

**Interactive Sessions on  
"BUSINESS OPPORTUNITIES IN AUSTRALIA"**

**BANGALORE: JUNE 07 and OCTOBER 27, 2006**

**BACKGROUND**

The workshop was conducted by the Eximius Centre (EC) in association with Invest Australia on June 07, 2006 and October 27, 2006. Invest Australia (IA) which is the investment promotion agency of the Australian Government, promotes foreign direct investments into the country. The objective of the programme was to interact with Exim Bank's existing and prospective clients in order to present the advantages of Australia as an investment destination, and to attract direct investments from India. On an average, 30 participants from medium sized externally oriented companies attended each of the programmes.

**FACULTY**

1. Ms. Sandra Fox, Senior Investment Manager, IA (June 07, 2006)
2. Mr. Jarrod Mander, Investment Manager, South Asia Pacific, IA (October 27, 2006)

**TOPICS COVERED**

1. Overview of Australia as an investment destination;
2. Investment Opportunities;
3. Role of Invest Australia

**GIST OF TOPICS**

**1. Overview of Australia as an Investment Destination**

Australia is a sophisticated, modern economy that offers business a wealth of opportunity. With almost half of global trade focused in the Asia-Pacific region, Australia is fast becoming the preferred business base for many companies all over the world.

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The Australian economy has been ranked 9<sup>th</sup> globally in overall competitiveness in 2005 and third in the Asia Pacific region. Services account for almost 80% of Australian economic activity. In 2004, Australia was the second largest recipient of foreign direct investment (FDI) in the Asia Pacific region, after China. Major reforms in labour, business taxation, and competition & protection policy, are some of the key factors in attracting FDI into Australia. Australia's overall business environment is marked by the following features:

- World's most resilient economy with robust economic growth reflected in S&P's 'AAA' credit rating;
- Strong economic fundamentals: low inflation, low unemployment, and strong business confidence;
- Multi-racial and multi-cultural work environment;
- High labour productivity, and assured availability of highly skilled workers for industry;
- Low industrial disputes record with restrained wage growth;
- Greater availability of scientists and engineers than Singapore, Germany and the UK;
- Ranks among the top ten countries in the world, and second in the region, in patent and copyright enforcements.

Other advantages include:

- Advantageously placed in time zone covering Europe, USA and Asian markets;
- Stable, sophisticated and competitive telecom infrastructure;
- Powerful research institutions and industry clusters;

Australia is one of the largest and most highly developed market places for financial services in the Asia Pacific region with an annual turnover of A\$69 trillion. It is the seventh biggest foreign exchange market, and has the

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fourth largest investment funds asset pool in the world at US\$648 billion. The Australian Stock Exchange is the ninth largest in the world.

With over 24000 ICT businesses registering revenue in excess of A\$80 billion, Australia is 4th largest ICT market in the Asia Pacific, and 12<sup>th</sup> largest in the world. Many of the world's largest ICT firms including Microsoft, Oracle, Sun, Cisco and IBM are active in Australia. Indian IT firms present in Australia are TCS, Satyam, Wipro, Infosys, HCL and Polaris.

### **2. Investment Opportunities**

The identified industry sectors currently targeted for foreign direct investment include:

- a) Clean coal technology;
- b) Energy;
- c) Mining technology;
- d) Automotive and automotive component manufacturing;
- e) Shared services;
- f) Information & Communication Technology;
- g) Film production;
- h) Biotechnology/Pharmaceuticals;
- i) Healthcare.

### **3. Role of Invest Australia (IA)**

IA is the Australian Government agency that facilitates international companies to establish business in Australia. IA is the first point of contact for all investment queries, offering free, comprehensive and confidential assistance, thereby saving time and money. IA offers a range of services to investors such as:

- Connecting with the right industry and government contacts;
- Comprehensive information on business environment, investment regulations and government programmes;
- Tailor-made information on business costs, skills availability, taxation and research and development opportunities;

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- Expert advice from industry specialists on Australia’s industry capabilities and strengths;
- Identification of potential investment opportunities in Australia;
- Site visits to identify suitable locations for industry;
- Business matching to link with potential joint venture partners;
- Streamlining project approvals processes;
- Facilitating major projects;
- Supported skills programme;
- Strategic investment coordination.

IA has now opened India offices in Mumbai and New Delhi to assist Indian investments into Australia. Details are available on the website [www.investaustralia.gov.in](http://www.investaustralia.gov.in)

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