

## **Consul-General of Japan in Sydney's Newsletter**

### **No. 42 Business opportunities in the Northern Territory**

18 June 2021

Have you ever been to the Northern Territory (the NT)? Although the NT's population of approximately 260,000 people is only around 1% of Australia's total population, in terms of land, the Northern Territory's total surface area is 1.35 million km<sup>2</sup>, the third largest behind Western Australia and Queensland. The NT capital is Darwin on the north coast, and the famous tourist destination Uluru is also located in the Northern Territory.

In February this year, I accompanied Ambassador Yamagami during his official visit to the Northern Territory, and I reported about a series of events during that visit as well as the three points of deep connection – history, business and security - in a previous newsletter.

Following up on the February visit, on 28 April, a business seminar was held in Sydney, jointly organised by the NT Government and this consulate. From 2 to 4 June, I visited Darwin and held further talks with top NT Government officials and others.

Through frequent visits and consultations with the Northern Territory since the start of this year, I feel strongly that there are even more business opportunities for Japan in the NT. In this issue of my newsletter, I would like to update you on these various business opportunities. I hope that this will be a chance for public and private stakeholders to further promote concrete collaboration and cooperation.



**Northern Territory Business Seminar  
(28 April 2021)**

● **Northern Territory Business Seminar**

On 28 April, a business seminar targeting Japanese companies – ‘Investment Opportunity in the Northern Territory: Natural Gas, Hydrogen and Critical Minerals’ - was held in Sydney, jointly organised by the NT Government and this consulate. The seminar was realized as a result of discussions during Ambassador Yamagami’s official visit to the Northern Territory in February, when it was agreed that it would be beneficial to narrow down the investment opportunities in the NT to areas of particular potential for Japanese companies and to explain them directly to companies in Sydney. There were 43 online participants and 37 on-site at the seminar.

The seminar contents were particularly useful and well developed. There were more than 10 participants from the Northern Territory, including representatives from government agencies and natural gas and important mineral companies, headed by Mr Andrew Cowan, Territory Investment Commissioner. In addition to explanations for each field, the latest status of individual investment projects such as natural gas from the Beetaloo Basin and neodymium and praseodymium (NdPr) from the Nolans district was explained. Japanese and Australian government agencies also introduced support available to business.



**NT Government video with Japanese subtitles  
about business opportunities in the NT  
(28 April 2021, YouTube [link](#))**

At the seminar, I was greatly impressed by the materials created by the Northern Territory Government for the seminar – a video with Japanese subtitles as well as panelist CVs and sector overviews in Japanese language. The majority of presentation materials were produced in Japanese as well as English.

The seminar materials and video have all been uploaded to our website ([link](#)) . You can find up-to-date and detailed information. Please take a look.

A networking session was held after the seminar, allowing participants to get to know one another better in a relaxed atmosphere. I feel that events such as the seminar are extremely important for sharing and exchanging information and building personal relationships.



