



# Western Australian Investment and Trade Plan 2020-21 Review

# Contents

|                                                                          |    |
|--------------------------------------------------------------------------|----|
| 1. Executive summary.....                                                | 2  |
| 1.1. Purpose of the Review .....                                         | 2  |
| 1.2. Impact of the COVID-19 pandemic on the Plan .....                   | 2  |
| 2. Review methodology and approach.....                                  | 4  |
| 3. The foundations of a strategic approach to investment and trade ..... | 5  |
| 3.1. Partnership approaches .....                                        | 5  |
| 3.2. Strengthen Invest and Trade WA.....                                 | 8  |
| 3.3. Insight-driven targeting of market opportunities .....              | 9  |
| 3.4. Investment and trade policy settings .....                          | 10 |
| 4. Strategy initiatives.....                                             | 12 |
| 4.1. Energy .....                                                        | 13 |
| 4.2. Tourism, events and creative industries .....                       | 17 |
| 4.3. International education .....                                       | 19 |
| 4.5. Mining and mining equipment, technology and services (METS) .....   | 22 |
| 4.6. Defence industries .....                                            | 24 |
| 4.7. Primary industries .....                                            | 26 |
| 4.8. Health and medical technology .....                                 | 28 |
| 4.9. Key cross-sector activities .....                                   | 29 |
| 5. Investment and trade activities by market.....                        | 30 |
| 5.1. ASEAN .....                                                         | 31 |
| 5.2. China .....                                                         | 34 |
| 5.3. UK-Europe.....                                                      | 35 |
| 5.4. India Gulf .....                                                    | 37 |
| 5.5. North East Asia .....                                               | 39 |

# 1. Executive summary

The Western Australian Investment and Trade Plan 2020-21 (the Plan) outlined the Western Australian (WA) Government's main initiatives to strengthen WA's trade and investment performance throughout 2020-21. This document, the WA Investment and Trade Plan 2020-21 Review (the Review), tracks the State's progress against each priority activity outlined in the Plan.

Despite the ongoing impacts of COVID-19, the State successfully delivered the vast majority of planned activities during 2020-21. Many of the priority activities were delivered in innovative new ways, where traditional modes of delivery weren't available due to restrictions on travel or gatherings.

## 1.1. Purpose of the Review

The Review maps the delivery of the activities outlined in the Plan and demonstrates the WA Government's commitment to strong governance and accountability.

The Plan provided a clear overview of the State's priority investment and trade initiatives, along with a summary of priority activities in relevant markets. The Plan was an important tool for communicating the WA Government's strategic and collaborative approach to investment and trade, and its role in unlocking opportunities to generate sustained economic activity and create local jobs.

## 1.2. Impact of the COVID-19 pandemic on the Plan

WA's economy has remained strong through the COVID-19 pandemic, in large part due to sustained demand for WA's mineral commodities, the resilience of WA's key export markets, and WA's long-standing ties with Asia.

Throughout 2020-21, WA's International Investment and Trade Office Network provided valuable market intelligence about the impacts of COVID-19 on supply chains and industries in their markets, and identified emerging trade and investment opportunities for WA businesses. Similarly, onshore engagement with business councils, industry leaders and representatives of diaspora communities have helped WA identify the concerns of key global stakeholders and leverage opportunities.

The success of WA's onshore and offshore engagement, and responsiveness to opportunities, has required agility and innovation as traditional business practices have been constrained by the guidelines and restrictions that governments have placed on citizens globally to limit the transmission of COVID-19.

Across the network:

- A transition to the new Investment and Trade Office Network model meant that some Commissioners remained in market, such as the Agent General, while others returned to work from Perth.
- Four new Investment and Trade Commissioners were appointed and commenced working from Perth.
- Most offshore staff continued working from home, as required by the circumstances within each jurisdiction.
- There were varied constraints on travel and gatherings, and obligations with respect to social distancing and wearing a mask in public.

The network worked collaboratively with Perth-based staff to adjust to the new operating environments within their countries, and transitioned a significant amount of planned activity to virtual engagement. This included online market intelligence sessions, virtual events and tele-meetings with prospective buyers and investors.

As a result of this rapid transition, the WA Government is still successfully delivered more than three-quarters of the planned activities for 2020-21.

## 2. Review methodology and approach

The Review uses a straightforward ‘traffic light’ rating system to track progress against the delivery of priority activities outlined in the Plan. Each activity has been assigned a coloured bullet depending on the progress of that activity. As outlined in Figure 1 below:

- a **green** bullet indicates that an activity has been delivered or is being delivered as part of ongoing core business
- an **orange** bullet indicates that an activity has been partially delivered
- a **red** bullet indicates that an activity has not yet been delivered.

Comments on the delivery status of an activity are made by exception; only when an activity has either been partially delivered or not yet delivered (i.e. the delivery status bullet is coloured in **orange** or **red**). Some comments have also been included for **green** activities to provide examples of completed investment and trade attraction and facilitation work.

Figure 1 | Delivery status traffic light rating system



Progress against priority activities was informed by input from activity owners and internal reporting.

Updates on the progress of market-specific priority activities were sought from the Investment and Trade Commissioners across the international network.

The methodology outlined above represents a structured and efficient governance and accountability mechanism and forms the basis for the review of the Plan.

### 3. The foundations of a strategic approach to investment and trade

Four elements underpinned WA’s approach to investment and trade in 2020-21, across sectors and markets:

- **Partnership approaches.** Working in partnership with government and industry to support investment and trade activities.
- **Strengthening Invest and Trade WA.** Ensuring a whole-of-government approach for promoting WA as a preferred supplier of goods and services and destination for investment.
- **Insight-driven targeting of market opportunities.** Generating and using data, market networks, and intelligence to target activity between and within sectors and markets.
- **Investment and trade policy settings.** Articulating positions on priority issues for WA, and proactively advocating for WA’s interests in national trade and investment policy processes.

The following section outlines the progress of priority activities documented in the Plan. For each initiative, the accountable WA Government agency is also included.

#### 3.1. Partnership approaches

As the lead agency for investment and trade, the Department of Jobs, Tourism, Science and Innovation (JTSI) has continued to collaborate with stakeholders across industry and government to advance investment and trade in WA. This includes federal, state and local government departments and groups, consulates, business councils, chambers of commerce, various industry consortia and industry associations.

| Initiative and accountable agency                                              | Priority activities                                                                                                                               | Delivery status |
|--------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
| <b>Facilitate collaborative approach to investment and trade</b><br>(JTSI)     | • Foster support for the implementation of the ITWA model to improve its delivery.                                                                | ●               |
|                                                                                | • Collaborate with commonwealth agencies and business groups to develop opportunities to support investment and trade facilitation.               | ●               |
| <b>Strengthen WA’s international trade and investment relationships</b> (JTSI) | • Continue to foster a strategic approach to ministerial engagement and business engagement based on government priorities and key opportunities. | ●               |
|                                                                                | • Plan and deliver a range of activities such as trade missions (including virtual options), business delegations, business-                      | ●               |

| Initiative and accountable agency                                                                                                                                | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Delivery status                                                                                                                                                                                                                                                                                 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                  | <p>to-business (B2B) programs and government-to-government programs.</p> <ul style="list-style-type: none"> <li>Undertake economic activities related to our sister-state relationships and memoranda of understanding including a focus on: <ul style="list-style-type: none"> <li>Andhra Pradesh (India)</li> <li>East Java (Indonesia)</li> <li>Hyogo (Japan)</li> <li>Zhejiang (China)</li> <li>Ba Ria-Vung Tau (Vietnam)</li> </ul> </li> <li>Identify opportunities for future partnerships in key markets.</li> </ul> | <ul style="list-style-type: none"> <li>Broader engagement with India is planned, including via an 'India Connect' event. Activities have been planned in East Java for 2022. In Hyogo, the 2021 event was postponed due to COVID-19. All Zhejiang planned activities were delivered.</li> </ul> |
| <b>Deliver Access Asia Business Grants Program</b> (JTSI)                                                                                                        | <ul style="list-style-type: none"> <li>Manage two grant rounds.</li> <li>Support grant recipients and promote their business success and experiences in Asia.</li> </ul>                                                                                                                                                                                                                                                                                                                                                     | <ul style="list-style-type: none"> <li>Round one recipients who acquitted their projects successfully have been promoted on social media. JTSI offers continued support to grant recipients, including through Asian capability workshops.</li> </ul>                                           |
| <b>Explore international partnership and sponsorship options with industry</b><br>(JTSI + Department of Local Government, Sport and Cultural Industries (DLGSC)) | <ul style="list-style-type: none"> <li>Develop options for the Perth Glory sponsorship program.</li> <li>Explore the option of a WA partnership commitment for Dubai World Expo 2020 (October 2021 – March 2022).</li> <li>Explore partnering with the WA European Business Association for its WA European Week and Mining &amp; Energy Investment Conference held across 24 – 25 March 2021.</li> </ul>                                                                                                                    | <ul style="list-style-type: none"> <li>The WA Government partnered with Perth Glory in support of Perth Glory's ACL campaign.</li> <li>A partnership with Dubai expo was signed and planning for WA's participation in the event is underway.</li> </ul>                                        |
| <b>Support WA's Asian business councils</b> (JTSI)                                                                                                               | <ul style="list-style-type: none"> <li>Finalise Strategic Plans for Asian business councils to facilitate business access to Asian markets.</li> <li>Undertake activities focused on building leadership and capability, such as business forums and workshops, capacity building and leadership programs.</li> <li>Collaborate with Perth USAsia Centre to deliver the ASEAN Dialogue to broaden and enhance economic partnerships between WA and the ASEAN region.</li> </ul>                                              | <ul style="list-style-type: none"> <li>JTSI in partnership with AIM WA hosted Asian Engagement Summit on 21 May 2021.</li> </ul>                                                                                                                                                                |
| <b>Build Asian market engagement capability</b> (JTSI)                                                                                                           | <ul style="list-style-type: none"> <li>Deliver Asia capability workshops.</li> <li>Develop an Asian leadership program for the public sector.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                     | <ul style="list-style-type: none"> <li>Two Asia capability workshops hosted in Perth Nov 2020 and May 2021.</li> <li>This activity was postponed due to COVID-19 restrictions, but will be delivered in 2022.</li> </ul>                                                                        |

| Initiative and accountable agency                                                    | Priority activities                                                                                                                                                                                                                                                     | Delivery status                                                                                                                                                                                                                              |
|--------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Support and chair the WA International Education Advisory Group</b> (JTSI)</p> | <ul style="list-style-type: none"> <li>Support the advisory group to develop and implement an International Education Recovery and Renewal Plan to build the resilience of the sector so that it emerges from the pandemic in a position of strength.</li> </ul>        | <ul style="list-style-type: none"> <li>In December 2020, JTSI launched the WA International Education Recovery and Renewal Plan (the Plan). The Plan's development was overseen by the WA International Education Advisory Group.</li> </ul> |
| <p><b>Support and chair the Supply Chain Steering Committee</b> (JTSI)</p>           | <ul style="list-style-type: none"> <li>Support the steering committee to develop a strategy to grow the capability, competitiveness and participation of WA businesses in the domestic and global supply chains of both established and emerging industries.</li> </ul> | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                           |



## 3.2. Strengthen Invest and Trade WA

The Premier officially launched Invest and Trade WA (ITWA) on 14 November 2019. ITWA promotes WA as a destination for investment, provides a ‘one-stop-shop’ for incoming trade and investment enquiries, and assists WA businesses to develop and expand their exports.

