A STRATEGIC LOCATION

INTERNATIONAL FLIGHTS FROM DARWIN

Flight times of existing routes internationally from Darwin compared to other capital cities in Australia.

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>Darwin</th>
<th>Brisbane</th>
<th>Perth</th>
<th>Adelaide</th>
<th>Sydney</th>
<th>Melbourne</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dili</td>
<td>1h 20m</td>
<td>5h 25m</td>
<td>8h 40m</td>
<td>5h 0m</td>
<td>5h 50m</td>
<td>5h 40m</td>
</tr>
<tr>
<td>Bali/Denpasar</td>
<td>2h 45m</td>
<td>6h 05m</td>
<td>3h 30m</td>
<td>5h 10m</td>
<td>6h 15m</td>
<td>5h 50m</td>
</tr>
<tr>
<td>Manila</td>
<td>4h 45m</td>
<td>9h 05m</td>
<td>8h 35m</td>
<td>9h 35m</td>
<td>8h 0m</td>
<td>8h 15m</td>
</tr>
<tr>
<td>Singapore</td>
<td>4h 30m</td>
<td>7h 35m</td>
<td>5h 0m</td>
<td>7h 15m</td>
<td>8h 0m</td>
<td>7h 40m</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>Darwin</th>
<th>Brisbane</th>
<th>Perth</th>
<th>Adelaide</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jakarta</td>
<td>4 days, 6 hours (532 nm)</td>
<td>9 days, 16 hours (3607 nm)</td>
<td>4 days, 22 hours (1063 nm)</td>
<td>8 days, 11 hours (1047 nm)</td>
</tr>
<tr>
<td>Manila</td>
<td>5 days (1887 nm)</td>
<td>9 days, 20 hours (3553 nm)</td>
<td>8 days, 6 hours (2971 nm)</td>
<td>11 days, 20 hours (4266 nm)</td>
</tr>
<tr>
<td>Singapore</td>
<td>5 days, 6 hours (1887 nm)</td>
<td>10 days, 16 hours (3842 nm)</td>
<td>6 days, 4 hours (2220 nm)</td>
<td>9 days, 18 hours (3554 nm)</td>
</tr>
<tr>
<td>Kuala Lumpur</td>
<td>5 days, 19 hours (2022 nm)</td>
<td>11 days, 6 hours (4552 nm)</td>
<td>6 days, 18 hours (3879 nm)</td>
<td>10 days, 5 hours (3873 nm)</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>6 days, 13 hours (2355 nm)</td>
<td>11 days, 8 hours (4080 nm)</td>
<td>9 days, 18 hours (3504 nm)</td>
<td>13 days, 8 hours (4799 nm)</td>
</tr>
<tr>
<td>Shanghai</td>
<td>7 days, 16 hours (2765 nm)</td>
<td>11 days, 18 hours (4241 nm)</td>
<td>11 days, 5 hours (4037 nm)</td>
<td>14 days, 19 hours (5332 nm)</td>
</tr>
<tr>
<td>Tokyo</td>
<td>8 days, 10 hours (3033 nm)</td>
<td>10 days, 23 hours (3942 nm)</td>
<td>12 days, 12 hours (4500 nm)</td>
<td>14 days, 17 hours (5299 nm)</td>
</tr>
<tr>
<td>Seoul</td>
<td>8 days, 13 hours (3068 nm)</td>
<td>12 days, 6 hours (4490 nm)</td>
<td>12 days, 3 hours (4364 nm)</td>
<td>15 days, 17 hours (5695 nm)</td>
</tr>
</tbody>
</table>

400 MILLION PEOPLE WITHIN FIVE HOURS NORTH

DISTANCE TO KEY MARKETS BY SEA

24 MILLION PEOPLE WITHIN FIVE HOURS SOUTH
NORTHERN TERRITORY TRADE AND ECONOMIC SNAPSHOT

Five year annual average, 2012-13 to 2016-17

245,740

NT POPULATION

PRIVATE BUSINESS INVESTMENT
OCT 2016 - SEPT 2017

$9.6 BILLION

INDUSTRY

SHARE OF OUTPUT

1. ABS Cat. No. 3218.0
2. ABS Cat. No. 5220.0
3. ABS Cat. No. 5206.0
4. ABS Cat. No. 8165.0
5. Deloitte Access Economics Business Outlook

