

MESSAGE FROM THE SENIOR TRADE AND INVESTMENT COMMISSIONER

20 DECEMBER 2016

It is a great pleasure to have recently joined the Austrade team in Singapore.

As a hub into the fastest growing region of the world, Singapore offers great advantages for Australian companies seeking to capitalise on opportunities in Asia.

The recently inaugurated Comprehensive Strategic Partnership (CSP) elevates Australia's relationship with Singapore to a new level, and when fully implemented will provide Australian companies with unrivalled access to all that Singapore has to offer.

It is estimated that the region will require around \$1 trillion per annum of new infrastructure in the decades to come, creating major opportunities for our construction and engineering firms, and consultants and advisors engaged in the sector. With an English law based legal system and offices of the world's largest law firms and banks based in Singapore, the country is a natural hub from which to launch bids for projects across Asia.

As a major logistics hub, with world leading airport and port facilities, Singapore is well positioned to handle the expected growth in food and agriculture imports from Australia to meet rapidly growing Asian demand.

Our Austrade office in Singapore is focussed on opportunities across these and other sectors. The CSP provides a great framework for increased business engagement between our two countries. There are excellent opportunities for Australian companies to grow in the region, potentially partnering with Singaporean companies that have long experience of these markets and a detailed understanding of the nuances of doing business in Asia.

Singapore was the largest foreign investor in Australia last year, and we are keen to facilitate more investment as Singapore seeks to deal with issues of food and energy security.

We are also excited at the prospect of inaugurating our Landing Pad in Singapore in early 2017 to assist Australian start-ups and early stage companies to access funding channels available in Singapore, develop business plans and strategies and potential customers across the region.

Am excited about the opportunities that Singapore presents and look forward to a busy and prosperous 2017.

David C. Campbell
Senior Trade & Investment Commissioner, Singapore

