

DEPARTMENT OF FOREIGN AFFAIRS AND TRADE · DECEMBER 2022

business envoy

Indigenous Innovation

First Nations at the heart
of Australian foreign policy

Traditional knowledge meets
cutting-edge technology

Style and storytelling on the world stage

Building an Export Nation

Trading up – Indigenous businesses
going global



DFAT's flagship **trade and investment** quarterly

AUSTRALIA

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The Department of Foreign Affairs and Trade acknowledges the traditional owners of country throughout Australia and the continuing connection of Aboriginal and Torres Strait Islander people to land, waters and community. We pay our respects to all elders – past, present and emerging.

On the cover:

The creations of more than 50 Indigenous Australian artists and designers - from the inner city to remote desert art centres - have been on tour in France and Taiwan from January to September 2022. *Piinpi: Contemporary Australian Indigenous Fashion* highlights the strength and diversity of the rapidly expanding Indigenous fashion and textile industry, and features works from designers such as Grace Lillian Lee, Lyn-AI Young, and Elverina Johnson.

Jessica Bridgfoot, Bendigo Art Gallery Director, who took this exhibition overseas, said presenting the work in Paris was a great opportunity for the designers. "I believe fashion and design are a beautiful way to communicate our stories through something that is tangible and relatable nationally and internationally. It inspires me that our culture is alive and evolving with strong core values, ensuring we stay authentic to ourselves as individuals and as a community," she said.



Grace Rosendale (artist), Joash Teo (garment design and construction)
Seedpods dress 2019
silk organza, elastic, sequinned fabric
Bendigo Art Gallery Collection, 202
Courtesy of the artist, Hopevale Arts Centre and Queensland University of Technology
Photo: Bronwyn Kidd and Virginia Dowzer

Minister's foreword

Embedding First Nation perspectives

in our foreign and trade policies



Australian First Nations businesses are unique. On the world stage, Indigenous cultural and tourism exports tell our story, drawing on the rich heritage of more than 60,000 years of tradition and the wisdom of one of the world's oldest living cultures. At the same time, Indigenous businesses are combining cutting-edge technology with traditional knowledge to give them an edge in domestic and international markets.

Australia's Indigenous traders are our first exporters – from trading goods with Makassan seafarers in Indonesia hundreds of years ago, to exporting native botanicals, design, cyber and clean energy solutions to world markets.

This issue of Business Envoy showcases just a few of these Indigenous innovators, and profiles Australia's international partnerships that will lift Indigenous voices in global institutions and decision-making that affects them.

The Department of Foreign Affairs and Trade (DFAT), working with Tourism Australia, Austrade, Export Finance Australia, and with our international partners, are delivering inclusive trade policies and programs, including export readiness training and mentoring.

We will increasingly embed Indigenous business and exporter interests into our trade negotiation strategies and reaffirm the importance of Indigenous rights, including how these relate to sustainable development, traditional knowledge, and protecting the integrity of Indigenous arts and cultural products.

The Australia-United Kingdom Free Trade Agreement demonstrates how FTAs can deliver new opportunities and revenue streams for First Nations exporters.

It includes provisions on copyright, designs, trademarks and artist resale rights, enabling visual artists to receive royalties on eligible resales of their artworks in the lucrative UK market.

We will appoint an Ambassador for First Nations People, who will lead a process to systematically engage First Nations communities, advocates and leaders to advise government, including on pathways to help grow First Nations' trade and investment.

The Ambassador will head an Office of First Nations Engagement within DFAT and will undertake consultations to listen and engage directly on how Australia's international engagement contributes to Indigenous community and economic development, supports First Nations businesses and exporters, delivers practical action on climate change, builds connections across the Indo-Pacific region and supports Indigenous rights around the world.

Indigenous businesses are role models and multipliers – they are more likely to train and employ Indigenous staff and channel profits back into their communities. The value of Indigenous trade is felt right back along the supply chain and into communities on-country where jobs and wealth are created.

This issue also covers important developments in our engagements with international partners to build economic opportunity and resilience. The Indo-Pacific Economic Framework – an initiative with the US and partners in North Asia, Southeast Asia and the Pacific – seeks to address challenges such as decarbonisation, digital connectivity, supply chain resilience, and facilitate high-standard trade.

We also look at the Australia-Singapore Green Economy Agreement, a new type of agreement signed in October to harness the opportunities of energy transition with new forms of economic cooperation.

Above: Geoscience Australia's Alice Springs satellite ground station includes two antennas featuring First Nations designs to celebrate the collaborative relationship between Geoscience Australia and the US Geological Survey. The Datron antenna features artwork based on *Caterpillar Tracks* by Roseanne Kemarre Ellis, commissioned in 2016 to recognise the Arrernte people as custodians of the land where the antennas are located. The ViaSat antenna features a Lakota Sioux artwork recognising Sioux Nation peoples as custodians of the land where the US Geological Survey satellite operators are based.

Image courtesy of Geoscience Australia.

Case studies

We asked four successful Indigenous entrepreneurs how their First Nations identity influenced their approach to business – how it drove their business objective, their connection to country and community and their export experience.



The Centre for Appropriate Technology Satellite Enterprises

Peter Renehan Chief Executive Officer

The Centre for Appropriate Technology Satellite Enterprises (CfAT Satellite Enterprises) is Australia's first and only Aboriginal-owned and operated ground segment service provider. CfAT Satellite Enterprises manages a 38-hectare site on which it hosts satellite ground stations, and partners with service providers to support outcomes for Indigenous communities around Australia. Based in Alice Springs, Northern Territory.

Q. What's been the driving objective for your company?

Our main objective is to ensure Aboriginal people are active participants in the global space industry. We provide access and exposure to the infrastructure, technology and solutions associated with aerial perspectives, where Aboriginal people can interact, engage and modify the technology to meet their aims. It's important to realise that space is not something new to Aboriginal people. Before Google Maps and other aerial perspectives

of Earth were freely available, Aboriginal people not only saw Country (their land) from an aerial perspective but communicated this information for many generations - through paintings, artifacts, stories and songs and land management perspectives such as bushfire management.

Q: How have you addressed the needs of your staff and local community?

As an Aboriginal organisation, the needs of our staff and local community require flexibility, varied communication and the ability

to translate and contextualise relationships and cultural obligations to each other and our stakeholders. In relation to our business model, this means finding multiple ways to translate our values and perspectives knowing that English is at times a second, third or even fourth language. We have successfully developed an almost 80 per cent Aboriginal workforce utilising guiding and cultural values that are core to Aboriginal people to create a safe learning and working environment in which staff are comfortable.

We know that Aboriginal people are creative solution finders who innately view and understand Country (their land) from an aerial perspective, and we believe it's our responsibility to create a conduit to not only inspire the next generation but share this capability and understanding with Australia and the rest of the world, including leadership with other Indigenous groups more broadly.

