

Remarks

Strategic dialogue with business on foreign policy and security – Canberra Thursday, 6 December 2018

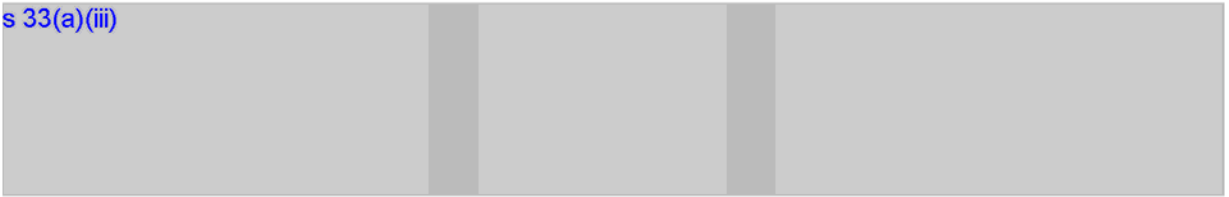
- I acknowledge the traditional owners of the land on which we meet, the Ngunnawal people, and pay my respect to their elders past and present.
- Very pleased to be here with David Hazlehurst, Austrade Deputy CEO, and in a moment will invite his comment.
- I also want to acknowledge s 47G from s 47G who has helped us facilitate today's meeting, and Juliet Bell from the CSIRO
 - given CSIRO's experience with innovation and commercialisation of technology.
- Welcome the opportunity to engage with private sector representatives, as well as s 47G and s 47G from some of our education institutions here in Canberra.
- Your participation reflects the diversity of business in the region with commercial interests in international markets.
- You will have, I expect, a range of views on international issues.
- Our aim is not necessarily to find agreement, but to have common understandings of our regional environment and the challenges we face.
- The 'roundtable' format for today's meeting is intended to avoid unnecessary formality in our discussion, to allow and opportunity for everyone to contribute.

Security and prosperity in a contested world

- PM Morrison has set clear priorities for the Government:
 - keep the economy growing so we can afford the services that keep Australians healthy, educated, skilled and connected;
 - keep Australians safe and
 - keep Australians together.
 - Mr Morrison is reminding us that trade and investment, and the success of our businesses, are not ends in themselves.
 - As the Government made very clear in the Foreign Policy White Paper released in November 2017, we believe that both our prosperity and security, and that of our region, are best served when Australia has a strong influence in our region and beyond.
 - We live at a fascinating time, having seen a first instalment of Asia's rise
 - bringing remarkable prosperity to the Indo-Pacific
 - and challenging us to promote international norms and rules that will hold in a new era of great power competition
 - so that we can protect our interests both within our borders and beyond them.
 - Australia's international engagement is more complex now than ever before
- s 33(a)(iii)
- we can and will continue to strengthen our deep relations with each of these giants, in our national interests.

- This will require a new closeness and sophistication in relations between Australian government and business.
- As will our relations with other Indo-Pacific partners, as we also seek to shape an open, inclusive and prosperous region
 - we don't want a region in which one power dominates

s 33(a)(iii)



- We seek a region in which there's a balance favourable to our interests
 - in which many nations set the priorities and the rules
 - and the rights of all states are respected.
- Our ambitious Indo-Pacific agenda is made much easier when international institutions, like the United Nations and the World Trade Organization, are strong and effective in mediating national rivalries
 - so we work hard with partners around the world to strengthen and reform multilateralism.
- In this more complex world we at times face difficult choices between short and long term interests and between economic and security interests.
- At times making these decisions involves a cost or hard trade off
 - consultation with business – including to explain all the factors the Government must consider – is vital.
- Equally, we live in an age of unparalleled opportunity, and consultation will help us make the most of it.

