditions, gain knowledge regarding different aspects of the Japanese market and develop new commercial connections. Since the outbreak of COVID-19, ANZCCJ has embraced the role of webinars and hybrid events to ensure our members can stay informed and connected while in person opportunities are limited.

The joint patrons of the ANZCCJ are the Australian and New Zealand Ambassadors to Japan, and both host a number of functions during 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**

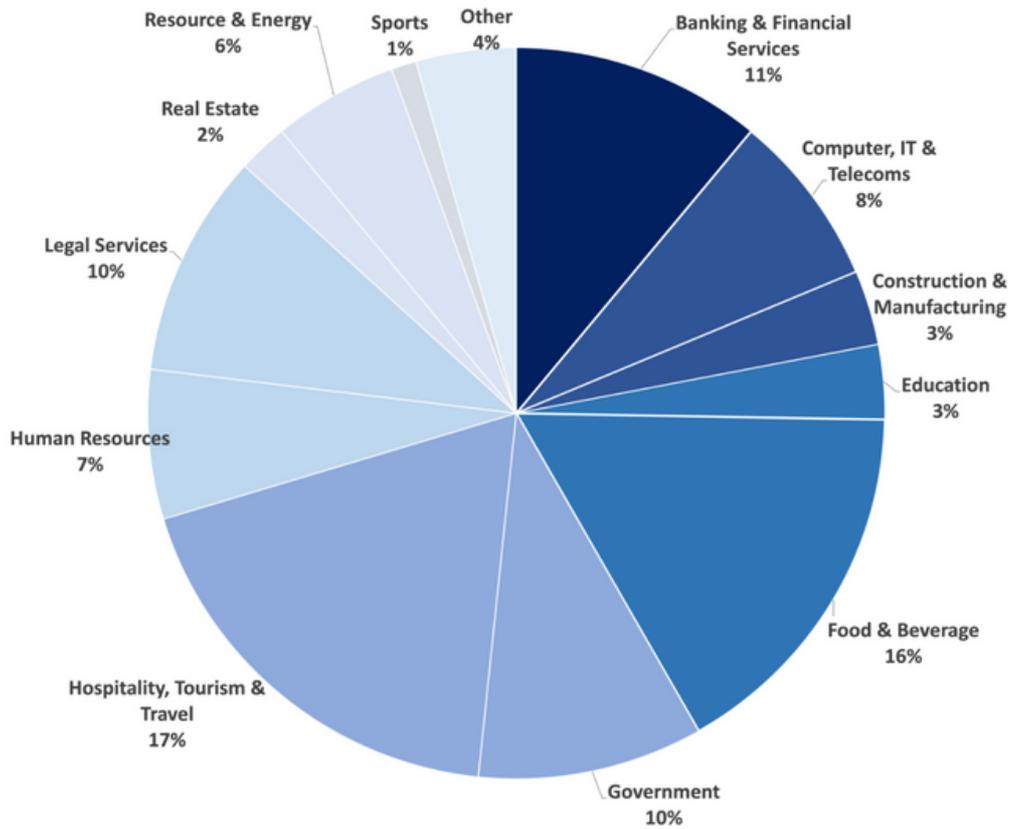
Robust and effective advocacy of Australian and New Zealand business interests to the Japanese Government. Promoting a positive perception of Australian and New Zealand business to the wider Japanese and international business community and enhancing understanding of the benefits of doing business with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



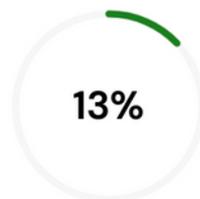
## CORPORATE SPONSOR BREAKDOWN BY NATIONALITY



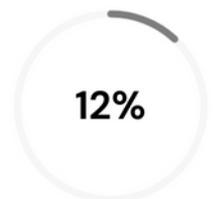
Australia



Japan



New Zealand



Others

# 2020-2021 EXECUTIVE COUNCIL



**Sally Townsend**

ANZCCJ Chair

SA Department of Trade, Tourism 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



