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### AUSTRALIA'S TRADE AND INVESTMENT RELATIONS WITH THE SOUTH PACIFIC

# Content

- Introduction (Caleb / PIFS / PITIC)
- PITIC's strategy (Service / Role)
- Success: Case studies
- Challenges
- Australia Pacific and PNG AID program
- Solutions

### Pacific Islands Forum Trade Offices



## Key Services offered by PITIC

- Country Image building
- Export support Services
- Marketing including introductions
- Market research and publications
- Investment facilitation

# Export



# Export

### www.stanyonkirricat.com



# Tourism



### **Resources and publications**

- Newsletter's
- Pricing Guide
- Market research
- Packaging and Labelling
- Tourism
- Exporting Guides (Coffee, timber, cocoa, taro)
- Country guides (All 14 FIC's),



Pacific Islands Trade and Investment Commission, Sydney Creating Opportunities Between Australia and the Pacific

#### **PRICING GUIDE** FOR EXPORTERS



Why export pricing is different Extra costs to consider Pitfalls and traps Pricing techniques

#### ABOUT PITIC

PIIC Sydney is one of four óverseas agencies of the Suvabased Pacific Islands Forum Secretariat (PIFS). Other PIFS offices are located in Japan, New Zealand, and the People's Republic of China. We work closely with the Australian and Pacific Island Practic State Threate trade and investment, opportunities, benefiting the region as a whole.

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# Challenges

- Massive Trade imbalance with Australia (exception being PNG due to it natural resources exports to Australia)
- Climate Change
- Security issues: Fiji, Solomon Islands, Tonga
- Millennium Development Goal achievement
- Extreme Poverty and Hunger

### Progress towards the Millennium Development Goals

#### Progress towards the Millennium Development Goals

	Melanesia				Polynesia					Micronesia					Timor-Leste
	Fiji	PNG	Solomon Islands	Vanuatu	Cook Islands	Niue	Samoa	Tonga	Tuvalu	FSM	Kiribati	Marshall Islands	Nauru	Palau	
MDG1: Eradicate extreme poverty and hunger															
Halve, between 1990 and 2015, the proportion of people whose income is less than one dollar a day and the proportion of people who suffer from hunger. (Indicator: Incidence of basic needs poverty)	Off track (deteriorated)	Off track (deteriorated)	Of concern (limited data)	On track	Of concern (limited data)	Of concern (limited data)	Off track (deteriorated)	Of concern (limited data)	Off track (deteriorated)	Off track (deteriorated)	Of concern (limited data)	Of concern (limited data)	No data	Of concern (limited data)	Off track (deteriorated)
MDG2: Achieve universal primary education															
Ensure that, by 2015, children everywhere, boys and girls alike, will be able to complete a full course of primary schooling. (Indicator: Primary completion rate)	On track	Off track	Of concern	Off track	Of concern	On track	On track	On track	On track	Of concern	Of concern	Of concern	Off track	Of concern	Off track
MDG 3: Promote gender equality and empower women															
Eliminate gender disparity in primary and secondary education preferably by 2005 and to all levels of education no later than 2015. (Indicator: Gender equality in primary and secondary schools)	On track	Off track	Off track	On track	Of concern	Of concern	On track	On track	Of concern	On track	On track	On track	On track	On track	Of concern (limited data)
MDG4: Reduce child mortality					2 37 5				dia dia dia	it is the set					
Reduce by two-thirds, between 1990 and 2015, the under-five mortality rate.	Off track	Off track	On track	On track	Off track	Of concern	Of concern	Of concern	Off track	Of concern	Off track	Of concern	Of concern	Off track (deteriorated)	Off track
MDG5: Improve maternal health Reduce by three-quarters, between 1990 and 2015, the maternal mortality rate.	Off track (deteriorated)	Off track	On track	Off track (deteriorated)	No data	No data	On track	Off track (deteriorated)	On track	Of concern (limited data)	Off track (deteriorated)	Of concern (limited data)	No data	No data	Off track (limited data)
MDG6: Combat HIV/AIDS and other diseases Halt and reverse the spread of HIV/AIDS, malaria and TB	Off track	Off track	Of concern	Of concern	On track	On track	Of concern	On track	Of concern	On track	Of concern	On track	On track	On track	Off track
MDG7: Ensure environmental sustainability									Artick						
Integrate the principles of sustainable development into country policies and programmes and reverse the loss of environmental resources. (Indicator: Household access to improved water supply and sanitation)	On track	Off track (deteriorated)	Off track	Of concern	On track	On track	On track	On track	Off track	)f concern	Off track (slow progress)	Of concern	Of concern	On track	Off track

Notes: Countries that are on track (likely to meet the target) are shaded in green. Countries that are of concern (progressing too slowly but could reach the target with extra effort and resources or with limited data) are shaded in orange. Countries that are of frack (highly unlikely to meet the target) are shaded in red.

### Australia's Pacific and PNG AID program

In the AusAID Report *Pacific 2020*, released in 2006, following the *White Paper on Australia's Overseas Aid Program*, it was noted that:

*`There is widespread recognition among Pacific Island leaders that the increases in prosperity necessary to generate jobs and income opportunities cannot be achieved without a dynamic private sector.'*<sup>1</sup>

The report stressed that, `Ultimately it is private sector investment that will drive economic growth – not only by adding capital stock, but also by increasing entrepreneurial capacity.'<sup>2</sup>

<sup>1</sup> Pacific 2020: Challenges and Opportunities for Growth. AusAID, Canberra, May 2006 p73. <sup>2</sup> Op cit, p5.

# Solutions

Australia must review the way it delivers AID to the Pacific: -

- Practical enterprise capacity building
  - Enterprise Development
  - Trade and Investment Promotional Organisation
  - Access to Capital, customary land issue
  - Leadership
- Movement of Naturalised persons. Current pilot doesn't go far enough and is currently failing in Australia.
- Continue AID for Education, Health & Security
- Efficient compliance mechanisms

### **Forum Countries**





# Export Pacific.org





### Buy Pacific Travel Pacific Invest Pacific

"One Business at a time"

# pitic.org.au





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