Dialogue between government and business

- It will be no surprise for you to hear that DFAT has always worked closely with business
 - It is just over 30 years since the Foreign Affairs and Trade functions in government were combined in 1987.
 - We have worked, and will continue to work tirelessly with business to reduce barriers to trade in international markets and to inform the department's strategic policy advice to Government.
 - Ms Payne and Mr Birmingham have renewed the Government's emphasis on commercially focused economic diplomacy. This is across the whole of the department, in Canberra, our offices in states and territories and our international network.
 - We work hand-in-glove with Austrade on this agenda, where DFAT also looks for opportunities to reform international markets
- Our discussion today is the first in a series of meetings with business around the country, to deepen our understanding of how new and emerging geopolitical and security issues are impacting on your ability to access markets, your investment decisions and ultimately the bottom line.
- It follows the Government's White Paper released last year, which recognised this was a period of rapid change.
- This is a multifaceted challenge for all of us, and while I hope to hear about your business practicalities, some of the issues that could be of interest include
 - the rise of China, India and Southeast Asia

s 47E(d)

- opportunity in the south-west Pacific
- foreign investment – this has tended to attract attention at home but the US has recently strengthened its foreign investment review processes and the UK is in the process of introducing a foreign investment review mechanism for the first time in its history

s 33(a)(iii)

- US concerns about China's misappropriation of intellectual property, including forced technology transfer
 - and the massive communications connectivity and growing ubiquity of the digital economy, which brings efficiency but also new vulnerabilities
- In our engagement on these issues, the Government has been steadfast about Australia's commitment to the rules-based order. As a middle power, the rules are important to provide certainty to business on the conditions for international commerce.
 - Unfortunately, it has become increasingly difficult to get agreement in the WTO to update these rules. More flexible negotiating approaches are required, and its intelligence from business that will help our negotiators deliver.
 - The WTO is unique amongst international organisations in having a legally binding dispute settlement mechanism but even this is now under challenge with a stalemate over the appointment of new members to the WTO's Appellate Body.
 - I welcome questions on these topics and any other issues as part of the discussion today.

- I want to acknowledge that DFAT works closely with other departments on both innovation and industry policy, as well as security and defence.
- I want emphasise this is a roundtable meeting
 - to hear feedback from you on your interest in these issues and the impact on Australian business interests.
- I now invite **David Hazlehurst** to comment (2 – 3 minutes)

[... *and following conclusion of David's comment* ...]
- To commence the roundtable discussion I would like to call on s 47G
[redacted] from the ANU and s 47G [redacted] for their perspectives and to commence the roundtable discussion.

Opening Remarks
Strategic Dialogue with Business on Foreign Policy and Security
Issues – Melbourne
Monday 25 March 2019

- I would like to begin by acknowledging the traditional custodians of the land on which we meet, the Boonwurrung and Wurundjeri peoples of the greater Kulin nation, and pay my respects to Elders past, present and emerging.
- I'm grateful that our esteemed business and academic colleagues could join us this evening.
- Very pleased to be here with Mr Nick Warner, Director-General, Office of National Intelligence and Dr Stephanie Fahey, CEO, Austrade.
 - Nick and Stephanie will take the opportunity to make brief remarks before we commence our discussion.
 - I also want to acknowledge s 47G
s 47G who has helped us facilitate today's meeting.
- Welcome the opportunity to engage with private sector enterprise, as well as some of the educational institutions here in Melbourne.
- Your participation reflects the diversity of business in the region with commercial interests in international markets.
- You will have, I expect, a range of views on international issues.

- Our aim is not necessarily to find agreement, but to find common understandings of our regional environment and the challenges we face.
- The round-table format for this evening's dinner is intended to avoid unnecessary formality in our discussion, to allow an opportunity for everyone to contribute.

s 47E(d)

Security and prosperity in a contested world

- The Prime Minister has set clear priorities for the Government:
 - keep the economy growing so we can afford the services that keep Australians healthy, educated, skilled and connected;
 - keep Australians safe; and
 - keep Australians together.
- The Prime Minister reminds us that trade and investment, and the success of our businesses, are not ends in themselves.
- As the Government made very clear in the Foreign Policy White Paper released in November 2017, we believe that both our prosperity and security, and that of our region, are best served when Australia has a strong influence in our region and beyond.
- We live at a fascinating time, having seen a first instalment of Asia's rise
 - bringing remarkable prosperity to the Indo-Pacific

