

**NAVAL**  
**GROUP**



# **CONNECTING WITH AUSTRALIAN INDUSTRY?**

**THE FUTURE SUBMARINE PROGRAM**

# THE FUTURE SUBMARINE PROGRAM

Naval Group is the international design and build partner for Australia's 12 Future Submarines for the Royal Australian Navy.

This \$50 billion project is the largest defence contract in Australian history. The first submarine will begin service in the early 2030s with construction of the last submarine in the 2050s. Sustainment will continue until the 2080s. All twelve submarines will be built in Adelaide, Australia.

**The Future Submarine Program aims to deliver Australia a regionally superior submarine capability, which will be built, operated and sustained with sovereignty.**

The Program therefore seeks to ensure that the Australian industrial capability necessary to support the build, operations and sustainment of the Future Submarine is established.

This will involve maximising the involvement of Australian industry in all phases of the Program without unduly compromising capability, cost or schedule.

International suppliers have the unique opportunity to become part of Australia's Future Submarine supply chain by connecting with Australian industry.

## CONNECTING WITH AUSTRALIAN INDUSTRY

If you are an international supplier who is interested in becoming involved in Australia's Future Submarine Program and connecting with Australian industry, below are the organisations that provide support services relating to investigating Australian industry capability (AIC) and potential partners and conducting business in Australia.

### AUSTRADE

[www.austrade.gov.au](http://www.austrade.gov.au)

The Australian Trade and Investment Commission (Austrade) is responsible for the promotion, attraction and facilitation of Foreign Direct Investment (FDI) into Australia. Austrade helps international companies establish their business in Australia and develop research and development (R&D) collaboration.

Austrade provides international investors and companies from around the world assistance to identify and take-up investment opportunities in Australia through the following services:

- Initial coordination of all investment enquiries and assistance;
- Information on the Australian business and regulatory environment;
- Identification of suitable investment locations and partners in Australia;
- Advice on Australian Government programs and approval processes; and
- Assistance in identifying R&D partners.

#### POINTS OF CONTACT

##### Michael Taylor

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Marine and Defence AusTrade (Australia)  
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## INDUSTRY CAPABILITY NETWORK

<https://gateway.icn.org.au>

The Industry Capability Network (ICN) connects suppliers with project and procurement managers across Australia and New Zealand, helping international companies to build an Australian supply chain. There are up to 70,000 Australian suppliers in the network maintaining a profile and monitoring opportunities.

The ICN also assists with industry communications, event facilitation and confidential business capability mapping, including facilitation of joint ventures, partnerships and technology transfers by identifying potential local partners.

ICN is the Program's preferred method for eliciting expression of interest from the Australian market.

#### POINTS OF CONTACT

##### Jeremy Satchell

ICN South Australia  
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##### Dusko Bajic

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##### Andy Balmain

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P: +61 3 9864 6736

##### Kevin Peters

ICN Northern Territory  
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##### Linus O'Brien

ICN Western Australia  
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P: +61 8 9365 7691

##### Mike Swart

ICN Queensland  
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P: +61 7 3364 0672

## STATE-BASED DEFENCE AGENCIES

Each Australian state and territory has an agency, which supports Defence and defence industry within their respective states.

Assistance can be provided by connecting international Tier 1 suppliers with capable supply chain partners in their respective states. They can also connect you to the relevant state-based defence advocates and agencies for access to the workforce and business development initiatives.

#### POINTS OF CONTACT

##### SOUTH AUSTRALIA / David Eyre

Director, Maritime, Defence SA,  
E: [David.eyre@defencesa.com](mailto:David.eyre@defencesa.com)  
[www.defencesa.com](http://www.defencesa.com)

##### NEW SOUTH WALES / Timothy Lihou

Senior Advisor Engagement, Defence NSW  
E: [timothy.lihou@industry.nsw.gov.au](mailto:timothy.lihou@industry.nsw.gov.au)  
[www.industry.nsw.gov.au/defence-nsw](http://www.industry.nsw.gov.au/defence-nsw)

##### VICTORIA / Mike Phelps AM

Manager, Defence Sector Development  
E: [defence@ecodev.vic.gov.au](mailto:defence@ecodev.vic.gov.au)  
[www.defence.vic.gov.au](http://www.defence.vic.gov.au)

##### WESTERN AUSTRALIA / James Bear

Project Manager, Defence West  
E: [James.bear@jtsi.wa.gov.au](mailto:James.bear@jtsi.wa.gov.au)  
[www.jtsi.wa.gov.au/what-we-do/industry-development/defence-west](http://www.jtsi.wa.gov.au/what-we-do/industry-development/defence-west)

##### QUEENSLAND / Mal Lane

Executive, Defence and Aerospace Development  
E: [dqld@dspd.qld.gov.au](mailto:dqld@dspd.qld.gov.au)  
[www.defenceindustries.qld.gov.au](http://www.defenceindustries.qld.gov.au)

##### AUSTRALIAN CAPITAL TERRITORY / ACT Defence Team

E: [defenceACT@act.gov.au](mailto:defenceACT@act.gov.au)  
[www.cmd.act.gov.au/defence/home](http://www.cmd.act.gov.au/defence/home)

##### NORTHERN TERRITORY / Defence NT Team

E: [defenceNT@nt.gov.au](mailto:defenceNT@nt.gov.au)  
[www.nt.gov.au/industry/defence-support](http://www.nt.gov.au/industry/defence-support)

##### TASMANIA / Department of State Growth

E: [ask@business.tas.gov.au](mailto:ask@business.tas.gov.au)  
[www.stategrowth.tas.gov.au/business/sectors/](http://www.stategrowth.tas.gov.au/business/sectors/)

# OFFICE OF THE AGENT GENERAL, GOVERNMENT OF SOUTH AUSTRALIA

[www.newsouthaustralia.com](http://www.newsouthaustralia.com)

The Office of the Agent General (OAG) has a presence in London and France who can assist UK and European business looking to enter the South Australian market. The office provides a number of services through its Soft Landing initiative which helps potential investors engage and connect with the South Australian market.

Soft Landing offers the following services:

- **Meet the Experts**  
Companies can meet specialists in Australian Law, Property, Recruitment, Visas, Tax and Finance to discuss doing business in Australia free of charge and obligation.
- **PartnerMatch**  
OAG can facilitate the identification of potential partners in South Australia for joint ventures, technology transfers or even acquisition.  
This service is also offered by representatives from respective Australian states.
- **Landing Pad**  
In partnership with Defence SA, Landing Pad offers an office with appropriate facilities, such as data and kitchen, in Central Adelaide for short investigative visits for companies to use free of charge.

## POINTS OF CONTACT

### John Rees

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Office of the Agent General (London)  
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### David Deslandes

Project Manager,  
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# BUSINESS FRANCE

Business France is a French Government agency which contributes to the development and success of French and foreign businesses wishing to expand abroad by supporting them throughout the lifetime of their projects.

## POINTS OF CONTACT

### François Cotier

Director for Australia and New-Zealand  
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### Fernando Alves

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## OTHER USEFUL LINKS

### Defence Supplier Directories

<http://www.australiandefence.com.au/directory-of-defence-suppliers>

<https://austandnzdefence.com/>



[naval-group.com.au](http://naval-group.com.au)

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