

Opportunities to grow the Lithuanian-Australian Trade & Investment Relationship

Anthony Weymouth

Senior Trade Commissioner, Central Europe

18th July 2020



Australian Government
Austrade



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featuring the world famous 12 Apostles. ...

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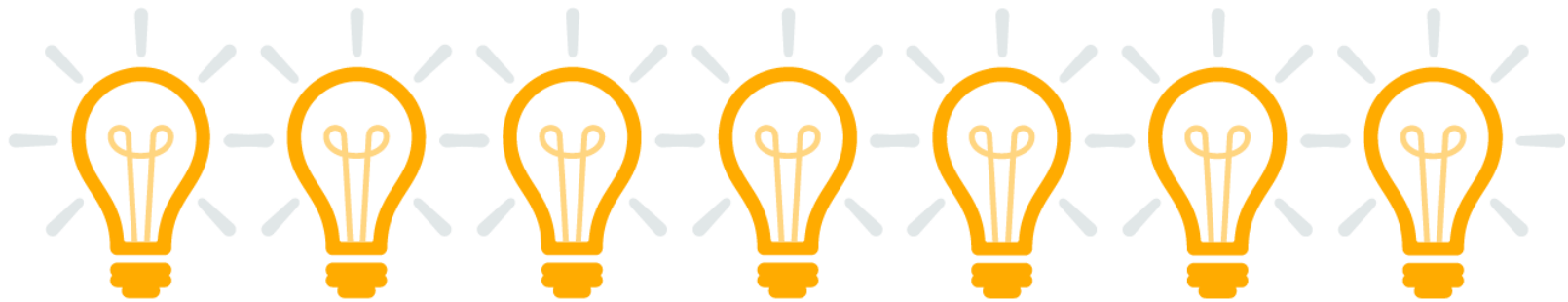
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Over

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Google
maps

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Ultrasound

WiFi

Bionic
Ear

Cervical
Cancer
Vaccine

Black
Box

INVENTIVE AUSTRALIA

- **Bionic Ear**

- › The cochlear implant, designed to help the hearing impaired and profoundly deaf, was invented by Professor Graeme Clark of the University of Melbourne



- **Wi-Fi**

- › In 2000, using the mathematical formulas known as Fourier transforms, John O'Sullivan, Graham Daniels, John Deane, Diethelm Ostry and Terry Percival, working under the CSIRO and another organisation, Radiata, developed the first wireless transfer of data in a local area network





Lithuanian Ministry of Foreign Aff



Lithuanian Ministry of Foreign Affairs

Lietuvos Respublikos Užsienio Reikalų Ministerija

4.2 ★★★★★ (10)

Government office



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DEMOGRAPHICS

- 24.6 million people - Approx. 25% born overseas
- English the main language, but more than 200 spoken including Italian, Greek, Chinese, Vietnamese and Tagalog
- Over 85% of the population live within 50 km of the coast
- Over 60% of the population live in 5 cities – Sydney, Melbourne, Brisbane, Perth & Adelaide
- These 5 cities consistently appear in the top ten of the EIU's list of most liveable cities in the world

AUSTRALIA IS AN OPEN, RESILIENT ECONOMY

- 27+ years of consecutive growth
 - “Free trade” economy (few subsidies)
 - Low sovereign risk
 - Stable institutions, sound regulatory frameworks
 - Australia welcomes foreign investment
-

**A GOOD
PLACE TO DO
BUSINESS**

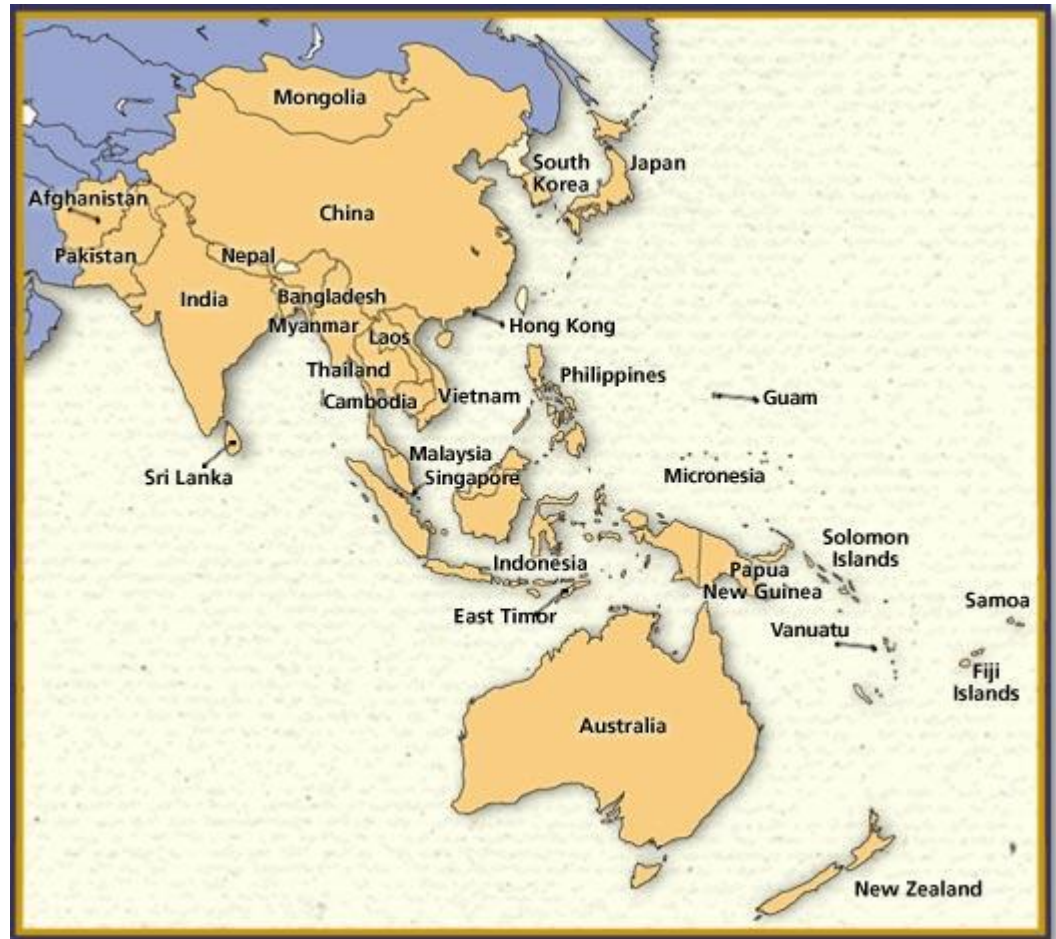
MORE THAN
21,000
FOREIGN COMPANIES



REGISTERED IN
AUSTRALIA

GATEWAY TO ASIA

- Strong business, cultural and political ties to Asia
- “Testing ground” for products and services