| Initiative and accountable agency                                                                                                     | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Delivery status                                                                                                                                                                                                                                    |
|---------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Strengthen ITWA’s operating model with accompanying systems and support</b> (JTSI)                                                 | <ul style="list-style-type: none"> <li>Implement operating and reporting processes, protocols and procedures for effective and appropriate handling of investment and trade inquiries for ITWA and across government.</li> </ul>                                                                                                                                                                                                                                                       | ●                                                                                                                                                                                                                                                  |
|                                                                                                                                       | <ul style="list-style-type: none"> <li>Develop and implement a client management system to track and record investment and trade enquiries, workflow, services delivered and outcomes.</li> </ul>                                                                                                                                                                                                                                                                                      | ● A cloud based client management system is being progressed. Invest and Trade WA is considering several software providers to assess the functionality of a range of cloud-based off the shelf solutions to see whether they are fit-for-purpose. |
|                                                                                                                                       | <ul style="list-style-type: none"> <li>Launch the ITWA website and related communications tools to promote WA’s capability and communicate international opportunities to WA businesses.</li> </ul>                                                                                                                                                                                                                                                                                    | ●                                                                                                                                                                                                                                                  |
| <b>Develop services and supports for exporters and potential investors</b> (JTSI)                                                     | <ul style="list-style-type: none"> <li>Develop services to increase export capability (e.g. digital marketing services).</li> </ul>                                                                                                                                                                                                                                                                                                                                                    | ● Services are being developed, such as a service provider referral list. The ITWA website was launched in January 2021.                                                                                                                           |
|                                                                                                                                       | <ul style="list-style-type: none"> <li>Facilitate briefings to industry on market access issues, insights and opportunities.</li> </ul>                                                                                                                                                                                                                                                                                                                                                | ●                                                                                                                                                                                                                                                  |
|                                                                                                                                       | <ul style="list-style-type: none"> <li>One-to-one client servicing and market advisory linking clients to opportunities.</li> </ul>                                                                                                                                                                                                                                                                                                                                                    | ● 790 enquires services during 2020-21 (165 investment, 625 trade).                                                                                                                                                                                |
|                                                                                                                                       | <ul style="list-style-type: none"> <li>Deliver the WA Industry and Export Awards for 2020 and plan for 2021.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                | ● The 2020 Recognition program, the 2021 Awards program, and the WA Export Awards event were delivered.                                                                                                                                            |
| <b>Provide enhanced services for inbound customer and investor programs</b> (JTSI)                                                    | <ul style="list-style-type: none"> <li>Develop a pipeline of investor-ready projects to be promoted internationally.</li> </ul>                                                                                                                                                                                                                                                                                                                                                        | ●                                                                                                                                                                                                                                                  |
|                                                                                                                                       | <ul style="list-style-type: none"> <li>Develop virtual and/or physical programs for inbound government and trade and investor delegations.</li> </ul>                                                                                                                                                                                                                                                                                                                                  | ● Multiple virtual programs developed and undertaken (e.g. London Tech Week, Alt Food Ex Conference, Japan Wine Masterclass, Germany H2 Roundtable).                                                                                               |
| <b>Deliver targeted programs in-market and virtually</b> (JTSI and Department of Primary Industries and Regional Development (DPIRD)) | <ul style="list-style-type: none"> <li>Facilitate WA involvement at targeted events, in-market or virtually, such as:                             <ul style="list-style-type: none"> <li>London Tech Week (September 2020)</li> <li>China International Import Expo (CIIE) (November 2020)</li> <li>Asia Pacific Energy Assembly, Singapore (April 2021)</li> <li>Global Space Congress, Dubai (April 2021)</li> <li>Dubai World Expo 2020 (from October 2021).</li> </ul> </li> </ul> | ● London Tech Week was delivered, however CIIE, the Asia Pacific Energy Assembly and the Global Space Congress did not take place due to COVID-19. The WA Government’s partnership commitment to the Dubai World Expo 2020 is proceeding.          |

### 3.3. Insight-driven targeting of market opportunities

WA's trade and investment activities target the key sectors and markets that offer the greatest opportunities for WA business. Insight-driven targeting of market opportunities involves gathering quantitative and qualitative information from a range of sources, testing this information and using it to provide advice on the size, scope and timing of WA's opportunities in different markets.

| Initiative and accountable agency                                                           | Priority activities                                                                                                                                                                                                                                                         | Delivery status                                                                                                                                                                                                                                      |
|---------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Provide information on WA's key markets</b> (JTSI)                                       | <ul style="list-style-type: none"> <li>Provide market-specific political and economic overviews to ministers for international engagements, including virtual activities.</li> </ul>                                                                                        | <ul style="list-style-type: none"> <li>Facilitated nine Ambassadorial visit briefings.</li> </ul>                                                                                                                                                    |
|                                                                                             | <ul style="list-style-type: none"> <li>Publish market outlooks for key markets to assist WA business trade and attract investment.</li> </ul>                                                                                                                               | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |
| <b>Provide information and analysis on WA's key sectors</b> (JTSI)                          | <ul style="list-style-type: none"> <li>Develop commodity and sector profiles that provide information on WA's capabilities and an overview of the global market for that commodity/sector, including iron ore, liquefied natural gas (LNG) and battery minerals.</li> </ul> | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |
|                                                                                             | <ul style="list-style-type: none"> <li>Undertake analysis on workforce demand in the resources sector to support delivery of initiatives in the WA Recovery Plan and Diversify WA.</li> </ul>                                                                               | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |
|                                                                                             | <ul style="list-style-type: none"> <li>Promote WA capability through a range of international events to attract investment and highlight WA export capability internationally.</li> </ul>                                                                                   | <ul style="list-style-type: none"> <li>Delivery impacted by COVID-19 restrictions. Virtual events took place, such as the WA- Zhejiang 8<sup>th</sup> exchange committee meeting, India Connect, MUFG Bank MOU signing, London Tech Week.</li> </ul> |
|                                                                                             | <ul style="list-style-type: none"> <li>Work with WA's International Trade and Investment Office Network to develop opportunities for WA business, promote investable projects and engage in international missions and events.</li> </ul>                                   | <ul style="list-style-type: none"> <li>Delivery impacted by COVID-19 restrictions. Virtual events took place, such as the WA- Zhejiang 8<sup>th</sup> exchange committee meeting, India Connect, MUFG Bank MOU signing, London Tech Week.</li> </ul> |
|                                                                                             | <ul style="list-style-type: none"> <li>Undertake analysis of the size and composition of economic growth in Asian markets to support implementation of the Asian Engagement Strategy.</li> </ul>                                                                            | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |
| <b>Provide information and analysis for the WA Government's long-term strategies</b> (JTSI) | <ul style="list-style-type: none"> <li>Undertake analysis to determine how WA's investment and trade activities contribute to the WA Government's strategic goals.</li> </ul>                                                                                               | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |
|                                                                                             | <ul style="list-style-type: none"> <li>Undertake analysis to inform the WA Government's future policy and project decisions.</li> </ul>                                                                                                                                     | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |
|                                                                                             | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                          | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                   |

### 3.4. Investment and trade policy settings

JSTI has continued to develop and clearly articulate positions on priority issues for WA, and to proactively participate in a range of national trade and investment policy processes to help boost exports and increase inward investment to WA.

| Initiative and accountable agency                                                                                           | Priority activities                                                                                                                                                                                                                                                                                                      | Delivery status                                                                                                                |
|-----------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| <b>Convey clear investment and trade priorities for WA to business, government and community stakeholders</b> (JTSI)        | • Report on the implementation and outcomes of the WA Investment and Trade Plan 2019-20.                                                                                                                                                                                                                                 | ●                                                                                                                              |
|                                                                                                                             | • Publish documents that articulate WA Government priorities and activities, including the WA Investment and Trade Plan 2020-21 and market outlooks.                                                                                                                                                                     | ●                                                                                                                              |
| <b>Advocate for WA's interests in national consultations on trade, investment and international issues</b> (JTSI and DPIRD) | • Participate in the federal, state and territories' Trade and Investment Ministerial Meeting, Senior Officials Trade and Investment Group, National Trade Working Group and National Investment Advisory Group meetings.                                                                                                | ●                                                                                                                              |
|                                                                                                                             | • Provide input to the Australian Government's negotiations on free trade agreements, including the Australia-European Union (EU) Free Trade Agreement, Australia-United Kingdom Free Trade Agreement, Regional Comprehensive Economic Partnership and Indonesia-Australia Comprehensive Economic Partnership Agreement. | ●                                                                                                                              |
|                                                                                                                             | • Provide advice to the Australian Government on Foreign Investment Review Board proposals that may impact the State.                                                                                                                                                                                                    | ●                                                                                                                              |
|                                                                                                                             | • Make submissions to parliamentary inquiries on investment and trade matters of importance to WA.                                                                                                                                                                                                                       | ● Developed WA Government submissions to two parliamentary inquiries, including the inquiry into foreign investment proposals. |
|                                                                                                                             | • Advocate for WA agrifood industry priorities as part of the Australian Government's technical market access negotiation priorities with trading partners.                                                                                                                                                              | ●                                                                                                                              |
| <b>Explore supply chain opportunities</b> (JTSI)                                                                            | • Map priority supply chain opportunities.                                                                                                                                                                                                                                                                               | ●                                                                                                                              |
|                                                                                                                             | • Develop a Supply Chain Opportunities and Investment Attraction Strategy.                                                                                                                                                                                                                                               | ● The Supply Chain Development Plan has been developed.                                                                        |
|                                                                                                                             | • Monitor and report on the implementation of actions.                                                                                                                                                                                                                                                                   | ● The Supply Chain Development Plan is pending release.                                                                        |
| <b>Strengthen the State's Investment Attraction Approach</b> (JTSI)                                                         | • Benchmark against investment attraction approaches in other jurisdictions.                                                                                                                                                                                                                                             | ●                                                                                                                              |
|                                                                                                                             | • Complete an audit of existing investment attraction activities within JTSI and across government.                                                                                                                                                                                                                      | ●                                                                                                                              |

| Initiative and accountable agency | Priority activities                                                                                                                                                                                           | Delivery status                                                                                                    |
|-----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
|                                   | <ul style="list-style-type: none"> <li>Design and implement enhancements to the State's investment attraction approach, including the development of an investment attraction incentive framework.</li> </ul> | <ul style="list-style-type: none"> <li>Superseded by the Investment Attraction and New Industries Fund.</li> </ul> |

## 4. Strategy initiatives

This section outlines progress of activities against priority initiatives in the following areas:

- Energy
- Tourism, events and creative industries
- International education
- Mining and METS
- Defence industry
- Primary industries
- Health and medical technology
- Key cross-sector activities

For each initiative, the accountable WA Government agency is included.

## 4.1. Energy

WA has substantial energy resources and unparalleled opportunities to generate and safely store renewable energy. Providing the right policy and regulatory settings to facilitate investment and trade in the energy industry is a priority for the WA Government.

| Initiative and accountable agency                                      | Priority activities                                                                                                                                                                                                       | Delivery status                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Attract investment into WA's future battery industry (JTSI)</b>     | <ul style="list-style-type: none"> <li>Obtain business intelligence on CAM manufacturers in priority markets, including the EU, South Korea and Japan and identify WA's comparative jurisdictional advantages.</li> </ul> | ●                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|                                                                        | <ul style="list-style-type: none"> <li>Explore incentives to attract and enable investment in CAM manufacturing.</li> </ul>                                                                                               | <p>● The WA Government allocated \$13.2 million through the WA Recovery Plan as a financial incentive to attract a global pre-cursor manufacturer to WA.</p> <p>JTSI continues to advocate for CAM projects to apply for funding through the \$1.5 billion Modern Manufacturing Initiative, specifically through the 'Resources Technology and Critical Minerals Processing' priority area.</p>                                                                                                                                                                                                                                       |
|                                                                        | <ul style="list-style-type: none"> <li>Develop public investment attraction and trade promotion strategies for target markets.</li> </ul>                                                                                 | <p>● The Future Battery and Critical Minerals Industries Strategy was updated in November 2020, and includes promoting investment opportunities across the breadth of the value chain in WA.</p> <p>In May 2021, a CAM investment prospectus was approved for release to potential investors. JTSI is currently in discussions with potential international investors within the P-CAM manufacturing space, which were identified through the Roskill business intelligence report.</p> <p>JTSI is continuing to develop publically available investment attraction opportunities and strategies specific for key global markets.</p> |
| <b>Facilitate key projects for WA's future battery industry (JTSI)</b> | <ul style="list-style-type: none"> <li>Develop and promote a dealbook to capture specific investment opportunities.</li> </ul>                                                                                            | ●                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|                                                                        | <ul style="list-style-type: none"> <li>Develop a process to certify production of WA's battery minerals.</li> </ul>                                                                                                       | <p>● JTSI continues to work with the Future Battery Industry Cooperative Research Centre and the Future Battery and Critical Minerals Taskforce to determine if a certification scheme provides value to WA industry, and if so, develop a process to identify a preferred</p>                                                                                                                                                                                                                                                                                                                                                        |

| Initiative and accountable agency                                   | Priority activities                                                                                                                                                                                                            | Delivery status                                                                                                                                                      |
|---------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                     |                                                                                                                                                                                                                                | certification scheme suitable for WA industry.                                                                                                                       |
|                                                                     | <ul style="list-style-type: none"> <li>• Provide project facilitation services for the battery industry.</li> </ul>                                                                                                            | ●                                                                                                                                                                    |
| <b>Attract investment into critical minerals projects (JTSI)</b>    | <ul style="list-style-type: none"> <li>• Facilitate understanding of WA's potential as a secure and reliable supplier and processor of critical minerals (including rare earth elements).</li> </ul>                           | ●                                                                                                                                                                    |
|                                                                     | <ul style="list-style-type: none"> <li>• Engage with policymakers in target markets to identify WA as a preferred supplier of critical minerals.</li> </ul>                                                                    | ● JTSI has briefed a number of consuls general, ambassadors and trade delegates representing Japan, India, Germany, Austria and the Netherlands.                     |
|                                                                     | <ul style="list-style-type: none"> <li>• Develop investment attraction and trade promotion strategies for target markets.</li> </ul>                                                                                           | ● JTSI produced updated internal investment attraction strategies for the battery and critical minerals priority markets of EU/UK, US, India, Japan/Korea and China. |
| <b>Implement the WA Renewable Hydrogen Strategy and fund (JTSI)</b> | <ul style="list-style-type: none"> <li>• Lead implementation of the Renewable Hydrogen Strategy.</li> </ul>                                                                                                                    | ●                                                                                                                                                                    |
|                                                                     | <ul style="list-style-type: none"> <li>• Seek to provide additional grant funding to support investment in the hydrogen industry.</li> </ul>                                                                                   | ● The WA Government allocated an additional \$5 million to run a second round of the Renewable Hydrogen Fund.                                                        |
|                                                                     | <ul style="list-style-type: none"> <li>• Conduct studies into the technical, economic and regulatory issues involved with blending hydrogen into the domestic gas network.</li> </ul>                                          | ● A technical study is being conducted by ATCO through their WA Government-funded blending project. Economic and regulatory studies are still being progressed.      |
|                                                                     | <ul style="list-style-type: none"> <li>• Identify geological structures suitable for hydrogen storage, including 3D and dynamic modelling.</li> </ul>                                                                          | ●                                                                                                                                                                    |
|                                                                     | <ul style="list-style-type: none"> <li>• Undertake a legal framework review consistent with commitments made under the COAG Energy Council to consider the technical, safety, economic and governance arrangements.</li> </ul> | ● Stage one of this project is almost complete, next steps are progressing.                                                                                          |
|                                                                     | <ul style="list-style-type: none"> <li>• Develop a hydrogen value chain study to promote hydrogen opportunities, and identify bottlenecks and limitations that impede the development of an export industry.</li> </ul>        | ● This project has been scoped and next steps are progressing.                                                                                                       |
|                                                                     | <ul style="list-style-type: none"> <li>• Collect business intelligence from key export and procurement markets.</li> </ul>                                                                                                     | ●                                                                                                                                                                    |
|                                                                     | <ul style="list-style-type: none"> <li>• Target potential investment from China, Europe, Japan and South Korea.</li> </ul>                                                                                                     | ● German and French roundtables have been completed.                                                                                                                 |
|                                                                     | <ul style="list-style-type: none"> <li>• Manage a \$15 million fund to facilitate private sector investment in the renewable hydrogen industry.</li> </ul>                                                                     | ●                                                                                                                                                                    |

