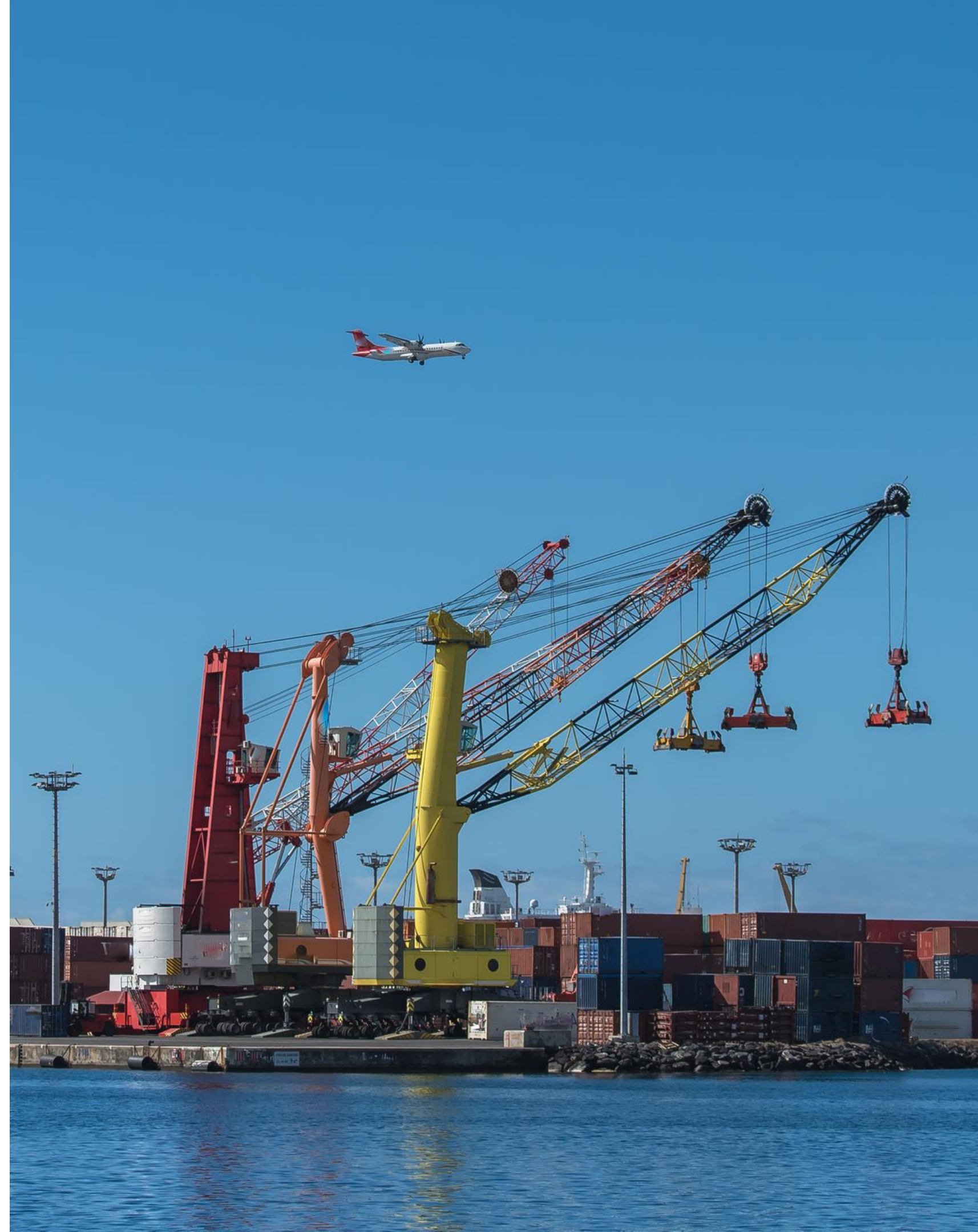




**NEW ZEALAND
TRADE & ENTERPRISE**
Te Taurapa Tūhono

NZTE & The Pacific

Pacific Exporters Network
1 December 2021 – 11am NZT



About NZTE

01

What we are

International business development and investment attraction agency

02

Customer-driven

1400 "Focus" customers, ~5000 total
"Customer way" - wrap around support to companies both in NZ and offshore

