



# QUEENSLAND

## ENDLESS OPPORTUNITIES



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Courtesy of Tourism and Events Queensland

Flinders Highway sunset Julia Creek Queensland





MESSAGE FROM THE HONOURABLE  
**ANASTACIA  
PALASZCZUK MP**  
PREMIER  
MINISTER FOR THE ARTS

**Queensland is an outstanding investment destination, offering an idyllic lifestyle, a highly skilled workforce, world-class infrastructure and a stable, prosperous economy with strong growth forecasts.**

New businesses and innovations are an important part of Queensland's economic future. My government is committed to supporting innovation and growth, through our *Advance Queensland* agenda, and working to ensure that Queensland continues to be a strong trading state and a top destination for investment into the future.

Through our *Advancing Trade and Investment: Queensland Trade and Investment Strategy 2017-2022*, we are bolstering the competitiveness of the Queensland economy, harnessing existing strengths, fostering emerging opportunities and encouraging innovation. Most importantly, we are investing in strategic initiatives that provide support for new business and investors.

Queensland's existing strengths are in mining and resources, agriculture, tourism and international education and training. As well, emerging industries such as renewables, biofutures, life sciences and aerospace are further diversifying our dynamic economy and providing new investment opportunities.

Our close proximity to the high-growth economies of the Asia-Pacific region, our multicultural and highly-skilled workforce, and our pro-business environment, makes Queensland the ideal location for investment.

I invite you to explore the unique opportunities outlined in this prospectus. You too will see that investing in Queensland is a natural choice.

**The Honourable Anastacia Palaszczuk MP**  
Premier, Minister for the Arts



Moreton Island sunrise Queensland

MESSAGE FROM THE HONOURABLE  
**CURTIS  
PITT MP**  
TREASURER  
MINISTER FOR TRADE & INVESTMENT



**Queensland welcomes investment.**

Our natural advantages, determination to grow and our location in the fast-growing Asia-Pacific region makes Queensland the investment destination of choice.

Queensland has abundant resources, a skilled and flexible workforce, and world class transport networks and infrastructure. Most of all we have strong existing relationships with the most significant markets in the world built on a history of mutually beneficial trade.

We also have stable government and legal institutions, long established judicial systems and rule of law, a strong and diversified economy, low sovereign risk and well educated communities.

As demonstrated by the growth and success of a number of industries, such as the rapidly-advancing LNG industry, Queensland is well placed to capitalise on the trends shaping the world.

The Queensland Government supports sustainable foreign investment. Our state infrastructure plan, encouragement of market-led proposals, priority development areas and business development fund are just a few of the ways we are helping to bring investment opportunities to life.

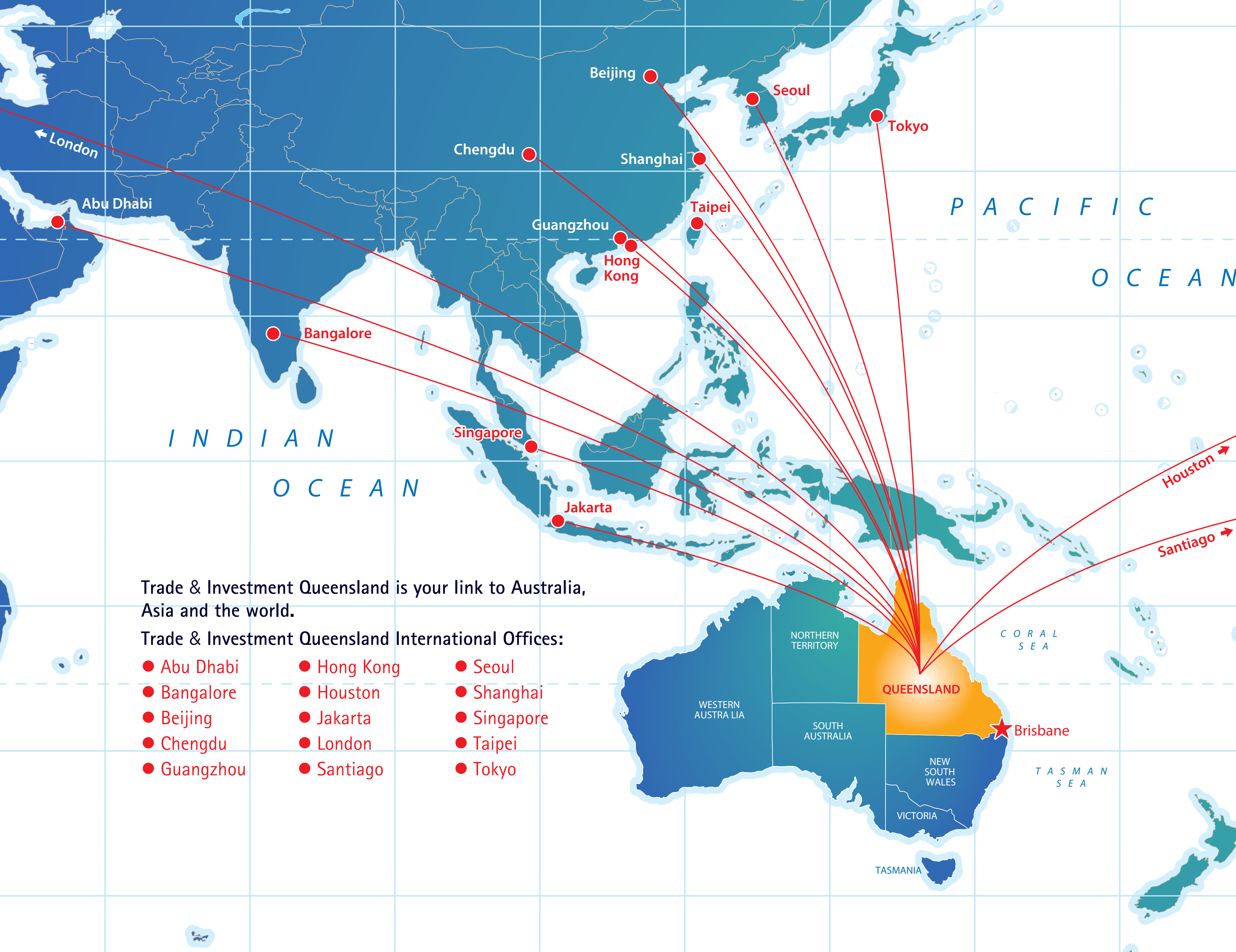
Our government is committed to helping bring major investment proposals to life.

I encourage you to contact Trade & Investment Queensland on +61 7 3514 3147. Trade & Investment Queensland has an extensive network of professionals working across the world to help you expand and succeed by investing in Queensland.

Queensland truly is a place of endless opportunities.

**The Honourable Curtis Pitt MP**  
Treasurer, Minister for Trade & Investment





# AUSTRALIA

## AT A GLANCE

**25 years**  
uninterrupted  
annual economic  
growth

**5th**  
largest economy in  
the Asia-Pacific  
region

**AAA**  
credit rating

**23.9 million**  
population

**12th**  
largest economy  
in the world

**Stable**  
political and legal  
framework



Brisbane Queensland



# QUEENSLAND

## ENDLESS OPPORTUNITIES

With abundant natural advantages, close proximity to fast-growing Asian economies, a well-educated, skilled workforce and a stable government and legal system, Queensland represents an unrivalled investment opportunity

With strong existing sectors and new emerging industries the right time to invest in Queensland is now.

Trade & Investment Queensland is the Queensland Government's dedicated global business agency, with representation in 15 markets across the world. Trade & Investment Queensland can help you find and take advantage of the endless opportunities Queensland offers.

Queensland is Australia's foremost location for trade and investment.



# QUEENSLAND

## AT A GLANCE

Global innovation hot spot	Close to Asia
4.83 million people	2.512 million labour force
\$301 billion gross state product	\$58.3 billion in exports

Capital city: Brisbane  
 Queensland time zone: GMT +10:00  
 Climate: Sub-tropical and tropical  
 Summer: 20 to 29°C  
 Winter: 9 to 22°C  
 Coastline: 6973 kilometres  
 Official language: English  
 Currency: Australian dollars (AUD\$)\*  
 International airports: Brisbane, Cairns, Townsville, Toowoomba, Sunshine Coast, Gold Coast

\* All amounts in this document are expressed in Australian dollars unless otherwise indicated



Virgin Australia chose Queensland as its national headquarters.





# QUEENSLAND HIGHLIGHTS



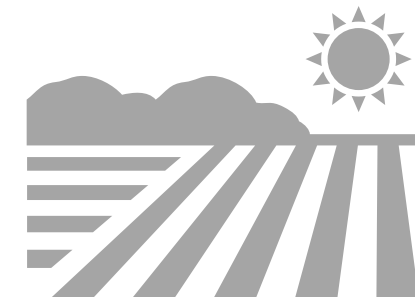
**\$301 billion**  
gross state product  
(USD \$250 billion)  
Year ending June 2016



**12% growth in  
goods & services  
exports\***  
supported by export infrastructure,  
natural resources and a strong,  
highly-skilled work force  
\* 12 months to November 2016



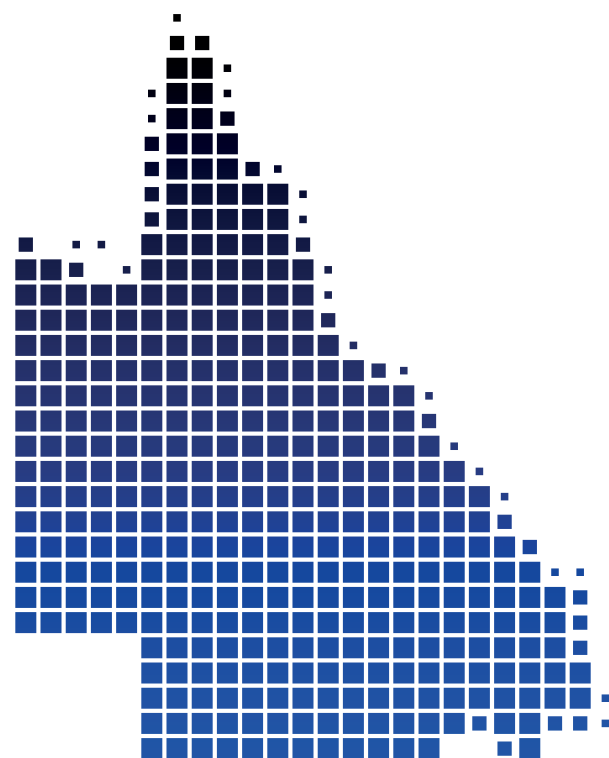
Queensland LNG exports are  
transforming the gas market, with  
Australia forecast to be the world's  
largest exporter of LNG by 2018



