



NEW ZEALAND
FOREIGN AFFAIRS & TRADE
Manatū Aorere

India - New Zealand 2025: Investing in the Relationship



*Building a more enduring
strategic relationship between
India and New Zealand.*

Foreword by our Minister

India matters globally, regionally and nationally. New Zealand recognises this and is committing to greater investment in the relationship.



India has increasing influence in the Indo-Pacific region and beyond. It is by far the world's largest democracy. It is a fast growing major economy - currently the world's 5th largest. By 2025, India will have the world's largest population. That population will be youthful and increasingly well-educated, making it a vast global source of both skilled labour and consumers.

But New Zealand also has much to offer India. We are recognised as a principled contributor to the multilateral system; we are innovative and entrepreneurial; we have world-leading expertise in the creative industries, agriculture, and the environment, and a common interest with India in technological advancement.

The Indian diaspora already makes up five percent of New Zealand's population and is growing. Indian immigrants and students contribute skills and diversity to New Zealand's economy and our communities.

The foundations of our relationship are already well established. Despite the difference in size, New Zealand and India have much in common including democratic systems of government, historic ties through the Commonwealth, and a common business language.

We also have long-standing people-to-people links. Sir Edmund Hillary's conquest of Everest and work with Indian communities is legendary in both countries, but our links are even deeper and richer. India has been a key destination for New Zealand travellers, adventurers and businesses for many decades, while New Zealand has benefited from skilled migrants, student exchanges, and rapid increases in tourist numbers from India. New Zealand and India have warm and lively sporting rivalries, including cricket - a sport in which our two countries are consistently among the best teams in the world. We also enjoy world leading collaborations and strong business relationships.

It is time to build on these strengths. New Zealand is preparing to invest further in our relationship so that we are well positioned in the future.

RT HON WINSTON PETERS

MINISTER OF FOREIGN AFFAIRS

**RESPONSIBLE MINISTER FOR THE
MINISTRY OF FOREIGN AFFAIRS AND TRADE**



About this strategy

India-New Zealand 2025: Investing in the Relationship sets out a framework for New Zealand Government agencies and partners to grow the relationship with India over the next five years. We will work closely with Māori, our Indian communities, businesses, academics and research institutions to help achieve the strategy's goals.

Our relationship goals with India

- 1 A relationship based on mutual trust that advances our shared interests
- 2 New Zealanders have improved capability for engaging with India
- 3 Goods and services trade grows for shared prosperity
- 4 New Zealand's value proposition is known and understood
- 5 Stronger and broader cultural connections between New Zealand and India
- 6 Shared approaches bilaterally and in international fora



Goal 1: A relationship based on mutual trust that advances our shared interests

Political engagement is essential for developing the relationship, and to agree on initiatives of mutual interest. To deliver on these initiatives, we will need to build strong relationships at officials-level. Business and people-to-people connections can also be used to build support for mutual activities.

Strong relationships will be essential to achieve key New Zealand objectives such as concluding a Free Trade Agreement or addressing shared security concerns.

In 2019, New Zealand's Prime Minister, Foreign Minister, and Defence Minister have held high level discussions with their Indian counterparts, the Minister of State for Trade and Export Growth visited India, and the Indian Chief of Navy visited New Zealand. Officials have recently held dedicated foreign policy, economic and finance, and cyber security dialogues.

How will we do this?

- More frequent high-level government engagements to build the trade, economic, political, and security aspects of the relationship.
- Further build our network of New Zealand Honorary Consuls in India.
- More deliberate engagement between government, academics and other organisations.



Goal 2: New Zealanders have improved capability for engaging with India

Developing more 'India-capable' New Zealanders will help us understand a growing and changing India and its impact on New Zealand's interests. It will also help businesses and other stakeholders to successfully navigate India's operating environment.

New Zealand's Indian communities are important 'cultural navigators'. They provide a platform to build New Zealanders' capability to engage with India.

How will we do this?

- Build a better understanding of India through research and greater sharing of knowledge amongst government, business, academics, and the public.
- Develop a long-term plan to build India skills and capability within New Zealand government agencies.
- Support experts with experience and relationships in India to share their knowledge on India and the relationship.