- and challenging us to promote international norms and rules that will hold in a new era of great power competition
 - so that we can protect our interests both within our borders and beyond them.
- Australia's international engagement is more complex now than ever before

s 33(a)(iii)

- we can and will continue to strengthen our deep relations with each of these giants, in our national interests.
- This will require a new closeness and sophistication in relations between Australian government and business.
- As will our relations with other Indo-Pacific partners, as we also seek to shape an open, inclusive and prosperous region
 - we don't want a region in which one power dominates

s 33(a)(iii)

- We seek a region in which there's a balance favourable to our interests
 - in which many nations set the priorities and the rules
 - and the rights of all states are respected.

- Our ambitious Indo-Pacific agenda is made much easier when international institutions, like the United Nations and the World Trade Organization, are strong and effective in mediating national rivalries
 - so we work hard with partners around the world to strengthen and reform multilateralism.
- In this more complex world, we at times face difficult choices between short and long term interests, and between economic and security interests.
- At times making these decisions involves a cost or hard trade-off
 - consultation with business – including to explain all the factors the Government must consider – is vital.
- Equally, we live in an age of unparalleled opportunity, and consultation will help us make the most of it.

Dialogue between government and business

- It will be no surprise for you to hear that DFAT has always worked closely with business
 - It is just over 30 years since the Foreign Affairs and Trade functions in government were combined in 1987.
 - We have worked, and will continue to work, tirelessly with business to reduce barriers to trade in international markets and to inform the department's strategic policy advice to Government.

- Minister for Foreign Affairs, Senator Payne and Trade, Tourism and Investment Minister Senator Birmingham have renewed the Government's emphasis on commercially focused economic diplomacy. This is across the whole of the department, in Canberra, our offices in states and territories and our international network.
- We work very closely with Austrade on this agenda, where DFAT also looks for opportunities to reform international markets ^{s 47E(d)}
- Our discussion today is the second in a series of meetings with business around the country, to deepen our understanding of how new and emerging geo-political and security issues are impacting on your ability to access markets, and your investment decisions.
- This is a multifaceted challenge for all of us, and while I hope to hear about your business practicalities, I also hope to address some of the issues that were raised in the agenda, in particular.
 - the effect that globalisation, political change and shifting economies on how your businesses make strategic decisions, both in Australia and abroad; and
 - your views on maximising the opportunities and mitigating the risks associated with digital technology.
- I look forward to hearing your unique perspectives on these topics and of course any other issues that may arise from our discussion.

- I want to acknowledge that DFAT works closely with other departments on both innovation and industry policy, as well as security and defence.
- I now invite **Nick Warner** from the Office of National Intelligence **and Stephanie Fahey** from Austrade to make some brief remarks (2 – 3 minutes)
 - Nick is from the Office of National Intelligence which is part of Australia's National Intelligence Community. ONI works to understand the world and the issues impacting Australia, drawing on intelligence, reporting from other government agencies and publicly available information.
 - Stephanie many of you, of course, will know and be familiar with Austrade's role as our chief developer of trade and investment opportunities.

[... and following conclusion of Stephanie's comment ...]

- We circulated a few questions as part of the agenda to focus our discussion for this evening. The questions were designed to elicit meaningful-high level conversation with a view to identifying specific outcomes on which can inform DFAT and more broadly government policy
- These are the issues that we are grappling with and we have a strong appetite for the business perspective on how you are addressing these challenges and opportunities.

- Our first agenda item relates to Australia's position in a globalised world and how foreign policy decisions, geo-political and geo-economic trends impact on your business decisions.
- I want to emphasise that I would like for this to be an open discussion
 - to hear feedback from you on your interest in these issues and the impact on Australian business interests.

