AUSTRALIA
Maritime Security Market
<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (millions)</td>
<td>22.3</td>
</tr>
<tr>
<td>GDP (USD billions)</td>
<td>USD1,541.8</td>
</tr>
<tr>
<td>GDP per capita (USD)</td>
<td>USD67,723</td>
</tr>
<tr>
<td>GDP (PPP) as share of world total</td>
<td>1.17%</td>
</tr>
<tr>
<td>Military expenditure as share (%) of GDP</td>
<td>3%</td>
</tr>
<tr>
<td>Military expenditures, country comparison to the world</td>
<td>41</td>
</tr>
<tr>
<td>Human Development Index 2012 (UN)</td>
<td>Score: 0.938</td>
</tr>
<tr>
<td>Global Competitiveness Index (World Economic Forum)</td>
<td>Score: 5.1</td>
</tr>
<tr>
<td>Doing Business 2014 (World Bank)</td>
<td>DTF: 80.74</td>
</tr>
<tr>
<td>Trading Across Borders (World Bank)</td>
<td>DTF: 78.28</td>
</tr>
<tr>
<td>Economic Freedom (Heritage Foundation)</td>
<td>Score: 82.6</td>
</tr>
<tr>
<td>Trade Freedom (Heritage Foundation)</td>
<td>Score: 86.2</td>
</tr>
<tr>
<td>Technological Readiness (GCI – WEF)</td>
<td>Score: 5.8</td>
</tr>
<tr>
<td>Innovation (GCI – WEF)</td>
<td>Score: 4.5</td>
</tr>
<tr>
<td>Institutions (CGI – WEF)</td>
<td>Score: 5.0</td>
</tr>
<tr>
<td>Corruption Perceptions Index 2012 (TI)</td>
<td>Score: 85</td>
</tr>
<tr>
<td>Freedom from Corruption</td>
<td>Score: 88</td>
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</tbody>
</table>
WHY AUSTRALIA?

- Australia is the world’s 13th-largest economy
- Attractive market characteristics - few barriers to entry, familiar legal and corporate framework, sophisticated consumer and industrial sectors, and a straightforward, English-speaking business culture
- High ratings for economic freedom, ease of doing business, technological readiness and capacity for innovation
- “Australia is a sophisticated and modern economy that is a major exporter of primary resources (such as mineral and agricultural commodities) and an importer of high-end technology.” *Country Commercial Guide*
- Australia has existing free trade agreements with many Asian nations, and is in negotiations for more, including the ambitious Trans-Pacific Partnership.
- 2013 saw elections of a government which had campaigned on a pro-business platform
Australia and the United States enjoy close political, military and economic ties.

The U.S. is Australia’s third-largest trading partner, and the U.S. is Australia’s largest source of foreign investment.

The Australia-U.S. Free Trade Agreement (AUSFTA), which took effect Jan. 1, 2005, eliminated tariffs on almost all U.S. manufactured goods. AUSFTA “commits Australia to open its federal and state government procurement market to U.S. suppliers at all levels and eliminate discriminatory preferences for most domestic suppliers” (Country Commercial Guide).

The Australia-U.S. Defense Trade Cooperation Treaty (AUSDTCT) facilitates bilateral trade of controlled defense and national security goods without the need for an export license within an Approved Community of eligible suppliers. This Treaty came into force on 16 May 2013.

The Australian dollar is strong, stimulating greater demand for U.S. products and services.

Few significant cultural barriers exist for U.S. companies doing business in Australia. Business negotiations are usually direct and straightforward.
• The Defence Material Organization (DMO) in the Department of Defence sets procurement policy and manages some procurement.

• The DMO Maritime Systems Division provides life-cycle logistics and engineering support services for the Royal Australian Navy. Within the Maritime Systems Division, the Naval Inventory Procurement Office (NIPO) provides procurement support for the Royal Australian Navy.

• Virginia companies interested in direct commercial sales of maritime-related products and services to Australia should focus on DMO, particularly NIPO procurement.

• Major procurement programs for the Royal Australian Navy are handled by the deputy director of Navy Major Projects in the Navy Capabilities Branch of Navy Strategic Command.

• Australia does not have a coast guard along the lines of the U.S. Coast Guard. The Coastwatch Division of the Australian Customs and Border Protection Service handles customs and immigration functions; three private volunteer organizations handle coastal search and rescue. The Royal Australian Navy handles offshore missions.
• Defense Industry Attaché Embassy of Australia
  1601 Massachusetts Ave., NW
  Washington, DC 20036
  Telephone: (202) 797-3388
  Fax: (202) 797-3094

• U.S. Defense Attaché Office
  Chief, Foreign Military Sales
  American Embassy, Canberra
  APO San Francisco 96404-5000
  Telephone: (61) 62 70 5842

• U.S. Embassy
  U.S. Commercial Counselor
  Electricity House
  Park & Elizabeth Streets
  Sydney 2000, N.S.W.
  APO San Francisco, 96209
  Telephone: (61) 2 261-9200
  Fax: (61) 2 264-9908
RESOURCES

- Department of Defence (DoD)
- Defence Materiel Organisation (DMO)
- DoD DMO Defence Procurement Policy Manual
- DoD DMO Departmental Procurement Policy Instructions
- DoD DMO Defence + Industry ePortal
- Australian Government Tender System
- Department of Finance, Selling to the Australian Government
- DoD “Defending Australia in the Asia-Pacific Century: Force 2030”
- DoD Australia-US Defence Trade Cooperation Treaty