Peter Renehan CEO
Centre for Appropriate Technology
Satellite Enterprises



Q. Tell us about your company's export journey.

Exporting is not a difficult process - once you understand the value you bring to the international market and you focus on actively building relationships. We would also like to re-implement long-held Indigenous trade relations that existed previously, and learn from other groups as well.

With great relationships and the ability to tell a good story, you will be surprised at how quickly your network will share your story and want to be part of the vision you are creating. We have a very unique history and background of innovation and technology - again based on an understanding that Aboriginal people have always utilised science and technology - and are easily adaptable on appropriating technologies to make lives easier especially on where they choose to live and thrive. One of the challenges of becoming an exporter is operating within different time zones. Early morning or late evening conference calls, maintenance and support calls can be challenging, but it's during these times that relationships are strengthened, and empathy is shared.

CfAT Satellite Enterprises is located in Alice Springs in the Northern Territory.

Image courtesy of Centre for Appropriate Technology Ltd

Tagai Management Consultants

Murray Saylor Managing Director

Tagai Management Consultants is a management consultancy specialising in procurement, supply chains, business advice, community development and advanced futures services across Australia and in the Asia/Pacific region. Based in Brisbane, Queensland.



Q. What drives Tagai Management Consultants?

The key driving objective for the Tagai Management Consultants family is encompassed in our vision statement "maximise opportunities to make a difference in our global village". Our approach is informed by respectful engagement and innovative service delivery, and we are humbled to have the opportunity to work with our customers and communities.

Q. How have you reflected your cultural values in your business model?

We have embedded culturally appropriate processes that guide and support our staff. We operate in a thorough and responsible way that respects our clients, staff and the communities with which we work side-by-side.

Q. What has been key to your export success and have there been challenges?

Key to success is developing meaningful and trusted relationships and also understanding clients' country cultural protocols, trade practices and supporting our team members. The key challenges we experienced in our export journey were ensuring visibility in the target marketplace and balancing our operations domestically and internationally.

Q. What advice do you have for other Indigenous businesses?

Make sure to conduct your commercial and legal due diligence as well as have a clear export/import/investment strategy.

Tidal Moon

Michael Wear Managing Director

The Tidal Moon Sea Cucumbers project is a collaboration with three Aboriginal communities, Mulgana (Shark Bay), Bayungu (Coral Bay / Exmouth) and Thalanyji (Onslow), aiming to develop a viable commercial sea cucumber business while maintaining cultural heritage and environmental stewardship.



Q. What is your vision for Tidal Moon?

Tidal Moon was established to reintroduce Australia's first known export business. Aboriginal Australians were trading goods with Makassan fishermen hundreds of years ago. Our vision is to help mainstream Australia learn about the stories, the people and the landscape of the past. Through our dedication and tenacity, we can prove that Aboriginal people have the capability to create sustainable and low environmental impact businesses that last for decades.

Q. Are you considering export?

We are in the early stages of the journey. Similar to the old trade, we are interested in Singapore, Malaysia and possibly even China (though there are challenges in that market). We are looking to create two markets. One for food and beverage and another for medicinal, health and beauty. Sea cucumbers have properties that can help with collagen and scar tissue healing, and we want to explore the possibility of producing capsules. We are also talking with researchers in Australia and overseas to increase Indigenous engagement around the medicinal side of cucumbers.

Q. What advice do you have for other businesses?

I am still learning myself. From a personal point of view, what I can say is that you don't succeed until you fail.

Q: As an Indigenous business, what is your approach to employment and working with your local community, and how do you embed this in your business model?

We practise cultural directive training, not employment directed training. We look at the heritage of each candidate and enhance their skills through our program. If they are a saltwater person, their program is designed to increase their natural talents on the water and then adapt these skills to an industry standard. Once the participant passes this stage, the second stage is to achieve the required qualifications at a recognised training organisation and then the participant is ready to engage in commercial diving activities. Our retention rate is high, and we have a high impact in the community through the creation of employment pathways into a variety of industries.



A diver harvesting sea cucumbers at Shark Bay in Western Australia. Image courtesy of Tidal Moon

I made the move back to Shark Bay from Perth and started the Tidal Moon business from the ground up. My goal was to create jobs and eventually a middle class of Malgana people that would allow the transition from welfare dependence.

Our harvesting is low impact due to our cultural stewardship. Each Aboriginal diver selects and then hand collects sea cucumbers one at a time. We don't use trawlers or any other method that increases the over fishing of sea cucumbers. During every fishing voyage we make a collective effort to remove as much man-made rubbish as possible. Items such as car/boat batteries, ropes, nets, plastics, bottles, lead sinkers and much more. We simply can't ignore it – it's part of our Indigenous saltwater guardianship. It's our culture and we do it naturally.

Virtual Simulation Systems

David Lagettie Chief Executive Officer and **Rod Northwood** General Manager

Virtual Simulation Systems develops new and custom solutions to suit military or civilian simulation needs, with an innovative range of products in the synthetic training realm. BAsed in Taylors Beach, New South Wales.



Q. What is the driving motivation for your company?

We pride ourselves on producing world-standard products that are all Australian made. We specialise in software and hardware for all aspects of simulation training, including JTAC systems, rotary wing rear crew training, live hoist training, imitation weapons as well as firefighting and search and rescue. In our virtual training systems operators use VSS manufactured head-mounted displays as well as other specialty SME devices. We've worked with the Army, Navy, rural fire service, Westpac rescue and CareFlight to name a few. We are currently working with the Rural Fire Service to develop a range of simulators for their new training facility at Dubbo.

Q. How do you engage with your community?

Where we need to outsource, we engage business in the immediate area and that is important to us.

Q. Tell us about your company's export journey.

We've been exporting since 2010, including to the United Kingdom, France, the United States, Japan, Israel, New Zealand and the Middle East. Our software allows operators to develop VR scenarios anywhere in the world. Having a good partner and customer on the receiving end has been important - to handle import processes and help solve logistical challenges. Also, ensuring adequate lead time to allow for clearance and export controls. Austrade has been a huge help with grants and providing export advice.

Q. What advice do you have for potential exporters?

We would encourage diversification of products. For us, diversifying into all aspects of simulation has been key to building a sustainable business. If we specialised in just a few products, the market is small but with a larger range of products we have expanded our contracts and turnover.



Above: VSS Hoist Module.

Right: Live Hoist Training Tower

Images courtesy Virtual Simulation Systems.

Pilbara Solar - First Nations partners in renewable energy storage



Pilbara Solar is pioneering a new collaboration model to position First Nations communities as leaders in solar, wind and energy storage. Strong relationships with Traditional Owners underpin each stage, to partner and steer projects and facilitate a constructive conversation throughout approvals and agreements.

The 10MW Junja Solar Farm near Port Hedland is a joint venture with the Jinparinya Aboriginal Corporation. It will be the first solar farm on Aboriginal community land with Aboriginal ownership share, and the first independent solar farm connected to the Pilbara grid. A much larger, 100MW solar farm near Karratha is in the early stages of development.