Attachment C – Closing Remarks

- Thank you for your participation this evening, it has been immensely useful.
- This is the second in a series of high level meetings that I will be having around the country speaking to business leaders. My intention is for the Department to develop a strategy paper drawing on the information gathered through these dialogues which can be circulated to the participants by the years end.
 - The objective of the strategy paper is to develop a set of priority outcomes on how DFAT can additionally support Australian businesses.
- I'd also like to take this opportunity to announce that I have asked our Ambassador for Cyber Affairs, Dr Tobias Feakin, to embark on a roadshow to engage directly with Australian business on the work he is leading to realise the enormous potential cyberspace has for economic growth and national prosperity.
- Thank you again for your time, please help yourselves to a copy of the Foreign Policy White Paper or the International Cyber Engagement Strategy if you haven't already got a copy.

Attachment B

Opening Remarks

Strategic Dialogue with Business on Foreign Policy and Security Issues – Brisbane Wednesday 12 June 2019

- I would like to respectfully acknowledge the Traditional Owners and Custodians of the land on which this event is taking place, and Elders past and present.
- Frances sends her apologies and we are very grateful that our esteemed business and academic colleagues could join us this evening.
- Very pleased to be here with Dr Stephanie Fahey, CEO, Austrade; Dr Tobias Feakin, DFAT's Ambassador's for Cyber Affairs; Ms Elly Lawson, the acting First Assistant Secretary of North Asia Division; and Mr Simon Newnham, the First Assistant Secretary for the Investment and Economic Division.
 - Stephanie, Tobias and Elly will take the opportunity to make brief remarks before we commence our discussion.
- The round table format for this evening's dinner is intended to avoid unnecessary formality in our discussion, to allow an opportunity for everyone to contribute.

s 47E(d)

Security and prosperity in a contested world

- The Prime Minister has set clear priorities for the Government:

- keep the economy growing so we can afford the services that keep Australians healthy, educated, skilled and connected;
 - keep Australians safe; and
 - keep Australians together.
- The Prime Minister also reminds us that trade and investment, and the success of our businesses, are not ends in themselves.
- As the Government made very clear in the Foreign Policy White Paper released in November 2017, we believe that both our prosperity and security, and that of our region, are best served when Australia has a strong influence in our region and beyond.
- We live at a fascinating time, having seen a first instalment of Asia's rise
 - bringing remarkable prosperity to the Indo-Pacific
 - and challenging us to promote international norms and rules that will hold in a new era of great power competition
 - so that we can protect our interests both within our borders and beyond them.
- Australia's international engagement is more complex now than ever before

s 33(a)(iii)

- we can and will continue to strengthen our deep relations with each of these giants, in our national interests.
- This will require a new closeness and sophistication in relations between the Australian Government and business.
- As will our relations with other Indo-Pacific partners, as we also seek to shape an open, inclusive and prosperous region
 - we don't want a region in which one power is dominant

s 33(a)(iii)

- We seek a region in which there's a balance favourable to our interests
 - in which many nations set the priorities and the rules
 - and the rights of all states are respected.
- Our ambitious Indo-Pacific agenda is made much easier when international institutions, like the United Nations and the World Trade Organization, are strong and effective in mediating national rivalries
 - so we work hard with partners around the world to strengthen and reform multilateralism.
- In this more complex world, we at times face difficult choices between short and long term interests, and between economic and security interests.
- At times making these decisions involves a cost or hard trade-off

- consultation with business – including to explain all the factors the Government must consider – is vital.
- Equally, we live in an age of unparalleled opportunity, and consultation will help us make the most of it.

Dialogue between government and business

- It will be no surprise for you to hear that DFAT has always worked closely with business.
 - It is just over 30 years since the Foreign Affairs and Trade functions in government were combined in 1987.
 - We have worked, and will continue to work, tirelessly with business to reduce barriers to trade in international markets and to inform the Department's strategic policy advice to Government.
 - Minister for Foreign Affairs, Senator Payne and the Minister for Trade, Tourism and Investment, Senator Birmingham have renewed the Government's emphasis on commercially focused economic diplomacy. This is across the whole of the Department, in Canberra, our offices in states and territories and our international network.
 - We work very closely with Austrade on this agenda.
- Our discussion today is the third in a series of meetings with business around the country, to deepen our understanding of how new and emerging geo-political and security issues are impacting on your ability to access markets, and your investment decisions.

