

Andrew Barr MLA

Chief Minister

Minister for Economic Development

Minister for Tourism and Trade

Member for Kurrajong

RESPONSE TO QUESTION ON NOTICE

Questions on Notice Paper No 5

Friday, 11 April 2025

Question No. 332

SHANE RATTENBURY MLA: To ask the Minister for Tourism and Trade

1. What were the top country sources of new foreign direct investment in the ACT in 2023-24 by dollar value.
2. How does the ACT Government engage with existing foreign investors in the ACT and facilitate their growth. Is there a strategic relationship management approach for the largest existing investors.
3. Can the Minister share information which may have been provided to the Minister by Austrade of all the existing foreign investors in the ACT, and the dollar value of their investment.
4. Can the Minister provide a list of projects facilitated by the ACT Government's engagement with foreign investors, the precise nature of that inward investment assistance, the value of that foreign investment, and how many jobs it supported.
5. How is the Minister measuring the success of the Office for International Engagement's engagements with incoming delegations, noting that there were more than 50 delegations
6. Can the Minister list some of the commercial or cultural outcomes, ensuring these are specific.

ANDREW BARR MLA - The answer to the Member's question is as follows:

1. There is no data available on foreign direct investment that is disaggregated to the state and territory level.
2. Contact from potential foreign investors can occur across government. Economic Development, within the Chief Minister, Treasury and Economic Development Directorate, provides an Investment Concierge Service to work with investors and coordinate across government where necessary. It is a free, personalised service to support potential investors and provides one-on-one guidance at every stage of the investment journey, with the most common activity being requests for information and connections with relevant government agencies.

The concierge service works with the Australian Government through Austrade to maximise inward investment by promoting ACT capability and providing tailored responses to prospective investors. All information about the service is available on www.canberra.com.au.

In addition, the ACT Government funds the Defence and Advanced Technology Industry Advocate who supports both ACT and multinationals and the Canberra Innovation Network which provides a range of programs including investor showcases and First Wednesday Connect.

3. Austrade connects state and territory governments with prospective investment opportunities from time to time. These connections are typically made at the government official level and are done on a confidential basis.
4. The answer to Question two outlines the type of activities the ACT Government undertakes when it is dealing with investors, whether they be foreign or domestic investors. Typically, any proactive targeting of investors focusses on broad opportunities rather than specific projects. As such, it is difficult to draw specific links between these engagements and any final decision made by a foreign investor to invest in Canberra, which can often be years after assistance is provided. Also relevant is that foreign investment may trigger assessment under Australia's foreign investment framework which adds to the complexity of providing advice about specific projects.
5. Of the 50 activities referenced, not all were inbound delegations. Some were Trade Missions, educational activities, as well as events and workshops. The Office of International Engagement often facilitates meetings between inbound delegations and ACT Government officials to discuss ACT Government strategic policy, governance and their implementation. Meetings are also arranged with Canberra firms, but outcomes are not necessarily advised, as the nature of these discussions are sensitive and commercial in confidence.
6. There were 31 inbound delegations that year (2023-24), a summary of which can be found [Attachment A](#).

Approved for circulation to the Member and incorporation into Hansard.



Andrew Barr MLA

Minister for Tourism and Trade

Date: 7.5.25

This response required 5hrs 18mins to complete, at an approximate cost of \$683.26.

