



As the role of Chairman of Northern Territory Vietnam Business Council (NTVBC), Mr Nguyen Ngoc My has been engaged in trying to establish the business cooperation between Vietnam and Northern Territory since early 2013.

Despite of numerous effort from myself and my partners, as well as from the Territory Government the improvement has still been very slow and far from matching up with its potential - the UNIQUE STRAETEGIC LOCATION of Darwin City as the GATEWAY between ASIA and the rest of AUSTRALIAN cities.

In trying to make something difference in speeding up the development, NTVBC would imagine A TEN YEAR VISION focused on a few breakthrough points as driving forces to stimulate a boost growth for the Northern Territory.



There are several strategic and planning documents available by NT Government for guiding the Territory's social and economic growth and development.

Most of them are interlinked and referred to each others in the broader context of development framework.

Some of the most typical key strategic documents are named hereunder:

- NT Population Growth Strategy
- NT Economic Development Framework
- NT Wide Logistics Master Plan
- NT Tourism Industry Strategy



And here are some more have been taken into account while NTVBC is making effort to bring in a series of breakthrough solutions for rocketing the Northern Territory economic growth:

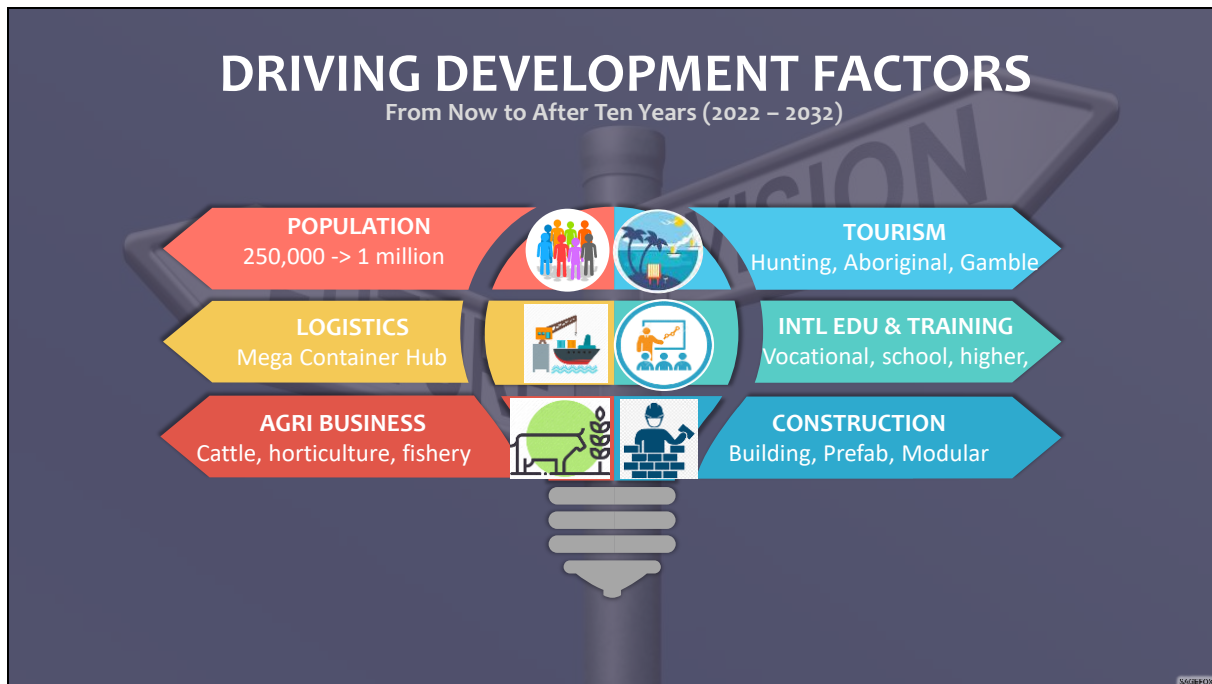
- NT 10-year Infrastructure Plan 2019-2028
- NT International Education and Training Strategy 2019-2025
- NT Aboriginal Strategy: Everyone Together
- NT Aboriginal Tourism Strategy

STRATEGIC DOCUMENTS
MORE TO BE CONSIDERED

- NT Inbound Workers Strategy 2019-2028
- NT Farmer Workforce Development Plan 2020-2025
- NT Multi-cultural Policy 2020-2025