Source

1. ABS Cat. No. 3218.0
2. ABS Cat. No. 5220.0
3. ABS Cat. No. 5206.0
4. ABS Cat. No. 8165.0
5. Deloitte Access Economics Business Outlook
**The Northern Territory**

- **Home to one of the world’s highest grade bauxite deposits**
- **Second largest mango producer in Australia**
- **Darwin services**
  - 4 LNG trains
- **Home to some of the world’s largest defence training areas**
- **Home to one of the world’s largest defence training areas**
- **Global leader in supply of high quality saltwater crocodile skins**
  - To high end fashion labels in France, Italy and the United States
- **Contains Australia’s largest undeveloped phosphate resources**
- **Aboriginal Territorians have the world’s oldest living culture**
- **10% of Japan’s gas imports come from Port of Darwin**
- **Darwin has the busiest live cattle and buffalo export port in Australia**
- **Among the six lowest cost gold producing jurisdictions in the world**
- **Home to Australia’s biggest barramundi producer**
- **Home to the world’s largest and lowest cost manganese mine**
- **Land mass of the Northern Territory**
  - 1,348,199 SQ KM
  - 1/7 the size of China, 3.5 times the size of Japan, 13 times the size of South Korea
- **17% of Australia’s land area but only 1% of the population**

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<table>
<thead>
<tr>
<th>Country</th>
<th>Exports</th>
<th>Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>$2635M</td>
<td>$548M</td>
</tr>
<tr>
<td>Singapore</td>
<td>$38M</td>
<td>$636M</td>
</tr>
<tr>
<td>Vietnam</td>
<td>$86M</td>
<td>$14M</td>
</tr>
<tr>
<td>China</td>
<td>$1413M</td>
<td>$341M</td>
</tr>
<tr>
<td>Malaysia</td>
<td>$3M</td>
<td>$143M</td>
</tr>
<tr>
<td>India</td>
<td>$124M</td>
<td>$7M</td>
</tr>
<tr>
<td>Thailand</td>
<td>$336M</td>
<td>$363M</td>
</tr>
<tr>
<td>Indonesia</td>
<td>$320M</td>
<td>$33M</td>
</tr>
<tr>
<td>Canada</td>
<td>$80M</td>
<td>$12M</td>
</tr>
<tr>
<td>United States</td>
<td>$159M</td>
<td>$148M</td>
</tr>
<tr>
<td>New Zealand</td>
<td>$20M</td>
<td>$5M</td>
</tr>
<tr>
<td>Republic of Korea</td>
<td>$153M</td>
<td>$96M</td>
</tr>
<tr>
<td>European Union</td>
<td>$96M</td>
<td>$326M</td>
</tr>
</tbody>
</table>

---

**DARWIN SERVICES**

- **4 LNG trains**

---

**Second Largest Mango Producer in Australia**

**DARWIN HAS THE BUSIEST LIVE CATTLE AND BUFFALO EXPORT PORT IN AUSTRALIA**

**10% OF JAPAN’S GAS IMPORTS COME FROM PORT OF DARWIN**

**DARWIN SERVICES**

- 4 LNG trains

---

**Home to some of the world’s largest defence training areas**

**Global leader in supply of high quality saltwater crocodile skins**

- To high end fashion labels in France, Italy and the United States

**Contains Australia’s largest undeveloped phosphate resources**

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**DARWIN HAS THE BUSIEST LIVE CATTLE AND BUFFALO EXPORT PORT IN AUSTRALIA**

---

**Home to the world’s largest and lowest cost manganese mine**

**Among the six lowest cost gold producing jurisdictions in the world**

---

**Home to one of the world’s highest grade bauxite deposits**

---

**The Northern Territory is home to Project Sea Dragon**

- Projected to be the world’s biggest aquaculture producers
### Greater Darwin
(Darwin city, Darwin suburbs, Palmerston, Litchfield)
- **Area**: 3164 km²
- **Population**: 145,916
- **No. of businesses**: 10,328
- **Key Industries**: Retail/wholesale, manufacturing, government services, defence, agriculture, transport, construction.

### Daly, Tiwi, West Arnhem
- **Area**: 112,251 km²
- **Population**: 18,216
- **No. of businesses**: 348
- **Key Industries**: Agriculture, fishing, mining, government services, tourism.

### East Arnhem
- **Area**: 33,395 km²
- **Population**: 14,802
- **No. of businesses**: 181
- **Key Industries**: Agriculture, fishing, mining, government services, tourism.