**Kanna Mihara**

ANZCCJ Executive Council

Macquarie Group



**Ian Scott**

ANZCCJ Executive Council

Atsumi & Sakai



**Donald Roxburgh**

ANZCCJ Executive Council

Wholesum Japan



**Fumiko Watanabe**

ANZCCJ Executive Council

BrainMaid

# 2020-2021 EXECUTIVE COUNCIL



**Jennifer Sakaguchi**  
ANZCCJ Executive Council  
Rio Tinto



**Matthew Walker**  
ANZCCJ Executive Council  
AIG Japan Holdings



**Peter Roberts OAM**  
ANZCCJ Ex-Officio  
Australian Embassy



**Elizabeth Cox**  
ANZCCJ Ex-Officio  
Austrade



**Dominic Walton-France**  
ANZCCJ Ex-Officio  
New Zealand Embassy



**Craig Pettigrew**  
ANZCCJ Ex-Officio  
New Zealand Trade & Enterprise



**Melanie Brock AM**  
ANZCCJ Chair Emeritus  
Melanie Brock Advisory

# CHAIR'S REPORT



As we come to the end of 2022, I wish to thank all of our members for their incredible support this year. We have welcomed many new businesses into our ever-growing community, returned to large-scale events, celebrated some huge milestones, and were finally able to reunite with each other across international borders.

This May, the Executive Council met to discuss our strategic objectives for the 2022-23 Membership Year. Despite not having a clear indication of when exactly the borders might open, we were determined that it was time to move forward from the "pandemic years" and focus on returning to our in-person events while leveraging some of the big dates on our calendar – the Australia-Japan Joint Business Conference, Japan-New Zealand Joint Business Conference, our 50th Anniversary, and a huge influx of visitors who we knew were eagerly awaiting their chance to be back here on the ground.

Several of these big dates fell within a very short timeline in October, during which we hosted three major events in four days, starting with a Breakfast Briefing from Australian Minister for Trade and Tourism, Senator the Hon Don Farrell, and South Australian Premier Peter Malinauskas, then concluding with the 50th Anniversary Gala.

Marking 50 years since our Chamber was officially formed in October 1972, we were joined by many prominent members and friends who all reflected on what our community has achieved in this time, as well as the ways we have grown and changed. We were also able to recognise some of those who have made significant contributions to the Chamber by fostering new connections, giving back to the local community, and championing the diversity of our membership base.

Alongside the many business leaders who travelled to Japan this year, it was fantastic to see multiple visits from representatives of both the New Zealand and Australian governments as well. New Zealand Prime Minister Jacinda Ardern accompanied a large business delegation to Tokyo in April, declaring New Zealand "open for business" and wow-ing the Japanese population with her star power (and [that performance](#) by the Kiwi Brothers). The PM remarked on the resilience of the New Zealand-Japan relationship throughout the pandemic, emphasising the importance of the people-to-people connections that have supported the 70 years of bilateral relations.

Only hours after he was sworn into the role, newly elected Prime Minister of Australia Anthony Albanese also wasted no time boarding a plane to Japan for the Quad Leaders' Summit in May. This visit, followed by his attendance at former Prime Minister Shinzo Abe's State Funeral in September, demonstrated the high regard Australia has for the bilateral relationship; a relationship that is widely regarded as being stronger than ever.

I must say a special thank you to the members of our Executive Council, who have continued to share their deep industry knowledge and

# CHAIR'S REPORT

expertise to guide the Chamber through this period of great change. I especially acknowledge Co-Vice Chairs Catherine O'Connell and Tim Barnstable, as well as our Treasurer Masatoshi Kitajima for so generously sharing their time and skills in the support of the Chamber and its members.

I would also like to acknowledge the contributions of our four Committees, Food, Ag. & Hospitality (FAHC), Sports for Business, TIER, and Sustainability, who have also been adjusting to the new hybrid format. For FAHC in particular, the return of the Gourmet Food & Wine Garden Party after two years was a significant achievement, and thanks in big part to our incredible Food and Beverage members and hosts Grand Hyatt.