| Initiative and accountable agency                                                                              | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                               | Delivery status                                                                                                                                                                                                  |
|----------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                | <ul style="list-style-type: none"> <li>Work closely with the Australian Government and relevant bodies to support regulatory reform that will enable growth of the renewable hydrogen industry.</li> </ul>                                                                                                                                                                                                                                        | ●                                                                                                                                                                                                                |
|                                                                                                                | <ul style="list-style-type: none"> <li>Provide strategic advice to potential investors and coordinate the State's work in growing this industry, both domestically and for export.</li> </ul>                                                                                                                                                                                                                                                     | ●                                                                                                                                                                                                                |
| <b>Implement the Energy Transformation Strategy and related initiatives</b> ( <i>Energy Policy WA (EPWA)</i> ) | <ul style="list-style-type: none"> <li>Modernise policy and regulatory settings governing the connection of generators to the Western Power network and the operation of the Wholesale Electricity Market in the SWIS.</li> </ul>                                                                                                                                                                                                                 | ● Energy Policy WA completed key reforms to the Wholesale Electricity Market operating in the South West Interconnected Systems. The changes were implemented in November and December 2020.                     |
|                                                                                                                | <ul style="list-style-type: none"> <li>Complete and publish the first Whole of System Plan for the SWIS.</li> </ul>                                                                                                                                                                                                                                                                                                                               | ● The inaugural plan was released in October 2020.                                                                                                                                                               |
|                                                                                                                | <ul style="list-style-type: none"> <li>Continue to implement the Distributed Energy Resources Roadmap to assist the mitigation of system security risks from the energy transition whilst maximising consumer benefits.</li> </ul>                                                                                                                                                                                                                | ● Implementation of the 36 actions in the roadmap is underway, with a 12-month progress report published in April 2021.                                                                                          |
|                                                                                                                | <ul style="list-style-type: none"> <li>Manage a second round of the Clean Energy Future Fund to support innovative clean energy projects.</li> </ul>                                                                                                                                                                                                                                                                                              | ● Applications for round two of the Clean Energy Future Fund closed in April 2021. A large volume of applications were received for Round 2, which are being finalised.                                          |
|                                                                                                                | <ul style="list-style-type: none"> <li>Implement new regulatory arrangements for access to electricity infrastructure in the Pilbara, including a light-handed third-party access regime and an independent system operator.</li> </ul>                                                                                                                                                                                                           | ● Following the passage of the <i>Electricity Industry Amendment Act 2020</i> in April 2020, Energy Policy WA worked with industry to implement the Pilbara electricity reforms, which commenced on 1 July 2021. |
| <b>Exploration Incentive Scheme</b> ( <i>Department of Mines, Industry Regulation and Safety (DMIRS)</i> )     | <ul style="list-style-type: none"> <li>Establish a government-industry Energy Analysis Program (EAP) for petroleum and geothermal WA-based companies</li> </ul>                                                                                                                                                                                                                                                                                   | ●                                                                                                                                                                                                                |
| <b>Facilitate projects to stimulate the renewables industry</b> ( <i>JTSI &amp; EPWA</i> )                     | <ul style="list-style-type: none"> <li>Expand the Clean Energy Future Fund to bring forward clean energy investment and expedite deployment of clean energy technologies.</li> </ul>                                                                                                                                                                                                                                                              | ● In July 2020 it was announced that an extra \$10 million would be invested in the Clean Energy Future Fund.                                                                                                    |
|                                                                                                                | <ul style="list-style-type: none"> <li>Support the development of the emerging wind farm industry in WA.</li> </ul>                                                                                                                                                                                                                                                                                                                               | ●                                                                                                                                                                                                                |
|                                                                                                                | <ul style="list-style-type: none"> <li>Manage Oakajee renewable power expressions of interest (EOI), including:               <ul style="list-style-type: none"> <li>Obtaining EOI advice through DevelopmentWA</li> <li>Preparing EOI and promotion through WA's International Trade and Investment Office Network</li> <li>Supporting negotiations with proponents</li> <li>Coordinating with power users including DUG.</li> </ul> </li> </ul> | ●                                                                                                                                                                                                                |



| Initiative and accountable agency               | Priority activities                                                                                                                                                                                                               | Delivery status                                                                                                                                                                             |
|-------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Facilitate the LNG Jobs Taskforce (JTSI)</b> | <ul style="list-style-type: none"> <li>Facilitate and support the activities of the LNG Jobs Taskforce and associated initiatives to enhance WA's share of the value chain associated with LNG and support local jobs.</li> </ul> | <ul style="list-style-type: none"> <li>●</li> </ul>                                                                                                                                         |
|                                                 | <ul style="list-style-type: none"> <li>Provide \$1.4 million in funding to deliver LNG Jobs Taskforce initiatives.</li> </ul>                                                                                                     | <ul style="list-style-type: none"> <li>● All funding is now allocated to initiatives due for finalisation in 2021-22.</li> </ul>                                                            |
|                                                 | <ul style="list-style-type: none"> <li>Negotiate and monitor agreements with LNG exporters to implement the WA Domestic Gas Policy.</li> </ul>                                                                                    | <ul style="list-style-type: none"> <li>● The policy was updated in August 2021.</li> </ul>                                                                                                  |
|                                                 | <ul style="list-style-type: none"> <li>Develop a refreshed approach to the next phase of the LNG Fund.</li> </ul>                                                                                                                 | <ul style="list-style-type: none"> <li>● Participants in the fund, including the Australian Government and industry partners agreed to keep the current scope of the fund as is.</li> </ul> |

## 4.2. Tourism, events and creative industries

WA's vast natural beauty, rich Aboriginal cultural history, cultural and sporting events, and a growing innovative creative sector are key to attracting and inspiring visitors to trade with and invest in WA.

| Initiative and accountable agency                                                   | Priority activities                                                                                                                                                                                                                                               | Delivery status                                                                                                                                                                                                                                                                |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Finalise tourism recovery plan and develop long-term tourism strategy (JTSI)</b> | <ul style="list-style-type: none"> <li>Identify and promote opportunities to ensure industry sustainability and drive international tourism post COVID-19, including identifying and retaining long-term event opportunities in the post COVID-19 era.</li> </ul> | <ul style="list-style-type: none"> <li>Industry sustainability activities, such as grants and vouchers, were undertaken throughout 2020-21 to support industry post COVID-19. The identification and pursuit of events displaced as a result of COVID-19 continues.</li> </ul> |
|                                                                                     | <ul style="list-style-type: none"> <li>Deliver interstate and intrastate marketing activities to promote travel to and within WA.</li> </ul>                                                                                                                      | <ul style="list-style-type: none"> <li>Intrastate marketing has been a focus in 2020-21, and has been revised and amended to ensure a continual presence.</li> </ul>                                                                                                           |
|                                                                                     | <ul style="list-style-type: none"> <li>Develop and implement a tourism recovery plan.</li> </ul>                                                                                                                                                                  | <ul style="list-style-type: none"> <li>Currently developing a three-phase plan to cover the 2021-2030 period.</li> </ul>                                                                                                                                                       |
|                                                                                     | <ul style="list-style-type: none"> <li>Undertake consultation, research and analytics to develop the Long-Term Tourism Strategy that sets WA's tourism agenda to 2030.</li> </ul>                                                                                 | <ul style="list-style-type: none"> <li>Work on the Long Term Tourism Strategy to 2030 was paused in March 2020 due to COVID-19.</li> </ul>                                                                                                                                     |
| <b>Implement the Aboriginal Tourism Action Plan (JTSI and DLGSC)</b>                | <ul style="list-style-type: none"> <li>Establish online marketplaces to sell Aboriginal artworks.</li> </ul>                                                                                                                                                      | <ul style="list-style-type: none"> <li>The Selling WA to the World project is in the scoping phase.</li> </ul>                                                                                                                                                                 |
|                                                                                     | <ul style="list-style-type: none"> <li>Monetise performances by WA companies.</li> </ul>                                                                                                                                                                          | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                             |
|                                                                                     | <ul style="list-style-type: none"> <li>Secure editorial opportunities to promote Aboriginal tourism experiences in travel and lifestyle media.</li> </ul>                                                                                                         | <ul style="list-style-type: none"> <li>Tourism WA's partnership with WA Indigenous Tourism Operators Council saw a further 12 key editorial features on Aboriginal tourism experiences undertaken.</li> </ul>                                                                  |
| <b>Investigate opportunities for additional aviation services to WA (JTSI)</b>      | <ul style="list-style-type: none"> <li>Re-establish aviation partnerships and agreements with regional, interstate and international airlines.</li> </ul>                                                                                                         | <ul style="list-style-type: none"> <li>Ongoing border closures and travel restrictions are limiting the ability to progress discussions with airlines and access the Aviation Recovery Fund.</li> </ul>                                                                        |
|                                                                                     | <ul style="list-style-type: none"> <li>Identify opportunities for potential new routes and expanded capacities.</li> </ul>                                                                                                                                        | <ul style="list-style-type: none"> <li>Review of opportunities for new routes is continuing. Shorter term opportunities largely remain focused on domestic travel given the ongoing border closures and travel restrictions.</li> </ul>                                        |

| Initiative and accountable agency                                                                | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Delivery status                                                                                                                                                                                                                                                            |
|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Plan and invest in WA's cultural infrastructure</b><br>(DLGSC)                                | <ul style="list-style-type: none"> <li>• Administer and deliver the Regional Arts and Culture Investment Program through:             <ul style="list-style-type: none"> <li>• Building capacity of regional performing arts venue staff and programming through the Business Development and Capacity Building program</li> <li>• Activating regional performing arts venues through the Venue Activation Fund</li> <li>• Supporting Aboriginal arts and cultural organisations in business development and capacity building through the Aboriginal Business Development and Capacity Building program</li> <li>• Supporting regional artists and organisations through the Regional Arts Empowerment and Employment Grants program</li> </ul> </li> <li>• Producing an interactive WA Cultural Infrastructure Map.</li> </ul> | <p>●</p>                                                                                                                                                                                                                                                                   |
| <b>Understand and measure the public value of cultural infrastructure</b> (DLGSC)                | <ul style="list-style-type: none"> <li>• Develop a Cultural Infrastructure Investment Framework for public value appraisals of cultural infrastructure proposals.</li> <li>• Undertake consultation to develop further metrics within the Public Value Measurement Framework to better determine the economic value of cultural infrastructure.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <p>● This activity is underway.</p> <p>● This activity is underway.</p>                                                                                                                                                                                                    |
| <b>Support technical innovation in the screen and immersive technology industries</b><br>(DLGSC) | <ul style="list-style-type: none"> <li>• Support XR:WA virtual reality festival.</li> <li>• Partner with Screenwest to establish a fund to support the video games and immersive industries.</li> <li>• Secure WA's first purpose-built film production and screen and immersive technology precinct.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <p>●</p> <p>● The Screenwest Games and Interactive Fund business case has been developed and is undergoing approvals.</p> <p>● The WA Government has committed \$100 million to develop screen studios, which is progressing through the Market-led Proposals process.</p> |

### 4.3. International education

Growing WA’s international reputation as an education destination is a clear investment and trade priority, especially as urbanisation and the number of consumers seeking quality education increases.