EXTENSIVE SET OF FREE TRADE AGREEMENTS

NEW ZEALAND 1983	HONG KONG 1993	SINGAPORE 2003	THAILAND 2005	USA 2005	CHILE 2009	ASEAN 2010	MALAYSIA 2013	KOREA 2014	JAPAN 2015	CHINA 2015
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and

INDONESIA	INDIA	TPP - 11	UK	EUROPEAN UNION
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(not in force, in progress or under active scoping)

EU & Australia

- Two-way trade valued at approximately A\$109 billion in 2018 (A\$79 billion from EU to Australia)

Lithuania & Australia

- Two-way trade valued at approximately A\$150 million in 2018 (A\$111 million from Lithuania to Australia)

OPPORTUNITIES

AUSTRALIA'S POPULATION MAP

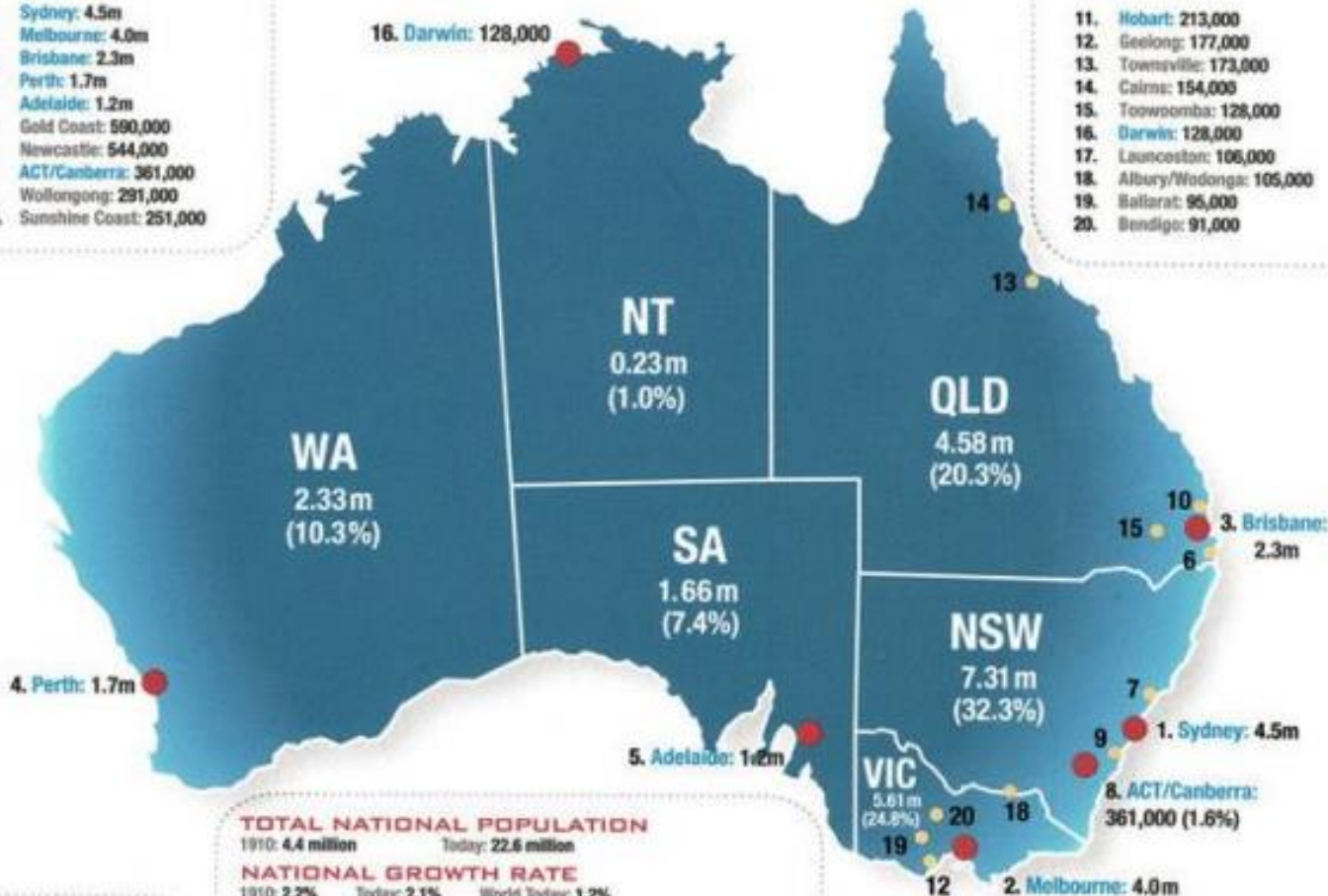
PGR BY STATE

POPULATION GROWTH RATE BY STATE



AUSTRALIA'S TOP 20 CITIES:

1. Sydney: 4.5m
2. Melbourne: 4.0m
3. Brisbane: 2.3m
4. Perth: 1.7m
5. Adelaide: 1.2m
6. Gold Coast: 590,000
7. Newcastle: 544,000
8. ACT/Canberra: 361,000
9. Wollongong: 291,000
10. Sunshine Coast: 251,000



TOTAL NATIONAL POPULATION

1910: 4.4 million Today: 22.6 million

NATIONAL GROWTH RATE

1910: 2.2% Today: 2.1% World Today: 1.2%

ANNUAL POPULATION CHANGE

Births: 300,936 Deaths: 143,144 Natural Increase: 157,792 (35%)
Arrivals: 522,900 Departures: 224,000 Net overseas migration: 298,900 (65%)

TOTAL HOUSEHOLDS: 8.6 million (2.6 people per household)

NATIONAL MEDIAN AGE: Today: 37.2 1990: 29.3

MAP KEY

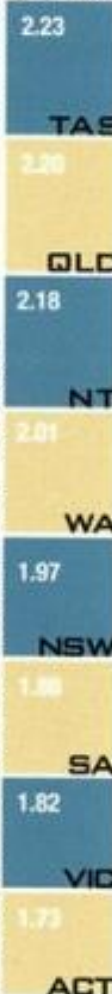
1. City ranking by population
- Capital city, city population
- Other city, city population

AUSTRALIA'S TOP 20 CITIES:

11. Hobart: 213,000
12. Geelong: 177,000
13. Townsville: 173,000
14. Cairns: 154,000
15. Toowoomba: 128,000
16. Darwin: 128,000
17. Launceston: 106,000
18. Albury/Wodonga: 105,000
19. Ballarat: 95,000
20. Bendigo: 91,000

TFR BY STATE

TOTAL FERTILITY RATE BY STATE



FINANCIAL SERVICES

- Australia has a sophisticated financial services sector and is ideally positioned as a centre for the Asia-Pacific region.
- The strength of the financial services sector is underpinned by a mandated retirement savings scheme.
- Australia one of the major centres of capital markets activity in Asia.
- Australia has one of the largest pools of contestable funds under management globally, valued at about A\$1.3 trillion (US\$850 billion).