ANZCCJ is also so fortunate for the dedicated support of the Australian and New Zealand Embassies, especially our Patrons Peter Roberts OAM, Australian Embassy Chargé d'Affaires, and H.E. Hamish Cooper, New Zealand Ambassador to Japan. Austrade and New Zealand Trade & Enterprise have also been a huge support; from their insights into the latest trade and economic updates to

connecting the influx of Australian and New Zealand business leaders re-entering Japan after the long border closures. I wish to say a special thank you to New Zealand Trade Commissioner Craig Pettigrew, who will be leaving the position after more than six years. Through his role as an Ex-Officio member of the Executive Council, Craig has been a great champion of the Chamber and our work, as well as a pleasure to work with. We look forward to introducing new Trade Commissioner Kylie Archer, who joins the Japan team after several years as COO & Deputy Commissioner General EXPO 2020 in Dubai.

Finally, the biggest thank you of all to you, our members. After a tumultuous few years for all of us, your unwavering passion and commitment to the Chamber, and each other, has been nothing short of inspiring. I am deeply honoured to be the Chair of this wonderful community and I look forward to continuing to partner with you in 2023!

**- Sally Townsend**  
Chair



The 50th Anniversary Gala (October 2022)



Chair Sally Townsend with Silver Sponsors Astris Advisory at the Gourmet Food & Wine Garden Party (August 2022)

# TREASURER'S REPORT



I am hereby pleased to announce the audited financial reports for fiscal year end March 2022. Compared to fiscal year end March 2021, net loss recovered from JPY1,254,855 to JPY211,088 despite the COVID-19 turmoil, mainly due to ANZCCJ Secretariat's great effort to reduce office rental costs. I would like to especially appreciate ANZCCJ's Executive Director Ms. Emily Hallams and Operations Manager, Mr. Akihiro Ito for all of their hard work and efforts in achieving this.

Total Income was relatively stable, reduced marginally from JPY18,884,521 in FYE 2021 to JPY18,145,382 in FYE 2022. Total Equity was JPY10,109,358, indicating that ANZCCJ's financial position remains strong despite the challenging environment. Cash and Bank Account balances increased from JPY17,214,931 to JPY21,773,382.

Total membership decreased slightly from 193 (Corporate: 102 / Individual: 91) to 189 (Corporate: 94 / Individual: 95).

As you are well aware, ANZCCJ could only organize a limited number of events throughout 2021 due to the COVID-19

restrictions. As ANZCCJ's revenue source is primarily driven from Membership and Events Income, I hope we will be able to continue organizing more in-person ANZCCJ events now that the COVID -19 restrictions in Japan have been lifted, which will in turn help improve or result in a return to profit for ANZCCJ.

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.

**- Masatoshi Kitajima**  
Treasurer



ANZCCJ Treasurer Masatoshi Kitajima with Executive Council member Fumiko Watanabe, Operations Manager Akihiro Ito and Executive Director Emily Hallams at the Gourmet Food & Wine Garden Party, August 2022.

# FINANCIAL REPORT

## 2021/22

The Australian and New Zealand Chamber of Commerce in Japan  
BALANCE SHEET  
Mar-22

	March 31,22
<b>【ASSETS】</b>	
(Current Assets)	
Cash	87,346
Bank Account	21,686,036
Paypal	54,437
Stripe	706,003
Advance Payment	194,387
Accounts Receivable	29,000
Total Current Assets	22,757,209
(Investment)	
Total Investment	0
TOTAL ASSETS	22,757,209
<b>【LIABILITIES】</b>	
(Current Liabilities)	
Accrued Expenses	418,373
Advance Received	12,229,478
Total Current Liabilities	12,647,851
(Long Term Liabilities)	
Total Long Term Liabilities	0
Total Liabilities	12,647,851
<b>【EQUITY】</b>	
Opening Bal Equity	9,200,381
Retained Earnings	1,120,065
Net Income	-211,088
Total Equity	10,109,358
Total Liabilities & Equity	22,757,209

# FINANCIAL REPORT

## 2021/22

The Australian and New Zealand Chamber of Commerce in Japan  
**PROFIT LOSS Comparison March-22**  
 April 2021 to March 2022