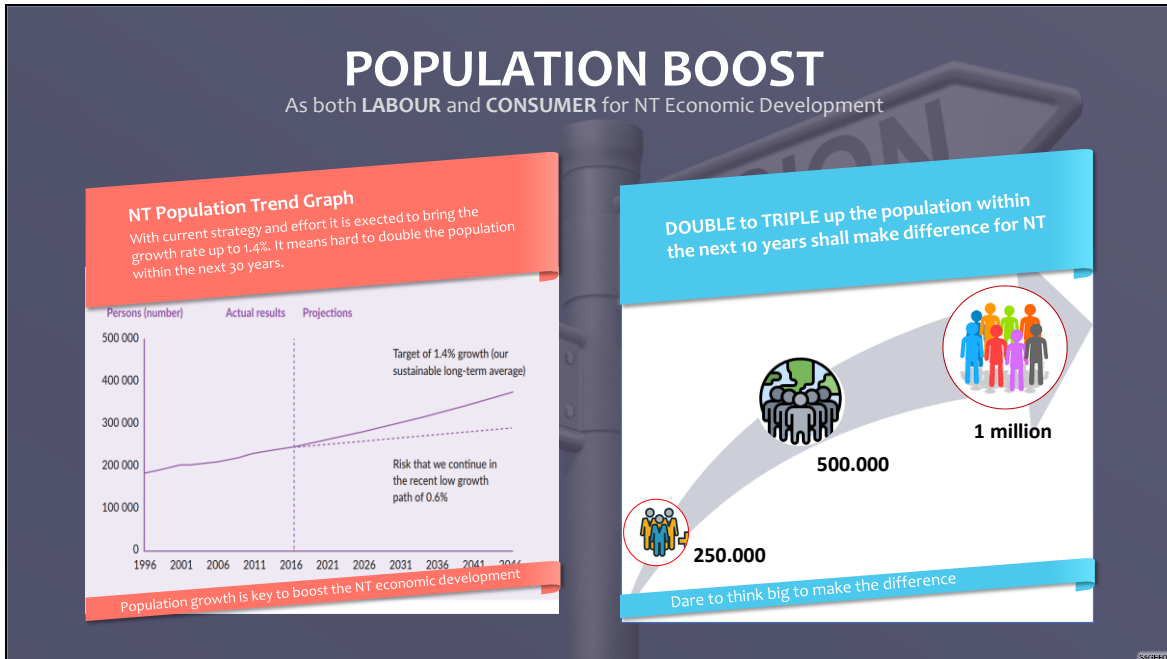
And here are some more have been taken into account while NTVBC is making effort to bring in a series of breakthrough solutions for rocketing the Northern Territory economic growth:

- NT Inbound Workers Strategy 2019-2028
- NT Farmer Workforce Development Plan 2020-2025
- NT Multi-cultural Policy 2020-2025



While agreeing to the NT Economic Development Framework, NTVBC would highlight and/or supplement the following six driving development factors which must be considered for top priorities, especially at the policy making level of both federal and national:

- Population growth: an ambitious target would be a double to a triple number of population by the next ten years.
- Tourism: Tourism is one of five core growth sectors identified in the *Economic Development Framework* to propel the Northern Territory's economy in the long term. With the Territory's distinct landscapes, experiences and cultural offering, it has much to offer the rest of Australia and the world. Double up the number of visitors within the next decade: 1.7 million -> 3.4 million
- Logistics: Adding to the Territory Wide Logistics Masterplan, NTVBC would recommend to develop Darwin as a MEGA CONTAINER HUB between Asia and other inland cities in Australia based on the current and future national railway.
- International Education and Training: International Vocational Training should be expand more to attract at least 10,000 students each year. They are major immigrant work-force.
- Agribusiness: cattle, horticulture, fishery
- Construction: the NT Ten year Infrastructure Plan 2019-2028



The current Population Growth Strategy shows a really conservative and very cautious growing trend.

I must say NO HUMAN – NO DEVELOPMENT. Of course too crowded shall be harmful BUT enough people, enough hands should be exactly what the Northern Territory is lack of in the context that Northern Territory contributes only 1% of Australia’s total population while occupies 17.5% of Australia’s land mass.

