



Queensland – Pacific

Trade and Investment Strategy
2026-2028



TIQ TRADE +
INVESTMENT
QUEENSLAND

Mission statement

Leverage Queensland's position as the Pacific state, aligning our capabilities with regional demand to drive trade and investment and build shared prosperity and resilience.



Minister's foreword

Queensland's future is deeply connected with the Pacific. Our shared history, geography and long-held relationships have created a bond built on trust and mutual opportunity.

As Australia's Pacific state, Queensland is uniquely positioned to strengthen these partnerships and help build a region where economic opportunity supports stability, resilience and, above all, a better lifestyle through a stronger economy.

The *Queensland-Pacific Trade and Investment Strategy 2026-2028* provides a clear roadmap for deepening engagement with our Pacific partners. It recognises the Pacific as a region undergoing significant transformation.

With growing infrastructure needs, expanding hospitality and services sectors, and increasing demand for skills and technologies, the Pacific presents important opportunities for commercial and strategic partnerships with Queensland.

This strategy has identified four key areas of growth for trade between us—food and agribusiness, education and training, infrastructure, and energy technologies.

It charts a path forward and outlines a plan to build on the more than \$9 billion of trade between Queensland and our Pacific partners in 2025.

Our approach is based on genuine partnership. This strategy builds on longstanding relationships—from our close ties with Papua New Guinea, Fiji and Samoa, to our deeply integrated economic relationship with New Zealand. It supports the Crisafulli Government's commitment to ensuring our state's prosperity is strengthened through meaningful regional cooperation.

We will continue working with Governments across the Pacific, industry and investors to deliver practical outcomes – stronger trade pathways, expanded education and training partnerships, resilient infrastructure and increased two-way investment supporting jobs and growth.

Together, we can build a future where economic cooperation drives stability, prosperity and opportunity for Queensland and our closest neighbours in the Pacific.

The Hon. Ros Bates MP
Minister for Finance, Trade, Employment and Training

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The Pacific opportunity

Queensland's story has long been intertwined with the Pacific, beginning with the earliest trading routes through the Torres Strait and Papua New Guinea. Shared waters, values and futures connect us as a region bound together through trade, education and community.

Why the Pacific?

Queensland's enduring connection with the Pacific is grounded in strong community ties, longstanding business relationships and regional proximity. Well-established cultural ties link people across the region and underpin cooperation in trade, investment, skills and development – positioning Queensland as a natural partner for Pacific Island countries.

Queensland stands as Australia's most connected state to the Pacific, supported by strong aviation links and multiple direct flights to diverse Pacific destinations.

The Pacific is a region of growing strategic and economic importance. A growing population, rapid urbanisation and rising demand for skills, education, sustainable infrastructure and clean energy present significant opportunities for Queensland businesses and institutions. These needs closely align with Queensland's strengths in engineering, construction, resources, training, services and renewable energy, providing a strong foundation for mutually beneficial partnerships that support resilient economic growth.

Education presents one of the most significant opportunities for collaboration between Queensland and the Pacific. Through partnerships in education, training and skills development, Queensland supports Pacific nations to meet growing workforce needs while creating pathways for students, educators and institutions to connect, innovate and thrive together.

Economic engagement with the Pacific also delivers direct benefits for Queensland. Growing Pacific markets creates new export opportunities and strengthens supply chain resilience. Deeper economic integration enhances investor confidence, opens new commercial pathways and contributes to long-term growth for both Queensland and Pacific economies, while reinforcing regional stability.

The Pacific region's broader strategic significance continues to increase as global interest intensifies. This strategy reinforces Queensland's commitment to the Pacific, delivered through a strategic mix of diplomacy, development cooperation, trade, investment and social partnerships that supports economic development, sovereignty and regional resilience.

In 2023, Trade and Investment Queensland (TIQ) established representation in Papua New Guinea and New Zealand, marking a milestone in Queensland's Pacific engagement and setting the platform for future trade and investment growth. Supported by regional and bilateral economic agreements, TIQ's presence creates a strong platform for future trade and investment, fostering mutually beneficial outcomes for businesses on both sides.

65% of the population in Pacific Island nations is **under the age of 30**



107% trade-to-GDP ratio for Pacific small island states

Queensland **exports have increased 24.6%** over five years



3.4% economic growth forecast during 2026 – higher than global average

\$3 billion export market during 2025



Queensland is the most connected state to the Pacific Islands through air and ports connectivity

35% of Australia's Pacific community live in Queensland – largest diaspora community in the country



The Blue Pacific continent

Queensland is deepening subnational diplomacy and fostering inclusive, resilient partnerships across Melanesia, Polynesia and Micronesia.

