

29 September 2026

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OIA 31188

Personal details removed for proactive release

Thank you for your email of 1 September 2026, in which you request the following under the Official Information Act 1982 (OIA):

Further to OIA 31147, MFAT advised that officials have “recently initiated outreach to industry to solicit information on their experience of US regulatory systems to inform future policy development and advocacy.”

Please provide:

- 1. The date this industry outreach began, the number of companies or industry organisations approached, and the names of those organisations.*
- 2. Any questionnaire, survey, discussion guide or other document used to solicit this information.*
- 3. The latest summary, briefing or other document recording the findings from this outreach, if one exists.*

Background

On 1 September 2026, the Ministry of Foreign Affairs and Trade (the Ministry) responded to your request (reference OIA 31147) regarding a New Zealand exemption or other treatment comparable to ITAR §126.7.

Response to your request

Part one

On 19 August 2026, engagement began with 64 New Zealand companies who had until 23 September 2026 to respond. Companies were informed they could share the survey with others who may have relevant experience. This means that the number engaged with may not be the same as the number the survey reached.

The names of companies engaged with are withheld under the following sections of the OIA:

- 9(2)(b)(ii); to avoid prejudice to the commercial position of another party; and

- 9(2)(ba)(i); to protect the supply of similar information.

Part two

Please find enclosed the following two documents that were used for this engagement. Some information is withheld under section 9(2)(a) to protect individuals' privacy:

- Messaging to go with Examples Template.
- Examples Template - US Regulatory Barriers in Defence, Space and Sensitive Technologies Sectors for New Zealand Companies.

Part three

The information gathered from New Zealand companies is being assessed and used to help the Government better understand the barriers faced by New Zealand companies, identify common issues, inform policy and advocacy, engage with relevant United States (US) Government agencies, and to identify positive experiences and practical solutions to support future industry engagement. This information is withheld in full under sections of the OIA:

- 6(a); to avoid prejudicing the security or defence of New Zealand or the international relations of the New Zealand Government;
- 9(2)(b)(ii); to avoid prejudice to the commercial position of another party;
- 9(2)(ba)(i); to protect the supply of similar information; and
- 9(2)(f)(iv); to protect the confidentiality of advice tendered by Ministers of the Crown and officials.

Where the information has been withheld under section 9 of the OIA, no public interest in releasing the information has been identified that would override the reasons for withholding it.

Please note that it is our policy to proactively release our responses to official information requests where possible. Therefore, our response to your request (with your personal information removed) may be published on the Ministry website: www.mfat.govt.nz/en/about-us/contact-us/official-information-act-responses/

If you have any questions about this decision, you can contact us by email at: DM-ESD@mfat.govt.nz. You have the right to seek an investigation and review by the Ombudsman of this decision by contacting www.ombudsman.parliament.nz or freephone 0800 802 602.

Nāku noa, nā



Sarah Corbett
for Secretary of Foreign Affairs and Trade

Messaging to go with Examples Template**Subject: Request for information: US regulatory barriers affecting New Zealand defence, space and sensitive technology companies**

Kia ora,

New Zealand Trade and Enterprise (NZTE) with the New Zealand Space Agency (MBIE), Ministry of Foreign Affairs (MFAT), the Ministry of Defence (MOD) and the New Zealand Defence Force (NZDF) are seeking information from New Zealand companies on regulatory, policy, procurement, export control and other barriers encountered when engaging with the United States in the defence, space and sensitive technology sectors.

To support this work, we have developed an examples template. We are seeking examples that illustrate barriers affecting companies' ability to access opportunities, develop partnerships, participate in supply chains or work with US Government agencies and customers. We also welcome examples of positive experiences or practical solutions that have helped companies manage or overcome these challenges.

Why we are collecting this information

The information collected will primarily be used to help Government better understand barriers facing New Zealand companies, identify common or systemic issues, inform policy development and advocacy, identify where Government support may be beneficial, engage with relevant United States Government agencies, and identify positive experiences and practical solutions that support future industry engagement.

Providing information

Participation is voluntary. Companies may submit information on one or multiple issues and are welcome to share this request with others who may have relevant experience.