	MTD			YTD		
	Actual	PY Actual	YOY Var <sup>1</sup>	Actual	PY Actual	YOY Var <sup>1</sup>
<b>【Income】</b>						
Membership Income	1,520,838	1,624,587	-103,749	17,446,994	18,459,321	-1,012,327
Event Income	204,131	0	204,131	698,250	404,249	294,001
Other Income	0	0	0	0	20,800	-20,800
Bank Interest	3	0	3	138	151	-13
<b>Total Income</b>	<b>1,724,972</b>	<b>1,624,587</b>	<b>100,385</b>	<b>18,145,382</b>	<b>18,884,521</b>	<b>-739,139</b>
<b>【Event Expenses】</b>						
Event Venue	275,000	0	275,000	295,000	20,000	275,000
Event Catering	16,473	13,280	3,193	362,973	417,300	-54,327
Invoices from other Chambers	0	0	0	0	0	0
Event Transportation	0	0	0	0	4,200	-4,200
Event Others	0	0	0	5,632	0	5,632
<b>Total Event Expenses</b>	<b>291,473</b>	<b>13,280</b>	<b>278,193</b>	<b>663,605</b>	<b>441,500</b>	<b>222,105</b>
<b>【Administration Expenses】</b>						
Salaries	827,402	866,206	-38,804	9,898,501	10,407,642	-509,141
Annual Bonus	0	0	0	139,786	0	139,786
Payroll Tax/Resident Tax	108,050	52,520	55,530	1,209,444	633,540	575,904
Social Insurance Tax	296,502	296,820	-318	3,769,132	3,737,313	31,819
Bank charges	825	1,100	-275	21,195	32,880	-11,685
Charity Donation	0	0	0	0	0	0
Admin Catering	14,345	0	14,345	25,640	10,468	15,172
Admin Gifts	0	0	0	6,875	5,672	1,203
Membership Expenses	0	0	0	15,000	15,000	0
IT&Website	61,647	41,980	19,667	770,438	509,130	261,308
Admin Transportation	1,160	0	1,160	22,560	20,548	2,012
Admin Postage	0	0	0	6,000	5,190	810
Marketing	0	1,000	-1,000	21,146	13,300	7,846
Representation Costs	0	0	0	0	0	0
Office utilities & services	14,377	23,714	-9,337	164,240	146,688	17,552
Office Stationery	0	6,073	-6,073	24,053	50,670	-26,617
Insurance	4,303	6,250	-1,947	34,019	75,000	-40,981
Rent	50,190	61,230	-11,040	735,600	2,432,855	-1,697,255
Professional Service	44,132	44,000	132	765,226	770,000	-4,774
Admin Others	0	0	0	64,010	831,980	-767,970
<b>Total Administration Expenses</b>	<b>1,422,933</b>	<b>1,400,893</b>	<b>22,040</b>	<b>17,692,865</b>	<b>19,697,876</b>	<b>-2,005,011</b>
<b>Net Income</b>	<b>10,566</b>	<b>210,414</b>	<b>-199,848</b>	<b>-211,088</b>	<b>-1,254,855</b>	<b>1,043,767</b>



# EXECUTIVE DIRECTOR'S REPORT



2022 has been a fantastic year for ANZCCJ. Following the many 'pivots' of 2020 and 2021, we have transitioned back to face-to-face events with a vengeance, making up for lost time but also weaving in the lessons of the past few years. We have loved connecting with so many people we'd previously only met online, especially now that we can welcome our overseas-based members back to Japan.

Some highlights among the 2022 events calendar have been:

- Hosting our first International Women's Day Breakfast since 2019 (March)
- The fascinating fireside chat between AFR North Asia Correspondent Michael Smith and Chair Emeritus Melanie Brock at Andaz (June)
- Working alongside our Food, Ag. & Hospitality Committee members and Grand Hyatt Tokyo to host a successful Gourmet Food & Wine Garden Party (August)
- Meeting several new faces at our first Kansai Region Networking Event (August)
- Partnering with Ashurst and AJBCC to host the "Australia Japan innovations in energy and infrastructure" panel discussion on the sidelines of the Australia-Japan Joint Business Conference (October)
- Celebrating 50 Years of ANZCCJ with a Gala Dinner at Hilton Tokyo (October)



ANZCCJ & AJBCC Joint Breakfast: Australia Japan innovations in energy and infrastructure development – collaboration towards Net Zero (October 2022)

Alongside our 50th Anniversary and the 70th Anniversary of diplomatic relations between New Zealand and Japan, this year we have all felt the heightened importance of the Australia-New Zealand-Japan economic partnerships. This has been evident not only in the diversity of the members who have joined our ranks in 2022, but also the number of new companies looking to expand into the Japan market in the next few months. In order to fully embrace the opportunities of this post-pandemic recovery period, we are conscious that our Chamber's role in connecting, informing and advocating for the Australian and New Zealand business community will be all the more vital. With major events like EXPO 2025 also on the horizon, we have an exciting few years ahead!