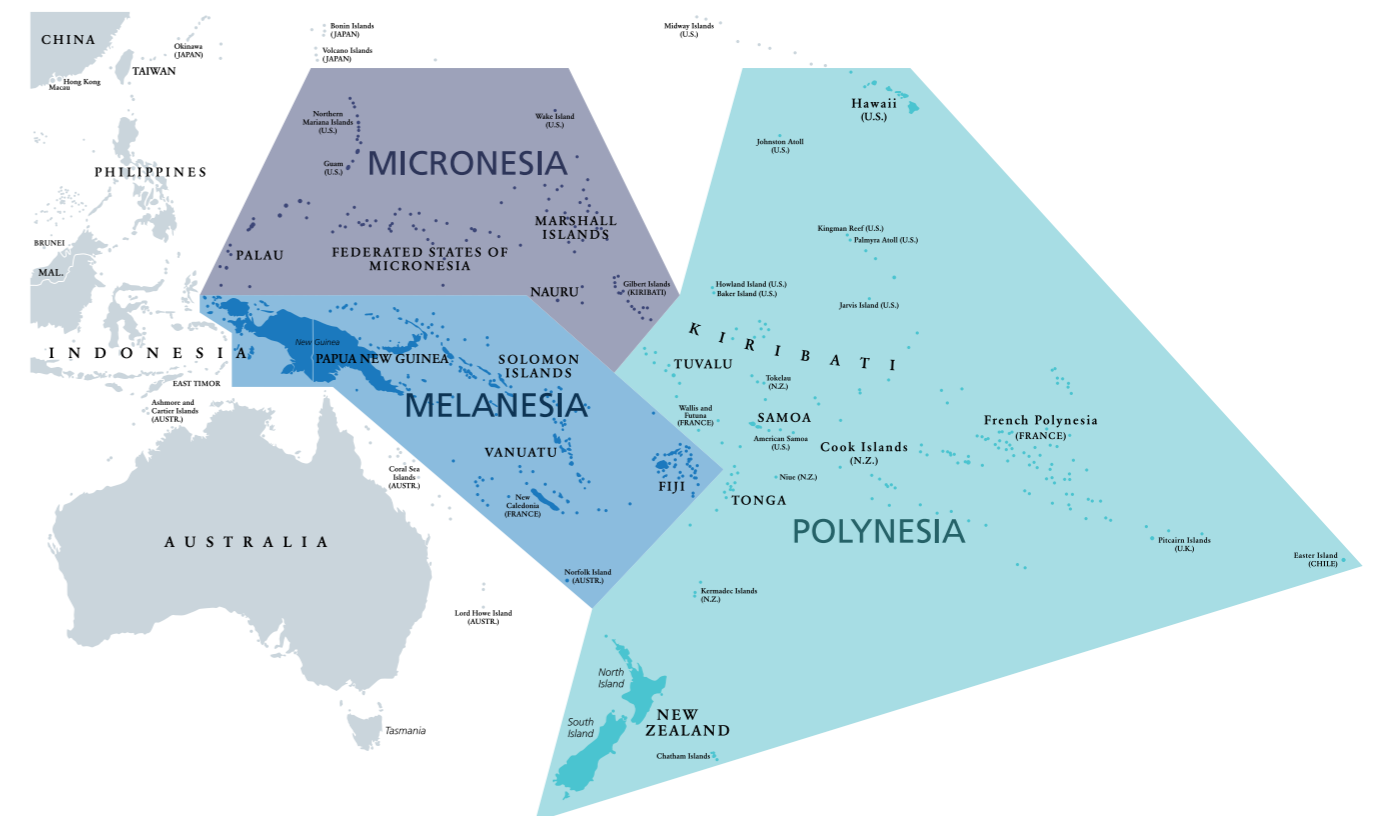
While focusing on four key markets, Queensland remains alert and responsive to emerging trade and investment prospects through the region.

As Australia's gateway to the Pacific, Queensland is leveraging geographic proximity, advanced connectivity and deep cultural ties to drive regional engagement and growth.

Our engagement with the Pacific has matured into a broad-based economic and strategic relationship. Queensland exports over \$3 billion in goods to the Pacific each year, with growing collaboration in renewable energy, health, education and infrastructure.

Through strong sister city ties with Papua New Guinea, Vanuatu and New Zealand, Queensland actively engages with Pacific business councils, and supports innovative sports diplomacy initiatives to help drive trade and investment outcomes. As host of the 2032 Olympic and Paralympic Games, Queensland has a commitment to collaborate with the Pacific. This is a unique opportunity to strengthen Queensland's position, expand collaboration and play a pivotal role in the region.

Regional initiatives such as the *Pacific Islands Forum's 2050 Strategy for the Blue Pacific Continent* aim to strengthen economic resilience and connectivity, which Queensland can then leverage for supply chain diversification and greater market access.