| Initiative and accountable agency                                                                           | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Delivery status                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|-------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Undertake in-market activities to promote WA as an international education destination (JTSI)</b></p> | <ul style="list-style-type: none"> <li>• Develop and implement a WA International Education Recovery and Renewal Plan.</li> <li>• Develop and implement a WA international education marketing strategy to unite the sector with a shared identity and raise the profile of Perth in offshore markets.</li> <li>• Manage a global network of education business development managers (EBDMs) by:                             <ul style="list-style-type: none"> <li>• Establishing a 2020-21 operational plan, individual market plans and market intelligence report</li> <li>• Providing resources to EBDMs to effectively leverage the marketing strategy and campaign platform in their own activities in-market</li> <li>• Establishing clear engagement protocols to support and streamline communication with EBDMs and WA international education providers</li> <li>• Exploring opportunities to expand the EBDM network in markets of strategic value to WA</li> <li>• Re-examining the roles and responsibilities of EBDMs to ensure they can provide support to WA’s international education providers.</li> </ul> </li> <li>• Undertake a range of activities to promote WA as an education destination. Activities include:                             <ul style="list-style-type: none"> <li>• Developing and executing a paid media campaign to promote WA’s international education offerings in offshore markets</li> <li>• Collaborating with industry in the creation of a suite of resources and assets to be utilised within their own marketing activities. Sharing one voice in-market to amplify individual marketing efforts</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>● In December 2020, JTSI launched the WA International Education Recovery and Renewal Plan (the Plan). Key initiatives in the Plan, many of which have been implemented, include: financial assistance for providers to support their operations and to expand online activities; opportunities for offshore collaboration projects; support for programs to foster onshore international student wellbeing; and an offshore marketing strategy to raise awareness of WA as a study destination – rebuilding the pipeline of international students.</li> <li>● Development of the offshore marketing strategy is well progressed, including the strategic proposition, creative platform and creative concept. The production of campaign assets and an industry toolkit is being finalised, with launch expected in late 2021.</li> <li>● In-market business development activities for international education have been impacted by COVID-19 restrictions in many countries.</li> <li>● Many in-market activities have been delayed by the impacts of COVID-19.</li> </ul> <p>Development of industry resources and execution of media campaign to be delivered as part of the implementation of the offshore international marketing campaign in late 2021.</p> <p>The Online Capability Fund has been established and implemented.</p> |

| Initiative and accountable agency                                                                                    | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Delivery status                                                                                                   |
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|                                                                                                                      | <ul style="list-style-type: none"> <li>Negotiating deals with education agents</li> <li>Establishing an Online Capability Fund to support international education providers in building their online or remote capabilities, virtual engagement, course offerings and services to address the impacts of the COVID-19 pandemic.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                   |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Seek opportunities to leverage partnerships with offshore institutions and Australian Government agencies to provide experiences and support for students based offshore. Liaise with stakeholders to provide support and input on their in-market activities (e.g. StudyPerth, TWA, universities, TAFE, Perth Airport, service providers), including:                             <ul style="list-style-type: none"> <li>Supporting the School Curriculum and Standards Authority (SCSA) to expand the number of international schools licensed to deliver the WA Certificate of Education offshore</li> <li>Working with the VET sector to actively promote its programs and services</li> <li>Seeking opportunities to develop international education consortia to access new offshore market opportunities and foster innovative approaches to education and training delivery.</li> </ul> </li> </ul> | ●                                                                                                                 |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Leverage partnerships and resources to re-establish direct flights with key markets.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | ● Ongoing border closures and travel restrictions are limiting the ability to progress discussions with airlines. |
| <p><b>Provide centralised leadership and coordination for international education activity</b><br/><i>(JTSI)</i></p> | <ul style="list-style-type: none"> <li>Provide coordination and accountability support for activities across the sector through the WA International Education Advisory Group.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | ●                                                                                                                 |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Plan for the delivery of the WA International Education Summit in late 2021.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | ● Delivery of the Summit subject to consideration by the WA International Education Advisory Group.               |
| <p><b>Support StudyPerth</b><br/><i>(JTSI)</i></p>                                                                   | <ul style="list-style-type: none"> <li>Oversee and administer the provision of funding to StudyPerth to undertake a range of activities including:                             <ul style="list-style-type: none"> <li>Managing Perth-based events and programming to welcome and support international students during their studies</li> <li>Undertaking marketing and branding activities, such as social media, newsletters and collateral requirements.</li> </ul> </li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | ●                                                                                                                 |
| <p><b>Expand market-based research and intelligence management</b> <i>(JTSI)</i></p>                                 | <ul style="list-style-type: none"> <li>Develop and implement an international education dashboard report to track market sentiment and WA provider activity.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | ●                                                                                                                 |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Gather intelligence to provide regular updates on in-market activities and trends to inform WA's international education policy and ensure it is conducive to recovery.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | ●                                                                                                                 |

| Initiative and accountable agency | Priority activities                                                                                                                                                                                                              | Delivery status                                                                                                                                                                                                                    |
|-----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                   | <ul style="list-style-type: none"> <li>Undertake in-market research in key markets to best understand the target audience and to inform the development of the marketing strategy, campaign, creative and paid media.</li> </ul> | <ul style="list-style-type: none"> <li>Market research undertaken in six key markets (i.e. India, Vietnam, Malaysia, Indonesia, Philippines and China), including detailed surveys of prospective students and parents.</li> </ul> |

## 4.5. Mining and mining equipment, technology and services (METS)

Mining is a significant strength of, and contributor to, the WA economy. Encouraging investment and trade in mining and METS is critical to WA's economic prosperity.

| Initiative and accountable agency                                     | Priority activities                                                                                                                                                                                                                                                                                                                                                                                                                                                | Delivery status                                                                                                                                                                       |
|-----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Continue the Exploration Incentive Scheme (DMIRS)</b>              | <ul style="list-style-type: none"> <li>Continue a government-industry co-funded drilling program with biannual application rounds.</li> </ul>                                                                                                                                                                                                                                                                                                                      | ● Increased by \$2 million in 2021-22.                                                                                                                                                |
|                                                                       | <ul style="list-style-type: none"> <li>Conduct prospectivity mapping and encourage exploration through cover via 4D mapping.</li> </ul>                                                                                                                                                                                                                                                                                                                            | ●                                                                                                                                                                                     |
|                                                                       | <ul style="list-style-type: none"> <li>Support strategic research conducted through initiatives such as the Mineral Exploration (MinEx) Cooperative Research Centre and the Minerals Research Institute of WA.</li> </ul>                                                                                                                                                                                                                                          | ●                                                                                                                                                                                     |
|                                                                       | <ul style="list-style-type: none"> <li>Support the acquisition of geophysical data (e.g. passive seismic, airborne electromagnetics).</li> </ul>                                                                                                                                                                                                                                                                                                                   | ● Purchased ten seismometers, planning to order ten more.                                                                                                                             |
|                                                                       | <ul style="list-style-type: none"> <li>Modernise and improve geoscientific data delivery.</li> </ul>                                                                                                                                                                                                                                                                                                                                                               | ● This activity is awaiting funding.                                                                                                                                                  |
| <b>Streamline WA's Mining Environmental Approvals Project (DMIRS)</b> | <ul style="list-style-type: none"> <li>Plan and implement the following streamlining measures, consistent with the WA Recovery Plan:                             <ul style="list-style-type: none"> <li>Online one-stop shop</li> <li>Clear guidance</li> <li>Reduced reporting burden</li> <li>Build common understanding</li> <li>Strengthen case management support</li> <li>Statements of expectation</li> <li>Performance measurement.</li> </ul> </li> </ul> | ●                                                                                                                                                                                     |
| <b>Showcase the WA Mining Sector (JTSI, DMIRS)</b>                    | <ul style="list-style-type: none"> <li>Host the following events in 2021:                             <ul style="list-style-type: none"> <li>Australasian Oil &amp; Gas Exhibition &amp; Conference</li> <li>Austmine Conference</li> <li>Australian Petroleum Production &amp; Exploration Association Conference and Exhibition</li> <li>GSWA Open Day.</li> </ul> </li> </ul>                                                                                   | ●                                                                                                                                                                                     |
| <b>Promote WA METS and PETS capabilities (JTSI)</b>                   | <ul style="list-style-type: none"> <li>Work with the Chamber of Minerals and Energy (WA) to market offshore opportunities to WA's METS and PETS sectors.</li> </ul>                                                                                                                                                                                                                                                                                                | ● No activities have been undertaken to date.                                                                                                                                         |
|                                                                       | <ul style="list-style-type: none"> <li>Offer WA industry targeted market intelligence, in-market support, business matching and attendance at industry-focused trade events and trade missions in overseas markets through WA's International Trade and Investment Office Network and Austrade where we do not have a market presence.</li> </ul>                                                                                                                  | ● COVID-19 has impacted delegate participation at in-market events. The Indonesia METS event & report, <i>Opportunities in Indonesia for WA METS Companies</i> , have been completed. |

| Initiative and accountable agency | Priority activities                                                                                                                                                                                  | Delivery status                                                                                                                                                                                                         |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                   | <ul style="list-style-type: none"> <li>• Work collaboratively with Austmine’s METS Digital Mining Export Hub and SubSea Energy Australia’s Export Hub to grow WA exports internationally.</li> </ul> | <ul style="list-style-type: none"> <li>● There have been some COVID-19 impacts to the delivery of the Austmine Digital Mining Export Hub project, but the project is progressing against revised milestones.</li> </ul> |



## 4.6. Defence industries

Supporting WA’s capabilities in defence industries – such as the State’s strengths in large-scale ship building and specialised manufacturing – is key to capitalising on emerging opportunities and niche markets in domestic and international defence markets.

| Initiative and accountable agency                                                                 | Priority activities                                                                                                                                                                               | Delivery status                                                                                                                                                                                               |
|---------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Facilitate the transition of Collins class submarine full cycle docking (FCD) to WA (JTSI)</b> | <ul style="list-style-type: none"> <li>Finalise the Australian Marine Complex Strategic Infrastructure and Land Use Plan.</li> </ul>                                                              | ●                                                                                                                                                                                                             |
|                                                                                                   | <ul style="list-style-type: none"> <li>Work with local defence industry to build capability and capacity of the supply chain.</li> </ul>                                                          | ● WA Defence-Ready Initiatives launched in 2020/21. Funding secured for 2021/22 to assist WA businesses in becoming ‘defence-ready’ by entering or advancing their potential within the defence supply chain. |
|                                                                                                   | <ul style="list-style-type: none"> <li>Develop a business case for a WA maintenance hub for future Hunter class frigates.</li> </ul>                                                              | ● Review of WA frigate maintenance capabilities has commenced. Initial stakeholder engagement with defence industry has been undertaken.                                                                      |
| <b>Deliver key promotional defence events (JTSI)</b>                                              | <ul style="list-style-type: none"> <li>Develop a Defence West Trade Show Strategy.</li> </ul>                                                                                                     | ● Development of the draft strategy for 2021-22 was reinitiated in Q4, noting the impact of COVID-19. Hosted 21 WA organisations at Defence West’s Land Forces 2021 stand in Brisbane in June 2021.           |
|                                                                                                   | <ul style="list-style-type: none"> <li>Plan for the 2021 Indo-Pacific Defence Conference.</li> </ul>                                                                                              | ● Due to COVID-19, the WA Indo-Pacific Defence Conference has been postponed until 2022. A new date will be set in coming months.                                                                             |
| <b>Engage with international defence prime contractors (JTSI)</b>                                 | <ul style="list-style-type: none"> <li>Develop and implement industry engagement plans under the Defence and Defence Industries Strategic Plan.</li> </ul>                                        | ● A WA Government communication strategy is being developed to convey WA maritime capability and capacity to stakeholders.                                                                                    |
|                                                                                                   | <ul style="list-style-type: none"> <li>Provide engagement opportunities to prime contractors, local SMEs and industry bodies for upcoming domestic and international defence programs.</li> </ul> | ● A defence industry data analytics model is being developed to provide a greater understanding of defence within WA and to promote WA’s defence capability.                                                  |
| <b>Support a strong and enduring defence presence (JTSI)</b>                                      | <ul style="list-style-type: none"> <li>Develop a WA Defence Strategic Infrastructure Plan.</li> </ul>                                                                                             | ● The Defence Consultative Forum is confirmed for October 2021. The Regional infrastructure review has commenced with a focus on future defence requirements.                                                 |
|                                                                                                   | <ul style="list-style-type: none"> <li>Identify and undertake studies to inform future infrastructure development.</li> </ul>                                                                     | ●                                                                                                                                                                                                             |
|                                                                                                   | <ul style="list-style-type: none"> <li>Finalise and implement the findings from the Defence Strategy Program Governance Review.</li> </ul>                                                        | ● The Defence Strategy Program Governance Review recommendations and proposed implementation has been approved                                                                                                |