- This is a multifaceted challenge for all of us and, while I hope to hear about your business practicalities, I also hope to address some of the issues that were raised in the agenda, in particular:
 - the effect that globalisation, political change and shifting economies on how your businesses make strategic decisions, both in Australia and abroad; and
 - your views on maximising the opportunities and mitigating the risks associated with digital technology.
- I look forward to hearing your unique perspectives on these topics and of course any other issues that may arise from our discussion.
- I now invite **Stephanie Fahey** from Austrade; **Tobias Feakin**, our Ambassador for Cyber Affairs, and **Elly Lawson** the acting First Assistant Secretary of DFAT's North Asia Division to make some brief remarks (2 – 3 minutes)
 - Stephanie many of you, of course, will know and you will be familiar with Austrade's role as our chief developer of trade and investment opportunities.

Following Stephanie's Comments

- Tobias, our Ambassador for Cyber Affairs, is responsible for implementing the International Cyber Engagement Strategy. He leads Australia's whole-of-government international engagement to advance and protect Australia's national security, foreign policy, economic and

trade, and development interests in the internet and in cyberspace.

Following Tobias' Comments

- Welcome Elly Lawson, acting First Assistant Secretary of DFAT's North Asia Division. Elly will provide a brief overview of the Australia-China relationship.

Following Elly's Comments

- We have a strong appetite for the business perspective on how you are addressing these challenges and opportunities.
- Our first agenda item relates to Australia's position in a globalised world and how foreign policy decisions, geo-political and geo-economic trends impact on your business decisions.
- I want to emphasise that I would like for this to be an open discussion.

Attachment C

Closing Remarks

- Thank you for your participation this evening, it has been immensely useful.
- This is the third in a series of Dialogues and we have already had some success in facilitating outcomes for some businesses. We look forward to a productive relationship with your business beyond this evening.
- The Secretary's intention is for the Department to develop a strategy paper drawing on the information gathered through these dialogues which can be circulated to the participants by year's end.
 - The objective of the strategy paper is to develop a set of priority outcomes on how DFAT can additionally support Australian businesses.
- Thank you again for your time, please help yourselves to some DFAT materials including the Foreign Policy White Paper and the International Cyber Engagement Strategy (s 22(1)(a)(ii) to assist with satchels containing DFAT products).

Opening Remarks

Strategic Dialogue with Business on Foreign Policy and Security Issues – Sydney Tuesday 30 July 2019

- I would like to begin by acknowledging the traditional custodians of the land on which we meet, the Gadigal of the Eora Nation, and pay my respects to Elders past, present and emerging.
- Very pleased to be here with s 47G s 47G
s 47G and we are grateful for s 47G support in facilitating this event.
- I would like to thank s 47G s 47G
s 47G) for hosting us today.
- I'm pleased to be here with Dr Stephanie Fahey, CEO, Austrade; Mr Gareth Meyers, Acting Head of Assessments from Office of National Intelligence and Dr Tobias Feakin, Australia's Ambassador's for Cyber Affairs.
- Our discussion today is the fourth in a series of meetings with business around the country, to deepen our understanding of how new and emerging geopolitical and security issues are impacting on your ability to access markets, and your investment decisions.
- This is a multifaceted challenge for all of us and, while I hope to hear about your business perspectives, I also hope to address some of the issues that were raised in the agenda, in particular:

- the effect of globalisation, political change and shifting economies on how your businesses make strategic decisions, both in Australia and abroad; and
- your views on maximising the opportunities and mitigating risks associated with digital technology.
- I look forward to hearing your unique perspectives on these topics and of course any other issues that arise from our discussion.

s 47E(d)

Security and prosperity in a contested world

- The Prime Minister has set clear priorities for the Government:
 - keep the economy growing so we can afford the services that keep Australians healthy, educated, skilled and connected;
 - keep Australians safe; and
 - keep Australians together.
- The Prime Minister also reminds us that trade and investment, and the success of our businesses, are not ends in themselves.
- As the Government made very clear in the Foreign Policy White Paper released in November 2017, our prosperity and security, and that of our region, are best served when Australia has a strong influence in our region and beyond.
 - and our dynamic commercial sector, our reputation as a reliable trading partner and the excellence of our

institutions and standards magnify our international influence.

