Showcasing Indigenous Business

Senator the Hon. Simon Birmingham
Minister for Trade, Tourism and Investment

Bangarra Dance Theatre
Indigenous Excellence

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to Northern Australia

Connecting DFAT’s diplomatic network to Australian business
Welcome to the ‘Showcasing Indigenous Business’ edition of business envoy, a quarterly publication by the Department of Foreign Affairs and Trade (DFAT) that connects Australian business with insights from the Government’s global diplomatic network.

Today, the Indigenous business sector is one of the fastest growing in Australia. Around 12,000-16,000 Australian businesses are Indigenous-owned, and Indigenous self-employment rates suggest this number will grow by around 2,200 by 2026.

This edition seeks to highlight the positive outlook for Indigenous businesses by showcasing some of the great success stories.

On the cover, we feature Bangarra Dance Theatre, which is celebrating its 30th year of sharing the beauty and power of traditional stories with audiences in more than 70 countries around the world.

Also profiled is emerging success story Gulkula Mine, in remote North East Arnhem Land. It is the first fully-Indigenous-owned and managed mine in Australia. Gulkula sent its first shipment of bauxite to China in May, and is creating job opportunities in many communities within Arnhem Land.

Australia’s first mandatory Indigenous Procurement Policy (IPP) is also playing a role. Commonwealth departments have purchased over $1.084 billion worth of goods and services from over 1,000 Indigenous-owned businesses since the policy was introduced in 2015.

DFAT started its journey with MessageStick in 2011, one of the first times a Commonwealth agency had engaged an Indigenous business under a Commonwealth Procurement Rule exemption.

More recently, DFAT has driven opportunities for Indigenous suppliers in the Australian aid program, with i2i Development Projects part of an expansion of the Pacific Mobility Program.

In the 2017-18 financial year, the foreign affairs and trade portfolio had 178 new and continuing contracts with 47 Indigenous-owned businesses around Australia worth $12.14 million.

This edition also highlights initiatives available to support Indigenous business, including the Liberal-National Government’s Indigenous Business Sector Strategy, the foreign affairs and trade portfolio’s Charter on Promoting the Interests of Indigenous Australian Businesses Overseas, and the Business Council of Australia’s Raising the Bar initiative.

I trust you will find this edition interesting and informative. Thank you to all contributors for sharing your personal insights.
The Department of Foreign Affairs and Trade acknowledges and pays respect to the traditional custodians of the land on which the Department is located. The Department also acknowledges Aboriginal and Torres Strait Islander peoples and recognises their contributions to the Department’s representations of Australia to the world.

On the cover

Cover and above: images courtesy of Tell-a-Tale Studios. © Bangarra Dance Theatre
Right: Stephen Page

As a proud descendant of the Nunukul people and the Munaldjali clan from Queensland, Stephen Page grew up with a strong connection to his country and ancestors.

Page is determined to keep the traditional stories of Aboriginal and Torres Strait Islander people alive for the next generation and to share their beauty and power with the rest of Australia and the world.

A classically-trained dancer himself, Page has served as Artistic Director of Bangarra Dance Theatre – Australia’s leading Aboriginal and Torres Strait Islander performing arts company – since 1991.

The stories that Bangarra tell are drawn from across Australia and reflect the tremendous diversity of Aboriginal and Torres Strait Islander traditions and cultural practices.

Bangarra and the Australian Government have been partners in promoting Aboriginal and Torres Strait Islander culture and excellence for decades. When touring overseas, Bangarra often works closely with Australian embassies in arranging its performances and cultural exchange workshops.

Bangarra recently embarked on an extensive international tour in India and Japan, which included a range of First Nations cultural exchange opportunities and a major free outdoor performance in New Delhi as part of Australia Fest.

To complete the tour in November, the company performed as the centrepiece and concluding highlight of the Australian Government’s Australia now program at the Saitama Arts Theater in Japan.

The company also engages Indigenous peoples around the world, which helps forge links between Indigenous groups.

In India, the company delivered a variety of community engagement opportunities with Indigenous groups across the country.

Cultural activities like this help build audiences for Australian artistic work and add to our international influence.

‘Traditional culture, told through stories, through the myriad of mediums, is a great way to imprint a true identity about who we are as Australia,’ Page says.

Indigenous Tourism Surge

Tourism is Australia’s largest services export industry, accounting for around 10 per cent of our total exports. In the year ending June 2018, international visitor arrivals to Australia reached over 9 million for the first time, while the tourism spend exceeded $42 billion.

Australia’s Indigenous culture is a key point of differentiation in today’s highly competitive international tourism market. The latest data from Tourism Research Australia shows more people than ever are choosing to experience the beauty and splendour of the world’s oldest continuous culture.

Recent visitor trends

An Indigenous tourism visitor is one who participates in at least one Indigenous tourism activity during their trip. The number of international tourists taking part in at least one of the categories of Indigenous tourism activities of visiting an Aboriginal site or community, experiencing an Aboriginal art or craft or cultural display, or attending an Aboriginal performance, has increased by over 40 per cent since 2013.

The number of Indigenous tourism visitors has surged by an average 9 per cent per year since 2013. In 2013, 679,000 visitors participated in an Indigenous tourism activity. By last year the number had grown to 963,000.

Asian tourists are driving the segment’s popularity. As a source market, Thailand has increased by an average 34.2 per cent per year since 2013, while India and Indonesia have expanded by 29.1 and 23.4 per cent per year, respectively. The United States (up 12.4 per cent per year) and Scandinavia (up 17.3 per cent per year) also grew strongly as source markets.

Expenditure by Indigenous tourism visitors is also on the rise, up by 8 per cent per year, on average, since 2013.

Experiences

Experiencing an Aboriginal art or craft or cultural display was the most popular activity among Indigenous tourism visitors last year. In 2017, a total of 47 per cent of these visitors saw an art, craft or cultural display, 29 per cent attended a dance or theatre performance, 27 per cent visited a cultural centre, 25 per cent a gallery, and 21 per cent a site or community. In addition, 14 per cent purchased craft or souvenirs to take home.

Destinations

Among regional areas, the highest proportion of international Indigenous tourism visitor nights were recorded in the Lasseter tourism region (88 per cent), followed by MacDonnell (86 per cent), Litchfield Kakadu Arnhem (75 per cent), Katherine Daly (66 per cent) and Alice Springs (57 per cent).

Tourism regions outside of the Northern Territory with a high proportion of international Indigenous tourism visitor nights were the Barossa (64 per cent), Outback New South Wales (55 per cent), Flinders Ranges and Outback South Australia (48 per cent).

Type of holiday

Around 25 per cent of international Indigenous tourism visitors arrived on a package tour in 2017, with the number increasing 11.5 per cent from the previous year. Among visitors from Japan and China, 59 and 44 per cent travelled on package tours.

