

Opening Doors. South Australia, a complete investment package



Government of South Australia

Department for Trade, Tourism
and Investment

Contents

- 1 South Australia is open for business
- 2 Making your investment happen
- 3 Our approach to investment
- 4 The Australian advantage
- 5 Australia's strong economy
- 6 Why South Australia?
- 10 Economic indicators
- 14 Minerals and energy
- 17 Food and agribusiness
- 18 Financial and business services
- 21 Technology and creative industries
- 22 Future industries and advanced manufacturing
- 24 Defence industries
- 25 Health and life sciences





South Australia is open for business

There has never been a better time to do business in South Australia.

South Australia offers a highly competitive environment and an ease of doing business that supports profitable investments.

With a highly skilled workforce, cutting edge research and development, competitive labour costs and a superior lifestyle, South Australia really is a rich investment opportunity.

Why do business in South Australia?

- > We are Australia's top resources investment destination
- > We are a leading agriculture region with world-renowned premium food and wine exports
- > We have a strong advanced manufacturing base – particularly in the health, medical devices and electronics sectors
- > We are the centre of Australia's naval shipbuilding industry and the build location for the A\$50 billion Future Submarines Program
- > With a world-class education system, we are leaders in research and development and offer a highly skilled workforce, and
- > We are proactive and focused on the future – both yours and South Australia's.

**Adelaide was ranked the
most cost competitive city
in Australia, moving ahead
of Melbourne in KPMG's
2016 biennial *Competitive
Alternatives Report*.**



Making your investments happen

For us, it's all about the customer.

The Government of South Australia's investment team's mission is to drive inward investment for South Australia – investment which creates high value-adding industries and sustainable jobs.

We are here to provide exemplary customer service and make your investments happen. Our team is here to listen to your needs and tailor support which will open the door for you to invest in South Australia.

We have an experienced business development team who understand business requirements and priorities. We can provide unparalleled access to decision-makers in both the public and private sectors and we can connect you to significant investment-ready projects.

We do this by understanding local industry capabilities and opportunities – and then pursuing global markets to complement and diversify those strengths.

The speed and professionalism provided by our team means the process of securing your investment is streamlined to ensure your business is a success in South Australia.

We will work with you by:

- > providing a dedicated point of contact for all your project requirements
- > ensuring you have the best support to expedite your project in what may be a new state or country
- > simplifying dealings with government and other business partners to streamline your path to a secure investment
- > providing policy and regulatory assistance to accelerate your investment
- > helping you access the State's skilled local workforce, ensuring you are connected to professionals who can deliver results
- > linking you to new technologies, services, skills or processes which may add value to your organisation.

Put simply, we can connect you with decision-makers, identify funding and support options, help you choose new premises and then settle into South Australia.

We want to attract mutually beneficial investments that will be a win for South Australia and your business.



Our approach to investment

Our aim is to be the lead investment team in Australia, putting South Australia on the global map for foreign direct investment (FDI) and in doing so, taking South Australia to the world.

FDI has many benefits to South Australia beyond the immediate investment.

FDI will make South Australia an increasingly engaged global economy. It brings in know-how and best practice from around the world. It provides opportunities for new skills development and training, giving South Australia access to global technology and research.

This delivers opportunities for local businesses to compete with the best in the world. It enables us to transform our creativity and new ideas into commercial products that can be sold around the world.

To achieve this, the Department for Trade, Tourism and Investment actively partners with other government departments and agencies such as the Department for Industry and Skills, Primary Industries and Regions SA and Defence SA to get the best outcomes for our customers and the State.

Our investment team is structured around the State's key industry sectors:

- > minerals and energy
- > food and agribusiness
- > financial and business services
- > technology and creative industries
- > future industries and advanced manufacturing.

We are proactive and committed in our advocacy for business, using exceptional customer focus to build genuine relationships across the entire customer journey and solving problems for the business community.

We walk through doors with you as an investor, and advocate for your success.



A gateway to Asia:

Adelaide services nine countries direct with 55 flights per week



The Australian advantage

Australia is one of the safest, low-risk environments for business and investment.

Doing business in Australia has never been more attractive. With one of the most transparent and well-regulated business environments in the world, Australia's political stability and regulatory framework provides investors with confidence and security.

Australia is in its 27th year of uninterrupted annual economic growth, has a AAA sovereign risk profile and has diverse, globally competitive industries. Today, our nation is in a strong position to maintain its economic prosperity.

We are known globally for our highly successful resources sector. Through this we have helped power Asia's urbanisation and are now on track to be the world's largest producer of liquefied natural gas by 2020.

With global food demand booming, Australia is ideally placed as a premium food supplier and a long-term partner of choice in food security.

Australia is also home to one of the region's most sophisticated financial sectors, providing access to capital and financial expertise, particularly in wealth management.

As a leading education provider, our nation is attracting students from around the world. Increasing numbers of overseas visitors are driving demand for new tourism infrastructure.

Australia also has advanced research and innovation capabilities, particularly in biotechnology, medical science and niche areas of advanced manufacturing.

And importantly, our multicultural background means the Australian labour force is one of the most educated and multilingual in the world. This gives Australia a huge advantage in an increasingly global business environment.



Australia's strong economy



13th largest economy
in the world

RATED AAA by all three global
rating agencies

27 years of
uninterrupted
annual growth

WORLD'S 6th largest pool of funds
under management and the
largest in the Asian region

2.8% annual real GDP
growth forecast
to 2022

15 OUT OF 20 industries rating above
the global average for
high productivity

Why South Australia?