03

Benefit to New Zealand test

Net benefit vs traditional "domicile" criteria means we work with a wide range of companies



NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

'Pac' team



David Dewar
Trade Commissioner



**Cath Cooksley
Little**
Regional MarComms
Manager



Scott James
Market Manager

The Pacific matters

01

Strategic priority for NZInc

Geographical, societal and cultural links
Government policy priority

02

Big markets

pre-COVID, annual exports of \$2.2 billion
Broad export mix: 70:30 goods to services;
Our #3 global export market for machinery, electrical
and Iron/steel
800 NZTE customers with a Pacific export interest

03

\$3 billion aid and development agenda

Major opportunities in a range of sectors

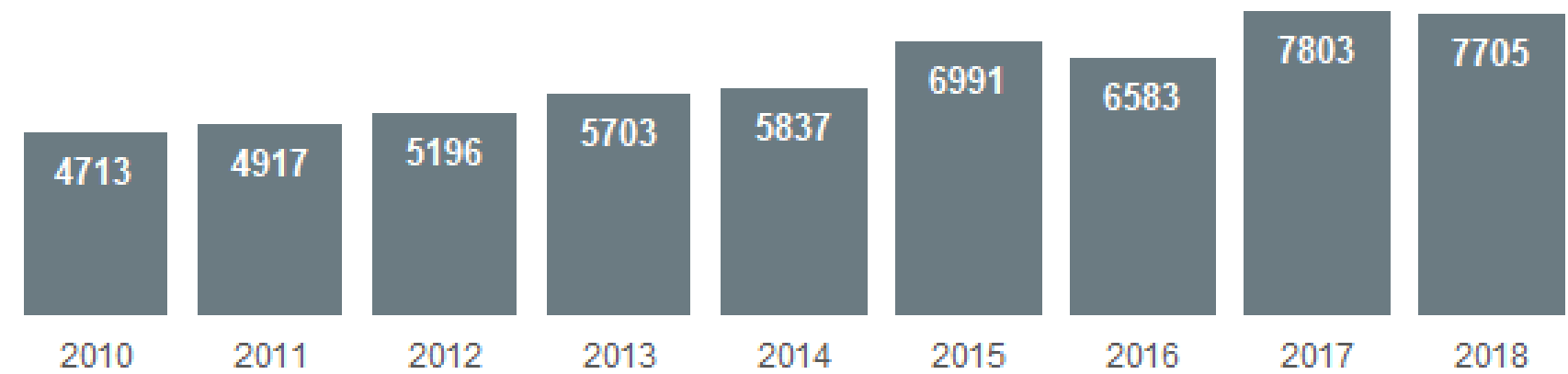
Aid and Development

Aid and Development projects are worth more than \$3 billion p/a. There are major opportunities for customers - as prime and sub-contractors