Information may be shared between New Zealand Government agencies, including NZTE, MFAT, MOD, NZDF and MBIE, subject to applicable privacy, confidentiality, security, and legal requirements.

Please provide as much factual detail as possible, including:

- the barrier encountered;
- its impact on your business;
- steps taken to address it;
- engagement with US stakeholders; and
- any successful approaches or positive experiences.

Please complete this information by 5pm, 23 September 2026 to ensure it is included in our analysis.

Next steps

We will provide an update to participants once responses have been reviewed and consolidated to help build a broader understanding of the experiences and issues raised.

If you have any queries, please reply to ^{s9(2)(a)}

@nzte.govt.nz. Thank you for your assistance with this work.

Examples Template - US Regulatory Barriers in Defence, Space and Sensitive Technologies Sectors for New Zealand Companies

This template is intended to capture examples of US regulatory barriers experienced by New Zealand companies operating in the defence, space, and sensitive technology sectors when engaging with the United States.

The information collected will help build a broader understanding of the nature and impact of these barriers, identify common issues across sectors, and inform consideration of where government support or intervention may be beneficial. We are also interested in understanding any positive experiences or practical solutions that have helped companies manage or overcome these challenges. Information provided in this document may be used and disclosed between relevant New Zealand Government agencies, including the Ministry of Foreign Affairs and Trade, New Zealand Trade and Enterprise, the Ministry of Defence, the New Zealand Defence Force and the New Zealand Space Agency for the purposes of policy development, advocacy, and engagement activities. Subject to any applicable confidentiality, privacy, security, or legal requirements, information may also be used to support discussions with relevant United States Government stakeholders on potential solutions to identified issues.

Please do not include personal information unless it is necessary for the purposes described above. By providing personal information in this template, you acknowledge that it may be collected, used, and disclosed by the agencies identified above for those purposes and in accordance with applicable privacy and legal obligations.

1. Initial Information

Company Name	<i>[Details]</i>
Sector	<i>[Details]</i>
Technology or capability	<i>[Details]</i>
Point of contact	<i>[Details]</i>

2. Description and Impact of the Barrier

Type of barrier/s	<i>[Details, e.g. International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), procurement restrictions etc. and the US authority/agency engaged with.]</i>
Real or perceived barrier	<i>[Details on whether the issue is evidenced in practice or results from a perceived barrier e.g. on the part of a potential US partner.]</i>
Description of the issue (example)	<i>[Details of the specific issue/example.]</i>
Engagement with the US	<i>[Details could include: (1) who are you seeking to sell to or work within the US? (2) Which organisations, agencies, companies, or individuals in the US have you engaged with to date? (3) What stage are those engagements currently at?]</i>
Impact of the barrier	<i>[Details, including the nature and scale (financial, time, strategic) of the impact.]</i>

on the NZ exporter	
Actions to resolve this issue	<i>[Details of the actions already taken or currently underway to resolve this issue including engagement with the US and the outcome of those efforts.]</i>
Positive experiences	<i>[Details of any factors, approaches, processes, practical solutions, partnerships, or government engagement that have helped address, reduce, or manage any barriers, including any lessons learned.]</i>
Expert advice	<i>[Details of any expert advice that has been obtained before, during or after this issue was identified and what remains unresolved.]</i>

3. Broader Implications

Relevance to US national interests	<i>[Details of why this technology or capability could be/is important for US national interests, any contribution it might make towards strategic objectives, is this something that the US does not have, and the impact on US interests if the issue cannot be resolved.]</i>
Impact on US-NZ cooperation or shared objectives	<i>[Details]</i>
Impact on the NZ sector	<i>[Details]</i>

4. Sensitivity or classification

Classification level	<i>[Details (if relevant, i.e. is, or would, the technology be/become classified in the US system). Note: there is a distinction between items under International Traffic in Arms Regulations (ITAR) which are "controlled" and then whether they may have a government security classification.]</i>
Sharing permissions	<i>[Confirmation that the information can be shared with other government agencies working on this issue and the US government.]</i>