In South Australia, we make it our business to make yours a success.

South Australia offers a highly competitive environment and an ease of doing business that supports profitable investments.

With a highly skilled workforce, cutting edge research and development, competitive labour costs, and strong collaboration between government, industry and academia, South Australia really is a place where your business can innovate and grow.

Adelaide was ranked the most cost competitive city in Australia, moving ahead of Melbourne in KPMG's 2016 biennial *Competitive Alternatives Report*.



**Competitive
business
environment**



**Enviably
lifestyle**



**Skilled and
educated
workforce**



**Culture of
innovation**



**Advanced
manufacturing
capability**



**Proactive
government**



So why would you want to invest in South Australia?

Competitive business environment

South Australia offers a range of cost advantages that no other state in Australia can match, improving your company's bottom line.

Private sector labour costs in South Australia are 8.5 per cent below the Australian average, making our State a great place to expand your workforce. The Adelaide market continues to be one of the most cost-competitive city centre markets nationally when it comes to setting up business and leasing office space.

South Australia has a range of office space and industrial land available in, or close to the city centre at rates lower than other mainland Australian states. With a well-planned supply of affordable industrial land, linked to strategic infrastructure and transport corridors, the cost of doing business here is highly competitive.

South Australia's central location provides the ideal gateway into Australia and out to Asian markets and beyond through our modern air, sea and rail freight channels. Our international airport is only six kilometres from the city centre, or 15 minutes by taxi. It services nine international destinations direct with 55 flights per week. Flights to Sydney and Melbourne also depart, on average, every 20 minutes during operating hours.

An enviable lifestyle

Every region in the world talks about its quality of life, but in South Australia we really have it!

Our capital city, Adelaide, is ranked the fifth most liveable city in the world, and in the top five must-see regions by Lonely Planet in 2017.

South Australia's high quality of life and low cost of living combines to create high employee retention rates for businesses, providing business stability, continuity and bottom line benefit by minimising staff turnover and re-training costs.

Adelaide has the shortest work commute times and the lowest residential property prices of all Australian mainland capital cities. (Australian Bureau of Statistics category number 6416.0)

Our State is also Australia's premium food and wine destination, accounting for almost 80 per cent of Australian premium wine production, and is the stage for many international festivals and sporting events.

Skilled and educated workforce

South Australia prides itself on being the nation's Knowledge State. With three highly-regarded public universities and campuses of two of the world's best universities, South Australia produces an extensive range of graduates per year ready to enhance your workforce. Currently, South Australia has more than 102,000 students enrolled in university courses in the state.

Additionally, there are more than 34,000 international students from 130 countries within our education system, providing international knowledge and language expertise.

University and commercially-based research and development in Adelaide has led international change in the biotechnology, agriculture, winemaking, animal science and information technology fields. These close links have been formed by a strong research ethos in the public and private sectors.

There are also many private specialist training institutions working with industry to meet future workforce needs.

In South Australia, we make it our business to make yours a success.



Culture of innovation

South Australia is a place where ideas can be developed, trialled and sold to the world, in an environment with innovation at its core. We apply this creativity using the latest technological and scientific research, while building successful collaborations.

Our State is home to a number of specialised, world-class research and innovation districts including the Tonsley innovation district, Techport naval industry hub, the South Australian Health and Medical Research Institute (SAHMRI), and the Waite agricultural research precinct, which create high performing, collaborative environments.

South Australia's excellent technology infrastructure makes it a great choice for enterprises such as support services, cyber security and software development, whilst our geographic location enables work to be delegated across time zones.

GigCity Adelaide is offering innovation precincts next-generation gigabit internet that is up to 100 times faster than the national average. Our network is growing quickly, with local businesses across innovation precincts already enjoying this ultra-fast, affordable internet.

Advanced manufacturing capability

South Australia has a deep, technical manufacturing skills base developed from a long history in the automotive and defence sectors, and the industry is providing a solid platform for new and existing manufacturers.

We are known internationally as Australia's defence hub, having secured the Federal Government's A\$50 billion Future Submarine Program – the largest defence procurement in the nation's history. The Program will define the future of advanced manufacturing in Australia and create significant opportunities throughout the design development, build, integration and sustainment phases.

Technology plays a central role in the competitiveness of South Australia's advanced manufacturing industry, supporting innovation, driving product and service development and improving performance.

In emerging technologies such as photonics, nanotechnology, additive manufacturing, advanced materials and robotics and digital technology, South Australia is demonstrating emerging strengths in research and development expertise.

Proactive government

Through proactive, progressive policy and strong leadership, the South Australian Government has created a supportive business environment for investors.

Our proactive policies include:

- > Australia-first legislation allowing trials of driverless car technology
- > Employment incentives for businesses with a taxable payroll of A\$5 million who can receive A\$10,000 for every new employee over the next two years.

The South Australian Government is pro-investment and committed to supporting business by offering direct access to key decision-makers, both in the public and private sector, services to streamline establishment and approvals processes for foreign direct investment and a range of grants and assistance packages.

We have a consistent budget surplus and strong financial management record as evidenced by our AA+ credit rating with Standard and Poors.