Image courtesy of Tourism Australia
In 2017, 64,000 people from China, 35,000 from the United States, 28,000 from Japan, and 26,000 from the United Kingdom travelled on package tours that involved Indigenous tourism events or activities.

**Accommodation**

Most international Indigenous tourism visitor nights were spent in rented accommodation (36 per cent), or at a friends or relatives’ property (19 per cent). Visitors also chose to stay in hotels (13 per cent of nights), other private accommodation (11 per cent of nights), or backpackers’ hostels (11 per cent of nights).

International Indigenous tourism visitors used a variety of accommodation types during their trips.

The most popular was staying at hotels or motels (64 per cent), a friends or relatives property (35 per cent), backpacker or hostel accommodation (19 per cent), rented private accommodation (17 per cent) and other private accommodation (14 per cent).

Visitors often used more than one type of accommodation on their trip.

Tourism Research Australia produces quarterly results from the International Visitor Survey, the data source for this article, as well as trends and forecasts of international visitor activity. For more on Tourism Research Australia and its products see: www.tra.gov.au

In 2017, Australia’s 963,000 international Indigenous tourism visitors:
- spent a total of 45 million visitor nights and $7 billion dollars in Australia
- stayed longer than other international visitors (average of 45 compared to 31 nights)
- spent more per trip than other international visitors (average per visitor of $7,286 compared to $4,792).

They represented:
- 12 per cent of total international visitors
- 17 per cent of total international visitor nights, and
- 17 per cent of total international tourism expenditure in Australia.
Half a century on: Australia Now 2018 rekindles Japan’s passion for Indigenous art

Richard Court AC, Australia’s Ambassador to Japan

Ever since the first Aboriginal art exhibition appeared in Tokyo in 1965, Japan has been fascinated with Australia’s ancient yet modern Indigenous cultures. It’s a fascination I’ve been proud to see grow this year as Australia’s First Peoples have taken a starring role in the Australia now 2018 program. Performances by Yorta Yorta soprano Deborah Cheetham AO, actor Uncle Jack Charles and Ilbijerri Theatre, yidaki (didjeridu) master Djalu Gurruwiwi and Bangarra Dance Theatre have introduced a new generation of Japanese to previously unfamiliar aspects of Aboriginal and Torres Strait Islander culture.

Bangarra’s connection with land and history resonates strongly in Japan, a country which prizes both connection to place and storytelling.

Over the past eight months, Australia now has shared many stories, connecting everyone from young rare cancer researchers and agri-tech entrepreneurs, to short film lovers and architecture fans from Australia and Japan.

We have been honoured to welcome over 200 Australians to Japan as part of the program, representing Australia’s vibrant science, technology, agriculture, medical, financial, sporting, artistic, music and hospitality sectors.

In a year of highlights, it’s hard to name but a few, but over 40,000 Japanese visitors would agree they saw something special at the first overseas premiere of Yidaki: Didjeridu and the Sound of Australia exhibition, presented by the South Australian Museum in partnership with the National Museum of Australia. As part of the exhibition, Djalu Gurruwiwi reconnected with his former student and Japanese Yidaki virtuoso GOMA, a reunion concert few present will forget.

In November, eighteen of Australia’s leading Aboriginal and Torres Strait Islander dancers took to the stage in one of Japan’s top contemporary dance venues to present their unique and soul-stirring work, forged from over 65,000 years of Australian history and storytelling. Bangarra Dance Theatre’s first tour to Japan in over 10 years marks a remarkable return of Australian Indigenous dance to Tokyo, and a fitting finale to the Australia now 2018 program.

Australia now has featured 40 major programs and 220 separate events across 28 Japanese cities and prefectures. Over 420,000 Japanese had a direct experience of one of those events.

Australia and Japan already enjoy a strong relationship, based on common values and interests. Presenting Australia in new and positive ways deepens and expands perceptions of Australia and adds to the ever-richer tapestry of our connection.

I’m proud that Australia now 2018 has achieved this through a true ‘Team Australia’ approach, bringing together program and corporate partners to present the depth, diversity and complexity of contemporary Australia and the modern Australia-Japan relationship.

The meetings between Australians and Japanese fostered through Australia now 2018 could be said, in Japanese, to be “ichi-go, ichi-e”, meaning that their brief uniqueness is to be cherished forever.

But as Australia now moves to ASEAN next year, the collaborations fostered this year will have a lasting impact, especially as we continue to deepen our strategic and trade relationship with Japan.

And with Japan soon to host the G20, Rugby World Cup, Olympic and Paralympics, there are ever more reasons to believe our relationship will only continue to grow.
Gumatj Corporation delivers first shipment of bauxite to China

Northern Territory Office, Department of Foreign Affairs and Trade

Gumatj Corporation, an Aboriginal-owned corporation from Nhulunbuy, Arnhem Land, is achieving great outcomes for the local community, including in the future of mining.

Klaus Helms, CEO of Gumatj Corporation, spoke to DFAT’s Northern Territory Office about the commencement of a 100 per cent Indigenous-owned training centre and mining operation. The partnership with business and both the Commonwealth and Northern Territory Governments, “was a major step forward in building a sustainable future for local Yolngu people,” Helms says.

“With Rio Tinto’s support, Yolngu people can receive on-the-job training at the Gumatj mining operation. The skills they develop will open up opportunities for them to build careers in the mining industry in the Northern Territory and beyond.”

The first shipment of bauxite took place on 13 May 2018 and has started generating economic benefits for the local region. Mr Helms says more Indigenous jobs will be provided as Gumatj Corporation now also has a haulage contract to move the bauxite from Gulkula mine to the Rio Tinto crusher.

Linda Murry, Rio Tinto’s General Manager, Nhulunbuy, said Rio Tinto was very pleased to see this local partnership evolve and for the company to take on the role of customer of the Gulkula mine. “Rio Tinto is committed to supporting initiatives to ensure the sustainability of the Northeast Arnhem Land community into the future.”

http://www.gumatjcorporation.com/
Outback Global

Jasmin Herro embodies the 2018 NAIDOC theme, ‘Because of her, we can.’ Born in Cairns, Jasmin Herro comes from a Torres Strait Islander background. She has always been entrepreneurial – from an early age she was selling mandarins from a box out the front of her father’s service station.

Today she is the CEO and founder of Outback Global – a strategic sourcing company that provides procurement solutions to corporate and government organisations, including uniforms, workwear, promotional merchandise and other business products.

Since founding the company five years ago, Herro has built an extensive trade network across Asia and the Pacific and has offices in China and the United States.

Herro’s latest business venture is the 240-piece Indigenous-branded stationery range Tjindgarmi (Jind jar mee) for business and Teter Mek for educators. Both are available exclusively through OfficeMax and Winc.