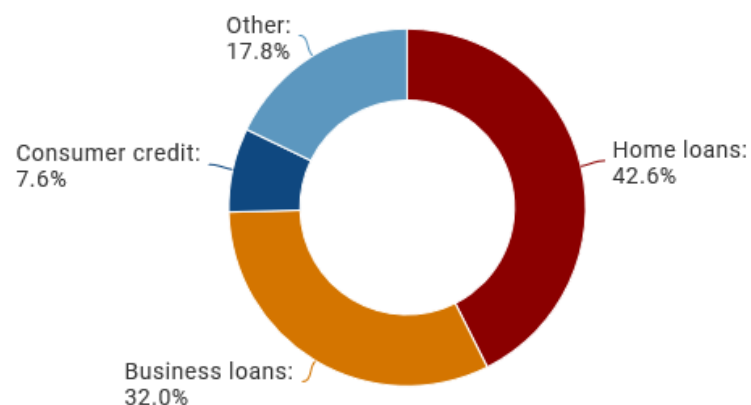
AUSTRALIA INDUSTRY (ANZSIC) REPORT K6200

Finance in Australia

Report by: Tommy Wu | October 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$204.6bn

Finance
Source: IBISWorld

MAJOR INFRASTRUCTURE

- Strong demand for infrastructure investment
 - fast population growth
 - high levels of urbanisation
 - increase in freight volumes
- Australian Government to spend \$50 billion on infrastructure in addition to state and territory budgets
- The Government's Asset Recycling Initiative will unlock a further \$23 billion in greenfield infrastructure
- Infrastructure Australia's 15 year plan for future infrastructure projects
- A coordinated pipeline of infrastructure projects on the National Infrastructure Construction Schedule
- Long track record of privatising public assets and one of the world's most sophisticated PPP markets



Infrastructure Priority List

Australian Infrastructure Plan
Project and Initiative
Summaries
February 2019



Download from <http://infrastructureaustralia.gov.au>

The Infrastructure Priority List

High Priority Projects ●

Proposed project	Problem/opportunity description	Proponent's proposed delivery timescale	Category	Page
New South Wales				
M4 Motorway upgrade Parramatta to Lapstone	Connectivity in outer western Sydney	Near term	Urban Congestion	22
Sydney Metro: City and Southwest	Sydney rail network capacity	Medium term	Urban Congestion	23
Western Sydney Airport	Sydney aviation capacity	Medium term	National Connectivity	24
Victoria				
M80 Ring Road upgrade	Melbourne M80 Western Ring Road congestion	Near term	Urban Congestion	25
Monash Freeway Upgrade Stage 2	Melbourne south-east and outer south-east congestion	Near term	Urban Congestion	26
North East Link	Connectivity between M80 and M3 in outer north-east Melbourne	Medium term	Urban Congestion	27
Queensland				
Brisbane Metro	Brisbane inner-city public transport network capacity	Near term	Urban Congestion	28
Western Australia				
METRONET: Yanchep Rail Extension	Perth northern corridor rail network capacity	Near term	Urban Congestion	29



Western Sydney Airport

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A A A



Set to open in 2026, Western Sydney Airport is a transformational infrastructure project that will generate economic activity, provide employment opportunities closer to home for people in the Western Sydney region, and meet Sydney's growing aviation needs.

The Australian Government established a Government-owned company, WSA Co, and is investing up to **\$5.3 billion** in equity to deliver the airport. [WSA Co](#) will be responsible for construction of the airport.

Thousands of jobs and opportunities for local businesses will be created. The airport is expected to support almost 28,000 direct and indirect jobs by 2031, five years after the airport opens.

Thorough environmental assessment has informed measures that will mitigate and manage the effects of the airport's construction and operation on surrounding communities.



Discover what a Western Sydney Airport could look like by watching a video and exploring the new [Western Sydney Airport Portal](#).

Find out more about the planning for the Western Sydney Airport and what the next steps are in [An airport for Western Sydney](#):



NSW Infrastructure Pipeline

NSW INFRASTRUCTURE PIPELINE



\$87.2b

NSW investment in infrastructure over the next four years.

An outline of infrastructure proposals from a range of sectors, currently under development by the NSW Government.

[READ MORE](#)



NSW Government Action

A ten point commitment to the construction sector

NSW GOVERNMENT COMMITMENT GROUP

Expert Advice



Projects NSW



Project Assurance



Restart NSW





BARANGAROO

A globally renowned urban renewal project on the western waterfront of Sydney's CBD. The transformation from a disused container terminal into a spectacular 22-hectare waterfront precinct.

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BLACKWATTLE BAY

The NSW Government is building an iconic and authentic Sydney Fish Market at the head of Blackwattle Bay which will lead the long-awaited revitalisation of the area.

[READ MORE](#) +



CLARENCE CORRECTIONAL CENTRE

Infrastructure NSW is managing the delivery of the Clarence Correctional Centre, a new correctional centre in Lavadia, approximately 12.5 kilometres south of Grafton that will accommodate 1700 inmates.

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NEW POWERHOUSE MUSEUM

The largest cultural investment since the Sydney Opera House, the new Powerhouse Museum will be the first State cultural institution located in Western Sydney – in Parramatta, the geographical heart of Sydney.

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PARRAMATTA - CUMBERLAND PRECINCT

The NSW Government is negotiating with the University of Sydney to establish a new multi-disciplinary campus on the Cumberland Precinct at Parramatta North.

[READ MORE](#) +



PARRAMATTA NORTH HERITAGE CORE PRECINCT

Culturally significant, community inspired and economically vibrant, Parramatta North will bring to life old buildings, new spaces and ideas, in a place of discovery, opportunity, reflection and experience.

[READ MORE](#) +

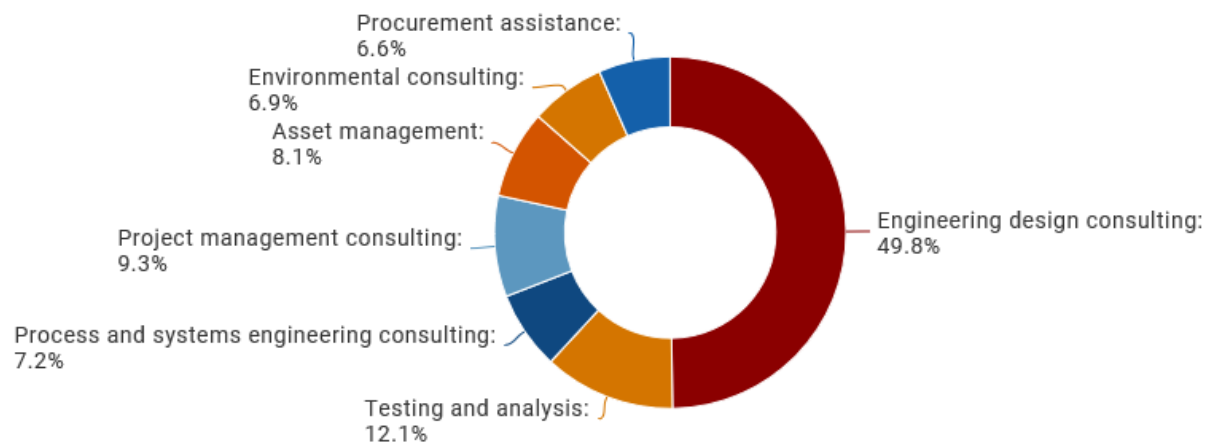
AUSTRALIA INDUSTRY (ANZSIC) REPORT M6923