**South Australia is the location
of the A\$50 billion Future
Submarines Project.**

South Australia's Economic Indicators

The following section provides a brief overview of the performance of the South Australian economy, covering important economic indicators such as employment, export of goods, cost of doing business and population. It also compares the performance of South Australia's economy against other Australian states, where appropriate.

Population and households (June 2017)

GREATER ADELAIDE



Population
1,333,927



Number of households
544,294

SOUTH AUSTRALIA



Population
1,723,548



Number of households
709,851

AUSTRALIA



Population
24,598,933



Number of households
9,413,371

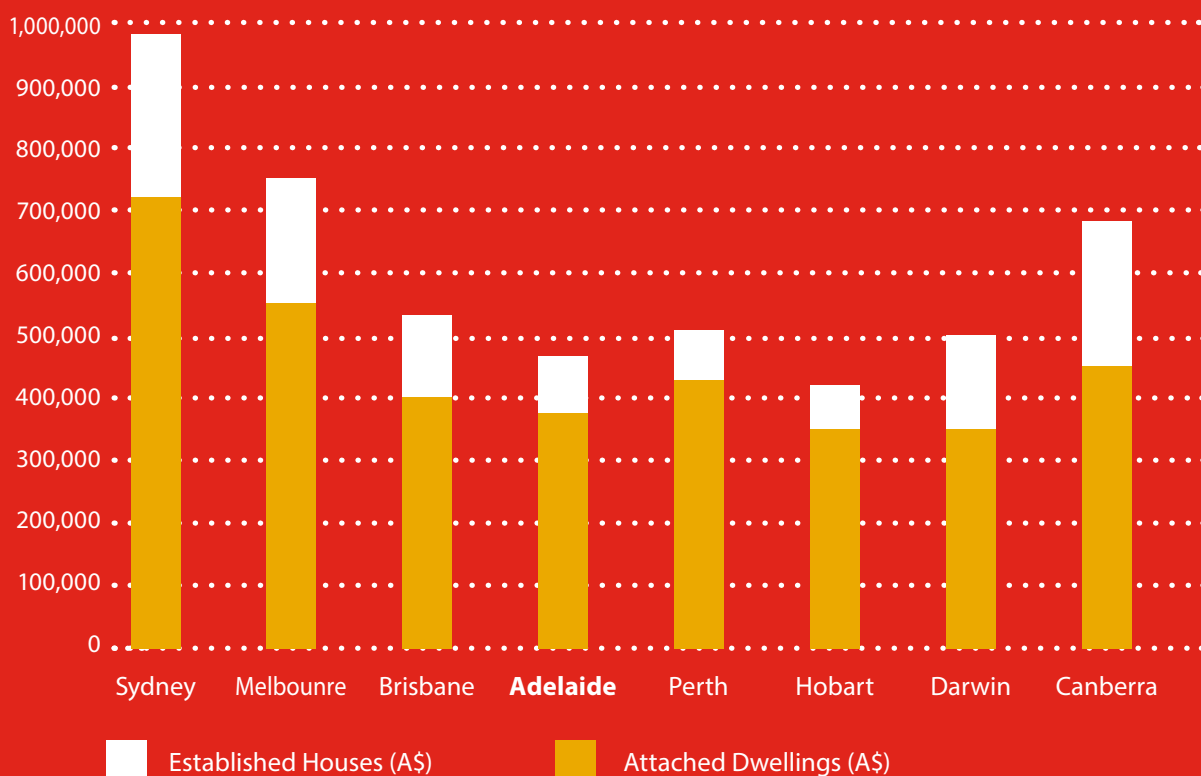
Source: ABS Catalogue number 3236.0 Household and Family Projections, Australia, 2011 to 2036; ABS 3218.0 Regional Population Growth, Australia 2016-17

Gross State Product (2016-17)

Location	GSP (A\$bn)	GSP per capita (A\$)	GSP per employee (A\$)
SA	101.8	59,285	123,561
NSW	557.9	71,541	144,271
VIC	399.0	63,900	124,556
QLD	308.7	63,212	127,850
WA	233.2	90,799	175,889
TAS	28.6	55,056	116,474
NT	25.4	103,763	103,442
ACT	37.6	92,436	169,717

Source: ABS Catalogue 5220.0 – Australian National Accounts: State Accounts, 2016-17 and ABS Catalogue 6202.0 – Labour Force, Australia, October 2017

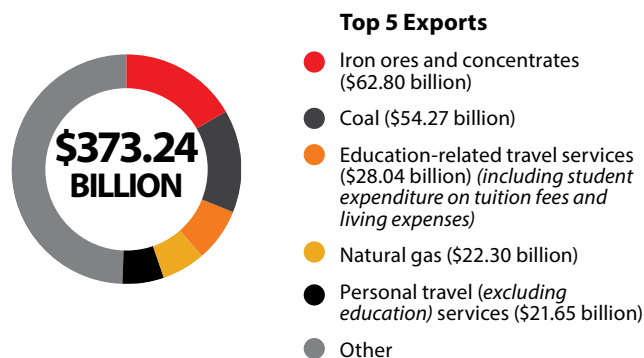
Residential property prices (December 2017)



Source: ABS Catalogue 6416.0 Residential Property Price Indexes: Eight Capital Cities, December 2017

Trade (2016-17)

