

Expression of Interest

NT Maritime Industry Delegation to Indo Pacific 2023

DefenceNT will lead an industry delegation to **INDO-PACIFIC International Maritime Exposition**, the signature maritime industry event in the Indo Pacific, where maritime and naval suppliers can promote their capability's to key defence and industry decision makers. This maritime industry delegation opportunity has been available to NT businesses since 2017, and the delegation size grows year on year. NT maritime companies are strongly encouraged to consider this biennial opportunity.

Naval infrastructure and new platforms, like Army's littoral watercraft fleet will have a significant presence in Darwin and northern Australia in years to come. INDO-PACIFIC will be an opportunity for the Northern Territory to promote its strategic geography, enabling infrastructure and maritime maintenance and sustainment capabilities at a time where there is increased focus on Defence posturing and investment into the region.

INDO-PACIFIC will be held in Sydney from 7 to 9 November 2023. The DefenceNT stand will have physical co-exhibitors, where businesses have a business pod, and additional rovers who can use the DefenceNT stand as a base to rove the exhibition. The Northern Territory Government will support local defence related businesses to co-exhibit on the DefenceNT stand, enabling the opportunity to promote capability to key Defence and Allied Forces and maritime industry stakeholders.

This Expression of Interest needs to be returned to defencent@nt.gov.au by **COB Friday 21 July 2023**. Refer to page 3 for selection, requirements and additional information. Inclusion in the delegation is competitive and assessed alongside a scoring criteria.

Primary point of contact

The primary contact below will be used for all DefenceNT communication in relation to the event, stand and facilitation of meetings

Name		Phone Email	
Business trading name		ABN	
Office address		Website	

Capabilities

List organisational capabilities	
Quad chart	Yes / No Please attach organisation's quad chart to return email.

Defence and maritime sector engagement	
How engaged have you been with the defence/maritime sector to date? (i.e. Mature, established, emerging, yet to be established)	
Are you engaged with DefenceNT?	
Are you engaged with Office of Defence Industry Support	
Have you attended INDO PACIFIC previously?	
Outline your main intentions for attending INDO PACIFIC Maritime Exposition? Identify particular defence / naval programs of interest.	
If successful in forming part of the delegation, will your organisation be interested in displaying a product?	
Declaration	
I declare the information provided for this EOI to form part of the DefenceNT industry delegation to INDO-PACIFIC, is to the best of my knowledge, true, accurate and complete.	
Signature	
Date	
Full name	
Position	

Expression of Interest: selection, requirements and additional information

- The opportunity to form part of the Industry Delegation, co-hosted on the Northern Territory Government (DefenceNT) stand at the Indo Pacific International Maritime Exposition (INDO-PACIFIC) 2023 is reserved for Northern Territory based organisations who will not have their own stand at the event.
- Applications will be assessed in relation to one another to produce a score for the outcome of this Expression of Interest (EOI). DefenceNT will undertake this assessment following the closing date of Friday 21 July 2023, and will advise all applicants of the outcome by no later Wednesday 26 July 2023.
- Successful delegate entitlements include:

Co-exhibitors	Rovers
a co-exhibitor pod, free of charge	-
company logo on the pod	Company logo on a feature wall
Power access	Power access
Seating	Occasional seating on the stand
Lockable cupboard	Shared lockable storage
Content on shared promotional TV screen	Content on shared promotional TV screen

- The following items are not included and need to be managed/funded by delegates:
 - flights
 - accommodation
 - transfers
 - meals
 - personal incidentals
 - freight of items
 - promotional and marketing collateral
- Companies will be responsible for the set-up of their marketing collateral on the first morning of the trade show (Tuesday 7 November 2023). Should businesses be approved to display larger items/kit, bump in requirements on Monday 6 November 2023 will need to be adhered to. More information will be shared in due course.
- DefenceNT will work with companies to develop or update their Quad Charts in preparation for the exposition.
- DefenceNT will provide a pre-departure briefing for all NT organisations attending INDO PACIFIC 2023, and will assist in arranging delegation visits, industry introductions and networking opportunities, subject to organisation engagement.

COVID & Force Majeure

- The INDO PACIFIC International Maritime Exposition 2023 is being planned with flexibility to reshape or withdraw in accordance with COVID-19 requirements or matters outside of DefenceNT's control. Further information or questions may be directed to DefenceNT via defencent@nt.gov.au