Engineering Consulting in Australia

Report by: Radha Balachandran | October 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$46.9bnEngineering Consulting
Source: IBISWorld

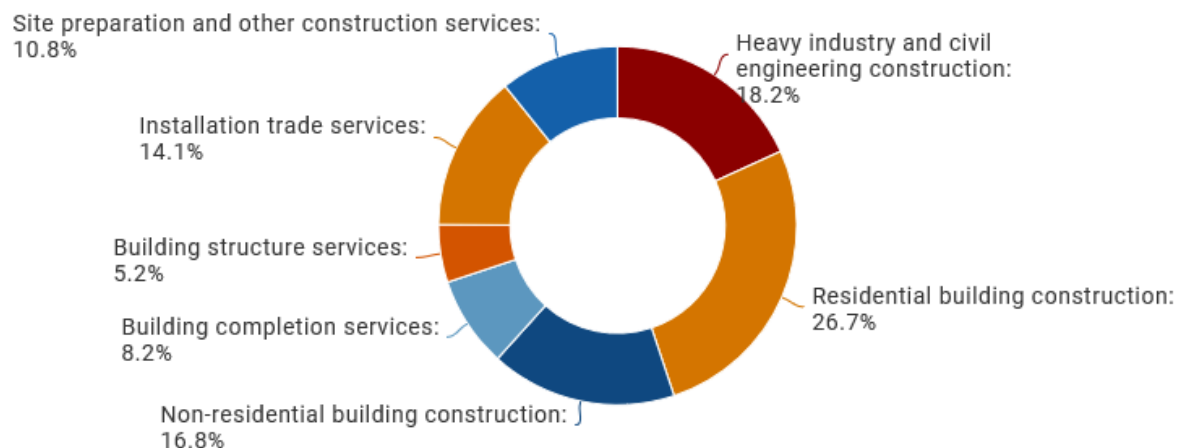
AUSTRALIA INDUSTRY (ANZSIC) REPORT E

Construction in Australia

Report by: Anthony Kelly | September 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$423.7bn

AUSTRALIA INDUSTRY (ANZSIC) REPORT E3011

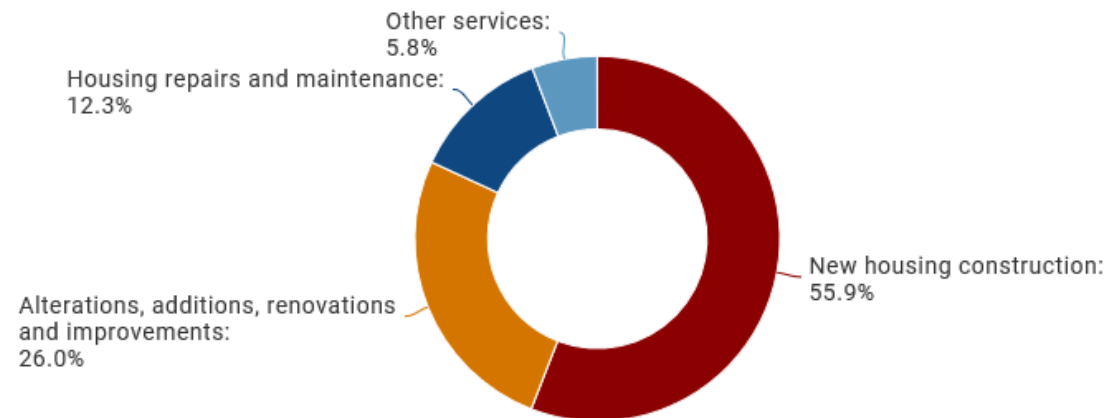
House Construction in Australia



Report by: Anthony Kelly | September 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$56.0bnHouse Construction
Source: IBISWorld

AUSTRALIA INDUSTRY (ANZSIC) REPORT C1491

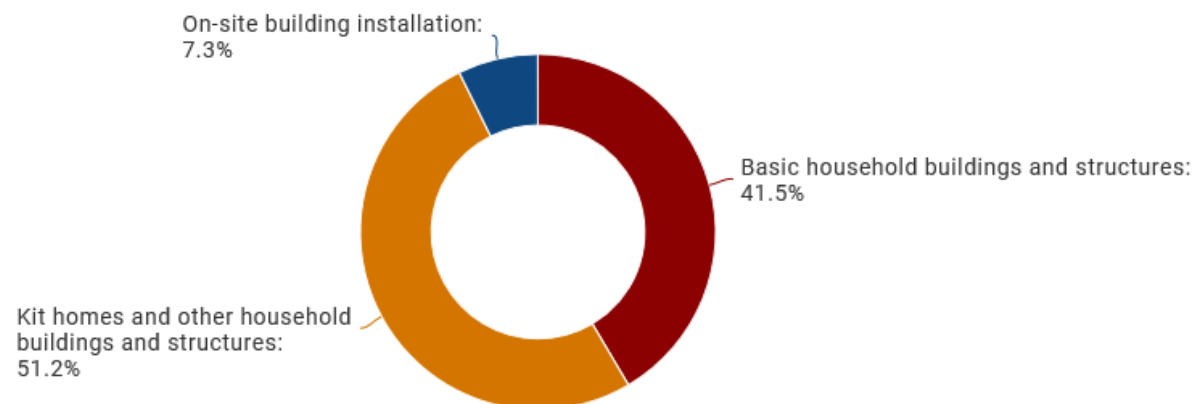
Prefabricated Wooden Building Manufacturing in Australia



Report by: Anthony Kelly | January 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$278.0m

Prefabricated Wooden Building Manufacturing
Source: IBISWorld

DESIGN BUILD REIMAGINED

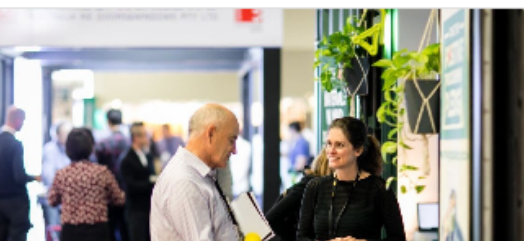
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EDUCATION

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DEFENCE

Australia will spend approximately A\$200 billion over the next ten years under the Integrated Investment Program on new military hardware. <http://www.defence.gov.au/SPI/Industry/CapabilityPlan/>

In December 2016, Australia and France signed an agreement for the development and construction of 12 submarines under the Royal Australian Navy's [SEA 1000 Future Submarine Program](#). The total cost is estimated at A\$50 billion (US\$38.13 billion).