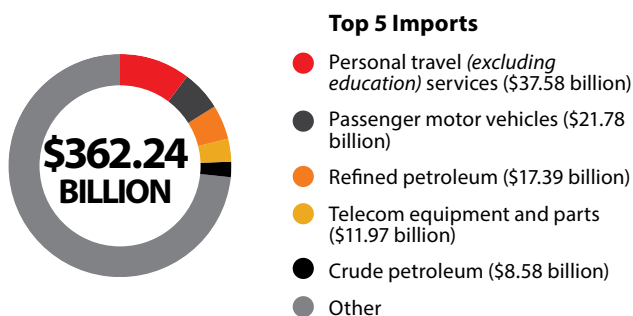
Australian exports, 2016-17



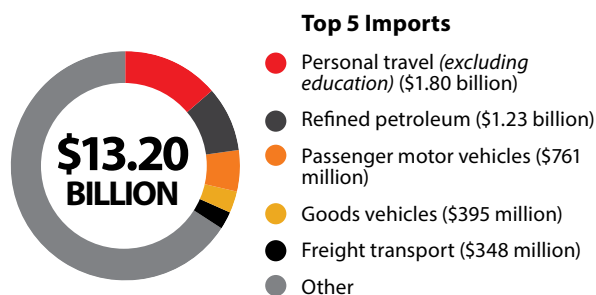
South Australian exports, 2016-17



Australian imports, 2016-17



South Australian imports, 2016-17



Source: Department of Foreign Affairs and Trade, "Australia's trade by state and territory 2016-17" and Department of Foreign Affairs and Trade, "Composition of Trade Australia 2016-17"

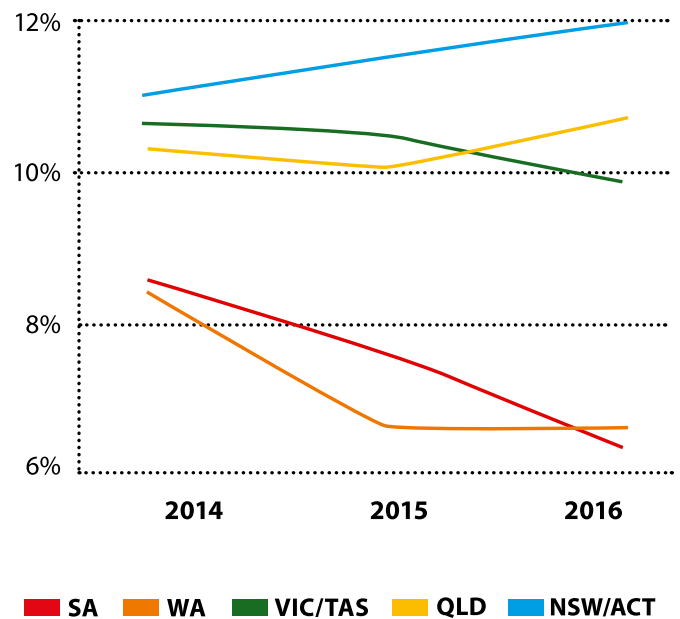


Wages (November 2017)

Location	Average weekly earnings (\$)	Average annual earnings (\$)	Cost savings (%)
SA	1,488.00	77,376	-
NSW	1,642.60	85,415	-9%
VIC	1,565.10	81,385	-5%
QLD	1,585.80	82,462	-6%
WA	1,854.40	96,429	-20%
TAS	1,377.70	71,640	8%
NT	1,900.60	98,831	-22%
ACT	1,774.60	92,279	-16%
National	1,626.00	84,552	-8%

Source: ABS Catalogue 6302.0 - Average Weekly Earnings, Australia, Nov 2017. Note: Private sector full-time total cash earnings

Average resignation rates (Staff retention)



Source: Australians Institute of Management website: "Staff Retention in Focus - NSS October Update", 19 October 2016

Office space costs (June 2017)

Location	Prime Rent (A\$/m ²)	Total Occupancy Cost (A\$/m ²)	SA Cost Savings (%)
Adelaide	415	550	-
Sydney	1,091	1,372	60%
Melbourne	555	732	25%
Brisbane	680	805	32%
Perth	680	813	32%
Canberra	363	434.5	-27%

Source: CBRE Prime Office Occupancy Costs June 2017
Note: Occupancy costs include service charges and taxes and are standardized on a net internal area basis.