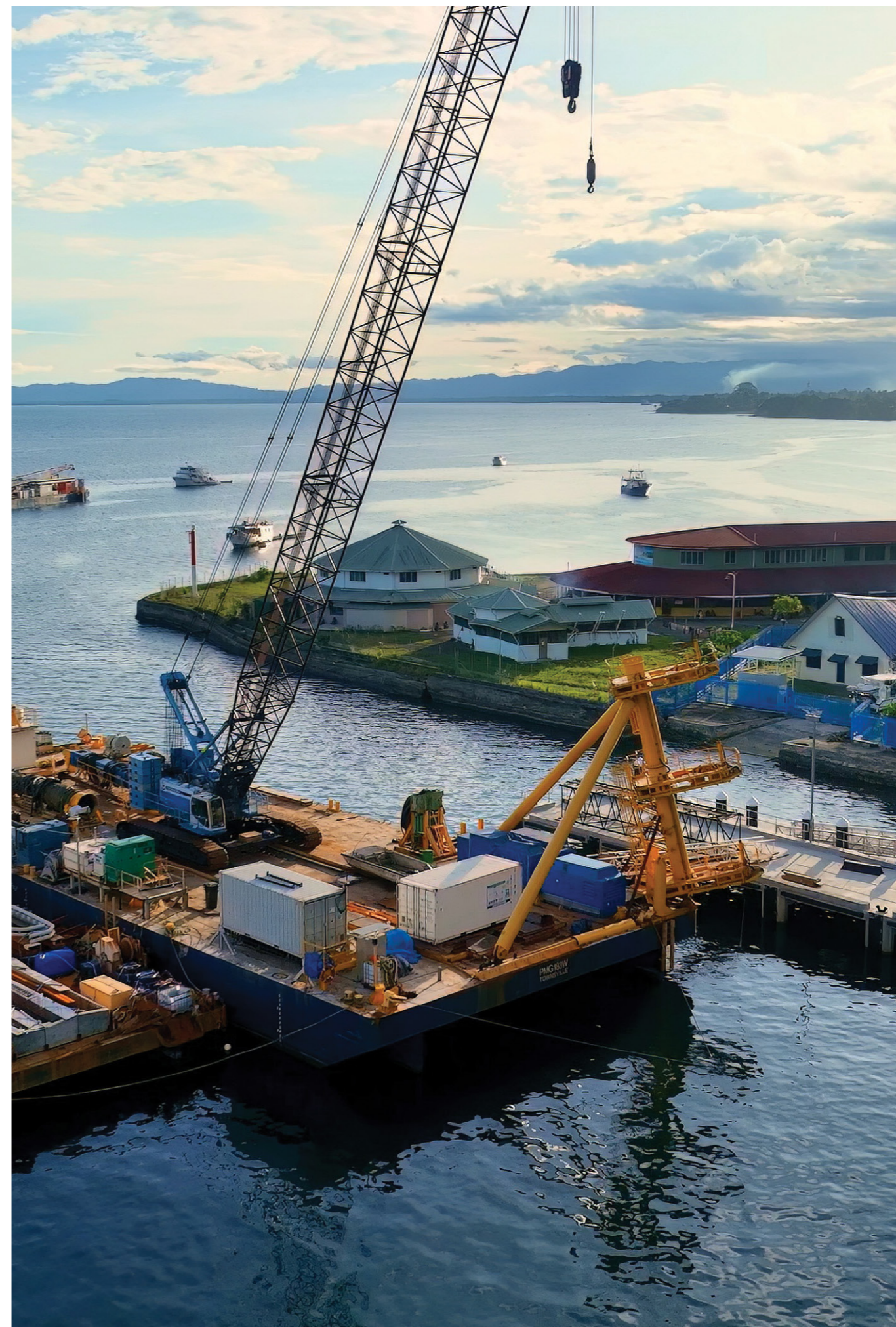
Market snapshot

	Pacific	New Zealand	Papua New Guinea	Fiji	Samoa
Population (2025 est)	~ 21 million	5.3 million	12.8 million	930,000	210,000
GDP per capita (2025 est, Exchange rate: 31/12/25)	US\$2,890 (A\$4,317)	US\$49,380 (A\$73,777)	US\$2,560 (A\$3,825)	US\$6,830 (A\$10,202)	US\$5,890 (A\$8,798)
Queensland exports	A\$3.0 billion	A\$1.3 billion	A\$1.5 billion	A\$93 million	A\$11 million
Queensland imports	A\$6.4 billion	A\$1.1 billion	A\$5.1 billion	A\$21.6 million	A\$3.5 million
Foreign investment in Australia (2024)	A\$89.1 billion	A\$85.2 billion	A\$2.1 billion	A\$616 million	A\$266 million
International visitors	604,403	490,395	54,290	11,403	3,030

Note - All statistics are for 2025 unless specified.

Regional agreements

Pacific Agreement on Closer Economic Relations Plus (PACER plus)	PACER Plus, entered into force on 13 December 2020, is a development-centred free trade agreement, strengthening Australia’s engagement in the Pacific by promoting a secure, stable and prosperous region. It opens commercial opportunities for Australian exporters and investors, which are expected to grow as the agreement fosters more open, transparent trade policies and deeper regional relationships.
South Pacific Regional Trade and Economic Cooperation Agreement (SPARTECA)	A trade agreement between Australia, New Zealand and Pacific Islands Forum countries, originally signed in 1980, facilitating duty-free access for certain goods.
Regional Comprehensive Economic Partnership Agreement (RCEP)	The RCEP entered into force on 1 January 2022. It is a regional free trade agreement (FTA) that complements and builds upon Australia’s existing FTA’s with 14 other Indo-Pacific countries (including New Zealand). This gives Australian businesses greater access and clearer rules for trade and investment across the Indo-Pacific, covering goods, services, investment and cooperation with new provisions on e-commerce, intellectual property, procurement, competition and small and medium sized enterprises.
Australia–Pacific Regional Development Partnership	Released in 2024, this partnership is a formal framework between Australia and Pacific countries to support regional institutions, infrastructure, climate resilience and development cooperation (2025-2029 plan).
Pacific Maritime Security Program	A comprehensive package of capability, infrastructure, sustainment, training and coordination designed to increase national and regional maritime security for 16 partner nations.