I would recommend a double up population for the next 5 years and might be triple to quadruplicate in the next ten years.

The HOW TO DO will be presented later.

We should look at the lesson from Dubai and Lavegas



- Tourism is one of five core growth sectors identified in the *Economic Development Framework* to propel the Northern Territory's economy in the long term.
- With the Territory's distinct landscapes, experiences and cultural offering, it has much to offer the rest of Australia and the world.
- Double up the number of visitors within the next decade: 1.7 million -> 3.4 million is quite reasonable in the context that NT have a lot of available advantages.
- The Tourism Industry Strategy 2030 is absolutely perfect for guiding the development. Apart from Aboriginal Culture, other tours of Hunting, Golf and Gambling could be another strength of NT and certainly attract visitors from Asian countries.

LOGISTICS BOOST

Huge Gap to Fill

Darwin Port as Gateway to Asia
As one of the ten major ports in Australia but its capacity is very modest, especially in relation to container transport.



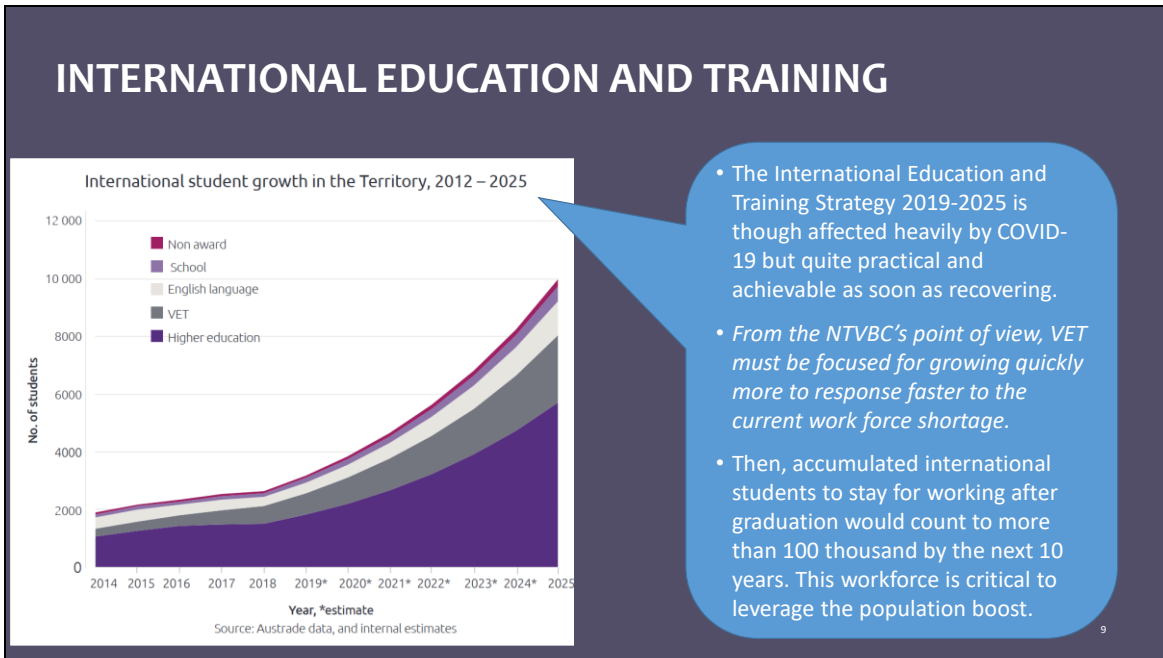
Darwin Port current: 20,000 TEU every year

MEGA CONTAINER HUB
Develop Darwin as Inland Container Depot based on the available and future railway for cheaper cargo transport.