Queensland generates  
**high quality, clean, green  
agricultural product**



Brisbane was ranked 4th in  
global cities for its Foreign Direct  
Investment Strategy  
By the Financial Times Global Cities of the Future  
Report, December 2016 – January 2017



**\$405 million**  
Advance Queensland Program  
A Queensland Government initiative  
to grow current, new and emerging  
industries



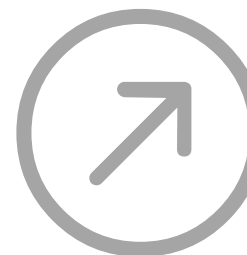
**4.83 million  
people**  
at March 2016



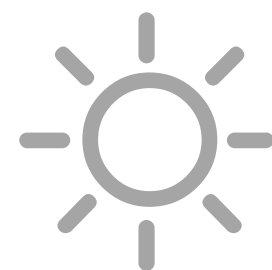
Ideally located as an  
**international gateway**  
to the Asia-Pacific region



**Queensland's economy**  
is larger than New Zealand,  
Vietnam and Portugal  
Gross Domestic Product or Gross State Product  
Year ending June 2016



**Strong growth markets**  
China, Hong Kong, Korea, Japan and  
Singapore are within two hours of  
Queensland's time zone



**Idyllic climate & lifestyle**  
with more than 300 days sunshine  
per year



**22.7 million**  
total domestic and  
international visitors  
Year ending March 2016



**Reliable  
& efficient  
infrastructure**

- ▶ 6 international airports
- ▶ 191 regional airports
- ▶ 15 sea ports
- ▶ 7 bulk shipping terminals
- ▶ extensive rail & road network



**World-class universities,**  
schools and training providers  
educate more than 100,000  
international students annually





# WHY QUEENSLAND?

## Strong economy

Queensland has a highly resilient and stable economy, underpinned by strong economic growth, **which has exceeded the national average growth rate for the past two decades.**

## Strategic location

Queensland is ideally positioned as an **international gateway to the Asia-Pacific region**, in close proximity to some of the world's strongest growth markets. Queensland's unique time zone advantages and cultural connection with Asia, and its strong business relationships with America and Europe, make it a perfect location for international investment.

## Idyllic lifestyle and high quality of life

Queensland is proud to exhibit the world's largest coral reef system in the Great Barrier Reef, enjoy a subtropical and tropical climate, idyllic lifestyle, low cost of living, world-class education system and advanced health services make it an **ideal place to work, live and invest.**

## Highly skilled and multilingual workforce

**Queensland has a multicultural, well-educated, resourceful and versatile workforce.** Queensland's enviable lifestyle and world-class education and skills training institutes attract and retain highly-skilled workers. Queensland's dynamic workforce is adaptable to change as new technologies, innovations and industries drive structural shifts in the economy and labour market.

## Business friendly regulatory environment

Queensland's legal framework is conducive to business investment by enforcing the regulation of contracts, loans, banking, real estate and the stock market, and by providing full protection of intellectual property and patents.

**The World Bank has ranked Australia fifteenth out of 189 economies for ease of doing business.**

## Competitive operating environment

Queensland offers business owners and investors many advantages including the **lowest rate of payroll tax** in Australia, competitive labour costs, **low cost of living, simple development approval**, project facilitation processes, and strong private sector investment.

## Focus on innovation and R&D

**Queensland has been recognised by the World Bank as a global innovation hot spot.** Assisted by the Government's *Advance Queensland* agenda, the economy is experiencing increased levels of innovation and R&D within business and industry. This has been vital to support the growth of existing, new and emerging industries and of increasing importance in a global economy characterised by innovation and technological change.

## Stable Government and Institutions

Queensland presents a low sovereign risk with a stable government represented by a democratic society and well-established legal systems that operate under the rule of law. The state has sound state finances and is well positioned to further drive diversification, competition and skilled workforces.







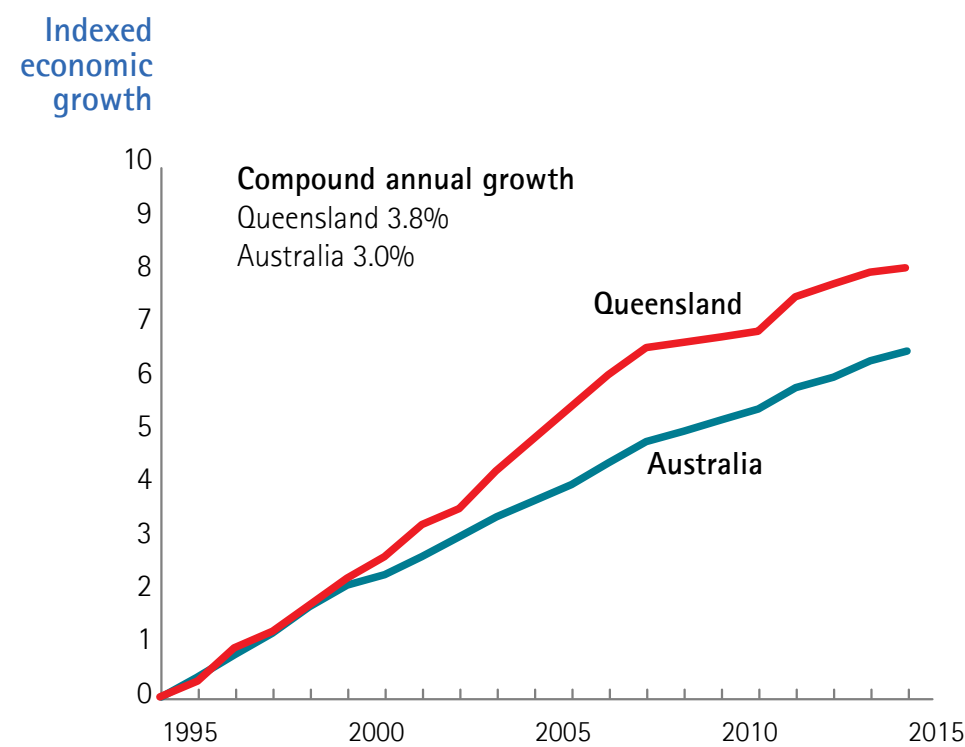
# QUEENSLAND ECONOMIC PROFILE

Located in one of the safest countries in the world for investment, Queensland offers a stable, prosperous economy with strong growth forecasts, making it an outstanding investment destination.

Abbot Point Coal Terminal

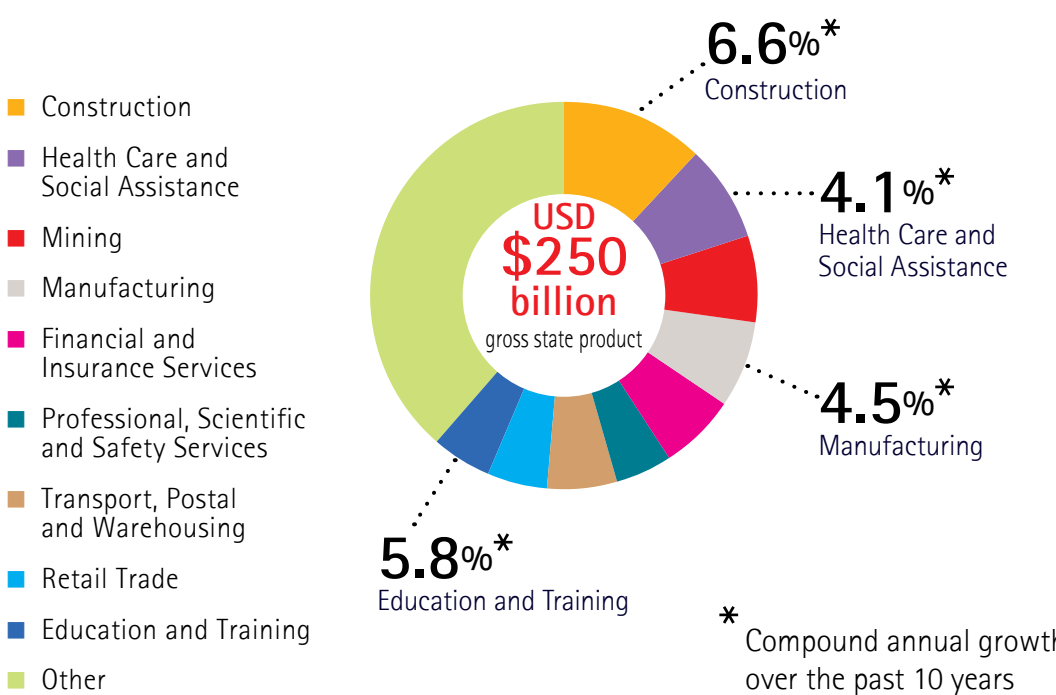
## Strong economic growth

For more than two decades, Queensland has outperformed the wider Australian economy, demonstrating its resilience and stability through challenging periods of global downturn. Since 1995, Queensland's economy has experienced uninterrupted growth at a compound annual rate of 3.8 per cent.



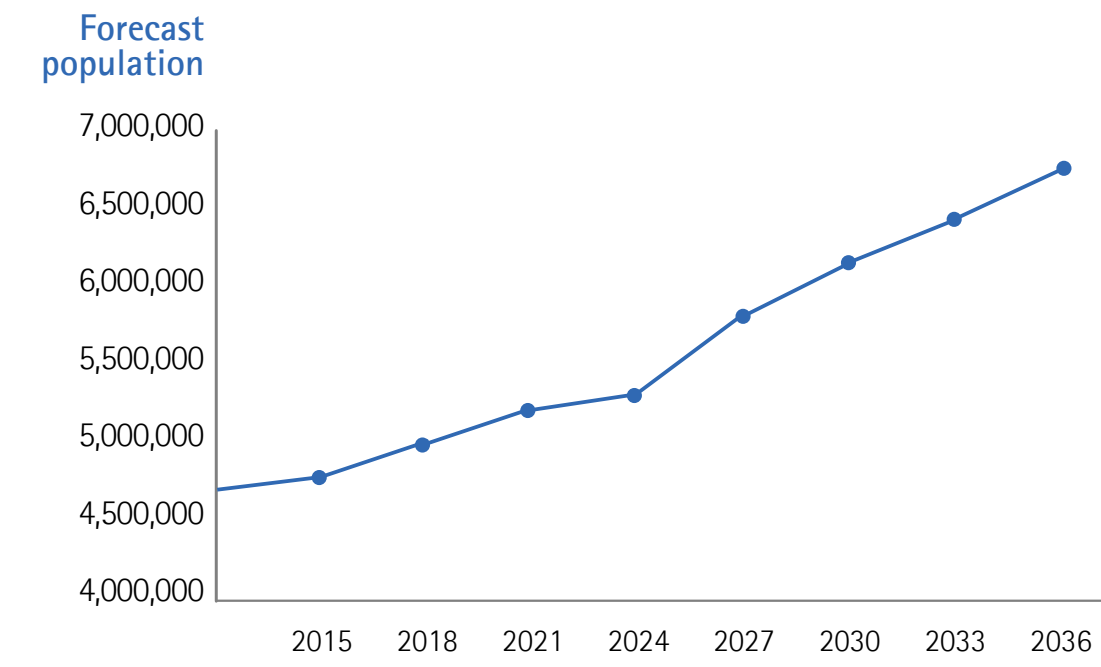
## Diverse industrial base

Queensland is a highly diversified economy with a strong and growing industry base. No single sector makes up more than 12 per cent of total economic output. Construction, health services, mining and manufacturing are the largest contributors to gross state product. Over the past decade, strong growth has been seen in industries including education and training, health care services, and professional, scientific and safety services.



