

Senate Foreign Affairs, Defence and Trade Legislation Committee

Budget Estimates 2015–16; June 2015

Questions on Notice to Austrade

Q No.	Division or Agency	Senator	Broad topic	Type
1	Austrade	Wong	Budget Measure – Free Trade Agreement Promotion	Hansard
2	Austrade	Fawcett	Korea FTA	Hansard
3	Austrade	Wong	ASEAN Tariff Finder	Hansard
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6	Austrade	Wong	Match Australia	Hansard
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9	Austrade	Wong	Business Missions	Hansard
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13	Austrade	Brown	Cadbury	Hansard
14	Austrade	Back	Tourism	Hansard
15	Austrade	Back	Chinese Visas	Hansard
16	Austrade	Brown	Funding Programs	Written
17	Austrade	Brown	Tourism Demand Driver Infrastructure Fund	Written
18	Austrade	Brown	Australia Week Events	Written
19	Austrade	Brown	Northern Australia Aviation Proposal	Written
20	Austrade	Brown	Tourism Refund Scheme	Written
21	Austrade	Brown	ABS Survey of Tourist Accommodation	Written
22	Austrade	Brown	Stakeholder Meetings	Written
23	Austrade	Brown	Wanda Group	Written
24	Austrade	Brown	Medical Tourism	Written
25	Austrade	Brown	Sports Tourism	Written
26	Austrade	Brown	Amendments to Australian Trade Commission Act 1985	Written
27	Tourism Australia	Brown	Domestic Tourism Marketing	Written
28	Austrade	Brown	Tourism Research Australia	Written
29	Austrade	Brown	Staffing	Written
30	Austrade	Brown	Research	Written
31	Tourism Australia	Brown	Taxation (Removing tax-free threshold to Working Holiday Visa Makers)	Written
32	Austrade	Brown	Tourism Research Advisory Board	Written
33	Austrade	Brown	Public Transport	Written
34	Austrade	Brown	Tourism Ministers Meetings	Written

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35	Austrade	Brown	National Tourism Incident Response Plan (NTIRP)	Written
36	Austrade	Brown	Australian Standing Committee on Tourism (ASCOT)	Written
37	Austrade	Brown	Tourism Major Project Facilitation service	Written
38	Austrade	Brown	Entrepreneurs' Infrastructure Programme	Written
39	Austrade	Brown	Tourism Research Committee (TRC)	Written
40	Austrade	Brown	Tourism and Visa Advisory Group	Written
41	Austrade	Brown	Tourism Careers Promotion Roundtable	Written
42	Austrade	Brown	National Passenger Facilitation Committee	Written
43	Austrade	Brown	Stronger Regions Funding \$66 million	Written
44	Austrade	Brown	Tourism 2020	Written
45	Austrade	Brown	Approved Destination Status	Written
46	Austrade	Brown	State of the Industry Report	Written
47	Austrade	Brown	Regional Tourism Infrastructure and Innovation Fund	Written
48	Austrade	Brown	Budget Functions	Written
49	Austrade	Ludwig	Non-Australian Citizens Employed by the Department/Agency	Written
50	Austrade	Ludwig	Departmental Dispute Resolution	Written
51	Austrade	Wong	Budget Measures – Australia Week Events	Written
52	Austrade	Wong	Budget Measures – Match Australia and Cessation of ABE Grants	Written
53	Austrade	Wong	Budget Measures - Strengthening Australia's ability to attract foreign investment	Written
54	Austrade, consult DFAT	Wong	Budget Measure - Strengthening Australia's foreign investment framework	Written
55	Austrade, consult DFAT	Wong	Budget Measure - Developing Northern Australia, positioning the north as a leader in tropical health	Written
56	Austrade	Wong	Ministerial Led Business Missions	Written

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 1

Budget Measure – Free Trade Agreement Promotion

Pages 71-73 of the proof Hansard

a. **Senator WONG:** ... [In relation to the grants program for member based organisations ...] On notice, then, can you provide a copy of the guidelines and governance arrangements?

Mr Gospers: When they are developed, yes.

b. **Senator WONG:** ... How much of that line item [\$13.4 million in 2015-16 and \$8.2 million in 2016-17] is budgeted to be spent on advertising? I am putting that on notice. And can you break down the components of that? So, that is on notice.

c. **Senator WONG:** Who made the decision to include free-to-air television advertising?

Mr Gospers: We have not made the decision about a widespread advertising campaign.

Senator WONG: I beg your pardon?

Mr Gospers: That is a government decision.

Senator WONG: A government decision to conduct TV ads?

Mr Gospers: Yes.

Senator WONG: When were you advised of this decision?

Mr Gospers: Do you mean the decision to fund the program?

Senator WONG: No, to include free-to-air.

Mr Gospers: I cannot give you a precise answer to that, but of course we gave advice to the government on how it could best ensure that the opportunities of the FTA were widely spread through the export and business community. I would have to look back and see precisely when that was done.

d. **Senator WONG:** Does Austrade currently advertise on channels seven, nine and 10?

Mr Gospers: No, we do not advertise on those at this point.

Senator WONG: So, this would be the first time Austrade has advertised on free-to-air television?

Mr Gospers: I do not know. I would have to take that on notice.

e. **Senator WONG:** Did you seek advertising for free-to-air in your NPP?

Mr Gospers: I would have to look back at the particular advice we gave about the means to ensure widespread dissemination, but I have no problem with it.

Answer

a. Guidelines for the grants programme are currently being prepared. Once they are approved for release by the Minister for Trade and Investment and the Minister for Finance has been notified, the Committee will receive a copy.

b. The amount to be spent on advertising is still to be determined, and will be informed by market research conducted by an independent research agency and audience segmentation data.

c. Austrade provided the government with a range of options which could be pursued to achieve the goal of promoting the opportunities which arise through the recently-concluded North Asia FTAs to business including current and future exporters, and within the community more generally.

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- d. Yes. This would be the first time Austrade has advertised on free-to-air television. However, in the past Austrade has conducted other media and marketing campaigns to demonstrate the benefits of exporting to all Australians and to raise awareness of export assistance programmes delivered through Austrade.
- e. See c above.

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Questions on Notice from **Senator Fawcett** to Austrade

QUESTION 2

Korea FTA

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Senator FAWCETT: ... [In relation to the implementation and uptake of the Korea Free Trade Agreement and the number of inquiries Austrade is receiving for export support into Korea] ... So when you say you cannot give us those numbers, is that just because you do not have them at hand?

Mr Gosper: I do not have them at hand.

Senator FAWCETT: Could you take on notice to provide that to the committee.

Answer

Austrade is responsible for promoting the North Asia free trade agreements. Prior to KAFTA's entry into force Austrade conducted a number of promotion and awareness-raising events around Australia:

- In November 2014 the *KAFTA Australia Roadshow* was delivered in five locations and attracted 448 participants.
- In October 2014 the *Women in Global Business Speaker Series: Engaging with Developed Asia- FTAs Demystified* included a focus on KAFTA, was delivered in eight locations, and attracted around 450 participants.

Austrade's office in Seoul has also arranged several events to link Korean businesses with Australian exporters, helping them take advantage of KAFTA:

- In March 2015, an Australian wine master class was delivered with the Australian Grape and Wine Authority, to grow demand for Australian premium wine. This attracted 100 Korean participants.
- In November 2014, the office delivered an Australian almond seminar in Seoul with the Australian Almond Board which was attended by 50 Korean industry representatives.
- In October 2014, the office assisted an AusVeg delegation study tour to Korea with 10 delegates.

Beginning in March this year, Austrade has delivered twelve *North Asia FTA* seminars which have attracted nearly 600 participants so far. These will continue for the next two years, as will other promotion activity.

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 3

ASEAN Tariff Finder
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Senator WONG: Okay. [is there an] ASEAN tariff finder [tool on the Austrade website]?

Mr Gosper: We will find out for you.

Answer

Yes, the ASEAN tariff finder can be found at <http://aseantariffs.austrade.gov.au/tariff-finder/>.

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 4

FTA Roadshows

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a. **Senator WONG:** I might put some questions about the programs for the promotional seminars et cetera on notice. I understand that Mr Robb spoke at one of the seminars. Can you tell me how many seminars Mr Robb or his parliamentary secretaries are intending to speak at?

Mr Gospers: There have been eight thus far. Mr Robb, Mr Billson and Parliamentary Secretary Ciobo have spoken. I think they have been involved, and one of them has been involved in all of them, I seem to recall, but we will give you the specific details if you would like.

Senator WONG: Yes, if you could. Yes, if you could. You gave me the names before. I was not sure whether they all went to one to kick it off or whether they keep going.

b. **Senator WONG:** Who is in charge of the guest list for that [the FTA Roadshows]?

Mr Gospers: We put the guest list on our website. We engage our TradeStart network—the offices we have got through the country—the state and territory governments and others to advertise that the seminar is happening and to invite people. It is an open event in that sense. If you like, I can give you the attendance at the seminars thus far.

Senator WONG: Sure.

c. **Senator WONG:** Do any of the ministers' offices or parliamentary secretaries' offices communicate any additional members of the guest list to you?

Mr Gospers: I am not aware of that happening, but it is possible. I am not sure. I could take that on notice.

Answer

a. Between 11 March and 3 June 2015, eight seminars were held and each was attended by either the Hon Andrew Robb AO MP, Minister for Trade and Investment; the Hon Bruce Billson MP, then Minister for Small Business; or the Hon Steven Ciobo MP, then Parliamentary Secretary to the Minister for Foreign Affairs and Parliamentary Secretary to the Minister for Trade and Investment.

b. Attendance at North Asia FTA seminars held between 11 March and 3 June 2015 has been:

Date	Location	State / Territory	Business Audience
11-Mar-15	Gold Coast	QLD	32
13-Mar-15	Bentleigh	VIC	54
8-Apr-15	Frankston	VIC	47
9-Apr-15	Queanbeyan	NSW	53
10-Apr-15	Adelaide	SA	43
23-Apr-15	Ararat	VIC	41
6-May-15	Yass	NSW	60
18-May-15	Rockhampton	QLD	25
	Total		355

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- c. To ensure many businesses and stakeholders are aware of the event, Austrade draws on its client management database to identify businesses located in and around the event location and distributes electronic invitations directly to those businesses. A copy of the electronic invitation is also provided to stakeholders such as the Department of Foreign Affairs and Trade, AusIndustry, Tradestart, Efic, industry associations, corporate partners and state and territory governments for circulation to their contacts. A copy of the invitation is also provided to the office of the participating Minister or Parliamentary Secretary. While Ministers' offices may on-forward the invitations, Austrade has no record of specific requests from Ministers' offices to add particular people to guest lists. Austrade and partner agencies also use social media channels to promote the events. Those wishing to attend an event register directly through the Austrade website at www.austrade.gov.au/ftaseminars.

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 5

Cessation of the Asian Business Engagement Plan

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Senator WONG: First, on notice, can you tell me, in terms of the Asian Business Engagement Plan, what type of businesses received such grants over the past three years and what nations did the participants export to or do business in as part of this grant program.

Mr Gosper: We will provide the information you requested, on notice of course.

Answer

The Asian Business Engagement (ABE) Plan grant programme was open to Australian member-based business organisations such as chambers of commerce and industry, business councils and chambers and peak industry associations. Individual firms could not apply.

A list of grant recipients, including export markets, is attached.

- A wide range of member-based business organisations were represented over the two grant rounds covering: services; automotive; medical devices; biotechnology; sports medicine; international education; agribusiness; food and beverages; horticulture; water; clean energy; fashion and textiles; marine; composites; and mining equipment, technology and services.
- The ABE Plan targeted 25 Asian markets with grant recipients delivering projects across 14 of the eligible Asian markets.

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Attachment

Asian Century Business Engagement Plan Grant - 2013-2014 Grant Round

Recipient Title	Markets
Federation of Automotive Product Manufacturers	Indonesia and Malaysia
International Education Association of Australia (IEAA)	Hong Kong, Indonesia, Philippines, Singapore
Australian-Thai Chamber of Commerce (AustCham)	Thailand, Myanmar and Japan
Australian Food and Grocery Council (AFGC)	China, Malaysia and Thailand
Australian Indonesian Business Council Ltd	Indonesia
Northern Territory Cattlemen's Association Inc	China, Indonesia and Vietnam
Austmine Limited	China, India and Indonesia
Australia-Malaysia Business Council	Malaysia
Northern Poultry Cluster Ltd	China
Chamber of Commerce and Industry of Western Australia	India
TAFE Directors Australia	China and India
AustCham Singapore	Singapore
Australian- New Zealand Chamber of Commerce Philippines, Inc.	Philippines
Sheepmeat Council of Australia	Indonesia
Superyatch Australia - AIMEX	Indonesia, Singapore, Thailand and Malaysia
Citrus Australia	China
Australian Chamber of Commerce Hong Kong & Macau	Hong Kong and Macau
Australian Chamber of Commerce in Korea	Korea
CropLife Australia	Vietnam, Korea and China
Toowoomba and Surat Basin Enterprise Pty Ltd	China
Clean Energy Council	China and Singapore
Neurosciences Victoria Ltd	India
AusBiotech	China
waterAUSTRALIA Solutions Ltd	Thailand, Malaysia and Indonesia
The Australian Industry Group	Japan
HunterNet Co-Operative Limited	China and Indonesia

Asian Century Business Engagement Plan Grant - 2014-2015 Grant Round

Recipient Title	Markets
AusBiotech	China
Australian-New Zealand Chamber of Commerce Philippines, Inc.	Philippines
Australian-Thai Chamber of Commerce	Thailand
Australia-Taiwan Business Council Limited	Taiwan
Bundaberg Fruit and Vegetable Growers Cooperative Limited	Korea
Composites Australia Inc.	Indonesia & Malaysia
Export Council of Australia	Indonesia
Food South Australia Inc	Singapore, Malaysia & Indonesia
Sports Medicine Australia and the Australian Physiotherapy Association	China
TAFE Directors Australia	Myanmar
Victorian TAFE International Inc	Indonesia
Australia-Myanmar Chamber of Commerce	Myanmar
Australian Automotive Aftermarket Association Ltd	Indonesia & Thailand
Australian Horticultural Exporters Association	China, Korea & Japan
Australian Services Roundtable	Korea & Indonesia
Council of Textile & Fashion Industries of Australia (TFIA)	Hong Kong
Infrastructure Sustainability Council of Australia	Singapore
NSW Business Chamber Limited	China

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QUESTION 6

Match Australia

Pages 83, 84, 88, 89 and 90 of the proof Hansard

a. **Senator WONG:** How many people did you take to the Cricket World Cup?

CHAIR: Soccer.

Senator WONG: No. It was cricket, Asian World Cup and the Australian Open.

Mr Barty: I will have to take that on notice.

b. **Senator WONG:** ... why don't you on notice tell me which sporting events were attended by Austrade officers this year, how many investors and what event they attended and what the investor programs associated with each of them are? I would like the cost in respect of each of them.

c. **Mr Gospers:** ... Austrade hosted 54 VIP international investors and over 53 buyers across a range of business matching events and networking events. Five of those events were hosted by the Minister for Trade and Investment.

Senator WONG: Five events were hosted; he took people to what?

Mr Gospers: I believe it was to one of the matches at the Australian Open tennis; to the final of the Asian Cup, and to one of the cricket finals—I think that was a semi-final. That is from memory, we will have to confirm that on notice.

d. **Senator WONG:** Was there a corporate box?

Mr Gospers: At the Australian tennis open it was a purchase of a table of 10 for investors for a dinner and then attending the quarter final. I do not know exactly whether a box was involved. We can find those sorts of details for the three sporting events for you.

e. **Senator WONG:** So five events were hosted by the minister? ... Do you have the cost of those? ... Do you have the guest list?

f. **Senator WONG:** Was there anything else attended by one of the either the minister, the parl sec or any other minister?

Mr Gospers: I will have to take that on notice.

g. **Senator WONG:** Did any ministerial staff attend these events?

Mr Gospers: I expect there would have been, but I will take that on notice.

h. **Senator WONG:** ... I think Mr Barty said you made a decision to utilise some of your current funding to start this process of taking investors to sporting events.

Mr Barty: I did, but we were actually allocated funding for the Asia football cup and the ICC world cricket cup.

Senator WONG: When were those decisions made?

Mr Gospers: Funding of \$533,000 was approved for the initial two-year program—

Senator WONG: From?

Mr Gospers: of which Australia spent \$434,000 as of 14 May 2015. To give you a specific answer, I think I would have to take that on notice.

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i. **Senator WONG:** ... Governments make decisions in budgets, and then those measures are rolled out. I am asking which budget update this decision was made in ...

Mr Gospers: ... I believe this funding was for 2013-14 and 2014-15.

Senator WONG: ... So was it the 2013-14 budget or the MYEFO? ...

Mr Gospers: ... I think it was an internal allocation of funds ...

Senator WONG: So you made the decision to internally allocate funding?

Mr Gospers: That is right.

Senator WONG: You personally?

Mr Gospers: That was my understanding of the program we developed.

Senator WONG: Was there any contact with the minister's office as a result of this?

Mr Gospers: I will have to take that on notice.

j. **Senator WONG:** Was there any contact with the minister's office prior to the decision being made?

Mr Gospers: Yes, I am sure there was.

Senator WONG: Which minister?

Mr Gospers: That would have been Minister Robb. I will take that on—

Senator WONG: Okay. So not then Minister Marles or then Minister Emerson?

Mr Gospers: I am not sure. I will have to take that on notice.

k. **Senator WONG:** I have asked you about the minister's attendance et cetera. Are you able to give me some sort of breakdown of the \$434,000 which has been spent to date?

Mr Gospers: I believe so.

Senator WONG: Thank you. You might have to take that on notice.

l. **Senator WONG:** Any other politicians through this program?

Mr Gospers: I would have to take that on notice.

m. **Senator WONG:** What did you not fund in order to put the \$530,000 into this program?

Mr Gospers: I will take that on notice.

n. **Senator WONG:** Did you discuss with the minister expanding the Match Australia program?

Mr Gospers: Yes.

Senator WONG: When did you discuss that with him?

Mr Gospers: I would have to take that on notice.

o. **Senator WONG:** Are you able to tell me who was put on the guest list [for Match Australia events] at the request of the minister's office?

Mr Gospers: I think we could tell you who was put on the guest list as a result of consultation with the minister.

Senator WONG: Okay. Do you want to do that on notice?

Mr Gospers: Yes, we will take that on notice.

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Answers

- a. The Match Australia programme takes advantage of high-profile sporting events to enable engagement between foreign investors and global decision makers and Australian businesses.

Austrade hosts investors, stakeholders or buyers at these sporting events (using complimentary allocations of tickets wherever possible) and organises events, lounges and investor roundtables to coincide with those major sporting events. Austrade often organises these events in conjunction with sporting organisers or State and Territory governments. Austrade uses intelligence from its international network to identify and invite investors and senior decision makers.

As part of the Match Australia programme, Austrade recently organised two events as part of the Australian Open Tennis (Minister Robb hosted a table of investors for dinner at the quarter final and chaired a separate investor roundtable), two events around the AFC Asian Cup Final (Minister Robb chaired an investment roundtable and was the key speaker at Austrade's Major Sporting Events Industry Showcase), and two events as part of the ICC Cricket World Cup (Minister Robb co-chaired the India Australia Investment Roundtable with Victorian Minister for Small Business, Innovation and Trade, and Minister Robb spoke at a Victoria-India Business Reception hosted by Austrade and Victorian Government).

There were a total of 213 participants (including Minister Robb, his staff when they attended, and representatives from State and Territory Governments) across these six events.

- b. In discharging their roles hosting investors, stakeholders and buyers, Austrade officers attended a total of 15 individual sporting events across the AFC Asian Cup, ICC Cricket World Cup and Australian Open Tennis.

Across those 15 events, Austrade hosted 174 investors, stakeholders, buyers and clients. Details of the specific events, and the associated programmes and costings are provided at **Attachment A**.