221,916

people of Indian
descent live in
New Zealand





Goal 3: Goods and services trade grows for shared prosperity

India and New Zealand have considerable potential to build modern, mutually beneficial commercial relationships. New Zealand businesses have the innovative and intellectual capability, technology and expertise to assist India's economic development.

Services trade is a key element of our economic relationship, particularly the tourism and education sectors. Goods trade continues to underperform its potential, but has seen positive recent growth in New Zealand export sectors such as forestry and dairy.

India is a large and competitive market. It can be difficult to become established, and it requires substantial investment to realise returns. New Zealand businesses face challenges including scale, resources, and trade barriers.

How will we do this?

- Improve market access and remove trade barriers, including through a regional or bilateral Free Trade Agreement.
- Support strong growth in services trade by attracting more high value visitors from India, and enhance education opportunities and experiences for Indian and New Zealand students.
- Improve business council support to New Zealand businesses seeking to operate in India.
- Promote improved flight linkages between India and New Zealand, including direct flights.

\$2.6

BILLION

two-way trade in
the year ending
September 2019



Goal 4: New Zealand's value proposition is known and understood

Establishing and promoting New Zealand as a core bilateral partner for India is dependent on our ability to articulate our strengths, our areas of alignment, and what we can offer. New Zealand has a base to build from. We are a principled international and regional actor; we are innovative and entrepreneurial; we have world-leading expertise in a wide range of areas of interest to India such as ease of doing business, agricultural technology, and environmental stewardship.

New Zealand needs to articulate its value proposition more clearly and persistently, and match that with action.

How will we do this?

- Work with stakeholders to develop and deliver a 'public diplomacy' strategy for India that compellingly demonstrates New Zealand creativity, expertise and credentials; positioning New Zealand as a partner to India.

New Zealand is:

- **1st** out of 190 economies for Ease of Doing Business
- **5th** in Asia-Pacific for Innovation
- **3rd** out of 139 nations for global creativity
- **2nd** in the world for prosperity
- **2nd** out of 163 nations for peacefulness
- **1st** in the world for lack of corruption and government budget transparency.



Goal 5: Stronger and broader sporting and cultural connections between New Zealand and India

New Zealand's multiculturalism, large Indian community, and Te Ao Māori all have much to offer in enrichening our relationship with India.

Our successful Indian communities, and our sporting contacts, are a bridge for building connections and relationships. They can help strengthen understanding of New Zealand as a progressive nation of innovators and problem-solvers who care for people and place.

Te Ao Māori is core to New Zealand's identity, as well as a key contributor to New Zealand's economy. There is potential to grow Māori participation and contact with India, building on existing links in areas including business, sports, and the arts.

How will we do this?

- Open up people-to-people links that will enhance the cultural competency and attitudes of young people in both countries.
- Promote cultural exchanges to India that demonstrate the importance of Te Ao Māori to New Zealand identity.
- Give greater recognition and publicity to the success and contributions of New Zealand's Indian communities.

Hindi

is the 5th most commonly spoken language in New Zealand

Māori enterprise is estimated at

\$40
BILLION
and growing faster than the overall economy



Goal 6: Shared approaches bilaterally and in international fora

New Zealand and India have shared interests in a peaceful and prosperous Indo-Pacific region. By fostering shared approaches bilaterally and in international fora, such as the East Asia Summit, we can help solve problems and contribute to the region's development and stability.

New Zealand and India also have an interest in working together to protect democratic norms and the integrity of the rules-based international system, including through the United Nations, World Trade Organisation, and environmental agreements.

How will we do this?

- Engage regularly with India on defence and security issues of mutual interest.
- Share perspectives on regional security trends and explore opportunities to work more closely together in the Indo-Pacific and Pacific regions.
- Support international initiatives that matter to both nations, such as on renewable energy, trade, and sustainability.



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MINISTRY OF FOREIGN AFFAIRS AND TRADE
MANATŪ AORERE

New Zealand Government