Pilbara Solar has identified Southeast Asia as a priority market, and is mindful of Indonesia's electrification target of 14.4GW of renewable energy capacity by 2025.

Pilbara Solar is fostering local supply chains, including Aboriginal businesses, by developing projects incrementally to GW scale. It is also exploring opportunities to increase Southeast Asian participation in its supply chains, which can include inwards and outwards co-investment, helping to build regional energy resilience.

Pilbara Solar works with First Nations people wishing to develop their own projects to use renewable energy to generate a long-term, sustainable income stream.

Kylie Chalmers
Managing Director, Pilbara Solar

Solar panels in Western Australia's Pilbara region.

A First Nations-led approach to Australia's renewable energy transition



Representatives of First Nations people, community organisations, land councils, unions, academics, industry groups, technical advisors, legal experts, and renewables companies have banded together to ensure that First Nations communities share in the benefits of Australia's renewable energy transformation.

Guided by a powerful Steering Group of cultural leaders, the First Nations Clean Energy Network is working across three key pillars: Community, Industry Partnerships and Policy reform.

The federal budget in October 2022 provided \$105.2 million towards First Nations climate change and energy initiatives. This included:

- \$5.5 million to co-design a First Nations Clean Energy Strategy to enable First Nations communities to share the economic benefits from renewable energy projects, while protecting sacred sites and respecting native title
- \$83.8 million to develop and deploy community microgrids
- \$15.9 million to establish a new Torres Strait Climate Change Centre of Excellence to empower Torres Strait communities to design and deliver local adaptation and mitigation initiatives, including through the Climate Warriors training program.

More than 60 per cent of land in Australia falls under Indigenous tenure. Large-scale renewable projects will need to access First Nations-held land, waters and resources to proceed.

More: firstnationscleanenergy.org.au

We set up the First Nations Clean Energy Network because we saw all over Australia that First Nations just weren't at the table. Many of the barriers are policy barriers which we can change. The rapid transition to renewables needs to happen with pace but also a sharp focus on ensuring First Nations heritage is protected and communities share in its economic and social benefits.

Karrina Nolan
Yorta Yorta descendant,
Executive Director of Original Power
and First Nations Clean Energy Network
Steering Group member

Installing solar on the Marlinja community centre in the Northern Territory's Barkly Region.

Image courtesy of First Nations Clean Energy Network.

Building a thriving First Nations tourism sector



Among the many qualities that draw visitors to our shores is the opportunity to experience one of the world's oldest enduring cultures. First Nations communities' understanding and respect for Australia's natural environment provide an authentic point of difference in an increasingly competitive international tourism landscape.

Above: Aboriginal rock art in Kakadu, Northern Territory. Below left: Narlijia Experiences Broome, Western Australia. Below right: Tali Wiru offers luxury fine dining on sand dunes with views of Uluru and Kata Tjuta in the Northern Territory. Images courtesy of Tourism Australia.

Like many other areas of the tourism industry, the pandemic caused a sharp decrease in First Nations tourism. However, it is recovering strongly, with more than 1.2 million domestic visitors participating in First Nations experiences in 2021. As international visitors return, First Nations tourism will continue its upward path.

A thriving First Nations tourism sector helps Aboriginal and Torres Strait Islander peoples to stay on Country while benefiting economically from sharing their culture, traditions and history.

A commitment to respectfully embed First Nations peoples and cultures into Australia's tourism offering underpins THRIVE 2030, the national long-term strategy for the sector.

Through THRIVE 2030, Austrade is working with industry, federal, state and territory governments, and the National Indigenous Australians Agency to enhance First Nations products and experiences and increase the participation of First Nations people in the tourism workforce.

Austrade is working with the Australian Standing Committee on Tourism to design an effective collaborative mechanism that will achieve greater inclusion of First Nations businesses, culture and interpretation in the tourism industry.

More: austrade.gov.au/news/publications/thrive-2030-strategy





Discover Aboriginal Experiences

Tourism Australia's Discover Aboriginal Experiences (DAE) collective launched in 2018 is designed to support smaller and owner-operated tourism businesses – especially in remote areas where there are significant barriers to successful international marketing. The program now covers 46 operators across every state and territory.

DAE helps members reach an international market by providing invaluable cost-free support in marketing, communications, and training – providing everything from industry standard photographic assets to social media strategy.

Rainforestation Nature Park – Pamagirri
Aboriginal Experience, Queensland.
Image courtesy of Tourism Australia.

“We wanted to showcase Australia’s premium Aboriginal tourism experiences. But by premium I don’t necessarily mean the most luxurious. Rather, we were looking for experiences that really hit the mark in terms of delivering cultural authenticity, offering diversity of high-quality experiences, and meeting the expectations and needs of the international travel trade.”

Nicole Mitchell
Executive Officer of DAE,
Tourism Australia

“Being able to share these Aboriginal experiences with visitors when they are in Australia offers the kind of life-changing, immersive moments which create memories to last for a lifetime.”

Phillipa Harrison
Managing Director,
Tourism Australia

For more information:

tourism.australia.com/en/resources/industry-resources/industry-programs/signature-experiences-of-australia/discover-aboriginal-experiences.html



Australia at the World Indigenous Business Forum 2022

Tourism Australia's Head of Indigenous Affairs, Phil Lockyer, recently represented Australia at the World Indigenous Business Forum (WIBF) in Villavicencio, Meta, Colombia. The WIBF brings Indigenous and non-Indigenous leaders together to discuss and share opportunities and lessons for social and economic development. Phil, a proud Noongar man from Western Australia, shared Tourism Australia's recent work to incorporate Indigenous languages and place names into tourism marketing, and how Indigenous content was woven into Tourism Australia's new Come and Say G'Day campaign.

Phil Lockyer, Head of Indigenous Affairs, Tourism Australia; Drew Dainer, Australian Embassy Bogota; David Williams, CEO and Founder Gilimbaa and Kristal Kinsela, CEO and Founder Kristal Kinsela Consulting at the WIBF in Colombia.

Helping First Nations businesses to access global markets



The Australian Trade and Investment Commission [Austrade] works with export ready First Nations businesses to help them take their products and services to the world.

Three First Nations Austrade staff members are currently representing Australia as Trade Commissioners overseas. Trade Commissioner Malaysia and Brunei, Melanie Harris is also Austrade's First Nations Champion. Benson Saulo and Josh Riley are both Consuls General and Senior Trade and Investment Commissioners, in Houston and Toronto respectively.. They are helping to embed First Nations perspectives across our global networks.

Melanie has helped showcase First Nations businesses across several Southeast Asian countries and major trade shows. She co-hosted native food provider Indigiearth for an education program of stories and products at the Australian High Commission Singapore. Meanwhile, Trade Commissioner, Amelia Walsh facilitated a collaboration between Indigiearth chef Sharon Winsor and Kaarla restaurant chef John Fiechtner.