Attachment A

No.	DATE	DELEGATION	PURPOSE	ASSISTANCE	OUTCOMES
1	06-Jul-23	Taiwan Emerging Green Tech Leaders	DFAT Canberra Fellowships Program requested meeting with Chief Minister to discuss sustainable energy transitions (including emerging technology in hydrogen and fuel cells, industrial transformation and smart cities), circular economy, and encouraging start-ups in green technology to achieve Net-Zero by 2050.	Hosted delegation at 220 London Cct and facilitated meeting with the Chief Minister.	Improved awareness and reputation of Canberra within a key market and continued building strong relationship with DFAT via support of the Fellowships Program.
2	26-Jul-23	Indonesia New Capital Nusantara	Introduction to Canberra and ACT Government, build understanding of governance and public administration functions.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with ACT Government Directorates.	Enhanced engagement and relationship building through support of a Government of a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
3	02-Aug-23	Airbus Australia, New Zealand and the Pacific	Site visit to Tidbinbilla Tracking Station and Tidbinbilla Nature Reserve.	Facilitation and host of site visit to Tidbinbilla Tracking Station and Tidbinbilla Nature Reserve.	Enhanced engagement and relationship building with a private company operating in a priority region as identified in Canberra's <i>International Engagement Strategy</i> .
4	14-Aug-23	Panasonic HVAC Group	Follow up meeting from Chief Minister trade mission to Japan (which included a site visit to Panasonic in Osaka), with aim to continue net zero emissions discussions.	Facilitated meeting with the Chief Minister at 220 London Cct.	Enhanced engagement and relationship building through support of a private company operating in Japan, a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
5	25-Aug-23	Hamburg City (International Urban and Regional Cooperation (IURC))	Introduction to Canberra and engagements with Transport Canberra and City Services, Office for Climate Action and Environment, Planning and Sustainable Development Directorate.	Hosted engagement at 220 London Cct, facilitated introduction and knowledge sharing with ACT Government Directorates.	Enhanced engagement and relationship building focussing on fostering sustainable urban development and innovation through international partnerships with a priority region (EU) as identified in Canberra's <i>International Engagement Strategy</i> .
6	31-Aug-23	Samsung Delegation	Various meetings with ACT Government officials: Chief Minister Chief Engineer and Office for Climate Action on Canberra's Electrification project ACT Suburban Land Agency ACT Coordinator General for Housing and Housing ACT	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with Chief Minister and ACT Government Directorates.	Enhanced engagement and relationship building through support of a private company based in South Korea, a priority market as identified in Canberra's <i>International Engagement Strategy</i> . Discussions continue about Samsung's modular housing and their applicability to the ACT.
7	06-Sep-23	Private firm (COMMERCIAL IN CONFIDENCE)	Meeting for Ms Rachel Stephen-Smith MLA with private firms - commercial in confidence.	Facilitated meeting with the Ms Rachel Stephen-Smith MLA.	Enhanced engagement and relationship building through support of a private company founded in the USA, a priority market identified in Canberra's <i>International Engagement Strategy</i> .
8	21-Sep-23	Embassy of Vietnam - Buon Ma Thuot	Introduction to Canberra, Smart City discussion with Environment, Planning and Sustainable Development Directorate and ICON Water site visit.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with ACT Government Environment, Planning and Sustainable Development Directorate. Facilitated introduction to ICON Water and site visit.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
9	18-Oct-23	Malta Minister for Public Works and Planning	Introduction to Canberra and meeting with ACT Government Environment, Planning and Sustainable Development Directorate and light rail site visit.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with ACT Government Environment, Planning and Sustainable Development Directorate. Facilitated light rail site visit.	Enhanced engagement with a priority market as identified in Canberra's <i>International Engagement Strategy</i> , with a focus on improved planning outcomes.

