

# Trade and Investment Queensland

## TIQ promotes “SEQ’s Strengths on the World Stage”

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# Presentation Overview



- Role of TIQ
- Focus of TIQ
- How TIQ delivers
- What TIQ delivers
- Your role with TIQ



## TIQ Purpose and Strategic Direction

**Vision** To be the best regional trade and investment organisation in Australasia.

**Mission** To win trade and investment by matching Queensland's capability with international market opportunities.

**Trade**

**Investment**

**Brand  
Queensland**

**How we operate**

# TIQ Focus Industry Groups



Mining & Resources



Emerging Industries & International Aid



International Education & Training



Food & Agribusiness



Construction & Infrastructure

# How does TIQ deliver?

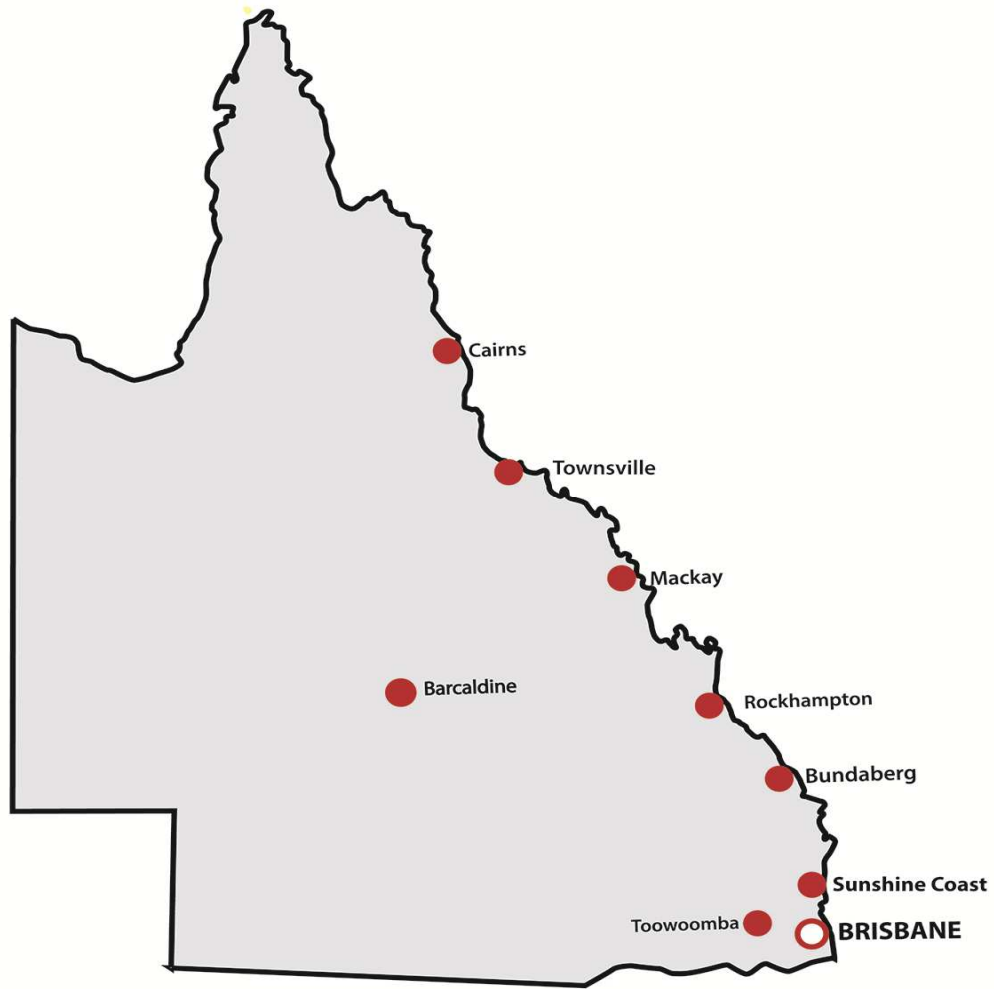
## International Network



Represented in 14 locations

# How does TIQ deliver?

Queensland representation



# How does TIQ deliver?

Partner agencies

- Local government agencies
- Economic Development organisations
- Chambers of Commerce
- Queensland Government agencies
- Austrade and DFAT
- Local airports/port authorities



## What does TIQ deliver?

- Promotional activities/events (eg Export Week)
- Inbound and outbound trade/Investment missions  
(including Ministerial missions)
- Business matching
- Networking events
- Market intelligence
- Policy advice to the Queensland Government
- Nominates skilled/business visa applicants





# Where TIQ pitches its service delivery

- Small to Medium Enterprise (SMEs)
  - New exporters
  - Established exporters seeking new/expanded markets
  - Businesses seeking investment
- Government to Government
- International Buyers seeking new suppliers from Queensland
- Business/skilled migrants
- Investors



# World Spotlight

- Unprecedented run of major events in South East Queensland:
  - 2014 G20
  - 2015 Asia Football Cup
  - 2015 Cricket World Cup
  - Commonwealth Games 2018
- Cements our State as an economic powerhouse with endless opportunities.
- TIQ is promoting trade and investment success stories and strong international relations.
- G20 Queensland TIQ Business Summit.



# Promoting Queensland business exports

- Market and export advice
- Business introductions
- Information on trade/investment opportunities
- In-market support
- Export capability assessment
- Skills development
- Facilitated access to new markets



# Promoting Investment in Queensland



## Overseas Network

- In-market identification of investors
- Initial vetting of investor readiness
- In-market around-the-clock assistance

## TIQ Queensland

- Identification of investment ready projects
- Identification of strategic partners
- On-ground support of inbound investors

Equity investment | Inward Investment | Strategic Partnership/JV



# Case studies – global positioning

## Mandarins – Thailand

- \$760,000
- Global Markets Initiative
- Collaborative project between TIQ & Qld Department of Agriculture, Fisheries and Forestry

## International Education and Training – India, Vietnam, Latin America, China and Middle East

- \$93.7M
- Program of promotional activities

## Natural Resources – Japan

- MOU with Japanese Government agency responsible for funding resources exploration and development
- Collaboration with Japan Bank of International Cooperation
- \$4.5M
- Stanmore Coal

# TIQ assisting Regional Councils and Economic Development Agencies




1. Encourage and assist your organisation to develop local value investment ready profiles of local opportunities.
2. Facilitate awareness and connections based on your region's value propositions and investment ready profiles.
3. Collaborate on inbound and outbound missions where there is an investment or export directive.





## Regional Councils and Economic Development Agencies assisting TIQ

1. Identify the comparative advantages of your region.
  2. Develop and maintain databank of investment ready opportunities for direct and indirect investment.
  3. Pre-qualify leads – what stage of export development and investment readiness?
  4. If state government assistance is required, allow TIQ to be your point of access and coordination to the State Government for all investment related activity.
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# THANK YOU

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