As part of an ongoing program of engagements, Benson facilitated a First Nations trade mission that brought 10 Native American business leaders

to meet with Australian First Nations counterparts in Sydney, Brisbane and Darwin in May 2022. A reciprocal trade mission to Anchorage, Washington DC and New Orleans in the United States in October 2022, led by Supply Nation and the Native American Business Association, allowed Australian Indigenous businesses to share experiences with their US counterparts.

Austrade's Export Market Development Grants [EMDG] program is supporting more First Nations businesses to grow their exports. EMDG assisted Gali Swimwear, a 100 per cent First Nations-owned business, to launch and sell their premium men's swimwear designs in overseas markets. Founder, proud Kamilaroi man David Leslie, encourages potential exporters to apply for EMDGs.

Austrade is also a proud sponsor of the Emerging Indigenous Exporter of the Year Award, part of Supply Nation's annual Supplier Diversity Awards.

More: austrade.gov.au

Clockwise from left: 1) Bailey Walker, President of the American Indian Chamber of Commerce, Benson Saulo, Trade Commissioner Houston and Chad Johnson, Managing Director of The Akana Group (a Choctaw business). Photograph by Jax Johnson. 2) Owner and head chef Nornie Bero of Big Esso by Mabu Mabu, a Torres Strait diner at Federation Square in Melbourne. 3) Big Esso's offering. 4) Melanie Harris, Trade Commissioner Malaysia and Brunei with Mudjee's Indigiearth chef Sharon Winsor and chef John Fiechtner from Kaarla Singapore at the Australian High Commission in Singapore. 5) Beachtree Distilling Co. 6 and 7) The First Nations Business Trade Fair at Australian Parliament House in Canberra in October 2022 showcased around 75 Indigenous businesses and 600 motivated buyers.

Export Nation platform to help Indigenous businesses go global



Since 2009, Supply Nation has worked with Aboriginal and Torres Strait Islander businesses along with procurement teams from government and corporate Australia, to help shape today's emerging and rapidly evolving Indigenous business sector.

Supply Nation is the custodian of Indigenous Business Direct – the largest database of verified Aboriginal and Torres Strait Islander businesses. It connects nearly 4,000 Indigenous businesses with more than 670 corporate, government and not-for-profit organisations to foster connections and drive economic empowerment through business.

Supply Nation also provides support to Indigenous businesses through an array of training programs, online tools, resources and events, and has recently launched the Export Nation platform to help Indigenous businesses sell their products and services outside of Australia.

The Export Nation platform provides businesses with access to resources, opportunities and connections to organisations in Australia and overseas, that can provide support, advice and assistance to succeed internationally.

To learn more, visit supplynation.org.au or contact exportnation@supplynation.org.au

We currently have over 280 Indigenous businesses that have identified they are exporting their products and services, and we expect to see this number increase as the Indigenous business sector continues to grow and strengthen.

Jodie Taylor
Supply Nation Chief Executive Officer

Indigenous businesses have the ‘grit’ to make it in global markets



Indigenous entrepreneurs from across Asia-Pacific Economic Cooperation (APEC) economies are learning about international trade and investment through the Australian-sponsored ‘Growing Indigenous Businesses Through Trade’ (GRIT) program.

Almost 40 entrepreneurs have participated in the program so far, including from Australia, Canada, Chile, Chinese Taipei, México, New Zealand, Papua New Guinea, and the Philippines. Participants represent a range of sectors, including food and beverage, skincare, and business services such as wedding planning.

GRIT activities include group instructions, peer-to-peer discussions and networking, and one-on-one coaching. Participants build a practical understanding of how to undertake international trade and make connections with business guest-speakers, as a first step to creating a supportive ecosystem.

The program has underscored the common challenges Indigenous businesses face, including a lack of access to finance, difficulty finding trustworthy partners and distribution channels, understanding contracts, and gathering and making sense of market intelligence.

However, they also face additional unique challenges, such as logistics for those in remote locations, access to infrastructure (such as reliable internet connections), and limited resources to promote and protect cultural assets. They often find difficulty in identifying contacts, especially within governments, for international trade advice and support.

Participants who have completed the GRIT program have welcomed new business connections and reported an increased confidence to participate in trade shows, strengthen business models and pursue further innovations.

The GRIT program is delivered through APEC by the Department of Foreign Affairs and Trade in partnership with the National Indigenous Australians Agency, Department of the Treasury, and the Export Council of Australia. Australia’s engagement in APEC continues to prioritise inclusive growth and the economic empowerment of Indigenous Peoples.



Every successful Indigenous business chips away a little more at the stereotypes of Indigenous people, so if I can be successful and contribute to that, it makes me very happy. And if my efforts are a model to younger mob looking for a way to make their mark in the world, then my job here is done.

Fiona Harrison
Chocolate on Purpose

GRIT alumni: Fiona Harrison, Chocolate on Purpose, Australia

Fiona founded Chocolate on Purpose after discovering the healing power of Australian native botanicals. She embarked on a mission to re-learn the ways of her ancestors and share the healing power of botanicals with others. Fiona is building on the tradition of Indigenous women being the holders of plant knowledge who share insights through storytelling. She incorporates Wiradyuri language in marketing and packaging, ethically sources chocolate and is building an Indigenous-led supply chain by purchasing botanical

ingredients from Indigenous producers wherever possible.

Fiona has secured funds for growth through crowd-sourcing campaigns, and is looking for further capital to acquire productive assets so she can scale from artisan to commercial. She would like to start exporting, with Singapore as an immediate market in mind. Fiona felt that the APEC GRIT initiative provided her with the fundamentals and the connections to become a successful exporter.

Indigenous Peoples Economic and Trade Cooperation Arrangement – a regional initiative for economic empowerment



Australia is a founding participant of the Indigenous Peoples Economic and Trade Cooperation Arrangement (IPETCA), a new regional initiative to strengthen the economic empowerment of Indigenous Peoples in our region and beyond.

Our region is home to more than 270 million Indigenous Peoples who have a long and rich history of participating in trade and commerce. Indigenous Peoples continue to play an integral role in the societies and economies of our region. IPETCA will focus on further unlocking their economic potential and increasing trade and investment opportunities.

This arrangement will help to expand business networks for Indigenous businesses and entrepreneurs across the region, including for micro- small- and medium-sized enterprises (MSMEs), Indigenous women and Indigenous youth. Prospective areas of cooperation under the arrangement include enhancing digital skills and e-commerce opportunities; export counselling; promoting access to finance; supporting indigenous public procurement mechanisms; and valuing and protecting indigenous knowledge.

IPETCA recognises the importance of enhancing the ability of Indigenous Peoples and businesses to benefit from the opportunities created by international trade and investment. It reaffirms a

number of important existing Indigenous-specific international instruments, such as the United Nations Declaration on the Rights of Indigenous Peoples and acknowledges the important role of the environment in the economic, social and cultural wellbeing of Indigenous Peoples.