### Alice Springs
- **Area**: 569,566 km²
- **Population**: 39,718
- **No. of businesses**: 2001
- **Key Industries**: Agriculture, cattle, tourism, mining, retail, government services.

### Katherine
- **Area**: 326,327 km²
- **Population**: 20,847
- **No. of businesses**: 896
- **Key Industries**: Agriculture, fishing, cattle, tourism, mining, defence, government services.

### Barkly
- **Area**: 303,295 km²
- **Population**: 6241
- **No. of businesses**: 216
- **Key Industries**: Agriculture, cattle, tourism, government services.

### Northern Territory Has Opportunities in Defence, Agribusiness, Energy, International Education, Minerals and Tourism and is Open for Production

<table>
<thead>
<tr>
<th>Statistic</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.3M</td>
<td>Head of cattle run on 596,091 km² which is 45% of Northern Territory land mass on 224 pastoral leases including 20 Aboriginal businesses on pastoral properties.</td>
</tr>
<tr>
<td>$28.5M</td>
<td>Northern Territory Government estimate of the value of other livestock, including crocodile farming.</td>
</tr>
<tr>
<td>$88.5M</td>
<td>NT Farmers Association estimate of GVP of mangoes in NT, 2015.</td>
</tr>
<tr>
<td>40%</td>
<td>Australian mango production grown in the Northern Territory.</td>
</tr>
<tr>
<td>30TF</td>
<td>Trillion cubic feet of offshore gas reserves.</td>
</tr>
<tr>
<td>200</td>
<td>Estimated trillion cubic feet of gas resources in onshore basins. Enough to power Australia for 200 years.</td>
</tr>
<tr>
<td>$4.35B</td>
<td>Value of the mining and manufacturing sector.</td>
</tr>
<tr>
<td>$1.67B</td>
<td>Defence spend in 2015-2016.</td>
</tr>
<tr>
<td>5400</td>
<td>Uniformed Defence personnel in Northern Territory.</td>
</tr>
<tr>
<td>2500</td>
<td>Involved in exercise Pitch Black 2016, the largest defence air force exercise in the Northern Territory. Pitch Black included Australia, Canada, France, Germany, Indonesia, Netherlands, New Zealand, Singapore, Thailand and the United States of America.</td>
</tr>
<tr>
<td>115</td>
<td>Charles Darwin University students from over 60 countries. Top three countries of origin: Nepal, India and Philippines.</td>
</tr>
<tr>
<td>16%</td>
<td>International students are enrolled in Vocational, Educational and Training (VET).</td>
</tr>
<tr>
<td>1.914M</td>
<td>Total visitors, of these 887000 visited for a holiday.</td>
</tr>
<tr>
<td>64%</td>
<td>International holiday visitors to the Territory visited Uluru and surrounds. Northern Territory’s world famous tourist assets: Kakadu National Park, Uluru-Kata Tjuta National Park and Nitmiluk National Park.</td>
</tr>
<tr>
<td>5</td>
<td>Biggest mines in Northern Territory (all world-class deposits): Gove (bauxite), Calie (gold), GEMCO (manganese), McArthur River Mine (zinc-lead), Ranger (uranium).</td>
</tr>
</tbody>
</table>
ENGAGING INTERNATIONALLY

more than 100 different languages spoken in northern territory homes include:

- Greek
- Filipino
- Tagalog
- Hindi
- Malayalam
- Vietnamese
- Nepali
- Indonesian
- Portuguese
- Tetum
- Thai
- Mandarin
- Cantonese
- Italian

27% of the population speaks a language other than English at home

18 Northern Territory sister schools across four countries
(Not including private schools)

>100 Active community and cultural groups in the Northern Territory

The Northern Territory has strong community and people-to-people linkages internationally.

Promotion of regional engagement

Conference of Australian and Indonesian Youth

Art

Asialink Global Project Space
Australia-Taiwan Indigenous Artists Exchange
Darwin Festival

Capacity-building

Brunei and Timor-Leste interns program
Sanglah Hospital (Indonesia)
National Critical Care and Trauma Response Centre Assistance with cattle programs (Indonesia)
Crocodile Management (Timor-Leste)
Training of fire fighters (Timor-Leste)
SenaiNT Language Centre (Timor-Leste)

Sport

Participation and hosting of various international sporting events: Timor Sea Cup, International hockey and Golf, BIMP-EAGA Friendship Games, Darwin to Ambon and Darwin to Dili Yacht Races and the Arafura Games.