24 November 2017 - Lürssen was named as the prime contractor for 12 new Offshore Patrol Vessels (OPV).

29th June 2019 - Announcement Australia will acquire nine high-end anti-submarine warfare frigates under a deal with BAE Systems worth AU\$35 billion (U.S. \$26 billion).



Australian Government
Department of Defence

SEA1000

AUSTRALIA'S
FUTURE
SUBMARINES



THE PROGRAM



CURRENT ACTIVITIES



BUSINESS OPPORTUNITIES



SUBMARINE ESSENTIALS



COLLINS PROGRAM



NEWS & EVENTS



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EMPLOYMENT
OPPORTUNITIES

<http://sea1000.gov.au/>

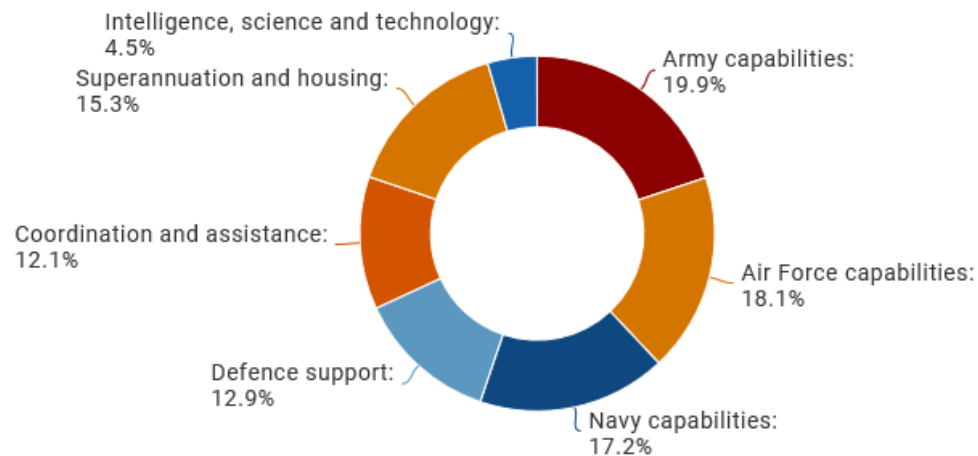
AUSTRALIA INDUSTRY (ANZSIC) REPORT 07600

Defence in Australia

Report by: James Philip Caldwell | January 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$37.6bn

Defence
Source: IBISWorld

Why Australia

Australia is a compelling destination to develop, commercialise, scale and source the next generation of digital health technologies.

We have a strong track record in health. As the inventors of the Cochlear implant, spray-on skin, the cervical cancer vaccine and a cure for peptic ulcers, Australian health and medical research is changing lives for the better.

Australia has embraced digital health to provide new ways of delivering services and to radically transform current processes, improve outcomes and increase efficiencies, creating opportunities for collaboration and investment.

The Australian Government is continuing to invest in digital health infrastructure, and notable projects

On this page

- [A world-leading healthcare environment](#)
- [Opportunities for collaboration](#)
- [Global investment pathways](#)
- [Tap into government funding and tax rebates](#)

their health. ^[1]



A world-leading healthcare environment

As a market to develop new digital health solutions, or a launchpad into Southeast Asia, Australia is an ideal place to do business. There are more than 30 incubators and accelerators across the country, with ANDHealth providing a dedicated ecosystem for the development and commercialisation of evidence-based digital health products.

Supported by a highly skilled and technology-driven workforce and backed by leading research institutions, Australian expertise across medtech and health is world class.

Australia has been ranked first in the developed world for health care outcomes and administrative efficiency and second overall for our healthcare system by the Commonwealth Fund. Our healthcare system delivers long life expectancy at a low cost - just US\$4,207 per capita, compared with US\$9,364 for the US. ^[2]

Our leadership of the Global Digital Health Partnership, a collaboration of 23 countries and the World Health Organisation, reflects our commitment to and excellence in digital health.

Australia's digital health market, valued at US\$1.488 billion in 2017, is expected to grow to US\$1.851 billion in 2020. ^[3]



Opportunities for collaboration

The Australian Digital Health Agency's National Digital Health Strategy 2018–2022 proposes a number of pioneering initiatives co-produced between consumers, governments, researchers, providers and industry. ^[4]

Opportunities for international expertise include:

- Investing in the integrated management of chronic illness
- Developing new digital services to support the health of babies and young children
- Improving digital services for advanced care planning
- Improving information sharing in urgent and emergency care
- Widening access to telehealth services, particularly in rural and regional Australia.

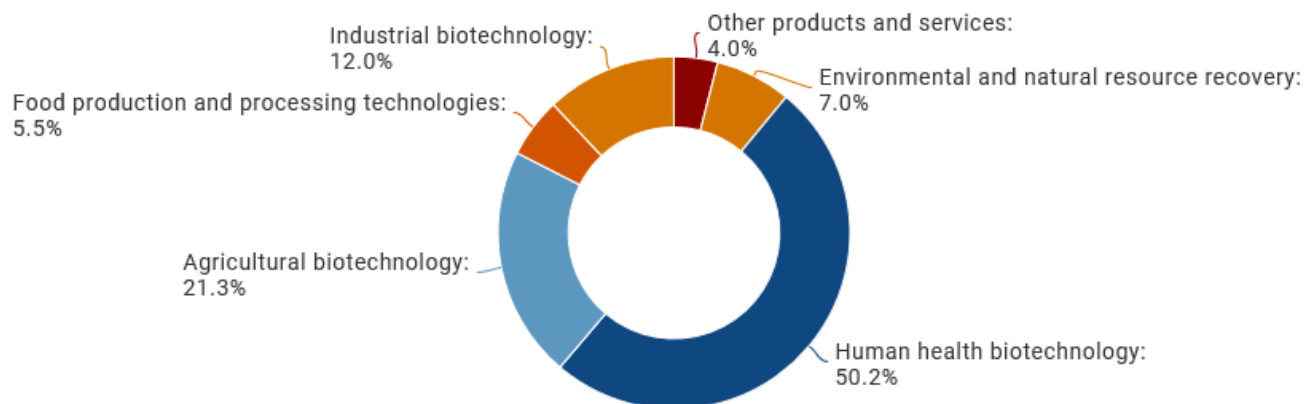
AUSTRALIA INDUSTRY (ANZSIC) REPORT X0001

Biotechnology in Australia

Report by: Arna Richardson | March 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$7.7bnBiotechnology
Source: IBISWorld

RESOURCES AND ENERGY



Abundant mineral and primary energy resources

- World's largest economic demonstrated resources of mineral sands (rutile and zircon), brown coal, uranium, nickel, zinc and lead
- Top six producer worldwide for bauxite, black coal, copper, gold, iron ore and industrial diamond
- Significant solar and wind resources

Unconventional gas (exploration and production)