| Initiative and accountable agency                        | Priority activities                                                                                                                                                     | Delivery status                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                          |                                                                                                                                                                         | and members of the advisory group have been briefed.<br>The Draft Implementation Plan was prepared in March 2021 to capture key performance indicators and measurements to 2030.                                                                                                                                                                                                                                                        |
|                                                          | <ul style="list-style-type: none"> <li>• Prepare Defence Workforce Development plans for the defence capability streams.</li> </ul>                                     | <ul style="list-style-type: none"> <li>● WA Defence Maritime workforce initiatives were launched in September 2020. Work has commenced on the combined Workforce Development Plan. The 2021 WA defence industry workforce survey was launched in collaboration with Defence West for WA's air, land, space, cyber and information defence capability. Responses will be analysed in Q1 2021/22.</li> </ul>                              |
|                                                          | <ul style="list-style-type: none"> <li>• Develop and release WA shipbuilding and sustainment industry skilling profiles.</li> </ul>                                     | <ul style="list-style-type: none"> <li>● WA's Defence Maritime Workforce Plan was completed in March 2021 and is going through approval processes. \$18.34 million has been allocated to WA defence industry workforce initiatives. To support the funding allocation, an advertising campaign was launched to raise awareness of the job opportunities and career pathways available in WA's defence industry.</li> </ul>              |
|                                                          | <ul style="list-style-type: none"> <li>• Administer the WA defence industry advisory forum.</li> </ul>                                                                  | <ul style="list-style-type: none"> <li>●</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                     |
|                                                          | <ul style="list-style-type: none"> <li>• Communicate the benefits of WA's defence industry to allies through consulates and international JTSI staff.</li> </ul>        | <ul style="list-style-type: none"> <li>● A WA Government communication strategy is being developed to convey WA defence industry capability and capacity to stakeholders.</li> </ul>                                                                                                                                                                                                                                                    |
| <b>Build research and innovation partnerships (JTSI)</b> | <ul style="list-style-type: none"> <li>• Engage with the Defence Science and Technology Group, industry and WA universities.</li> </ul>                                 | <ul style="list-style-type: none"> <li>●</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                     |
|                                                          | <ul style="list-style-type: none"> <li>• Award up to six Defence Science Centre Collaborative Research Grants and 15 Higher Degree Research Grants annually.</li> </ul> | <ul style="list-style-type: none"> <li>● Round two of the Artificial Intelligence for Decision Making Initiative was launched by the Defence Science Centre. Round three, five successful applicants of the Collaborative Research Grant were endorsed by the Defence Science Centre Advisory Board – seven grants totaling \$770,650. The Defence Science Centre APR Intern Voucher Program deliverable has been completed.</li> </ul> |
|                                                          | <ul style="list-style-type: none"> <li>• Develop and launch the Defence and Research Teams initiative.</li> </ul>                                                       | <ul style="list-style-type: none"> <li>●</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                     |

## 4.7. Primary industries

Primary producers and food processors in WA have a significant opportunity to meet rising demand from Asia's expanding urbanised middle class for premium, safe, nutritious and traceable food and beverages.

| Initiative and accountable agency                                          | Priority activities                                                                                                                                                           | Delivery status                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Support grain industry value through partnership with AEGIC (DPIRD)</b> | <ul style="list-style-type: none"> <li>Adapt and apply innovative virtual ways to engage and support international customers during the COVID-19 pandemic.</li> </ul>         | <ul style="list-style-type: none"> <li>Various online engagement activities have been held since the start of the pandemic, for example the 'Zhejiang virtual taste and talk' (23 September 2020) was held at the Zhejiang Media Hotel with 55 attendees served food and wine provided by thirteen WA agribusinesses and prepared by the Hotel's Head Chef. The Japan Wine Masterclass was held virtually with WA businesses supplying their wine to Japanese wine buyers and a wine sampling and discussion.</li> </ul> |
|                                                                            | <ul style="list-style-type: none"> <li>Identify new markets and opportunities for WA grain.</li> </ul>                                                                        | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                            | <ul style="list-style-type: none"> <li>Identify the grain quality requirements of millers, processors, maltsters and brewers to ensure WA grain meets their needs.</li> </ul> | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                            | <ul style="list-style-type: none"> <li>Innovate to develop new products and opportunities for WA grain.</li> </ul>                                                            | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Promote agrifood products and businesses (DPIRD, JTSI)</b>              | <ul style="list-style-type: none"> <li>Support inbound buyer delegations and potential, prospective and existing investors to WA.</li> </ul>                                  | <ul style="list-style-type: none"> <li>Inbound delegations from overseas have been impacted by COVID-19 travel restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                  |
|                                                                            | <ul style="list-style-type: none"> <li>Support business matching and investor facilitation activities at international trade exhibitions.</li> </ul>                          | <ul style="list-style-type: none"> <li>Various business matching activities were held, such as the Taste of WA dinner held in Shanghai, with 88 buyers and importers for online platforms, HORECA and retail attended. Thirteen WA agribusinesses participated and provided produce for the dinner with the in-market agents/distributors providing a brief presentation on their produce.</li> </ul>                                                                                                                    |
|                                                                            | <ul style="list-style-type: none"> <li>Offer workshops and assistance to WA agrifood businesses wanting to export.</li> </ul>                                                 | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                            | <ul style="list-style-type: none"> <li>Implement the Partnering for Customer Value initiative.</li> </ul>                                                                     | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Improve and maintain market access for WA agrifood produce (DPIRD)</b>  | <ul style="list-style-type: none"> <li>Advocate for WA agrifood industry's market access priorities.</li> </ul>                                                               | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                            | <ul style="list-style-type: none"> <li>Participate in Australian Government activities aimed at improving and gaining new market access for WA agrifood products.</li> </ul>  | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Deliver agribusiness grants, funding,</b>                               | <ul style="list-style-type: none"> <li>Support the aquaculture industry and business diversification.</li> </ul>                                                              | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

| Initiative and accountable agency                 | Priority activities                                                                                                                                                                                                                                                                                                                       | Delivery status                                                                                                                                                                                                                                                                 |
|---------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>programs and guidelines</b> (DPIRD, JTSI))     | <ul style="list-style-type: none"> <li>Administer the mechanisms to support agribusiness sector development, including the Agribusiness Investment Attraction Fund, statewide Food and Beverage Fund, Investor Readiness Program for WA agriculture and food businesses, AFT Business Assistance and Investment Sector guides.</li> </ul> | ●                                                                                                                                                                                                                                                                               |
|                                                   | <ul style="list-style-type: none"> <li>Rollout FoodAllianceWA's 'Here for WA' online campaign to connect jobseekers with opportunities in primary industries.</li> </ul>                                                                                                                                                                  | ● The 'Here for WA' campaign was launched on 27 March 2020 to support jobs and fill labour shortages. A new website connects workers with potential regional employers and includes an online searchable employment database for skilled workers under 30 (free for 12 months). |
|                                                   | <ul style="list-style-type: none"> <li>Deliver an aquaculture development program to expand capacity, attract investment and support business diversification.</li> </ul>                                                                                                                                                                 | ●                                                                                                                                                                                                                                                                               |
|                                                   | <ul style="list-style-type: none"> <li>Facilitate future growth in agricultural exports through the Northern Beef Development Program.</li> </ul>                                                                                                                                                                                         | ●                                                                                                                                                                                                                                                                               |
|                                                   | <ul style="list-style-type: none"> <li>Provide funding to support the continuation of activities (e.g. capability development workshops, networking events and industry case and feasibility studies) to enable growth in the value, competitiveness and diversification of WA's agribusiness sector.</li> </ul>                          | ●                                                                                                                                                                                                                                                                               |
| <b>Manage ag-tech growth programs</b> (DPIRD)     | <ul style="list-style-type: none"> <li>Support evokeAG 2022 host city program.</li> </ul>                                                                                                                                                                                                                                                 | ●                                                                                                                                                                                                                                                                               |
|                                                   | <ul style="list-style-type: none"> <li>Support relevant accelerator and agritech development activities.</li> </ul>                                                                                                                                                                                                                       | ● The Harvest Agtech Accelerator and other relevant events were completed in 2020-21. A sixth round of the Harvest Agtech Accelerator is planned for late 2022.                                                                                                                 |
|                                                   | <ul style="list-style-type: none"> <li>Undertake ag-tech accelerator missions in key markets.</li> </ul>                                                                                                                                                                                                                                  | ● Impacted by COVID-19 travel restrictions.                                                                                                                                                                                                                                     |
| <b>Pilot industry growth partnerships</b> (DPIRD) | <ul style="list-style-type: none"> <li>Establish Industry Growth Partnerships (IGP) Framework including research, technology development, new product development, regulatory reform and/or market research and development.</li> </ul>                                                                                                   | ●                                                                                                                                                                                                                                                                               |
|                                                   | <ul style="list-style-type: none"> <li>Deliver oat-processing investment prefeasibility.</li> </ul>                                                                                                                                                                                                                                       | ●                                                                                                                                                                                                                                                                               |
|                                                   | <ul style="list-style-type: none"> <li>Support and assess success of partnerships.</li> </ul>                                                                                                                                                                                                                                             | ●                                                                                                                                                                                                                                                                               |

## 4.8. Health and medical technology

WA has a renowned health research and innovation system, with a strong reputation for skilled health professionals, cutting-edge technology and world-first treatments. Supporting this sector is key to expanding and increasing the State's health and medical technology trade and investment, diversifying the WA economy and creating local jobs.

| Initiative and accountable agency                                                                                              | Priority activities                                                                                                                                                                                                                                                                                                                                                             | Delivery status                                                                                                                                                                                                                                                                                                          |
|--------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Implement the WA Future Health Research and Innovation (FHRI) Fund Strategy</b> (DoH)                                       | <ul style="list-style-type: none"> <li>Determine funding priorities.</li> </ul>                                                                                                                                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>Funding priorities have been identified and published on the FHRI Fund website.</li> </ul>                                                                                                                                                                                        |
|                                                                                                                                | <ul style="list-style-type: none"> <li>Determine and implement programs and initiatives to support achievement of priorities.</li> </ul>                                                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li>Grant recipients have been published on the FHRI Fund outcomes website.</li> </ul>                                                                                                                                                                                                |
|                                                                                                                                | <ul style="list-style-type: none"> <li>Distribute funding to support research and innovation.</li> </ul>                                                                                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                       |
| <b>Manage the New Industries Fund</b> (JTSI)                                                                                   | <ul style="list-style-type: none"> <li>Manage programs, funding, delivery and evaluation of NIF programs: Innovation Vouchers Program (IVP), Innovator of the Year, Innovation Hubs, Science Industry Fellowships, Regional Innovation Fund, Games Industry Growth Pilot, X-TEND WA Program (X-TEND).</li> </ul>                                                                | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                       |
| <b>Establish State Innovation Hubs</b> (JTSI)                                                                                  | <ul style="list-style-type: none"> <li>Attract investment in innovative enterprises through supporting appropriate delegations and missions, including BIO Convention (USA) and London Tech Week.</li> </ul>                                                                                                                                                                    | <ul style="list-style-type: none"> <li>WA is hosting AusBiotech 2022 with JTSI leading this initiative.</li> </ul>                                                                                                                                                                                                       |
|                                                                                                                                | <ul style="list-style-type: none"> <li>Evaluate, as and when relevant data becomes available and in consultation with stakeholders, outcomes of the State's:                             <ul style="list-style-type: none"> <li>WA Data Science Innovation Hub</li> <li>MTPConnect WA Life Sciences Innovation Hub</li> <li>WA AustCyber Innovation Hub.</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                       |
|                                                                                                                                | <ul style="list-style-type: none"> <li>Connect industry to investors and education and support.</li> </ul>                                                                                                                                                                                                                                                                      | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                       |
|                                                                                                                                | <ul style="list-style-type: none"> <li>Connect researchers, users and suppliers of innovations across the value chain and identify and optimise synergies between key enabling technologies.</li> </ul>                                                                                                                                                                         | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                       |
| <b>Develop a strategy to attract investment capital, expertise and technology partnerships into WA's science fields</b> (JTSI) | <ul style="list-style-type: none"> <li>Develop the Life Science Industry Growth Plan.</li> </ul>                                                                                                                                                                                                                                                                                | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                       |
|                                                                                                                                | <ul style="list-style-type: none"> <li>Progress the development of the Biodiscovery Bill and provide policy advice and support to the Chief Scientist of WA.</li> </ul>                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>Work on the Biodiscovery Bill was deferred during the COVID-19 pandemic as consultation with Aboriginal people to define key definitions and concepts in the Bill was not possible. Ongoing work is required within government to determine arrangements for the Bill.</li> </ul> |

| Initiative and accountable agency | Priority activities                                                                     | Delivery status                                                                                                                                                                                                                                                                |
|-----------------------------------|-----------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                   | <ul style="list-style-type: none"> <li>Implement State STEM Skills Strategy.</li> </ul> | <ul style="list-style-type: none"> <li>Ongoing initiatives, funding of \$3.359 million has been rolled out from 2019 to 2022 on the Take 2 STEM Campaign, STEM professional learning and mentoring for teachers and a Digital and Technology Skills grants program.</li> </ul> |

## 4.9. Key cross-sector activities

WA has more than 60 years of experience in the space industry, with more than 70 international and Australian companies currently operating in space and space-related services. WA's significant space infrastructure, leading research programs and highly skilled workforce is another clear pathway for economic growth and diversification.

| Initiative and accountable agency                         | Priority activities                                                                                                                                                                                                                                                                                    | Delivery status                                                                                                                                                                         |
|-----------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Develop and grow WA's space industry sector (JTSI)</b> | <ul style="list-style-type: none"> <li>Create a prospectus promoting the various existing locations available for ground stations.</li> </ul>                                                                                                                                                          | <ul style="list-style-type: none"> <li>Regional development commissions are refining geospatial information to assist in identifying suitable locations for ground stations.</li> </ul> |
|                                                           | <ul style="list-style-type: none"> <li>Work with the Australian Space Agency to advance WA space capability.</li> </ul>                                                                                                                                                                                | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                      |
|                                                           | <ul style="list-style-type: none"> <li>Support the establishment and operation of Australian Remote Operations for Space and Earth (AROSE), Space Automation, AI (Artificial Intelligence) and Robotics Control Complex (SpAARC) and Australian Space Data Analysis Facility (ASDAF) in WA.</li> </ul> | <ul style="list-style-type: none"> <li>AROSE and ASDAF have been established, SpAARC is underway.</li> </ul>                                                                            |

## 5. Investment and trade activities by market

This section outlines investment and trade activities for each of the markets identified in the Plan. These markets align to the five regional hubs within WA's International Trade and Investment Office Network:

- ASEAN (Jakarta Office, Singapore Office and Hanoi Office)
- China (Shanghai Office)
- UK-Europe (London Office)
- India-Gulf (Dubai Office and Mumbai Office)
- North East Asia (Seoul Office, Tokyo Office and Kobe Office)

Activities scheduled across the regional hubs for 2020-21 were developed with consideration to the conditions that international markets were experiencing in the wake of the COVID-19 pandemic and the constraints on traditional business practices. While these activities were considered achievable when the Plan was written, changes to the health and economic impact of the pandemic globally, or within a given region, may have impacted their delivery.