- c. Minister Robb attended the Australian Open Quarter Final (with seven investors and buyers invited by Austrade), the Asian Football Cup Final (as a guest of the Local Organising Committee and with 93 investors, buyers, stakeholders and clients invited by Austrade), and the India v South Africa match of the Cricket World Cup (as a guest of the Victorian Government and with nine investors and buyers invited by Austrade).
- d. Austrade did not pay for a corporate box. Austrade paid to host a table in a reserved seating area as part of a larger Tennis Australia function at the Australian Open Grand Final.

Minister Robb attended the AFC Asian Cup as a guest of the Local Organising Committee and the ICC Cricket World Cup as a guest of the Victorian Government and Austrade made no contribution to their costs.

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e. As noted in (a), Minister Robb participated in five business events that were held concurrently at the Australian Open, the AFC Asian Cup and the ICC Cricket World Cup. The Minister also hosted a table of investors for dinner at the Australian Open grand final. The costs of each event are detailed below and lists of attendees are at **Attachment B**.

	Date	Event	Cost (GST exclusive)
Australian Open	28/01/15	Minister Robb hosted table of investors for dinner and watched tennis.	\$4,000
	28/01/15	Match Australia Business Event - Minister Robb chaired investment roundtable.	\$672.73
AFC Asian Cup Final	31/01/15	Match Australia Business Event - Minister Robb chaired investment roundtable.	\$3,407.28
	31/01/15	Match Australia Business Event - Minister Robb key speaker at Austrade Major Sporting Events Industry Showcase.	\$19,494.06
ICC Cricket World Cup	20/02/15	Match Australia Business Event - Minister Robb co-chaired India Australia Investment Roundtable with Victorian Minister for Small Business, Innovation and Trade.	\$0
	22/02/15	Match Australia Business Event - Minister Robb speaker at Victoria-India Business Reception hosted by Austrade and Victorian Government.	\$9,090.91

f. No.

g. Yes. One of Minister Robb's staff accompanied him to each of the three sporting events he attended – see answer to (c). Ministerial staff also attended the other business events where Minister Robb spoke or chaired roundtables – see answer to (a).

h. Austrade made a reallocation of internal budgets in 2013 to support the initial programme of Match Australia events.

i. Austrade briefed the then Minister for Trade on 7 February 2013 regarding Austrade's intention to undertake Match Australia activities around the AFC Asian Cup and the ICC Cricket World Cup.

j. The Hon Craig Emerson MP was the Minister for Trade at this time.

k. A breakdown of Match Australia expenditure in 2013-14 and 2014-15 is provided below.

Activity	Cost
Marketing	\$128,378.69
Business Events Overseas	\$147,841.73
Business Events in Australia	\$95989.47
Operational	\$62,251.14
Total	\$434,461.03

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1. Then Premier of New South Wales, the Hon Barry O'Farrell, attended Match Australia Asian Cup Launch Event.

Then Cabinet Secretary, Victorian Government, the Hon Inga Peulich, and SA Minister for Investment and Trade, the Hon Martin Hamilton-Smith MP, attended Match Australia ICC Cricket World Cup Launch Events.

Premier of South Australia, the Hon Jay Weatherill MP, SA Minister for Investment and Trade, the Hon Martin Hamilton-Smith MP, and Deputy Premier of South Australia, Hon John Rau MP, attended the SA-India Business Forum.

Victorian Minister for Minister for Small Business Innovation and Trade, the Hon Adem Somyurek attended the Victorian India Investment Programme.

WA Treasurer, Minister for Energy and Multicultural Interests, the Hon Dr Mike Nahan, attended the India-Western Australian Business Breakfast.

- m. No specific activities were discontinued to fund Match Australia activity. The funds for reallocation came from a mixture of underspends and cost reductions.
- n. Austrade briefed the Minister for Trade and Investment on options to expand Match Australia in July 2014, and again during the 2015–16 Budget process.
- o. Austrade developed invitation lists for Match Australia programmes and, as per normal practice, shared this with the Minister's office ahead of each event. No guests were put on guest lists at the request of the Minister's office.

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Questions on Notice from Senator Wong to Austrade

Attachment A

SPORTING EVENTS ATTENDED BY AUSTRADE OFFICERS

Event	Location	Date	Cost	Investors/Customers invited by Austrade*	Stakeholders / Clients invited by Austrade*	Minister Involved	Advisers	Austrade Attended	Program Purpose	Linked Investor Program Name
Australian Open	Melbourne	28/01/2015	\$4000 + GST	7	0	Robb	Yes	Yes	Ministerial Roundtable with key investors	Match Australia - Australian Open Tennis Investor Roundtable Program
Asian Cup - Australia v Kuwait	Melbourne	9/01/2015		0	7	No	No	Yes	Business program with key stakeholders and clients	Match Australia - Trade Promotion Event
Asian Cup - Japan v Palestine	Newcastle	12/01/2015		4	0	No	No	Yes	NSW Government trade and investment event	Match Australia - NSW Government Japan Investor Program
Asian Cup - Oman v Australia	Sydney	13/01/2015		0	4	No	No	Yes	Business program with key stakeholders and clients	Match Australia - Trade Promotion Event
Asian Cup - Qatar v Iran	Sydney	15/01/2015		0	4	No	No	Yes	Business program with key stakeholders and clients	Match Australia - Trade Promotion Event
Asian Cup - Iraq v Japan	Brisbane	16/01/2015		4	0	No	No	Yes	Queensland Government trade and investment event - JAPEA	Match Australia - Trade & Investment Queensland - Japan Queensland Bus Prog
Asian Cup - Australia v South Korea	Brisbane	17/01/2015		0	3	No	No	Yes	Queensland Government trade and investment event - KAFTA	Match Australia - Trade & Investment Queensland - Korea Queensland Bus Prog
Asian Cup - Australia v China	Brisbane	22/01/2015		0	2	No	No	Yes	Business program with key stakeholders and clients	Match Australia - Trade Promotion Event
Asian Cup - Korea v Iran	Sydney	23/01/2015		0	4	No	No	Yes	Business program with key stakeholders and clients	Match Australia - Trade Promotion Event
Asian Cup - Final	Sydney	31/01/2015		39	54	Robb	Yes	Yes	Business program with key stakeholders and clients	Match Australia - Investor Roundtable and Major Sporting Events Showcase
Cricket World Cup - India v Pakistan	Adelaide	15/02/2015		17	0	No	No	Yes	SA Government trade and investment event - 3 day event	Match Australia - India South Australian Business Forum
Cricket World Cup - India v South Africa	Melbourne	22/02/2015		9	0	Robb	Yes	Yes	Victorian Government investor program	Match Australia - Victorian Indian Investment Program
Cricket World Cup - India v West Indies	Perth	6/03/2015		5	0	No	No	Yes	WA Government trade and investment event	Match Australia - Western Australia India Business Breakfast
Cricket World Cup - Sri Lanka v Australia	Sydney	8/03/2015	\$3454.55 +GST	9	2	No	No	Yes	Business program with key customers	Match Australia - Sri Lankan Customer Program
Cricket World Cup - Semi Final	Sydney	26/03/2015		0	0	No	No	Yes	Guest of NSW Premier and Cabinet	NSW Government Trade & Investment Program

*** Definitions**

- Investors will potentially undertake productive FDI into Australia.
- Customers will potentially purchase Australian products or services.

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Questions on Notice from Senator Wong to Austrade

Attachment B

AUSTRADE INVITEES FOR MATCH AUSTRALIA EVENTS

Austrade Invitees - Australian Open Tennis	
Minister Robb hosted table of investors for dinner and watched tennis - 28-01-15	
Representative	Future Fund
Representative	Hitachi
Representative	Hitachi
Representative	Kingold
Representative	Merlin Entertainment
Representative	Sekisui House
Representative	The Office of the Trade and Investment Minister
Representative	Trade and Investment Minister
* Representative from Korean Investor attended dinner only	

Austrade Invitees - Australian Open Tennis

Match Australia Business Event - Minister Robb chaired investment roundtable 28-01-15

Austrade Invitees - Australian Open Tennis	
Match Australia Business Event - Minister Robb chaired investment roundtable 28-01-15	
Representative	Future Fund
Representative	Hitachi Australia
Representative	Hitachi Australia
Representative	Invest Victoria
Representative	Kingold
Representative	Korean Investor
Representative	Korean Investor
Representative	Korean Investor
Representative	Merlin Entertainment
Representative	Sekisui House
Representative	The Office of the Trade and Investment Minister
Representative	Trade and Investment Minister

Austrade Invitees - Match Australia Business Event

Minister Robb chaired investment roundtable 31-01-15

Austrade Invitees - Match Australia Business Event	
Minister Robb chaired investment roundtable 31-01-15	
Representative	Al Dahra Holding
Representative	Al Dahra Holding
Representative	Al Dahra Holding
Representative	Australian Ambassador to the UAE & Qatar
Representative	Doha Bank
Representative	DP World
Representative	Emirates Global Aluminium
Representative	Emirates Global Aluminium
Representative	Evergrande (Australia)
Representative	Evergrande (Australia)
Representative	Evergrande (Australia)

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Questions on Notice from Senator Wong to Austrade

Representative	KUFPEC (Kuwait Foreign Petroleum Exploration Company)
Representative	KUFPEC (Kuwait Foreign Petroleum Exploration Company)
Representative	One and Only Resorts – Kerzner Group
Representative	Qatar Airways
Representative	R&F
Representative	The Hon Andrew Robb MP (Co-Host)
Representative	The Office of The Minister for Trade and Investment
Representative	United Securities

Austrade Invitees - AFC Asian Cup - Match Australia Business Event

Major Sporting Events Showcase - 31-01-15

Representative	1111FMG
Representative	AFC Asian Cup Australia 2015 LOC
Representative	AFC Asian Cup Local Organising Committee
Representative	Aurecon
Representative	Australia Arab Chamber of Commerce & Industry
Representative	Australia Arab Chamber of Commerce & Industry
Representative	Australian Ambassador to the UAE & Qatar
Representative	Australian Sports Commission
Representative	Australian Sports Commission
Representative	Avalias Group Pty Ltd
Representative	Bastion S&GO
Representative	Bastion S+GO
Representative	Brookfield Multiplex
Representative	BVN
Representative	CedarJets
Representative	City of Yokohama
Representative	City of Yokohama
Representative	Commonwealth Games, Queensland Government
Representative	Cox Architecture
Representative	Cox Architecture
Representative	Cox Architecture
Representative	Development Bank of Japan
Representative	EPG 1 Event Planning Group
Representative	Evergreen Turf
Representative	FCT Flames
Representative	FCT Flames
Representative	Fusion Sport
Representative	Gold Coast Commonwealth Games 2018
Representative	Great Big Events
Representative	Infostrada Sports
Representative	Intelligent Risks Pty Limited
Representative	Japan Sport Council

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Representative	Kingdom Sports Group
Representative	Laservision
Representative	Legs On The Wall
Representative	LHC Global
Representative	Live Element Pty. Ltd.
Representative	Marshall Day Acoustics
Representative	MI Associates Pty Limited
Representative	Mitsubishi Research Institute
Representative	Montemare Consulting
Representative	Murdoch Consulting Pty Ltd
Representative	North East Equity
Representative	NSW Government
Representative	NSW Government
Representative	Obayashi Corporation
Representative	Office For Sport
Representative	Office For Sport
Representative	Polytan STI
Representative	Populous
Representative	PT Architectural Technology p/l
Representative	PTW Architects
Representative	Sakasawa Sports Foundation
Representative	SmartTrans
Representative	Spinifex Group
Representative	SportingPulse International
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	Supreme Committee for Delivery and Legacy
Representative	The Hon Andrew Robb MP
Representative	The Office of The Minister for Trade and Investment
Representative	This Space Events
Representative	TRIA
Representative	Waseda University - Advisor Tokyo Organising Committee for the Olympic Games (TOCOG)
Representative	Ways and Means Consultancy

Austrade Invitees - ICC Cricket World Cup - Match Australia Business Event

Minister Robb co-chaired India Australia Investment Roundtable with Victorian Minister

for Small Business, Innovation and Trade 20-02-15

Representative | Aurobindo

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Representative	Aurobindo
Representative	BioDiem Ltd (Mel)
Representative	Cognizant Technology Solutions Australia Pty Ltd
Representative	Dr Reddy's
Representative	Elenium
Representative	Genpact
Representative	HCL Technologies Limited
Representative	Invest Victoria
Representative	Invest Victoria
Representative	L&T Infotech Ltd
Representative	Neurosciences Victoria
Representative	Servion
Representative	Tata Consulting Services
Representative	Tech Mahindra
Representative	The Hon Adem Somyurek MLC (Co-Host)
Representative	The Hon Andrew Robb MP (Co-Host)
Representative	The Office of The Minister for Small Business, Innovation & Trade
Representative	The Office of The Minister for Trade and Investment
Representative	Westpac Banking Corporation
Representative	Wipro
Representative	Zenith Software Ltd

Austrade & Victorian Government Invitees - ICC Cricket World Cup - Match Australia

Business Event - Minister Robb speaker at Victoria-India Business Reception hosted by Austrade and Victorian Government 20-02-15

Representative	Aegis Services Australia
Representative	Aegis Services Australia
Representative	Aurobindo
Representative	Aurobindo
Representative	Ausinda Exim Pty Ltd
Representative	BioDiem Ltd
Representative	BioDiem Ltd (Mel)
Representative	Capgemini
Representative	Capgemini Australia Pty Ltd
Representative	Capgemini Australia Pty Ltd
Representative	Care Essentials
Representative	Cipla Australia
Representative	Cognizant Technology Solutions Australia Pty Ltd
Representative	Cognizant Technology Solutions Australia Pty Ltd
Representative	Consulate General of India in Victoria
Representative	Consulate General of India in Victoria
Representative	DEDJTR

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Questions on Notice from Senator Wong to Austrade

Representative	DEDJTR
Representative	Dr Reddy's
Representative	Ecotech Pty Ltd
Representative	Ego Pharmaceuticals
Representative	Elenium
Representative	Genix Ventures
Representative	Genpact
Representative	HCL Technologies Limited
Representative	HCL Technologies Limited
Representative	Health and Patient Services Pty Ltd
Representative	Health and Patient Services Pty Ltd
Representative	Horticulture Australia
Representative	Hydronumerics Pty Ltd
Representative	Invest Victoria
Representative	Invest Victoria
Representative	L&T Infotech Ltd
Representative	L&T Infotech Ltd
Representative	Longwarry Food Park and Saurin Enterprises
Representative	Modec Facilities Management
Representative	Morris Cohen Glen & Co
Representative	Morris Cohen Glen & Co
Representative	Neurosciences Victoria
Representative	Neurosciences Victoria
Representative	Ray Business Technologies Pvt Ltd (Raybiztech)
Representative	RMIT
Representative	SAE Institute
Representative	SenSen Networks
Representative	Servion
Representative	Servion
Representative	SHP Pty Ltd
Representative	Sita's Garden - White Night Festival
Representative	Sita's Garden - White Night Festival
Representative	Sita's Garden - White Night Festival
Representative	Studio 505
Representative	Sundaram Business Services
Representative	Tata Consultancy Services
Representative	Tata Consultancy Services
Representative	Tata Consulting Services
Representative	Tech Mahindra
Representative	The Hon Adem Somyurek MLC (Co-Host)
Representative	The Hon Andrew Robb MP (Co-Host)
Representative	The Office of The Minister for Small Business, Innovation & Trade
Representative	The Office of The Minister for Trade and Investment

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Representative	Victorian Government
Representative	Victorian Government
Representative	VTHINK Pty Ltd
Representative	Westpac Banking Corporation
Representative	Westpac Banking Corporation
Representative	Wipro
Representative	Zenith Software Limited
Representative	Zenith Software Ltd
Representative	Zenith Software Ltd
Representative	Zensar Technologies
Representative	Zomato
Representative	Zyxware Technologies

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 7

Senior Investment Specialists

Pages 92, 93, 94, 95, 96, 97 and 114 of the proof Hansard

a. **Senator WONG:** Who did the short-listing [of applicants for the Senior Investment Specialist positions]?

Mr Beresford: As we said, we engaged NGS to help us through the selection process, and the panel, in consultation with and with advice from NGS, would have made a selection of a short list in low double-digit figures. Again, to give the exact numbers, I will take that on notice.

b. **Senator WONG:** Okay. Let's just check this through. Approximately how many applications were received?

Mr Beresford: Quite a number.

Senator WONG: On notice, you could provide me with that. We are talking 10 or 100?

Mr Beresford: On notice, it would be in the order of 50 to 70.

c. **Senator WONG:** I think you have answered this. I was going to ask whether every applicant entered the process in the same way, but I think you have indicated to me that it is a mix of NGS Global approaching people and people who saw the advertisement and applied. Are you able to tell me who at NGS Global worked on identifying candidates?

Mr Beresford: The partner in charge was Mark Lelliott, and I would have to take on notice his senior associate. I just can't recall that person's name. I will take that on notice.

d. **Senator WONG:** So is your evidence now that NGS would have made the phone calls to do referee checks and provided advice to the panel?

Mr Beresford: Correct.

Senator WONG: Okay. Obviously on notice if there is something you wish to clarify that is open to you.

e. **Senator WONG:** Was the full business history of each specialist appointed considered?

Mr Beresford: I would suggest an extensive amount of due diligence was put into this. Again, I will take that on notice but in the spirit of answering to the best of my ability, we would definitely have put a lot of due diligence into the process.

f. **Senator WONG:** Can you provide me a pro forma of the declaration of conflict of interests?

Ms Kimball: Yes.

g. **Senator WONG:** Do they also have to submit details of their interests?

Ms Kimball: Yes they do.

Senator WONG: Can you provide a copy of that document?

Ms Kimball: Yes—not of the individuals, of course, but the pro-forma, yes.

h. **Senator WONG:** [In relation to potential conflicts of interest identified for one of the SIS applicants and written advice provided to the applicant that, to be formally appointed, they would have to show that all of the risks were being managed] ... On notice, will you provide a copy of that document with the appropriate personal information redacted?

Ms Kimball: Right.

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- i. **Senator WONG:** [In relation to the process for managing the potential conflicts of interest identified for one of the SIS applicants] ... So there were quite a few backwards and forwards about what they would do with their interest[s]. Would that be fair? And on notice you can indicate to me dates, correspondence—
Ms Kimball: We can.
Senator WONG: I just want a chronology of this.
- j. **Senator WONG:** Is there a declaration of interest form for ongoing employees? You have told me about the one that you do when you are first employed, but if you are employed and you acquire an interest is there some form by which you declare another interest?
Ms Kimball: Yes, there is.
Senator WONG: Can you provide a copy of that, please?
- k. **Senator WONG:** The act also requires that APS employees must not make improper use of inside information or the employee's status or authority in order to gain or seek to gain a benefit or advantage for the employer or any other person. How do you look at that obligation when staff leave? What is the advice you give your staff about use of information they have gained whilst working at Austrade for the purposes of pursuing their own commercial interests?
Ms Kimball: We have an exit interview with staff and they also sign a declaration around that.
Senator WONG: What does the declaration say?
Ms Kimball: I cannot recall off the top of my head—
Senator WONG: But something like, 'You can't use information that you have gained in the course of this employment to further your own interests'?
Ms Kimball: Yes.
Senator WONG: Can I have a copy of that too?
- l. **Senator WONG:** So how many individuals have been appointed to the role of senior investment specialist since March 2014?
Mr Gospers: There are currently five such people.
Senator WONG: That was not actually the question.
Mr Gospers: There have been six appointed.
Senator WONG: So one has gone; was it resignation or termination?
Mr Gospers: Resignation.
Ms Kimball: Resignation.
Senator WONG: Can you give me the date of appointment, terms of appointment and cessation date for all of those, please.
Mr Gospers: I will take that on notice, if that is possible.
- m. **Senator WONG:** On that, was the minister or his office advised of the conflict of interest [for one of the applicants for the Senior Investment Specialist positions] about which your officer has given evidence?
Mr Gospers: I believe I answered that question before. I think the answer is no, but I will confirm that.

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Questions on Notice from Senator Wong to Austrade

Answer

a. Shortlisting of applicants was conducted by the selection panel which consisted of:

- Austrade Chair: Jane Madden, General Manager and Head of Investment
- Austrade Member: David Howard, General Manager, Established Markets
- Independent Member: Margaret Sewell, Head of Energy Division, Department of Industry representing the APS Commissioner.