The Teter Mek arts and crafts range for educators includes children’s storybooks. Teter Mek and the Mystery of Pearl Shell Island and Teter Mek and the Stolen Crocodile Eggs are two of nine storybooks Herro has produced so far. Aimed at primary school years 4, 5 and 6, each storybook comes with a curriculum–aligned workbook, the first of which was released in November 2018.

A portion of the profits from the sales of Tjindgarmi and Teter Mek products is donated to the Teter Mek Foundation. The foundation creates educational resources to encourage children from all backgrounds (including non-Indigenous Australians) to find out about and connect with their local Aboriginal and Torres Strait Islander communities.

“My purpose for embarking on the Teter Mek project was to help my children with their Indigenous identity,” says Herro. “I believe if we can make a positive change to the way the millions of non-Indigenous Australians feel about Aboriginal and Torres Strait Islander people, arts and culture – that would leave a lasting impact.

“The success of projects like Teter Mek only come about when you find others who share your values and beliefs, build strong relationships based on trust and surround yourself with those who believe in your dreams.”

Herro has added to her depth of business knowledge by attending supplier diversity events. In 2015, she joined a trade delegation to Canada with then Trade and Investment Minister Andrew Robb. While in North America, she also attended the 2015 Reservation Economic Summit in Las Vegas, held by the National Center for American Indian Enterprise Development.

Herro has been recognised for her business success with several business awards. These include being named a 2014 AFR/Westpac – 100 Women of Influence, a 2014 Melbourne Business School – Outstanding Recent Alumnus, and a Supply Nation award winner in 2013, 2014 and 2015.

Herro, however, doesn’t rest on her laurels. By maintaining her businesses and continuously looking for new ideas, she strives to inspire future generations of women and girls to harness their talents and create businesses based on solid commercial ideas.

outbackglobal.com
tetermekfoundation.org
Gilimbaa

David Williams is a Wakka man and co-founder of Gilimbaa.

Gilimbaa is a full-service creative agency that specialises in Indigenous communication through the education, preservation and celebration of culture and community. In operation for over 10 years, Gilimbaa is built on the fundamental understanding that innovation comes from collaboration.

Gilimbaa’s great joy is in forming strong partnerships and working hand in hand with communities and clients to achieve lasting creative impacts.

Gilimbaa’s clients include the planning committees for the 2014 G20 Summit in Brisbane and the 2018 Gold Coast Commonwealth Games. It created artwork motifs for the Commonwealth Games that stretched across many facets, including the athletes’ uniforms.

The agency has also developed artwork and designs for Australia Post, Qantas, Kmart Australia and Lendlease; and educational animations for state, territory and federal governments.

It has also delivered cultural programs and speaking engagements in China, Laos, Spain, Thailand and the United States as part of the Department of Foreign Affairs and Trade’s public diplomacy program.

Co-founder David Williams sees an opportunity for Australian creative agencies to take advantage of Australia’s rich artistic traditions. He has recently returned from the 2018 World Indigenous Business Forum in New Zealand and is passionate about using creativity as a tool of cultural diplomacy to promote Australia’s First Nations’ cultures and connect with other First Nations’ cultures around the world.

gilimbaa.com.au
Young Guns was founded in 2004 by brothers Scott and Trent Young. Back then, the brothers were chasing a dream of playing professional rugby league while juggling engineering studies at university and a casual job unpacking shipping containers.

Today, Young Guns Container Crew packs and unpacks shipping containers for some of the world’s largest multinational corporations and employs approximately 600 people nationwide. The company handles all aspects of container processing for its clients – from data entry and documentation through to scheduling and traffic management.

Young Guns Container Crew has a head office in Brisbane and offices in Melbourne, Sydney and Perth. In 2017–18, the company generated approximately $35 million in annual revenue.

In 2015, the company was recognised for its success when it was awarded the Supply Nation Certified Supplier of the Year award.

A few years ago, after a member of Young Guns’ management team married a Canadian, the brothers decided it was time to expand their business into overseas markets – starting with Canada. After a year of careful research, Young Guns began operations in Canada in 2016 and has already been rewarded with impressive growth.

The company is set to launch operations in New Zealand in 2019 and also has the United States in its sights. When asked about the secret of their success, Scott says it’s all down to their leadership providing an environment for people to succeed. Young Guns Container Crew provides opportunities for its employees to upskill, making them more productive and helping to create a permanent workforce.

“Eighty-five per cent of our workforce is 18 to 25 years old,” says Scott. “We’ve turned what used to be seen as a transient, casual job into a career opportunity through our leadership pathways and we’ve reaped the returns from a better workforce.

“The traditional industry model is essentially labour hire and has been around forever and a day. We work on a productivity-based model, and this spurs innovation. Our customers come to us because they recognise this edge.”

ygcc.com.au

PSG Holdings

A construction, design and management company founded by Wiradjuri men Troy Rugless and Shane Jacobs.

Pacific Services Group (PSG) Holdings is one of the largest Indigenous-owned businesses in Australia.

With 160 employees and an annual turnover of around $70 million, PSG Holdings is a major employer of Aboriginal and Torres Strait Islander peoples, who comprise 38 per cent of the company’s workforce.

In July 2018, PSG Holdings and its joint venture partner Lendlease were awarded a $213 million contract to deliver the Bayinguwa critical wharf works project at the Garden Island Defence Precinct, the Royal Australian Naval Base in Sydney.

PSG Holdings has also won Australian Navy contracts. In 2013 it was awarded a $6 million contract to refurbish the marine infrastructure and buildings at HMAS Waterhen in Sydney to support the Navy’s Canberra-class amphibious assault ships.

PSG Holdings’ CEO Mark Coleman attributes the company’s success to investing heavily in staff and IT early on.

“When we approach potential clients, we are already project-ready,” says Coleman. “So we were ready for large-scale projects like the Garden Island Defence Precinct.”

While governments were originally a major focus for the company, PSG Holdings now wins 80 per cent of its projects on the open market.

Coleman acknowledges that Indigenous Business Australia, a Commonwealth Government agency that has a suite of finance products to assist Indigenous businesses turn their ideas into reality also helped PSG Holdings grow its business.
"We found that as we grew, Indigenous Business Australia was forced to expand, too," says Coleman. "This will make it easier for Indigenous businesses in the future as they grow to our size.”

PSG Holdings has set its sights on international expansion and is considering a move into New Zealand and the Pacific region. It’s also assessing a float on the Australian Securities Exchange. If it does, will become one of the first Indigenous-owned businesses to do so.

psgholdings.com.au

Winya Furniture

Winya is a majority Indigenous-owned and staffed furniture supply company.

Greg Welsh, an experienced furniture maker, and Debbie Barwick, Chairperson of the NSW Indigenous Chamber of Commerce and a HR expert, created Winya Furniture, a furniture supply company. Popular with government agencies and major corporations, Winya employs a team of Aboriginal and Torres Strait Islander artists to develop traditional designs on fabric for use on office furniture such as workstations and seating.