## 5.1. ASEAN

| Initiative                                                                 | Priority activities                                                                                                                                                                                                        | Delivery status                                                                                                                                                                                                                                                                                |
|----------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Advocate for WA expertise in micro-grids and renewable technologies</b> | <ul style="list-style-type: none"> <li>• Manage ongoing enquiries from SMEs in the renewable sector via Enterprise Singapore.</li> </ul>                                                                                   | ●                                                                                                                                                                                                                                                                                              |
|                                                                            | <ul style="list-style-type: none"> <li>• Build WA-Singapore connections on renewable and clean energy.</li> </ul>                                                                                                          | ●                                                                                                                                                                                                                                                                                              |
|                                                                            | <ul style="list-style-type: none"> <li>• Facilitate engagement between WA businesses and Indonesia's remote and renewable power sectors.</li> </ul>                                                                        | ●                                                                                                                                                                                                                                                                                              |
|                                                                            | <ul style="list-style-type: none"> <li>• Promote opportunities for Indonesian investment in WA's battery supply chain.</li> </ul>                                                                                          | ● A number of promotional activities have taken place. For example, the Gabanintha Vanadium Project was promoted through the Consulate General of Republic of Indonesia and Indonesia Trading House Australia                                                                                  |
| <b>Promote WA LNG export capabilities</b>                                  | <ul style="list-style-type: none"> <li>• Connect WA industry to investment opportunities in the Indonesian LNG sector and facilitate business meetings and seminars to promote joint ventures and partnerships.</li> </ul> | ● Impacted by COVID-19 restrictions preventing in person activities. A new strategy is being developed to attract and develop new relationships via online forums.                                                                                                                             |
| <b>Promote WA's capabilities in mining and METS</b>                        | <ul style="list-style-type: none"> <li>• Determine whether there are prospective entry points for WA expertise in offshore exploration and extraction.</li> </ul>                                                          | ● Impacted by COVID-19 restrictions preventing in person activities. A new strategy is being developed utilizing Mining and METS networks in both WA and Indonesia.                                                                                                                            |
|                                                                            | <ul style="list-style-type: none"> <li>• Promote WA expertise in decommissioning old rigs and autonomous technologies.</li> </ul>                                                                                          | ● Impacted by COVID-19 restrictions preventing in person activities. Some WA companies were still introduced to relevant organisations and potential partners.                                                                                                                                 |
|                                                                            | <ul style="list-style-type: none"> <li>• Activate the opportunity for WA METS in Indonesia report in Perth and Jakarta.</li> </ul>                                                                                         | ● The report has been launched in WA. Awaiting a lifting of Covid-19 restrictions in Jakarta to permit in-person launch activities. Updates regarding relevant 2020/2021 Mining and METS virtual events and market intelligence were provided to the Jakarta Office's mining and METS clients. |
| <b>Promote WA as a favoured education destination within ASEAN</b>         | <ul style="list-style-type: none"> <li>• Collaborate with education agents on relevant events and programs pertaining to the SCSA, WA universities, TAFE institutions and public and private schools.</li> </ul>           | ● Education BDMs in Hanoi and Jakarta are supporting networking opportunities and introductions for the SCSA in market.                                                                                                                                                                        |
|                                                                            | <ul style="list-style-type: none"> <li>• Explore the possibility of SCSA offering the WA pre-primary to Year 10 curriculum to select education institutions in Cambodia.</li> </ul>                                        | ● Impacted by COVID-19 restrictions which prevented in person activities. Pivoted to other markets, including Thailand.                                                                                                                                                                        |



| Initiative                                                                                               | Priority activities                                                                                                                                                                                                                 | Delivery status                                                                                                                                                                                                                                                                                                                                                                         |
|----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                          | <ul style="list-style-type: none"> <li>Provide updates to WA education service providers on local policy decisions in other jurisdictions.</li> </ul>                                                                               | <ul style="list-style-type: none"> <li>Regular updates on the International Education Recovery and Renewal Plan have been provided in market.</li> </ul>                                                                                                                                                                                                                                |
|                                                                                                          | <ul style="list-style-type: none"> <li>Explore how WA TAFE institutions can have a footprint in Thailand's continuing education sector.</li> </ul>                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                         |
|                                                                                                          | <ul style="list-style-type: none"> <li>Plan WA education promotion activities and roadshows to assist WA universities in student recruitment.</li> </ul>                                                                            |                                                                                                                                                                                                                                                                                                                                                                                         |
|                                                                                                          | <ul style="list-style-type: none"> <li>Activate the WA Government's VET report "Opportunities for WA VET providers in East Java".</li> </ul>                                                                                        | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions pandemic in East Java. Engagement is ongoing to support re-activation in 2021/22.</li> <li>Pivoted to focus on vocational education and training and signed an MOU with the Indonesian Ministry of Energy and Resources to provide a pathway for VET providers in the Energy sector into Indonesia.</li> </ul> |
|                                                                                                          | <ul style="list-style-type: none"> <li>Undertake targeted engagement with reputable education agents in Singapore, Vietnam, Thailand, the Philippines and Cambodia.</li> </ul>                                                      |                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Strengthen international education relationships in-market</b>                                        | <ul style="list-style-type: none"> <li>Assist WA universities with country-specific activities and promotions.</li> </ul>                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                         |
|                                                                                                          | <ul style="list-style-type: none"> <li>Promote tie-ups between WA and Malaysian universities by informing WA universities about Malaysian education and training requirements in various sectors.</li> </ul>                        | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions preventing cross-border travel. Will re-commence as restrictions permit.</li> </ul>                                                                                                                                                                                                                            |
|                                                                                                          | <ul style="list-style-type: none"> <li>Work with WA aged care service providers and educational institutions to expand links into ASEAN.</li> </ul>                                                                                 | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions preventing in person engagement however still supporting WA businesses to engage in this space through OHS&amp;E applications.</li> </ul>                                                                                                                                                                      |
| <b>Promote WA's health and aged care skills, services and products</b>                                   | <ul style="list-style-type: none"> <li>Identify potential investors and/or partners in Singapore for the WA aged care services sector, focusing on design for aged care living, enabling technologies and clinical care.</li> </ul> | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions. Will reactivate as restrictions ease.</li> </ul>                                                                                                                                                                                                                                                              |
|                                                                                                          | <ul style="list-style-type: none"> <li>Explore opportunities for WA organisations to provide their expertise in designing, establishing and managing aged care facilities to Thailand, Myanmar and the Philippines.</li> </ul>      | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions. Will reactivate as the impact of the Covid-19 pandemic eases.</li> </ul>                                                                                                                                                                                                                                      |
|                                                                                                          | <ul style="list-style-type: none"> <li>Explore potential B2B interactions between WA technology ventures and organisations that are seeking to digitise their businesses.</li> </ul>                                                | <ul style="list-style-type: none"> <li>Successful engagement with fintech and venture capitalists in particular, supporting WA businesses in ASEAN.</li> </ul>                                                                                                                                                                                                                          |
| <b>Promote WA's innovative companies and enterprises across the technology and manufacturing sectors</b> | <ul style="list-style-type: none"> <li>Explore possible partnerships and entry points into Cambodia for WA's technology companies.</li> </ul>                                                                                       | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions. Will reactivate as the impact of the COVID-19 pandemic eases.</li> </ul>                                                                                                                                                                                                                                      |

| Initiative                                                                                | Priority activities                                                                                                                                                                                                                                                 | Delivery status                                                                                                                                                           |
|-------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                           | <ul style="list-style-type: none"> <li>Identify specific in-market partnership opportunities for WA innovation companies.</li> </ul>                                                                                                                                | ●                                                                                                                                                                         |
| <b>Collaborate with Defence West to promote WA's defence industry to the ASEAN market</b> | <ul style="list-style-type: none"> <li>Support ongoing services to WA SMEs seeking ASEAN clients or partners.</li> </ul>                                                                                                                                            | ● Impacted by COVID-19 restrictions preventing in person engagement to establish new relationships.                                                                       |
|                                                                                           | <ul style="list-style-type: none"> <li>Participate in the South-East Asian Dialogue and Indo Defence Expo &amp; Forum.</li> </ul>                                                                                                                                   | ● The Indo Defence Expo & Forum 2021 was postponed until November 2022.                                                                                                   |
| <b>Promote agricultural exports across ASEAN</b>                                          | <ul style="list-style-type: none"> <li>Identify new and emerging buyers of premium food products from Singapore and link them to export-ready, high-value agrifood producers in WA (e.g. truffles, avocados and Bravo apples).</li> </ul>                           | ●                                                                                                                                                                         |
|                                                                                           | <ul style="list-style-type: none"> <li>Assist WA premium food producers to promote their products in Singapore, through the Singapore Office, and direct business to business linkups.</li> </ul>                                                                   | ●                                                                                                                                                                         |
|                                                                                           | <ul style="list-style-type: none"> <li>Engage with local buyers, importers and distributors in Malaysia, emphasising that WA is a viable source of high-end niche products, clean and green food with traceable provenance and counter-seasonal produce.</li> </ul> | ● Ongoing engagement with Malaysian importers through virtual meetings and newsletters introducing WA produce in demand.                                                  |
|                                                                                           | <ul style="list-style-type: none"> <li>Educate WA producers about the potential of Malaysia as both final market and transshipment hub for halal products.</li> </ul>                                                                                               | ● Virtual meetings with WA producers conducted to introduce the Malaysia halal market and halal producers in demand.                                                      |
|                                                                                           | <ul style="list-style-type: none"> <li>Facilitate virtual business-matching sessions and trade missions to promote the benefits of IA-CEPA and promote market diversification for the WA agrifood industry.</li> </ul>                                              | ● The successful introduction of carrots, Bravo apples and table grapes under IA-CEPA has assisted in market diversification in Indonesia.                                |
|                                                                                           | <ul style="list-style-type: none"> <li>Strengthen links with hotel and restaurant operators in Vietnam and Thailand and educate them on WA's fresh and clean produce and premium food products.</li> </ul>                                                          | ● Ongoing engagement with Vietnamese and Thai importers through virtual meetings and newsletters introducing WA produce.                                                  |
|                                                                                           | <ul style="list-style-type: none"> <li>Engage WA exporters on opportunities to supply quality commodities and raw materials for the manufacture of food products by Thai companies.</li> </ul>                                                                      | ●                                                                                                                                                                         |
|                                                                                           | <ul style="list-style-type: none"> <li>Connect WA beef and dairy producers with opportunities to export to Thailand.</li> </ul>                                                                                                                                     | ●                                                                                                                                                                         |
|                                                                                           | <ul style="list-style-type: none"> <li>Connect buyers, importers and distributors in Cambodia, Myanmar and the Philippines to export-ready WA producers.</li> </ul>                                                                                                 | ● Impacted by COVID-19 restrictions which reduced demand for new products and made introductions for new relationships challenging. Will reactivate as restrictions ease. |
|                                                                                           | <ul style="list-style-type: none"> <li>Explore possible entry points in Cambodia and Singapore for WA companies engaged in agriculture training, farming R&amp;D and provision of seeds.</li> </ul>                                                                 | ● Impacted by COVID-19 restrictions. Will reactivate as restrictions ease.                                                                                                |