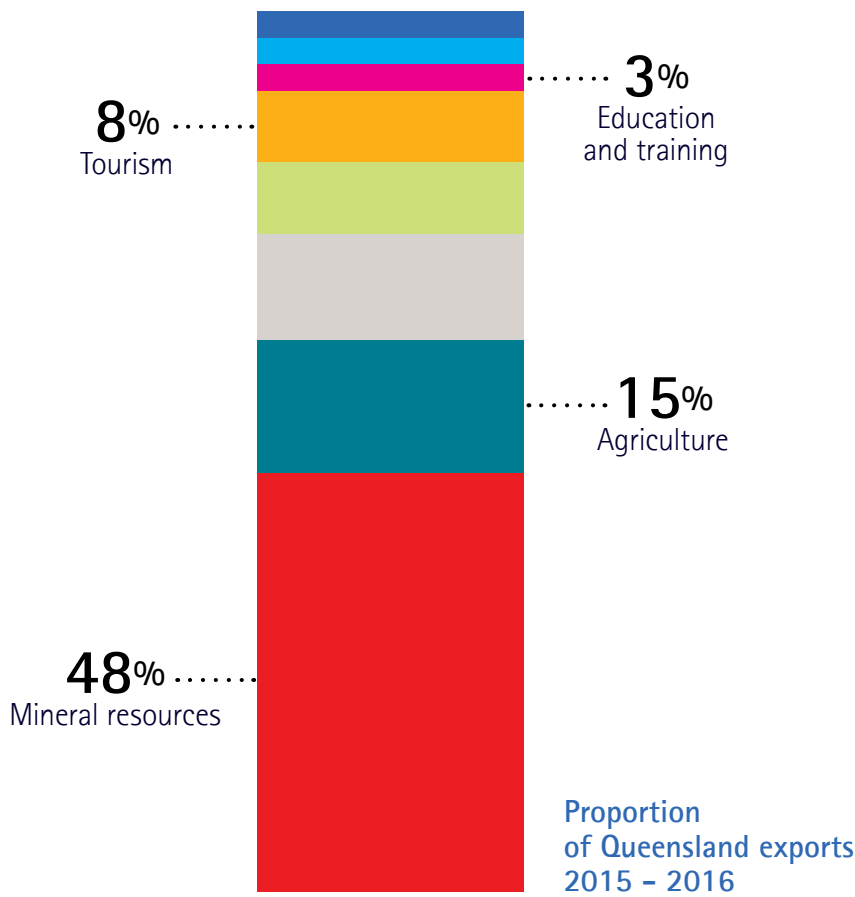
## A growing population

Queensland's current population of 4.8 million is projected to grow to 6.7 million by 2036, providing a reliable and highly-skilled workforce to meet the needs of new business and industry as new investment takes place. Strong population growth will make Queensland a large, high-income market for goods and services – a perfect foothold for expansion into Australia and Asia.



## Excellence in exports

The value of Queensland's goods and services exports have increased by more than 50 per cent in the last decade, led by a rise in mineral resources, agriculture, tourism and international education and training exports.





# ADVANCING QUEENSLAND

## The Premier of Queensland's Export Awards

Queensland has a diverse and innovative trade-focused business environment.

The Premier of Queensland's Export Awards recognise excellence and celebrate success for leading Queensland businesses that have demonstrated strength in innovative marketing, sustainable export growth and expansion into international markets.

The Export Awards provide the platform through which the Queensland Government brings export champions and the future leaders of global trade together in acknowledging the significant contribution these businesses make to Queensland's economy.

Queensland's businesses have the innovation, expertise and professionalism to thrive in competitive international markets, supported by strong growth in current, new and emerging industries, and by a government committed to promoting innovation and entrepreneurship.

The Export Awards shine a spotlight on our local exporters such as Blast Movement Technologies (page 17), The University of Queensland (page 23), and Cook Medical (page 31), rewarding their dedication to being the best at what they do within the state and around the world.

Port of Townsville



QUT Biofutures sugarcane project



## Advance Queensland

**Queensland is a place where entrepreneurs, industry, universities and government collaborate to turn great ideas into commercial products and service.**

*Advance Queensland* is a comprehensive suite of programs initiated by the Queensland Government, investing \$405 million over four years to support and grow Queensland's competitive and emerging industries.

The Queensland Government is committed to building a diversified economy, growing regions and generating jobs growth across the state.

The government is driving productivity, innovation and competitiveness in all areas of the economy, including the development of 10-year roadmaps and action plans for priority industry sectors including:

- Advanced manufacturing
- Aerospace
- Biofutures
- Biomedical and life sciences
- Defence
- Mining equipment, technology and services (METS)

## Advancing our Cities and Regions

The Queensland Government is committed to delivering economic and community development outcomes to create vibrant Queensland communities, shaping the cities and regions of the future.

Queensland's regional centres create important economic development opportunities to promote growth and prosperity in local communities as well as surrounding remote and regional areas.

Queensland's *Advancing our Cities and Regions* strategy promotes the strategic reuse and renewal of underutilised and surplus government properties to achieve sustainable economic growth and build safe, caring and connected communities.

The *Advancing our Cities and Regions* strategy will deliver on the government's *Advance Queensland* objectives by identifying opportunities for targeted investment which will foster economic growth and promote community wellbeing now and in the future.

Natural gas pipes



Cairns foreshore



## Regional Queensland

**Regional Queensland's vibrant communities offer unique and diverse investment opportunities.**

Queensland is the most decentralised state in mainland Australia. Queensland boasts a strong network of regional economies and communities, offering diverse business, investment and lifestyle opportunities.

Our regional economies offer a competitive advantage for businesses looking to capitalise on Queensland's unique environment. Queensland's cities and regions are economically diverse, and offer world class natural attractions, significant infrastructure, plenty of space, and economic prosperity, all of which contribute to making Queensland the number one choice to invest, work and study.

From education to defence, minerals and energy production to biomedical and life sciences, regional Queensland offers investors successful existing industries and emerging opportunities. Each of Queensland's regions has a unique culture and industry profile, which presents investors with a multitude of investment-ready opportunities.



# QUEENSLAND'S LINK TO NORTHERN AUSTRALIA

Northern Australia, comprising the northern regions of Queensland, the Northern Territory and Western Australia, covers more than 40 per cent of Australia's land area. It sits at the intersection of the two great regions of global economic development and population growth – Asia and the Tropics.

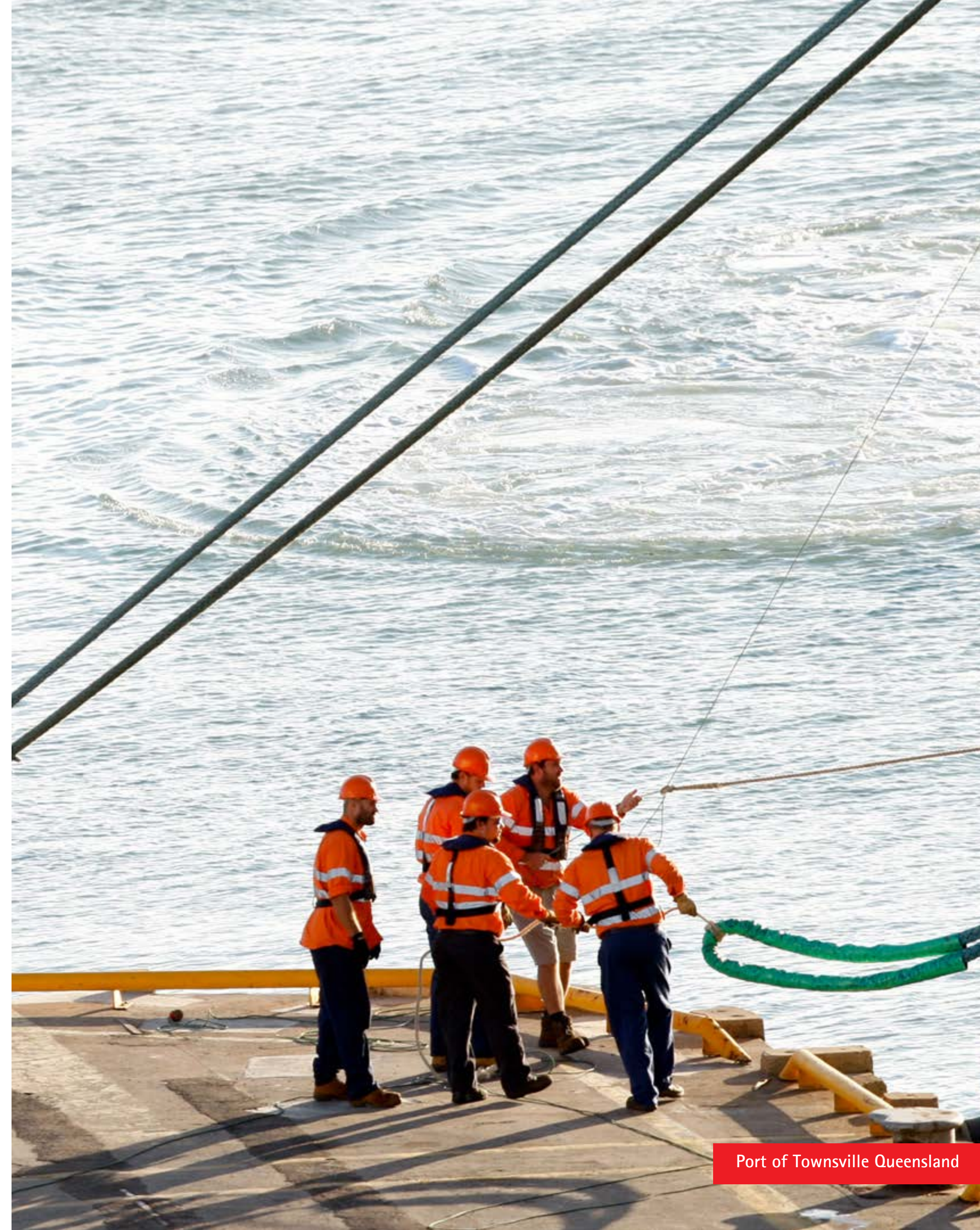
Currently, more than 40 per cent of the world's population live in the tropics. Economic growth across the region is consistently ahead of the rest of the world, and tropical economies are driving demand for commodities, goods and services, better health and education.