The selection panel was provided with advice and assistance by Mr Mark Lelliott and Mr Grant Nichol, partners in the professional executive search firm NGS Global (then EWK). 22 candidates were shortlisted.

b. 156 candidates applied for the Senior Investment Specialist positions.

c. Mr Mark Lelliott and Mr Grant Nichol, both partners of NGS Global, assisted Austrade to identify candidates.

d. Referee checks were conducted by NGS Global using Austrade's reference report template and written transcripts were provided to Austrade.

e. Consideration of the candidates' background including their business history was part of the assessment.

f. A copy of the Conflict of Interest Declaration proforma is attached.

g. See response to (f).

h. See redacted plan attached.

i. A chronology in relation to the action taken in relation to potential conflicts of interest is provided below.

<i>Date/Time Location</i>	<i>Event</i>	<i>Description</i>
16 June 2014	SIS provides portfolio spreadsheet	SIS details portfolio of interests, including identifying potential conflicts
19 June 2014	List of recommended actions provided	Initial conflict mitigation strategy discussed with SIS, including divestment and other action such as resigning directorships, to be detailed in conflict of interest (CoI) management plan
20 June 2014	SIS contract (draft)	Required completion of conflict of interest declaration and compliance with APS obligations. Includes attachment 'Managing common conflict situations' SIS agrees to make changes to draft CoI management plan on identified conflicts. SIS to update document.

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Questions on Notice from Senator Wong to Austrade

Date/Time Location	Event	Description
7 July 2014	SIS commenced with Austrade	Initial induction session, including references to importance of Conflict of Interest management and adhering to APS standards
9 July 2014	Legal advice on SIS CoI management plan	Legal advice from outside lawyers on the corporate structure of SIS holdings and actions considered necessary to manage potential and perceived conflicts
Fortnightly meetings	Meetings with supervisor commence	Regular discussion on work plan and performance, including discussions on management of any conflicts
21 July 2014	SIS induction session	SIS induction with direct manager (General Manager, Investment), managers of Legal and Governance, and external lawyers. Includes presentation on 'Avoiding and managing conflicts of interest in the public sector'
Early to mid September 2014	Multiple exchanges	With Legal, Governance, and direct manager seeking updated draft CoI management plan from SIS
26 September 2014	Revised conflict of interest plan (draft)	SIS provides Legal further draft conflict of interest management plan with amendments to address potential conflicts identified
9 October 2014	Legal advice received	Further external legal advice on adequacy of proposed actions in CoI management plan and APS requirements Further recommendations provided by Legal to SIS on action required to resolve outstanding issues
October/November 2014	Meetings and exchange of draft plans with mitigation actions	Meetings and exchanges with Legal and SIS to further assess interests that present actual or perceived conflict and planned actions to manage Iterations of draft CoI management plan exchanged with Legal to identify acceptable position. Required actions clarified including proof of actions taken and further actions needed to mitigate risk
30 October 2014	Formal meeting	Meeting between SIS and Legal to go through actions taken and nature of proposed mitigations
12 November 2014	SIS provides updated CoI plan	SIS provides Legal revised CoI management plan which includes additional interests not disclosed in original spreadsheet (16 June)
19 November 2014	Revised CoI management Plan	Revised CoI management plan drafted by Legal, following further external legal advice on new potential conflicts, to take account of new companies and interests. Provided to SIS. Documented confirmation of mitigation actions already taken also sought
1 December 2014	Formal meeting	Meeting between SIS, Legal and direct manager regarding non-completion of CoI management plan. Further actions and documentation requested

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Date/Time Location	Event	Description
3 December 2014	Final draft CoI Management Plan	Submitted by SIS
18 December 2014	Formal meeting	Meeting with Executive Director, direct manager, and SIS on various matters including conflicts management response
19 December 2014	Resigned	Resignation letter to direct manager
19 December 2014	Discussion between SIS and Legal	Legal provides SIS with advice on post-employment restrictions on working with contacts made whilst employed at Austrade. Legal reminds of obligations under s94 of the Austrade Act (secrecy provision), and obligations not to use Austrade's intellectual property or to make representations about any ongoing association with Austrade.

- j. See response to (f). All employees are required to complete the online conflict of interest declaration on commencement, to update it annually and to also update it if their circumstances change.
- k. On separation all APS employees are required to complete an online cessation form that has the following mandatory declarations before payment of final entitlements are actioned.

Declaration

Agree



I have been aware of the APS Values and have abided by the APS Code of Conduct during my employment.



I understand I cannot make improper use of information I have gained while employed by Austrade and that under Section 94 of the Australian Trade Commission Act 1985 it is an offence to divulge or communicate any information or affairs of another person I may have acquired during the course of my employment at Austrade. I acknowledge that, under Section 70 and Section 79 of the Crimes Act 1914 and Section 91.1 of the Criminal Code 1995, I cannot retain or divulge any information pertaining to official secrets, prohibited places, or the Commonwealth's security or defence, nor publish or communicate without authorisation any facts or documents acquired during the course of my employment in the Australian Public Service.



I have abided by Austrade's policy and guidelines on Conflict of Interest and in doing so, I agree that I did identify and report any real or perceived conflict of interest to my manager at the soonest possible time after the issue became apparent.

- 1. The SIS were appointed between 7 July 2014 and 23 February 2015 for an initial term of two years. One SIS resigned and ceased employment with Austrade on 30 January 2015. Drawing on the order of merit from the original recruitment process, a replacement commenced 23 February 2015.
- m. The Minister was not advised regarding this matter. The Minister's Office was made aware of some delay in the conflict of interest management plan of one SIS. The Minister's Office was also advised that SIS submitted a letter of resignation on 19 December 2014.

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Attachment

Conflict of Interest Declaration

Form Details - Conflict of Interest Form 2014 - NIR (HARRIS, Melanie 794-00153)



[Modify](#) [Finalise](#) [Workflow](#)

This Form is with you for completion.

Instructions

The types of interests and relationships that may need to be disclosed include:

- Real estate investments;
- Shareholding;
- Trusts or nominee companies;
- Company directorships or partnerships;
- Other significant sources of income;
- Significant liabilities;
- Gifts;
- Paid, unpaid or voluntary outside employment.

that could, or could be seen to, impact upon your responsibilities.

Before you complete this form you will need to have read the [APS Values and Code of Conduct in Practice](#); and [Austrade's Conflict of Interest Policy](#).

Please answer the questions below and then use the buttons at the bottom of the form to submit the form for processing. If you indicate you have interests to declare, you will be required to complete additional questions.

Please talk to your manager first if you have any questions about your financial or other personal interests, or if you are unsure of how to complete this form. Please contact your HR Manager if you have any concerns about these questions, or the collection of this information.

Conflict of Interest Compliance Form

▲ Confirmation

I acknowledge that the information I provide in this form will be retained by Austrade and may be reviewed by those authorised to do so by the Chief Executive Officer.

I acknowledge that the information may be used by Austrade to the extent necessary for it to meet its obligations as an agency of the Commonwealth of Australia and I consent to storage and use of this information.

I confirm that I have read and understood Austrade's [Conflict of Interest Policy](#).

I undertake to update this form if any of the following change:

- my Austrade responsibilities or the issue or subject on which I am required to make decisions or give advice;
- my personal circumstances; or
- the circumstances of immediate family members.

By ticking the check box below I confirm I have read and agree to the above.

Response

Conflict of Interest Declaration

I confirm that I have:

Response

[Save](#)

[Save and Submit](#)

[Cancel](#)

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Declaration of Relevant Personal Interests

▲ Own Interests

Please list any private interests or relationships which could, or could be seen to, influence the decisions you are taking or the advice you are giving.

The types of interests and relationships that may need to be disclosed include real estate investments, shareholdings, trusts or nominee companies, company directorships or partnerships, board memberships (including unpaid boards), other significant sources of income, significant liabilities, gifts, private business, employment, voluntary, social or personal relationships that could or could be seen to impact upon your responsibilities.

Do not enter 'no change from previous'. Please re-state all relevant interests. If there are no personal financial or other interests which need to be declared, please state 'Nil' in the field below.

Response

Attachment [Attach](#)

▲ Immediate Family Members' Interests

Please list any private interests or relationships of your immediate family members which could, or could be seen to, influence the decisions you are taking or the advice you are giving.

The types of interests and relationships that may need to be disclosed include real estate investments, shareholdings, trusts or nominee companies, company directorships or partnerships, board memberships (including unpaid boards), other significant sources of income, significant liabilities, gifts, private business, employment, voluntary, social or personal relationships that could or could be seen to impact upon your responsibilities.

Do not enter 'no change from previous'. Please re-state all relevant interests. If there are no personal financial or other interests which need to be declared, please state 'Nil' in the field below.

Response

Attachment [Attach](#)

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Declarations and Undertakings

I declare that I am aware of my responsibilities under the [Code of Conduct](#) to behave honestly and with integrity, to disclose, and take reasonable steps to avoid, any conflict of interest (real or apparent) in connection with my employment and not make improper use of (a) inside information, or (b) my duties, status, power or authority, in order to gain, or seek to gain, a benefit or advantage for myself or for any other person.

I declare that I have read and understood:

- the APS-wide guidelines covering declarations of personal interests set out in [APS Values and Code of Conduct in Practice](#); and
- Austrade's [Conflict of Interest Policy](#), which sets out the Austrade requirements on declarations of relevant personal interests;

that require me to declare any private interests or relationships which could or could be seen to influence the decisions I am taking or the advice I am giving.

I declare that the lists of my private interests and relationships, and those of my immediate family members, above have been prepared on the basis of:

- the particular roles and responsibilities of Austrade; and
- my particular APS roles and responsibilities.

I declare that I have made my immediate family members aware of the purpose for which their personal information has been collected (where applicable) and the third parties to whom the personal information may be disclosed, and that I have sought their consent to provide this information (see [Conflict of Interest policy](#), paragraph 3.3).

I undertake to immediately inform my immediate manager of any changes that could affect the contents of this declaration in relation to:

- my Austrade responsibilities or to the issue or subjects on which I am required to make decisions or give advice; and
- my personal circumstances; or
- the circumstances of immediate family members.

(Subject to discussion with your manager, an amended declaration using this form may be required.)

By ticking the check box below I confirm I have read and agree to the above declarations and undertakings.

Response

Conflict of Interest Management Plan

Based on the above declaration, have you, or do you need to, complete a [Conflict of Interest Management Plan](#)? (See Attachment A in Procedure - Conflict of Interest of the [Conflict of Interest Policy](#) for details.)

Note: If you answer 'Yes' to the question above, you should complete a printed [Conflict of Interest Management Plan](#) in consultation with your manager.

Response

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from Senator Wong to Austrade

Attachment

Conflict of Interest Management Plan

Under Austrade's Conflict of Interest Policy, you must declare and avoid situations that involve a conflict between your Austrade duties and your private interests. Use this form if you may be involved in a conflict situation or if you are unsure and want formal clarification.

Your name/job title/location:

Telephone:

Part One: Declaration

A Declaration may be made about both pecuniary and non-pecuniary interests, and real or apparent conflicts of interest. Please describe:

- The event or situation and the context in which it occurs
- The nature of your work
- Any personal or private interests that may directly or indirectly influence or benefit you or others
- The names of, and/or your relationships with, other parties
- The reasons why you consider the situation may be a conflict of interest, or be perceived by others as a conflict of interest

Attach additional documents if necessary.

.....
.....
.....
.....
.....

Signature:

Date:

Your personal information will not be disclosed to a third party outside Austrade without your consent, unless authorised or required by law.

Part 2: Manager's Declaration

After discussion with Executive Director (or in the case of the CEO Direct Reports, the CEO) and the employee, the following actions have been taken:

.....
.....
.....
.....
.....

Manager's Signature (and date):

Executive Director's Signature (and date):

Copies of this form should be held by both the Manager and Executive Director (or in the case of the CEO Direct Reports, the CEO).

Conflict of Interest ('COI') Management Plan and Declaration - [REDACTED]

Under Austrade's COI Policy, you must declare and avoid situations that involve a conflict between your Austrade duties and your private interests. By completing this form, you are providing a written undertaking to avoid actual or perceived COI in the course of your duties with Austrade.

You must also comply with relevant policies and APS standards of conduct regarding declaration of real or perceived conflict of interests and to seek approval for secondary employment.

Use this form if you may be involved in a conflict situation or if you are unsure and want formal clarification.

Your name/job title/location: [REDACTED] Senior Investment Specialist, [REDACTED]

Telephone: [REDACTED]

Part One: Declaration

A Declaration may be made for each interest (both pecuniary and non-pecuniary) and real or apparent conflicts of interest. Where a conflict of interest may exist, please describe:

- The event or situation and the context in which it occurs
- The nature of your work
- Any personal or private interests that may directly or indirectly influence or benefit you or others
- The names of, and/or your relationships with, other parties
- The reasons why you consider the situation may be a conflict of interest, or be perceived by others as a conflict of interest

Pre-amble to Declaration

Before receiving an offer of employment as a Senior Investment Specialist focussing on investment in [REDACTED] and [REDACTED], I provided a spreadsheet (attachment A) detailing my holdings, identifying potential conflicts of interest, including my current consulting roles and projects under development. On reviewing that information and seeking legal advice, a range of potential conflicts were identified by Austrade.

Since then, I have:

- changed the holding structures [REDACTED]
- resigned from directorships and other positions,
- divested my interests in entities which create an actual or perceived conflict of interest with my duties with Austrade, and
- ceased the consulting roles

A spreadsheet which details my current holdings after having taken these actions is at attachment B and provides:

1. an overview of my holdings upon joining Austrade,
2. the arrangements I've made to deal with actual or perceived conflicts,
3. the consulting clients I have ceased acting for, and

4. the positions I've resigned from

Please note that I have not applied for any secondary employment approvals.

Accordingly this Management Plan details the status of all of those roles, and is structured to reflect

1. The ongoing matters and the agreed conflict management
2. The matters that have ceased
3. projects that never eventuated beyond concept, but were included in attachment A

For sake of completeness, some information is repeated under the different subsidiary activities.

Attached to this plan is documentary evidence of the changes I've made, and the new arrangements I have entered into.

DECLARATION

Conflict of Interests

I, [REDACTED] declare that I hold no interest in any company or enterprise that conflicts with my responsibilities as a Senior Investment Specialist with Austrade. I acknowledged the secrecy provisions of section 94 of the Australian Trade Commission Act 1985, which carry criminal penalties for divulging information acquired in the course of my duties with Austrade, to any third parties. I acknowledge the application of each of:

- a) the terms of my employment contract regarding declaration and avoidance of conflict of interests; and
- b) APS Values requiring I act honestly and with integrity in the course of employment, including not to make improper use of inside information in order to gain, or seek to gain, a personal benefit or advantage; and
- c) Austrade's Code of Conduct, requiring I disclose and take reasonable steps to avoid any conflict of interest (real or apparent) in connection with my employment with Austrade.

As an Austrade employee, I undertake to identify, disclose and take action to resolve potential, perceived and actual conflicts of interest throughout my employment.

Secondary Employment

I have not applied for any secondary employment.

I undertake to seek permission prior to entering any secondary employment that may arise subsequent to execution of this COI plan and Declaration.

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1. ONGOING MATTERS

[REDACTED] AND MANAGEMENT THEREOF.

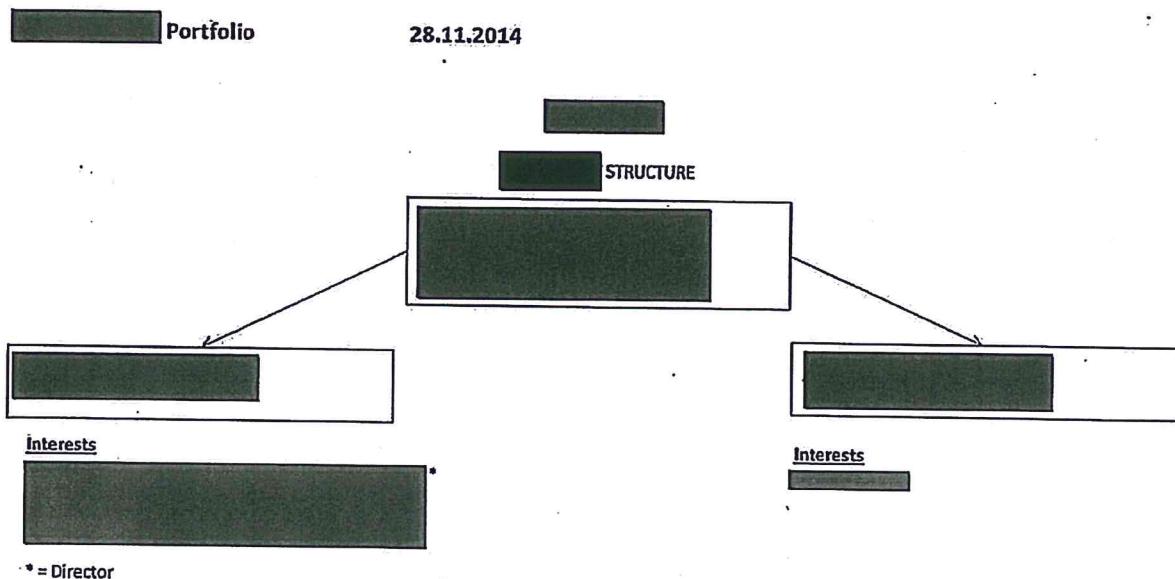
[REDACTED]
Explanation [REDACTED] has been set up and run by a Chartered Accountant [REDACTED] [REDACTED] who is the sole Director and the sole shareholder of the company which acts as the [REDACTED] [REDACTED] and [REDACTED]. All activities of these Trusts are now 'blind' to the extent that I have no directorship or equity nor any ability to direct the operation, understand or be aware of the assets or beneficial interests of the Trusts (See Diag1)

For completeness, in relation to [REDACTED], I nominated the name, paid for the incorporation, and will fund ongoing costs including D&O insurances as required. Further, this [REDACTED] activity is the only activity undertaken by [REDACTED] on my behalf, [REDACTED]

Potential Conflict: That I may act to guide policy or other discussions to advantage the investments of the trust.

Mitigation: Without knowledge of what may compromise the assets of the trusts, other than as discussed below, I cannot act in any informed way which would give rise to a conflict.

Diag 1



[REDACTED] ("[REDACTED]")

Description: [REDACTED] operates as a [REDACTED] by [REDACTED] [REDACTED]. [REDACTED] owns or has an interest in [REDACTED], and [REDACTED] and [REDACTED].

Potential Conflict: That I may act to guide policy or other discussions to advantage the investments of the trust.

Mitigation: I have appointed a new trustee to operate [REDACTED] as a " [REDACTED]" ("[REDACTED] - "[REDACTED]") – sole director and owner [REDACTED]. Without knowledge of what may compromise the assets of the trusts, other than as discussed below, I cannot act in any informed way which would give rise to a conflict.

[REDACTED]

Description: A family trust operated by [REDACTED] as a ' [REDACTED]', which holds interests in the [REDACTED] Trust.

Potential Conflict: That I may act to guide policy or other discussions to advantage the investments of the trust.

Mitigation: I have appointed a new trustee to operate [REDACTED] as a " [REDACTED]" ("[REDACTED] - "[REDACTED]" – sole director and owner [REDACTED].) Without knowledge of what may compromise the assets of the trusts, other than as discussed below, I cannot act in any informed way which would give rise to a conflict.

[REDACTED]

Description: A discretionary Trust.

[REDACTED] acts as Trustee for the [REDACTED]. At the time of this statement, [REDACTED] holds interests in [REDACTED] [REDACTED] ([REDACTED]), [REDACTED] ([REDACTED]), [REDACTED] ([REDACTED]), and [REDACTED] ([REDACTED]).

Conflict: Potential conflict if [REDACTED] is actively involved in investment facilitation for [REDACTED] or [REDACTED].

Explanation: Mitigation: Falls under the ' [REDACTED]' 'umbrella' of [REDACTED] and [REDACTED].

[REDACTED] ("[REDACTED]")

Description of role: [REDACTED] operates as a consulting group [REDACTED]

Any trailing commissions were being paid to [REDACTED] below.