**Discussion with NT Deputy Chief Minister The Hon. Nicole Manison MLA  
(2 June 2021)**

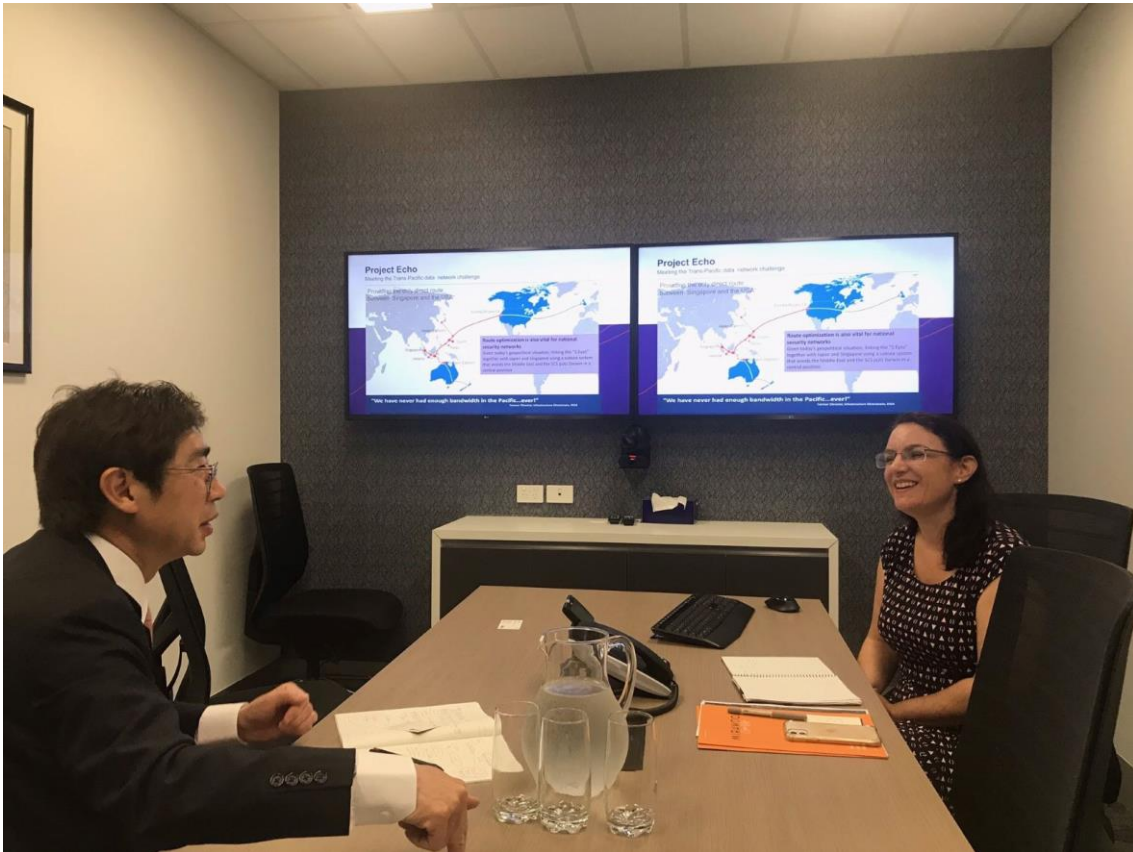
● **Discussions with the Northern Territory Government**

To follow up this seminar and to promote business in other areas, I visited Darwin from 2 to 4 June and had talks with top NT Government officials.

NT Deputy Chief Minister The Hon. Nicole Mansion MLA is also Minister for Mining and Industry and Minister for Agribusiness and Aquaculture, among her wide-ranging portfolios. Following our joint site inspection of the planned prawn aquaculture project in October last year, this time I was able to meet the Deputy Chief Minister in her office for the first time. We reported on the outcomes of the recent business seminar and shared the view to support the prawn aquaculture project, the submarine cable, developments in space, tourism and study abroad.

I also had discussions with The Hon. Paul Kirby MLA again. He is the former Minister for Resources and now Minister for Digital Development among other portfolios. We reported on progress in these areas. In addition, I met again with Mr Andy Cowan, Territory Investment Commissioner in the Department of the Chief Minister and Cabinet, who oversaw the seminar in Sydney, and we discussed future plans.





**Briefing with Ms Claire George, Director - Space and Digital at NT Department of the Chief Minister and Cabinet  
(3 June 2021)**

The Northern Territory is also focusing on the space sector and the data centre business. I met and had discussions with Ms Claire George, who is Director - Space and Digital at the NT Department of the Chief Minister and Cabinet.

The Arnhem Space Centre is located on the north coast of the Northern Territory and is Australia's first private rocket launch facility. NASA is planning to launch from this centre. In addition, in Alice Springs there is a NASA-owned, CSIRO-operated balloon launching facility which JAXA (Japan's space agency) also uses. In addition, several companies are investing in the establishment of ground stations to handle satellites and data.