Our partnerships are built on connection, a reflection of our shared ocean, values and future in a stable, secure and sustainable Pacific region.

Market dynamics

The Pacific – balancing growth and global uncertainty

With strengths in tourism, natural resources and regional partnerships, many Pacific Island nations are well-placed to diversify and strengthen their economies.

Strategic investment, innovation and inclusive development offer pathways to reduce external vulnerabilities and unlock long-term prosperity.

Future outlook

The Pacific region continues to demonstrate resilience, responding to global uncertainty while pursuing new economic opportunities. The region's economic growth outlook remains positive yet cautious, with Pacific Island economies projected to expand by 4.1% in 2025, before moderating to 3.4% in 2026¹, and New Zealand's economy growing 0.8% in 2025 before expanding by 2.2% in 2026².

In New Zealand, structural reforms in water, health and local government, alongside a NZ\$57.3 billion infrastructure pipeline will create long-term opportunities in construction, technology and sustainability. The New Zealand and Queensland economies are export-oriented, with sector strengths shared in agriculture, manufacturing, services and tourism, creating natural synergies for collaboration.

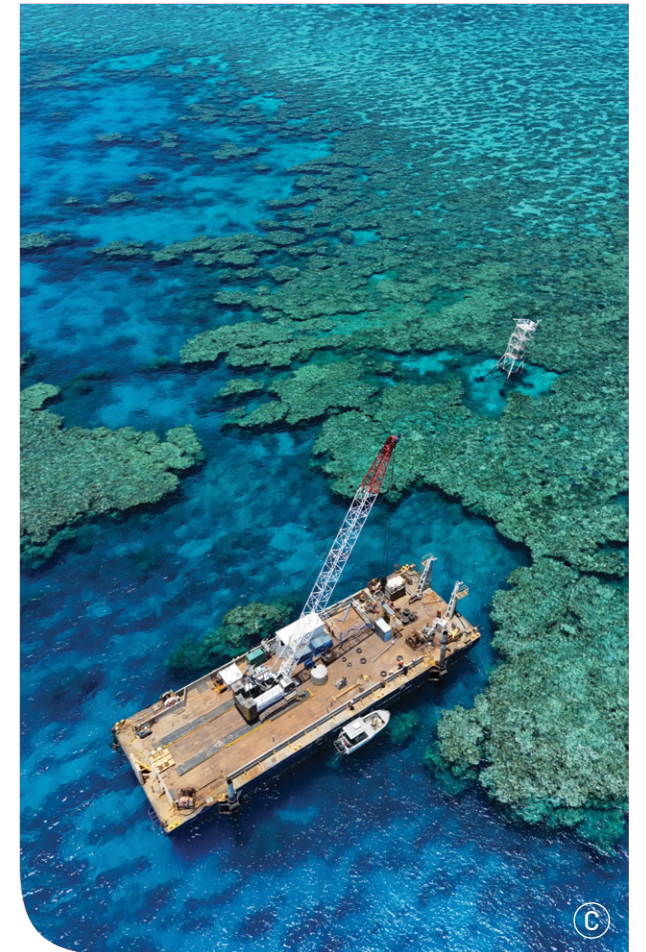
¹ Growth in the Pacific to Accelerate to 4.1% in 2025, Moderate to 3.4% in 2026 – ADB | Asian Development Bank
² IME World Economic Outlook (October 2025)



A



B



C



D

- A. Carrot farmer, Kalbar
- B. Solar farms, Oakey
- C. Pacific Marine Group, PNG
- D. Cattle farm

Opportunities and challenges for Queensland

Opportunities

- Expanding Pacific economies are offering new trade and investment opportunities.
- Rapidly growing populations are increasing demand for education, health and digital services.
- Shared priorities in resources and agriculture present opportunities for collaboration.
- Strong commitment to renewables and climate resilience aligns with Queensland's expertise.
- Increasing engagement in sports education and training and for sports diplomacy in the lead up to the 2032 Olympic and Paralympic games.
- Rising regional importance creates greater strategic and commercial engagement.
- Infrastructure investment across the Pacific supports Queensland participation in major projects.
- A large Pacific diaspora continues to strengthen existing trade and cultural ties.
- Programs and agreements supporting defence and security cooperation.
- Leverage Queensland's considerable capabilities in maintenance, repair and overhaul to support Pacific marine and aviation industries.
- Maximising longstanding and trusted networks such as Tradelinked and the Australia Pacific Business Councils to further business opportunities.
- Innovation and creative industries open new avenues for tourism and cultural collaboration.
- The Pacific Engagement Visa enhances labour mobility and two-way workforce exchange.

Challenges

- Ageing and underdeveloped infrastructure limits growth and trade efficiency.
- Small, dispersed markets increase logistics costs and reduce economies of scale.
- Frequent natural disasters and climate impacts threaten long-term stability.
- Regulatory inconsistencies and governance risks deter investment.
- Limited access to capital finance constrains private-sector growth and infrastructure delivery.
- Deteriorating security environment in the Indo-Pacific.
- Digital connectivity gaps restrict access to global markets.
- Strengthening domestic capacity can help overcome reliance on aid and imports and foster diversification.
- Increased interest from other countries generating greater competition.