Darwin has five international sister cities

Kalymnos, Greece (1982)
Anchorage, USA (1982)
Ambon, Indonesia (1988)
Haikou, P.R. China (1990)
Dili, Timor-Leste (2003)

The Northern Territory has a diverse and young population
With a median age of 32 years and 20% of the population born overseas.

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(Not including private schools)

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<thead>
<tr>
<th>Page</th>
<th>Section Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>04</td>
<td>Chief Minister’s Foreword</td>
</tr>
<tr>
<td>05</td>
<td>The Plan</td>
</tr>
<tr>
<td>05</td>
<td>Vision</td>
</tr>
<tr>
<td>05</td>
<td>Goals</td>
</tr>
<tr>
<td>06</td>
<td>Approach</td>
</tr>
<tr>
<td>06</td>
<td>Team NT</td>
</tr>
<tr>
<td>06</td>
<td>Implementation</td>
</tr>
<tr>
<td>07</td>
<td>Priorities to be achieved by 2021</td>
</tr>
<tr>
<td>07</td>
<td>What Success Looks Like</td>
</tr>
<tr>
<td>08</td>
<td>Goal 1: Grow Partnerships</td>
</tr>
<tr>
<td>08</td>
<td>Actions to Grow Partnerships</td>
</tr>
<tr>
<td>11</td>
<td>Goal 2: Grow Trade</td>
</tr>
<tr>
<td>11</td>
<td>Actions to Grow Trade</td>
</tr>
<tr>
<td>12</td>
<td>Goal 3: Grow Investment</td>
</tr>
<tr>
<td>12</td>
<td>Actions to Grow Investment</td>
</tr>
<tr>
<td>15</td>
<td>Goal 4: Grow Connectivity</td>
</tr>
<tr>
<td>15</td>
<td>Actions to Grow Connectivity</td>
</tr>
<tr>
<td>16</td>
<td>Partner Countries and Region</td>
</tr>
<tr>
<td>21</td>
<td>Distances from Darwin</td>
</tr>
</tbody>
</table>
Australia’s Northern Territory is unique, open, multicultural and absolutely bursting with potential. The Northern Territory is rich in agribusiness, energy, minerals, education, defence and tourism venues with 60,000 years of Aboriginal culture. Live exports are booming, mining is in resurgence and new export opportunities are emerging in soya beans, barramundi, donkeys and prawns. The Northern Territory is the economic capital of northern Australia and we have a plan to grow our economy.

The Northern Territory Government is investing in transformative major projects, smart industries and new economic drivers such as health services, digital technology and solar energy. We welcome partners to the Territory to collaborate on trade, investment and engagement. Partners will benefit from working with a stable, secure, friendly, nimble and proactive government.

Australia’s Northern Territory is an exciting place to live, work, study, invest and trade. We have a dynamic, export-oriented economy with growth opportunities that differ markedly to those in the economies of south eastern Australia. We want to position the Northern Territory as a place not in competition for workers and headquarters with Sydney, but with Singapore.

Right now the Northern Territory Government is moving to transform regional centres, making the Northern Territory a better place to live, work, eat out, have fun, visit and raise families. Alice Springs, in central Australia, will soon be home to a national Aboriginal art gallery and natural history museum. Investment in Katherine, three hours south of Darwin, will make it an inland port of significance and connect the agricultural and pastoral zones of the Northern Territory to the world. Tennant Creek, in the Barkly region, is our gateway to mining and mineral services, and currently 17 mining projects, with a potential to deliver capital expenditure of AUD $6.15 billion, are being considered.

If you want your workers to be happy, healthy and live in the greatest corner of the world, come to the Northern Territory.

HON MICHAEL GUNNER MLA
Chief Minister
THE PLAN

THE NORTHERN TERRITORY GOVERNMENT HAS A PLAN TO GROW THE ECONOMY AND ATTRACT PEOPLE TO VISIT, LIVE, WORK, STUDY, INVEST AND TRADE IN AUSTRALIA’S NORTH.

This plan acknowledges that an outward-looking Northern Territory that engages globally is essential for future prosperity. The International Engagement, Trade and Investment Strategic Plan 2018 – 2021 (the Strategic Plan) has been developed with stakeholders to provide strategic direction on an ambitious international agenda. The Strategic Plan outlines the Northern Territory Government’s vision, goals, priorities and actions for international engagement, trade and investment until 2021.

