

## New Zealand's Visiting Investor Programme

The Visiting Investor Programme (VIP) is a managed visit programme for companies and/or individuals who are considering New Zealand as a location for establishing all or part of their value chain in New Zealand. This may include a greenfields operation, a joint venture/partnership with an existing New Zealand company or undertaking substantial investment into one or more existing New Zealand companies (including fund to fund transfers between venture capital funds).

The VIP is run to the potential investors' interests, in a professional, "red-carpet" fashion to ensure that the visitor obtains the full benefits of their time in New Zealand. Essentially the visitor is a guest of the New Zealand Government.

The programme is a core part of the services provided by Investment New Zealand, this country's Investment Promotion Agency in conjunction with its colleagues in New Zealand Trade & Enterprise (NZTE) and the Ministry of Foreign Affairs and Trade.

The VIP enables the potential investor to take advantage of a detailed visit programme to New Zealand to address their investment interests that may include any or all of the following as appropriate:

- For companies looking at establishing greenfield operations or joint ventures or partnerships with existing businesses, meetings will be arranged that will encompass appropriate locations, businesses and potential partners. For potential investors, the meetings will focus on appropriate investment opportunities.
- Meeting with all infrastructure groups key to the establishment of any investment, including:
  - training organisations
  - research groups
  - local government
  - relevant material and services supplier companies;
  - real estate, legal, and so on
- Meetings with senior government officials in relevant departments, in some cases this may be a Minister of the Crown.
- Detailed discussions with Investment New Zealand's representatives who have particular industry expertise, for example, Film, Biotechnology, Wood Processing, Information Technology, Telecommunications, etc.
- If time permits, we would like to introduce you to some of the many leisure, cultural and other activities that the New Zealand lifestyle offers.

After an invitation has been extended to participate in this programme, arrangements will be made with New Zealand Government representatives, based in the potential investors home country, to discuss the details.