Work commute times

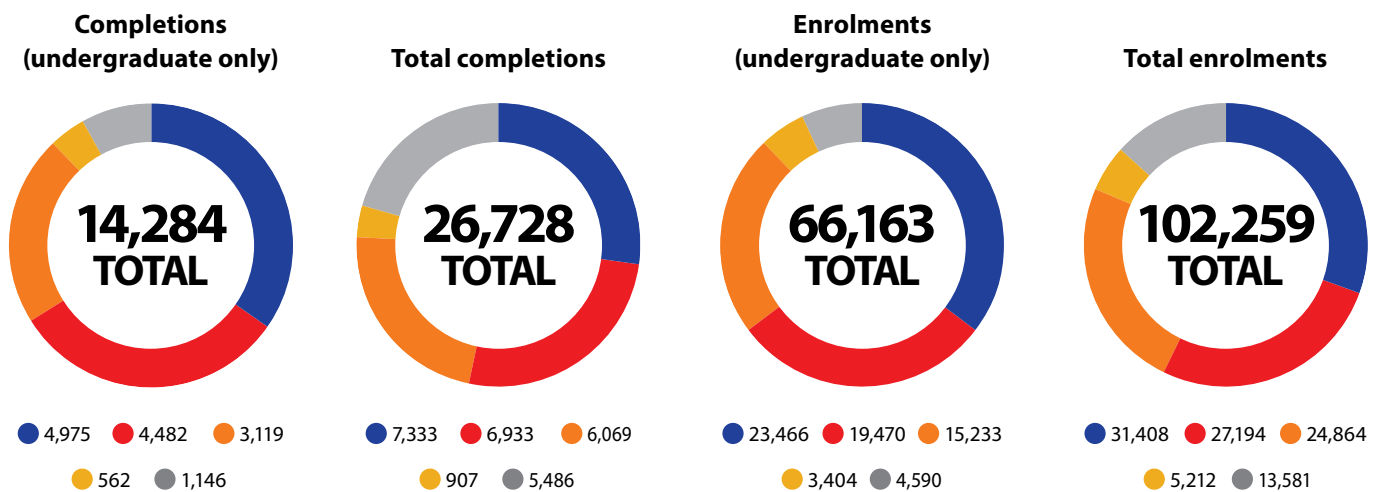
Location	Average time (mins)	Proportion who take:		
		1-15 mins	15-45 mins	45+ mins
Adelaide	21.8	48%	62%	7%
Sydney	31.7	22%	48%	26%
Perth	30	25%	56%	19%
Melbourne	29.5	33%	56%	20%
Brisbane	27.2	29%	40%	24%
Canberra	17.4	23%	36%	5%

Source: Regus Australia (2014), 'Rush hour: the daily commute just got longer'.



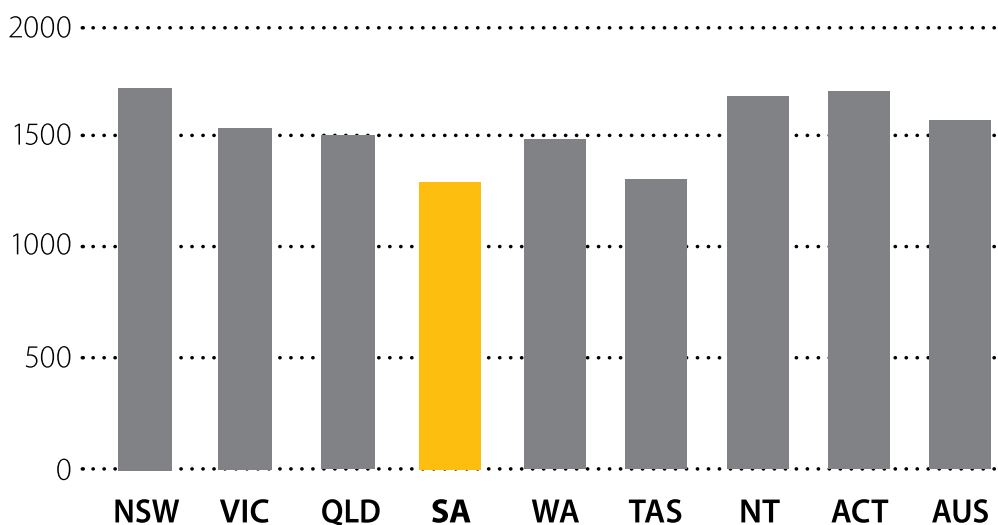
University student data (full year 2016)

● University of South Australia
 ● University of Adelaide
 ● Flinders University
 ● Torrens University Australia
 ● Other



Source: Australian Government Department of Education and Training uCube (full year 2016 data).

ABS Household Expenditure Survey, Australia: Summary of results, 2015-16



Source: ABS 6530.0 - ABS Household Expenditure Survey, Australia: Summary of Results, 2015-16

Minerals and energy

Blessed with rich, natural assets, South Australia has provided minerals and energy resources to the world for more than 150 years.

The State has a diverse and resilient mining sector headlined by significant deposits of copper, gold, iron ore, uranium, graphite and mineral sands. We are home to one of the world's biggest copper, gold and uranium mines, Olympic Dam, and one of Australia's significant copper-gold mines at Prominent Hill.

In the energy space, we are home to Australia's largest onshore oil and gas province, the Cooper Basin. South Australia has 14 petroleum prospective basins, 12 of which are onshore. Two are currently commercial hydrocarbon producers.

South Australia also has world-class natural resources that are increasingly attracting investors in wind power, solar, geothermal and wave energy.

These vast natural resource assets are underpinned by a supportive State Government, a highly skilled workforce and a respected regulatory framework creating an environment for low-risk, sustainable investment.

In South Australia, you'll find:

- > 23 per cent of the world's and 80 per cent of Australia's uranium resources
 - > 68 per cent of Australia's economic demonstrated resources of copper
 - > A long term strategy to triple copper production to one million tonnes within two decades
 - > 37 per cent of Australia's total installed wind capacity
 - > Support for exploration through the highly successful Plan for Accelerating Exploration (PACE)
 - > Key targets for investment in low carbon energy generation and electricity production by renewable energy sources
 - > A globally-regarded robust and effective regulatory framework for oil and gas resources
- > Award winning SARIG online application providing vital geological and geospatial information
 - > South Australian Drill Core Reference Library, which hosts geological samples recovered from over 130 years of exploration for minerals and energy resources
 - > The Mining and Petroleum Services Centre of Excellence that supports the development of local supply chains to provide high value-added products and services to the resources sector.



