EXPANDING TRADE WITH VIETNAM

23 February 2013

Chief Minister Adam Giles leaves for Vietnam tomorrow where he'll be promoting the Territory as a trade and investment partner.

The trade mission is a follow-up to Mr Giles' inaugural visit to Vietnam last October where he met the Prime Minister and other national Ministers, leading to an expansion of the livestock trade between the Territory and Vietnamese regional capitals.

“I am excited to be returning to Vietnam to build on the momentum generated by my trade mission there last year. That initial visit is already driving results with the first shipment of Territory Buffalo now headed to Vietnam,” Mr Giles said.

“Vietnam is already the Territory’s second leading live cattle customer after Indonesia with $20 million in export last year alone.

“We are working hard to expand our export relationship with this emerging market and the buffalo trade is a great start.

“Our clear message to Vietnam is that the Territory is open for business as the capital of Northern Australia.

“While in Vietnam, I'll be promoting the opportunities for private investment in the Territory's critical transport infrastructure, particularly our Darwin port facilities.”

The Giles Government has begun planning for the future of the Darwin's harbour foreshore by appointing independent advisors, Flagstaff Partners, to help develop an over-arching strategy for attracting private investment in our marine infrastructure.

“We’ve asked these highly credentialed consultants to come up with a strategy to address the need for investment in Darwin's port facilities, the development of the Marine Industry Park and the potential redevelopment of other foreshore marine infrastructure.

“The strategy will help address the need for the development of a second port and the need to reserve land for future strategic and heavy industry.

“The Government is keen to see consolidation of existing marine industries in the East Arm area and continued redevelopment of the Darwin CBD foreshore, particularly around Frances Bay, to cater for a growing population.

“In Vietnam, the delegation will also be working hard to foster direct business-to-business links between Territory and Vietnamese companies.”
The delegation includes Territory business leaders with interests in Vietnam, the NT Chamber of Commerce, representatives from the live cattle, seafood, mining and tourism industries, Charles Darwin University and senior public servants.

The delegation is especially keen to explore opportunities for more Vietnamese students to study VET courses in the Territory, including Alice Springs.

The current visit has a clear focus on strengthening ties with strategic locations of direct relevance to Territory trade and the development of northern Australia.

These include Ho Chi Minh City, the economic capital of the country, Hai Phong, the northern port city that has welcomed growing numbers of live cattle, and Vung Tau province where the Territory has an existing MOU.

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