Conflict: [REDACTED] provides services to a number of groups that may potentially be Austrade export clients, EMDG clients, or recipients of Federal and State grant funding.

Mitigation: I ceased this role upon the commencement of Austrade, and have no ongoing involvement, other than receipt of trailing income, if any, [REDACTED]

[REDACTED] (“[REDACTED]”)

Description: [REDACTED] was bought off [REDACTED] group in 2006 and [REDACTED] This business is effectively dormant with no personal interest to revive [REDACTED]

Conflict: Nil – other than I remain a Director of the company. [REDACTED]

Mitigation: I have appointed a General Manager to deal with the [REDACTED] and advise [REDACTED] me of cash flow requirements.

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2. MATTERS THAT HAVE CEASED

OTHER COMPANIES AND DIRECTORSHIPS

Directorship and ownership of [REDACTED] ("[REDACTED]"), [REDACTED]
[REDACTED] ("[REDACTED"]"), AND [REDACTED] ("[REDACTED"]")

Description: None of the companies in this group have commenced operating! Equity interests in this group of companies were owned by the [REDACTED]. Arising from my previous business in the [REDACTED]

[REDACTED] was established to licence [REDACTED] from [REDACTED] in [REDACTED] The company to engage with the clients, [REDACTED]

Conflict: Directorship and ownership interest in companies which are or could be involved in the same sector in which I presently work for Austrade. [REDACTED] was to undertake a capital raising.

Mitigation: The [REDACTED] has sold the interest in the Companies to the other founders, and I have resigned as a Director and Secretary of all entities.

CONSULTING ROLES THAT HAVE CEASED

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Description of role

[REDACTED]. I was advising [REDACTED] on the research development pathway (being conducted in Australia), the commercialisation of such technology and conducting a capital raising.

Conflict: [REDACTED] is looking to develop products and provide services to many participants in the global [REDACTED] market, many of which are potentially Austrade clients in the [REDACTED] sectors. This was flagged in Attachment A.

Mitigation: Prior to commencing with Austrade, I resigned as an employee of [REDACTED], and ceased being a cheque signatory [REDACTED]. I have never been a Director or held equity in the group.

Description of role: [REDACTED] is an Australian based company looking to raise capital and [REDACTED]. I was entering into a success based advisory role to raise capital and find partners for [REDACTED]

Conflict: [REDACTED] aims to buy assets directly in the market I operate in. This was flagged in Attachment A.

Mitigation: This role ceased upon the commencement of the Austrade role. As the project was in inception, there was no 'success'. Accordingly I have no role or equity interest in the business.

Description of role:

[REDACTED] is a Australian based company providing [REDACTED]. I was providing corporate advice on the management of the company and preparing for a capital raising both domestically and internationally.

Conflict: Conducting a capital raising could be perceived to conflict with my 'Investment Specialist' role, when dealing with potential investors via Austrade.

Mitigation: This role ceased upon the commencement of the Austrade role. As the project was in inception, there was no 'success'. Accordingly I have no ongoing role or equity interest in the business.

Description of role:

[REDACTED]. Operating globally in the [REDACTED] areas, it provided both strategy and hands on management of projects. Areas of specialty included, [REDACTED] I managed the business and provided strategic consulting services into [REDACTED] clients.

Conflict: A direct conflict with the sectors I am involved in at Austrade.

Mitigation: The company ceased activities on [REDACTED] and was deregistered by ASIC [REDACTED]
[REDACTED]
(in Liquidation)

Description of role: [REDACTED] developed the globally leading [REDACTED]
[REDACTED] and had been included on [REDACTED] s work program in [REDACTED]
[REDACTED] the company was placed into administration and then liquidation by its creditors.

Conflict: No conflict. [REDACTED] continues to be registered as a Director by ASIC as the Liquidator, Mr [REDACTED] has refused to lodge the resignation delivered in August 2013, [REDACTED]

Mitigation: The company was placed in Administration in [REDACTED]

Description of role: [REDACTED] developing a marketplace for sellers and international and domestic buyers for Australian food products. I was providing corporate advice as a consultant.

Conflict: Conducting a capital raising could be perceived to conflict with my 'Investment Specialist' role, when dealing with potential investors via Austrade. [REDACTED]

Mitigation: This role ceased upon the commencement of the Austrade role. As the project was in inception, there was no 'success'. Accordingly I have no ongoing role or equity interest in the business.

[REDACTED]
Description of role : I was to be appointed an 'Authorised Representative' of [REDACTED] under their [REDACTED] Licence.

Conflict: [REDACTED] operates as a Corporate advisory firm raising equity capital for a variety of Australian and International projects.

Mitigation: I ceased all discussions with [REDACTED] and after having commenced with Austrade, when presented with an agreement to register [REDACTED] refused to sign this document.

[REDACTED]
Description of role : [REDACTED] was an ASX listed [REDACTED]
[REDACTED] leaving it as a shell. [REDACTED]
[REDACTED] was placed in administration in August 2014 and the business bought out of Administration by unrelated parties.

Conflict: [REDACTED] aimed to raise capital and operate as a funds management

Mitigation: I ceased all discussions with [REDACTED] and after having commenced with Austrade, the company was placed into Administration by its Directors.

[REDACTED] ("[REDACTED]")

Description of role: A Strategic adviser to [REDACTED] as a pro bono engagement. Advice concerns product design in global financial markets for [REDACTED]

Perceived Conflict: [REDACTED] is distributing [REDACTED] globally into the [REDACTED]

company is raising capital to expand [REDACTED]

The [REDACTED]

[REDACTED] has an equity interest in [REDACTED]

Mitigation: I have formally advised [REDACTED] that I can no longer advise them.

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CONCEPTS OR BUSINESSES THAT NEVER COMMENCED

[REDACTED] ("[REDACTED]")

Description: [REDACTED], was to be established to manage [REDACTED] (discussed above)

Conflict: NIL - The vehicle was never established and any potential conflict evaporated upon my withdrawal as an informal advisor [REDACTED]

Mitigation: Withdrew from providing consulting services [REDACTED]

[REDACTED]

Description: [REDACTED] was to establish a [REDACTED]
[REDACTED] This was not set up [REDACTED]

Conflict: NIL - The entity was never established.

Mitigation: None required

General Note

In addition, any outside employment will be subject to approval from HR under the policy for management of secondary employment. [http://thehub/Policy/Pages/HR/HR%20Policy%20-%20Outside%20Employment%20\(All%20Employees\).aspx](http://thehub/Policy/Pages/HR/HR%20Policy%20-%20Outside%20Employment%20(All%20Employees).aspx)

You must provide Austrade with notice of any change in circumstances, either directly related to something disclosed above or not, that will or may give rise to a COI.

Undertaking

By signing this plan you undertake to follow and comply with all obligations contained in it.

Signature:

Date:

Your personal information will not be disclosed to a third party outside Austrade without your consent, unless authorised or required by law.

Part 2: Manager's Declaration

After discussion between the Executive Director and the employee, the actions outlined above have been taken.

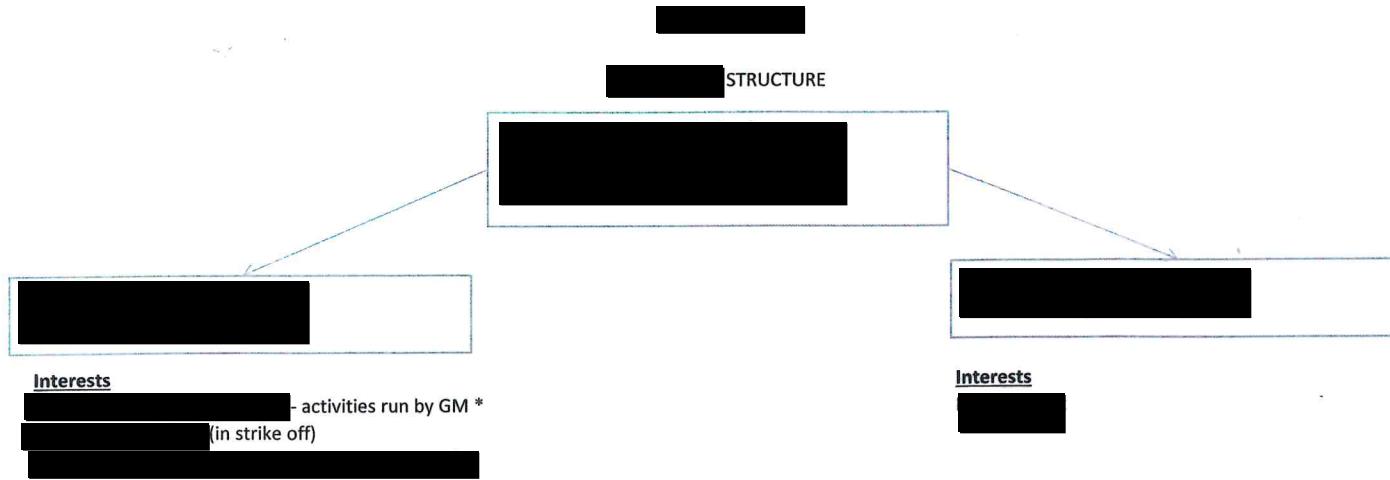
Manager's Signature (and date):

Executive Director's Signature (and date):

Copies of this form should be held by both the Manager and Executive Director (or in the case of the CEO Direct Reports, the CEO).

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* = Director

Ongoing Matters		Nature of Activity		Director / Other Role	Ownership	Owner	Potential for Conflict	Final Position
1	Trust. Holds interests in [REDACTED]	Trustee	Various beneficiaries				[REDACTED] appointed as [REDACTED]	
2	Consulting [REDACTED]	Yes	100% [REDACTED]				Appointed General manager to operate and report to Trustee	
4	[In Liquidation] retains 20% of IP	No	Was 36.4% Formally 8% but effectively zero				Nil - no day to day involvement	
6	Trust Holds interests in activities below	No role	Nil				Resigned as a Director of all entities in managing outcome. ASIC Deregistering some companies	Liquidator
14	Holds interests in :	No role Trustee is [REDACTED]	5% [REDACTED]				[REDACTED] appointed as Blind Trustee	
							Covered by [REDACTED] Umbrella	
Ceased Matters								
7	[REDACTED] for the [REDACTED] Industry	No role		Yes - Participating in business		Resigned as an Employee and bank signatory, and withdrawn from all provision of services. Relinquished equity rights.		
8	Raising \$200m to acquire [REDACTED] initially from [REDACTED]	No role		Yes - Participating in business		Stepped away from project in full and relinquished all rights		
9	Development of Demand Management software			Yes - Potential conflict		Resigned from all entities and Sold shares in companies		
10	[REDACTED] to mobile devices	No role		Managing Director - [REDACTED]				
3	[REDACTED]	30% [REDACTED] Receivers		Nil - Principals are [REDACTED] limited involvement				ASIC has struck off
	Infrastructure Consulting Group	Yes						

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 8

Assistance provided to Environmental Organic Nutrients

Pages 112 and 113 of the proof Hansard

a. **Senator WONG:** ... [In relation to the preparation and attempted lodgement of an official Austrade letter of introduction to the National Centre for Quality Supervision and Testing of Chemical Fertilizers in Beijing on behalf of EON] ... You said an attempt at lodgement?

Mr Gospers: I understand, if you give me a moment—

Senator WONG: You could not do it because only licensed distributor of fertilisers was authorised?

Mr Gospers: I believe that we were not able to act as an agent. We had no legal standing that would be accepted by the authorities in regard to this matter.

Senator WONG: You were not aware of that at the time that you made the offer to lodge documents on this company's behalf?

Mr Gospers: I would think, because this was subject to action over a period of time, that there was probably an attempt made. I would have to actually check at what point we were told that we would not be able to lodge that letter of introduction. If I could take that on notice—

b. **Senator WONG:** When did you cease assistance [to EON]?

Mr Gospers: I cannot tell you that precisely. I will have to take that on notice.

Answer

a. Austrade was asked by Environmental Organic Nutrients to lodge a formal letter of support to the National Centre for Quality Supervision and Testing of Chemical Fertilizer in Beijing. On 12 February 2015, when Austrade visited the National Centre for Quality Supervision and Testing of Chemical Fertilizer in Beijing, it was advised that Austrade's letter could not be accepted.

b. Mr Aitken made a number of requests of Austrade to lodge his documentation, despite advice that Austrade was unable to do so. As such, on 27 March 2015, Austrade formally advised Mr Aitken of Environmental Organic Nutrients that it could assist no further with this matter.

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from Senator Wong to Austrade

QUESTION 9

Business Missions

Page 114 of the proof Hansard

a. **Senator WONG:** ... You have referenced a couple of business missions ... I think you have had 10 over the last year that were ministerial led?

Mr Gospers: ... Sixteen ministerial business missions ...

Senator WONG: Can you take on notice an attendee list and departmental costs for each of these [business] missions and whatever you are able to provide me in terms of itinerary.

Mr Gospers: Yes.

b. **Mr Gospers:** ... We do a record of the key achievements made during the mission ... We give the minister some record of how the missions proceeded and what was achieved.

Senator WONG: Are you able to provide those?

Mr Gospers: I believe so.

Answer

a. Between February 2014 and 4 June 2015 (Austrade's appearance at Senate Estimates) there have been 16 Prime Minister or Minister led business missions. The number of attendees, location and net departmental costs are detailed in the table below.

FY 2014-15 Ministerial Led Business Missions			
Month	Location	# of Attendees	Department Cost - Net
February 2014	Philippines (Manila)	20	\$7,725
April 2014	Japan (Tokyo)	28	\$1,797
April 2014	Republic of Korea (Seoul)	23	\$1,343
April 2014	China - for Australia Week in China	726	\$747,696
June 2014	North America (Ottawa, New York and Houston)	19	\$41,145
August 2014	Singapore	15	\$22,774
September 2014	India (Mumbai, New Delhi)	30	\$33,631
December 2014	Latin America (Brazil, Colombia)	10	\$31,997
January 2015	India (Ahembabad, New Delhi, Mumbai, Pune, Jaipur, Chandigarh)	437	\$904,074
February 2015	New Zealand (Christchurch and Auckland)	16	\$44,024
March 2015	Canada (Vancouver and Toronto) and USA (New York)	18	\$60,884

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Questions on Notice from Senator Wong to Austrade

April 2015	Middle East (Saudi Arabia, Riyadh)	16	\$27,610
April 2015	Japan (Tokyo)	39	\$100,808
April 2015	Republic of Korea (Seoul)	10	\$69,861
May 2015	Papua New Guinea (Lae and Port Moresby)	18	\$18,517
May 2015	Philippines (Manila)	12	\$32,210

b. Key achievements during the visit are provided in a post-visit cable compiled jointly by the Department of Foreign Affairs and Trade and Austrade. A ministerial brief outlining the key outcomes of the business mission is also prepared within two weeks of completion of the mission.

The success of a business mission is assessed through a number of measures. For larger Australia Week events, success and return on investment, is measured by delegate feedback collected through a post-event qualitative survey; the number, value and strategic importance of commercial outcomes achieved and media/social media coverage generated. For smaller missions, where some participants may be new entrants to the market, Austrade follows up directly with delegates both immediately after the conclusion of the visit and after a period of around 6-8 months to obtain feedback on the mission programme and delivery and to identify any commercial outcomes achieved during or after their participation.

Initial outcomes for Australia Business Week events in China (AWIC) and India (ABWI) include:

1. ABWI generated a range of significant business outcomes. The visit advanced the Australia-India Comprehensive Economic Cooperation Agreement (CECA) agenda and strengthened dialogue with key Modi cabinet ministers and reform minded state leaders. Significant **commercial agreements were signed** during ABWI, most notable being:

- Woodside and the Adani Group on LNG supply and a non-disclosure agreement with Petronet LNG that remains commercial-in-confidence
- Wollongong University and Pandit Deendayal Petroleum University on a centre for mining excellence and scholarships
- National Australia Bank and the State Bank of India on closer cooperation
- Melbourne University and India's top business school the Indian Institute of Management Ahmedabad on student and faculty exchanges
- SAE Institute and Reliance Media on media skills development
- SEDA and IL&FS Institute on sports training.

Further commercial outcomes are expected in the coming months as negotiations continue and as Austrade/DFAT work with ABWI delegates on commercial leads.

2. AWIC outcomes were across a range of sectors:

- Aged Care, Health and Medical Technology – includes \$11 million in disclosed trade outcomes and a further seven Australian companies pursuing leads
- Agribusiness, food and beverage, consumer – approximately \$121 million in disclosed deals, with potential for future sales and foreign direct investment, including:

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Questions on Notice from Senator Wong to Austrade

- Shanghai Bright Dairy signed a contract with Victoria's Pactum Dairy to supply UHT processed milk. (witnessed by the Prime Minister)
- In aviation, the Linfox Group of Australia (Avalon Airport) signed an MOU with HNA Group (HNA Aviation) that will open the expanded international Avalon Airport to Chinese passenger transport and freight operations. (The signing was witnessed by the Prime Minister and the Victorian Premier)
- Construction and Built Environment – includes \$640 million in trade outcomes to date and \$70 million in investment and a further 11 Australian companies pursuing leads
- In education and sport, the Australian Technology Network of Universities signed an agreement with Shanghai Jiao Tong University to create a research and innovation network across the Asian region through a joint PhD program with industry engagement.
- Film Industry – \$60 million in commercial outcomes for two Australian companies
- Financial Services – 14 Australian financial institutions or companies are undertaking follow-up activities and both ANZ Bank and Westpac Bank signed agreements with China's UnionPay bankcard association to provide Australian access and services to the world's largest card brand. (Witnessed by the Prime Minister).
 - ANZ Bank opened a branch in the new Shanghai free trade zone.
 - Westpac was impressed by AWIC and plans to use this concept to hold its own China Week in Australia in August for its Chinese customers and staff.
 - Commonwealth Bank of Australia welcomed the agreement between Australia and China to enhance the offshore market development of Renminbi (RMB). CBA's Shanghai branch is applying for an RMB licence, which will help support bilateral trade.
- Infrastructure - The State of Victoria signed a Memorandum of Understanding with China's SinoHydro (PowerChina) to establish an Australian headquarters in Melbourne in order to bid for Australian infrastructure projects. SinoHydro is an engineering and construction company responsible for more than half the dams in China and has project interests in 55 counties across Asia (witnessed by the Prime Minister and Victorian Premier).
- Investment – includes a \$900 million investment by Wanda Group for a beachfront resort on the Gold Coast and potentially more significant investments in the pipeline
- Resources, METS and Green Energy – includes a \$60 million and distribution deal by RayGen and a further 12 Australian companies pursuing leads
- Following its participation in AWIC, Telstra has indicated its desire to work strategically with Austrade in pursuit of its goal of becoming more globally active.

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 10

Senior Investment Specialists

Page 114 of the proof Hansard

Senator WONG: On that, was the minister or his office advised of the conflict of interest [for one of the applicants for the Senior Investment Specialist positions] about which your officer has given evidence?

Mr Gosper: I believe I answered that question before. I think the answer is no, but I will confirm that.

Answer

The Minister was not advised regarding this matter. The Minister's Office was made aware of some delay in the conflict of interest management plan of one SIS. The Minister's Office was also advised that SIS submitted a letter of resignation on 19 December 2014.

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from Senator Back to Austrade

QUESTION 11

New Tax Arrangements for Working Holiday Makers

Page 124 of the proof Hansard

CHAIR: Is the issue of superannuation for backpackers now dealt with in this proposed legislation? They can actually extract the superannuation component and take it home with them rather than waiting. Is that right?

Mr Gosper: I am not sure. That is something that we would have to ask Treasury. I can also note the measure does not come into effect until 1 July 2016.

Answer

There are no changes to superannuation arrangements under the new Budget measure to change the tax residency rules for working holiday makers.

When temporary residents depart Australia permanently, they may withdraw their accumulated superannuation balance. The tax rate is between 38 per cent and 47 per cent.

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 12

Cessation of the Asian Business Engagement Plan

Pages 124 and 125 of the proof Hansard

- a. **Senator CAROL BROWN:** ... [In relation to the Asian Business Engagement Plan grants] ... How many Australian tourism businesses took part? ...
Mr Gosper: I would have to take that on notice; I am not aware of any.
- b. **Senator CAROL BROWN:** Could you please take that on notice for the committee and provide a breakdown ... by state [of all the companies that received an Asian Business Engagement Plan grant]?
Mr Gosper: Yes.