Winya means ‘sit now’ in the Wiradjuri dialect but the company is doing no such thing – it has produced 100 per cent growth rates year-on-year for the past 3 years. This is mostly due to collaborations with government departments including the Department of Defence, Australian Taxation Office, NSW Health Department and international engineering company Laing O’Rourke.

“We went from nothing to five or six million dollars in sales in our third year,” says Barwick.

As well as creating fabric designs, Winya artists also repurpose scrap timber to create sustainable, bespoke office furniture such as custom tables and seating. Sourcing materials and labour from remote communities means Winya creates employment opportunities in rural and regional Australia, supporting Indigenous training and employment along the way.

In 2018, the company was recognised for its work by achieving the United Nations Global Compact award for Sustainable Development Goals for the Economic Empowerment of Indigenous Peoples.

“It was about as big an honour as it gets – being recognised on the world stage in front of United Nations Secretary General Antonio Guterres, the Crown Prince of Norway, the President of South Africa and even Michael Douglas!” says Welsh.

winya.com.au

CASE STUDIES
DICE Australia

Raymond Pratt’s electrical services company is in its tenth year of operation.

An Aranta man from Alice Springs, Pratt had a swift rise as an entrepreneur, beginning with an electrical apprenticeship in the Tiwi Islands. He is now the founder and Director of DICE Australia.

Based in Darwin, DICE has become a leading electrical service provider across Australia. The company has a strong presence across the Kimberley region, delivering services for customers including the Department of Defence, Northern Territory Government, Spotless, Laing O’Rourke, Serco, Transfield and Emama Nguda Aboriginal Corporation.

DICE was originally an acronym for ‘Domestic, Industrial and Commercial Electrical’, but Pratt also likes to think of it as ‘Dedicated to Indigenous Communities and Employment’. Through DICE Contracting, a subsidiary of DICE Australia, Pratt is able to engage other Indigenous businesses nationwide.

“We’ve got here not just through a lot of hard work, but also a fair bit of strategic partnering over the last few years,” says Pratt. “There are many benefits from partnering with other Indigenous businesses for companies like us that are looking to expand here and internationally.”

Renewable energy is a growing arm of Pratt’s business. With 1.8 million Australian households and businesses now producing some of their energy needs through solar generation, DICE Australia is working to provide households with an affordable way to store their excess power and become independent from the power grid.

The company is bringing innovative and affordable renewable energy into Australian homes, including a 10Kwh battery storage system, parasitic wind turbines and domestic bio-gas water heaters. diceaust.com.au

World Indigenous Business Forum 2018

Indigenous businesses are like any other business. They deliver returns to investors like any other business. They grow and thrive based on the market like any other business. They contribute to the economy like any other business. However, the World Indigenous Business Forum (WIBF) highlights that indigenous businesses can achieve unique outcomes.

Indigenous leaders from across fifteen countries shared their views on harnessing business to drive social and economic development at the 2018 WIBF held in Rotorua, New Zealand on 9-11 October. The discussions reflected the shared heritage of cultural values that have sustained communities and their traditional lands for millennia.

Ministers and senior government officials from Australia, Canada, New Zealand, Chile, Mexico and Guatemala also met to discuss the role governments can play in growing the global indigenous business sector and supporting indigenous businesses to succeed in international trade.
Broadening networks was a theme of this year’s forum. In the opening speech, New Zealand Minister for Maori Affairs Nanaia Mahuta committed to explore ways to deepen and widen the relationships between nation states and indigenous business people, including through fora such as APEC and the UN Permanent Forum on Indigenous Issues.

The Australian Government supported the participation of Indigenous business leaders from Australia and Papua New Guinea at this year’s forum. Participants included Indigenous business leader Mikaela Jade, CEO of Indigital, who delivered a presentation on harnessing augmented and mixed reality to tell Indigenous stories. Kristal Kinsella of Indigenous Professional Services also spoke about Aboriginal women in senior business roles, and the resounding benefits that flow from this leadership to their families, communities, and countries.

The WIBF has also established mechanisms for ongoing collaboration through the World Indigenous Business Network. The Network seeks to unlock avenues for indigenous businesses to thrive around the world.

One example is work underway in the Network to design an Indigenous Investment Bureau. The project seeks to mobilise social impact investment in indigenous businesses and indigenous-driven economic development initiatives around the world. It aims to simplify the process of identifying investment-ready indigenous businesses and facilitate greater investment in opportunities that generate economic and social returns in line with indigenous community objectives.

The WIBF’s achievements belie its short eight year existence. In partnership with, and under the leadership of indigenous leaders of Winnipeg, Canada, the first WIBF was held in New York in 2010. Subsequent forums have been held in Australia, Namibia, Canada, Chile, Guatemala, New Zealand and the US (Honolulu).

With the WIBF, its Network and support from governments behind it, the global indigenous business sector is moving from strength to strength. This progress is uniquely powered by indigenous leaders and communities with a common vision to achieve social, cultural and economic outcomes for indigenous peoples worldwide.

"As an Indigenous business person, it was so inspiring to connect with and see other businesses from around the world appearing in the most remarkable spaces! From high technology to craft based business, and everything in between. We are changing the world view one small business at a time!"

Amanda Healy (second from right), Kirrikin

"I felt like the WIBF became a space where we could have those conversations with like-minded people who had lived experience, who understood us culturally and operated their businesses from a place of social good. I have to say it was a pleasure. It did make me think though, about the number of corporations who need to engage in this space more to understand the ‘hearts and minds’ part of it. So they can engage and have an impact. I was pleased that there are so many parallels with other countries particularly regarding a focus on indigenous women in business. This is something so close to my heart."

Kristal Kinsella (pictured left), Indigenous Professional Services
### Who are indigenous peoples?

There are an estimated 370 million indigenous peoples in some 90 countries around the world. Anthropologists estimate that indigenous peoples represent as many as 5,000 different cultures. Indigenous peoples are commonly the minority population in their respective countries, but may also be the majority population in some countries.

Given the diversity of the world’s indigenous peoples, there is no internationally accepted or agreed definition of the term ‘indigenous’ and the UN Declaration on the Rights of Indigenous Peoples instead affirmed that indigenous peoples themselves have the right to self-identify.

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#### Location of Indigenous Owner-Managers 2016

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Note: Greater Capital City Statistical Area 2016 figures. Results are provided in the Census.

Raising the Bar on Indigenous Supplier Diversity

Josh Riley, Senior Manager, Citizenship, Business Council of Australia

Supply chains provide an important link between business and the community. They provide an avenue for communities to engage in the economic opportunities created by business.

The Business Council of Australia has a longstanding commitment to work with its members to enhance economic development for Aboriginal and Torres Strait Islander peoples. This work is led by the Business Council’s Indigenous Engagement Task Force, which consists of chief executives as well as other senior leaders from member companies and the Indigenous community.