GOALS

Four strategic goals support the vision and guide the actions of the Strategic Plan. The four goals are:

GROW PARTNERSHIPS
GROW TRADE
GROW INVESTMENT
GROW CONNECTIVITY

The Northern Territory’s competitive advantage includes:

- Proximity to Asia – means the Northern Territory is a preferred go-to-hub for access into Asia and southern Australia.
- Significant land, water and mineral resources – which provides opportunities for green-field development.
- Local expertise – in delivering specialised products and services in tropical, arid and remote locations.
- Collaborative approach – with international partners across initiatives such as the Timor-Leste Bilateral Ministerial Forum and the Brunei-Indonesia-Malaysia-Philippines East ASEAN (BIMP-EAGA) Growth Area Forum.
- A history of investment in transformative infrastructure – such as the Port of Darwin, the Darwin to Alice Springs rail and Charles Darwin University.
- People-to-people relations – across arts, health, research, sports, emergency response, agriculture and education over many years.
- A young and culturally diverse population – with an average age of 32 years and 20% of the population born overseas.

OUR VISION

THE NORTHERN TERRITORY IS THE GATEWAY BETWEEN AUSTRALIA AND INTERNATIONAL MARKETS, WITH STRONG NETWORKS AND INCREASING TRADE AND INVESTMENT ACTIVITY
**APPROACH**

**THE NORTHERN TERRITORY GOVERNMENT WILL WORK WITH PARTNERS TO ACHIEVE THE VISION, GOALS AND ACTIONS SET OUT IN THE STRATEGIC PLAN.**

A partnership approach is the best use of resources and capitalises on the strengths of each party. The private sector leads the creation of greater wealth for the Northern Territory and their cooperation on actions is critical to the success of the Strategic Plan.

To achieve the actions of the Strategic Plan the Northern Territory Government will:

- work with private sector and non-government organisations
- pursue markets where the Northern Territory can capture the greatest value
- act on evidence-based research and market intelligence
- tailor engagement with partner countries and regions
- leverage local multicultural and community group relationships and networks
- work with federal, state, local and international governments
- implement a Team NT approach.

**TEAM NT**

TEAM NT IS A PARTNERSHIP APPROACH WITH THREE KEY ELEMENTS TO PURSUING THE NORTHERN TERRITORY’S ECONOMIC INTERESTS NATIONALLY AND INTERNATIONALLY.

THE THREE ELEMENTS ARE:

- **TEAM NT PHILOSOPHY** RECOGNISES THAT EVERY TERRITORIAN TRAVELLING ABROAD IS AN ADVOCATE FOR THE NORTHERN TERRITORY. ADVOCATES WILL RECEIVE BRIEFINGS AND KEY MESSAGES TO HELP THEM PROMOTE NORTHERN TERRITORY INTERESTS DURING THEIR TRAVELS.

- **TEAM NT EXECUTIVE** HIGHLY EXPERIENCED AND SKILLED INDIVIDUALS WITH STRONG TIES TO THE NORTHERN TERRITORY. TEAM NT EXECUTIVE MEMBERS DELIVER STRATEGIC PROJECTS AND PROVIDE ADVICE ABOUT ECONOMIC DEVELOPMENT, INTERNATIONAL ENGAGEMENT, TRADE AND INVESTMENT BACK TO GOVERNMENT.

- **TEAM NT ADVOCATES** TEAM NT ADVOCATES ARE HIGHLY EXPERIENCED AND SKILLED INDIVIDUALS WITH STRONG TIES TO THE NORTHERN TERRITORY. TEAM NT ADVOCATES WILL RECEIVE BRIEFINGS AND KEY MESSAGES TO HELP THEM PROMOTE NORTHERN TERRITORY INTERESTS DURING THEIR TRAVELS.

- **TEAM NT JOINT MISSIONS** GOVERNMENT, BUSINESS, INDUSTRY AND COMMUNITY LEADERS WILL PLAN AND DELIVER COORDINATED VISITS TO TARGET MARKETS.