Answer

- a. & b. The ABE Plan grant programme was open to Australian member-based business organisations such as chambers of commerce and industry, business councils and chambers and peak industry associations. Individual firms could not apply. Grant recipients included Australian bilateral chambers based in Asia, and state, regional and national bodies. National bodies represent members across all states and territories of Australia.

A list of grant recipients, including office location, is attached.

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Questions on Notice from Senator Brown to Austrade

Attachment

Asian Business Engagement Plan Grant - 2013-2014 Grant Round

Recipient Title	Office Location
Federation of Automotive Product Manufacturers	Melbourne - Victoria
International Education Association of Australia (IEAA)	Melbourne - Victoria
Australian-Thai Chamber of Commerce (AustCham)	Bangkok - Thailand
Australian Food and Grocery Council (AFGC)	Barton - ACT
Australian Indonesian Business Council Ltd	Sydney - NSW
Northern Territory Cattlemen's Association Inc	Darwin - NT
Austmine Limited	South Sydney - NSW
Australia-Malaysia Business Council	Kingston - ACT
Northern Poultry Cluster Ltd	Gisborne - VIC
Chamber of Commerce and Industry of Western Australia	East Perth - WA
TAFE Directors Australia	Broadway - NSW
AustCham Singapore	Singapore
Australian- New Zealand Chamber of Commerce Philippines, Inc.	Makati City - Philippines
Sheepmeat Council of Australia	Kingston - ACT
Supervatch Australia - AIMEX	Melbourne - VIC
Citrus Australia	Mildura - VIC
Australian Chamber of Commerce Hong Kong & Macau	Hong Kong
Australian Chamber of Commerce in Korea	Seoul - South Korea
CropLife Australia	Canberra - ACT
Toowoomba and Surat Basin Enterprise Pty Ltd	Toowoomba - QLD
Clean Energy Council	Melbourne - VIC
Neurosciences Victoria Ltd	Parkville - VIC
AusBiotech	South Yarra - VIC
waterAUSTRALIA Solutions Ltd	St Leonards - NSW
The Australian Industry Group	North Sydney - NSW
HunterNet Co-Operative Limited	Newcastle - NSW

Asian Business Engagement Plan Grant - 2014-2015 Grant Round

Recipient Title	Office Location
AusBiotech	South Yarra - VIC
Australian-New Zealand Chamber of Commerce Philippines, Inc.	Makati - Philippines
Australian-Thai Chamber of Commerce	Sathorn - Bangkok
Australia-Taiwan Business Council Limited	Sydney - NSW
Bundaberg Fruit and Vegetable Growers Cooperative Limited	Bundaberg - QLD
Composites Australia Inc.	Richmond - VIC
Export Council of Australia	Sydney - NSW
Food South Australia Inc	Urrbrae - SA
Sports Medicine Australia and the Australian Physiotherapy Association	Albert Park - VIC
TAFE Directors Australia	Ultimo - NSW
Victorian TAFE International Inc	Brighton East - VIC
Australia-Myanmar Chamber of Commerce	Sydney - NSW
Australian Automotive Aftermarket Association Ltd	Clayton - VIC
Australian Horticultural Exporters Association	Knoxfield - VIC
Australian Services Roundtable	Surrey Hills - VIC
Council of Textile & Fashion Industries of Australia (TFIA)	Collingwood - VIC
Infrastructure Sustainability Council of Australia	Sydney - NSW
NSW Business Chamber Limited	North Sydney - NSW

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 13

Cadbury

Pages 125 and 126 of the proof Hansard

- a. **Senator CAROL BROWN:** I would now like to ask some questions about Cadbury. ... There is a lot of interest in Tasmania about this issue. Are we looking to develop some sort of priorities, coming out of the Tourism portfolio, for this \$16 million to be reinvested or invested in Tassie?
Senator Payne: As I understand it, the government will be making an announcement on where it will be redirected but, as budget paper No. 2 says on page 96, it will be to fund other priorities in Tasmania. I do not have any further information about the process behind that, but I can certainly take that on notice for you.
- b. **Senator CAROL BROWN:** Do we have any idea when some announcements will be made about where those funds, the \$16 million, will be used in Tasmania?
Senator Payne: I do not, but I will take that on notice.

Answer

On 4 September 2015, the former Prime Minister announced a jobs and investment fund for Tasmania, utilising funding from the \$16 million grant which had previously been committed to the Cadbury factory upgrade.

With matching funding from the Tasmanian Government and the private sector, this new fund could attract up to \$72 million in public and private funding to innovate and grow sectors including advanced manufacturing, tourism and agriculture.

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from Senator Back to Austrade

QUESTION 14

Tourism

Page 126 of the proof Hansard

CHAIR: ... what, if anything, is Tourism Australia or Austrade doing to boost tourism coming in to support overseas students who are already here—in other words, parents, relations et cetera?

Answer

Austrade's responsibility is to promote Australia to international students as a preferred destination. Austrade does not undertake specific promotional activities to encourage family or friends to visit students while they are studying in Australia. However Austrade often does have indirect contact with students' family and friends as they are strong influences on a student's decision where to study.

Recent enhancements aimed at improving visa arrangements for visitors to Australia more broadly (for example, by providing longer validity multiple entry visitor visas) would no doubt benefit friends and relatives of international students looking to travel to Australia with key international education markets such as China and India.

Senate Foreign Affairs, Defence and Trade Legislation Committee

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Questions on Notice from Senator Back to Austrade

QUESTION 15

Chinese Visas

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CHAIR: ... I recently spoke at an inbound tourism event in Western Australia for Chinese people. They are very, very keen on Australia but really annoyed about tourist visas. They told me in no uncertain terms about how for so many other countries it is so easy to get visas to come and visit. In 30 seconds, can you tell me are we doing anything about easing that process?

Mr Gosper: We are doing quite a bit of work, with the support of Tourism Australia, with our colleagues at the Department of Immigration and Border Protection. You will be aware, of course, that we have started an online visitor visa application and lodgement pilot in China, and that includes, now, three-year multiple entry visas. We are also talking with them of course about the time taken for processing, and it is now, I think, more than 95 per cent within 10 working days—

CHAIR: I do not want to hurry you, because I do want complete information—

Mr Gosper: We will give you a fuller answer on notice.

Answer

Given significant recent developments with respect to visitor visa reform and in particular related announcements in the Government's *Northern Australia White Paper*, the Department of Immigration and Border Protection has requested that this matter be directed to that portfolio for response.

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Questions on Notice from Senator Brown to Austrade

QUESTION 16

Funding Programmes

Can the following details be provided for each discretionary grant program in the Minister's portfolio:

- a. name of the discretionary grant program;
- b. total funding on a year-by-year basis over the current forward estimates;
- c. committed funding on a year-by-year basis over the current forward estimates;
- d. contracted funding on a year-by-year basis over the current forward estimates;
- e. uncommitted funding on a year-by-year basis over the current forward estimates;
- f. when the current round of funding is scheduled to cease; and
- g. how many rounds of funding are scheduled after the end of the current round.

Answer

Austrade administers three discretionary grant programmes.

Asian Business Engagement (ABE) Plan

- a. Grant rounds under the Asian Business Engagement (ABE) Plan have ceased but Austrade is still managing grants which were contracted before the cessation of the programme. The last grant will conclude in 2017.
- b. Funding of \$0.6 million is committed for the ABE Plan for 2015–16 and \$0.2 million for 2016–17 to account for projects funded prior to the cessation of the programme.
- c-g. See responses to (a-b).

FTA grant programme

- a. A new grant programme which forms part of the package of Free Trade Agreement (FTA) outreach initiatives was announced in the Budget. Austrade is currently working through the details of the new grant and Guidelines will be released once the required processes have been completed.
- b. Total funding for the FTA grant programme is \$2.1 million. Administered funding is capped at \$1.372 million in 2015–16 and \$773,000 in 2016–17 with an additional \$178,000 in 2015–16 and \$177,000 in year 2016–17 for administration costs to manage the programme.
- c. No funding has currently been committed for the FTA grant programme.
- d-g. See responses to (a-c).

Australian Tropical Medicine Commercialisation Grants Programme (ATMC)

- a. The Australian Tropical Medicine Commercialisation Grants Programme (ATMC) is a new grant programme which forms part of the initiative “Positioning the north as a leader in tropical health”. Austrade is negotiating an arrangement with the Department of Industry and Science (DoIS) for DoIS to manage ATMC by providing grants management services similar to the Entrepreneur Infrastructure Programme.

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Austrade will contribute sectoral expertise and advice to support decisions made through the ATMC.

- b. Total funding for the ATMC is \$8.5 million. Administered funding is capped at \$1.0 million in 2015–16, \$1.8 million in 2016–17, \$2.3 million in 2017–18, and \$2.0 million in 2018–19 with an additional \$0.4 million in 2015–16, \$0.3 million in 2016–17, \$0.4 million in 2017–18, and \$0.2 million in 2018–19 for administration costs to manage the programme.
- c. No funding has currently been committed for the ATMC programme.
- d-e. See responses to (b-c).
- f. The ATMC grants programme will hold two grants rounds over the life of the programme with the first round commencing in the 2015–16 financial year and the second round commencing in the 2016–17 financial year.
- g. See response to (f).

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 17

Tourism Demand Driver Infrastructure (TDDI) Fund

- a. How many projects have been approved under this program?
- b. Please list each project with project name, proponent, address, state, federal electorate, project description, commonwealth contribution, details of any other funding including source, total project cost, date of approval, date of public announcement, expected project start date and expected completion date.
- c. Please also provide a link to relevant ministerial media release eg joint release with state minister, local MP.
- d. What is the total expenditure to date for this program.
- e. How much funding remains unallocated.
- f. Were proponents required to apply for funding or simply put forward recommendations? Please detail the process.
- g. Have any public transport projects been funded under this program.

Answer

- a. Thirty three.
- b. Project details which are publicly available have been reproduced in the attached table. New South Wales and Victoria were granted approval to move 2014–15 funding into future programme years and will therefore only commit to projects from 2015–16.
- c. There have been joint ministerial media releases for the following states:
South Australia,
http://www.premier.sa.gov.au/images/news_releases/2015/15_04Apr/tourismfunding.pdf
Queensland, http://trademinister.gov.au/releases/Pages/2015/ar_mr_150430.aspx
Tasmania, http://trademinister.gov.au/releases/Pages/2015/ar_mr_150508b.aspx
Western Australia, http://trademinister.gov.au/releases/Pages/2015/ar_mr_150520.aspx
- d. \$4.7 million.
- e. \$38.4 million.
- f. Application processes and selection of projects for funding are at the discretion of the state and territory governments. Projects are then submitted to the Commonwealth to ensure that they are compliant with the agreed TDDI programme principles and then signed off by the Minister for Trade and Investment.
- g. No.

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Questions on Notice from **Senator Brown** to Austrade

Attachment

Tourism Demand Driver Infrastructure Projects: ACT, SA, NT, QLD, TAS, WA

State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
ACT	Project 1 - Canberra Attractions Online Group Booking System	Develop an online booking system for 10 key attractions in Canberra specifically servicing the school excursion market.	National Capital Education Tourism Project	NA – Contract signed between Territory and proponent	Fraser & Canberra	24/4/15	Early 2015	Jun-16	\$250,000	\$250,000	NA – No joint media release
ACT	Project 2 – Canberra Airport Augmented Reality Project	Use digital technology to engage and educate travellers at Canberra Airport	Canberra Airport Group	NA – Contract signed between Territory and proponent	Fraser	26/5/15	Early 2015	Jun-15	\$226,120	\$264,620	NA – No joint media release
ACT	Project 3 – ACT Tourism Gateway Signage	Gateway signage communicating the essence of Canberra brand; and delivering a welcoming entry point.	Visit Canberra	NA – Contract signed between Territory and proponent	Fraser & Canberra	26/5/15	Early 2015	Jul-15	\$250,000	\$250,000	NA – No joint media release

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
ACT	Project 4 – Corin Forest Alpine Resort – Base Infrastructure Enhancements	Expansion of car park and additional prepared snow terrain to increase capacity, ease congestion and provide a safer visitor experience.	Corin Forest Alpine Resort	NA – Contract signed between Territory and proponent	Canberra	26/5/15	Early 2015	Jun-15	\$23,000	\$23,000	NA – No joint media release
ACT	TOTAL								\$749,120.00	\$749,120.00	
SA	Project 1 - Kangaroo Island Wilderness Trail	Construction of the initial stage (20 km) of a 63 km long walking trail and associated public infrastructure	South Australian Government	NA – Contract signed between State and proponent	Mayo	25/3/15	Jul-14	Jun 2015 (stage one) Jun 2016 (entire project)	\$509,350	\$1,240,000	10 April 2015
SA	Project 2 - Mount Lofty Ranges International Mountain Bike Destination	Construction of mountain bike trails at two sites – Sturt Gorge Recreation Park (10km) and Shepherds Hill Recreation Park (12km).	South Australian Government	NA – Contract signed between State and proponent	Sturt	25/3/15	Early 2015	Jun-15	\$200,000	\$200,000	10 April 2015

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
SA	Project 3 – Bat Observation System at Naracoorte Caves National Park	Design and installation of a new state-of-the-art observation and surveillance system to replace the existing system.	South Australian Government	NA – Contract signed between State and proponent	Barker	25/3/15	Mar-15	Jun-15	\$30,000	\$30,000	10 April 2015
SA	Project 4 – Innes National Park Road Upgrade – Pondalowie Bay Surf Break to Shell Beach	Rebuild and upgrade an unsealed three kilometre stretch of road and an access road into Dolphin Bay in Innes National Park.	South Australian Government	NA – Contract signed between State and proponent	Grey	25/3/15	Early 2015	Jun-15	\$280,000	\$330,000	10 April 2015
SA TOTAL								\$1,019,350		\$1,800,000	
NT	Project 1 - Strategic improvements within Central Australia	Two parts – Installation of accommodation cabins at Wauchope Hotel; and upgrade of vehicle access to Standley Chasm entrance.	Wauchope NT Pty Ltd Angkerle Atwatye Aboriginal Corporation	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	Jun-15	\$132,990.00	\$155,835	9/11/14 (NT – Wauchope Hotel) 1/12/14 (NT – Standley Chasm)

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
NT	Project 2 - Alice Springs Tourist Attraction Upgrades	Two parts – Exterior and interior improvements to the Reptile Centre; and infrastructure upgrade to the Royal Flying Doctor Service audio-visual theatre.	Alice Springs Reptile Centre Pty Ltd Royal Flying Doctor Service (Visitor Facility)	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	Jun-15	\$82,698.18	\$170,698	19/9/14 (NT – Reptile Centre) 30/3/15 (NT-RFDS))
NT	Project 3 – Wild bush luxury bird hide	Construction of an elevated wild bush luxury bird hide on edge of Swim Creek floodplain.	Bamurru Plains	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	Mar-15	\$67,167.27	\$70,874	4/11/14 (NT)
NT	Project 4 – Cooking demonstration kitchen	Construction of an interactive cooking demonstration kitchen on Darwin waterfront, seats 60.	Sea Dragon Pty Ltd (trading as II Lido Waterfront Kitchen)	NA – Contract signed between Territory and proponent	Solomon	29/3/15	Late 2014	Mar-15	\$40,632.73	\$161,076	NA

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
NT	Project 5 – Supporting Gove through strategic investment in the tourism industry	Three parts– refit cargo vessel for new passenger cruise service; infrastructure upgrade to fishing lodge on Wigram Island; and upgrade Dallway Road into four coastal recreation areas.	Sea Swift (NT) Pty Ltd Gove Sports Fishing Dhimurru Aboriginal Corporation	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	Jun-15	\$229,371.82	\$411,343	31/7/14 (NT – Sea Swift) 2/9/14 (NT – Fishing Lodge)
NT	Project 6 – Injalak Art Centre	Creation of a visitor interpretive centre at Injalak Art Centre.	Injalak Arts & Crafts	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	Jun-15	\$71,818.18	\$71,818	1/11/14 (NT)
NT	Project 7 – Leaders Creek fishing base	Upgrade Leaders Creek Fishing Base by removing old building and installing new building and landscaping.	Bultech Pty Ltd	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	Jun-15	\$50,000.00	\$50,000	21/1/15 (NT)

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
NT	Project 8 – Mobile applications	Development of two mobile applications – foreign language commentary in Italian, Mandarin and Japanese for popular NT tours of Kakadu and Litchfield; and audio tour of the Stuart Highway	AAT Kings Pty Ltd	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Late 2014	May-15	\$56,140.00	\$56,140	21/1/15 (NT – Foreign language commentary) 4/9/14 (NT – Stuart Highway audio tour)
NT	Project 9 – Larapinta Trail campsite	Construction of new semi-permanent campsite along Larapinta Trail to increase capacity.	World Expeditions Travel Group Pty Ltd	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Early 2015	May-15	\$45,404.55	\$146,614	NA
NT	Project 10 – Tiwi Islands walking trail	Construction of a walking trail and interpretive signage linking key tourist sites on Bathurst Island.	Tiwi Enterprises Pty Ltd	NA – Contract signed between Territory and proponent	Lingiari	29/3/15	Early 2015	Oct-15	\$22,727.27	\$22,727	10/9/14 (NT)
NT TOTAL									\$798,950	\$1,317,125	

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
QLD	Project 1 - Enhancing industry capability	Delivery of skills development programs to small and medium tourism operators in regional Queensland.	Regional Tourism Organisations	NA – Contract signed between State and proponent	State-wide	15/4/15	Mar-15	Nov-15	\$150,000	\$150,000	30 April 2015
QLD	Project 2 - Wi-Fi infrastructure development	Small scale pilot model projects to support an expanded network of tourism targeted wi-fi hot-spots to enable sharing of visitor information, experiences and tourism services.	Visitor Information Centres	NA – Contract signed between State and proponent	State-wide	15/4/15	Mar-15	Nov-15	\$121,150	\$121,150	30 April 2015
QLD	Project 3 – Commonwealth Games Service Initiative	Development of tourism-based customer service plan for the Commonwealth Games in 2018.	Gold Coast City Council and Gold Coast Tourism	NA – Contract signed between State and proponent	Moncrieff	15/4/15	Mar-15	Nov-15	\$90,000	\$90,000	30 April 2015
QLD TOTAL										\$361,150	\$361,150

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
TAS	Project 1 - East Cove Jetty at Adventure Bay, Bruny Island	Construction of public jetty as part of a larger tourist visitor centre project.	Penicott Wilderness Journeys	NA – Contract signed between State and proponent	Franklin	20/4/15	Apr-15	Dec-15	\$250,000	\$250,000	8 May 2015
TAS	Project 2 - Cradle Mountain Visitor Experience Master Plan	Development of Cradle Mountain Revitalisation Master Plan including comprehensive business plan on major upgrade of visitor infrastructure.	Cradle Coast Authority	NA – Contract signed between State and proponent	Braddon	20/4/15	Apr-15	Mar-16	\$50,000	\$50,000	8 May 2015
TAS	Project 3 – Devil's Corner Visitor Node	Expansion of the Devil's Corner Visitor Node to include free wi-fi, rest rooms, interpretation and signage, visitor parking and a seasonal, pop-up visitor information centre.	Brown Brothers	NA – Contract signed between State and proponent	Bass	20/4/15	May-15	Oct-15	\$110,000	\$110,000	8 May 2015

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
TAS	Project 4 - Northern Tasmania Cycling Strategy	Creation of a cycling strategy for Northern Tasmania, establishing direction for infrastructure investment and improvements to industry capability and capacity.	Tourism Northern Tasmania	NA – Contract signed between State and proponent	Braddon, Bass, Lyons	20/4/15	Apr-15	Oct-15	\$20,000	\$20,000	8 May 2015
TAS	Project 5 – Northern Tasmania Infrastructure Audit	Audit on current and recommended future infrastructure needs of Northern Tasmania.	Tourism Northern Tasmania	NA – Contract signed between State and proponent	Braddon, Bass, Lyons	20/4/15	Apr-15	Dec-15	\$60,000	\$60,000	8 May 2015
TAS	Project 6 - Free Tourist Wi-Fi	Provision of free wi-fi in up to 50 locations across Tasmania, including key tourist hubs (Stage One).	Tasmanian State Government	NA – Contract signed between State and proponent	State wide	20/4/15	Apr-15	Sep-15	\$125,000	\$125,000	8 May 2015

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
TAS	Project 7 – the Wukalina to Larapuna Cultural Walk	Consumer research, field trips and competitor research to determine viability of walk (Stage One).	Tourism Tasmania	NA – Contract signed between State and proponent	Bass	20/4/15	Apr-15	Jun-15	\$15,280	\$19,750	8 May 2015
TAS	Project 8 – Development of Visitor Amenities at Derwent Bridge	Development of visitor amenities including toilet facilities, rest and recreational areas and a visitor information hub.	Central Highlands Council	NA – Contract signed between State and proponent	Lyons	20/4/15	Apr-15	Dec-15	\$88,670	\$150,000	8 May 2015
TAS	Project 9 - Launceston Interpretative Information and Way Finding	Development of a way-finding system using both static and electronic signage.	Launceston City Council	NA – Contract signed between State and proponent	Bass	20/4/15	Apr-15	Dec-15	\$50,000	\$50,000	8 May 2015

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement	
TAS	Project 10 - Geeveston Visitor Hub Feasibility Study	Feasibility study to explore viability of a visitor hub in Geeveston Town Hall including suitability of accommodation.	Huon Valley Council	NA – Contract signed between State and proponent	Franklin	20/4/15	Apr-15	Jul-15	\$30,000	\$30,000	8 May 2015	
TAS	TOTAL										\$798,950	\$864,750
WA	Project 1 - Broome Chinatown redevelopment	Component of an extensive redevelopment of Chinatown, Broome. Construction of a new road between Frederick Street and Dampier Terrace and interpretive signage and parking for recreational vehicles.	Shire of Broome	NA – Contract signed between State and proponent	Kalgoorlie	20/4/15	Feb-15	Jun-16	\$299,850	\$300,150 \$300,000 - Shire of Broome \$150- Tourism WA	20 May 2015	

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State	Project Title	Project Description	Proponent	Proponents address	Electorate project is located in	Date of approval	Expected start date	Expected finish date	TDDI funding (exc GST) *	Total non-TDDI contribution (exc GST)*	Date of public announcement
WA	Project 2 - Busselton Jetty Improvements	Preliminary design works followed by extension of 15 metre landing platform to 35 metre structure at Busselton Jetty to enable temporary moorings by cruise ship tender vessels, and smaller tourism vessels. .	City of Busselton	NA – Contract signed between State and proponent	Forrest	20/4/15	Mar-15	Jun-16	\$600,000	\$600,000	20 May 2015
	TOTAL								\$899,850	\$900,150	

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 18

Australia Week Events

How much *additional* funding has been included in the Budget for Australia Week events this year from last year?