## 5.2. China

| Initiative                                                                                                           | Priority activities                                                                                                                                                                         | Delivery status                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|----------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Identify opportunities to increase tourism activity</b>                                                           | <ul style="list-style-type: none"> <li>Develop in-market campaign activities to promote WA as a premier tourism destination and position WA as the western gateway to Australia.</li> </ul> | <ul style="list-style-type: none"> <li>Tourism WA introduced Adventure Awaits campaign in China to increase the awareness of WA as a tourism destination during COVID-19. This included live streaming sessions from WA and content seeding on Chinese social media.</li> </ul>                                                                                                                                                                                                                                   |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Identify events and opportunities to work with stakeholders and partners in China and Australia to promote WA tourism.</li> </ul>                    | <ul style="list-style-type: none"> <li>Tourism WA partnered with Ctrip to keep its high value users dreaming of WA by awareness campaign.</li> </ul>                                                                                                                                                                                                                                                                                                                                                              |
| <b>Strengthen international education relationships in-market</b>                                                    | <ul style="list-style-type: none"> <li>Conduct virtual seminars to provide education agents in China updates about WA universities and their courses.</li> </ul>                            | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Facilitate career workshops, leveraging China alumni to promote WA education and employability.</li> </ul>                                           | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Promote WA higher education opportunities to schools in China delivering the WA Certificate of Education program.</li> </ul>                         | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Provide support to WA universities and VET providers entering China.</li> </ul>                                                                      | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Support key roadshows, promoting WA's agrifood strengths to meet growing consumer demand for premium products</b> | <ul style="list-style-type: none"> <li>Facilitate the Zhejiang food and beverage virtual online food and beverage 2-way trade initiative.</li> </ul>                                        | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Promote WA agribusiness capabilities at events and expos in China.</li> </ul>                                                                        | <ul style="list-style-type: none"> <li>Staff from the Shanghai Office attended a WA-Zhejiang virtual agriculture event in Hangzhou to promote WA agribusiness products including wine, abalone, lobster, toothfish, honey, crystal crab, and truffles.</li> <li>The Shanghai Office organised the WA Government's participation in the 3<sup>rd</sup> China International Import Expo (CIIE), held in November 2020. The Shanghai Office also organised a 'Taste of WA' dinner, held in November 2020.</li> </ul> |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Promote WA Gourmet Experience to the China market through product tasting in China and tour groups in WA.</li> </ul>                                 | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                      | <ul style="list-style-type: none"> <li>Facilitate virtual B2B wine masterclasses.</li> </ul>                                                                                                | <ul style="list-style-type: none"> <li>In-person wine tasting could not take place due to COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Establish links between Perth and China through smart cities, science and innovation</b>                          | <ul style="list-style-type: none"> <li>Facilitate partnerships and joint ventures between universities, start-ups and industry groups of the innovation sectors of WA and China.</li> </ul> | <ul style="list-style-type: none"> <li>The in-person facilitation of partnerships was impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                               |

| Initiative                                                             | Priority activities                                                                                                                                                                                                      | Delivery status                                                                                                                                                                                                |
|------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                        | <ul style="list-style-type: none"> <li>Leverage WA's sister-state relationship with Zhejiang province to foster collaborative relationships and exchanges between the innovation communities of both regions.</li> </ul> | <ul style="list-style-type: none"> <li>As part of the WA-Zhejiang 8th Exchange Committee Meeting, JTSI hosted a Cross Border eCommerce Virtual workshop facilitated by DPIRD and the Alibaba Group.</li> </ul> |
| <b>Promote WA's health and aged care skills, services and products</b> | <ul style="list-style-type: none"> <li>Promote WA capabilities in aged care to the Chinese Government and industry groups.</li> </ul>                                                                                    | <ul style="list-style-type: none"> <li>The promotion of WA's aged care capabilities was impacted by COVID-19 restrictions.</li> </ul>                                                                          |
|                                                                        | <ul style="list-style-type: none"> <li>Facilitate partnerships and joint ventures between companies in China interested in WA's aged care sector and medical technology research community.</li> </ul>                   | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions.</li> </ul>                                                                                                                           |

### 5.3. UK-Europe

| Initiative                                                                                                | Priority activities                                                                                                                                                                                                       | Delivery status                                                                                                                                                                                                                                                |
|-----------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Improve UK/EU understanding of WA resource availability including WA mineral processing capability</b> | <ul style="list-style-type: none"> <li>Connect WA companies to potential offtakes and investors.</li> </ul>                                                                                                               | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                             |
|                                                                                                           | <ul style="list-style-type: none"> <li>Support ministerial engagement of European manufacturers and investors.</li> </ul>                                                                                                 | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                           |
|                                                                                                           | <ul style="list-style-type: none"> <li>Support missions/delegations (including virtual) from Europe to WA to explore opportunities for investment, offtake agreements and value-added processing.</li> </ul>              | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                             |
| <b>Promote and grow WA's renewable hydrogen initiatives</b>                                               | <ul style="list-style-type: none"> <li>Connect UK/EU users and investors with WA project proponents.</li> </ul>                                                                                                           | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                             |
|                                                                                                           | <ul style="list-style-type: none"> <li>Build links with UK/EU Government agencies, industry and non-government organisations to inform WA policy development and share policy learnings between jurisdictions.</li> </ul> | <ul style="list-style-type: none"> <li>Office involved in setting up a German WA Renewable Hydrogen Roundtable on 1 December 2020.</li> </ul>                                                                                                                  |
|                                                                                                           | <ul style="list-style-type: none"> <li>Obtain benchmarking information about legislative and regulatory frameworks from Hydrogen Europe.</li> </ul>                                                                       | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                             |
| <b>Promote Perth as a regional hub for LNG support industries</b>                                         | <ul style="list-style-type: none"> <li>Build UK/EU network that can provide valuable input to the Taskforce Working Group.</li> </ul>                                                                                     | <ul style="list-style-type: none"> <li>The London Office has been working closely with relevant networks in the North Sea and actively participating in the key conferences in the sector that are of relevance to the LNG Taskforce Working Group.</li> </ul> |
|                                                                                                           | <ul style="list-style-type: none"> <li>Share policy developments and industry positions from the UK and Europe to inform Taskforce decision-making.</li> </ul>                                                            | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                             |
|                                                                                                           | <ul style="list-style-type: none"> <li>Support the transfer of decommissioning skills and expertise from the North Sea to WA.</li> </ul>                                                                                  | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                             |
|                                                                                                           | <ul style="list-style-type: none"> <li>Facilitate market visits, missions and information exchange for companies to invest in WA's oil and gas sector.</li> </ul>                                                         | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                           |

| Initiative                                                                           | Priority activities                                                                                                                                                                                                                                                                                                                                                                   | Delivery status                                                                                                                                                                                                                                                                                                                                                                                                              |
|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                      | <ul style="list-style-type: none"> <li>Attend Offshore Europe (UK), ONS (Norway) and other related conferences.</li> </ul>                                                                                                                                                                                                                                                            | <ul style="list-style-type: none"> <li>We are discussing a stand at ONS 2022 and monitoring SPE Offshore Europe which is scheduled to be held early 2022.</li> </ul>                                                                                                                                                                                                                                                         |
| <b>Promote WA's innovative companies and enterprises across technology and space</b> | <ul style="list-style-type: none"> <li>Organise and execute a trade mission for WA start-ups and scale-ups during London Tech Week.</li> </ul>                                                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li>Organised a virtual trade mission for ten WA startups and scaleups around London Tech Week in September 2020.</li> </ul>                                                                                                                                                                                                                                                              |
|                                                                                      | <ul style="list-style-type: none"> <li>Identify and engage with venture capitalist firms that may be interested in setting up a branch in WA.</li> </ul>                                                                                                                                                                                                                              | <ul style="list-style-type: none"> <li>Impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                                                         |
|                                                                                      | <ul style="list-style-type: none"> <li>Engage with industry associations, innovation hubs and the technology community to gain market intelligence, explore partnership opportunities and learn best practice.</li> </ul>                                                                                                                                                             | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                           |
|                                                                                      | <ul style="list-style-type: none"> <li>Identify smart-city initiatives and models in the UK and Europe that have easy applicability to WA cities and towns.</li> </ul>                                                                                                                                                                                                                | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                                                                                                                           |
|                                                                                      | <ul style="list-style-type: none"> <li>Organise space sector virtual workshops and delegations to WA.</li> </ul>                                                                                                                                                                                                                                                                      | <ul style="list-style-type: none"> <li>Via connections that the London Office made for UK Satellite Applications Catapult (SAC) in 2019, the SAC hosted two virtual workshops in June 2020 in collaboration with WA stakeholders Atomic Sky and Agristart through the Quantum Technology Exchange on Space and Advanced Technology (Robotics, Automation, Manufacturing and AI), and AgriTech Space Applications.</li> </ul> |
|                                                                                      | <ul style="list-style-type: none"> <li>Maintain a close relationship with the Square Kilometre Array global headquarters in the UK to assist as a link between Europe/UK and WA.</li> </ul>                                                                                                                                                                                           | <ul style="list-style-type: none"> <li>Activities are ongoing, however, some events have been impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                  |
| <b>Promote WA's innovative defence capability</b>                                    | <ul style="list-style-type: none"> <li>Attend defence expos and conferences, for example:                             <ul style="list-style-type: none"> <li>Euronaval (France)</li> <li>Farnborough Air Show (UK)</li> <li>Paris Air Show (France)</li> <li>Undersea Defence Technology (Germany)</li> <li>Defence and Security Equipment International (UK).</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>Some events cancelled and attendance of events by London Office staff restricted due to COVID-19.</li> </ul>                                                                                                                                                                                                                                                                          |
| <b>Promote WA wines</b>                                                              | <ul style="list-style-type: none"> <li>Organise and host a London wine tasting for trade, press and consumers.</li> </ul>                                                                                                                                                                                                                                                             | <ul style="list-style-type: none"> <li>Cancelled due to COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                                                    |
|                                                                                      | <ul style="list-style-type: none"> <li>Co-host wine tastings events with Austrade and Australian embassies in markets where WA wine is available.</li> </ul>                                                                                                                                                                                                                          | <ul style="list-style-type: none"> <li>In-person wine tastings have been impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                       |
|                                                                                      | <ul style="list-style-type: none"> <li>Promote WA wines at the yearly trade fair ProWein in Germany.</li> </ul>                                                                                                                                                                                                                                                                       | <ul style="list-style-type: none"> <li>In-person wine tastings have been impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                                                                                                                                                       |

## 5.4. India Gulf

| Initiative                                                        | Priority activities                                                                                                                                                                                                                                                                                                                       | Delivery status                                                                                                                                                                                                                                          |
|-------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Promote WA's strategic minerals capabilities</b>               | <ul style="list-style-type: none"> <li>Coordinate activities with the Future Battery Industries Taskforce and the Cooperative Research Centre (CRC).</li> </ul>                                                                                                                                                                           | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Attend relevant conferences or events, including the International Mining and Resources Conference (online conference between November and December 2020), Abu Dhabi International Petroleum Exhibition &amp; Conference (November 2020) and MENA Mining Show in Dubai (November 2020).</li> </ul> | ● Attended these events where possible in COVID-19 context.                                                                                                                                                                                              |
| <b>Increase investment into key energy resource opportunities</b> | <ul style="list-style-type: none"> <li>Partner with stakeholders (such as Invest India) to promote investment in WA's battery minerals.</li> </ul>                                                                                                                                                                                        | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Market WA investment attraction opportunities in renewable hydrogen.</li> </ul>                                                                                                                                                                                                                    | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Work with Austrade and the Department of Foreign Affairs and Trade to attract inward investment missions.</li> </ul>                                                                                                                                                                               | ●                                                                                                                                                                                                                                                        |
| <b>Promote WA METS and PETS capabilities</b>                      | <ul style="list-style-type: none"> <li>Facilitate industry briefings and virtual webinars for the Gulf market.</li> </ul>                                                                                                                                                                                                                 | ● Provided several individual market briefings as well as market reports to many WA companies, such as Quintis, Geraldton Fishermen's Cooperative, Murdoch, Krunchilli, Epichem, Stonebarn Truffles, IMR Technology, Roborigger, and Quantum Filtration. |
|                                                                   | <ul style="list-style-type: none"> <li>Promote WA's urea production sector to the Gulf region.</li> </ul>                                                                                                                                                                                                                                 | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Promote WA's mining related services and technologies to the Indian resource sector.</li> </ul>                                                                                                                                                                                                    | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Facilitate long-term technology and R&amp;D partnerships with companies in the Indian resource value chain.</li> </ul>                                                                                                                                                                             | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Facilitate capacity-building partnerships with Indian technical training institutions in the resource sector.</li> </ul>                                                                                                                                                                           | ● These did not go ahead.                                                                                                                                                                                                                                |
| <b>Promote Perth as a direct flight destination</b>               | <ul style="list-style-type: none"> <li>Support campaigns to promote WA as a premier destination and position the State as the western gateway.</li> </ul>                                                                                                                                                                                 | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Work with India-based inbound tourism operators to support agent knowledge of WA.</li> </ul>                                                                                                                                                                                                       | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Work towards securing direct flights to India.</li> </ul>                                                                                                                                                                                                                                          | ●                                                                                                                                                                                                                                                        |
|                                                                   | <ul style="list-style-type: none"> <li>Leverage the existing Emirates relationship to develop a strategic MoU between TWA and Emirates.</li> </ul>                                                                                                                                                                                        | ● These did not go ahead.                                                                                                                                                                                                                                |
|                                                                   | <ul style="list-style-type: none"> <li>Develop plans with Emirates, Etihad and Qatar airways to support global events in Perth.</li> </ul>                                                                                                                                                                                                | ● Impacted by COVID-19 restrictions. This program will be reinvigorated once international flights, tourism and convention activities resume in WA.                                                                                                      |