Founded on an enduring and trusted relationship, the economic partnership between Queensland and New Zealand can flourish on open trade and complementary strengths.



New Zealand

Queensland and New Zealand share a deeply trusted and enduring economic relationship, built on shared values, open trade with complementary economies positioned to advance cooperation in renewable energy, agribusiness, advanced manufacturing and innovation.

Strategic drivers

Renewable energy and clean technology

New Zealand is focused on electrification and renewable energy. Its commitment to achieve net-zero emissions by 2050 creates opportunities for Queensland companies specialising in solar, wind and energy storage technologies. Collaboration in clean-energy systems and grid optimisation offers significant potential for joint research and commercial partnerships.

Agriculture and food systems

Agriculture remains central to New Zealand's economy, particularly in dairy, horticulture and viticulture. Queensland and New Zealand share expertise in sustainable farming, ag-tech and food innovation. Partnerships in low-emissions agriculture, advanced processing and logistics would expand exports and create value-added products that strengthen food security and sustainability across both markets.

Infrastructure

The two markets can build on collaboration in sustainable materials, automation and eco-friendly construction. Queensland has proven success building, designing and managing major projects in New Zealand including the Te Kaha multi-use arena in Canterbury. The 2032 Olympic and Paralympic Games present a unique opportunity for New Zealand investment in Queensland infrastructure and supply-chain integration and sports-industry partnerships.

New Zealand's infrastructure is undergoing significant change with several key infrastructure developments planned from 2025 onwards. The sector faces challenges including ageing infrastructure, climate adaptation and growing investment needs highlighted by an estimated infrastructure deficit of between NZ\$100 – NZ\$200 billion.

The government has identified infrastructure development as a priority for increasing economic growth and resilience while focusing on a range of legislative and policy changes to support the fast-track consenting process. These changes include the development of a 30-year National Infrastructure Plan, the establishment of a national infrastructure agency, strengthening asset management, improving the regulatory approvals framework, as well as infrastructure financing and funding.

Opportunities have also been identified in education and health infrastructure development, water, transport and the integration of technology that could help maximise efficiencies in urban planning and infrastructure management.

Investment and innovation

New Zealand investment in Queensland is expected to continue its steady growth, particularly in infrastructure, agribusiness and technology.

Economic outlook

New Zealand's economy remains resilient, supported by diversified exports, robust institutions and strong household incomes. The IMF projects GDP growth of 2.1% in 2026, reflecting a modest recovery following a period of slower activity in 2024 and early 2025.³

FDI inflows remain stable, underpinned by transparent regulation and open trade frameworks such as the *Australia–New Zealand Closer Economic Relations (CER) Agreement* and the *Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)*. Both agreements provide Queensland companies with strong access to New Zealand's market and supply chains.

³ [New Zealand and the IMF](#)

Prospects for Queensland

Cooperation on sustainable farming and agri-innovation systems will benefit both Queensland and New Zealand by enabling shared research and real-world testing across a range of climatic conditions, from tropical to temperate environments.

Further opportunity for Queensland to grow its exports in high value, fresh and premium packaged products and functional foods.

Infrastructure linked to 2032 will open new channels for investment and skills exchange in stadium design and logistics.

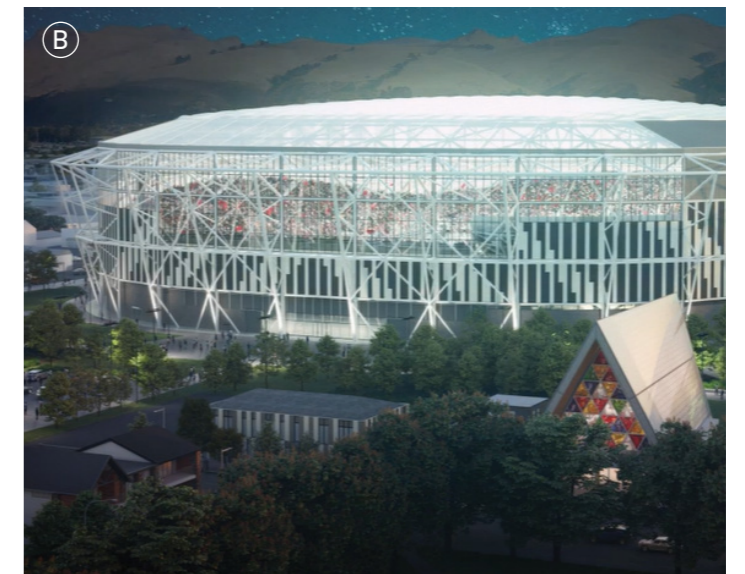
Queensland and New Zealand are well placed to collaborate on clean energy generation and battery technologies because their strengths are complementary rather than duplicative.

Both markets share priorities in research, education and digital innovation. Expanding joint programs between universities and institutes will strengthen talent mobility and drive advances in green technologies, life sciences and advanced manufacturing.

Queensland's innovation ecosystem, strong research institutions and growing start-up community align closely with New Zealand's focus on digital transformation, life sciences and green industries, offering new pathways for joint commercialisation.