An important element of this agenda is the Business Council’s relationship with Supply Nation focused on growing a thriving Indigenous business sector. Most recently the two organisations have collaborated on the Raising the Bar initiative which aims to enhance the procurement capability and impact of Business Council member companies.

Through the initiative, 19 member companies formed a design group which developed an Indigenous procurement target setting framework that is adaptable to the Business Council’s diverse membership. Any member can opt into the framework to enhance their supply chain’s impact on Indigenous economic development.

The Raising the Bar framework consists of four key components:

• the Indigenous procurement target;
• the minimum systems and processes that are required to be successful with the target, such as CEO and executive commitment and training for key staff;
• the reporting and monitoring required to track progress against the target; and
• activities to support the development of Indigenous suppliers.

The Raising the Bar initiative also signifies an Australian macro-movement regarding Indigenous supplier diversity, due to the aligned efforts across the private and public sectors - a further demonstration of the supply chain’s ability to enhance economic prosperity for the wider community.

The Business Council is set to publicly launch the Raising the Bar framework and announce the first cohort of committed members in the near future.
Indigenous Excellence: a Soft Power Asset for Australia

Indigenous excellence is a genuine soft power asset for Australia. It offers a unique point of connection with other peoples and cultures.

DFAT is committed to promoting the excellence of Australia’s Aboriginal and Torres Strait Islander peoples with the world, through our extensive diplomatic network.

Once built, these connections can create a world of other opportunities in other areas of our relationships, deepening our links in the region in a lasting way.

We have heard this story time and again over the past few months while travelling to centres around Australia to engage with communities as we develop the first ever review of Australia’s soft power.

Some of Australia’s best soft power assets are outside of government and we want to make sure we draw on diverse Australian perspectives from a broad cross-section of the community.

This includes Indigenous leaders in culture and the arts, science, business and sport who promote Australia’s soft power every day in their work, including through their partnerships with businesses, individuals and creatives in other countries.

We want to generate new ideas and thinking on Australia’s soft power assets and partnerships, as well as policy options for maximising our reputation and prosperity in the future.

While readers of business envoy may be familiar with popular Indigenous exports and identities like Bangarra, Jessica Mauboy and Baker Boy, our exceptional Indigenous talent does in fact stretch much broader and deeper into the community, capturing dynamic Indigenous leaders excelling in sectors such as science and research, business, tech, sport, health and education.

Many people experience aspects of Indigenous culture overseas through our rich touring visual and performing arts exhibitions – this will always be a central aspect of DFAT’s public diplomacy efforts overseas.

At the same time, we’re keen for Australian diplomats and business leaders to celebrate the wealth of creative talent in other parts of our Indigenous community too – connecting Indigenous businesses, innovators, researchers and sports leaders with the world in lasting and meaningful ways.

Lately we’ve been blown away by the story of tech entrepreneurs Julie-ann Lambourne and Mikaela Jade – who represent some of the very best of Indigenous creative leadership in Australia today.

Through their respective tech start-ups enVizion and Indigital Storytelling, they are teaming virtual reality technology with traditional knowledge and culture to help communities across Northern Australia access education and training solutions in innovative ways.

They’re also taking these innovations to the world, engaging with tech developers in Indonesia and India this year in collaboration with DFAT posts.

We’re keen to do more to showcase the breadth and depth of Indigenous excellence in the years to come as a cornerstone of Australia’s soft power.

So watch this space.

Learn more at: https://dfat.gov.au/people-to-people/soft-power-review/Pages/soft-power-review.aspx

Soft Power Review Consultations in Darwin, 2018. Songkeepers Film Director, Naina Sen, and Damien Miller, Assistant Secretary, Soft Power Partnerships and Research Branch, DFAT.
**Indonesia: Innovation**

Indigenous innovator and social entrepreneur Julie-ann Lambourne visited Indonesia during NAIDOC Week 2018 as a guest of the Australian Embassy Jakarta and Consulates-General in Surabaya and Bali.

Ms Lambourne is a Torres Strait Islander woman using the power of innovation and digital technology to help disadvantaged communities in Australia to overcome adversity. Ms Lambourne is CEO of Cairns based enVizion Group, an Indigenous owned and operated business.

enVizion designed and developed the world’s first Virtual Reality Training Bus, which allows Indigenous communities in remote parts of Northern Australia to access vocational training in new and innovative ways.

During her visit, Ms Lambourne met Indonesian digital innovators and social entrepreneurs, visited innovation hubs and presented at the Indonesia Development Forum, a high-profile Indonesian government conference.

Demonstrations of enVizion’s virtual reality kit highlighted the company’s tech credentials. Ms Lambourne also shared her experiences as a female Torres Strait Islander business leader.

The digital sector is a growing area of cooperation between Australia and Indonesia. Earlier this year, the Australian and Indonesian governments held the first Indonesia-Australia Digital Forum, which brought together digital stakeholders from both countries.

**South Africa: Film Collaboration**

In 2017, renowned Indigenous Australian Film Director Rachel Perkins toured South Africa, Ghana, Ethiopia and Zimbabwe on a public diplomacy initiative to promote Australian filmmaking and Indigenous content.

Ms Perkins engaged in an intensive program of screenings, workshops, seminars and media engagements, focused on her experience of using film as a medium to tell the stories of Australia’s Indigenous history, culture and identity.


In Johannesburg, Ms Perkins introduced her documentary film ‘Black Panther Woman’ which evoked a strong audience response drawing on similarities between the Indigenous rights movement in Australia in the 1960s and 70s and that of the anti-apartheid liberation movement of South Africa.

Indigenous Australian film content is very well received in Africa as it draws on parallels with African culture, art, customs and social issues. Several South African film industry contacts approached Ms Perkins about possible collaboration in the future utilising the Australia-
South Africa Film Co-production Agreement signed in 2010. Following on from Ms Perkins’ tour of Africa, the South African Department of Trade and Industry (DTI) undertook a film-production scoping mission to Australia to establish networks and promote the Co-production Agreement with Australian film organisations and major studios. DTI are exploring opportunities to include Australian films at the annual Durban (DIFF) and Cape Town (CTIFF) International Film Festivals in 2019.
Poland: Art

The Art Naif Festival in Katowice is a unique annual exhibition of Naïve Art (art produced by “self-taught” artists) in Poland. Australia was a focus country of this year’s Festival and the Australian Embassy in Warsaw was the honorary patron.

The works of 40 artists from around Australia, including 15 Indigenous artists, were presented at the Festival. This was an exciting opportunity for these artists to present their work at one of the largest International Festivals of Naïve Art in Europe (around 40,000 visitors this year).

The Australian exhibition was curated by internationally acknowledged Australian Naïve artists Wayne Elliott and Marie Jonsson-Harrison.

Eight artists attended the opening in Katowice, including an Indigenous artist from Girringun Arts in Queensland.