As Executive Director, I am sad to be leaving the Chamber after three wonderful years, but I am so grateful for the generous support of all our members. Having commenced in February 2020, in many ways my time with ANZCCJ has been tied to the pandemic, but it has been a real privilege to navigate this time alongside such a strong community. Despite

# EXECUTIVE DIRECTOR'S REPORT

the challenges we all faced, I am extremely proud to have served as your Executive Director during this period of great change, and have been awed by the ways in which our members have rallied for each other while helping to guide us in the right direction. I am glad to be leaving at a time when the Chamber is in such a strong position, and have no doubt my successor will take it to the next level!

None of this would be possible without the strong leadership of our Executive Council, including Chair Sally Townsend and Co-Vice Chairs Tim Barnstable and Catherine O'Connell, who are tireless in their dedication and enthusiasm. We are also very fortunate in our close partnerships with the Australian and New Zealand Embassies, Austrade, and NZTE, who always keep us up to date on the latest developments.

I have loved working along the Chairs of our four committees, and it was a pleasure to witness the establishment and growth of

TIER and the Sustainability Committee, as well as our SME Networking Community and Young Generation Program.

A special thank you to my co-worker, Operations Manager Akihiro Ito, who has been an incredible teammate over the past three years. Aki has always put forward new and innovative ways to improve on the experience for our members, and I am forever grateful for his support (and IT prowess!). Our small team has also been very lucky to work alongside some brilliant interns, who have joined us both in-person and remotely from Australia and New Zealand.

Thank you once again to all our amazing members, for your enduring commitment, constructive feedback, and support. Wishing you all a wonderful 2023!

**- Emily Hallams**  
Executive Director



ANZCCJ Executive Council, 50th Anniversary Gala, (14 October 2022)

# ANZCCJ 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).

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.



Food, Agriculture & Hospitality Committee Gourmet Food & Wine Garden Party (August 2022)

# ANZCCJ COMMITTEES

## FOOD, AGRICULTURE & HOSPITALITY

**Chair: Tim Barnstable**

**Vice Chair: Don Roxburgh**

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.



**FOOD AGRICULTURE & HOSPITALITY**

## SPORTS FOR BUSINESS

**Co-chairs: Matthew Walker and 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. Having held a spectacular variety of events in the 2019 Rugby World Cup, the Committee has continued to host variety of online and in-person events with prominent speakers..



# ANZCCJ COMMITTEES

## TECHNOLOGY, INNOVATION, EDUCATION & RESEARCH

**Chair: Kohei Tamura**

**Vice Chairs: Tim Tout and Yoshifumi Imamura**

The ANZCCJ Technology, Innovation, Education and Research (TIER) Committee was formed in July 2020 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.

The TIER Committee meets regularly online, and has hosted events engaging with members and external businesses throughout 2021 and 2022.



## 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.



# OTHER INITIATIVES

## SME NETWORKING COMMUNITY

The ANZCCJ SME Networking Community is intended for SMEs and Individual members doing business between Japan and Australia / New Zealand, as well as Japanese returnees from Australia or New Zealand, or members who are about to start a new business in Japan.

Reborn from the SME Support Program in December 2020, this is a community lead by the ANZCCJ Secretariat. Through regular two-way communication, we hope to flexibly reflect your wants/needs and create an active and meaningful network.



## YOUNG GENERATION PROGRAM (YGP)

The ANZCCJ Young Generation Program aims to bring together and foster new connections among the next generation of leaders in the Australia, New Zealand and Japan business community, to share information, career advice, networking and professional development. It offers excellent opportunities to meet like-minded young people while hearing from inspiring professionals who have excelled in their careers. The program was established in May 2021, as an updated version of the former Youth Empowerment Program.



# ACKNOWLEDGEMENTS

Thank you to our Platinum Sponsors for their continued support



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