Answer

Additional funding of \$2.4 million has been included in Austrade's 2015–16 budget for Australia Week Events; represented by an additional \$1.6 million for Australia Week in China that was already in the forward estimates, and new funding of \$0.8 million for Australia Week events more broadly.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 19

Northern Australia Aviation Proposal

Were Austrade or Tourism Australia consulted on the Government's proposal to allow foreign airlines to fly on domestic routes in Australia?

Answer

Yes.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 20

Tourism Refund Scheme (TRS)

- a. Have discussions regarding the TRS progressed since last estimates? Please provide a full update.
- b. Has Austrade met with any further stakeholders or third parties in relation to the TRS since last estimates? If so please list meetings with names, dates, time, location, agenda and minutes.

Answer

- a. Austrade has had discussions with Treasury representatives on the progress of the TRS. Further questions on the progress of TRS reform should be directed to the Treasury.
- b. On 5 March 2015, Austrade met with Global Blue. The meeting took place from 3pm to 4pm, at Level 11, 65 York Street Sydney. At the meeting, discussions focused on the level of support for TRS reform from key stakeholders at the time.

On 6 May, 2015, Austrade met with Australian Customs and Border Protection Service via a teleconference. Discussions focused on current volumes of TRS claims at airports.

There was no formal agenda distributed or minutes taken for either of these meetings.

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Questions on Notice from Senator Brown to Austrade

QUESTION 21

ABS Survey of Tourist Accommodation

- a. What was the publication date and cost of the Survey of Tourist Accommodation over the last 10 years?
- b. What is the expected total cost of producing the survey in 2015-16?
- c. Has funding been secured for the Survey of Tourist Accommodation over the forward estimates?
- d. What date will the Survey of Tourist Accommodation be published this year?
- e. How much will each state and territory and Austrade contribute to this year's survey? Please detail.
- f. Where in Austrade will be funding be sourced for this year's survey?
- g. Where has the money from Austrade come from for this year's survey? Has any program been cut as a result?
- h. Which stakeholders are being consulted about the future of the publication? Please list.
- i. Please detail the consultation date, method (in person, in writing)
- j. Who will make the final decision as to whether the Survey continues?

Answer

- a. Publication dates and costs for the Survey of Tourist Accommodation over the last 10 years have been as follows:

	Date published	Cost
2014-15 STA, annual	Annual – 27/11/15	\$657,086 – 50% Austrade 50% state and territory governments
2013-14 STA, annual	Annual – 19/12/14	\$288,000 – Austrade
2012-13 STA, 4 quarters	Sept 2012 – 4/1/13 Dec 2012 – 27/3/13 Mar 2013 – 28/6/13 Jun 2013 – 26/9/13	\$ NA – 100% ABS funded
2011-12 STA, 4 quarters	Sept 2011 – 6/1/12 Dec 2011 – 30/3/12 Mar 2012 – 29/6/12 Jun 2012 – 28/9/12	\$ NA – 100% ABS funded
2010-11 STA, 4 quarters	Sept 2010 – 6/1/11 Dec 2010 – 30/3/11 Mar 2011 – 30/6/11 Jun 2011 – 30/9/11	\$ NA – 100% ABS funded
2009-10 STA, 4 quarters	Sept 2009 – 8/1/10 Dec 2009 – 30/3/10 Mar 2010 – 30/6/10 Jun 2010 – 30/9/10	\$ NA – 100% ABS funded

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2008-09 STA, 4 quarters	Sept 2008 – 6/1/09 Dec 2008 – 26/3/09 Mar 2009 – 3/7/09 Jun 2009 – 30/9/09	\$ NA – 100% ABS funded
2007-08 STA, 4 quarters	Sept 2007 – 8/1/08 Dec 2007 – 28/3/08 Mar 2008 – 30/6/08 Jun 2008 – 26/9/08	\$ NA – 100% ABS funded
2006-07 STA, 4 quarters	Sept 2006 – 9/1/07 Dec 2006 – 30/3/07 Mar 2007 – 29/6/07 Jun 2007 – 27/9/07	\$ NA – 100% ABS funded
2005-06 STA, 4 quarters	Sept 2005 – 10/1/06 Dec 2005 – 30/3/06 Mar 2006 – 30/6/06 Jun 2006 – 29/9/06	\$ NA – 100% ABS funded
2004-05 STA, 4 quarters	Sept 2004 – 10/1/05 Dec 2004 – 30/3/05 Mar 2005 – 30/6/05 Jun 2005 – 30/9/05	\$ NA – 100% ABS funded

- b. A funding agreement has not been formalised for 2015–16.
- c. No.
- d. The 2014–15 Survey of Tourist Accommodation will be published on 27 November 2015.
- e. Agreed funding contributions under a COAG model for the 2014–15 Survey of Tourist Accommodation from Austrade and each of the state and territory governments are as follows:

	Amount (\$)
Austrade contribution	\$328,543.00
State and territory government contributions:	
New South Wales	\$108,636.46
Victoria	\$81,641.95
Queensland	\$64,523.47
Western Australia	\$32,261.74
South Australia	\$25,019.31
Tasmania	\$7,900.83
Australian Capital Territory	\$5,267.22
Northern Territory	\$3,292.01
Total state and territory government	\$328,543.00
TOTAL	\$657,086.00

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- f. Austrade internally funded \$328,543 in 2014–15 for the Survey of Tourist Accommodation. The funds came from a mixture of underspends and cost reductions.
- g. See (f). No programmes have been cut as a result.
- h. A range of government and industry stakeholders are being consulted:

Government	Industry
Austrade	National Tourism Alliance
Tourism Australia	Tourism and Transport Forum
Australian Bureau of Statistics (ABS)	Australian Tourism Export Council
Destination New South Wales	Australian Regional Tourism Network
Tourism Victoria	Tourism Association of Australia
Tourism and Events Queensland	Accommodation Association of Australia
South Australian Tourism Commission	JLL
Tourism Western Australia	Colliers International
Tourism Tasmania	Knight Frank Valuations
Tourism Northern Territory	Dransfield Hotels and Resorts
Visit Canberra	Eureka Funds Management
NSW Department of Trade and Investment	YTL Hotels

- i. A range of formal consultations have occurred.
 - i. Formal workshops with state and territory governments, industry associations, and investment brokerage firms have been conducted:
 - 13 August 2014 – industry workshop
 - 12 June 2015 – industry workshops x 2
 - 17 June 2015 – request for written feedback on use of accommodation data, and the process to identify a long-term solution
 - 1 July 2015 – industry workshops x 2
 - ii. In addition, as part of formal Tourism Research Committee (TRC) meetings Tourism Research Australia (TRA) has met with State Tourism Organisations (STOs), Tourism Australia, and the ABS:
 - 13-14 November 2014 – meeting in person
 - 15 January 2015 – teleconference (STOs only)
 - 7-8 May 2015 – meeting in person
 - 20 May 2015 – request for written feedback on use of accommodation data, and the process to identify a long-term solution
 - 24 June 2015 – teleconference (STOs only)
 - iii. Ongoing discussions with these stakeholders on a long-term accommodation data collection are continuing following these meetings and workshops.
- j. Options will be presented to Tourism Ministers at the August 2015 Tourism Ministers' Meeting.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 22

Stakeholder Meetings

Which tourism stakeholders has Austrade met with since last estimates? Please list meeting date, company/organisation, nature of meeting and topics discussed.

Answer

Information on official, multilateral meetings with tourism stakeholders is at **Attachment A**. Austrade officials across the organisation meet continually with tourism stakeholders on an individual basis, at conferences and other forums as part of their day-to-day operational activities. Sourcing details for each such meeting would entail a significant diversion of resources which, in the circumstances, cannot be justified.

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Questions on Notice from **Senator Brown** to Austrade

Attachment A

Major tourism stakeholder meetings

Date	Company/Organisation	Nature of meeting	Topics discussed
7/5/2015- 8/5/2015	Tourism Research Committee (TRC) attended by representatives from Tourism Research Australia (Austrade), Tourism Australia, Destination NSW, Tourism Victoria, Tourism Events Queensland, Tourism Western Australia, South Australian Tourism Commission, Tourism Northern Territory, Visit Canberra, Tourism Tasmania, Australian Bureau of Statistics (ABS), NZ Ministry of Business, Innovations and Employment	Bi annual meeting of Commonwealth and State Tourism organisations on tourism research related issues.	Tourism Research Committee, forward work programme.
10/5/2015	Australian Standing Committee on Tourism (ASCOT) attended by senior executives of Austrade, Department of Foreign Affairs and Trade, Tourism Australia, relevant state government departments, State Tourism Organisations (STOs), New Zealand Government, and representatives of Australian Tourism Export Council, National Tourism Alliance, Australian Regional Tourism Network and Tourism and Transport Forum	ASCOT develops, coordinates and considers tourism policies in Australia and provides advice and makes recommendations to the Tourism Ministers. ASCOT has the collective responsibility for implementation of the National Long-Term Tourism Strategy- Tourism 2020.	Issues related to development and implementation of <i>Tourism 2020</i> priorities.
16/6/2015	ADS Advisory Panel Chaired by Austrade and attended by a representative from Tourism Australia, the Department of Immigration and Border Protection, Destination NSW, Tourism Victoria, Tourism and Events Queensland, Queensland Tourism Industry Council, Australian Tourism Export Council, Australian Federation of Travel Agents and up to three representatives from organisations who are ADS approved ITOs.	The ADS Advisory Panel is a bi-annual meeting held to discuss the Approved Destination Status Scheme.	Issues related to administration of the ADS Scheme.

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Date	Company/Organisation	Nature of meeting	Topics discussed
16/6/2015	ADS Tour Guide – Information Session presented by Austrade to over 90 tour guides operating within the Approved Destination Status Scheme (ADS).	A presentation given by Austrade to tour guides operating in the ADS Scheme, the presentation outlined the requirements for tour guides under the ADS Code of Business Standards and Ethics (the Code).	The responsibilities of approved ADS tour guides.
19/6/2015	Tourism and Visa Advisory Group chaired by Department of Immigration and Border Protection (DIPB). Attended by representatives from Austrade, Tourism Australia, Qantas Airways, Virgin Australia, Australian Hotels Association, National Tourism Alliance, Tourism and Transport Forum, Youth Hostels Australia, Tourism Queensland, Business Events Council of Australia, Australian Tourism Export Council, Australian Hotels Association, Board of Airline Representatives of Australia.	Engage with the tourism industry and state governments on visa policies and programmes.	Update on temporary entry programmes and emerging issues, tourism industry updates
23/6/2015	Australian Tourism Roundtable (ATR) attended by representatives of Restaurant & Catering Australia, Australian Association of Convention Bureaux, Australian Duty Free Association, Australian Taxi Industry Association, Australian Tourism Export Council, Business Events Council of Australia, Ecotourism Australia, Exhibition & Events Association of Australia, International Special Events Society, National Capital Attractions Association, Queensland Tourism Industry Council, South Australian Tourism Industry Council, Tourism Council WA, Star Ratings, Tourism Industry Council Tasmania, Victoria Tourism Industry Council, Meetings & Events Australia, Clubs NSW, Australian Airports Association	The ATR is an industry-led forum to exchange information and form common national policy positions for the benefit of the Australian tourism industry.	Officers from Austrade provided an update on policy and research initiatives.

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Questions on Notice from Senator Brown to Austrade

QUESTION 23

Wanda Group

Has the Minister or Austrade met with Wanda Group or any of its representatives since last estimates? If so please detail date, attendees, location and nature of the meeting.

Answer

Yes.

- On 15 April 2015, Austrade's Senior Trade Commissioner China, met with Wanda's Deputy General Manager, International Real Estate Center in Beijing China.
- On 6 May 2015 Austrade's Senior Investment Specialist (SIS) for Tourism had an introductory meeting in Sydney with Wanda's Deputy General Manager, International Real Estate Center.
- On 29 May, the Senior Investment Specialist for Tourism and the Manager of the Tourism Major Project Facilitation Service undertook a site visit of the Jewel Project at the Gold Coast with representatives from the Wanda Group.
- On 17 June 2015, representatives from Wanda attended an investor briefing in the Austrade Sydney Office on the NSW Government Bay's Precinct project.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 24

Medical Tourism

- a. Has Austrade or Tourism Australia performed any research into medical tourism? If so, please provide a copy of the research.
- b. How many people come to Australia every year for medical tourism on an annual basis? How is this industry expected to grow over the next 10 years?
- c. What implications does this have for tourism policy and revenue?

Answer

- a. Austrade has not performed any such research.
- b. In 2014, 9,300 international visitors aged over 15 years came to Australia for medical reasons, according to the results of the International Visitor Survey for ‘other reason for travel’.
- c. Austrade has not undertaken analysis on this.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 25

Sports Tourism

- a. How many major events has the Match Australia program brought to Australia since 7 September 2013?
- b. Please list.

Answer

- a. The Match Australia program is not designed to bring new major events to Australia. The program is designed to maximise the opportunity for engagement with key international customers, potential customers and investors by Australian firms and organisations through leveraging existing major sporting events around the world.
- b. Not applicable.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 26

Amendments to Australian Trade Commission Act 1985

- a. Have these amendments now taken effect?
- b. How are they being implemented?
- c. What has changed practically within Austrade as a result of the passage of this legislation?
- d. What percentage of the Austrade CEO's time is now being spent on tourism?

Answer

- a. Yes.
- b. & c. The changes allow grant funding for domestic tourism programmes to be appropriated to Austrade. Austrade is now able to expend monies directly on tourism programmes, rather than relying on an arrangement whereby DFAT expended monies on Austrade's behalf.
- d. The CEO attends a range of tourism related meetings, such as Tourism Ministers Meeting, and Tourism Australia Board meetings and engages with senior government and tourism industry stakeholders on a regular basis. Austrade has not calculated the percentage of the CEO's time spent on tourism.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 27

Domestic Tourism Marketing

- a. Is Austrade or Tourism Australia aware of any research into the value of domestic tourism marketing?
- b. If so, what was the return for each dollar invested in domestic tourism marketing?
- c. How much funding from Austrade or Tourism Australia will go to domestic tourism marketing in 2015-16 and across the forward estimates?
- d. How much funding is each state and territory government investing in domestic tourism marketing over the forward estimates? Please provide a list.

Answer

- a. Austrade does not undertake and is not aware of research into the value of domestic tourism marketing.
- b. Not applicable.
- c. Austrade does not undertake tourism marketing. Austrade undertakes policy development, programme management and tourism research.
- d. Austrade is not aware of state and territory investment in domestic tourism marketing.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 28

Tourism Research Australia

Have there been any staff changes at TRA since last estimates? If so please detail.

Answer

Yes.

- One staff member returned from maternity leave
- One staff member retired.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 29

Staffing

Have there been any changes to staffing at Austrade or Tourism Australia since last estimates? If so please detail.

Answer

Since Additional Estimates in February 2015, Austrade staffing (APS and non APS) decreased by two from 1042 to 1040, as at 31 May 2015.

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Questions on Notice from Senator Brown to Austrade

QUESTION 30

Research

- a. Please detail the forward publishing schedule for all research and survey publications in 2015-16 including Tourism Research Australia.
- b. Have there been any changes to the expected publication schedules in the last year?
- c. If yes, please detail with original expected publication date and actual publication date.
- d. Does Austrade or Tourism Australia anticipate any delays to publications over the next year? If so, please detail publication, reason, and expected length of delay.
- e. Have the issues discussed at last estimates regarding Incoming Passenger Cards been resolved? If so, what impact will this have on the delivery of publications?

Answer

- a. The forward publishing schedule as of 29 June 2015 is outlined below.

Publication	Date
Travel By Australians (National Visitor Survey – March Quarter 2015)	1 July 2015
International Visitors in Australia (International Visitor Survey - March Quarter 2015)	29 July 2015
Australia's International Business Survey 2015	30 July 2015
International Visitors in Australia (International Visitor Survey - June Quarter 2015)	2 September 2015
Travel by Australians (National Visitor Survey - June Quarter 2015)	16 September 2015
National Tourism Forecasts	October 2015
State of the Industry	October 2015
Services Framework Project	October 2015
State Tourism Forecasts	November 2015
International Visitors in Australia (International Visitor Survey - September Quarter 2015)	2 December 2015
Travel by Australians (National Visitor Survey - September Quarter 2015)	16 December 2015
Economic Benchmark report	December 2015
International Visitors in Australia (International Visitor Survey - December Quarter 2015)	2 March 2016
Travel by Australians (National Visitor Survey - December Quarter 2015)	16 March 2016
Australian Tourism Satellite Account	April 2016

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Publication	Date
Tourism Investment Monitor	May 2016
Tourism Update December	April/ May 2016
National Forecasts	April/May 2016
International Visitors in Australia (International Visitor Survey - March Quarter 2016)	1 June 2016
Travel by Australians (National Visitor Survey - March Quarter 2016)	15 June 2016
Chief Economist's Speeches and Presentations	Ad-hoc basis
Trade and Investment Notes	Ad-hoc basis
Data Alerts	Ad-hoc basis
Blog posts on Economics at Austrade webpage	Ad-hoc basis
Trade Winds on Economics at Austrade webpage	Weekly

b. Yes.

c. Details of changes to the publication schedule are outlined below.