Participation in the event enabled Indigenous artists to showcase their work in Poland, a market that usually does not have much exposure to Indigenous art. The artists represented at the Festival sold a number of their works.

Given the diversity of the artists, Australian Naïve Art presents multiple perspectives and narratives of life in Australia. This impressive diversity gave visitors a broad view into contemporary Australia.

New York: Poetry and Art

First Nations Writer Ali Cobby Eckermann shared her deeply personal poetry in Manhattan’s Marc Straus Gallery, contextualised by the artwork of Central Australian Artist Margaret Loy Pula.

Ali, a Yankunytjatjara Aboriginal poet, recognised for her literary achievements by Yale University, visited the United States to accept the institution’s Windham Campbell Prize in Poetry and to take a trip ‘down under’ during the 2017 Australia-China Year of Tourism.

More than 100,000 guests visited the Expo’s Australian Pavilion and Australian Products Market, where they experienced the unique landscapes of Uluru and the Gold Coast via virtual reality headsets, and stocked up on fresh Australian milk, beef, wine, skincare and other products, many on sale for the first time in Leshan.

Descendance performed 24 times over four days, engaging audiences with dances inspired by life on the Cape York Peninsula.

On 19 September, Consul-General Christopher Lim hosted a cultural exchange performance at the foot of Leshan’s UNESCO World Heritage-listed Giant Buddha, where the sounds of Descendance’s didgeridoo joined local hung drum player Li Yibing and the voices of Yi-minority band Nine-Zero Tribe, who injected a creative twist inspired by local life.

More than $85,000 worth of products were sold at the Australian Products Market. A live online stream of the Expo launch events attracted more than 1.4 million viewers.
Growing Australia’s Indigenous Business Sector

A strong, diverse and self-supporting Indigenous business sector is key to empowering Aboriginal and Torres Strait Islander Australians, and placing Indigenous Australians in the driver’s seat of their economic future. This is particularly the case in rural and remote Australia where small and micro businesses support jobs and wealth creation.

In 2015, the Australian Government introduced the Indigenous Procurement Policy (IPP), putting in place a target for Commonwealth agencies to award three per cent of contracts to Indigenous businesses.

Since the policy launched, over 1,000 Indigenous businesses have won more than $1.084 billion in Commonwealth contracts. These Indigenous businesses are much more likely to employ other Indigenous Australians, with an average Indigenous employment rate of 39 per cent.

To help ensure the IPP leads to long-lasting, intergenerational change, the Australian Government is also investing in improving access to business support, capital and networks for Indigenous Australians.

Launched in February 2018, the Indigenous Business Sector Strategy sets out a 10-year plan to improve access to business and financial support for Indigenous businesses.

The Strategy is a practical approach, outlining the steps that Aboriginal and Torres Strait Islander people, government, and the private sector will take to support Indigenous entrepreneurs realise their ambitions, and take their rightful place in the domestic and international economy.

Key measures to be rolled out in the first three years include:

- Establishment of Indigenous Business Hubs, anchored to major cities, providing a one-stop-shop to access better business advice, support and connections. Services may also include advice on importing and exporting, and international investment. The first Hub will be located in Western Sydney.

- Piloting an Indigenous Entrepreneurs Capital Scheme to unlock a wide range of finance and capital products for Indigenous businesses looking to transition to mainstream banking.

- Expanding the microbusiness support and microfinance footprint across Australia to support more entrepreneurial activity and economic development in regional and remote locations.

For the strategy to succeed, it must be Indigenous-led. Over 200 stakeholders were consulted during the design of the Strategy. Its implementation will be overseen by an Indigenous Business and Economic Advisory Council, who will ensure actions under the strategy continue to meet the needs of this rapidly evolving sector.
**A Charter: Promoting the Economic Interests of Indigenous Australian Businesses Overseas**

At the Department of Foreign Affairs and Trade and Austrade, we understand the enormous contribution Aboriginal and Torres Strait Islander peoples make to modern Australian society. Along with our portfolio agencies, Tourism Australia, the Export Finance and Insurance Corporation, and the Australian Centre for International Agricultural Research, we work together to promote and support Indigenous Australian businesses engaging in international trade.

Our Charter, Promoting the Economic Interests of Indigenous Australian Businesses Overseas, outlines the range of services that our portfolio delivers to Indigenous businesses.

The activities we undertake range from practical advice in the form of capacity and awareness-building, through to government-to-government advocacy.

A core element of our work is assisting Indigenous Australian businesses to identify and access new markets. Austrade, as the federal government’s trade and investment promotion agency, assists Australian firms to learn about and access international markets through its domestic and extensive global network of offices. Austrade also works closely with other organisations to assist Indigenous businesses to succeed in export, and offers a financial assistance program for aspiring exporters called the Export Market Development Grants scheme that covers up to 50 per cent of eligible marketing and promotion expenditure.

By tapping into Austrade’s activities and networks, Indigenous businesses can access the knowledge, expertise, support and contacts required to prepare to begin exporting or to expand into a new market for the first time.

As part of our FTAs allows the Commonwealth Indigenous Procurement Policy to mandate Indigenous-owned business participation in certain tenders, or set participation targets. These exemptions do not contravene Australia’s general obligation not to discriminate against foreign suppliers.

In undertaking consultations and making these commitments, we ensure that policies for the economic and social advancement, and health and welfare of Indigenous peoples are considered.

Advocacy on behalf of Indigenous Australian businesses takes place at all levels of government. We advocate through international visits by Australian ministers and senior officials, and at international and multilateral fora. We also deliver support for Indigenous Australian businesses in their engagement with foreign governments.

The ‘Team Australia’ approach across the portfolio reflects the Australian Government’s commitment to expanding the share of Indigenous Australian businesses engaged in international trade and generating economic benefits for our communities.

The Charter is available on the DFAT website: www.dfat.gov.au

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The Department of Foreign Affairs and Trade (DFAT) manages Australia’s overall international engagement through Australia’s bilateral, regional and multilateral relationships, including trade and investment negotiations and aid programs. www.dfat.gov.au

The Australian Trade and Investment Commission (Austrade) assists Australian business by matching Australian capability with overseas demand and identifying new commercial opportunities. Austrade also leads on investment promotion, attraction and facilitation. www.austrade.gov.au

Tourism Australia leads on promotion of Australia as a tourist destination. www.tourism.australia.com

The Export Finance and Insurance Corporation (Efic) supports Australian businesses who are active internationally through specialist finance solutions. www.efic.gov.au

The Australian Centre for International Agricultural Research (ACIAR) builds Australia’s international agricultural research collaboration. www.aciar.gov.au
Singapore: Why Good Science = Great Business for Australia, Singapore and ASEAN

Bruce Gosper
Australia’s High Commissioner to Singapore

In September, our High Commission in Singapore held a festival promoting Australia’s science and research capability and opportunities in ASEAN.

