

INVESTMENT FACILITATION

Emma McDonald – Senior Investment
Specialist, Tourism Infrastructure



Australian Government
Australian Trade and Investment Commission



THE ROLE OF AUSTRADE

Focus on investment attraction initiatives off-shore

Ensuring the early introduction of quality, qualified investment opportunities to the state and territory governments

Working with states/territories in identifying “investor ready” projects within Australia

Providing onshore strategic facilitation services to new and existing investors, including via the Senior Investment Specialists

Having an input into policy issues and impediments to business and investment

Providing states and territories and stakeholders with feedback and market intelligence

THE ROLE OF STATES/TERRITORIES

Take a leadership role on-shore, having a closer relationship with, and knowledge of local business in Australia

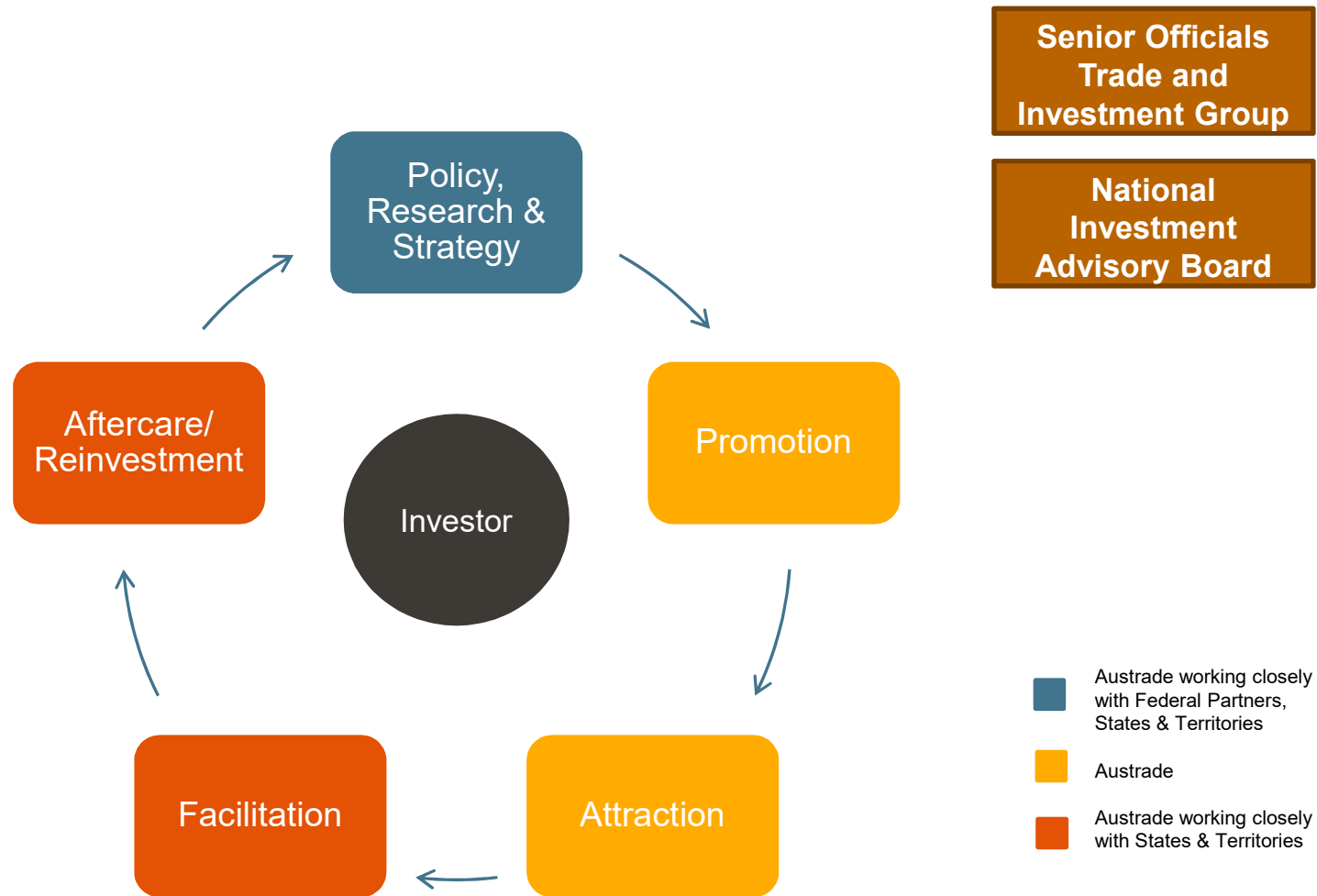
Provide information to support investment enquiries