**IMPLEMENTATION**

The Northern Territory Government will work collaboratively with local and international industry, governments, communities and businesses to deliver the actions in this International Engagement, Trade and Investment Strategic Plan 2018 - 2021. Progress against actions will be monitored by the Jobs Sub-Committee of Cabinet, CEO Jobs Standing Committee of COORD and an annual Strategic Plan progress report will be released publicly.
PRIORITIES TO BE ACHIEVED BY 2021

- Implement Team NT to drive Government’s strategic agenda with an emphasis on economic development.
- Establish branding and marketing strategy to promote the Northern Territory as the place to live, work, study, invest, trade and do business.
- Increase direct international air links, specifically with eastern Indonesia and southern China.
- Increase Chinese and Singaporean visitor numbers to the Northern Territory.
- Attract more international students to study in the Northern Territory.
- Sign a strategic partnership agreement with the Timor-Leste Government.
- Attract new major projects.
- Deliver the Arafura Games.
- Engage in India and develop a strategy for incremental trade growth.
- Strengthen engagement with eastern Indonesia.
- Increase trade, engagement and investment activity with Rizhao and Shandong, China.
- Be the leader in resources, education, health, tourism and defence services sectors within the region.
- Deliver the “One Road to Asia” initiative in cooperation with the South Australian Government.
- Deliver a pipeline of Northern Territory Government facilitated investment projects.

WHAT SUCCESS LOOKS LIKE

Success for the Northern Territory in international engagement, trade and investment will include:

- Increased numbers of Northern Territory businesses exporting.
- Increased value of Northern Territory exports.
- Increased range of goods and services traded internationally, particularly with eastern Indonesia, Timor-Leste and China.
- Direct air links with eastern Indonesia and China.
- Priority partners attend the Arafura Games and the Games is recognised as an important regional sporting event.
- International and Australian companies see the Northern Territory as a preferred go-to-hub for regional projects and supply and service into Asia.
- Increased trade and investment activity from inbound and outbound missions.
- Improved regional capacity in areas of mutual interest such as emergency response.
- Retention of existing and attraction of new foreign and domestic investment.
- International and domestic investors recognise the benefits of the Northern Territory’s proactive investment support.
- The Northern Territory’s supply and service capabilities are highly sought after internationally.
GOAL 1: GROW PARTNERSHIPS

CONSOLIDATE AND EXPAND OUR ENGAGEMENT WITH INTERNATIONAL PARTNERS.

DELIVER CAPACITY BUILDING PROGRAMS IN HEALTH, DISASTER RECOVERY, EMERGENCY SERVICES, PRIMARY INDUSTRIES, EDUCATION, ARTS AND CULTURE.

DELIVER THE ARAFURA GAMES IN 2019.

ACTIONS TO GROW PARTNERSHIPS

1.1 Further develop collaborative and influential relationships with international partners through a coordinated program of engagement, visits, exchanges, events, research, diplomatic delegations and agreements.

1.2 Deliver the Arafura Games to leverage the cultural, economic and social benefits of an international sporting event.

1.3 Use in-country international engagement, trade and investment representatives to support Northern Territory priorities.

1.4 Develop and strengthen Asian language and cultural engagement skills through learning institutions and by working with multicultural communities in the Northern Territory.

1.5 Refresh the Northern Territory Defence and National Security Strategy, including enhanced regional information to promote opportunities for defence facilities in the regions.

1.6 Encourage collaboration between health research institutions to attract partnerships and investment from national agencies, international governments and institutes.

1.7 Continue to lead, mentor and collaborate on Australia’s disaster preparedness and response capability with international stakeholders.

1.8 Grow existing and establish new partnerships between Northern Territory schools, vocational education and training, and higher education providers and overseas counterparts.

1.9 Collaborate with public and private sector, multicultural and social services bodies and representatives of foreign governments to enhance attraction of overseas migrants and continue to lobby the Australian Government for special working and immigration visa categories.

1.10 Continue to work with agribusiness industry stakeholders and the Australian Government to facilitate market access for Northern Territory produce.
THE NORTHERN TERRITORY – A DYNAMIC REGION RICH WITH POTENTIAL
WORLD CLASS AGRICULTURE AND AQUACULTURE
GOAL 2: GROW TRADE

LEAD HIGH-LEVEL INTERNATIONAL ENGAGEMENT MISSIONS FOR NORTHERN TERRITORY BUSINESSES.

WORK ONE-ON-ONE WITH NORTHERN TERRITORY BUSINESSES TO RESEARCH, IDENTIFY AND PURSUE EXPORT OPPORTUNITIES.

BUILD THE CAPABILITY AND CAPACITY OF NORTHERN TERRITORY EXPORTERS.

ACTIONS TO GROW TRADE

2.1 Support businesses to: grow domestically and internationally; attract skilled and semi-skilled workers to address labour gaps, and; increase volume and value of goods and services exported.