Of the world's developed economies, Australia has the largest tropical landmass. Northern Australia is integral to Australia's economy, long-term prosperity and regional engagement. Northern Australia has the expertise, experience and infrastructure to capitalise on growing consumer demand.

Seventy-five per cent of Northern Australia's population resides in North Queensland, including a number of major cities. North Queensland is one of the very few developed economies in the tropics and offers access to a highly-skilled and versatile workforce, world-class tropical knowledge, high-quality research institutions and innovative business enterprises.

Strong economic performance in North Queensland is driving opportunities in a diverse range of industries, including agribusiness and aquaculture, biofutures, technology-based resource extraction of coal, LNG and minerals, renewable energy, tropical medical research and tourism.

Investment in North Queensland will drive the development of tropical economies across the world. There has never been a better time to invest with confidence in Queensland and Northern Australia.



Port of Townsville Queensland

## Northern Australia Infrastructure Facility

The Australian Government has established a \$5 billion Northern Australia Infrastructure Facility, which offers concessional loans to complement private sector investment in infrastructure. The Northern Australia Infrastructure Facility will generate a suite of emerging opportunities for investors.

The Northern Australia Infrastructure Facility offers support for transformative economic infrastructure that will contribute to the long-term expansion of the North Queensland economy and prosperity for the Queensland population. Investment in North Queensland's mining, agricultural, marine and tourism industries will further unlock the region and support North Queensland in making a dynamic contribution.



## Regional Growth Fund

The Queensland Government has committed \$130 million to build business and boost regional employment. The fund will focus on regional Queensland, aiming to incentivise private sector projects, investment and job creation. Particular focus is being given to medium and large businesses that require direct and immediate assistance for either early stage development or growth and expansion opportunities that expedite project development.

A strong, resilient and thriving North Queensland is critical in securing Queensland as Australia's most innovative and competitive trading economy, right on Asia's doorstep.



# LIQUEFIED NATURAL GAS

Queensland's LNG industry is fast emerging as a global force in production and export.

Queensland is home to over 90 per cent of Australia's on-shore natural gas resources. Over the past decade, technological advancement and growing global demand has successfully enabled Queensland to unlock its LNG potential.

The Queensland Government has supported and promoted Queensland's LNG industry, providing regulatory structure and stability to facilitate ongoing investment and exports. Since 2010, over \$60 billion has been invested into LNG projects in Queensland.

By 2018, Australia is expected to become the world's largest exporter of LNG, primarily through Queensland's endowments, production capacity and expertise. Queensland currently has three operating LNG projects with a combined export capacity of 24 million tonnes.

## Queensland CSG-LNG Projects

**Queensland Curtis LNG – a project of QGC Pty Ltd**

**Major customers:** China, Japan, Singapore and Chile

**Capital cost:** \$23.7 billion

**First LNG production:** December 2014

**Gladstone LNG – a joint venture of Santos, Petronas, Total and Kogas**

**Major customers:** Malaysia and South Korea

**Capital cost:** \$21.53 billion

**First LNG production:** September 2015

**Australia Pacific LNG – a joint venture of Origin Energy, Conoco Phillips and Sinopec**

**Major customers:** China and Japan

**Capital cost:** \$24.7 billion

**First LNG production:** December 2015



© State of Queensland

There are a number of significant opportunities for investment in Queensland's LNG industry in both upstream and downstream production and services.

Queensland's resource endowments and Mining and Mining Equipment Technology and Services (METS) provide a strong

propensity for innovation and investment in the state's LNG production and export.

Queensland has the expertise and resources to provide long-term energy security to the world.



## CASE STUDY

# A NEW INDUSTRY IN LESS THAN A DECADE

Located on Curtis Island off the coast of Gladstone in Queensland, the Queensland Curtis LNG project (QCLNG) became the world's first major, purpose-built facility to produce liquefied natural gas (LNG) from natural gas in coal seams.

QCLNG is one of three LNG projects operating in Queensland. Developed by QGC – a BG Group business and now part of Shell – it has played a part in radically transforming the LNG industry, changing the way global markets view natural gas in coal seams highlighting the opportunities available for unconventional gas sources.

Catherine Tanna, Managing Director of energy retailer EnergyAustralia and former Chair of BG Australia, reflects on how, in less than a decade, Queensland created a world-class LNG industry.

"I can't recall many examples in Australia to rival what's been achieved in Queensland with the LNG industry, and it's doubtful whether it could have happened in another state," Ms Tanna said.

The International Energy Agency recently credited Queensland with following regulatory best practice in the unconventional gas industry.

"It's a wonderful endorsement and credit to the state's LNG industry," Ms Tanna said.

"Queensland's advanced regulation of unconventional gas has allowed the industry to grow while providing the community with confidence that the gas sector is operating responsibly. Queensland's LNG industry is now held up internationally as an example in best-practice regulation."

The Queensland Government provided substantial support and guidance to QCLNG, especially when the regulatory framework for the industry was developed.

Ms Tanna said, "While BG Australia and the Queensland Government did not always agree, they forged a constructive relationship integral to not only the project's development but to the success of the industry."

"It was critical for the QCLNG project to move at a pace that would allow it to capture a forecast demand window in the international LNG market," she said.

"The Queensland Government had the capacity to respond swiftly to emerging issues with sure, careful and deliberate decisions that might otherwise have taken much longer and undermined the viability of the project.

"Cooperation between government, industry and communities was the key to ensuring the industry's future."

“ The Queensland Government had the capacity to **respond swiftly to emerging issues** with sure, careful and deliberate decisions. ”  
– Catherine Tanna

## QUEENSLAND CURTIS LNG PROJECT AT A GLANCE

- ▶ The first major **purpose-built** liquefied natural gas facility.
- ▶ Investment of **US\$20.4 billion** from 2011 to 2014.
- ▶ Design **capacity of 8.5 million tonnes** a year.
- ▶ More than **2,500 wells**, **26 new natural gas and water treatment facilities** and **5,000 km of gathering pipelines** over **5,000 sq km** of the Surat Basin.
- ▶ **540 km pipeline** network transporting natural gas to Curtis Island plant.



Catherine Tanna EnergyAustralia



Queensland Curtis LNG project



## CASE STUDY

# QUEEN'S WHARF BRISBANE

Queensland was...  
**the first choice**  
for the Destination Brisbane Consortium.

## QUEEN'S WHARF BRISBANE AT A GLANCE

Queensland provided:

- ▶ world-class tourism attractions
- ▶ idyllic climate and lifestyle
- ▶ a transparent investment process
- ▶ immense opportunities to capture a large share of Australia's inbound tourism market

Artist's impression Queen's Wharf Brisbane

© Destination Brisbane Consortium. All rights reserved. Artist's impression. Subject to planning approvals.



# QUEENSLAND A PLACE TO INVEST WITH CONFIDENCE

Queen's Wharf Brisbane Integrated Resort Development is a vibrant world-class tourism, leisure and entertainment project which will attract visitors and investment, reconnect the activity of the Brisbane city centre to the river, preserve and celebrate Brisbane's heritage, and deliver high quality public spaces.

As a prime tourism destination with significant potential for growth, Queensland was the first choice for the Destination Brisbane Consortium, led by The Star Entertainment Group in a joint venture with Far East Consortium and Chow Tai Fook Enterprises.

Scheduled to open in 2022 in the Brisbane CBD, Queen's Wharf Brisbane will deliver a strong boost to tourism and to business across the state. The development is projected to provide a \$1.69 billion annual increase in tourism spend in Queensland.

Commenting on the opportunities for tourism investment in Queensland, The Star Entertainment Group Managing Director and CEO, Matt Bekier said the location for Australia's leading integrated resort was perfect.

"The pillars of appeal are in place – weather, primary produce, and the natural elements – creating immense opportunities to capture a far greater share of Australia's inbound tourism market," he said.

Queensland is one of the world's most popular and aspirational visitor destinations, with world-class tourism attractions drawing millions of international visitors annually.

"Queensland has a number of key differentiating features," Mr Bekier said.

"Visitors have the ability to fly into either Brisbane or the Gold Coast and within a two hour drive they can experience stunning beaches, picturesque hinterland, scenic outback, world-class theme parks, arts and cultural attractions, as well as unique and exciting dining opportunities offering unique Queensland produce."

## Progressive and agile government

"There is a pro-development mindset in Queensland that ensures there are clear synergies in the outcomes we all want to achieve. It underpins a strong relationship between industry and government," Mr Bekier said.

The Destination Brisbane Consortium has successfully leveraged the support and guidance of the Queensland Government, Tourism and Events Queensland and Trade & Investment Queensland.

"From the outset, we knew we were entering a transparent process, which provided the certainty we required. Certainty is critical from an investment perspective."

“ There is a pro-development mindset in Queensland that ensures **there are clear synergies** in the outcomes we all want to achieve. ”  
- Matt Bekier



Matt Bekier The Star Entertainment Group

## Queen's Wharf Brisbane will:

- ▶ Generate more than 8000 jobs in Queensland once fully operational
- ▶ Boost Queensland's economy by a projected \$4 billion
- ▶ Attract a projected 1.39 million additional tourists annually
- ▶ Increase Queensland's tourism spend by a projected \$1.69 billion annually.

Queensland is preparing for population growth and is investing in the infrastructure this population will need.

Queensland welcomes investment and skills from overseas to achieve this growth.



# MINING AND METS

## MINING EQUIPMENT, TECHNOLOGY AND SERVICES

Queensland is one of Australia's leading mining states. Queensland has vast coal, gas, copper, zinc and other mineral resource endowments, well-established expertise and a proven history of innovative exploration and mining practices.