Rich, diverse geology



Respected regulatory framework



Robust renewable energy base



Australia's largest onshore oil & gas province



Support for minerals exploration



Low carbon leadership



SUCCESS STORIES

Sonnen batteries to be manufactured in Adelaide

More than 430 manufacturing and installation jobs will be created in Adelaide after German company sonnen announced it plans to establish a battery manufacturing centre and relocate its Australian headquarters from Sydney.

The new manufacturing centre will become sonnen's central shipping facility for Australia and the Asia and South Pacific region.

Under an agreement facilitated by the Government of South Australia, sonnen plans to locally manufacture 50,000 energy storage systems in Adelaide over five years, to create a 'virtual power plant'.

sonnen anticipates its battery system, combined with rooftop solar, will provide significant savings to household electricity bills.

Because the sonnen battery can charge and discharge up to three times a day, it is ideal, once battery numbers reach a certain level, to form a 'virtual power plant' capable of supplying energy to the grid on days of high demand.

In Germany, where it has 30,000 batteries installed in homes, sonnen can draw down energy stored in the batteries to supply up to 100 megawatts of electricity to the grid – the equivalent of a gas-fired peaking power station.

sonnen's Australia/New Zealand Managing Director Chris Parratt said the partnership not only underscores South Australia's reputation as the centre for energy policy in Australia, it provides an opportunity for South Australian households to gain access to sonnen technology at fair prices to dramatically reduce their energy costs.

"We are very excited by the prospect of manufacturing in South Australia for the Australian and export markets, and realising our expectation that Australia will become the world's number one market for energy storage systems," Mr Parratt said.



SUCCESS STORIES

Sundrop Farms

The company's pioneering technology allows them to operate food production facilities in non-traditional locations.

Sundrop Farms has been operating a pilot greenhouse facility in Port Augusta for six years, and in 2015 the company was able to see the 'fruits' of their labour.

Thanks to a number of significant commitments – A\$6 million in State Government funding, a ten-year contract from Coles and debt and equity of more than A\$150 million from global investment firm KKR, CBA, and Challenger Life – Sundrop has embarked on a 20 hectare expansion of their horticulture business in Port Augusta. In the process, they will create about 300 construction and onsite jobs.

Located in the State's Upper Spencer Gulf region, Sundrop Farms is a developer, owner, and operator of high tech greenhouse facilities that primarily rely on nature's abundance of sunlight and saltwater to produce high-value crops.

The company's pioneering technology allows them to operate food production facilities in non-traditional locations that typically have little or no access to arable land, fresh water sources or grid energy, making it a flagship model for food business in South Australia.

Managing Director John Phinney said that given growing global populations and pressure on our planet's finite resources, Sundrop's innovative agribusiness model aims to benefit people, the planet and profits.

"We have created a proprietary food production system which grows high-quality produce year-round in greenhouses that use the renewable resources of sunlight and seawater," Mr Phinney said.

"Sundrop Farms is very grateful for the support we have received from the South Australian Government, who have been great supporters of our endeavours, even at the earliest pilot stages in 2009 and 2010."

The Port Augusta facility is Sundrop's first commercial site globally, providing the spring board to future projects both in Australia and around the world.

Food and agribusiness

South Australia provides an ideal environment for innovation and investment for international food and beverage companies seeking global expansion.

The State's advantages of a clean, green environment, intellectual capital and innovation continues to feed demand for our high quality and differentiated food from Asia and other global markets.

As one of the world's most sustainable food and wine growing environments, South Australian produce has become globally renowned for its safety, quality and product integrity.

Fresh and frozen produce is transported directly from the farm gate or wharf gate to more than 100 countries around the world, through extensive state-wide logistical infrastructure and a network of container-loading and deep sea ports.

Our food safety standards are impeccable, underpinned by state-of-the-art and stringent biosecurity measures

and well-established natural resource management and environmental protection frameworks.

In South Australia, you'll find:

- > Pristine land and marine growing environments
- > 60 per cent of Australia's wine exports
- > 18 per cent of Australia's grain produce
- > 80 per cent of Australia's premium wine production
- > A regulatory environment that provides integrity, reducing risks in production and consumption
- > Free trade agreements with, and proximity to, China, Japan, Korea, Singapore, Malaysia, Thailand and more
- > Outstanding freight connections and cold chain logistics to Southeast Asia, the Middle East and within Australia
- > Impeccable food safety standards including fruit fly free and phylloxera-free status
- > A skilled and experienced workforce backed by well-resourced research and development in raw materials and food technology programs
- > The Waite Research Precinct – the largest concentration of expertise in the southern hemisphere in the areas of plant biotechnology, cereal breeding, sustainable agriculture, wine and horticulture and land management
- > All grain and food crops are non-genetically modified (Non-GM).



**Excellent
freight
logistics**



**World
leading
R&D**



**Clean, green
environment**



**Food safety
& integrity**



**Free trade
agreements**



**Counter
seasonal
growing**

Financial and business services

South Australia is geared to give you a better return on your investment.

Our State provides a highly attractive, profitable location for financial and business services operations thanks to our skilled labour pool, our status as one of the world's most liveable cities and our competitive office and labour prices.

South Australia has proven expertise across a number of financial services functions, including banking and deposit-taking entities, funds management, insurance and general financial management.

Within the sophisticated Australian financial ecosystem, our State offers a skilled workforce of more than 21,000 with greater efficiency in a more affordable, flexible and accessible CBD.