Deliver tailored investment facilitation services

Provide feedback to Austrade

- Relevance/quality of leads
 - Investor feedback
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INVESTMENT LIFE CYCLE



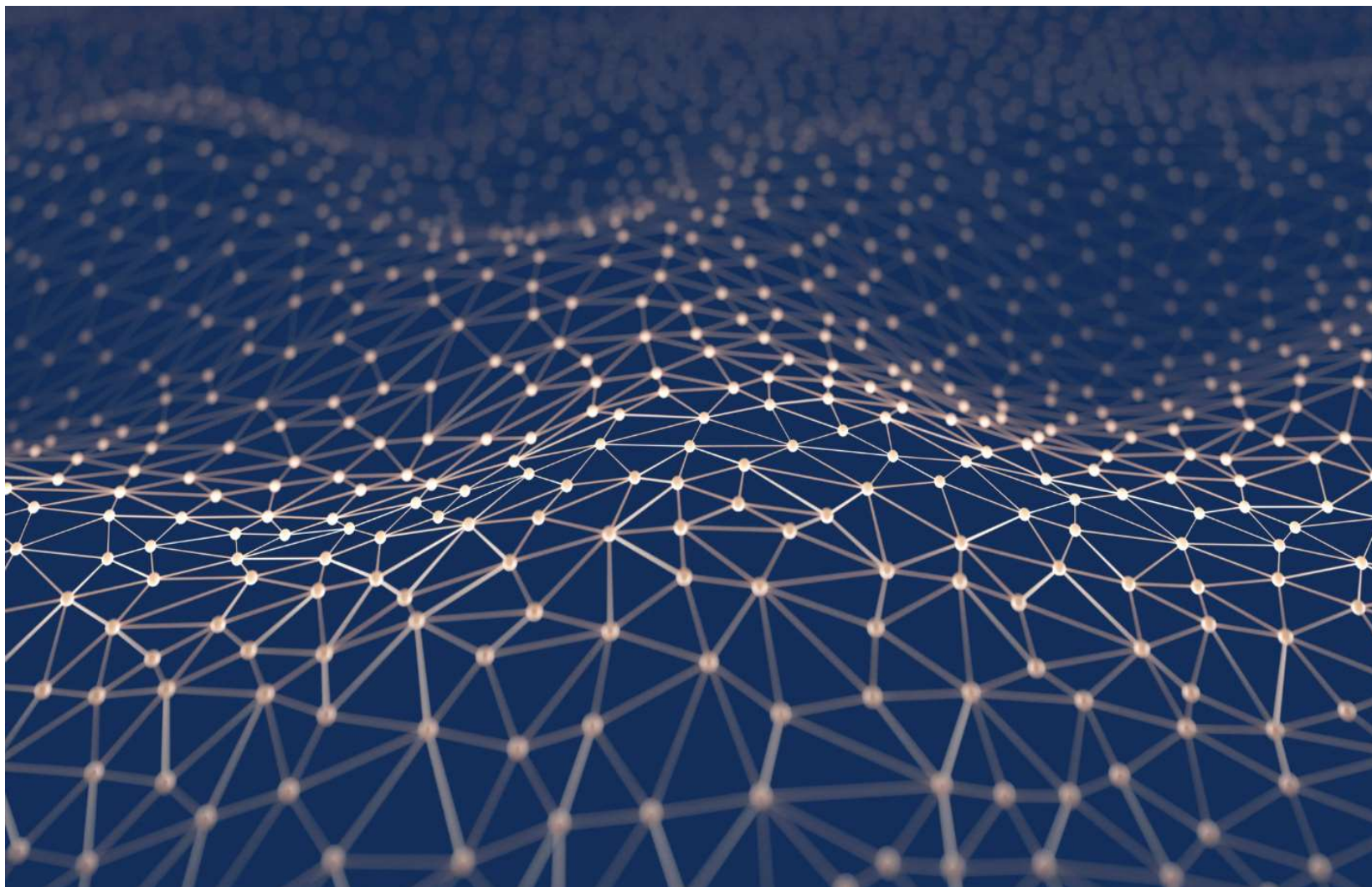
WHAT DRIVES FOREIGN DIRECT INVESTMENT



WHAT INVESTORS VALUE



REGIONAL PARTNERSHIPS



ONSHORE PROJECTS