- Proven plus probable reserves of coal seam gas estimated at more than 130 years of production life

Oil and gas supply chains

- One of the world's largest exporters of LNG

Energy efficiency

- Opportunities in remote renewables, including servicing the resources sector

Mining industry accounts for nearly 10% of GDP

A world leader in the production of key mineral commodities:

1st

**iron ore, bauxite,
ilmenite, rutile
and zircon**

2nd

**gold, lead and
zinc**

**3rd manganese,
nickel and
uranium**

4th

**black coal,
antimony and
silver**

5th

diamonds

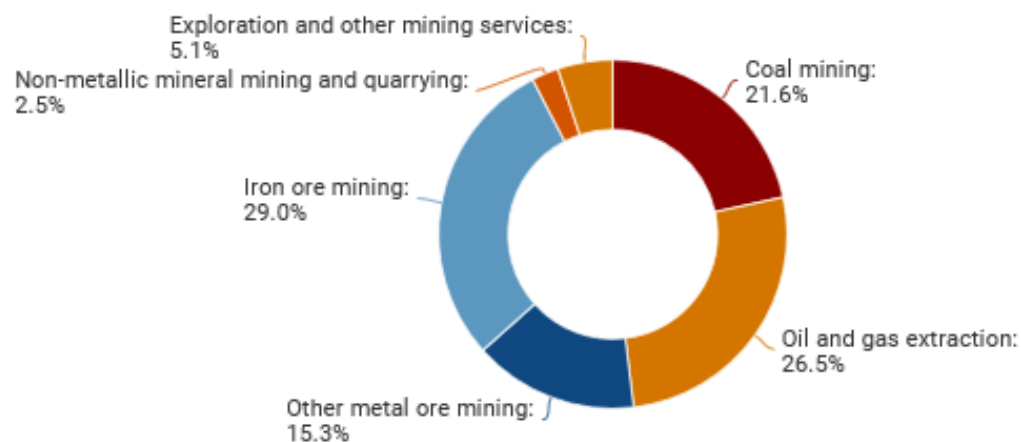
AUSTRALIA INDUSTRY (ANZSIC) REPORT B

Mining

Report by: Alen Allday | February 2020

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$279.9bnMining
Source: IBISWorld

Consumer

- High standard of living
 - Population with strong demand for high quality products.
 - Opportunities for a wide range of goods, from footwear, clothing, homewares to furniture.
-

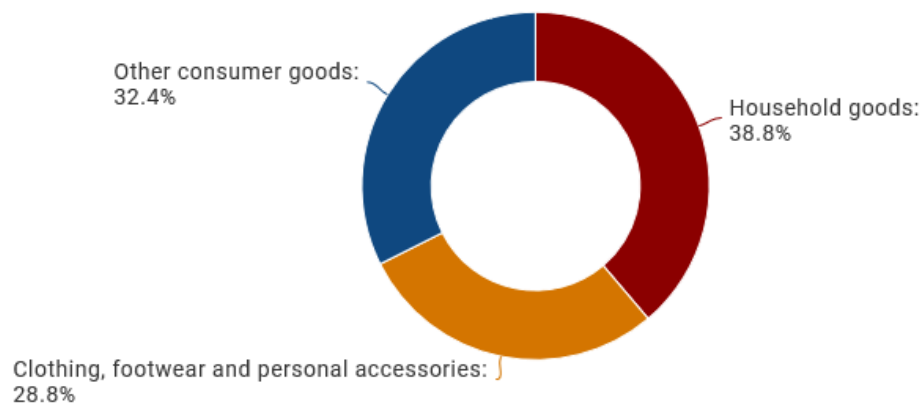
AUSTRALIA INDUSTRY (ANZSIC) REPORT G4200

Consumer Goods Retailing in Australia

Report by: Kim Do | April 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$173.4bnConsumer Goods Retailing
Source: IBISWorld

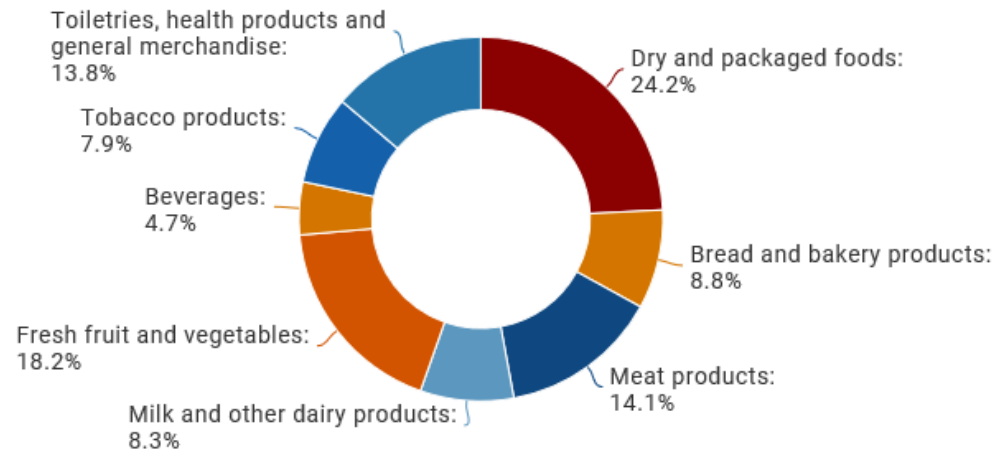
AUSTRALIA INDUSTRY (ANZSIC) REPORT G4111

Supermarkets and Grocery Stores in Australia

Report by: Tom Youl | September 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$109.5bn

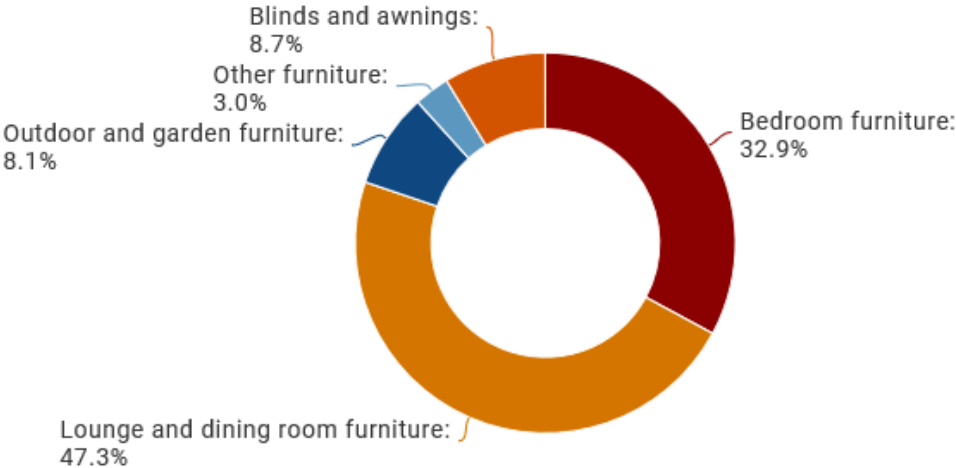
AUSTRALIA INDUSTRY (ANZSIC) REPORT G4211