Pacific Aid and Development

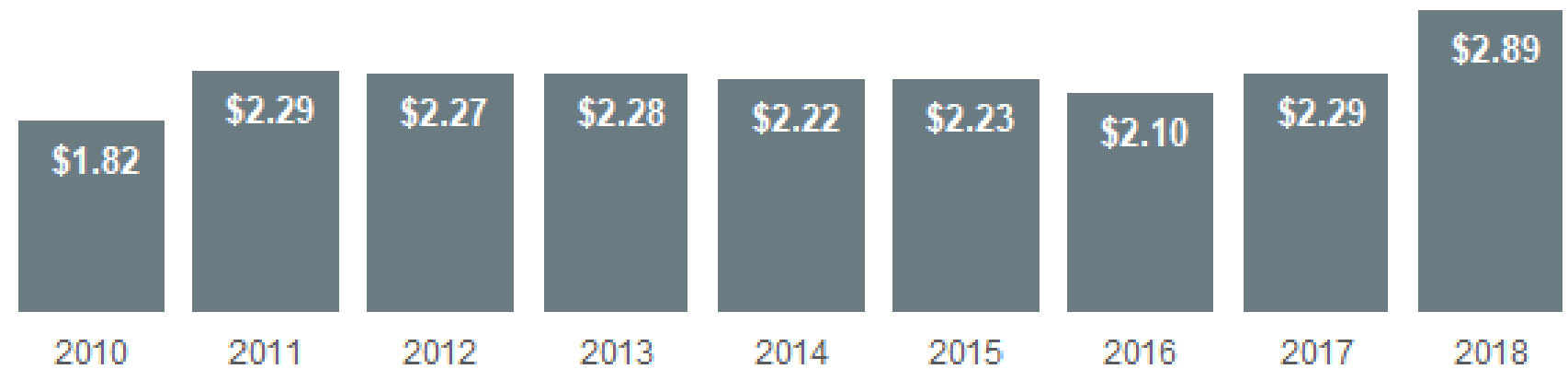
NUMBER OF AID & DEVELOPMENT PROJECTS

Significant increase
in the number projects/ year
between 2010-2018



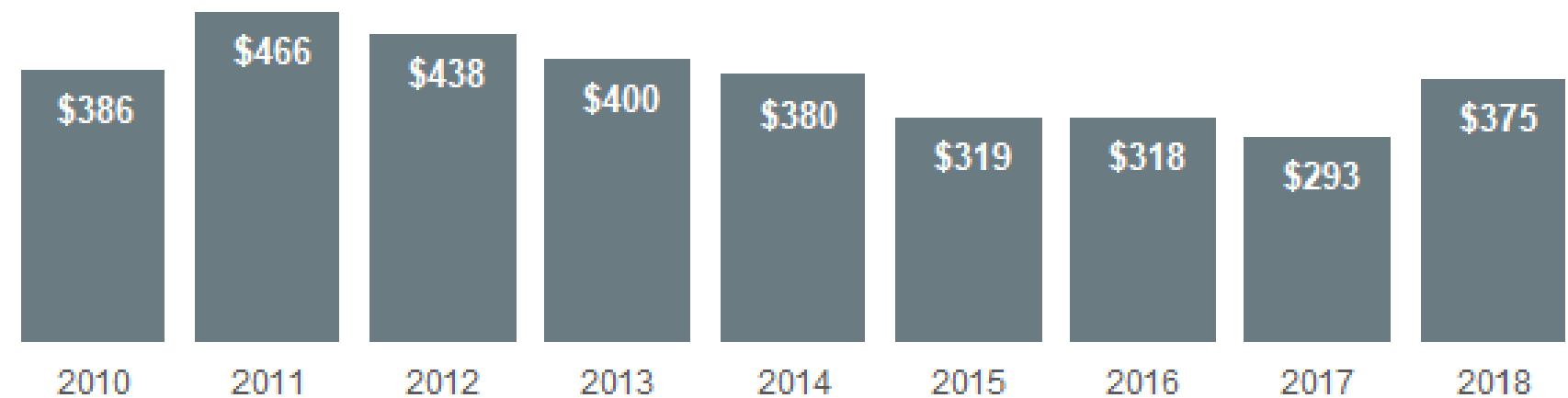
VALUE OF AID & DEVELOPMENT PROJECTS (Billion USD)

\$20 Billion
spent between 2010-18
60% growth
over the 9 years



AVERAGE VALUE PER PROJECT (Thousand USD)