- We live at a time of rapid change
 - in the Indo-Pacific, the economic growth that has come with globalisation is in turn changing power balances
 - these drivers of change are re-shaping the international order and challenging Australian interests.
- Australia needs to be competitive and agile to take advantage of the opportunities that will come from dynamic Asian economies and technological and scientific advances
 - as the White Paper noted, the Australian business community is an essential advocate for economic reform at home and an important partner for government in maintaining public support for open trade and foreign investment.
- But risks to our interests are building
 - in particular, the continued prosperity and stability of the Indo-Pacific region cannot be assumed.
- As the Prime Minister recently noted, the balance between strategic engagement and strategic competition in the world's most important relationship, between the US and China, has shifted
 - we are seeing a sharper competition over the character of the future regional and global order

- the global trading system is under pressure, with rising protectionism affecting supply chains and taking a toll on global growth projections
 - but it's in newer fields such as high technology that competition is manifesting itself most sharply.
- Like others in our region and around the world, Australia will need to navigate these changes and chart a course to advance our national interests
 - the Foreign Policy White Paper sets out an active agenda to help shape the kind of region we want – a strategy for the Indo-Pacific that is a government-wide and, in many ways, a nation-wide effort.
- The Australian private sector plays a crucial role in shaping our relations with other Indo-Pacific partners and contributing to an open, inclusive and prosperous region.
- We seek a region in which all stakeholders set the rules and the rights of all states are respected.
- Our ambitious Indo-Pacific agenda is made much easier when international institutions, like the United Nations and the World Trade Organization, are strong and effective.
 - we work hard with partners around the world to strengthen and reform multilateral institutions.
- In this more complex world, we at times face difficult choices between short and long term interests, and between economic and security interests.

- At times, these decisions can involve costs and difficult trade-offs
 - when these choices arise, the Government is committed to consulting with business so we have a shared understanding of all the factors.
- Equally, we want to consult with business to understand how we can best help you take advantage of the great opportunities on offer in our region.

Dialogue between government and business

- DFAT has always worked closely with business.
 - It is just over 30 years since the Foreign Affairs and Trade functions in government were combined in 1987.
 - Minister for Foreign Affairs and Minister for Women, Senator Payne and the Minister for Trade, Tourism and Investment, Senator Birmingham have renewed the Government's emphasis on commercially focused economic diplomacy. This is across the whole of the Department, in Canberra, our offices in states and territories and our international network.
 - We work very closely with Austrade on this agenda.
 - We have worked, and will continue to work, tirelessly with business to reduce barriers to trade in international markets, to strengthen Australia's two-way investment opportunities and outcomes, and to inform the Department's strategic policy advice to Government.

- We consult closely with business in pursuit of market opportunities through Free Trade Agreements, both with our Indo-Pacific partners, such as with the CPTPP and RCEP, and further afield with the European Union, our second largest trading partner.
- I now invite **Stephanie Fahey** from Austrade.
 - Stephanie many of you, of course, will know and you will be familiar with Austrade's role as our chief developer of trade and investment opportunities.

Following Stephanie's Comments

- We have a strong appetite for the business perspective on how you are addressing these challenges and opportunities.
- We have posed two questions for our discussion today:
 - What are the most significant geo-political and security issues facing your business/sector?
 - What are the opportunities and threats that cyber and digital disruption create for your business/sector?
- I want to emphasise that I would like for this to be an open discussion.

Closing Remarks

- Thank you for your participation today, it has been immensely useful.
- This is the fourth in a series of Dialogues since December 2018.
- It is our intent for the Department to develop a strategy paper drawing on the information gathered through these dialogues which can be circulated to the participants by year's end.
 - The objective of the strategy paper is to develop a set of priority outcomes on how DFAT can support Australian businesses.
- Thank you again for your time, please help yourselves to DFAT materials including the Foreign Policy White Paper and the International Cyber Engagement Strategy (s22(1)(a)(ii) to assist *with satchels containing DFAT products*).