A joint decision-making body, the Partnership Council, will enable government officials and Indigenous Peoples representatives from participating economies to implement and oversee the arrangement.

Australia is working closely with participating economies and Indigenous stakeholders to operationalise the arrangement. As a first step, this involves establishing the governance arrangements for the Partnership Council over the coming months. Participating economies currently include Australia, Canada, New Zealand and Taiwan (as Chinese Taipei, consistent with nomenclature practices in international economic fora).

IPETCA will be supported by the National Indigenous Australians Agency in partnership with the Department of Foreign Affairs and Trade.

More niaa.gov.au/indigenous-affairs/indigenous-peoples-economic-and-trade-cooperation-arrangement-ipetca

Our participation in IPETCA will maximise opportunities for First Nations Australians in a globalised world. We see significant potential for IPETCA's membership to grow across our Indo-Pacific region.

Helen Stylianou
Australia's Ambassador for Asia-Pacific Economic Cooperation (APEC) and First Assistant Secretary, Trade Resilience and Indo-Pacific Economic Cooperation Division, Department of Foreign Affairs and Trade

Above: Celebrating Indigenous cultures of Taiwan, Australia, Canada and New Zealand.

How Free Trade Agreements benefit First Nations businesses



Free Trade Agreements (FTAs) can deliver new opportunities and revenue streams for First Nations exporters of goods and services and promote investment, including into First Nations enterprises. Many modern FTAs reduce or eliminate tariffs and open new markets for services suppliers.

The Australia-United Kingdom Free Trade Agreement (A-UKFTA) signed in December 2021 is one example of how FTAs can benefit First Nations businesses.

Under the A-UKFTA, Australian artists will be able to receive royalties on the resale of their works in the UK. This will benefit First Nations artists and create new revenue streams when their artwork is resold in the UK market.

Australia has also committed to make all reasonable efforts to join the multilateral Hague Agreement on Designs, which allows industrial designs to be protected in multiple countries or regions with minimal formalities. This will help First Nations fashion, decorative and industrial design producers as their products grow in demand internationally.

For its part, the UK has committed to recognising the importance of genetic resources, traditional knowledge and traditional cultural expression – and to work with Australia at the United Nations World Intellectual Property Organization on a multilateral solution to the protection of Indigenous traditional knowledge.

Like all Australia's FTAs, the A-UKFTA also reserves the right for the Australian Government to implement policy measures which provide more opportunities for First Nations businesses, such as the Indigenous Procurement Policy.

The Government is seeking to complete all necessary domestic processes to bring the A-UKFTA into force as soon as possible to realise the benefits for all businesses, including First Nations businesses.

The FTA Portal ([FTAPortal.dfat.gov.au](https://ftaportal.dfat.gov.au)), a free online tool, helps exporters find out how FTAs with various countries and country blocs have reduced tariffs snapshots of overseas markets.

To find out how FTAs can help your business, [contact \[fta@dfat.gov.au\]\(mailto:contact_fta@dfat.gov.au\)](mailto:contact_fta@dfat.gov.au).

We welcome input from First Nations business on any FTA, particularly those under negotiation. This can be an email or letter or even a formal submission. Share your views with us: dfat.gov.au/trade/for-australian-business/have-your-say-public-consultations-on-ftas.

Aboriginal art in global kitchens



An exhibition of exclusive Australian-made Breville kitchen appliances featuring stunning designs from contemporary Indigenous artists has been on display at the Australian High Commission in London and our embassies in Berlin and Brussels.



An Aboriginal Culinary Journey combines ancient stories with the best of contemporary design. We are giving voice to Indigenous people and taking our culture – 65,000 years of ecological, cultural knowledge to the rest of the world.

Alison Page
Breville Curator

Where to buy

Australia	National Museum of Australia, David Jones, Myer, Harvey Norman
UK	Harrods
Germany	KaDeWe

The National Museum of Australia (NMA) and Breville partnered to produce an Aboriginal Culinary Journey to share the culture of Australia's First Peoples with the world. The exhibition traces the story of cultural mark making from ancient campfires to modern kitchens over 65,000 years.

Artwork by Lucy Simpson, Warlimpirrnga Tjapaltjarri, Yukultji Napangati and Yalti Napangati wrap the appliances in Country and place them in the heart of people's homes.

Breville, the NMA and the Department of Foreign Affairs and Trade (DFAT), led by community, worked with exclusive retail outlets Harrods London and KaDeWe Berlin (Europe's largest and second largest retail outlets respectively) to collectively present an *Aboriginal Culinary Journey* and the affiliated retail range to international audiences.

All profits generated by Breville's affiliated retail range will be returned to Indigenous charities, and with artists retaining copyright and receiving royalties from sales. Importantly, the collaboration has been overseen by Meriam/Wuthathi woman and Intellectual Property lawyer, Dr Terri Janke.



The project was the brainchild of Alison Page, a descendant of the Walbanga and Wadi Wadi people of the Yuin Nation, Alison was appointed as Breville Curator for an Aboriginal Culinary Journey. She is also a member of the NMA's Indigenous Reference Group.

Wrapped in Country, these once ordinary appliances have become cultural ambassadors, not unlike the Aboriginal paintings that adorn the walls of people's homes. They act like doorways to Indigenous knowledges, giving insights into our continuing connection to Country.

Margo Ngawa Neale
Head of the National Museum's
Indigenous Knowledges Centre and
Senior Indigenous Curator

Global Insights

Dispatches from the diplomatic network and state and territory offices



Perth: Taking the taste of Australian craft brew to the world

Spinifex Brewing Co has infused wild-harvested and cultivated lemon myrtle, wax flower, wattle seeds and boab to produce unique Australian beers. Its looking to supply the innovative craft beer range across the ASEAN region.

Aboriginal businesses feature across the company's supply chain, delivering economic benefits and employment opportunities.

This year, the company's co-founders John Gibbs and Mick Little travelled from Perth to Peru to realise their vision of taking the taste of Western Australia to the world. The visit to Peru represents a significant development, establishing a non-mining export product under the framework of the Peru Australia Free Trade Agreement.

London: First Nations talent on show

The UK/Australia Season 2021-2022, a joint initiative between the British Council and the Australian Government to showcase Australia's creativity and innovation was the ideal stage for the National Museum of Australia's ground-breaking exhibition *Songlines: Tracking the Seven Sisters*, an Indigenous Australian film program *Homeland: Films by Australia First Nations directors*, a large-scale outdoor presentation and sound installation by Indigenous Australian artist Dr Christian Thompson AO, and the exhibition *Tracing the Art of a Stolen Generation: The Child Artists of Carrolup* featuring artworks by Aboriginal children at the Carrolup Settlement in WA that were repatriated from the UK to Western Australia in 2013.