2.2 Work with high growth potential Northern Territory exporters to expedite their growth through supported capability development.

2.3 Partner with Austrade and other Australian government, state and local government agencies to support trade for Northern Territory businesses.

2.4 Support and promote research and innovation partnerships between institutions and the private sector that inject new technologies and systems into our goods and services sectors to develop higher value products.

2.5 Grow international visitors to the Northern Territory, through marketing and developing niche market and product segments such as working holiday makers, cruise, luxury, bushwalking, birdwatching, mountain biking, fishing, sporting events, cultural experiences, international study groups and military personnel.

2.6 Develop an International Education and Training Strategic Plan.

2.7 Work with stakeholders in arts and culture to develop a Creative Industries Strategy that will support innovation, identify domestic and global audiences and markets and build capacity to grow a creative economy.

2.8 Advocate expansion of trade for Northern Territory businesses and support for overcoming trade barriers through government-to-government engagement.

2.9 Partner with foreign governments and businesses to identify market opportunities in third countries and invest to meet demand through activating joint production and branding advantages.
GOAL 3: GROW INVESTMENT

LEVERAGE THE NORTHERN TERRITORY’S ECONOMIC DEVELOPMENT FRAMEWORK, INFRASTRUCTURE STRATEGY AND 10-YEAR INFRASTRUCTURE PLAN FOR INWARD INVESTMENT.

WORK WITH INDUSTRY TO IDENTIFY AND HELP ADDRESS GAPS AROUND SCALE AND SUPPLY TO ATTRACT INVESTMENT.

ACTIONS TO GROW INVESTMENT

3.1 Co-develop and co-deliver an overarching Northern Territory branding and marketing strategy to promote the Territory – including regional destinations – as places to live, work, visit, study, invest, trade and do business.

3.2 Develop a Northern Territory Investment Attraction Policy to secure Northern Territory competitiveness in leveraging private sector business and infrastructure investment.

3.3 Drive exploration and growth in the resources sector by providing pre-competitive geoscience data to industry and proactively promoting the Northern Territory’s resource potential and investment opportunities.

3.4 Raise the profile of the tropical health and research industry in the Northern Territory to assist in attracting national and international investment.

3.5 Attract major gas and other corporations to establish regional or national headquarters in Darwin.

3.6 Promote and facilitate investment across key markets, including international education and training and defence, and actively engaging priority countries including annual business roundtables.

3.7 Development and distribution of in-language information about the Northern Territory’s resources investment opportunities, and guidance materials to assist international investors to understand the Northern Territory’s business and investment environment.

3.8 Attract and facilitate investor interest in new agribusiness developments in the Northern Territory.

3.9 Grow business development capabilities to enable proactive researching, prospecting and qualifying of investment prospects.

3.10 Develop and deliver a pipeline of Northern Territory Government facilitated projects to leverage private sector investment in economic and iconic infrastructure and major projects.

3.11 Explore and introduce innovative and alternative models for infrastructure financing and funding.
ALL INVESTORS ARE WELCOMED AND ENCOURAGED TO EXPLORE INVESTMENT OPPORTUNITIES
A UNIQUE LOCATION AND GLOBAL TOURIST DESTINATION
GOAL 4: GROW CONNECTIVITY

SUPPORT INFORMATION, COMMUNICATIONS AND TECHNOLOGY INNOVATION TO PROMOTE BUSINESS CONNECTIVITY.

SUPPORT THE INCREASED USE AND EXPANSION OF AIR AND SEA PORTS, AND GAS PIPELINE INFRASTRUCTURE BY THE PRIVATE SECTOR TO MEET THE NEEDS OF EDUCATION, TOURISM, AND EXPORT AND INVESTMENT GROWTH ACROSS THE NORTHERN TERRITORY.

SUPPORT THE ESTABLISHMENT OF INCREASED DIRECT INTERNATIONAL AVIATION AND SHIPPING SERVICES TO THE NORTHERN TERRITORY.

PROMOTE THE NORTHERN TERRITORY AS A FREIGHT AND LOGISTICS HUB FOR AUSTRALIA AND ASIA.

ACTIONS TO GROW CONNECTIVITY

4.1 Support the increased use and expansion of air and sea ports, rail infrastructure and gas pipeline infrastructure by the private sector to meet the needs of export and investment growth across the Northern Territory.