A. Boy Walking, UAP

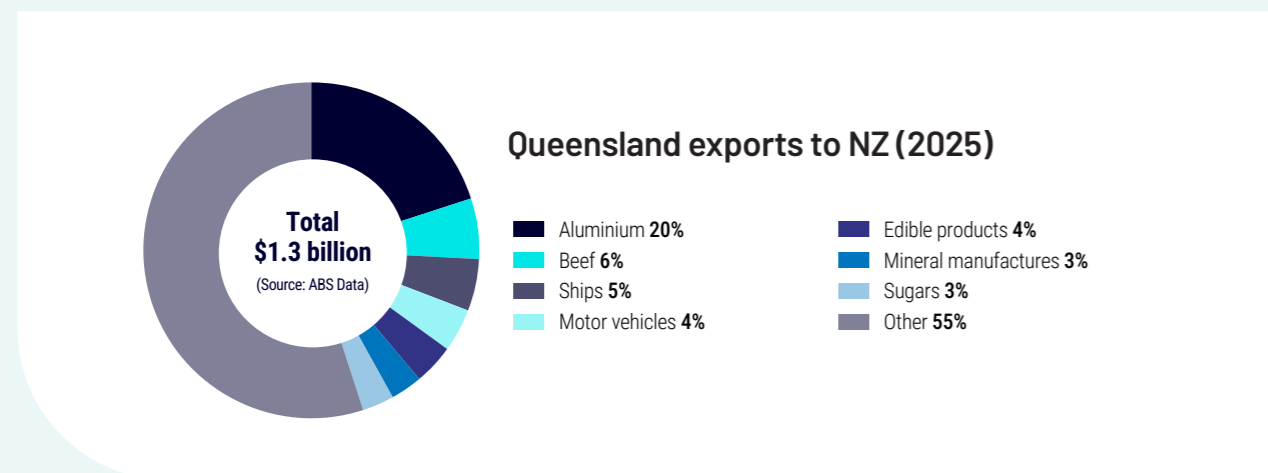
B. TeKaha Christchurch Stadium



Key markets

Regional agreements with New Zealand

Australia-New Zealand Closer Economic Relations Trade Agreement (ANZCERTA)	The ANZCERTA of 1995 is a comprehensive bilateral trade and economic relationship agreement to strengthen Australia-New Zealand ties by expanding free trade, gradually removing trade barriers and promoting fair competition to foster closer and mutually beneficial economic relations.
Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)	The CPTPP signed on 8 March 2018 is a multilateral free trade agreement between Australia and other Pacific economies (including New Zealand). It focuses on boosting trade, streamlining processes and promoting inclusive, sustainable growth.
ASEAN-Australia-New Zealand FTA (AANZFTA)	The AANZFTA, entered into force in January 2010, is a comprehensive free trade agreement between Association of Southeast Asian Nations (ASEAN) member states, Australia and New Zealand. It provides tariff reductions and enhances certainty in services and investment. The AANZFTA is complemented by the ANZCERTA, CPTPP and RCEP.
Australia-New Zealand Alliance: Anzac 2035	The Australian and New Zealand Defence Forces are operationalising the existing Australia-New Zealand Alliance with a vision of being able to operate seamlessly as an increasingly integrated, combat capable Anzac force by 2035.
Sister Cities	Brisbane – Auckland Gold Coast – Rotorua Toowoomba – Whanganui



Built on trade, people and education connections for shared prosperity and resilience, PNG is one of Queensland's closest Pacific partners.



Papua New Guinea

Queensland and Papua New Guinea (PNG) share one of the closest relationships in the Pacific, underpinned by strong trade links and deep cultural and educational connections, with significant opportunities for Queensland across resources and energy, infrastructure development, agribusiness, health, education and training, and professional services.

The Memorandum of Understanding (MoU) between Queensland and the Government of PNG, was first signed in 1992, before being re-signed in 2025. The MoU continues to underpin robust people-to-people, government-to-government and business-to-business collaboration. This foundation remains vital as both jurisdictions navigate shared challenges and opportunities through trade and investment.

Strategic drivers

Resources

PNG's extensive reserves of gold, copper, nickel, gas and silver underpin its economic growth and offer a strong platform for Queensland collaboration. The reopening of the Porgera gold mine, expansion of the Ok Tedi copper operation, and the development of major LNG projects are central to PNG's *Medium-Term Development Plan IV (2023–2027)*, which aims to double export revenue and attract foreign investment.

Agriculture

Agriculture remains the backbone of PNG's economy, engaging more than 80% of the population and contributing about 30% to GDP. *The National Agriculture Sector Plan 2024–2033* seeks to commercialise production and modernise value chains for cocoa, coffee and palm oil.

Infrastructure and energy

Significant infrastructure gaps present both challenges and opportunities. Major upgrades of transport infrastructure for maritime and seaports, road connectivity programs, renewable hydro and solar initiatives, and the forthcoming Papua LNG project are transforming the development landscape. PNG's *National Energy Policy 2017-2027* aims to ensure affordable,

competitive, sustainable and reliable supply of energy to meet the country's needs. The PNG Government's *Connect PNG Program* will develop 16,000km of road infrastructure and establish strategic economic corridors across the country. It will connect remote communities, increase domestic, regional and international trade opportunities, and enhance access to critical services such as healthcare and education.