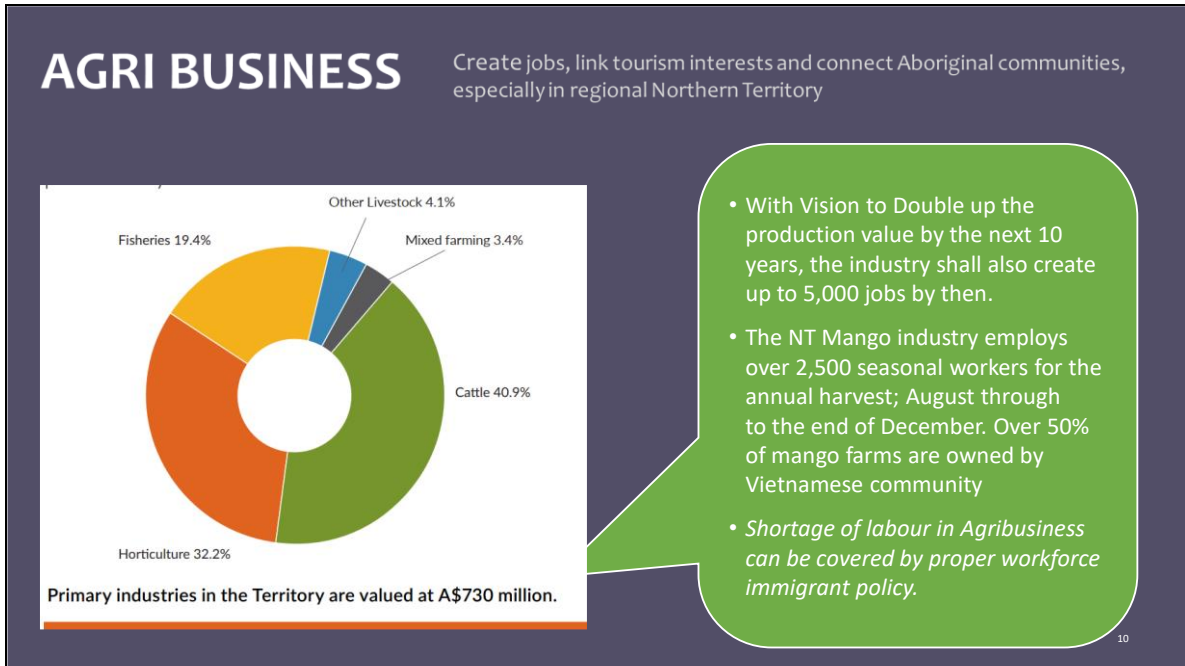


Melbourne Port 2.88 million TEU every year

- The **UNIQUE STRATEGIC LOCATION** of Darwin City as the **GATEWAY** between **ASIA** and the rest of **AUSTRALIAN** cities must be exploited.
- Approximately **98% of Australia's trade is conducted through container ports**, It is no surprise then that ports handle **at least 8 million TEU of cargo every year**.
- Darwin Port as one of the ten major ports in Australia but its capacity is very modest, especially in relation to container transport. Its current capacity is approximate 20 thousand TEU every year, equivalent to 1.5% of Melbourne Port.
- A **MEGA CONTAINER HUB** should be developed in Darwin as Inland Container Depot based on the available and future railway for cheaper cargo transport.



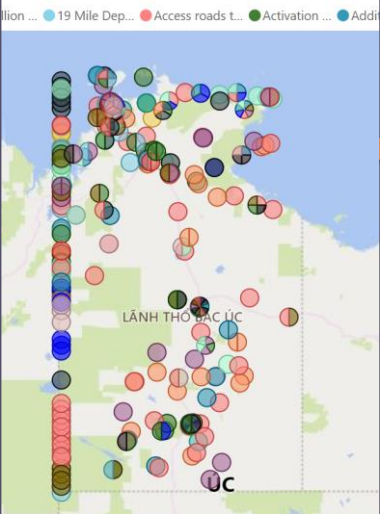
- The International Education and Training Strategy 2019-2025 is though affected heavily by COVID-19 but quite practical and achievable as soon as recovering. Target is to increase the number of migrant students from 2,600 in 2018 to 10,000 students by 2025.
- From the NTVBC's point of view, VET must be focused for growing quickly more to response faster to the current work force shortage.
- Then, accumulated international students to stay for working after graduation would count to more than 100 thousand by the next 10 years. This workforce is critical to leverage the population boost.
- Of course more active and supportive policies from the Government need to



- Agribusiness or Primary Industry create jobs, link tourism interests and connect Aboriginal communities, especially in regional Northern Territory.
- The number one agribusiness industry is cattle production (40.9%), followed by horticulture crops (32.2%), fisheries (19.4%), other livestock (4.1%) and mixed farming (3.4%)
- With Vision to Double up the production value by the next 10 years, the industry shall also create up to 5,000 jobs by then.
- The NT Mango industry employs over 2,500 seasonal workers for the annual harvest; August through to the end of December. Over 50% of mango farms are owned by Vietnamese community.