4.2 Support the establishment and growth of international aviation and shipping services to the Northern Territory, with a focus on direct air links with eastern Indonesia and southern China.

4.3 Position the Northern Territory as a freight and logistics hub for northern Australia and Asia, including exploring customs pre-inspection arrangements with key international trading partners.

4.4 Promote and facilitate investment in the Katherine Agribusiness and Logistics Hub.

4.5 Support the development and implementation of a Territory-Wide Logistics Master Plan.

4.6 Implement the Northern Territory 10-Year Infrastructure Plan.

4.7 Work with the South Australian Government under the South Australia-Northern Territory Partnership Agreement and the “One Road to Asia” initiative.

4.8 Work with the Australian Government to improve access to reliable high quality and high speed internet and mobile coverage.

4.9 Investigate construction of new strategic rail connections to support new mining and agribusiness opportunities in the regions.
Northern Territory historic trading partners include Japan, the United States of America, China, the United Kingdom, Thailand and Indonesia. The Northern Territory welcomes partners from key and emerging markets with similar interests and objectives.

Eastern Indonesia is an emerging trade and investment market and the Northern Territory’s continued involvement in BIMP-EAGA and the Timor-Leste-Indonesia-Australia Sub-Regional Economic Development Forum demonstrates commitment to further development in this important region.
The Northern Territory’s links to China date back centuries through the Maritime Silk Road and trading Trepang via Makassan seafarers to China and continue today across all facets of society. The Northern Territory will build on these established relationships to grow trade in clean and green products and services and unique tourism experiences, facilitated by direct air links.

The Northern Territory Government will continue to work with stakeholders from a range of regions and countries to further trade, engagement and investment as outlined on the world map below.
China and the Northern Territory have a long and colourful history of trading and cultural links which dates back centuries. China is complex and to ensure successful engagement a targeted approach is required. Current collaborations include: eight sister school relationships in Anhui, cooperation agreement with China Mining Association, and the Landbridge Group, a Chinese company based in Rizhao, holding the lease to operate both Darwin’s commercial port at East Arm and the cruise and naval ship terminal at Fort Hill Wharf. The Northern Territory maintains key relationships with China at a provincial and city level, these being:

- Anhui - Anhui Sister Province Agreement, 1995
- Hainan - Haikou Sister City Agreement, 1990
- Shandong - Rizhao Municipal Government Friendship Agreement, 2016
- Sichuan Province (including Chong Qing).

As near neighbours, the Northern Territory and Timor-Leste maintain a unique and close relationship based on economic, political and community ties. Linkages between Darwin and Dili go back many decades, prior to the independence of the Democratic Republic of Timor-Leste. The Northern Territory and Timor-Leste have collaborated across sport, education, health and public sector capacity building. The Northern Territory and Timor-Leste will strengthen these activities through a comprehensive plan for future engagement, priority sectors are:

- Diplomacy and engagement
- Trade, investment and agribusiness
- Education
- Minerals
- Tourism, sports, arts and culture
- Health and emergency services.
The Northern Territory’s history with Indonesia dates back centuries, when Australian Aboriginal people traded with Makassan seafarers and established trade routes, which stretched through Indonesia and northwards to China. The Northern Territory has key sectorial relationships with Indonesia, these being: government relations, agribusiness, minerals and energy, education, sport and capacity building. The key regional focus areas are:

- Jakarta – Live export trade, Conference of Australian and Indonesian Youth, education exchange since 1974, Northern Territory Cattlemen’s Association Indonesia Australia Pastoral Program
- Kalimantan – Livestock sector development program, oil and gas

Similar to China, India is a large country and any engagement efforts need to be focused. Engagement in India is new for the Northern Territory so the initial focus will be on a number of existing connections through the Northern Territory diaspora, a small number of international students and relatively small-scale trade links in education and agribusiness.

A strategic approach to engagement with India is required to ensure maximum benefit from effort. Northern Territory opportunities that exist with India are: international education and training, minerals and energy, tourism, and agribusiness sectors. As a priority, the government will develop a plan for its targeted approach to India focusing on specific states and union territories.
## Distances from Darwin

<table>
<thead>
<tr>
<th>City</th>
<th>Distance</th>
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<tbody>
<tr>
<td>Dili</td>
<td>722 KM</td>
</tr>
<tr>
<td>Denpasar</td>
<td>1760 KM</td>
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<td>2600 KM</td>
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<td>Jakarta</td>
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March 2018.
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