

Opportunities for International Investment and Trade – What Austrade Can Offer

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22nd October 2014

www.austrade.gov.au



Australian Government

Austrade



Updated 4 March 2014

Austrade's role

Austrade's role is to advance Australia's international trade and investment by:

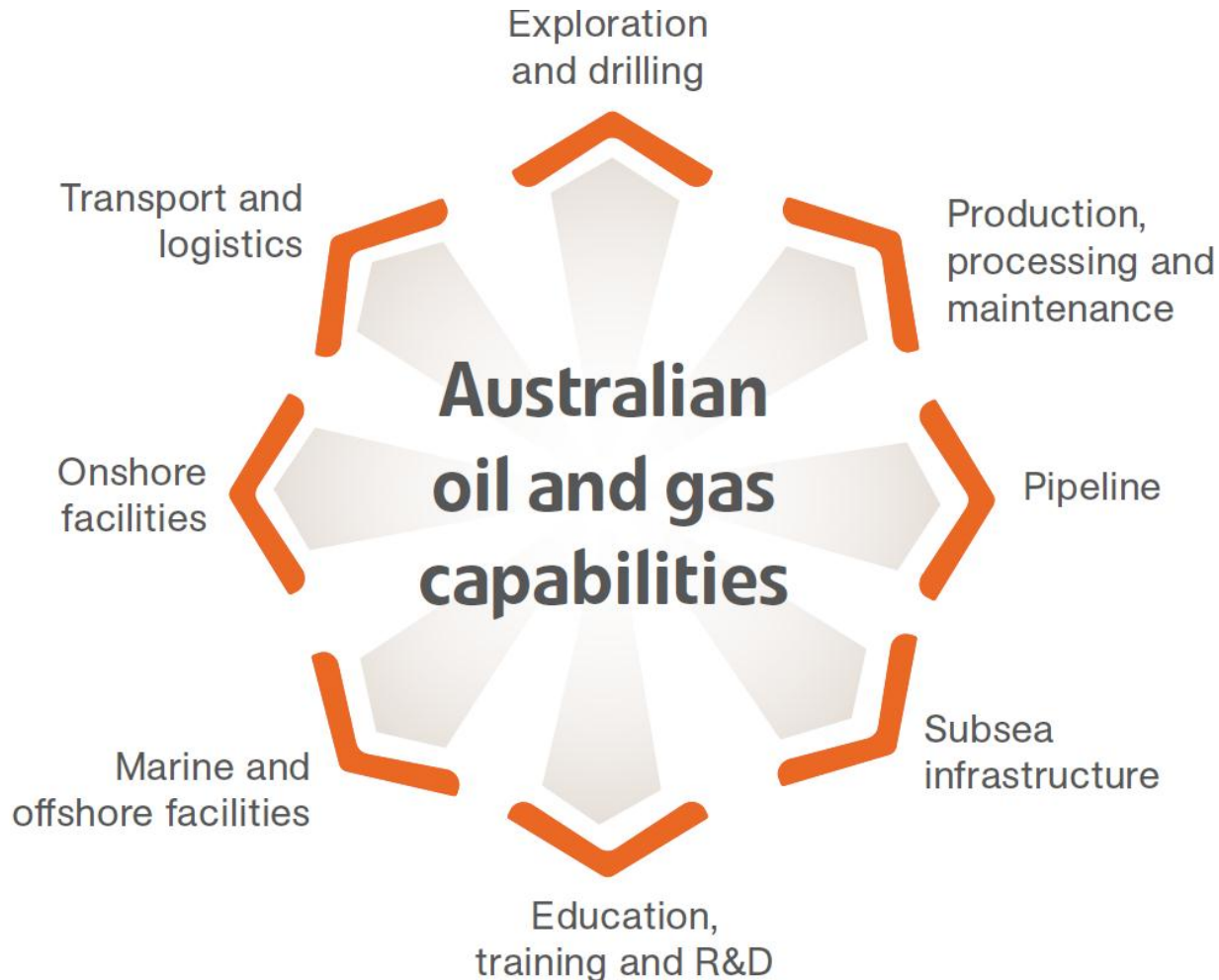
- **Provide coordinated government assistance to attract productive foreign direct investment (FDI) into Australia.** Facilitating:
 - New companies conducting exploration or delivering services
 - International investment into existing businesses
- **Help Australian companies to grow their business internationally**
 - International promotion and support
 - Export Market Development Grants
- **As part of the Federal Government agenda**
 - Red tape reduction
 - Broader economic policy settings
 - Improve market education

Austrade's network



August 2014

Australian Oil and Gas technologies & services



Why is Austrade here

- Support the delivery of economic benefits from the Cooper Basin and leverage the learnings across the country
- Increase our understanding of the gaps in the supply chain and the regulatory issues facing operators and suppliers
- Identifying opportunities to take to International investors for the benefit of Australian economy
- Meet with domestic businesses that are considering International expansion

How Austrade adds value

- Identifying and introducing International investors to **opportunities – projects and service providers** (identified in conjunction with the various States)
- Promoting greenfields and reinvestment opportunities for International R&E companies
- Identifying and assessing overseas commercial **opportunities** for the benefit of Australian businesses
- Providing access to **networks** of key decision makers, customers and contacts
- Providing **information and insight** that will assist firms to achieve their objectives
- Ability to leverage the '**badge of Government**' for the benefit of Australia

Oil and Gas Assistance

Industry Specialists

- Trade Commissioners & Business Development Managers in major oil and gas markets who keep up to date with specific country industry information

Industry Events

- Events include international exhibitions, oil and gas missions, market briefings, customer visits.

Tailored Services

- Specific tailored research to assist oil and gas companies enter, expand and compete in overseas markets.

Tailored Trade Services

Help with International Market Selection

- Assessing market potential, barriers and regulations

Identification of relevant International contacts

- Potential buyers, partners, agents/distributors, key Government contacts, service providers & regulatory agencies

Market Entry & Expansion

- Market & promotional advice, introductions for establishing a business, international competition information, appointment programs, business matching at trade shows

Tailored services are available at a fee.

Austrade's Activities

- Currently dealing with > 400 O&G companies
- Investment – facilitated experienced companies from mature markets to enter and invest in Australia. E.g.
 - Upstream exploration
 - Valves, components and equipment suppliers
 - Engineering companies
 - Safety training organisations
- Trade > 90 O&G companies have participated or been supported in International trade endeavours

Online resources – austrade.gov.au

- **Assess your export readiness** using Austrade's International Readiness Indicator
- **Market profiles** – more than 84 country/export market profiles
- **Find out about events** in Australia and overseas
- **Australian Suppliers Database** – join over 10,000 Australian companies in this directory accessed by potential customers throughout the world - listing is free of charge
- **Export Update** – subscribe to a free monthly newsletter to receive the latest in export news and events

Austrade Resources and Energy Contacts

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