CONSTRUCTION

With 644 projects worth AUD 53 Billion to be finished by the next 10 years, huge volume of materials and labour must be mobilised



NT Demand and shortage:

- Cement, steel articles, brick, tile
- Modular prefabricated buildings
- Building & construction occupation in the Medium & Long Term Skills Shortage List (MLTSSL): Architect, Building & engineer technicians, Civil engineer, CPM & surveyor, ...

↓

VN has competitive advantage:

- Material: cement, brick, tile, steel articles, toilet parts, etc
- Prefabricated Modules, pre-built products
- Scaffold, formwork, accessories
- Skilled workers & technicians

11

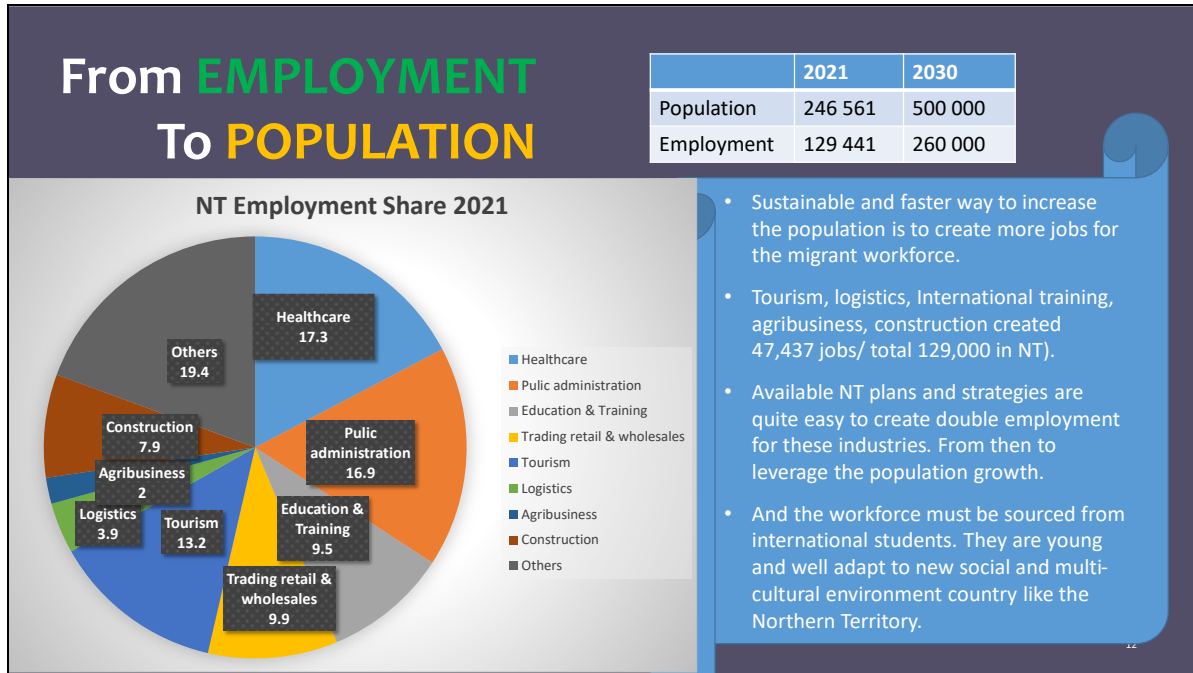
The NT 10 years Infrastructure Plan with total 644 projects and estimated investment cost up to AUD 53 Billion to be finished by the next 10 years, huge volume of materials and labour must be mobilised.

NT Demand and shortage:

- Cement, steel articles, brick, tile
- Modular prefabricated buildings
- Building & construction occupation in the Medium & Long Term Skills Shortage List (MLTSSL): Architect, Building & engineer technicians, Civil engineer, CPM & surveyor, ...

VN has competitive advantage:

- Material: cement, brick, tile, steel articles, toilet parts, etc
- Prefabricated Modules, pre-built products
- Scaffold, formwork, accessories
- Skilled workers & technicians



One of the sustainable and faster ways to increase the population is to create more jobs for the migrant workforce.