Furniture Retailing in Australia

Report by: Liam Harrison | May 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$7.8bn

AUSTRALIA INDUSTRY (ANZSIC) REPORT G4212

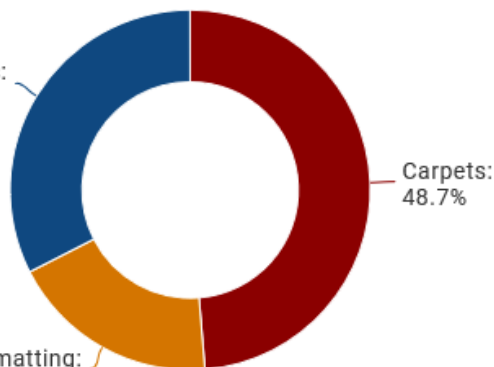
Floor Coverings Retailing in Australia

Report by: Claudia Burgio-Ficca | August 2019

Products & Services Segmentation

Industry Products & Services Segmentation

Vinyl, timber and other floor coverings:
32.5%



Carpets:
48.7%

Floor rugs, mats and matting:
18.8%

2020 INDUSTRY REVENUE

\$3.0bn

T



in

62

SHARE

1. Australian Ecommerce market value will be A\$35.2 billion by 2021.

Australia is currently the 10th largest ecommerce market in the world by revenue. Ecommerce in Australia will continue to grow over the upcoming years. The market size will be about A\$35.2 billion (US\$ 25.2 billion) by 2021.

(Source: [Statista](#))



2. Eight out of ten Australians shop online. By 2020, every one out of ten items will be bought online.

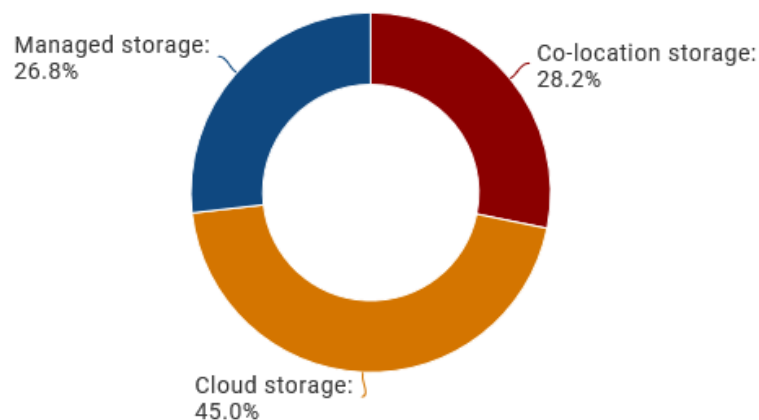
AUSTRALIA INDUSTRY (ANZSIC) REPORT J5922

Data Storage Services in Australia

Report by: Liam Harrison | March 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$2.5bnData Storage Services
Source: IBISWorld

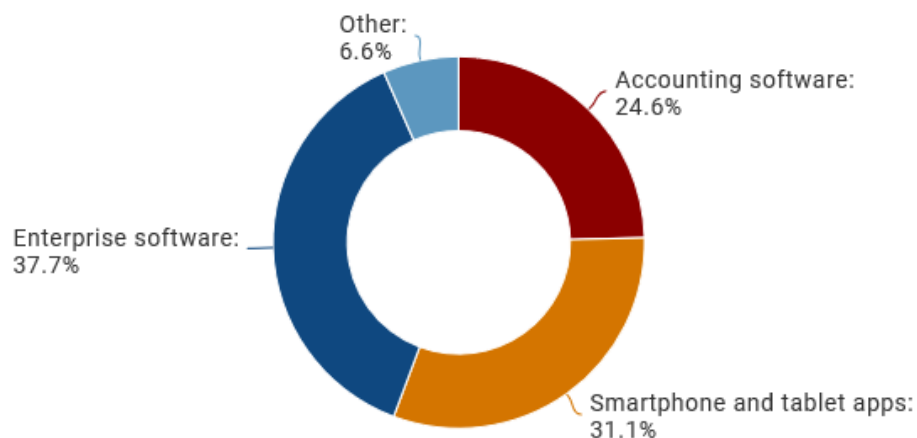
AUSTRALIA INDUSTRY (ANZSIC) REPORT J5420

Software Publishing in Australia

Report by: Liam Harrison | March 2019

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$4.2bnSoftware Publishing
Source: IBISWorld

AUSTRALIA INDUSTRY (ANZSIC) REPORT J5700

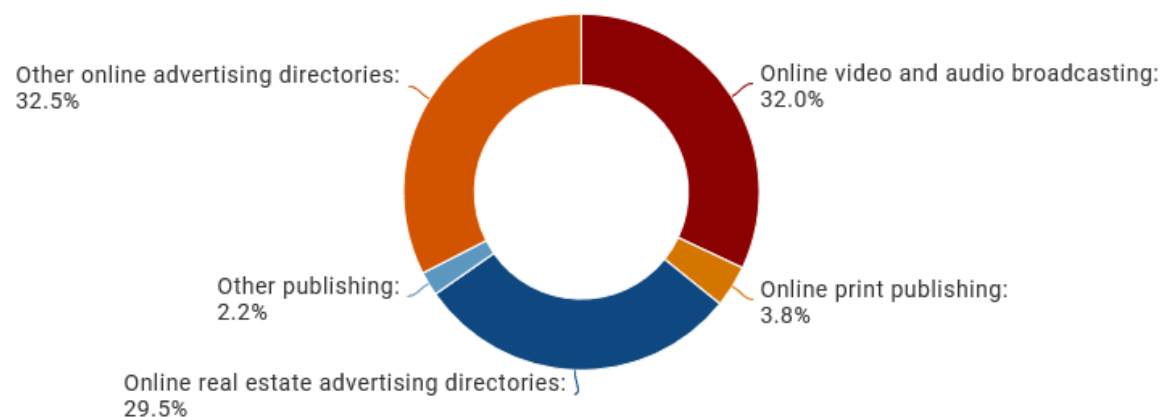
Internet Publishing and Broadcasting in Australia