| Initiative                                                                                                                        | Priority activities                                                                                                                                                                                                                          | Delivery status                                                                                                                                               |
|-----------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Promote WA as a technology partner for Indian interests</b>                                                                    | <ul style="list-style-type: none"> <li>Promote to Indian businesses, government and students, WA's world-class innovations, skills and operational practices available by partnering with businesses in WA or studying in Perth.</li> </ul>  | ●                                                                                                                                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Promote key educational and skill-transfer opportunities provided in WA, including robotics, Internet of Things, remote control and space industries.</li> </ul>                                      | ●                                                                                                                                                             |
| <b>Establish links between Perth, Dubai and India through smart cities, science, innovation and research</b>                      | <ul style="list-style-type: none"> <li>Build the WA-Gulf region relationship by leveraging events in Dubai, such as the Future Blockchain Summit, 26th GCC Smart Government and Smart Cities Conference and AI Everything Summit.</li> </ul> | ● Worked closely with Inbound Abu Dhabi to introduce WA Fintech companies for the upcoming Fintech Abu Dhabi event, taking place between 22-24 November 2021. |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Facilitate commercial and research partnerships between WA and India's industry groups and academia.</li> </ul>                                                                                       | ● This is an industry-led initiative, however the Office profiles opportunities in this area where practical.                                                 |
| <b>Support investment and trade of WA agricultural commodities</b>                                                                | <ul style="list-style-type: none"> <li>Promote WA as a source of safe and quality in-demand commodities.</li> </ul>                                                                                                                          | ●                                                                                                                                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Support visits to India by WA farmers or commodity sellers seeking partnerships with importers.</li> </ul>                                                                                            | ● Impacted by COVID-19 restrictions. Will be reinvigorated once international travel resumes.                                                                 |
| <b>Identify opportunities for ag-exporters to increase WA commodity exports, with focus on grains, fresh produce and red meat</b> | <ul style="list-style-type: none"> <li>Provide in-market support to WA companies by maintaining and developing high-level networks of grains, red meat and fresh produce exporters and importers.</li> </ul>                                 | ●                                                                                                                                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Arrange a series of virtual presentations on regional opportunities with Gulf buyers for WA exporters.</li> </ul>                                                                                     | ●                                                                                                                                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Support the export of WA fresh produce through the International Freight Assistance Mechanism program.</li> </ul>                                                                                     | ●                                                                                                                                                             |
| <b>Proactively promote WA tertiary education and TAFE colleges to international students</b>                                      | <ul style="list-style-type: none"> <li>Collaborate with WA education providers to promote WA as a safe destination with quality education.</li> </ul>                                                                                        | ● Delivered an event with ECU titled "Develop a stronger relationship with ECU".                                                                              |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Conduct inbound agent workshops in-country and in WA to support agent knowledge of WA.</li> </ul>                                                                                                     | ●                                                                                                                                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Support WA universities based in Dubai (Murdoch, Curtin and Edith Cowan University) to expand their Gulf and Indian student network links.</li> </ul>                                                 | ●                                                                                                                                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Undertake joint marketing activities with Austrade, IDP Education, airlines and TWA to leverage Dubai's location to recruit international students from the Gulf region.</li> </ul>                   | ● Impacted by COVID-19 restrictions. Support for stakeholders, including with agent training and recruitment event support.                                   |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Explore potential partnerships with Emirates, TWA and StudyPerth to engage with key agents in the region.</li> </ul>                                                                                  | ● Ongoing border closures and travel restrictions are limiting the ability to progress discussions with airlines.                                             |
|                                                                                                                                   | <ul style="list-style-type: none"> <li>Participate in Austrade and IDP Education roadshows in the Middle East.</li> </ul>                                                                                                                    | ●                                                                                                                                                             |

## 5.5. North East Asia

| Initiative                                                                                             | Priority activities                                                                                                              | Delivery status                                                                                                                                                                                                                                      |
|--------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Support WA energy and resources sector efforts through formal and informal relationship actions</b> | • Support visiting decision-makers to meet and brief in-market stakeholders.                                                     | ●                                                                                                                                                                                                                                                    |
|                                                                                                        | • Assist and assure Japanese companies on government resource-related policies.                                                  | ●                                                                                                                                                                                                                                                    |
|                                                                                                        | • Facilitate virtual meetings with WA companies in the hydrogen sector for information exchange.                                 | ●                                                                                                                                                                                                                                                    |
|                                                                                                        | • Promote WA's energy sector to government, industry groups and companies in Japan to attract joint ventures and partnerships.   | ● The Tokyo and Kobe Offices met with dozens of Japanese companies and conducted a number of presentations to Japanese industry, such as the Sumitomo Mitsui Banking Corporation Webinar on Hydrogen which attracted an audience of over 600 people. |
|                                                                                                        | • Participate in Japan's Green Ammonia Consortium and assist with matching WA and Japanese businesses.                           | ● Represented WA in Japan's Green Ammonia Consortium.                                                                                                                                                                                                |
| <b>Profile WA renewable energy credentials in hydrogen and strategic minerals</b>                      | • Collaborate with Australian Government agencies to support outbound critical minerals delegations from Australia to Japan.     | ● Although no delegations were able to visit Japan due to COVID-19 travel restrictions, JTSI presented a webinar to the Japan Oil, Gas and Metals National Corporation on the WA critical minerals industry to Japanese companies.                   |
| <b>Confirm WA as a key partner in South Korean hydrogen development</b>                                | • Collaborate with WA hydrogen stakeholders to build relationships with South Korean stakeholders.                               | ● The Seoul Office promoted WA's hydrogen sector to South Korean companies such as POSCO, KOGAS, and Hyundai.                                                                                                                                        |
|                                                                                                        | • Advocate for WA hydrogen players seeking collaborative partners in South Korea.                                                | ● The Seoul Office assisted WA hydrogen companies such as Hazer Group with introductions to potential partners in South Korea.                                                                                                                       |
| <b>Promote critical battery material investment and offtake</b>                                        | • Promote WA as the key State for battery material supplies.                                                                     | ●                                                                                                                                                                                                                                                    |
|                                                                                                        | • Support offtake agreements for WA critical battery materials with major South Korean electric vehicle battery manufacturers.   | ●                                                                                                                                                                                                                                                    |
|                                                                                                        | • Provide South Korean stakeholders investment and trade opportunities for WA's critical battery material projects and products. | ● The North East Asia Offices promoted WA as an attractive investment destination for precursor CAM manufacturing, and the Seoul Office facilitated meetings between JTSI and seven Korean battery manufacturers.                                    |



| Initiative                                                                                 | Priority activities                                                                                                                                                                                                  | Delivery status                                                                                                                                                                                                                                                                                                               |
|--------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                            | <ul style="list-style-type: none"> <li>Expand market knowledge of Japan's activities that could support WA's Future Battery Industry Strategy.</li> </ul>                                                            | <ul style="list-style-type: none"> <li>South Korea has been identified as a target market for attracting investment into WA's downstream manufacturing and the Seoul Office has been actively promoting WA's capabilities in the region. There is a view to look at Japan as the next target market going forward.</li> </ul> |
| <b>Investigate opportunities to deliver increased visitation to Perth and WA</b>           | <ul style="list-style-type: none"> <li>Maintain ongoing contact with All Nippon Airways in Perth and Tokyo to ensure that direct flights are reinstated once international travel restrictions are eased.</li> </ul> | <ul style="list-style-type: none"> <li>The North East Asia Offices and Tourism WA have maintained ongoing contact with All Nippon Airways to ensure the continuation of the direct flight post COVID-19.</li> </ul>                                                                                                           |
| <b>Promote WA as a premier tourism destination</b>                                         | <ul style="list-style-type: none"> <li>Undertake in-market campaign and virtual activities to promote WA and position the State as the western gateway to Australia.</li> </ul>                                      | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                            |
| <b>Strengthen international education relationships in-market</b>                          | <ul style="list-style-type: none"> <li>Research niche education sectors that would attract South Korean students to WA.</li> </ul>                                                                                   | <ul style="list-style-type: none"> <li>Preliminary research has been conducted but comprehensive research has yet to be undertaken.</li> </ul>                                                                                                                                                                                |
|                                                                                            | <ul style="list-style-type: none"> <li>Provide in-market support to WA universities and VET providers.</li> </ul>                                                                                                    | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                            |
|                                                                                            | <ul style="list-style-type: none"> <li>Promote WA as a premier destination for international students and highlight WA's credential for providing an English language experience in a safe environment.</li> </ul>   | <ul style="list-style-type: none"> <li>The North East Asia Offices promoted WA as a premier destination for students through virtual engagements such as Austrade's North East Asia Education Fair.</li> </ul>                                                                                                                |
|                                                                                            | <ul style="list-style-type: none"> <li>Promote familiarisation programs in WA for South Korean education agents.</li> </ul>                                                                                          | <ul style="list-style-type: none"> <li>In-person familiarisation programs have not been conducted due to COVID-19 border restrictions.</li> </ul>                                                                                                                                                                             |
|                                                                                            | <ul style="list-style-type: none"> <li>Promote active engagement between WA and South Korean education institutions through staff, student, cultural and sports exchange programs and joint projects.</li> </ul>     | <ul style="list-style-type: none"> <li>Active engagement between WA and South Korean education institutions has been limited due to COVID-19 restrictions on in-person events.</li> </ul>                                                                                                                                     |
|                                                                                            | <ul style="list-style-type: none"> <li>Facilitate relationship building between Japanese and WA education institutions in the higher education and schools sectors.</li> </ul>                                       | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                            |
| <b>Support educational activities promoting international student recruitment programs</b> | <ul style="list-style-type: none"> <li>Develop an alumni of the Banshu Textile Exchange Program to create stronger links in the State's creative industries sector.</li> </ul>                                       | <ul style="list-style-type: none"> <li>The renewal of the Banshu Textile Exchange Program has been impacted by COVID-19 restrictions.</li> </ul>                                                                                                                                                                              |
|                                                                                            | <ul style="list-style-type: none"> <li>Promote VET programs by making connections between in-market education institutions and WA institutions.</li> </ul>                                                           | <ul style="list-style-type: none"> <li></li> </ul>                                                                                                                                                                                                                                                                            |
| <b>Develop a strategy to broaden and deepen WA's agrifood links with Japan</b>             | <ul style="list-style-type: none"> <li>Support and work with WA companies on a strategy to expand market access beyond 2020.</li> </ul>                                                                              | <ul style="list-style-type: none"> <li>The Tokyo and Kobe Offices have been supporting WA companies and DPIRD on the promotion of WA produce to supermarket chains, and aims to promote high value perishable products once COVID-19 restrictions ease and direct flights are resumed.</li> </ul>                             |

| Initiative                                                                                                                                         | Priority activities                                                                                                                                                                            | Delivery status                                                                                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
| <b>Maximise WA agrifood product opportunities in South Korea</b>                                                                                   | <ul style="list-style-type: none"> <li>Develop virtual promotions, such as wine masterclasses and food industry tours.</li> </ul>                                                              | ●                                                                                                   |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Support the WA agrifood sector to maximise market access under the JAEPA, by increasing and diversifying its links with the Japanese market.</li> </ul> | ●                                                                                                   |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Educate WA agrifood producers and agents on South Korean market opportunities.</li> </ul>                                                               | ● The Seoul Office has been assisting WA agrifood producers and agents on market opportunities.     |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Develop and reinforce relationships with potential and existing South Korean importers and retailers.</li> </ul>                                        | ●                                                                                                   |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Support WA companies at agrifood events in South Korea and with in-market visit programs.</li> </ul>                                                    | ●                                                                                                   |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Collaborate with relevant government agencies and industry bodies to promote WA's agrifood industry.</li> </ul>                                         | ● The Seoul Office worked closely with DPIRD and Austrade to promote WA's agrifood industry.        |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Use social media to promote WA's agrifood industry.</li> </ul>                                                                                          | ● Although promotion has taken place, social media was not used as the main tool for promotion.     |
| <b>Explore and introduce WA life science opportunities in the South Korean market</b>                                                              | <ul style="list-style-type: none"> <li>Promote WA capabilities in biotechnology.</li> </ul>                                                                                                    | ● Participated in Austrade's BioKorea Australia pavilion and represented WA companies at the event. |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Identify sub-sectors of biotechnology for possible collaboration.</li> </ul>                                                                            | ●                                                                                                   |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Match market-ready WA and South Korean organisations.</li> </ul>                                                                                        | ● Connected two WA companies with Korean biotechnology companies at the BioKorea event.             |
| <b>Develop a strategy to attract investment capital, expertise, and partnerships into WA's technology, defence, e-commerce and services fields</b> | <ul style="list-style-type: none"> <li>Develop a strategy to attract investment capital, expertise and technology partnerships into WA's technology and services fields.</li> </ul>            | ● Work has not yet been undertaken in this field at this time.                                      |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Undertake marketing activities to promote WA's defence capability in Japan.</li> </ul>                                                                  | ● Although this activity has not yet taken place, a marketing campaign is planned for 2021-22.      |
|                                                                                                                                                    | <ul style="list-style-type: none"> <li>Develop business relationships with the South Korean e-commerce industry.</li> </ul>                                                                    | ●                                                                                                   |