Supported by high-quality mining equipment, technology and services, Queensland is a mining and resources investment proposition of choice.

Queensland is the largest exporter of metallurgical coal in the world. The state has more than 30 billion tonnes of high-quality coal deposits and there is high demand for Queensland's coking and thermal coals, which are low in ash and sulphur. With the production and exports of coal expected to rise over the medium to long term, there are significant opportunities for investment in new coal mining projects and associated infrastructure and service industries.

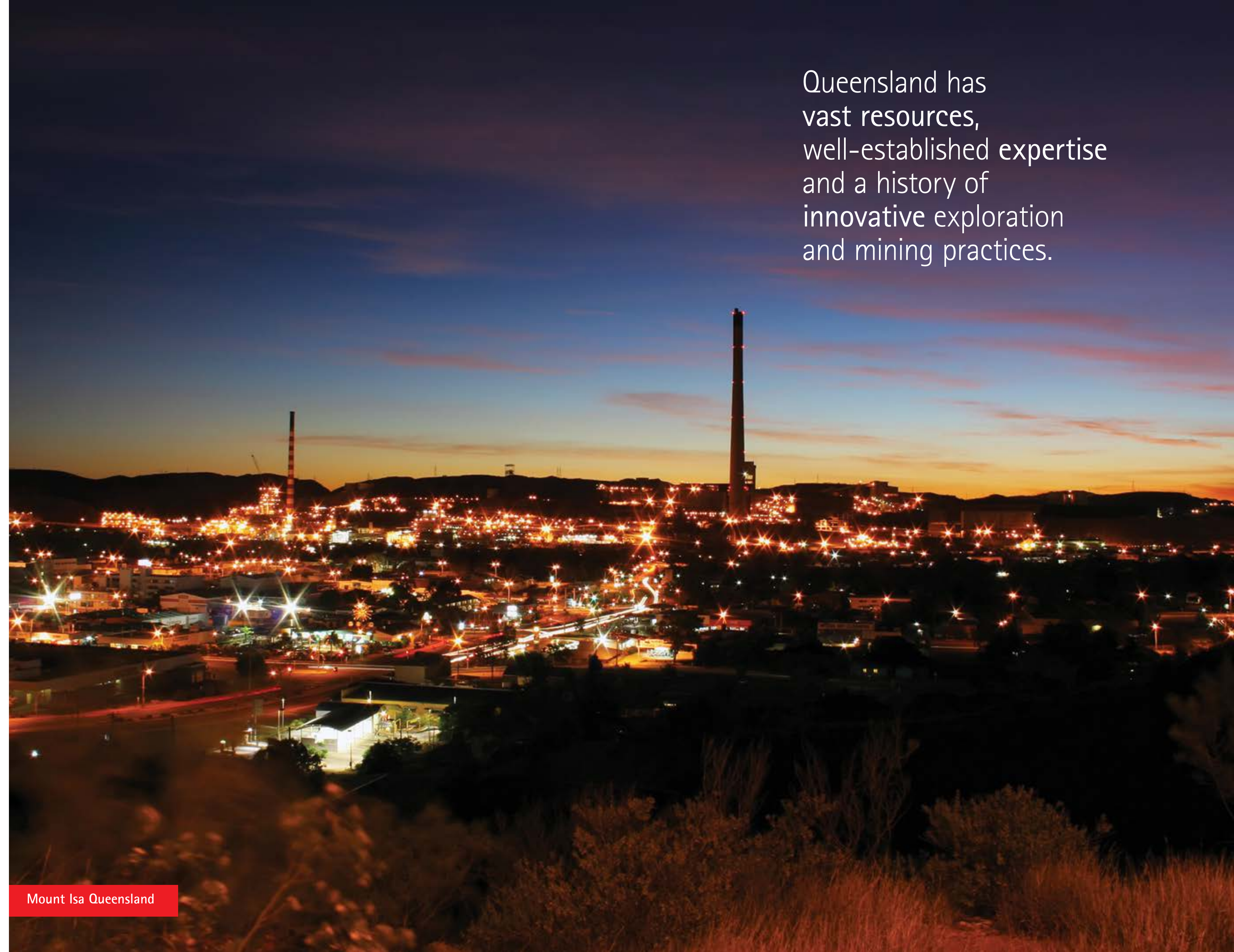
The mining and energy sector contributed \$21.6 billion to the Queensland economy in 2015-16, attracting 40 per cent of all capital investment in Queensland.

Queensland has developed sophisticated and technologically-advanced exploration and processing systems enabling the exploration and development of mineral deposits worldwide.

Queensland's historical and current international competitiveness in mining has resulted in considerable expertise in Mining Equipment, Technology and Services (METS) – a rapidly-growing sector which has become a key economic driver for the state.

Currently, there are more than 800 METS companies in operation across the state generating combined revenues of more than \$20 billion a year. In 2015, 66 per cent of Australian METS companies were globally active, with 16 per cent intending to begin exporting by 2017.

Queensland has vast resources, well-established expertise and a history of innovative exploration and mining practices.



Mount Isa Queensland



## CASE STUDY

# BLAST MOVEMENT TECHNOLOGIES

"Queensland's association with mining and the location of many of the METS companies in Brisbane gives us a great opportunity to see what our peers are doing and stay ahead of what's happening in the industry," Mr Janse, Chief Executive Officer of Blast Movement Technologies, said.

"We have a manufacturing facility in Brisbane. Our premises are relatively affordable compared to that of Western Australia or Sydney.

"We have also really benefited from dealing with TIQ because of their extensive reach.

"TIQ is just a great vehicle that the government of Queensland provides and for very little expense we can interact with TIQ in the US, TIQ in Chile and facilitate working with Austrade and industry partners."

## QUEENSLAND MINING & METS

### AT A GLANCE

- ▶ Queensland offers **world-standard production of mineral and energy resources**.
- ▶ Large areas of **unexplored land** provide investment opportunities in existing and new commodities.
- ▶ Queensland is one of the world's **top five regions** for the production of **lead, zinc, bauxite and silver**.
- ▶ Queensland has the **greatest number of METS companies** in Australia.



Jacques Janse Blast Movement Technologies

Queensland's **unrivalled expertise** in mining and engineering technologies comes from **tested experience** increasing the productivity of our resource sector over many years.







# TOURISM

Queensland is one of the world's most popular tourist destinations, centred around its extraordinary natural landscapes, beautiful beaches, rugged outback locations and vibrant cities.

Queensland possesses world-class tourism experiences and attractions drawing millions of international visitors annually. Queensland is home to five World Heritage areas: the Great Barrier Reef, Gondwana Rainforests, Fraser Island, Riversleigh and the Wet Tropics.

Queensland is a highly desirable destination and is located on the door step of the world's fastest growing outbound tourism markets in Asia. In 2015, Queensland attracted 20.3 million domestic visitors, and welcomed more than 2.4 million international visitors. Queensland's visitor economy is experiencing sustained growth in both domestic and international visitors and expenditure. Queensland's total visitor nights is anticipated to grow by 3.9 per cent annually to 2025.

## Connecting with Asia

The Queensland Government is investing in long-term tourism connectivity, digital capability and innovative tourism products. Through the *Advance Queensland* program, the Queensland Government is committed to enhancing the tourism industry, further capitalising on its success by securing new and additional flights from China, Hong Kong and Canada into the Gold Coast, Cairns and Brisbane.

## A strong investment pipeline

The strength of Queensland's economy and its world-class tourism industry is recognised globally. Currently, Queensland has an active development pipeline for new tourism infrastructure worth over \$12 billion. Local and international investors are demonstrating confidence in the future of Queensland tourism by making significant investments in new tourism resorts and attractions.

Projects include

- **Queen's Wharf Brisbane** The \$3 billion redevelopment project, awarded to Destination Brisbane Consortium, will deliver an iconic world-class integrated resort and entertainment precinct adjacent to Brisbane's central business district and riverfront.
- **Airport Expansion** More than \$2 billion in airport development across the Brisbane, Gold Coast, Sunshine Coast, Whitsunday Coast and Cairns airports.
- **Island Resort Developments** More than \$1.4 billion in current and planned investment in Queensland island resorts.
- **Jewel Towers** Chinese investor groups, Dalian Wanda and Ridong Development, have collaborated to deliver a \$1 billion luxury hotel and apartment project at the Gold Coast.
- **Cairns Aquarium** A new \$50 million tourism and reef research attraction, highlighting the unique wonders of the Great Barrier Reef.

## A leading destination for world-class major events

Queensland boasts the infrastructure and skills to host outstanding international events which attract both business and holiday visitors, as well as international media attention. Queensland has the proven ability to successfully host major international events, including:

- G20 Leaders' Summit in Brisbane in November 2014
- G20 Finance Ministers' Meetings in Cairns in September 2014
- Expo '88 in Brisbane in 1988.

Queensland will host the 2018 Commonwealth Games at the Gold Coast.



Cape Hillsborough National Park Queensland

# THE 2018 COMMONWEALTH GAMES

## CASE STUDY

**The Gold Coast, located 90 kilometres south of Queensland's capital city Brisbane, is set to shine on the world sporting stage as it prepares to host the 2018 Commonwealth Games (GC2018).**

GC2018, to be held from 4 to 15 April 2018, will be the biggest event held in Australia this decade and the first time the event has been hosted in a regional Australian city.

The Gold Coast possesses a wide range of natural attractions, world-class infrastructure, and an all-round temperate climate, making it the ideal location to host this major international event.

The Gold Coast's successful bid highlights Queensland's capabilities and reputation for staging world-class major events. GC2018 is expected to attract over 6,000 competitors and officials from 70 nations and territories, showcasing Queensland to 1.5 billion people.





Queensland's climate, **clean environment** and **productive land** create the ideal base for agriculture.



Wheatfield at Clifton in Queensland



# AGRIBUSINESS AND AQUACULTURE

Queensland is Australia's leading agricultural state. Queensland's clean environment, climatic diversity and abundance of agricultural land, make it possible to generate high-quality, fresh, clean and sustainably-produced meat, seafood, fruit and vegetables for export overseas.

## Agriculture

More than 83 per cent of Queensland's land area is dedicated to agriculture. At almost 144 million hectares, Queensland has the largest area of dedicated agricultural land in Australia.

Innovative harvest and post-harvest practices, advancing AgTech, ideal growing conditions, rigorous biosecurity systems and competitive logistics systems are driving production efficiencies across Queensland's agribusiness supply chains.

Queensland is fast developing a global reputation as a high-quality producer of safe, clean and green agricultural commodities.

The state's agribusiness and aquaculture industry is thriving thanks to the skill and expertise of its 104,000 strong workforce. Agricultural products are Queensland's second largest export, worth over \$10.6 billion.