\$375,000 / project,
on average

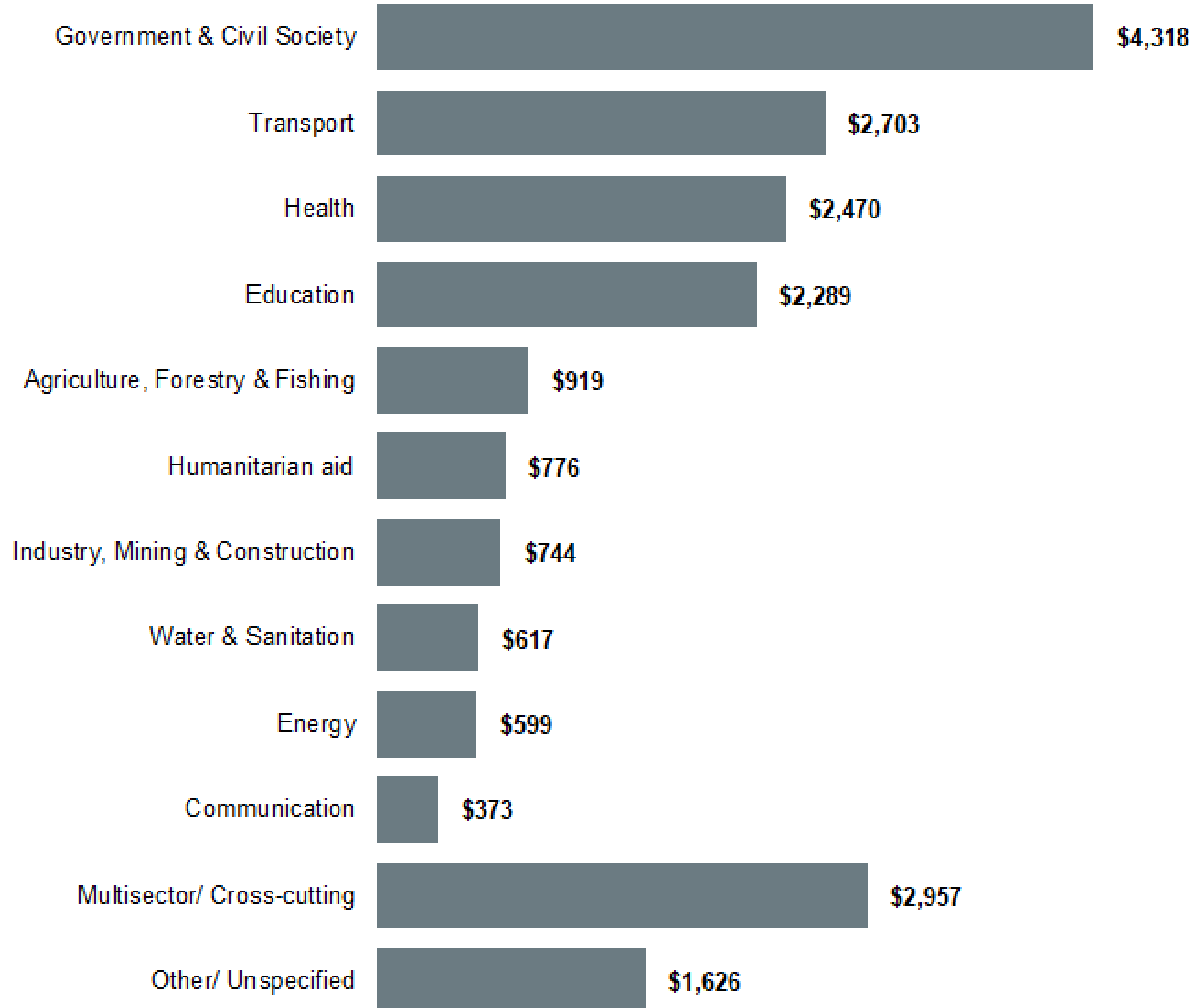


Aid and Development

Aid and Development projects are worth more than \$3 billion p/a. There are major opportunities for customers - as prime and sub-contractors