No.	DATE	DELEGATION	PURPOSE	ASSISTANCE	OUTCOMES
10	18-Oct-23	Californian EV Delegation	Meeting with Minister Rattenbury and Minister Gentleman. Site visit to ActewAGL Hydrogen Refuelling Station and ACT Emergency Services Agency HQ.	Hosted meeting with Minister Rattenbury and Minister Gentlemen at 220 London Cct and facilitated site visits to ActewAGL Hydrogen Refuelling Station and ACT Emergency Services Agency HQ.	Enhanced engagement and relationship building through support of Government officials from California, USA, a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
11	04-Nov-23	Mayor of Nara, Japan Delegation	Celebrating 30 years of the Sister City Relationship between Canberra and Nara, Japan. Immersive cultural experience including Australian War Memorial, Nara Candle Festival, and prominent food and beverage manufacturers. Meetings with Chief Minister, Visit Canberra, Office for Climate Action and the Canberra Business Chamber.	Arranged and facilitated four-day program of engagements.	Enhanced engagement and relationship building with Canberra's Sister City, Nara Japan. Commemoration of the significant 30 year relationship between the two cities. Continued to deliver on Canberra's <i>International Engagement Strategy</i> .
12	09-Nov-23	Election Commission of Malaysia	Meeting with the Speaker of the ACT Legislative Assembly, and guided tour of the Legislative Assembly. Meeting with Elections ACT to learn about the ACT's electoral processes.	Facilitated Legislative Assembly program of engagements.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
13	28-Nov-23	Deputy Mayor of Kathmandu Metropolitan City	Introduction to Canberra and meetings with the Chief Minister, ACT Office for Women, and the Environment, Planning and Sustainable Development Directorate.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with ACT Government Environment, Planning and Sustainable Development Directorate. Facilitated a meeting with the Chief Minister and a welcome networking reception with the local Nepalese diaspora.	Sharing of knowledge about the ACT Government programs, concerning the Environment, Planning and Sustainable Development. Continued to build upon the relationship with DFAT via support of the Special Visits Program.
14	04-Dec-23	Meeting with His Excellency Tat Thanh Nguyen, Ambassador of Vietnam to Australia	Chief Minister courtesy meeting with His Excellency Mr Tat Thanh Nguyen, Ambassador of Vietnam to Australia prior to finishing his term on 13 December 2023.	Facilitated and attended meeting with the Chief Minister.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
15	05-Dec-23	China Aviation Representatives	Introduction to Canberra (presentation and tour), meeting with the Chief Minister, and briefing on Canberra's visitor economy and aviation potential. Meeting with Canberra Airport and airport tour.	Facilitated and hosted full-day program of engagements.	Representatives of all Chinese airlines in Australia met with ACT Government officials to discuss the possibility of direct flights between China and Canberra. This continues to deliver on Canberra's <i>International Engagement Strategy</i> .
16	07-Dec-23	Singapore Ministry of Trade and Industry, Enterprise Development Division	Meeting with CMTEDD Officials to discuss ACT's trade and export activity and to highlight the ACT Governments 'better regulation' agenda.	Hosted delegation at 220 London Cct, facilitated introduction and meeting with CMTEDD officials.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
17	07-Dec-23	UK Space	Introduction to Canberra presentation and program of engagements with private businesses and University space research programs at UNSW and ANU.	Facilitated and hosted two-day program of engagements.	Enhanced engagement and relationship building through support of a delegation from privately owned businesses operating in the United Kingdom, a priority market as identified in Canberra's <i>International Engagement Strategy</i> . Promotion of ANU and UNSW as world-class research and innovation universities.
18	06-Feb-24	German Parliamentary State Secretary Ms Anette Kramme MP and Delegation	Site visit and meeting with Canberra Multicultural Hub, Gungahlin	Facilitated site visit and introduction to Canberra Multicultural Hub.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .

No.	DATE	DELEGATION	PURPOSE	ASSISTANCE	OUTCOMES
19	06-Feb-24	Brunei Green Economy	Introduction to Canberra and Net Zero Emissions Strategy discussion, meeting with ACT Government officials to assist Brunei Government in their path to addressing climate change.	Hosted delegation at 220 London Cct and discussed Net Zero Emissions Strategy.	Increased awareness and reputation of Canberra as a leader in green economy.
20	09-Feb-24	TATA Group	Engagement and knowledge sharing on advanced technologies, Smart City initiatives, Generative AI, electric vehicles, Universities and Air India direct flights.	Hosted delegation at 220 London Cct, facilitated introduction and meeting with the Chief Minister.	A pre-Trade Mission briefing to acquaint ACT Government representatives with the capabilities of the TATA Group. As a consequence, the Chief Minister visited TATA Headquarters in Mumbai during the India trade mission in February 2024. As a consequence, TATA has been made aware of the ACT Government's program for the electrification of the bus fleet and ACT Government procurement arrangements.
21	06-Mar-24	Mekong Australia Partnership Program	A delegation from the Greater Mekong Region met with ACT Government officials to discuss moving to Net Zero, sustainable electricity systems, the impact of climate change on flooding and sea-levels and how to engage with the public in responding to climate change. ACT Government officials were able to share the ACT's experience, policy and strategies to address climate change.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with Environment, Planning and Sustainable Development Directorate.	Increased awareness and reputation of Canberra as a leader in green economy.
22	12-Mar-24	USA Defense Innovation Unit	Defence industry knowledge exchange and opportunity for Canberra businesses to pitch to USA Defense Innovation Unit	Hosted delegation at 220 London Cct, facilitated introduction and discussion with seven innovative Canberra based businesses in the Defence, Cyber and Space fields.	Increased awareness and reputation of Canberra businesses in a key sector with a key market as identified in Canberra's <i>International Engagement Strategy</i> .
23	09-Apr-24	Singapore Civil Service College - Engagement & Public Communications	Cultural tour of Canberra and engagement with various ACT Government Directorates and CBRIN	Hosted delegation at Mt Ainslie and Regatta Point Information Centre. Hosted engagements at 220 London Cct, facilitated introduction and knowledge sharing with ACT Government Directorates including Emergency Services Agency, CMTEDD, CIC, OMA, and CRA.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
24	24-Apr-24	Laos Minister for Energy and Mines	Introduction to Canberra and engagement with ACT Environment, Planning and Sustainable Development Directorate regarding renewable energy transition and rooftop solar.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with Environment, Planning and Sustainable Development Directorate. Delegation from Laos met with ACT Government officials to assist Laotian Government in their path to addressing climate change through sharing information and policies on the ACT's Renewable Energy Transition and addressing climate change.	Increased awareness and reputation of Canberra as a leader in green economy.
25	01-May-24	Indonesian EV Delegation	Introduction to Canberra and engagement with ACT Emergency Services Agency regarding Net Zero Emissions strategy.	Delegation of Indonesian officials met with ACT Government officials to assist the Indonesian Government in their path to addressing climate change through sharing information and policies on the ACT's Renewable Energy Transition, growing EV use in Indonesia and addressing climate change. Facilitated introduction and knowledge sharing concerning the ACT's work towards Net Zero Emissions and EV Policy.	Increased awareness and reputation of Canberra as a leader in green economy in a key sector with a key market as identified in Canberra's <i>International Engagement Strategy</i> .