Publication	Original expected publication date	Actual publication date
International Visitor Survey - December Quarter 2014	10 March 2015	21 June 2015
International Visitor Survey - March Quarter 2015	14 July 2015	29 July 2015
International Visitor Survey - June Quarter 2015	21 August 2015	2 September 2015
National Tourism Forecasts	April 2015	October 2015
State Tourism Forecasts	May 2015	November 2015
Tourism Update for December	March 2015	Cancelled
Tourism Update for March	July 2015	Cancelled

Overseas Arrivals and Departure (OAD) data for October 2014 onwards (published by the Australian Bureau of Statistics) was delayed due to an issue with passenger card processing which is undertaken by the Department of Immigration and Border Protection.

Since the International Visitor Survey (IVS) results are benchmarked to OAD data, calendar year 2014 IVS results and publications dependent on IVS and OAD results such as the forecasts and tourism update were also delayed.

d. See response to (c).

e. Austrade has been advised that the Australian Bureau of Statistics is confident of resuming publication of OAD statistics as scheduled from the release of May 2015 OAD (on 7 July 2015).

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 31

Taxation (Removing tax-free threshold to Working Holiday Visa Makers)

- a. How will this measure affect Austrade's ability to deliver its outcomes?
- b. What impact will this measure have on tourism revenue given that the average Working Holiday Visa Makers (WHM) holder earns \$5000 but spends \$13,000 according to the Parliamentary Library?

Answer

a-b. A large number of factors determine a person's decision to visit Australia under a WHM visa, including the overall attractiveness of Australia as a tourist destination.

Austrade has not modelled the impact on revenue of this change.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 32

Tourism Research Advisory Board

- a. Have there been any changes to membership since last estimates?
- b. Please provide current membership list.
- c. When was the last meeting & what was discussed?
- d. What are the current research priorities? When will these next be reviewed?

Answer

- a. No.
- b. The following organisations make up the current membership of the Tourism Research Advisory Board:
 - Austrade
 - Tourism Research Australia (TRA)
 - Tourism Australia
 - Australian Bureau of Statistics
 - Queensland Tourism Industry Council
 - Victorian Tourism Industry Council.
- c. The Tourism Research Advisory Board last met on 26 May 2014. Key issues discussed included an update on TRA research activities, a Tourism Australia research update and funding models for tourism research.
- d. Current research priorities include: visitor trends; tourism performance; facilitation; tourism products; risks; and dissemination. These will be reviewed at the next meeting.

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Questions on Notice from Senator Brown to Austrade

QUESTION 33

Public Transport

Last estimates Austrade provided an Answer to a Question on Notice stating 937,000 international visitors used public transport during the year ending September 2014. Please provide further details including state by state figures and transport type, if available.

Answer

In the year ending September 2014, 937,961 (15 per cent) of all international visitors used local transport during their trip. The results for states were:

- New South Wales where 15 per cent (481,048) of international visitors used local transport
- Victoria (14 per cent or 287,656)
- Queensland (6 per cent or 132,994)
- Western Australia (4 per cent or 34,135)
- South Australia (3 per cent or 10,674).

(Data for Tasmania, Northern Territory and the ACT is unavailable because the sample size was insufficient.)

Local transport data is collected as a group item so cannot be separated, but the category includes local buses, trains, trams and monorail.

		Year ending September 2013	Year ending September 2014	% Change	Share of total local transport use
Used local transport	New South Wales	431,285	481,048	12%	15%
	Victoria	239,762	287,656	20%	14%
	Queensland	131,585	132,994	1%	6%
	South Australia	9,037	10,674	18%	3%
	Western Australia	36,832	34,135	-7%	4%
	Tasmania	np	np	np	np
	Northern Territory	np	np	np	np
	ACT	np	np	np	np
Total		841,183	937,961	12%	15%
Total visitors	New South Wales	2,959,545	3,156,162		
	Victoria	1,900,346	2,098,191		
	Queensland	2,046,817	2,120,648		
	South Australia	363,046	390,254		
	Western Australia	750,994	806,962		
	Tasmania	155,334	167,810		
	Northern Territory	258,261	280,147		
	ACT	176,989	180,738		
Total		5,789,879	6,262,954		

Np stands for not published where the sample size was insufficient.

Note: Components do not add to totals, as visitors are asked the type of transport used at each stopover. Example: During one trip, the same visitor can use multiple transport types and visit multiple states so the same visitor can be counted in more than one category, but is only included once in the total.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 34

Tourism Ministers Meetings

- a. What dates have Tourism Ministers Meetings been held since September 2013? Please provide location, time, place, attendees and agenda as well as minutes.
- b. Please provide forward schedule for meetings for remainder of 2015.
- c. Of these, how many meetings has Mr Robb attended since September 2013?

Answer

See response to Question No. 28 from the 2014-15 Additional Estimates hearings in February 2015.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 35

National Tourism Incident Response Plan

- d. What dates has the NTICP has been activated since 7 September 2013?
- e. What was the nature of those events? How long was the plan activated for? What action was taken?

Answer

- a. The NTICP was activated for the Lindt Café Martin Place Hostage Situation on 15 December 2014.
- b. The plan was activated from 15 December and rated Green (Guarded risk) until 22 December when it was rated Blue (NTICP secretariat monitoring).

Action taken included:

- 15 December 2014: NTICP Secretariat prepared a matrix assessment of incident and evaluated the threat to Green Guarded risk level. The NTICP Monitoring and Communications Group were advised the situation was a Watching Brief by the NTICP Secretariat.
- 22 December 2014: Downgraded to Blue (NTICP secretariat monitoring).
- 24 December 2014: NTICP Incident closed.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 36

Australian Standing Committee on Tourism (ASCOT)

- a. Who attended the last meeting of ASCOT on 10 April 2015?
- b. What was discussed?
- c. What were the outcomes?
- d. Have there been any changes to membership since the last estimates?
- e. When will the next meeting be? Please provide forward schedule of meetings.
- f. Has the *Tourism 2020* plan been finalised and endorsed at the Tourism Ministers Meeting?

Answer

- a. State and territory government tourism representatives, Tourism Australia, Austrade and the following industry associations: National Tourism Alliance; Tourism Transport Forum; Australian Tourism Export Council and Australian Regional Tourism Network.
- b. ASCOT discussed *Tourism 2020* supply and demand issues, the development of the next Tourism Ministers Meeting agenda and development of the *Tourism 2020* Implementation Plan 2015–2020.
- c. Key outcomes included Austrade to meet with the Australian Local Government Association to discuss how best to engage on *Tourism 2020* Implementation Plan, industry associations to provide ASCOT with industry recommendations for inclusion in the *Tourism 2020* Implementation Plan, ASCOT to co-fund the 2014–15 Survey of Accommodation.
- d. No.
- e. ASCOT is scheduled to meet on 13 November 2015.
- f. The *Tourism 2020* Implementation Plan will be considered at the Tourism Ministers Meeting scheduled for the 14 August 2015.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 37

Tourism Major Project Facilitation service

- a. How many projects currently being facilitated?
- b. How many of these projects are under construction? What are the expected construction start dates and opening dates of each project?
- c. Please provide a list of all projects utilising the service including project name, proponent name, value of project, expected start and completion date and funding partners.

Answer

- a. Five.
- b. No projects are currently under construction. The Tourism Major Project Facilitation Service is working with each proponent as required to assist in navigating approvals processes. Construction start dates and opening dates for each project have not been set as they are dependent on those approvals.
- c.
Project name: Cairns Aquarium
Proponent name: Cairns Aquarium and Reef Research Centre
Value of project: \$50 million
Expected start and completion date: dependent on the achievement of requisite approvals

Project name: Pacificus
Proponent name: Eaton Place Pty Ltd
Value of project: \$950 million
Expected start and completion date: dependent on the achievement of requisite approvals.

Project name: Ella Bay Resort
Proponent name: Ella Bay Pty Ltd
Value of project: \$1 billion
Expected start and completion date: dependent on the achievement of requisite approvals.

Project name: Turtle Street Resort
Proponent name: QRE Pty Ltd
Value of project: \$130 million
Expected start and completion date: dependent on the achievement of requisite approvals.

Project name: Brampton Island Resort
Proponent name: Brampton Enterprises Pty Ltd
Value of project: \$50 million
Expected start and completion date: dependent on the achievement of requisite approvals.

Each project is either not yet investment-ready or is seeking investors.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 38

Entrepreneurs' Infrastructure Programme

- d. In the last answers to Questions on Notice (February 2015, Questions on Notice from Senator Brown to Austrade, Question 17 (b) page 21) we were advised that the Minister for Trade and Investment wrote to the Minister for Industry in October 2014 to seek inclusion of the tourism industry in the Entrepreneurs' Infrastructure Programme. What was the outcome of that request?
- e. How many tourism operators have applied for the Accelerating Commercialisation element under the Entrepreneurs' Infrastructure Programme?
- f. How many have been successful?
- g. Have tourism operators been informed through Austrade or any other means of their eligibility for the Accelerating Commercialisation element? If so, by what method and on what date.

Answer

- a. The Minister for Industry replied on 4 November 2014 and advised that the Entrepreneurs' Infrastructure Programme is targeted at initially supporting the five growth sectors within the Industry Portfolio to achieve critical mass and national impact: advanced manufacturing; food and agribusiness; medical technologies and pharmaceuticals; mining equipment, technology and services; oil, gas and energy resources. He further advised that tourism may be considered for inclusion in the future if funding was made available.
- b. This question should be directed to the Department of Industry and Science as the agency responsible for administering the Entrepreneurs' Infrastructure Programme.
- c. See response to (b).
- d. The Department of Industry and Science undertakes promotion of the Entrepreneurs' Infrastructure Programme. Tourism operators were advised on 18 June 2015 through a joint media release by the Prime Minister, Deputy Prime Minister and Minister for Infrastructure and Regional Development, and Minister for Trade and Investment, that the Entrepreneurs' Infrastructure Programme will be extended to northern tourism businesses as part of the Northern Australia White Paper measures.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 39

Tourism Research Committee (TRC)

- h. Please list full membership of committee
- i. Please provide meeting dates and locations
- j. What topics were discussed at the last meeting (please provide date, location and attendees)

Answer

- a. Full members of the Tourism Research Committee are:
 - Destination NSW
 - South Australian Tourism Commission
 - Tourism and Events Queensland
 - Tourism Research Australia
 - Tourism Tasmania
 - Tourism NT
 - Tourism Victoria
 - Tourism Western Australia
 - Visit Canberra.
- b. Meetings of the Tourism Research Committee are held on a biannual programme. The last meeting was held 7 to 8 May 2015 in Hobart.
- c. Topics discussed at the most recent TRC meeting included the destination visitor survey program, updates on the international and national visitor surveys, collaborative research projects, tourism collections of the Australian Bureau of Statistics and New Zealand and state/territory research programmes.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 40

Tourism and Visa Advisory Group (TVAG)

- a. Please list full membership of committee
- b. Future meeting dates and locations
- c. What topics were discussed at the last meeting (please provide date, location and attendees)

Answer

- a. Department of Immigration and Border Protection; Austrade; Department of Foreign Affairs and Trade; Tourism Australia; Tourism Queensland; Tourism Victoria; Youth Hostels Association; Tourism and Transport Forum; Business Events Council of Australia; Australian Tourism Export Council; National Tourism Alliance; Australian Hotels Association; Qantas; Virgin and Board of Airline Representatives of Australia.
- (b-c) All questions regarding TVAG meetings should be directed to the Department of Immigration and Border Protection, which has responsibility for this committee.

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Questions on Notice from Senator Brown to Austrade

QUESTION 41

Tourism Careers Promotion Roundtable

- a. Please list full membership of committee
- b. Please provide meeting dates and locations
- c. What topics were discussed at the last meeting (please provide date, location and attendees)

Answer

There has been one Careers Promotion Roundtable meeting, held 16 February 2015 in Canberra. This is not an ongoing committee.

Topics discussed were: what are the key issues affecting attractiveness of a career in the industry; what has already been done to enhance careers promotion and development; and what should be done next to attract people into the industry.

Attendees:

- The Hon Andrew Robb AO MP, Minister for Trade and Investment
- Kerzner International
- Australian Federation of Travel Agents
- Advanced Personnel Management
- William Angliss Institute
- Restaurant & Catering Australia
- National Tourism Alliance
- Tourism Accommodation Australia
- Accommodation Association of Australia
- Australian Regional Tourism Network
- Service Skills Australia
- Realm Precinct Canberra
- Skills One
- Tourism Australia
- Austrade

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 42

National Passenger Facilitation Committee NPFC

- a. Please list full membership of committee
- b. Future meeting dates and locations
- c. What topics were discussed at the last meeting (please provide date, location and attendees)

Answer

The National Passenger Facilitation Committee (NPFC) is chaired by the Department of Immigration and Border Protection. Therefore, this question should be referred to that Department.

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QUESTION 43

Stronger Regions Funding \$66 million

The Minister issued a media release on 31 May 2015 stating that 12 tourism projects had been approved under the National Stronger Regions Fund.

- a. Please list the 12 projects with project name, proponent, address, state, federal electorate, project description, commonwealth contribution, details of any other funding including source, total project cost, date of approval, date of public announcement, expected project start date and expected completion date.
- b. Please also provide a link to relevant ministerial media release eg joint release with state minister, local MP.

Answer

- a. All questions regarding the National Stronger Regions Fund should be directed to the Department of Infrastructure and Regional Development.
- b. Minister Robb's media release is located at
http://tradenminister.gov.au/releases/Pages/2015/ar_mr_150531.aspx

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 44

Tourism 2020

Please provide a detailed update on Australia's progress toward the *Tourism 2020* goals.

Answer

The *Tourism 2020* target is to double overnight visitor expenditure (from \$71.2 billion in 2009) to between \$115 and \$140 billion by 2020.

For the year ending December 2014:

- total overnight visitor expenditure (including domestic overnight and international visitor expenditure) increased 6.3 per cent to reach \$85.5 billion
- domestic and international aviation capacities have achieved 74 per cent and 66 per cent of their respective 2020 targets
- accommodation supply has achieved 16 per cent of its 2020 target.

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Questions on Notice from Senator Brown to Austrade

QUESTION 45

Approved Destination Status

- a. How many inbound tour operators (ITOs) and tour guides are currently registered with ADS?
- b. What does the registration process entail? What are the costs involved? How is language competency assessed?
- c. How many tours did ITOs and tour guide conduct under ADS in
 - 2013
 - 2014
 - 2015 (to date)
- d. How many passengers undertook an ADS tour in
 - 2013
 - 2014
 - 2015
- e. How many random checks of ADS did Austrade or the relevant authority conduct in:
 - 2013
 - 2014
 - 2015 (to date)
- f. Of these, how many were found to be in breach of the relevant codes of conduct? What was the nature of the breaches? Please detail separately for each breach.
- g. Please provide a breakdown of breaches by type, state and year.
- h. How many ‘mystery shoppers’ were engaged as part of the monitoring process in each of these years and were any breaches detected as a result?
- i. Where a tour guide is not registered with ADS and a breach is found to have occurred, what action can the Australian Government take?
- j. Have any tour guides have their ADS approval suspended or revoked since 7 September 2013? In what circumstances did each occur?

Answer

- a. There are currently 78 inbound tour operators (ITOs) and 2162 tour guides (as of 23 June 2015).
- b. The registration process is different for ITOs and tour guides.

For the ITO application process go to Austrade’s website at
<http://www.austrade.gov.au/Tourism/Tourism-and-business/ADS/ito>.

For the Tour Guide application process go to Austrade’s website at
<http://www.austrade.gov.au/Tourism/Tourism-and-business/ADS/tg>

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There are no application fees for ITOs or tour guides. There are no ongoing fees paid by ITOs or tour guides to maintain their ADS approval.

ITOs and Tour Guides must declare English and Chinese language competency in their application. This declaration is confirmed during various compliance checks undertaken by Austrade's compliance monitoring agency.

- c. Refer to the Department of Immigration and Border Protection.
- d. Refer to the Department of Immigration and Border Protection.
- e. In 2013, Austrade's compliance monitoring agency (CMA) conducted 249 random checks. In 2014, the CMA conducted 371 random checks and from January to May 2015, the CMA conducted 369 random checks.
- f. & g. In 2013, there were 58 compliance breaches detected and 15 fundamental breaches detected. In 2014, there were 76 compliance breaches detected and 28 fundamental breaches detected. A fundamental breach is a breach that is likely to result in suspension or revocation of ADS approval. A compliance breach is any other breach.

From January to May 2015, 27 breaches have been detected against inbound tour operators and 43 breaches against tour guides. Austrade has also sent 71 show cause notices to tour guides in regards to working rights.

- h. In 2013, five mystery shoppers were engaged and 25 breaches were detected. In 2014, two mystery shoppers were engaged and eight breaches were detected. In 2015 four mystery shoppers have been engaged and nine breaches have been detected.
- i. The Code of Business Standards and Ethics for the Approved Destination Status Scheme states that "An ADS ITO must employ or contract an ADS Tour Guide to supervise an ADS Tour Group at all times while the group is in Australia." Failure to comply with this requirement attracts the maximum penalty to the ITO, the loss of five points from a total of ten.
- j. Note that tour guides were required to be registered to operate in the ADS scheme from 19 January 2015. Prior to this, only inbound tour operators needed to be registered. Since 19 January 2015, a total of 32 ADS approvals for tour guides have been revoked.

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QUESTION 46

State of the Industry Report

Is the State of the Industry Report still due to be published in October 2015?

Answer

Yes.

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Questions on Notice from **Senator Brown** to Austrade

QUESTION 47

Regional Tourism Infrastructure and Innovation Fund (RTIIF)

- a. Has the Project Agreement between the Commonwealth and Tasmania for the \$4.38 million Regional Tourism Infrastructure and Innovation Fund been settled? If not what has delayed the settlement of the Agreement?
- b. Has the first instalment under the RTIIF been paid to the Tasmanian Government? If not when is the funding expected to be paid?
- c. What is the timeline for the provision of the funding to the Tasmanian Government?
- d. Does the Project Agreement include principles or conditions on when and how the funding is to be administered and on the Commonwealth Government's involvement in any project announcements?
- e. What representations has the Department or Minister received from the State Government in relation to the RTIIF? Have any representations been made by the Premier of Tasmania?

Answer

- a. No. The Project Agreement for the Regional Tourism Infrastructure and Innovation Fund (RTIIF) will be signed when projects are nominated by the Tasmanian Government.
- b. Not applicable. See response to (a).
- c. Funding will be paid to the Tasmanian Government as per the schedule of the Project Agreement.
- d. The Project Agreement will include principles and conditions as agreed by both the Tasmanian and Commonwealth Governments.
- e. Austrade has negotiated directly with the Tasmanian Department of State Growth regarding the RTIIF. Representatives from both the Tasmanian Premier's Office and the Minister for Trade and Investment's Office have discussed RTIIF on a number of occasions.

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Questions on Notice from Senator Brown to Austrade

QUESTION 48

Budget Functions

- a. Did any public servants assist or work at Budget night functions at Parliament House?
- b. If so, in what capacity did they assist or work at these functions?
- c. What roles did they perform?
- d. Were any of these events Liberal, National, LNP, WA National or Country Liberal Party fundraisers?
- e. Who requested their presence?
- f. Were they paid? If so, by whom?
- g. Did the Minister request their presence? If not, who did?
- h. Can any correspondence or request for their presence be provided to the Committee?

Answer

- a. No.
- (b-h) Not applicable.

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Questions on Notice from **Senator Ludwig** to Austrade

QUESTION 49

Non-Australian Citizens Employed by the Department/Agency

- a. What is the Department/Agency's policy with regard to hiring non-Australian citizens?
- b. Does the agency have a Culturally and Linguistically Diverse (CALD) policy? If yes, please provide a summary.
- c. How does the Department/Agency determine whether a person is a non-Australian citizen?
- d. How many staff who were not Australian Citizens have been hired by the Department/Agency since the Federal Election in September, 2013? Please break the numbers down by:
 1. Levels at which they are employed
 2. Immigration Status (Visa)
 3. Cultural Background
 4. Linguistic Background
 5. How many were hired to satisfy CALD targets?