Australia is internationally known for its landscape and lifestyle, but less well known for the excellence of our science, innovation and ingenuity. We have produced fifteen Nobel Laureates, eleven in science or medicine. Australian scientists are responsible for transformative innovations including the fast WLAN technology behind WiFi, polymer banknotes, hydrogen-fuelled transport, ultrasound scanners, the cochlear implant and life-saving vaccines, to name a few.

Australia punches above its weight in scientific achievement, discoveries and high-quality research. Our universities are world-class and – despite having only 0.3 per cent of the world’s population – Australia contributed to over four per cent of world research publications in 2017. We wanted to share that story, and that’s why we spent September promoting Australian science at the inaugural Good Science = Great Business 2018 Festival.

The aim of Good Science = Great Business 2018 was to bring top Australian and Singapore scientists, business leaders and innovative companies to Singapore to: showcase Australian science in Singapore; raise awareness of the opportunity in Singapore and ASEAN; and, provide a platform for Australian research institutions and businesses to begin to explore that opportunity.

Singapore was the right place for the inaugural Good Science = Great Business Festival. Singapore and Australia share a great friendship and a Comprehensive Strategic Partnership. The Festival provided an opportunity for Australian research institutions and companies to take advantage of the tremendous things happening in Singapore on innovation: Singapore rose to fifth place in this year’s Global Innovation Index; and is home to multinational corporations that invest heavily in innovation.

The Festival hosted around 4,000 people at 42 events including lectures, expert panels, and alumni networking. Topics ranged from a how-to briefing for researchers, to technology investment trends, healthcare and medtech, science communication, food security, innovation in logistics, space science, commercialisation, blockchain, 3D-printing, the Internet of Things, digital health, forensic science, sustainability in the Tropics, and nuclear science.

The Festival saw the launch of CSIRO’s ASEAN Hub and The Australian National University’s Southeast Asia Liaison Office in Singapore. James Cook University also launched its Tropical Futures Institute in Singapore, a first Australian research facility in Singapore. The sixth Australian Landing Pad cohort of Australian market-ready start-ups and scale-ups also commenced during the Festival.

CSIRO and Austrade supported Australian start-ups and research teams to visit Singapore for the Singapore Week of Innovation and Technology as part of the Festival. Austrade also joined with MTP Connect to bring a delegation of Australian medtech companies to Singapore.

The Festival culminated in a Gala Dinner on 27 September. This brought together around 400 representatives from science, business and government of both countries. Australia’s Minister for Industry, Science and Technology, the Hon Karen Andrews MP and her Singaporean counterpart, Minister Heng Swee Keat, both spoke at Festival events emphasising Australia’s commitment to engaging more with ASEAN countries on innovation, science and technology. Guests at the Festival’s Gala Dinner also heard from Nobel Laureate and Vice-Chancellor of The Australian National University, Professor Brian Schmidt.

Women in Innovation was a key theme of the Festival. The Festival included a Women in Innovation Panel and networking event, the launch of a Women in Innovation network and the Festival’s most popular social media featured women in STEM. We were very proud that the majority of the Festival’s speakers were women working at senior levels in STEM. This included the brilliant astrophysicist, Professor Lisa Harvey-Smith, who was recently announced as Australia’s Women in STEM Ambassador.

Looking ahead, for good science to equal great business, research will need to be about stronger cross-border collaboration. As Dr Larry Marshall, CSIRO’s Chief Executive Officer said at the CSIRO ASEAN Hub launch, “If you want to travel fast, travel solo. If you want to travel far, travel together.”

For more information about the Festival, contact Public-Affairs-SING@dfat.gov.au

Australia’s Minister for Industry, Science and Technology, the Hon Karen Andrews MP, at the launch of James Cook University’s Tropical Futures Institute.
From Chennai: new opportunities in fisheries and aquaculture

Australia's Consulate-General in Chennai is undertaking an extensive program showcasing Australian capability in agribusiness, fisheries and aquaculture management. This follows the July release of the India Economic Strategy which identified Tamil Nadu as a priority state for commercial engagement in these sectors.

Specific initiatives undertaken in the state include promoting opportunities to draw on Australia’s experience in the management of waterways, recreational fishing and large fish markets. Austrade is also working with commercial boat builders in Tamil Nadu and Kerala to introduce Australian boat design capability.

Australian companies have built up a good reputation in South India and continue to actively pursue public-private partnerships in the state. Australia intends to participate in Tamil Nadu’s preeminent investment promotion event – the Global Investors Meet (GIM). The GIM will bring together the Tamil Nadu Government and more than three thousand delegates from nine partner and 30 non-partner countries in January 2019.

From Kuwait City: Investments in the renewable energy sector

Kuwait is working towards a 15 per cent renewable energy consumption target by 2030 in a major shift away from its current reliance on the burning of oil, and to a much lesser extent gas, for energy generation and water desalination.

Large tenders for solar and wind projects are currently on offer and Kuwait is looking to international expertise and experience to meet its target.

The Australian Embassy in Kuwait is working closely with the Australian Business Group in Kuwait and Australian companies to promote Australia’s expertise, strong track record and reliability in the renewable energy sector.

The Kuwait Investment Authority has invested in several wind energy projects in Australia in 2018, helping to expand our commercial ties in the sector.

From Paris and Berlin: Blockchain - Australia at the vanguard

A healthy regulatory environment that supports and promotes innovation has encouraged a large number of companies and start-ups to trial Blockchain in Australia. This has attracted the interest of government and industry in both France and Germany, who wish to learn from Australia’s experiences with real-world applications of Blockchain technology.

Australia’s world-class expertise in the field is led by the work of CSIRO’s data innovation group Data61.

Data61 explains that Blockchain is a form of distributed ledger technology (DLT) that connects different parties over the internet to provide a secure and trustworthy record of their transactions. It records where
information has come from and gone to, opening up the potential for new economic activity in areas such as financial services, regtech, supply chains and government registries.

Australia’s Embassies in Paris and Berlin used a visit by Dr Liming Zhu, Director of Software and Computational Systems Research Program at Data61, to promote Australia’s expertise and forward leaning position on development of Blockchain technologies and applications, and explore potential for collaboration between our respective financial technology industries.

A key opportunity will be the Blockchain summit organised by the South Australian Government alongside the Adelaide Festival and Fringe Festival in March 2019.

**From Hobart:**
**Showcasing Hobart’s Antarctic Gateway**

In collaboration with the Tasmanian Polar Network, Antarctic Tasmania recently released an informative and enlightening video showcasing Hobart’s Antarctic Gateway.

The various business services available to international Antarctic science programs are detailed in the video, alongside introductions to Tasmania’s world-leading scientific institutions involved in Antarctic and Southern Ocean research.

The video profiles the vibrant ‘Polar Community’ and ‘Antarctic Alumni’ in Hobart, including 18 season veteran researcher, polar consultant and cinematographer, Dr Frederique Olivier.