In South Australia, you'll find:

- > An efficient, low-risk gateway to Asia Pacific region
- > A skilled and accessible labour pool at competitive rates compared to other capital cities (12 per cent cheaper than New South Wales)
Source: ABS 6302.0 Average Weekly Earnings, May 2017
- > South Australia offers savings of up to 60 per cent in office spaces relative to Sydney
Source: CBRE Research June 2017 Global Prime Office Occupancy Costs
- > One of the lowest taxing states with A\$670 million reduction over next four years and removal of stamp duty
- > 102,000 students (including 34,000 international students) enrolled at South Australia's highly regarded universities and higher education institutions

- > A national financial system underpinned by a comprehensive national superannuation scheme and world's best practice regulation
- > Superannuation funds are part of a national pool of funds valued in excess of A\$2.9 trillion of managed funds.

Source: ABS 5655.0 June 2017.



**Skilled
labour pool**



**Competitive
office prices**



**Progressive
taxing state**



**Lower
labour
prices**



**Gateway
to Asia**



**Sophisticated
financial
ecosystem**



SUCCESS STORIES



“The beauty of being a digital business is we can base ourselves anywhere in Australia, and deliver the same great service to all our Australian customers.”

Anthony Baum, Founder and Chief Executive Officer, Tic:Toc.

In July 2017, South Australian-based fintech Tic:Toc launched the world's first online home loan platform, offering eligible customers full home loan approvals in just 22 minutes.

The lending platform, backed by Bendigo and Adelaide Bank, uses a digital decisioning system to assess and approve an online application in real-time, without the need for a human credit assessor.

This allows Tic:Toc to radically improve turnaround times from the typical 22 days to just 22 minutes, as well as pass on the cost savings of digitisation to the customer via competitive interest rates and no application, settlement or valuation fees.

The project is expected to create almost 200 full-time, highly skilled local jobs and win the state a bigger share of the A\$1.6 trillion national mortgage industry.

By delivering the first genuinely online and fully automated home loan, Tic:Toc hopes to redefine the way customers secure home finance, and disrupt the lending landscape on a world stage.

The company's early success has seen it ranked one of 10 Australian companies to make KPMG's Fintech 100 list, and the first representative from South Australia.

Tic:Toc founder and CEO, Anthony Baum, said he was excited to establish a world-leading company in Adelaide.

“Fintech is a major growth sector, both internationally and within Australia. As a proud South Australian, I find it satisfying to launch and grow a major national fintech company from Adelaide.

“The beauty of being a digital business is we can base ourselves anywhere in Australia, and deliver the same great service to all our Australian customers.

“In reality we can take this business anywhere and compete on a national scale – South Australia is a fantastic base to build a business like Tic:Toc.

“Australia has one of the highest take-up rates of online banking in the world. The on-demand economy has shifted customer expectations when it comes to personal finance, but home loans have been left behind.

“We believe customers deserve a faster, easier and more transparent way to get a home loan; and Tic:Toc can deliver on this promise. It's about time.

“Other ‘online’ home loan providers digitise only part of the process, so while their application may begin online, it ends in the exact same way every other traditional home loan process does.”

Bendigo and Adelaide Bank backs Tic:Toc, underwriting the loans and supporting the development and launch of the business.



SUCCESS STORIES

NEC

Global technology company NEC has invested A\$4.38 million to establish a Global Security Intelligence Centre (GSIC) in South Australia, to meet growing global demand for cyber security.

Cyber security is a rapidly growing sector, and is attracting increasing attention and investment. Governments and businesses alike need innovative products and services to protect them from increasingly sophisticated threats to privacy and security.

The state-of-the-art cybersecurity centre was completed with support from the South Australian Government and is well on its way to creating 50 new

high-value jobs in South Australia. This investment links to NEC's international cybersecurity network to create a strategically important asset for NEC, while making South Australia a more attractive destination for high-demand cybersecurity skills, and provides international level cybersecurity for companies wanting to do business in the State.

NEC Australia Chief Operating Officer Mike Barber said the GSIC was a major global investment in a growth sector.

"South Australia is providing NEC with a great base to bring new technologies into Australia. Adelaide is a recognised hub

for new technologies and we've worked with a lot of local partners with great intellectual property to deliver innovative technical solutions," Mr Barber said.

"Having the support of the South Australian Government throughout this process has helped us navigate through government approvals to take our cyber security technology and turn it into a viable service."

Technology and creative industries

South Australia offers a fertile ecosystem for growing creative and technology enterprises within a culture of creativity, connectivity and collaboration.

Our capital city, Adelaide, is the most advanced environment for start-ups in Australia and is ideally located to service the growing technology markets of South east Asia, China, India and Japan. In fact, Adelaide won Australia's Innovative Regions award in 2015 for its advanced start-up ecosystem.

Adelaide is also Australia's only CISCO Lighthouse City and the first in the southern hemisphere, providing local businesses with access to the company's huge global network.

Our excellent technology infrastructure makes our state a great choice for enterprises such as support services, cyber security and software development, whilst our geographic location enables work to be delegated across time zones.

We are also known for delivering high quality ICT capabilities, at globally competitive rates meaning investors have access to a deep, local talent pool.