No.	DATE	DELEGATION	PURPOSE	ASSISTANCE	OUTCOMES
26	06-May-24	Vietnam Partnerships for Infrastructure & Future Electricity	Engagement with ACT Government Environment, Planning and Sustainable Development Directorate	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with Environment, Planning and Sustainable Development Directorate.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
27	14-May-24	Embassy of Spain	Introduction to Canberra for new Embassy staff (based out of Melbourne and Sydney)	ACT officials met with a delegation of Spanish Consular and Trade officials to discuss opportunities for two-way trade between the two countries. Briefing on trade prospects from the ACT and a cultural tour of Canberra attractions.	Increased awareness and reputation of Canberra with a key market as idenified in Canberra's <i>International Engagement Strategy</i> .
28	17-May-24	Malaysia Deputy Health Minister	Engagement and knowledge sharing with ACT Health Directorate with discussions between ACT and Malaysian health officials concerning Commonwealth/Territory Relations, Mental Health Priorities in the ACT and the local implementation of national vaping reforms.	Hosted delegation at 220 London Cct, facilitated introduction and knowledge sharing with ACT Health Directorate.	Increased awareness and reputation of ACT Government prtices with a key market as identified in Canberra's <i>International Engagement Strategy</i> .
29	03-Jun-24	New Zealand Media - Canberra Fellowship Program	Program for leaders, emerging leaders, public officials, and media in the Indo-Pacific region, with an aim of deepening economic and personal connections with influential government officials and business partners, and showcasing Australia’s progress in a range of areas.	Facilitated Majura Solar Farm site visit.	A visiting delegation of New Zealand media was briefed on how the ACT achieved its target of using 100% renewable energy, as well as improved relationship with DFAT via support of the Fellowships Program. This continued to deliver on Canberra's <i>International Engagement Strategy</i> and build Canberra's reputation with a key market.
30	06-Jun-24	Thailand National Cyber Security Agency	Introduction to Canberra + ACT Government Digital, Data and Technology Solutions (DDTS) introduction and cyber security policy discussion.	Hosted delegation at 220 London Cct and facilitated introduction to DDTS + Canberra Cyber Hub.	Enhanced engagement and relationship building through support of a Government in a priority market as identified in Canberra's <i>International Engagement Strategy</i> .
31	11-Jun-24	South Korea, Gyeongsangnamdo Office of Education	Meetings to discuss professional regulations and practical plans to improve the qualifications of kindergarten teachers.	Hosted delegation at 220 London Cct and facilitated introduction to ACT Education Directorate and the Teacher Quality Institute	Supported improving education outcomes in South Korea, through introductions to the ACT Education Directorate and in particular the Teacher Quality Institute. This continued to deliver on Canberra's <i>International Engagement Strategy</i> with a key market.