Pretoria: Botswana, Angola, Mozambique, Zambia adopt Australian Indigenous fire management techniques

Traditional fire management techniques from Northern Australian First Nations rangers have been successfully transferred to Botswana, Angola, Mozambique and Zambia to help prevent catastrophic savannah fires. The pilot projects, financed by the governments of Australia and Botswana, have boosted incomes in rural and remote locations and strengthened cultural links between African and Australian Indigenous communities. The exchange is part of the International Savannah Fire Management Initiative, which leverages modern science and traditional Indigenous knowledge to tackle climate change. Following the pilot, an additional three

projects in Botswana, Mozambique and Zambia will receive funding from the Green Climate Fund to revitalise traditional fire management as a tool for climate, communities and biodiversity.

Stockholm: Australian First Nations representatives at World Water Week

Indigenous Australian water management experts participated in seminars at World Water Week in Stockholm during 30-31 August. The seminars explored the experiences of the shared centuries-old Indigenous techniques for water management and the increasing validation of Indigenous approaches by modern science. The event provided an opportunity for First Nation groups to build networks and exchange knowledge and experience.



Jakarta: Indigenous Australian designs on the runway at Jakarta Fashion Week

Melbourne-based designer Denni Francisco's latest collection from sustainable fashion label Ngali took centre stage at an Australian Fashion Showcase during Jakarta Fashion Week in October. Through its contemporary collaborations with Indigenous Australian artists, Ngali brought Australian First Nations art to the world stage through the medium of clothing and textiles. This is the fifth year an Australian designer has featured at Jakarta Fashion Week, highlighting the strong links between our creative sectors. The fashion and textiles industries are critical to Australia's and Indonesia's economies. During the fashion week, Denni Francisco also led



masterclasses with fashion and design students in partnership with the Jakarta Fashion Hub and BINUS Northumbria School of Design.

Above left: Craft beer by Spinix Brewing Co.

Above: Ngali on the runway at Jakarta Fashion Week, October 2022

Indigenous business and employment hubs across Australia

Indigenous business and employment hubs have been established across the country to support and advise Indigenous businesses in the process of starting up. The hubs also work to help connect Indigenous business owners with non-Indigenous organisations and investors, and leverage procurement opportunities with Commonwealth, State and Local Government agencies and industry.



So far three Hubs, funded through the National Indigenous Australians Agency (NIAA), are up and running in Western Sydney, Perth and Adelaide. A fourth hub is currently being established in the Northern Territory (NT) and will eventually operate in four locations across the territory.

The hubs provide a range of services including business advice, facilitation of access to

capital, growth support, tendering assistance, training and seminars and access to office space.

Non-Indigenous organisations can work with the hubs to support Indigenous businesses. The hubs help link firms to Indigenous skills and talent and potential corporate supply chain partners and provide advice on culturally inclusive and supportive workplaces.

Above: Shane Devitt, Waalitj Hub General Manager, with business client Marcia Edwards, owner of family business Cryogenics Group which supplies gases to the medical, industrial, commercial and mining sectors. Image courtesy of Waalitj Hub in Perth.





Yarpa Hub, New South Wales

Level 7
203-209 Northumberland
Street, Liverpool, NSW 2170

1300 017 177

yarpa.com.au

The Yarpa Indigenous Business and Employment Hub has been established by the NSW Aboriginal Land Council (NSWALC) as a contracted service to the Australian Government. It is a central coordinating point for Indigenous people wanting to start, sustain or grow their business in NSW. Yarpa Hub facilitates a growth accelerator program, Yarpa Grow, for Indigenous businesses looking to improve their understanding of a range of business practices from governance through to capital and supply chains. The Hub also provides a range of holistic, wrap around services tailored to individual business needs through a team of experienced business coaches and an extensive network across the business support sector.

The Circle, South Australia

Lot Fourteen, Ground Floor,
TechCentral Building,
Frome Road, Adelaide, SA 5000

thecircle@sa.gov.au

thecircle.sa.gov.au

The Circle - First Nations Entrepreneur Hub is a partnership between the Australian and South Australian Governments. The Circle provides Indigenous entrepreneurs and businesses in South Australia with a range of services, including business development support, expert business advice, capability growth, access to new market opportunities and a physical hub within Adelaide's Lot Fourteen innovation district. It also provides a single point of contact for industry, government and non-government organisations looking to engage Indigenous businesses in their supply chains or to employ Indigenous People.

Waalitj Hub, Western Australia

53 Burswood Road,
Burswood, WA 6100

waalitjhub@wf.org.au

wf.org.au/waalitj-hub

The Waalitj Hub is a contracted service to the Australian Government. The Waalitj Hub provides a culturally safe place for Aboriginal and Torres Strait Islander people seeking commercial advice on starting, growing or sustaining their businesses. In-house business coaches assess each business' needs and provide a range of support services to help businesses achieve their strategic objectives.

Global strategies to lift our regions to global markets

The Horizons International Engagement program has wrapped up for the year and has now seen some amazing international strategies developed by the more than 60 participants from across Australia.

Hosted by the Department of Foreign Affairs and Trade and delivered by the Regional Australia Institute, Horizons is designed to guide economic development officers in regional centres to export pathways and to consider ways to attract international investors and tourists. The program builds capacity within these organisations to help local business harness trade, tourism and investment opportunities. Participants have had access to mentoring and networking opportunities that are tailored to each participant's goals.

Program participants automatically become members of the exclusive Horizons alumni, connecting them to a vast network of national and international organisations.

The program provides participants with access to trade experts from DFAT, Austrade, Export Finance Australia, Tourism Australia and Supply Nation. As part of the program, participants develop a targeted international engagement strategy for their region.

More at dfat.gov.au/horizons

Horizons Program Series 2, 2022:

Turning disaster into an international investment opportunity

The winning strategy for session 2 of 2022 came from Tina Irish of Lismore City Council, NSW, whose proposal to establish the Lismore Centre for Flood Excellence turned the current disaster into an opportunity to help others learn from and mitigate the impacts of such devastating events.

“The program delivered substantial insights about the benefits and features of an international strategy as well as engagement with many agencies across the nation that can assist in this space. Each learning session delivered opportunities to connect with like-minded individuals and gain great insights into what can be achieved to foster economic growth in regional areas. A program highlight was the chance to work closely with my mentor from CSIRO to refine my project delivery. I look forward to retaining

Lismore



HORIZONS

— showcase your region to the world —



a connection with program participants so that I can continue to learn from their experiences and provide support where I can.”

Tina Irish
Lismore City Council, NSW,
winner of the fourth Horizons program



Some of our standout alumni:



Sha-Lane Gibson

Guugu Yimithirr descendant from the Waymburr, Nugul and Gamaay clan groups in Far North Queensland

Economic Development, Investment and Trade Officer, Cook Shire Council, QLD

Sha-Lane developed a proposal to establish an aviation precinct in Far North Queensland to support existing and emerging trade and investment opportunities, including by establishing a flight school which would also boost employment in the region.

“Cook Shire Council is 83 per cent grant funded and heavily reliant on investment. The Horizons Program has enabled me to connect with other economic development officers from around Australia - to gain insights and share our challenges and successes. I had the opportunity to work with a mentor to gain first-hand input into the development of our international engagement strategy.”