As mentioned before, most of the highlighted sectors: tourism, logistics, International training, agribusiness, construction have shared 36.5% total NT jobs, (equivalent to 47,437 jobs over 129,000 total NT jobs).

With available NT plans and strategies, it is quite easy to create double employment for these industries. And the source must be taken from international students. They are young and well adapt to new social and multi-cultural environment country like the Northern Territory.

DISCUSSION

What are Vietnam's benefits in this Strategy for development cooperation to NT ?

- ❑ Economic benefit:
 - ✓ Export of high-skill workers, building materials, interior furniture
 - ✓ Stable resources on imported cattle, coal, minerals
 - ✓ Facilitate Vietnamese businesses to realise their globalisation strategy
- ❑ Social benefit:
 - ✓ Job creation, particularly for the young generation who love to explore new countries
 - ✓ Sustainable growth of Oversea Vietnamese in NT
- ❑ Politic benefit:
 - ✓ Upgrade the VN's position Asia – Pacific Region

ORGANISATIONAL STRUCTURE

AT CENTRAL LEVEL

	Government of Vietnam	Government of Australia
CENTRAL LEVELS	<ul style="list-style-type: none"> - Ministry of Planning and Investment - Ministry of Culture, Sports and Tourism - Ministry of Labour, War Invalids and Social Affairs - Ministry of Industry and Trade - Ministry of Construction - Ministry of Foreign Affairs - Committee for Ethnic Minority Affairs - Vietnam Embassy in Australia - Vietnam Consulate General in Perth 	<ul style="list-style-type: none"> - Department of Foreign Affairs and Trade - Department of Home Affairs - Department of Education, Skills and Employment - Department of Infrastructure, Transport, Regional Development and Communications - National Indigenous Australians Agency - Australian Embassy in Vietnam - ... - ...

ORGANISATIONAL STRUCTURE

PROVINCIAL LEVEL – STATE/TERRITORY

	<u>Provincial People Committee of Ba Ria – Vung Tau</u>	<u>Northern Territory Government</u>
PROVINCIAL LEVEL – STATE / TERRITORY	<ul style="list-style-type: none"> - Department of Planning and Investment - Department of Industry and Trade - Department of Tourism - Department of Culture and Sports - Department of Labour, War Invalids and Social Affairs - Department of Construction - Department of Foreign Affairs 	<ul style="list-style-type: none"> - Department of Infrastructure, Planning and Logistics - Department of Industry, Tourism and Trade - Department of Education - Department of the Chief Minister and Cabinet - Office of Aboriginal Affairs - Aboriginal Areas Protection Authority - Aboriginal Peak Organisations Northern Territory

ORGANISATIONAL STRUCTURE

BUSINESS ASSOCIATIONS

	VIỆT NAM	NORTHERN TERRITORY
ASSOCIATION	<ul style="list-style-type: none"> - Vietnam Association of Foreign Invested Enterprises (VAFIE) - Business Association of Overseas Vietnamese (BAOOV) - HCMC Union of Business Associations (HUBA) 	<ul style="list-style-type: none"> - Chamber of Commerce Northern Territory (CCNT) - Northern Territory Vietnam Business Council (NTVBC) - Vietnam Business Association in Australia (VBAA)
BUSINESSES	<ul style="list-style-type: none"> - Vabis Group of companies - Cenland Group - Coteccons - Members of Business Associations 	<ul style="list-style-type: none"> - Vabis Darwin Group of companies - Members of Business Associations

DISCUSSION

Progress and Next Steps

- ❑ **Progress:**
 - ✓ Completion of the Strategy for development cooperation between VN and NT
 - ✓ Mr Nguyễn Ngọc Mỹ has contacted to some international businessmen and politicians
 - ✓ Strategic Cooperation Agreement between VAFIE and NTVBC has been signed
- ❑ **Next steps:**
 - ✓ VAFIE works with the Ministry of Planning and Investment to submit this Strategy to Vietnam Government
 - ✓ Mr Nguyễn Ngọc Mỹ accompanies Vietnam Ambassador in Australia to visit NT Government and present this Strategy
 - ✓ Vabis Group proceed a campaign on this strategy to other Vietnam business associations