Economic outlook

PNG is the Pacific's largest economy and a key growth hub. The World Bank projects growth of 3.5% in 2026, well above historical norms, supported by resource investment and infrastructure projects⁴. However, governance and regulatory reforms remain essential to improve investor confidence. PNG continues to address Financial Action Task Force (FATF) grey-listing risks by implementing stronger anti-money-laundering and transparency frameworks, including the *Whistleblower Act 2023* and the establishment of the Independent Commission Against Corruption.

The outlook for Queensland investors is positive, with major public-private partnerships emerging in energy, ports and logistics. A rapidly growing population presents long-term opportunities in education, skills development and workforce training, areas where Queensland institutions already play a leading role.

⁴ Papua New Guinea Economic Update – June 2025

Prospects for Queensland

Queensland companies bring proven expertise in delivering resilient, high-quality infrastructure across resources, transport, energy, health and urban development.

Expanding partnerships in renewable energy – solar, hydro and off-grid solutions, creates opportunities to support PNG's energy diversification and security goals.

TAFE and Queensland's vocational institutions can play a pivotal role in building PNG's human capital. Joint programs in technical training, leadership development and digital skills will empower PNG's next generation of professionals and entrepreneurs.

As population growth drives increased demand, Queensland is well positioned to supply frozen and chilled grains and cereals, while also servicing the hospitality and resources sectors with premium food offerings.

Queensland agribusinesses are well-placed to provide advanced machinery, logistics, agtech solutions and training in biosecurity and supply-chain management. Collaboration in vocational education, tropical agronomy and agri-innovation would accelerate inclusive rural growth and improve food security⁵.

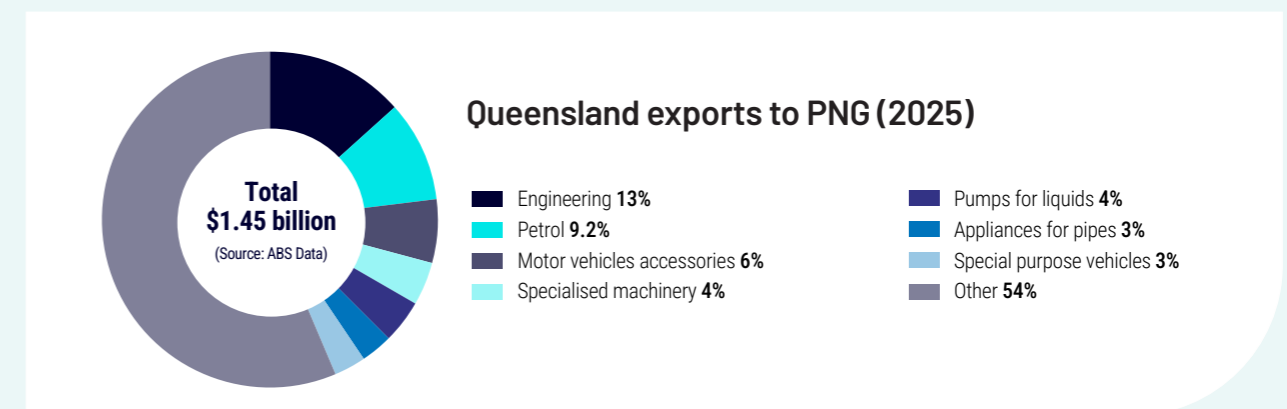
Queensland is well positioned to attract increased student enrolments from PNG due to its close geographic proximity, a strong and established PNG diaspora, particularly in Cairns, and deep education linkages, including the Queensland curriculum school in Lihir delivering education from kindergarten to Year 10.

With PNG entering the National Rugby League (NRL) competition in 2028, Queensland is a natural choice as a high-performance and commercial hub for the PNG club's Australian operations and to utilise 'sports diplomacy' to grow trade and investment in sports infrastructure and tourism.

⁵ <https://www.aciar.gov.au/publication/aop2024/pacific-region-program/png>

Regional agreements with PNG

Papua New Guinea – Australia Mutual Defence Treaty (Pukpuk Treaty)	The Pukpuk Treaty came into effect 17 September 2025 to protect Australia and PNG's sovereignty, advance mutual defence and security interests and contribute to a peaceful, stable and prosperous region.
Papua New Guinea-Australia Comprehensive Strategic Economic Partnership (CSEP)	The CSEP, formed in 1987, provides an enduring and overarching framework for deepening bilateral cooperation across security, trade and investment and development cooperation.
Sister Cities	Cairns – Lae Townsville – Port Moresby



Fiji is an important Pacific partner for Queensland, sharing strong trade and services links that create valuable opportunities for Queensland businesses.



Fiji

Fiji is an important Pacific partner for Queensland, underpinned by close trade and services connections, creating strong opportunities for Queensland businesses in infrastructure, agribusiness, professional services, and sustainable development, while supporting long-term regional growth and economic resilience.

As one of the Pacific’s largest economies, Fiji is advancing renewable energy, agribusiness modernisation and higher value tourism, creating strong opportunities for Queensland collaboration⁶ and growth in trade, services and education outcomes.

Strategic drivers

Energy transition

Fiji is targeting 100% renewable electricity generation by 2035, with a focus on solar, hydro and biomass. Like Queensland, Fiji emphasises private sector investment, regional energy hubs, and community engagement to deliver sustainable and affordable energy systems.