Madeleine Brooks

Boandik descendant currently living and working on Boandik Country

Communications Officer, City of Mount Gambier, SA

Madeleine developed a proposal to set the scene for a thriving eco-tourism destination in a sustainable way around Mount Gambier/Berrin.

“The interactive sessions and mentoring facilitated by the trade experts throughout the program challenged my views of the opportunities in my region. The program encouraged us to think bigger, think differently and explore paths we hadn’t yet considered. The program opened up connections I previously did not have, not only with other participants across regional Australia but to a network of national and international organisations. My ambition is to return to live and work alongside other passionate individuals to grow economic, social, cultural and environmental sustainability in Mount Gambier/Berrin.”

Indigenous knowledge meets modern science

Rebecca Thorpe
CSIRO



Indigenous company Secret Harvest has partnered with the CSIRO, through its Kick-Start scheme for start-ups and small-to-medium enterprises, to use ancient, generational knowledge to explore new extraction processes for native plants.

Secret Harvest began working with CSIRO this year to explore the potential of a plant local to the area around Phil and Cherie Thompson's farm outside Dubbo, NSW, and in other parts of Australia.

"We thought it was a great chance to explore opportunities around new technologies, extraction methodologies, and our native plants, said Phil Thompson, co-founder of Secret Harvest.

"There's one particular native plant that we've used for generations, and CSIRO is testing different methodologies for the best possible ways of how we can extract the bio-actives that are in this native plant," Mr Thompson said.

"Our best-case scenario is that they'll find the perfect extraction methodology for this plant, and it could be transferrable. Then that will be the technology that we'll invest in and we'll do that locally here in regional New South Wales. This could lead to the creation of as many as 30 new jobs for the region within three years."

CSIRO scientist Adjunct Professor Peter Duggan, leader of the Botanical Pharmaceuticals team, is working with Secret Harvest to deliver the best options for their business.

"This is a great opportunity for CSIRO to apply our expertise in botanical medicine development to an entirely Australian product with First Nations people," Peter said.

For further information: csiro.au/en/work-with-us/funding-programs/sme/csiro-kick-start/about

For our brand, Native Secrets, it was an opportunity to start telling positive stories about our people and to make sure we captured the wealth of knowledge known to our old people before it's lost. I've always thought that if we can share that knowledge then we can all benefit from it. This is an Australian story that we can all share and be really proud of.

Phil Thompson
Co-founder, Secret Harvest

Wiradjuri Elder Uncle Peter Peckham, CSIRO scientist Dr Katherine Locock and Native Secrets founder Phil Thompson.
Image courtesy of CSIRO.

Looking for an Indigenous business?

Search for businesses in your region or by sector using the below directories:

Aboriginal Business Directory WA

abdwa.icn.org.au

Blak Business Directory (NT)

ntibnportal.ntibn.com.au/members

First Nations Bushfood & Botanical Alliance
Australia Business Directory

fnbbaa.com.au/business-directory

Indigenous Business Direct

supplnation.org.au

Kinaway Business Directory (Victoria)

kinaway.com.au/search

NSW Aboriginal Business Portal

nswicc.com.au/nsw-aboriginal-business-portal

Shopping for gifts?

Support Aboriginal and Torres Strait Islander businesses this festive season! Take a look at Supply Nation's Festive Season Catalogue at supplnation.org.au/resources/festive-season-catalogue/



More trade the key to prosperity

Senator The Hon Don Farrell
Minister for Trade and Tourism



Australia faces big economic challenges, with high inflation, price rises and falling real wages making life less affordable for many. The international trading environment is also weathering difficult times, and some major economies risk falling into recession.

Australia's future prosperity will, in part, depend on how well we can adapt to these challenging circumstances. Trade, as a force for good, offers opportunities for prosperity and economic security.

The Australian Government is focused on ensuring our trade agenda addresses these challenges, with four principles to guide our approach.

First, we want to broaden and deepen our international trading relationships so Australian businesses have more export destination options. We are on track to complete parliamentary processes in November to implement trade deals with the UK and India, which will come into effect when those countries have completed their own domestic processes.

We are leading efforts to create an Indo-Pacific Economic Framework (see page 27), which will facilitate trade and investment flows in the region. We have reinvigorated trade negotiations with the European Union and aim to finalise a free trade agreement by mid next year. In October, I signed the landmark Australia-Singapore Green Economy Agreement (see pages 28-29), and we are developing a South-East Asia Economic Strategy to 2040.

Second, we must defend and reform the multilateral system. Australia, as an open trading nation with a medium-sized economy, derives great benefit from a healthy, multilateral trading system that is underpinned by robust rules.

Third, we need to diversify not just who we trade with, but what we trade. Attracting investment is important to bring in capital, capability and resources. We are working to promote investment opportunities in Australia's critical minerals sector and green technologies to position Australia as a renewable energy superpower.

And finally, we believe the benefits of trade must be shared more fairly in the community. Our Trade 2040 Taskforce will be the main consultation forum to progress the Government's trade policy agenda. It will bring together government, industry, union and community representatives and ensure that traditionally marginalised voices are amplified, including those of First Nations Australians and women.

As Australia faces significant economic and geostrategic challenges, a strong economy will be an important contributor to our national security. We must continue reaching out to the world, to deepen trade ties and explore new opportunities. Because Australia is economically stronger when global trade flows freely.

Indo-Pacific Economic Framework (IPEF)



The Indo-Pacific Economic Framework – driving sustainable and inclusive economic growth

The Indo-Pacific Economic Framework (IPEF) brings together some of our region's largest, most dynamic, and fastest growing regional economies. Accounting for around 40 per cent of global GDP and including eight of Australia's top 10 merchandise trading partners, IPEF presents an exciting opportunity to expand Australia's business, trade and investment ties.

IPEF is a contemporary economic partnership between 14 Indo-Pacific economies. It goes beyond a traditional trade agreement and opens the door to new and innovative forms of economic cooperation. On 9 September 2022, IPEF members came together in Los Angeles to launch negotiations on a range of emerging trade and investment issues, including digital trade, supply chains, clean energy and decarbonisation, and tax and anti-corruption.

Through IPEF, we have an opportunity to set the benchmark for ambitious rules and standards that improve the regional trade and investment climate and drive sustainable and inclusive economic growth in Australia, and across the Indo-Pacific region.

We are exploring new initiatives to:

- make it easier to trade across borders by reducing non-tariff barriers and boosting digital trade
- diversify regional supply chains and make them more resilient to disruptions
- unlock green trade and investment opportunities and support the clean energy transition.

Inclusivity is a core focus of IPEF and members have expressed their shared commitment to ensuring the benefits of trade are accessed and shared by all. Australia and New Zealand are leading negotiations through IPEF to expand meaningful access to, and participation in, regional economies for all segments of society. This will include work to address barriers to trade and investment opportunities for Indigenous peoples and women.