Answer

- a. Austrade hires non-Australian citizens as locally engaged staff at various overseas locations. Locally engaged staff perform an important role in the agency's objective of advancing the interests of Australia and Australians overseas. Locally engaged staff are employed across various work functions including: trade promotion, investment facilitation, education promotion, consular and passports, ICT and administrative support.
- b. Austrade's Workplace Diversity Action Plan promotes and supports diversity in the workplace. Austrade strives to be an organisation which is inclusive of all, regardless of age, gender, sexual orientation, marital status, and cultural or linguistic background.
- c. Austrade determines non-Australian citizens according to the Department of Immigration and Border Protection's citizenship policy and if applicable, local country regulations for dual citizenship.
- d. There are 152 locally engaged staff who commenced with Austrade between 8 September 2013 and 31 May 2015. These 152 staff were in 46 different overseas locations across the network. The level of detail requested to provide additional information would require an unreasonable diversion of Austrade's resources due to the large number of locally engaged staff employed across the globe.

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Questions on Notice from **Senator Ludwig** to Austrade

QUESTION 50

Departmental Dispute Resolution

- a. How are disputes between departmental and/or agency staff mediated?
- b. Are any outside firms contracted to assist with this process? If yes: please list them, please include:
 1. The structure of payments made to each firm (e.g. retainers, fees for each consultation etc).
 2. Amount paid to each firm since the last budget.
 3. When the contract with the firm commenced.
 4. When the contract with the firm will expire.
 5. Why the firm was selected to provide the service.
 6. Please provide a list of disputes referred to the firm, including a brief description of the dispute.
- c. How are code of conduct violations by departmental and/or agency staff mediated?
- d. Are any outside firms contracted to assist with this process? If yes: please list them, please include:
 1. The structure of payments made to each firm (e.g. retainers, fees for each consultation etc).

Answer

- a. Disputes are mediated in the first instance informally within the organisation. Where formal mediation is required an external mediator is engaged.
- b. No outside firms are contracted to assist with this process; external mediators are engaged on an 'as required' basis. Records held indicate that there was only one formal mediation process during 2014-15. The mediator was engaged on a one off basis through Optum (Austrade's Employee Assistance Program provider); the total cost was \$2,392.50.
- c. Code of conduct violations by departmental and/or agency staff are addressed in line with Austrade's policy on managing misconduct. At the conclusion of an investigation process, should the Delegate determine that mediation between parties is the appropriate course of action, an external mediator would be engaged.
- d. No.

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Questions on Notice from **Senator Wong** to Austrade

QUESTION 51

Budget Measures – Australia Week Events

- a. How many Australia Week events will occur per year over the next four years?
- b. Where will they be held? How many events will be held in Australia's top 10 export destinations? How are the locations decided? What analysis supports the selection of countries to be targeted for Australia Weeks?
- c. Please detail the expenditure of \$2.8 million per year on such events.
- d. Other than a post-event qualitative participant survey, how is the return on the investment in Australia Weeks measured?

Answer

- a. Two Australia Week events will occur every year for the next four years.
- b. Australia Week events will be held in China, India, the United States and in ASEAN. Australia Week events will be held in three of Australia's top 10 export markets:
 - China (Australia's number one trading partner and fifth largest investor. The conclusion of ChAFTA is expected to drive continued growth in bilateral economic relationship.);
 - the United States (Australia's largest investor and our fourth largest export market); and
 - India (Australia's seventh largest export destination and a potential future source of significant direct investment).

The first ASEAN event will be held in Indonesia which is ranked just outside Australia's top 10 export markets coming in at number 11. ASEAN countries account for 12 per cent of total exports.

The locations for Australia Week events are identified by matching Australian trade and investment capabilities in target sectors to opportunities in selected markets, and these decisions are also informed by the the 2014 Australia International Business Survey (commissioned by Austrade, Efic and the Export Council of Australia).

- c. As detailed planning for future Australia Week events has not commenced it is not possible at this point to provide a breakdown of expenditure across the events.
- d. Return on investment for Australia Week events is assessed through a number of measures including: delegate feedback collected through a post-event qualitative survey; the number, value and strategic importance of commercial outcomes achieved; and media/social media coverage generated.

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Questions on Notice from Senator Wong to Austrade

QUESTION 52

Budget Measures – Match Australia and Cessation of ABE Grants

1. Please provide details of this Match Australia sports business programme.
 - a. When and where are the targeted major sporting events per year?
 - b. What types of programmes will be funded under this measure? Please provide a cost breakdown.
 - c. Will AusTrade staff and representatives from Government attend these major sporting events? If so, how many and at what cost.
 - d. How will business partnerships be identified?
 - e. How will the success or otherwise of this program be measured?
2. Please provide details of the analysis that the Asian Business Engagement Plan (ABEP) grants programme “has achieved its aims” and that the Match Australia programme would be “a better use of funds”.
 - a. What type of businesses received Asian Business Engagement Plan grants over the past three years?
 - b. What countries did the participants export to or do business in as part of the ABEP grant program?
 - c. How many recipients of this grant program have attended major sporting events in Australia and overseas as a participant or a sponsor or other?
 - d. Is the pool of grantees likely to overlap significantly or insignificantly with the pool of businesses to benefit from this new Match Australia program?

Answer

1.
 - a. and b.

Austrade is consulting with national sporting organisations to finalise the program of events. Match Australia business events will predominately be held in the margins of major sporting events rather than at sporting events themselves.

- c. Match Australia events will primarily be held in the margins of major sporting events rather than at sporting events themselves. However, where required Austrade staff will attend sporting events if that facilitates attendance logistics and business matching with key investors and customers.
- d. Austrade will use major sporting events as an efficient mechanism to bring together key exporters, customers and investors from multiple international markets. These are identified through Austrade’s key investment and trade priorities.
- e. Metrics for the Match Australia programme have not been finalised but Austrade will likely measure:
 - number of events run

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- number of investors and customers, across key investment priority industry sectors and global trade theme industry sectors, that are engaged in offshore and onshore Match Australia programmes.

2. Two full grant rounds of the ABE Plan were run, and 45 member-based business organisations were allocated ABE grants. Beyond this the pool of eligible, member-based, organisations in Australia is small.

While a large number of valuable activities and projects were supported (and the original objectives of the programme were met) an expanded Match Australia programme has the potential to deliver greater trade – and importantly investment – outcomes.

a. The Asian Business Engagement (ABE) Plan grant programme was open to Australian member-based business organisations such as chambers of commerce and industry, business councils and chambers and peak industry associations. Individual firms could not apply.

A wide range of member-based business organisations were represented over the two grant rounds covering: services; automotive; medical devices; biotechnology; sports medicine; international education; agribusiness; food and beverages; horticulture; water; clean energy; fashion and textiles; marine; composites; and mining equipment, technology and services.

b. The ABE Plan targeted 25 Asian markets with grant recipients delivering projects across 14 of the eligible Asian markets. See responses provided to Austrade question nos. 5 and 12. A full list of grant recipients, including export markets, is attached to the response to Question on Notice 5.

c. The Australian Services Roundtable attended one Match Australia function.

d. Match Australia will be focused on investor and customer engagement to deliver potential opportunities to individual Australian firms, rather than the member-based business organisations which were the eligible for the ABE Plan.

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QUESTION 53

Budget Measures - Strengthening Australia's ability to attract foreign investment

1. Please provide a break-down of the activities and related costs under this measure?
2. Have any of these five senior investment specialists been engaged to date? If so, how where they recruited? If not, please describe the recruitment process.
 - a. What is the anticipated salary package of the five senior investment specialists?
 - b. Where will they be posted offshore?
 - c. What are the associated costs of such postings?
3. Austrade recently appointed five senior investment specialists in Australia. Please explain if and how the ten investment advisers will work together?
4. What are the KPIs for these investment advisers?
5. Where are Austrade's current offices in the United States?
6. Please provide details of the new office in Boston.
 - How and why was the location of Boston selected? What are the associated costs of the new office and anticipated on-going costs?

Answer

1.

NPP Budget Item	Staff	Budget 2015-16 (\$m)
Staff Onshore	14	\$0.7
Staff Offshore	14	\$2.6
Events		\$1.0
Research		\$1.5
Total	28	\$5.9

2. (a), (b), and (c)

This budget measure funds a total of 14 new offshore positions, including five A-Based (posted) and nine locally engaged. Budget Paper Number 2 (p.98) notes that this measure will “establish five senior investment specialists posted offshore”. This refers to the five planned A-Based (posted) positions.

These five new offshore positions are separate to, but will complement, the work of existing *onshore* Senior Investment Specialists (SIS), who were appointed in 2014. Decisions about the classifications, exact locations, and therefore costs for the new offshore positions have not yet been taken. Normal APS recruitment processes will be used to identify and select candidates for these new offshore positions. Candidates with investment, finance or private sector experience will be sought.

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3. The five Senior Investment Specialists (SIS) appointed onshore work closely with Austrade's offshore posts and their investment teams, and will also work closely with the five new A-Based investment team members when they are appointed.

The role of the offshore investment teams and advisers is to promote Australia's strengths as an investment destination and to attract, target, qualify and engage prospective overseas investors. A key role for the SIS onshore is then to facilitate the investment onshore and help it come to fruition, working closely with the investor and States and Territories to identify and help overcome any impediments.

The SIS also play a key role in aftercare of existing overseas investors in Australia, to encourage reinvestment, which forms a large proportion of new FDI into Australia.

4. The KPIs for the five new A-Based offshore positions will be determined prior to their appointment.
5. San Francisco, Houston, Chicago, Washington and New York.
6. Austrade posts in the US are located in the major hubs of industry relevant to Australia's commercial interests: technology (San Francisco), energy (Houston), financial markets (New York), agriculture and manufacturing (Chicago) and defence, security and government (Washington DC).

The decision to open an Austrade office Boston was taken after remote servicing from Austrade's New York office identified sufficient market potential. Boston is well regarded as a hub of education, innovation, technology and biotechnology activity and has a reputation as a centre for venture capital.

Indicative costs are around \$380,000 per annum.

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QUESTION 54

Budget Measure - Strengthening Australia's foreign investment framework

Will the level of FIRB fees have an impact on trade and investment relations or the attractiveness of Australia, especially as compared to other countries that have no fee or lower fees?

Answer

The decision to invest in a particular country is based on a wide range of factors. A modest application fee, which is a small fraction compared to the value of an investment, is unlikely to be considered high enough to result in a material change in investment decision making behaviour. Application fees will pay for additional resourcing for foreign investment screening, with improved service delivery for potential investors.

Austrade is working with DFAT and Treasury to ensure that the foreign investment community understand the recent FIRB changes.

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QUESTION 55

Budget Measure - Developing Northern Australia, positioning the north as a leader in tropical health

1. Please describe the type of support that Austrade will provide to this measure.
2. What are Austrade's related activities and costs?
3. What is Minister Robb's role in Northern Australia matters?
4. What has been the Department's role in Northern Australia matters?
5. What role has the Minister and the Department had in championing the \$5 billion Northern Australia Infrastructure Facility?
6. Will the Department have an ongoing role in outcomes from the related White Paper? If so, please describe.

Answer

1. As part of the tropical health measure, Austrade will receive \$8.5 million over four years to establish an Australian Tropical Medicine Commercialisation grants programme (ATMC) to support Australian medical researchers to commercialise therapeutic and diagnostic research in tropical medicine by attracting foreign investment.

Austrade is negotiating an arrangement with the Department of Industry and Science (DoIS) for DoIS to manage ATMC by providing grants management services similar to the Entrepreneur Infrastructure Programme. Austrade will contribute sectoral expertise and advice to support decisions made through the ATMC.

2. A total of \$1.3 million over four years has been identified in the Budget Measure for the cost of administering the ATMC grants programme. This will fund the provision by DoIS of management services and Austrade's administration of the arrangement with DoIS.
3. Minister Robb will continue to promote the development of northern Australia to investors in Australia and overseas. He will support specific investment and tourism initiatives, such as the Northern Australia Investment Forum being held in Darwin on 8-10 November 2015.
4. Austrade and DFAT assisted the Northern Australia Taskforce within the Department of Prime Minister and Cabinet. This included seconding a DFAT and Austrade officer to the Northern Australia Taskforce. Austrade will deliver the Northern Australia Investment Forum.
5. The Minister has been a strong advocate of the development of Northern Australia and of the importance of infrastructure to the development of Northern Australia. DFAT and Austrade provided input to the Northern Australia White Paper process, informed by engagement with the international investment community. The \$5 billion for a Northern Australia Infrastructure Facility will be managed by the Treasury and further questions regarding the Facility should be directed to Treasury.

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6. Yes. Austrade and DFAT will implement the initiatives within the Northern Australia White Paper for which they have portfolio responsibilities. Austrade and DFAT will also provide necessary support to agencies for other initiatives related to their areas of responsibility.

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QUESTION 56

Ministerial Led Business Missions

Austrade has organised and run ten Ministerial Led Business Missions over the past year.

- a. How have the success of these missions been measured?
- b. What are the “lessons learnt” from past missions?
- c. What will be done differently for future missions?
- d. Please provide attendee list and Department costs of each of these ten missions.

Answer

Between February 2014 and end of June 2015, Austrade has managed the planning and execution of 18 Prime Minister or Minister led missions, of which 13 have been delivered in the 2014–15 financial year.

- a. The success of a business mission is assessed through a number of measures. For larger Australia Week events, success and return on investment, is measured by delegate feedback collected through a post-event qualitative survey; the number, value and strategic importance of commercial outcomes achieved and media/social media coverage generated. For smaller missions, Austrade follows up directly with delegates both immediately after the conclusion of the visit and after a period of around 6-8 months to obtain feedback on the mission programme and delivery and to identify any commercial outcomes achieved during or after their participation.
- b. A review is conducted after every mission with the outcomes used to drive continuous improvements in the planning and delivery of business missions. For example, lessons learnt from past missions have resulted in the following improvements:
 - improvements to project management as well as processes and systems that support the planning, recruitment, marketing, delivery and implementation for the event
 - development of a 6-phase framework for larger missions together with the creation of a “tool-box” with templates and examples to provide guidance in the management of ministerial led missions
 - closer collaboration with states and territories through mechanisms such as the Senior Officials Trade and Investment Group (SOTIG) and other working groups to share information and identify ways to better manage upcoming missions across governments.
- c. Implementation of lessons learnt has been a crucial step in implementing a wide range of improvements in the planning and delivery of business missions (see examples at b above).

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d. Attendee list of companies and department net costs of the 13 business mission conducted in 2014–15 are:

FY 2014-15 Ministerial Led Business Missions				
Month	Location	# of Attendee	Company names	Dept.Cost - Net
August 2014	Singapore	15	Advanced Composite Structures Australia Pty Ltd Aviation/Aerospace Australia BAE Systems Australia Broens Industries Pty Ltd Cablex Pty Ltd CSIRO Ferra Engineering Forgacs Furnace Engineering Hofmann Engineering Levett Engineering Marand Microeo Ltd Nova Systems Thales Australia	\$22,774
September 2014	India (Mumbai, New Delhi)	30	Adani Mining Australia and New Zealand Banking Group Ltd Australia India Business Council Australian Council for Private Education and Training Australia India Film Fund BHP Billiton Deakin University Ellerston Capital Ernst and Young Films & Casting Temple Hancock Prospecting Insurance Australia Group Linfox Macquarie University Marylebone Capital Corporation Multiconnexions Oilex Queensland University of Technology Rio Tinto Sarina Russo Group of Companies TAFE Directors Australia The University of Queensland Thiess Toro Energy Universities Australia University of Sydney University of Western Sydney University of Wollongong Visy Woodside Energy	\$33,631

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FY 2014-15 Ministerial Led Business Missions				
Month	Location	# of Attendee	Company names	Dept.Cost - Net
December 2014	Latin America (Brazil, Colombia)	10	Amog Consulting Inc Austin Engineering Harris Gomez Group Karoon Petroleo E Gas Ltda Pacific Road Capital Rred Trade and Investment Policy Advisory Council University of Western Australia Westfield Worleyparsons	\$31,997
January 2015	India for Australia Business Week in India (Ahmedabad, New Delhi, Mumbai, Pune, Jaipur, Chandigarh)	437	See list provided in response to DFAT Question on Notice 153.	\$904,074
February 2015	New Zealand (Christchurch and Auckland)	16	ANZ Coffey International Cox Architecture Downer EDI Everything Infrastructure EY GHD Infrastructure Partnerships Australia Infrastructure Sustainability Council of Australia McConnell Dowell Permaform Australia Plenary Group Australia Point Project Management Probuild Constructions SMEC Australia USG Boral Building Product	\$44,024

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FY 2014-15 Ministerial Led Business Missions				
Month	Location	# of Attendee	Company names	Dept.Cost - Net
March 2015	Canada (Vancouver and Toronto) and USA (New York)	17	Association of Mining and Exploration Companies Austmine CEM International CQG Consulting Fortescue Metals Group Indigenous Construction Resource Group iVolve Jolimont Global Mining Metallic Waste Solutions (Metsol) Murray Engineering Northern Minerals Outback Global Safescape Top Iron Toro Energy Whittle Consulting Worleyparsons	\$60,884
April 2015	Middle East (Saudi Arabia, Riyadh)	17	Aconex ANZ Austal Australia Arab Chamber of Commerce and Industry (AACCI) Australian Rural Exports CT Group Diary Australia Dearin & Associates Macquarie Group Macquarie University Meat & Livestock Australia National Australia Bank Qantas Airways Raine & Horne Sundrop Farms University of Wollongong Worleyparsons	\$27,610

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FY 2014-15 Ministerial Led Business Missions				
Month	Location	# of Attendee	Company names	Dept.Cost - Net
April 2015	Japan	39	Accolade Wines Almond Board of Australia/Food South Australia Inc Andrew Peace Wines Ausab Pty Ltd Australian Council for Private Education and Training Australian Olive Association Australian Seafood Cooperative Research Centre Australian Table Group Association Australian Wild Abalone Ausveg Baxter Institute Camilo Olives Charlton Brown Citrus Australia Cobram Estate Cox Architecture Dairy Australia David Atkins Enterprises Fruitmaster Pty Ltd Gotzinger Smallgoods Holmesglen Institute Horticulture Innovation Australia Imagine Education Australia Lend Lease Japan Longridge Olives Meat and Livestock Australia MI Associates Oysters Tasmania Plus Impact San Remo Macaroni Company Southern Wild Abalone Sumich TAFE NSW TAFE NSW - Norther Sydney Institute TAFE Queensland Brisbane Tas Prime Oysters Think Education Group Treasury Wine Estates Wine Australia	\$100,808

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FY 2014-15 Ministerial Led Business Missions				
Month	Location	# of Attendee	Company names	Dept.Cost - Net
April 2015	Korea	10	Anchor Foods Andrew Peace Wines Artisan Wines Boundary Bend CAPI Flavour Makers Morambro Creek Wines Nudie Pty Ltd San Remo Macaroni Company Vesco Foods	\$69,861
May 2015	Papua New Guinea (Lae and Port Moresby)	18	ANZ Banking Group APA Group ASCIANO LTD Australian Business Volunteers Clough Ltd Coffey Global Road Technology International SOS John Staff Projects Pty Ltd Leighton (PNG) Ltd Mayur Resources NewCrest Mining PanAust Rubicor Santos Shamrock Civil SMEC International Sunrice	\$18,517
May 2015	Philippines (Manila)	12	Coffey Crone Partners Pty Ltd DLA Piper Downer EDI Ltd GHD Pty Ltd Global Road Technology Indra Australia McConnell Dowell Philippines Point Project Management SMEC International The Ambidji Group Transfield Worley Power Services	\$32,210

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FY 2014-15 Ministerial Led Business Missions				
Month	Location	# of Attendee	Company names	Dept.Cost - Net
June 2015	India	15	AAM Group AEG Ogden Australian Institute of Tropical Health Brookfield Multiplex Downer EDI eWater Financial Services Institute of Australasia Flinders University - Department of Health Care Management Macquarie Capital India Mobius Medical Neurosciences Victoria NSL Consolidated QIMR Berghoffer Medical Research Institute The George Institute for Global Health Victorian Institute of Technology (VIT)	TBC
June 2015	Singapore	13	ANZ ASX Australian Institute of Company Directors Cablex Ernst and Young Hancock Prospecting Healthscope James Cook University Lendlease National Gallery of Australia Singapore Business Circle Thales Australia Woodside	TBC