Report by: Tom Miller | July 2019

Source: IBISWorld

Products & Services Segmentation

Industry Products & Services Segmentation



2020 INDUSTRY REVENUE

\$4.1bn

Internet Publishing and Broadcasting
Source: IBISWorld

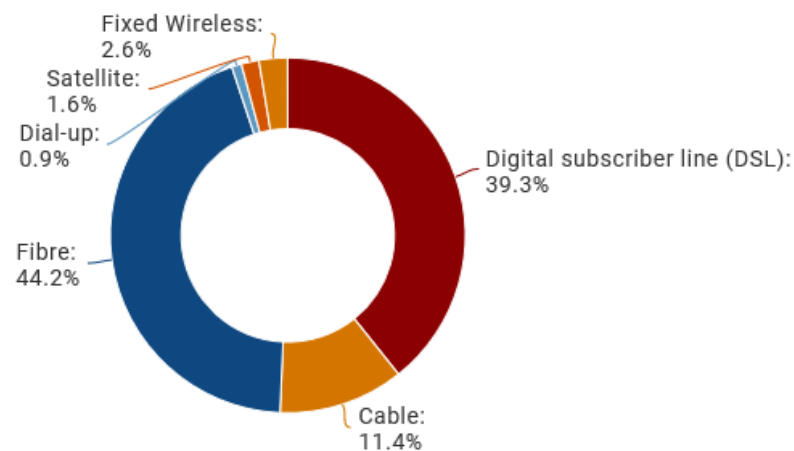
AUSTRALIA INDUSTRY (ANZSIC) REPORT J5911

Internet Service Providers in Australia

Report by: Liam Harrison | December 2018

Products & Services Segmentation

Industry Products & Services Segmentation



2019 INDUSTRY REVENUE

\$6.8bnInternet Service Providers
Source: IBISWorld



Doing business with Australia

FOR INTERNATIONAL

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Search for a supplier or product and discover
Australian industry capability



Invest in Australia

Discover opportunities in Australia and find out about
doing business in Australia



Study in Australia

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Australia

› Opportunities

› Why Australia

› Guide to investing

› Coming to Australia

› Investing in Australia

› Setting up a business

› Running a business

› Australian Government support programs

› Importance of Foreign Direct Investment

› Investment Specialists

› Investor Updates

› Resources

Investor Guide

This guide is designed to help international investors and businesses navigate investing and operating in Australia. It is an online guide to the regulations, considerations and assistance relevant to investing in, establishing and running a business in Australia, with direct links to relevant regulators and government agencies that relate to Australian Government regulation available assistance.

To get started, select a topic below.



Coming to Australia

Information on the range of Australian visa options and immigration requirements.

[Australia Business Visas](#)



Investing in Australia

Information on investing in Australia as a foreign entity, types of investment which require government approval, investor obligations, and how to apply for approval.



Setting up a business in Australia

Information on establishing or acquiring a business and obtaining business premises in Australia.

[Setting up a business in Australia](#)

Study in Australia

[Why Australia?](#)[Australian Education](#)[Live in Australia](#)[How to apply](#)[Destinations](#)

1. Australia is the third most popular international student destination in the world.

We might be a small country of 24.5 million people but we're world leaders in education. Australia is soon expected to take over the UK as the world's second most popular study destination, just behind the US, according to the University College of London's Centre for Global Higher Education.

2. Australia is currently home to nearly 700,000 international students.

That's an 11% increase in international student numbers from 2017. Our high-quality education, easy access to student support services, multicultural society and fantastic lifestyle make Australia an attractive study destination.

3. We have six of the world's top 100 universities.

Our education institutions may be relatively young compared with universities such as the UK's Oxford or the US's Harvard but they are up there with the best. The University of Melbourne, Australian National University, University of Sydney, University of Queensland, University of New South Wales and Monash University were all ranked in the top 100 universities in the Times Higher Education World University Rankings 2020.

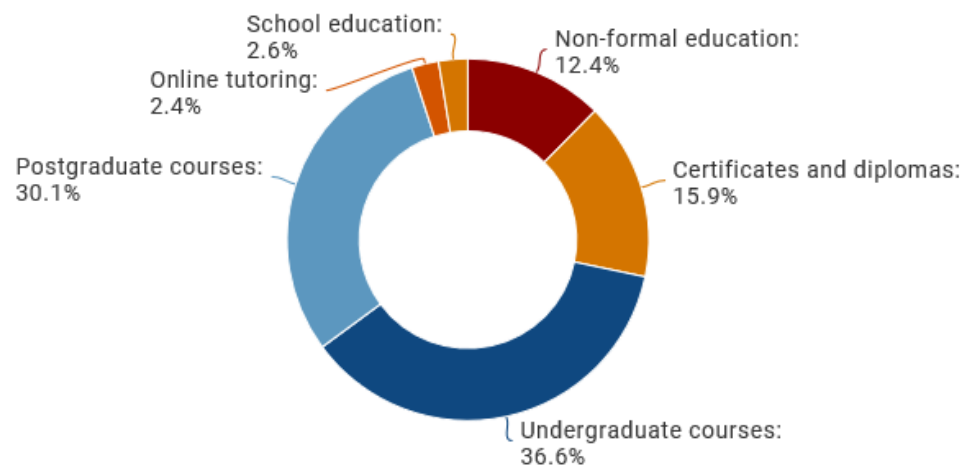
AUSTRALIA INDUSTRY (ANZSIC) REPORT X0008

Online Education in Australia

Report by: Hayley Munro-Smith | April 2019

Products & Services Segmentation

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2019 INDUSTRY REVENUE

\$5.1bn

Online Education
Source: IBISWorld

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featuring the world famous 12 Apostles. ...

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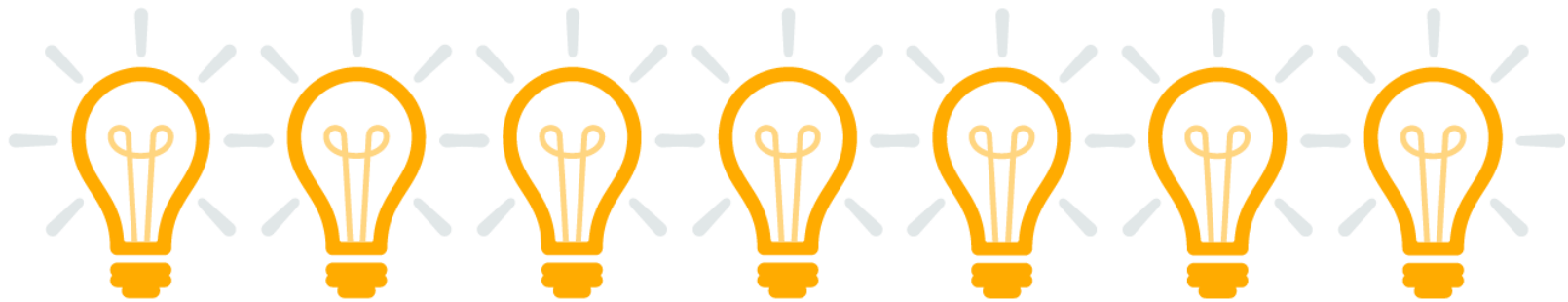
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LONG TRACK RECORD IN WORLD-CLASS INNOVATION

Over

1,000,000,000 people

around the world rely on Australian discoveries and innovations every day



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IVF

Ultrasound

WiFi

Bionic
Ear

Cervical
Cancer
Vaccine

Black
Box

There are countless opportunities to grow the trade and investment relationship – the key question is what are you prepared to do to make it happen !

Want to learn more?

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