Aid by sector

TOTAL VALUE OF AID TO THE PACIFIC BY INDUSTRY, 2010-2018 (BILLION USD, OECD CLASSIFICATION)



Asian Development Bank boosts 2019-2030 climate financing goal to \$100 billion

REUTERS REUTERS | 14 October, 2021, 9:02 am



FILE PHOTO: Smoke billows out of the towers of the coal-po
WASHINGTON (Reuters) – The Asian Development Bank (ADB) has boosted its climate financing goal to \$100 billion for the 2019-2030 period and aims to announce the plan next month, the lender's chief said. The plans, disclosed by ADB President Masatsugu Okunishi, will include \$50 billion for climate change financing for developing countries.



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NZ commits \$1.3 billion to combating climate change

Mon, Oct 18 • Source: Associated Press



New Zealand has carved off a sizeable chunk of its foreign aid budget towards combating climate change, committing \$NZ1.3 billion to support vulnerable communities.

The pledge, over four years, is being made in the run-up to November's climate change conference in Glasgow, known as COP26.

Half of the commitment will go towards Pacific nations.

Prime Minister Jacinda Ardern, who travelled by boat to the tiny Pacific territory of Tokelau in her first term in office, said the funding would "assist lower income countries to protect lives, livelihoods and infrastructure from the impacts of climate change".

"I have seen and heard first-hand the impact of climate change in our region," she said.

"We need to continue to step up our support for our Pacific family and neighbours who are on the front line of climate change and need our support most."



Scott Morrison, at COP26, pledges funding to support neighbouring Pacific, Asian nations dealing with climate change

By political reporter [Matthew Doran](#) and foreign affairs reporter [Stephen Dzedzic](#)
Posted Tue 2 Nov 2021 at 10:43am, updated Tue 2 Nov 2021 at 2:59pm



Conference have pressed Scott Morrison to make a pledge as they grapple with the impacts of global warming.

Key points:

- Australia's funding for neighbouring Pacific nations will increase to \$2 billion over the next five years

Pacific Trade and Covid

01

Overall decline, driven by tourism

\$1.52b exports in year to June 2021 (-30%)
Services ↓ from \$700m to \$270m (-61%)

02

Goods exports a mixed bag

Overall exports ↓10% to \$1.26b
Dairy and meat exports ↓12% and ↓15%
Machinery exports ↓23%
Iron and steel exports ↓3%
Electrical machinery ↑9% (highest ever)

03

Near term opportunities

>5% Growth outlook for 2022
Focus on infrastructure and development near term
F&B, services and consumer trade travel dependant



Common challenges

We want to help our customers better respond to commonly-identified challenges; in particular, giving better **visibility** of project opportunities and growing their **capability** and **connections** to position for success.

Our Pacific strategy

Next 12-18 months

01

Partnerships

High Commissions and partner organisations: ADB, World Bank, PTI, SPC, DFAT, Austrade, Business Councils

02

Consolidating and growing our customer portfolio

Working with internal NZTE team to map engagement, activate target markets and develop game plans

03

Resources

Pipeline visibility: Pacific projectlink; Pacific Projects webinar series

Capability: Aid/Development 101/102

Connections: Project decisionmakers; Prospective partners; advisors (e.g. intel, financing, supply chain support, etc)

Working together

Partnerships will be critical to success. We want to see more of our companies working with partners throughout the Pacific, and we want to partner more effectively ourselves.

We will be working closely with our NZInc colleagues across the region, and are keen to work closely with counterpart agencies such as PT&I and Austrade, as well as business councils to leverage networks, intel and resources.



Q&A: How can we help?

- #1: Please consider getting involved with NZTE. We are keen to connect.
- Business Councils are key partners for communication and joint initiatives
- How are your businesses going in the current environment? What are the main challenges you're expecting over the next 12-18 months?