## Tropical agriculture

Queensland is a global leader in tropical agriculture. Queensland's subtropical and tropical climate provides ideal conditions to produce strong yields and high-quality feedstock products all year-round.

## Aquaculture

Queensland is the ideal location for developing a diverse aquaculture operations due to its extremely diverse range of fisheries, excellent growing conditions, and extensive aquaculture research programs.

Queensland's strengths in aquaculture have seen rapid industry developments with the aquaculture sector estimated to be worth over \$119.9 million, representing more

than 38 per cent of the total value of fisheries production in this state.

Queensland's proximity to Asia and its internationally-recognised expertise in agribusiness and aquaculture places it in a strong position to meet the world's increasing food demands.

## Primary agricultural commodities

- ▶ **Beef:** Queensland is Australia's largest producer and exporter of beef.
- ▶ **Sugar:** Queensland accounts for 96 per cent of Australia's sugar production.
- ▶ **Fruit and nuts:** Bananas are the primary fruit produced in Queensland.
- ▶ **Crops:** Queensland is a leading producer of wheat, chickpeas, sorghum and barley.



Farmed Redclaw



Blackall Queensland



Fruit orchard on the Southern Downs in Queensland

Queensland agribusiness and aquaculture industries are **ideally placed to meet the demands of rapidly growing and increasingly discerning Asian markets.**

Courtesy of Tourism and Events Queensland





Queensland offers world-class education, leading academic staff, internationally-acclaimed qualifications and unrivalled teaching and research facilities.



# INTERNATIONAL EDUCATION AND TRAINING

The international education and training sector is one of Queensland's most valuable industries. Queensland's world-class education and training institutions, safe, multicultural communities, idyllic locations, and enviable lifestyle make it the location of choice for many international students.

Queensland's strong international education and training industry drives innovation, builds a stronger economy and creates more jobs. It enhances Queensland's global standing, enriches communities and creates global business networks.

The international education and training industry encompasses research, higher education, vocational education and training, schools, and English Language Intensive Courses for Overseas Students (ELICOS).

More than 100,000 international students enrol to study and live in Queensland each year from over 160 countries. One third of these are studying in Queensland destinations outside of Brisbane.

In 2015, Queensland's international education and training industry generated more than \$2.8 billion in export revenue and supported close to 20,000 jobs, making it the state's second-largest services export.

The performance and growth of Queensland in the international education sector is underpinned by internationally-regarded academic staff, a well-regulated system and unrivalled education and research infrastructure.

Queensland universities have conducted world-leading research with far-reaching social, economic and environmental impacts. Fostering global connections is a key focus for our education, training and research sector.



## INTERNATIONAL EDUCATION AND TRAINING AT A GLANCE

- ▶ The University of Queensland is one of the world's top 60 universities.
- ▶ Queensland is home to four of Australia's top 10 universities: The University of Queensland, Griffith University, James Cook University and Queensland University of Technology.
- ▶ Queensland offers an attractive and affordable lifestyle for students and their families.
- ▶ Queensland's top international education and training markets are China, India, Brazil, South Korea, Taiwan, Japan and Colombia.
- ▶ The Queensland Government has committed \$25.3 million over 5 years to deliver the International Education and Training Strategy to *Advance Queensland* (2016-2026).

Queensland's strong international education and training industry drives **innovation**, builds a **stronger economy** and creates **more jobs**.



# QUEENSLAND... A MODERN DIVERSE ECONOMY

Queensland possesses many competitive strengths which have led to the growth of major export industries – mining, food and agribusiness, tourism and international education and training. These industries form a strong foundation for future growth.

Through its *Advance Queensland* agenda, the Queensland Government is committed to driving innovation in existing industries while also further diversifying Queensland's economy by actively seeking opportunities in new and emerging industries.

Queensland is well placed to take advantage of megatrends shaping the world economy, for example, the rise of Asia with its the burgeoning middle class and digital disruption.

Queensland's new and emerging industries represent unrivalled opportunities for investors, offering the chance to thrive in the fastest-growing region in the world.

Industries include advanced manufacturing, biofutures, biomedical and life sciences, defence and aerospace, health services and renewable energy.

Maintaining the momentum of investment in these industries will support the sustainability of Queensland's diverse industry base, maximising the current and future prosperity of Queensland's economy.

There is no better time  
to **trade** and **invest** in  
Queensland.







TAE Amberley manufacture gas turbines

# ADVANCED MANUFACTURING

Queensland has a dynamic knowledge-based economy, which is stimulating growth in the production of sophisticated high-value goods.

Queensland's manufacturing industry underpins the advanced manufacturing sector. An established network of research and development institutions, a highly skilled workforce, and a strong infrastructure base are supporting innovation in the advanced manufacturing sector.

In 2015-16, Queensland manufacturing exports totalled \$15.7 billion, representing one-third of Queensland's merchandise exports.

Strong manufacturing foundations, combined with significant research and development capabilities, make Queensland the ideal location for investment into advanced manufacturing.

## ADVANCED MANUFACTURING AT A GLANCE

- ▶ Queensland is a **leading producer of advanced manufacturing niche products** which require rapid prototyping and agile manufacturing processes.
- ▶ Queensland's manufacturing sector has **diversified into higher value and highly-specialised industries** including pharmaceuticals, biotechnology and medical devices.
- ▶ Advanced manufacturing receives close to **20 per cent of Queensland's business R&D expenditure.**

A culture of innovation and significant R&D capabilities make Queensland **the ideal place** to invest in advanced manufacturing.





# BIOMEDICAL AND LIFE SCIENCES

Queensland's growing biomedical and life-sciences sector is underpinned by our internationally-renowned excellence in scientific research and innovation. Queensland has world-leading research institutes and science capability, with unrivalled expertise in tropical and infectious diseases, vaccine development and delivery, and telemedicine.

Growth in the biomedical and life sciences sector is supported by the Government's *Advance Queensland* program and strong international and domestic flows of innovation and research capabilities.

## Medical research excellence

Queensland is fast becoming globally recognised for its medical research and development.

For example, the QIMR Berghofer Medical Research Institute is one of Australia's leading medical research facilities, currently ranked seventh in the world for patent citation. QIMR Berghofer undertakes ground-breaking and life-changing medical research in the areas of cancer, infectious diseases, mental health and chronic disorders.

QIMR Berghofer houses more than 50 laboratories in which over 500 researchers and 120 students work collaboratively towards new diagnostic, prevention, and treatment strategies.

## Biological discovery and commercialisation

Queensland is a leading state for drug and biological discoveries.

The state's biomedical and life-sciences sector has a strong portfolio of companies and research institutions with expertise in preclinical and early-phase clinical trials to support the development and commercialisation of new therapeutic products. The University of Queensland and Queensland University of Technology are two of the top three patent-filing universities in medical device technology in Australia.

## Research partnerships

Through collaboration with research institutions, universities, government agencies and industry groups, Queensland is able to leverage its expertise and world-class capabilities to translate local biomedical research into drug candidates and commercial returns.

The Queensland Government has invested over \$4 million to establish the Queensland Emory Drug Discovery Initiative at The University of Queensland. This strategic partnership between The University of Queensland and Emory University's Institute for Drug Development was established to help accelerate the development of biological discoveries, by supporting entrepreneurial scientists to develop cost-effective medications and treatments for unmet medical needs.

## Advance Queensland

Through the *Advance Queensland* program, the Queensland Government is focused on leveraging Queensland's strong research infrastructure platform to invest in people, ideas, research and partnerships to drive creativity and innovation in the biomedical and life sciences industry.

The Queensland Government's \$4.9 billion investment in health and biomedical science capability over the last decade has left an enduring legacy. Queensland is globally recognised for science excellence and its research capability.

Queensland is globally recognised for its medical research and development – with expertise in **tropical and infectious diseases, vaccine development and telemedicine.**

## BIOMEDICAL AND LIFE SCIENCES AT A GLANCE

- ▶ Queensland accounts for **18 per cent of biomedical-manufacturing businesses** in Australia.
- ▶ Queensland's biomedical and life sciences industry accounts for **\$275 million in exports.**
- ▶ Queensland has **commercially-focused research infrastructure.**
- ▶ The Queensland Government has invested \$4.9 billion to boost research, development and innovation.



# DEFENCE AND AEROSPACE

Queensland is Australia's front line for defence industries. The Australian Defence Force has made a strong commitment to capital equipment investment and is a growing contributor to the Queensland economy.

## Defence

Queensland's defence industry directly employs more than 6,500 people across all sectors and generates around \$4.2 billion in revenue. Queensland's location within the Asia-Pacific region and current defence capability will ensure the Australian Defence Force continues to regard it as a strategic priority.

## Aerospace

Queensland has become the centre for Australia's aerospace industry, a research and development hub for emerging aviation technologies.

Close to one-third of Australia's aircraft manufacturing and repair services industry is based in Queensland, contributing over \$600 million to Queensland's economy.

Queensland's aerospace industry is characterised by its commercial success, strong commitment to innovation and an established presence in global supply chains.



Insitu Pacific remotely piloted aircraft



Aerospace industry

Queensland is quickly building capabilities and strengths in:

- Advanced maintenance, repair and overhaul facilities and support services
- World-class education, training and simulation activities
- Leading-edge logistics
- Unmanned airborne vehicle research and development facilities.

Queensland  
is a **premier**  
defence industry  
destination.

## AEROSPACE AND DEFENCE AT A GLANCE

- ▶ The civilian aerospace industry is expected to grow to over **US\$350 billion globally by 2023.**
- ▶ **22 per cent** of the Australian Defence Force is located in Queensland.
- ▶ Queensland is home to close to **one-third** of Australia's aircraft manufacturing and repair services industry.



# BIOFUTURES

Queensland is the emerging centre of the Australia's biofutures industry, including the industrial biotechnology and bioproducts sectors.

Strong collaboration between government, industry and advancing research is rapidly positioning Queensland as Australia's biofutures hub.

Queensland is one of very few developed economies located in the tropics, providing ideal conditions to transform high-quality, high-yield feedstocks into bioproducts.

Significant advances in Queensland's industrial biotechnology and bioproducts industries is positioning

the Queensland biofutures sector for future growth on a global scale. By 2035, it is projected that bioproducts could increase Queensland's economic output by \$1.8 billion annually, supporting more than 6,000 jobs.

The Queensland Government has committed more than \$19 million to boost Queensland's footprint in the industrial biotechnology and bioproducts sector, which will empower entrepreneurs, innovators and thinkers by providing startup financing and support to translate their work into commercial successes.