The video is at https://www.youtube.com/watch?v=RMRAVslg7tE

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**From Tokyo:**
**How ageing is changing Japan and opening opportunities for Australia**

Ageing lies at the core of many of Japan’s policy initiatives and is a consistent backdrop.

Japan is embracing the challenge of a rapidly ageing society with a renewed focus on expanding markets overseas and spreading risk through outbound investment, while improving productivity and labour participation at home. It is also planning for a society with a life expectancy of 100 years.

Both the public and private sectors are involved in responding to ageing. The government, motivated by a need to minimise the fiscal burden from rising social security costs, is committed to pursuing free trade and investment to secure access in foreign markets - including Australia - as population shrinkage slows down domestic demand for goods and services.

 Corporations are acquiring businesses abroad and building global value chains while the Government Pension Investment Fund is taking more risk in investing overseas. Japan also aims at increasing “inbound demand” such as tourism.

Productivity improvement at home is sought through technology and innovation, with a focus on creating a ‘super smart’ Society 5.0. Technology is seen as a solution to labour shortages and a means to enhance the performance of humans rather than replacing them.

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**From Doha:**
**Education opportunities**

Twenty Australian universities are approved for distance education in Qatar, among a list covering Australia, New Zealand, the United Kingdom and United States.

To boost student numbers to Australia, the Australian Embassy in Qatar has been working towards establishing a stronger presence at international education trade fairs. Thirty-three Australian universities are approved for recipients of Qatari Government scholarships.

Post is also working to dispel the perception of Australia being ‘too far away’. Eastern Australia is no further from Qatar than the east coast of the United States.
Global insights
Dispatches from Australia’s global diplomatic network

From Jakarta:
Indigenous fashion on display at premier event

Australian Indigenous art and fashion made its debut on the Jakarta Fashion Week runway in October. A unique collection by the Darwin Aboriginal Arts Fair Foundation titled From Country to Couture was shown alongside designs mixing traditional Indonesian techniques and embroidered Australian flowers by Australia Awards short course participant Novita Yunus.

The show celebrated the marrying of cultures and shared heritage in the creative arts. Indonesian batik is acknowledged as the inspiration for the Indigenous Australian textile art movement in the early 1970s.

Over the last three years the Australia Awards International Business Readiness Course for the Fashion and Textiles Sector has produced more than 75 graduates, many of whom run some of Indonesia’s most popular labels.

From Canberra: New market insights

The Australian Government has unveiled a new approach to economic and commercial diplomacy including, for the first time, the release of Market Insights to assist Australian businesses considering entering new overseas markets. These narratives draw on the expertise of Australia’s diplomatic network and deliver on the Economic and Commercial Diplomacy Agenda announced in the 2017 Foreign Policy White Paper.

Economic and Commercial Diplomacy employs the full suite of Australia’s overseas and domestic assets to advocate for an open global economy, seize trade and investment opportunities, support Australia’s commercial interests and maintain and strengthen our competitiveness – all in close partnership with business.

Investor’s Guide to Northern Australia

Austrade

As part of our commitment to the Australian Government’s policy to develop the northern Australian economies, Austrade has developed a guide to investing in northern Australia, designed with the needs of international investors in mind.

It includes detailed information on land tenure, including native title arrangements and also provides high-level information on engaging and partnering effectively with Aboriginal and Torres Strait Islander people, organisations and communities across northern Australia.

A key element of this is an investor-focused online interactive map produced by Austrade and Data61 with data on the different forms of land tenure across northern Australia and information on mining, renewables, infrastructure, soil, climate, tourism and agriculture opportunities. This information is intended to help assist investors, project proponents and other stakeholders to understand culturally responsive engagement approaches with Aboriginal and Torres Strait Islander people.

Aboriginal and Torres Strait Islander communities are diverse and have different beliefs, customs, traditions, social structures and cultural practices. As such, investors should tailor their approach to the community (or nation) with which they would like to engage or partner.

What does ‘culturally responsive engagement’ mean?

Connection to family, community, land and place is important to the spiritual and emotional wellbeing of Aboriginal and Torres Strait Islander people. Culturally responsive engagement means treating Aboriginal and Torres Strait Islander people with respect and dignity and recognising their unique relationship to the land, sea and waterways.

Engagement practices and approaches should be culturally sensitive, respectful and flexible and Aboriginal and Torres Strait Islander people should be informed and receive timely responses about potential, existing and future negotiations and engagement processes; and the right to be actively engaged in decision-making.

Consistent advice and detailed information should be provided to traditional owners about engagement and negotiation processes, and the right to have a chosen representative and/or advocate at all meetings and negotiations should be made clear.

It is important to ensure engagement practices empower Aboriginal and Torres Strait Islander people to make informed decisions about all options available, and that respect is maintained for privacy and confidentiality by all stakeholders involved in collecting and storing information.

Austrade’s Investor’s Guide to Land Tenure in Northern Australia can be found on the Austrade website at www.austrade.gov.au/land-tenure

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<thead>
<tr>
<th>TOP EXPORT AND IMPORT ECONOMIES/REGIONS</th>
<th>A$ billion 2017-18</th>
<th>% growth year on year</th>
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</thead>
<tbody>
<tr>
<td><strong>EXPORTS</strong> (a)</td>
<td></td>
<td></td>
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<tr>
<td>China</td>
<td>403.2</td>
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<tr>
<td>Japan</td>
<td>123.3</td>
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<td>Republic of Korea</td>
<td>51.3</td>
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<td>United States</td>
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<tr>
<td>United States</td>
<td>21.4</td>
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<tr>
<td>India</td>
<td>21.1</td>
<td>9.7</td>
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<tr>
<td>ASEAN (b)</td>
<td>46.7</td>
<td>9.1</td>
</tr>
<tr>
<td>EU28 (b)</td>
<td>29.6</td>
<td>4.2</td>
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<tr>
<td><strong>IMPORTS</strong> (d)</td>
<td>395.4</td>
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<tr>
<td>China</td>
<td>71.3</td>
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<td>United States</td>
<td>48.8</td>
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<td>ASEAN (b)</td>
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<th>TRADE BY BROAD SECTOR (d)</th>
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<td>FOREIGN DIRECT INVESTMENT IN AUSTRALIA</td>
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<tr>
<td>AUSTRALIAN DIRECT INVESTMENT ABROAD</td>
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<td>EU28</td>
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</table>

(a) excludes some confidential items of trade.
(b) balance of payments basis.
(c) DFAT estimates.
(d) includes BCP adjustments.
Based on various ABS catalogues.

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Acknowledgements

Business envoy brings insights from Australia’s global diplomatic network to the Australian business community. It considers global geopolitical events and trends, their economic implications and what they might mean for Australian business.

Business envoy is produced in the Regional Trade Agreements Division of the Department of Foreign Affairs and Trade. Any views expressed within are those of DFAT officers and not the views of the Australian Government.

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