

MEMORANDUM OF UNDERSTANDING

Between Export New Zealand, a division of Business NZ

and the Korea NZ Business Council

1. Introduction

- a. The **ENZ** group of associations, hereinafter referred to as “**ENZ**”, is a member based organisation with a diverse range of domestic and international services operating throughout New Zealand.
- b. The **Korea NZ Business Council**, hereinafter referred to as “**KNZBC**” is a bilateral business association, which focuses on business and trade issues between New Zealand and Korea. Its members are widely spread around New Zealand.
- c. ENZ and KNZBC having worked co-operatively, collegially and successfully in the recent past, have identified areas where their organisations might work together to extend their respective influences and to add further value to their members.
- d. Any data collected from other parties' members is to be used solely for the purpose it was collected and not otherwise “mined” or aggregated for any other purpose and not passed onto third parties.
- e. ENZ and KNZBC have therefore agreed to come to an understanding to work together, as far as is possible, and the prime areas of co-operation are set out in this Memorandum of Understanding (MOU).

2. Memorandum of Understanding

a. **KNZBC agrees:**

- i. To regard ENZ as its prime partner, with respect to exports of New Zealand goods and services to Korea, and to work cooperatively with it in all areas where it is reasonably possible.
- ii. To recruit part time resources, so that the substantial amount of its needs for management, administration and accounting is provided by its own resource.
- iii. To supplement any deficiencies in its administrative capabilities by seeking those services from ENZ at charges to be mutually agreed; if ENZ has the spare capacity.
- iv. To avoid competing with ENZ activities.
- v. To offer ENZ first option to arrange, at a charge to be mutually agreed, major events..
- vi. To open its events to participation by members of ENZ at rates charged to its own members.
- vii. To promote any events or promulgate any information to its members and wider database that ENZ may request of it relating to its geographical focus in Korea and where appropriate other Asian areas.
- viii. To offer ENZ first option to partner it on any Trade Mission or initiative in Korea .
- ix. To consult with ENZ where there is any need for KNZBC to promulgate a policy to Government or where there is a need for its voice to heard by the media or other agencies.
- x. To provide appropriate links to and from ENZ on its website.

b. **ENZ agrees:**

- i. To regard and promote KNZBC as its Korea “unit”.

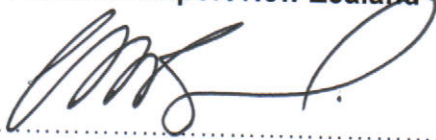
- ii. To work co-operatively and refrain from competing with KNZBC on activities relating to Korea.
- iii. To promote KNZBC's activities and events to its members, as long as enough notice is given and it fits in with information deadlines.
- iv. To assist KNZBC to lobby the Government and other agencies where appropriate, on matters impacting on commerce between the two countries.
- v. If possible to provide, where required, events management services to KNZBC throughout New Zealand, by agreement with the region concerned, and at a charge to be mutually agreed.
- vi. To provide office facilities and/or administrative services, where reasonably requested, and where they can be provided, as required, at a charge to be mutually agreed.
- vii. To open its events to participation by members of KNZBC at rates charged to its own members.
- viii. To promote any events or promulgate any information to its members and wider database that KNZBC may request of it relating to Korea, by agreement.
- ix. To provide appropriate links to and from KNZBC on its websites.

3. Effectiveness and validity

- a. This MOU will come into force on 9 November 2011 and shall be effective so long as both parties wish it to continue.
- b. Either party shall have the right for any reason to terminate the MOU by giving the other party no less than three months' notice.

This Memorandum of Agreement signed this 9 day of November, 2011:

For and on behalf of Export New Zealand



For and on behalf of the Korea NZ Business Council