Courtesy of Tourism and Events Queensland

Queensland's **location in the tropics** provides ideal conditions to transform feedstocks into bioproducts



Sugar cane on Peak Down Highway Queensland



Southern Oil Refinery

## IDEAL LOCATION FOR BIOFUTURES

**Climate** Queensland's subtropical climate provides ideal conditions to produce strong yields and high-quality products all year round.

**Land** Queensland has more than 20 million hectares of available growing land. The cultivation and management of sugar cane, forestry and other feedstock is supported by large tracts of land and substantial areas of wood-producing native and plantation forests.

**Feedstocks** Queensland's sugar cane production accounts for 94 per cent of Australia's sugar cane crop with a gross value of production of more than \$1 billion. Queensland produces 61 per cent of Australia's sorghum crop, worth \$250 million.

Queensland's thriving agriculture communities are connected to international markets through world-class infrastructure, including:

- **6 international airports** and **56 certified airports**
- **177,000 km** modern and efficient **road network**
- **10,000 km** reliable and environmentally sustainable freight **service rail network**
- **15 seaports** and **7 bulk shipping terminals**
- Advanced sugar cane and forestry processing facilities – **21 sugar mills** and more than **75 wood-processing facilities**.



# SOUTHERN OIL

## WHY SOUTHERN OIL CHOSE QUEENSLAND

The Queensland Government has successfully negotiated the attraction of Southern Oil's \$16 million Advanced Biofuels Pilot Plant to be built in Gladstone.

Southern Oil's Advanced Biofuels Pilot Plant will be Australia's first commercial-scale advanced biofuels production facility. One million litres of fuel are anticipated to be produced within the next three years. Advanced biofuels production will support the US Navy's Great Green Fleet initiative. The Australian Navy, Air New Zealand and Virgin Australia airlines are also investigating options for locally-produced aviation biofuel.

Southern Oil Refinery considered a number of options, including Western Australia and Victoria, when looking to establish a new waste lube oil refinery. Queensland was selected as the most viable market, largely due to its sustainable and export-oriented industrial biotechnology and bioproducts sector. **The Queensland Government was also able to provide investment certainty and support.**

Managing Director at Southern Oil Refinery, Tim Rose, said one of the main reasons that the business, which has been operating an interstate refinery since 2001, was persuaded to come to Queensland was because there were fewer barriers and more state government "enthusiasm".

"In Queensland we were able to get land, which Trade & Investment Queensland helped us source, and we were able to buy in a State Development Area through the Queensland Government," Mr Rose said.

"The State Development Area made it a lot easier in terms of getting the approvals and getting physically going and building the plant.

"It saved us about 18 months on a normal approval process that we would have had to go through in the other states.

"The simplicity and speed with which we could get our project up and running meant we could spend our money earlier on actually building the plant rather than on extended planning and approvals processes and all the costs of associated consultancies," Mr Rose said.



Tim Rose Managing Director

Laura Hardwick/Fairfax Syndication

“ The State Development Area made it a lot easier in terms of getting the approvals and getting physically going and building the plant. ”  
– Tim Rose



Southern Oil Refinery

## CASE STUDY



# HEALTH SERVICES

Healthcare demand outstrips supply in the Asia-Pacific region and Queensland has a highly-respected health services industry. Queensland has a number of significant strengths and investment opportunities, strong commercial expertise backed by high-quality research capabilities and specialty in areas including medical research, clinical trials, residential aged care, retirement living and leisure, and preventative health and wellbeing.

## Workforce training

Queensland's universities and higher education institutions offer a range of health services education and training options including medicine, nursing, allied health, clinical health, dentistry, mental health and aged care.

## Health and knowledge precincts

Queensland has a number of established and emerging health and knowledge precincts which cluster health services and research capabilities to support collaboration in multidisciplinary health research and innovation.

The Queensland Government is supporting an entrepreneurial and innovative health services industry to drive domestic and international opportunities.

Queensland's fast-advancing health services sector offers investors a number of opportunities, including:

- Designing and constructing new healthcare facilities, including digital hospitals and multipurpose health and knowledge precincts
- Management of those facilities and the training of clinicians
- Exchange of health and medical research information, expertise and skill.

Queensland has strong **commercial expertise** backed by high-quality health research capabilities.





## COOK MEDICAL AUSTRALIA

Founded in Indiana in 1963, Cook Medical pioneered many of the medical devices now commonly used to perform minimally invasive medical procedures. Today the business owns a number of companies internationally including Cook Medical Australia.

Cook Medical Australia started as a distribution company in 1979 in Victoria but moved into manufacturing in 1988 when the business shifted to Brisbane Technology Park. The company manufactures two key product ranges specialising in IVF and endovascular repair at its Brisbane facility, which employs more than 450 staff. The Australian operations also double as the headquarters for the Asia-Pacific region.

General Manager Samih Nabulsi said that local manufacturing expertise, the depth of research and development, and accessibility to the Asia-Pacific region made Queensland an easy choice for the business.

"The collaborative benefits are definitely one of the main reasons that we are here," Dr Nabulsi said.

"We have great relationships with universities including The University of Queensland, Queensland University of Technology and Griffith University.

"There is a lot of local technical knowledge and expertise we can tap into quite easily and the government has also made significant investment in the research sector which is attractive to Cook.

"We are looking for new ideas and investing in research and development, particularly in research at this point in time.

"Our Asia-Pacific New Technology Team is scouting the region for new ideas and technologies for commercial success. A lot of what we have found so far in Australia is from research institutes, start-ups, entrepreneurs and clinicians who are trying to solve clinical challenges, so we see this as a good hub for advanced technology," said Dr Nabulsi.



Manufacture of custom made coronary stent at Cook Medical Australia

“ There is a lot of local technical knowledge and expertise we can tap into quite easily and the government has also made **significant investment in the research sector** which is attractive to Cook. ”  
– Dr Samih Nabulsi



Dr Samih Nabulsi Cook Medical





Windy Hill Wind Farm Ravenshoe North Queensland

# RENEWABLE ENERGY

**Queensland has an enviable capacity to produce renewable and alternative energy being rich in renewable energy resources with existing operations in large-scale solar, wind, biomass, geothermal and hydroelectric energy.**

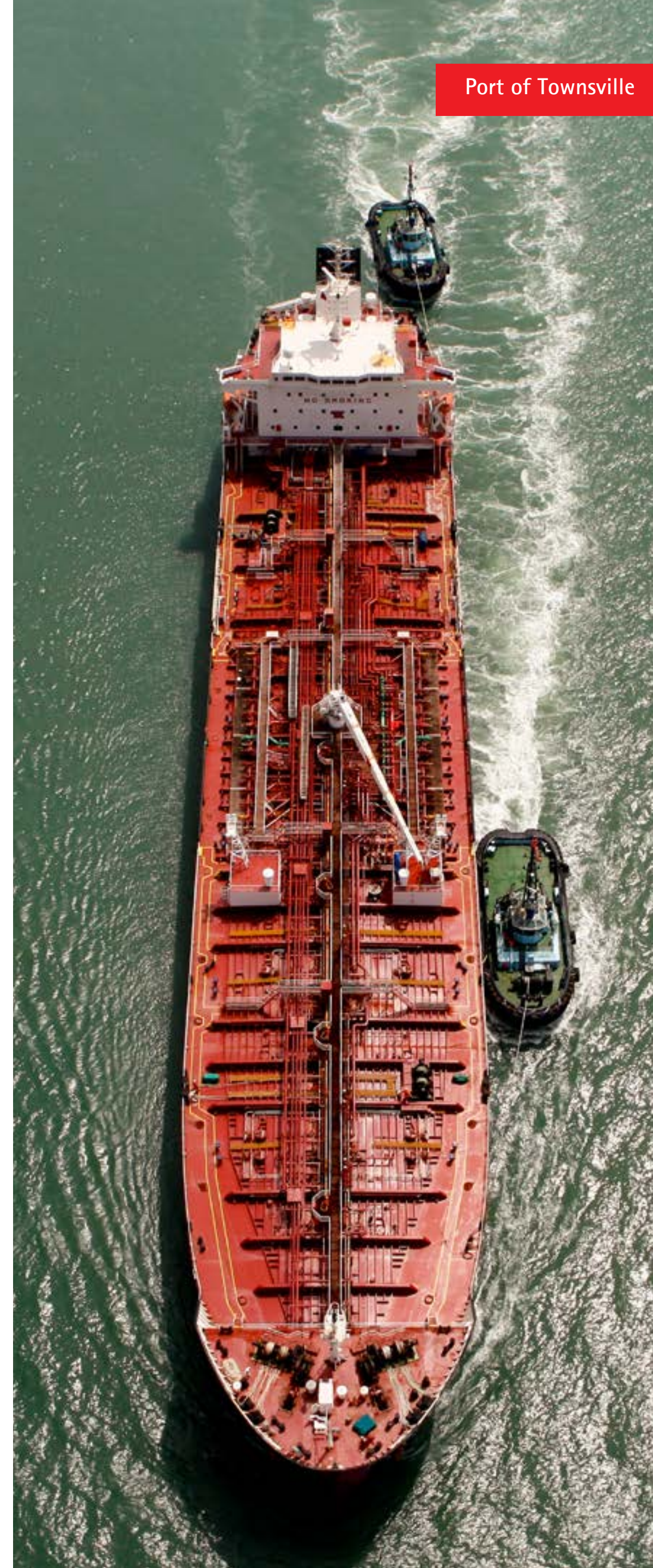
With a strong agricultural sector, and boasting an average of 300 days of sunshine annually, Queensland has a solid platform to expand the renewable energy sector and become a global leader in the transition towards a clean energy future.

The Queensland Government has released a draft report which outlines the pathway to achieve a 50 per cent renewable energy target by 2030. Through the appointment of the Queensland Renewable Energy Expert Panel, the Government is working with industry and the community to achieve long-term growth in Queensland's renewable energy sector.

The Queensland Government is also working in collaboration with the Australian Renewable Energy Agency (ARENA) to support the development of local, large-scale solar projects. Successful Queensland bidders for ARENA's large-scale solar photovoltaics program will receive long-term revenue contracts to provide income certainty.

Government policies and initiatives, to reduce pollution and transition to a low-carbon energy sector, will drive investment in renewable energies, making Queensland's renewable energy sector competitive in both domestic and international markets. Queensland is ready to translate this clear advantage into tangible investment opportunities.