In the digital sector, there are efforts to attract data centres which can utilise the abundant solar energy and the vast spaces of the NT. I also heard that the planned Project Echo submarine cable, which would connect the US state of California with Guam, Indonesia and Singapore, could be extended to Darwin.



**Australian-Japanese Association of the NT (AJANT) social gathering  
(2 June 2021)**

● **The Australian-Japanese Association of the NT (AJANT) network**

A good thing about Darwin is that the foundation of the local Japanese community is strong, well-established and developing. During this visit I attended a social gathering which not only included committee members but a broad group of AJANT members.

The venue was Go-Sushi X whose founding owner was also a founding member of AJANT. Also present were representatives from INPEX, a leading Japanese company in the area, and representatives from Darwin Memorial Uniting Church, which has become a symbol of Japan-Australia reconciliation. There were also people learning how to play the *koto* for example, and people who have lived in Japan. Many members brought along their family as well. AJANT members include both Japanese and Australians who have been involved through the Association's activities over many years, and I saw for myself that it has become a network connected by bonds of trust.

In mid-September, AJANT is planning to hold Japanese Festival Darwin, and learning about this plan, I promised to visit Darwin again for the festival. I also heard about AJANT's efforts ahead of next year's 80<sup>th</sup> anniversary of the Bombing of Darwin.



**The Main Hall at Northern Territory Parliament House  
(2 June 2021)**

- **Towards stronger business ties between the NT and Japan**

I have visited the Northern Territory 6 times to date (Darwin 5 times and Alice Springs and Uluru once) and I have seen the efforts of the NT to make the best use of their plentiful resources and vast territory, hand in hand with Indigenous Australians.

With a small population and a smaller-scale government, stakeholders can communicate easily and decisions can be made very quickly. Moreover, Darwin has the advantage of its close proximity to Asia, and through its culture and climate, you can feel in its atmosphere that it is close to Asia. On the other hand, it has the Australian traits of rationality and transparency. It also has many people who understand and like Japan; proportionally, more people study Japanese language in the NT than in anywhere else in Australia.



I would like to clearly convey the many business opportunities the NT offers - not only in the sectors raised at the NT business seminar, namely, natural gas, hydrogen and critical minerals, but also in a wide range of other sectors, such as prawn aquaculture, submarine cable, space, tourism and study abroad. Through these efforts, I would like to support, to the best of my ability, both Japanese and Australian public and private stakeholders in order to promote concrete collaboration and cooperation between Japan and the Northern Territory.

'Investment Opportunity in the Northern Territory: Natural Gas, Hydrogen and Critical Minerals' business seminar - jointly organised by the NT Government and the Consulate-General of Japan in Sydney (28 April 2021) (Japanese & links)

[https://www.sydney.au.emb-japan.go.jp/itpr\\_ja/20210428seminar.html](https://www.sydney.au.emb-japan.go.jp/itpr_ja/20210428seminar.html)

NT Government video with Japanese subtitles

[https://youtu.be/4b\\_MgPYqBQE](https://youtu.be/4b_MgPYqBQE)

NT Government materials from the business seminar (English)

<https://www.sydney.au.emb-japan.go.jp/files/100181456.pdf>

Investing in the Territory

<https://theterritory.com.au/invest>

Investing in the Territory – space

<https://theterritory.com.au/invest/key-sectors/space>

Australian-Japanese Association of the Northern Territory (AJANT)

<https://www.ajant.org/>

Consul-General's Newsletter - No. 35 Darwin and Japan: the Ties of History, Business, and Security (4 March 2021)

[https://www.sydney.au.emb-japan.go.jp/document/CGKiya\\_35newsE.pdf](https://www.sydney.au.emb-japan.go.jp/document/CGKiya_35newsE.pdf)

Consul-General's Newsletter - No. 27 The Northern Territory and Japan: Towards deepening and widening business and exchange (6 November 2020)

[https://www.sydney.au.emb-japan.go.jp/document/CGKiya\\_27newsE.pdf](https://www.sydney.au.emb-japan.go.jp/document/CGKiya_27newsE.pdf)

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