Launching IPEF negotiations is a significant step in the future of greater economic cooperation in the Indo-Pacific region and I am committed to IPEF's success and its potential to develop new and innovative solutions to modern trade and economic challenges.

Senator The Hon Don Farrell
Minister for Trade and Tourism

Have your say:

We encourage interested stakeholders to have their say on the Indo-Pacific Economic Framework at: dfat.gov.au/trade/organisations/wto-g20-oecd-apec/indo-pacific-economic-framework

Spearheading trade and investment opportunities in a green economy

Australia and Singapore are set to seize new green trade and investment opportunities through a first of its kind Green Economy Agreement (GEA). Signed by Trade Ministers on 18 October 2022, the agreement has established platforms and cooperative arrangements to accelerate both countries' transition to net zero emissions whilst driving green growth and job creation.

With an emphasis on practical and innovative ways of working together to tackle this transition, Singapore and Australia have launched 17 initial activities under the GEA. Among them are a grants program to incentivise and facilitate business collaboration in green sectors and work to promote and enable trade in 527 environmental goods and services, including by addressing non-tariff barriers.

Other GEA initiatives include collaboration between CSIRO and its Singapore counterpart to help build industries in the circular economy, low emissions

technologies, alternative proteins, advanced manufacturing and future materials. Austrade and Enterprise Singapore are also helping to drive bilateral green economy cooperation by promoting and facilitating business engagement and investment in areas such as clean energy, agribusiness and infrastructure.

An ecolabelling initiative conducted under the auspices of the GEA has facilitated an agreement between two members of the Global Ecolabelling Network, Good Environmental Choice Australia and the Singapore Environment Council.

This partnership will provide mutual recognition for products and services and allow Australian companies to expand into the Singapore market.

More information on the DFAT website and enquiries can be sent to AustSingGEA@dfat.gov.au.

The Green Economy Agreement signals collective resolve to confront challenges as we transition our economies to net zero. It will support clean energy innovation, unlock business opportunities and create jobs, and help deliver our emission's targets while positioning Australia as a renewable energy superpower.

The Hon Anthony Albanese MP
Prime Minister of Australia

It is the first such agreement of its kind between countries and we hope that it will be a pathfinder for other countries, similarly to co-operate with one another to deal with the what is a global problem.

Mr Lee Hsien Loong
Prime Minister of Singapore

Alignment of sustainable finance policies to attract investment in Australian green and transition projects

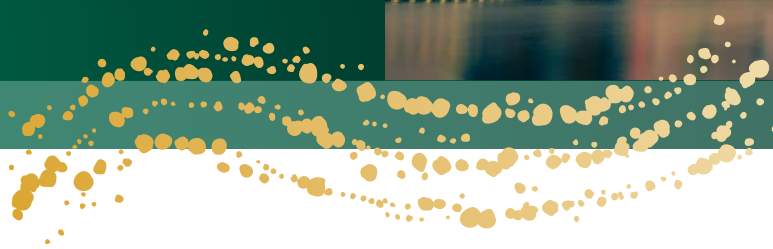


Government and industry working together to build sustainable aviation and green shipping



Singapore- Australia

Green Economy Agreement



Supporting our transition by promoting and enabling trade in 527 environmental goods and services, including addressing any non-tariff barriers



Facilitating greater business and investment opportunities in green growth sectors, including hydrogen



Architecture for cross-border electricity trade between Singapore and Australia



Grants program to incentivise and facilitate small and medium-sized business collaboration in green growth sectors



Partnerships between ecolabelling and sustainability rating schemes to drive demand for low-carbon, sustainable, and resource efficient goods and services



Driving skills and capability development in a green economy workforce



Joint statistical project to better measure the size and opportunities in the green economic transition



Supporting the development of compatible and credible international carbon markets



Model principles of green economy cooperation to help guide our transition



From the Chief Economist

David Woods



The global economy and the strong US dollar

The global economic outlook has deteriorated sharply.

Growth is slowing as economies lose momentum – Treasury forecasts global growth at just 2.8 per cent next year, compared to 6 per cent in 2021. Inflation remains stubbornly high, particularly in advanced economies, prompting a rapid synchronised tightening of monetary policy by central banks. Few banks are moving as aggressively as the US Federal Reserve, which has raised its target rate by a cumulative 3.75 per cent since March 2022.

The US Federal Reserve is focused on US inflation, but its actions affect global markets. The relative safety of US assets makes them highly attractive to investors in times of uncertainty, particularly when coupled with the rapidly rising interest rates on offer. The resulting demand has sent the value of the US dollar soaring, with the dollar index (DXY) hitting a 20 year high in late September.

The high US dollar affects every country. Developing countries can be at risk from the rising dollar as their debts are often denominated in US dollars. Debt payments become costlier as their currency weakens just as interest rates

rise – a double whammy which can lead to severe budget pressure and badly crimp growth. Fortunately, most economies in our region currently appear relatively stable, with Southeast and South Asian growth forecast to outpace the global average next year.

Australia's economy has so far proven resilient, but there is significant uncertainty ahead. As stated in the Budget on 25 October, Australia's economic growth will slow given the substantial global economic downturn, rising interest rates and falling real wages. The high US dollar (and lower Australian dollar) makes our exports more competitive and makes assets priced in Australian dollars comparatively attractive for investors. Our exports hit a record high value of \$596 billion in 2021-22 – 30 per cent higher than the previous year. But as the global economy loses momentum and global financial conditions tighten, we can expect weaker demand for Australian exports and reduced foreign investment.



What's On – events calendar

30 January 2023 - Dubai

Arab Health 2023 Business Program

austrade.gov.au/event/ArabHealth2023/0x0/y#/event



6–9 February 2023

Mining Indaba – Australian Mining in Africa Program

austrade.gov.au/event/MiningIndaba2023/0x0/y#/event



22 February 2023

Energy Transition Summit

energytransitionsummit.com.au



13–16 March 2023

World Indigenous Tourism Summit

wits2023.com.au



16 March 2023

Destination Australia Conference

tourism.australia.com/en/news-and-events/industry-events/upcoming-tourism-australia-industry-events/destination-australia-conference-2023.html



4–5 April 2023

First Nations Bushfood and Botanicals Conference

fnbbaa.com.au/bushfood-and-botanicals-conference-2023



30 April – 4 May 2023

Australian Tourism Exchange

events.tourism.australia.com/ate23



3–4 May 2023

Smart Energy Council Conference and Exhibition

smartenergyexpo.org.au



CONFERENCE AND EXHIBITION

15–18 May 2023

Australian Petroleum Production and Exploration Association Conference and Exhibition

appeaconference.com.au



business envoy

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The Department of Foreign Affairs and Trade acknowledges the traditional owners of country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to elders past, present and emerging.

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email: trade@dfat.gov.au

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Australian Government

Department of Foreign Affairs and Trade



AUSTRALIA

Trade and investment information is a **click** away.