**Queensland is at the forefront of the global transition to a clean energy future.**



Port of Townsville

# A GATEWAY FOR TRADE

Queensland has an extensive network of 20 ports along its coastline, ranging from small community ports to world-class coal export terminals and a capital city multi-cargo port. These ports are a major component of Queensland's supply chain and economy, facilitating trade and the development of the regional, State and national economies.

## Port of Townsville

Located 1,360 km north of Brisbane on the east coast of Queensland, the Port of Townsville is a world-class gateway for trade and investment, intrinsically linked to the prosperity and sustainability of North Queensland. Townsville is the number one port in Australia for copper, zinc, lead and sugar exports and services 70 per cent of the Northern Australian population with its close locality to Asian markets. It operates more than 20 shipping lines, offering more than 40 services and covering 136 ports around the world.

## Port of Brisbane

The Port of Brisbane is Queensland's largest general cargo port, Australia's fastest-growing container port and is the closest major container port to the Asia-Pacific rim. Each year the port handles almost \$50 billion in trade, including 95 per cent of Queensland's international container trade and approximately 50 per cent of its agricultural exports.

## Brisbane West Wellcamp Airport

Brisbane West Wellcamp Airport is Australia's newest airport, acting as the aviation gateway that connects south-west Queensland to the world. Developed and operated by global construction company Wagners, WTB is the first greenfield public airport built in 50 years and the nation's first privately-funded public airport. The airport is creating real opportunities for business, tourism and freight for the broader Toowoomba region.



# IT'S EASIER TO DO BUSINESS IN QUEENSLAND

The Queensland Government is committed to attracting international investment and growing overseas trade. Queensland offers diverse investment opportunities and has a number of unique mechanisms to support industry development for investors. The Queensland Government can help bring major investment visions and proposals to life.

## Long-term infrastructure planning and project pipelines

The Queensland Government is focused on providing industry and investors with clear information about the infrastructure provision in Queensland.

### State Infrastructure Plan

Queensland's State Infrastructure Plan outlines the state's vision for infrastructure policy and planning.

The State Infrastructure Plan is a central platform to outline project approvals, enable industry to consider alternative financing solutions and to report on the progress of short-term project delivery in Queensland (one to four years).

The State Infrastructure Plan also identifies investment opportunities and gaps across a 15-year timeframe, to support innovations and encourage private sector investment and partnerships to deliver Queensland's infrastructure needs.

🌐 [www.dilgp.qld.gov.au/infrastructure/state-infrastructure-plan](http://www.dilgp.qld.gov.au/infrastructure/state-infrastructure-plan)

## Building Queensland's Infrastructure Pipeline

Building Queensland is statutory body with a leading role in the preparation of business cases for all significant infrastructure projects in Queensland.

Building Queensland supports investors by implementing a consistent framework across government for productivity-lifting infrastructure projects and through the development of a pipeline of priority infrastructure projects.

🌐 [www.buildingqueensland.qld.gov.au/pipeline](http://www.buildingqueensland.qld.gov.au/pipeline)

### Coordinator General

To support investors the Queensland Government has dedicated resources to plan, deliver and coordinate large-scale infrastructure projects. The Office of the Coordinator-General facilitates the delivery of major projects and ensures that environmental and social impacts are properly managed.

The Coordinator-General has a key role in supporting investors and promoting economic development by improving the efficiency of decision-making in Queensland.

🌐 [www.statedevelopment.qld.gov.au/coordinator-general](http://www.statedevelopment.qld.gov.au/coordinator-general)

### Market-Led Proposals

Queensland is focused on leveraging the skills and resources of the private sector to deliver projects that demonstrate enhanced innovation, value for money and benefits to the community.

Market-Led Proposals allow the private sector to initiate and submit proposals seeking exclusive commercial arrangements with the Queensland Government.

Through the Queensland Government's Market-Led Proposals framework, the state has improved the efficiency of project decision-making and delivery by contracting exclusively with proponents rather than engaging in competitive processes for services or infrastructures.

🌐 [www.treasury.qld.gov.au/mlp](http://www.treasury.qld.gov.au/mlp)

## State Development Areas

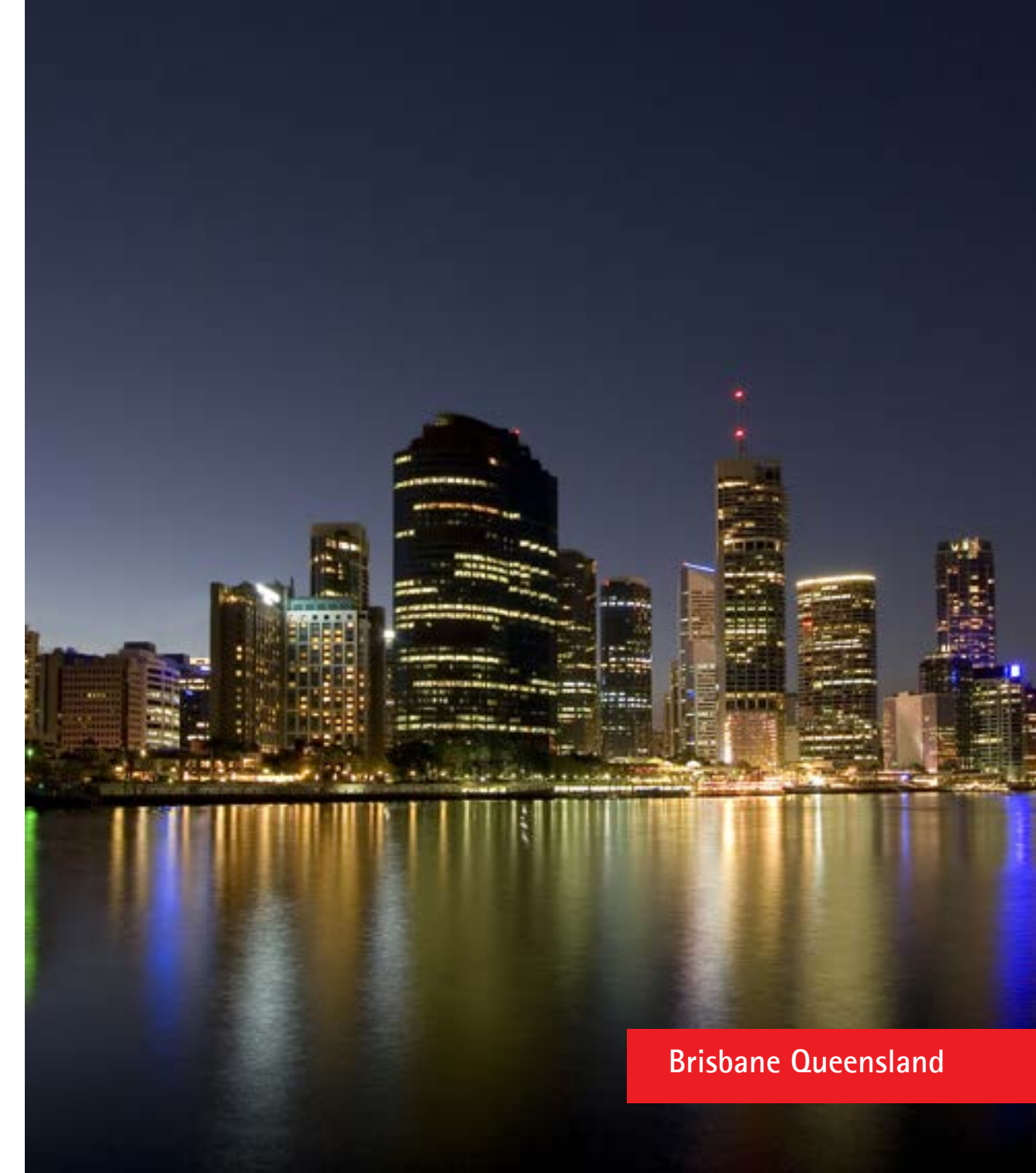
State development areas (SDAs) are clearly defined areas of land established by the Coordinator-General to promote economic development in Queensland. Current SDAs include, but aren't limited to Abbot Point, Galilee Basin, Gladstone, Queensland Children's Hospital, Townsville and the Surat Basin Infrastructure Corridor.

They typically take the form of one of the following: industrial hubs for large-scale, heavy industry – mainly located on the coast of Queensland, in close proximity to ports, rail and major road networks, multi-user infrastructure corridors – for the co-location of infrastructure such as rail lines, water and gas pipelines, and electricity transmission lines and major public infrastructure sites.

🌐 [www.statedevelopment.qld.gov.au/coordinator-general/state-development-areas.html](http://www.statedevelopment.qld.gov.au/coordinator-general/state-development-areas.html)

### Resources Investment Commissioner

The Queensland Government has a dedicated resource investment expert. The Resources Investment Commissioner is available to help secure new partnerships to support Queensland's mining and METS industries, including matching international investors with mines, explorers and mining technology companies seeking capital.



Brisbane Queensland

## Priority Development Areas

Priority Development Areas are parcels of land throughout Queensland, declared by the state government, to facilitate the development of land for economic development or community purposes. Priority Development Areas give investors visibility of future potential development projects.

Through the support of the Queensland Government, in partnership with local councils, investors are able to streamline the planning, approval and development processes for investment within Priority Development Areas.

Priority Development Areas provide opportunities for investment in a broad range of infrastructure projects. For example, the Queen's Wharf Brisbane Priority Development Area provides a mix of commercial, residential and tourism development opportunities.

🌐 [www.dilgp.qld.gov.au/planning/priority-development-areas](http://www.dilgp.qld.gov.au/planning/priority-development-areas)



# LET TRADE AND INVESTMENT QUEENSLAND HELP YOU

**Trade & Investment Queensland is responsible for ensuring that foreign investors have the information and support they need to take advantage of the opportunities Queensland offers.**

## How we help investors

We understand the complexities of investing and provide the information required for you to make good investment decisions in a coordinated approach that saves investors time and money.

Our specialist investment team provides a range of business and investment services to investors including:

- Detailed industry knowledge about business costs
- Preparing business cases
- Arranging site visits
- Introductions to industry and service providers
- Government liaison
- Market intelligence

- Partnering with local councils, economic development agencies and private service providers to identify 'investment ready' projects.

## Getting started

Contact our specialist team and make Queensland your opportunity for business, trade and investment.

Our Trade & Investment Commissioners and Regional Advisers have extensive knowledge of the Queensland investment environment and experience in helping

international investors invest in and work with companies in Queensland.

We work closely with partners across Queensland to provide market connections and to support you in identifying and capitalising on Queensland's endless opportunities.

We look forward to assisting you in becoming a part of Queensland's prosperous and growing economy.

Courtesy of Tourism and Events Queensland



Kuranda Scenic Railway Cairns Queensland



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