In South Australia, you'll find:

- > Over 33,000 South Australians working in ICT with a significant salary differential providing clear cost advantages
- > Australia's only CISCO Lighthouse city
- > Tonsley – Australia's first innovation district, where new products are created and commercialised through collaborations between industry and academia
- > 500 IT graduates including 200 postgraduates degrees
- > Australia's first Gig City network providing affordable one gigabit connections, with speeds of up to 10 gigabits per second also available
- > Strength in the emerging cybersecurity field with global companies such as IBM and NEC
- > Smart City Studio – an innovation lab for entrepreneurs, community and researchers
- > Home of Australia's simulation and modelling industry (and Simulation Australasia), including product lifecycle management (PLM)
- > World leading creative businesses and talent through companies such as Rising Sun Pictures, Technicolor and KOJO.



Fertile ecosystem for tech companies



500 IT graduates with degrees



Network of successful start-ups



Australia's only CISCO Lighthouse City



Innovative, creative community



Smart & connected city

Future industries and advanced manufacturing

Manufacturing has long been a key foundation of South Australia's economy.

With a deep, technical skills base developed from the automotive and defence sectors, the industry provides a solid platform for new and existing manufacturers to grow and invest.

As a result, South Australia is developing and producing goods as diverse as water recycling equipment, premium wine, warships and submarines, agricultural equipment and health and medical devices.

Technology is playing a central role in the competitiveness of South Australia's advanced manufacturing industry, supporting innovation, driving product and service development and improving performance.

For manufacturing companies, South Australia provides access to a local research and development sector with strengths in emerging technologies such as photonics, nanotechnology, additive manufacturing, advanced materials and robotics.

In South Australia, you'll find:

- > Affordable skilled labour costs compared with other capital cities
- > A critical mass of aerospace companies with strengths in engineering, test and evaluation, systems integration and through-life-support
- > A vibrant food and beverage processing and packaging industry
- > Leading levels of investment in renewable energy sources and low carbon initiatives.
- > Advanced supply chains developed over 100 years of manufacturing history
- > A skilled and affordable workforce
- > The largest share of Australia's defence spend
- > The most progressive autonomous vehicle legislation in the southern hemisphere creating significant opportunities for the autonomous vehicle supply chain
- > A\$253 million State Government investment in Australia's first innovation district, Tonsley



Deep, technical skills base



Strengths in emerging technologies



Australia's defence hub



Advanced supply chains



Progressive autonomous vehicle laws

Tonsley

Australia's first innovation district



SUCCESS STORIES

Australian Crane and Machinery

Taking investment in South Australia to new heights

Australian Crane and Machinery (ACM) is taking investment in South Australia to new heights, establishing a new crane manufacturing centre on the former Holden site at Elizabeth.

The A\$16 million investment will build on the deep, technical skills base developed from the automotive and defence sectors in South Australia, and is expected to create 190 jobs, expanding the company's current Adelaide workforce of 17 staff.

As the largest privately-owned manufacturer of cranes and Elevated Work Platforms (EWPs) in the Oceania region, ACM exports to the United States, Chile and Canada.

The new manufacturing centre will play a major role in servicing the company's EWP fleet, enabling ACM to compete in the international market and grow their exports, said ACM Chief Executive, Ben Potter.

"We have chosen South Australia as the location for ACM's newest production facility, due to the presence of skilled labour, engineers and a stable workforce and political environment. The location is excellent for export market shipping and access to wind farms where our largest units are used for maintenance.

"Of course, the weather is also great, which is important for us working and testing our machines in the field."

In addition to manufacturing cranes and EWPs, ACM is also working on developing greener, battery-powered machines with a lower environmental impact.

Following construction of the new crane manufacturing centre, production is expected to begin in early 2019.

By establishing its South Australian operations at the former Holden plant, ACM is helping ensure the Elizabeth site continues its rich manufacturing history and importantly, creates jobs for residents in northern Adelaide.



Defence industries

Over the next 20 years, South Australia will be home to the largest share of Australia's total in-country defence material spend, with Adelaide the headquarters for the majority of the nation's defence manufacturing and technology research, development and investment.

South Australia is the location of the A\$50 billion Future Submarines Project – Australia's biggest ever defence investment and one of the world's single largest military contracts. French company DCNS is delivering the project which will drive vast activity across defence and associated industries, particularly advanced manufacturing, technology and innovation sectors.

South Australia will also host the nation's A\$230 million Centre for Defence Industry Capability, making it the heart of Australia's defence innovation.

Defence SA is the state's lead agency for investment and expansion in the defence industry, streamlining interactions across the South Australian Government.

Contact:

Defence SA

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Health and life sciences

Adelaide is the ideal location for life sciences research and investment.

The South Australian Government is diversifying the economy into high-tech, high-value jobs. A large part of this is targeting health industry investment, focusing on pharmaceuticals, medical devices, clinical trials, nutraceuticals and digital healthcare.

The centrepiece of this push is Adelaide BioMed City – one of the largest life sciences clusters in the southern hemisphere, bringing together institutions right across the value chain.

Global health companies are now choosing Adelaide as their destination for research and development, clinical trials, manufacturing, and sales and marketing.

Health Industries South Australia is the agency helping health and life sciences companies invest in Adelaide.

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**Adelaide BioMed City is one of
the largest life sciences clusters in
the southern hemisphere.**



The iconic South Australian Health and Medical Research Institute located on North Terrace.

Let's talk

We'd love to hear more about your business to see whether South Australia is a good fit for you.

We'll get things moving quickly and tailor our support to make your investment plans happen.

Please contact us to organise a meeting with a member of our business development team.

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Department for Trade, Tourism
and Investment