Queensland’s expertise offers valuable technical and commercial models for Fiji’s energy transition. This positions Queensland as a strategic partner in supporting Fiji’s energy goals through knowledge exchange, technology transfer and joint infrastructure initiatives.

Agriculture

Fiji’s Non Sugar Agriculture Sector Policy 2025–2035 and The Ministry of Agriculture and Waterways Strategic Development Plan 2024–2028 sets out its agricultural agenda that centres on food security, climate resilience, and the transition from subsistence to commercially viable farming with a strong focus on the non-sugar sector.

Infrastructure

Fiji’s ambitious infrastructure and energy agenda presents valuable opportunities for Queensland to contribute expertise, goods and services across clean energy, resilient infrastructure and capacity building.

Tourism transformation

Fiji’s shift toward ecotourism and premium visitor experiences presents a strong strategic opportunity for Queensland to provide high value expertise, products and services that support sustainable tourism growth. Queensland’s capabilities in tropical design, environmental engineering, vocational training, and premium food and beverage align closely with Fiji’s priorities, while expanding Fiji Airways connectivity strengthens prospects for deeper two-way trade in tourism services, education and agrifood exports.

Economic outlook

Fiji’s economy continues to expand, driven by strong visitor arrivals and construction activity. Recent international forecasts point to steady growth around the 3% range in 2026, supported by infrastructure and private investment. Continued reform in public financial management and the business environment remain important to sustain momentum.

Prospects for Queensland

Queensland companies offer proven expertise in engineering, project management and environmental design. This is complemented by strong capabilities in modular and climate resilient infrastructure delivery. Together, these strengths support Fiji’s development objectives and position Queensland firms as valuable commercial partners.

Queensland’s strengths in renewable energy solutions, particularly energy storage and smart grid technologies, support Fiji’s transition to a more resilient and sustainable energy system. Together, these complementary capabilities align closely with Fiji’s development priorities and create opportunities for deeper commercial engagement and government-to-government collaboration.

Queensland’s strength in vocational education and technical training can help build local capacity and

equip Fijian workers with the skills needed to operate and maintain renewable infrastructure and accelerate program delivery in-market.

Queensland’s capabilities in agricultural innovation, agtech, advanced food processing and cold chain logistics, position it as a natural partner in supporting Fiji’s food security and export ambitions. Through knowledge exchange, technology transfer and commercial collaboration, Queensland’s agribusiness sector can strengthen biosecurity, lift export readiness, and develop more resilient, value-added supply chains—driving sustainable growth and shared prosperity for Fijian farmers, communities, and the wider Pacific region.

The 2032 Olympic and Paralympic Games will lift demand in luxury and marine tourism across the region, presenting opportunities in refit and maintenance, provisioning, maritime services and premium travel experiences, with Queensland well-placed to partner with Fijian operators.

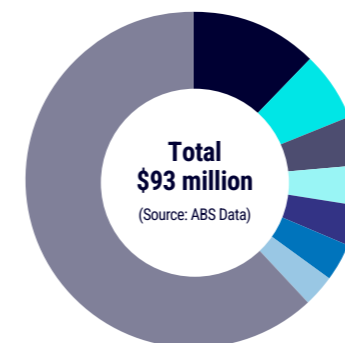
Regional agreements with Fiji

Fiji-Australia Vuvale Partnership

The Vuvale Partnership, signed in 2019, focuses on strong people links, deeper economic ties, enhanced security cooperation, regional and international collaboration and sustainable development. The term ‘Vuvale’ means ‘family’ in Fijian, symbolising the close ties and mutual respect between the two nations.

Australia-Fiji Development Partnership Plan 2024-2028

The Partnership Plan, published in 2023, outlines how Australia will support Fiji’s national development priorities under the Vuvale Partnership.



⁶ 250916 - Briefing Note to Investment Fiji.docx

Samoa presents emerging opportunities for Queensland in renewable energy, agribusiness, infrastructure and eco-tourism.



Samoa

Samoa is an emerging market offering opportunities for Queensland in renewable energy, agribusiness, infrastructure and ecotourism, underpinned by strong cultural and community ties.

Strategic drivers

Infrastructure and connectivity

Samoa continues to prioritise infrastructure upgrades that strengthen connectivity and resilience. The government's *Pathway for the Development of Samoa 2021–2025* highlights major investments in transport, digital infrastructure and climate-resilient construction.

Renewable energy transition

Renewable energy transition is a major priority for the Government of Samoa, underpinned by the Electric Power Corporation of Samoa (EPC). The EPC seeks to power the national electricity grid with 70% renewable energy by 2031, supported by the Asian Development Bank solar photovoltaic and battery energy storage systems across Upolu and Savai'i, which are expected to contribute significantly to achieving that target.

Agriculture and food security

Agriculture remains vital to Samoa's economy and food systems, with opportunities in sustainable production of tropical fruits, root crops and fisheries. The government is prioritising value adding, resilience to climate shocks and improved supply chains.

Tourism and skills development

Tourism is a key growth driver, focused increasingly on eco-tourism and cultural experiences. Queensland's capabilities in sustainable tourism planning, hospitality management and vocational education can complement Samoa's ambitions to rebuild visitor numbers and strengthen service quality. The Pacific Australia Skills Platform continues to support local workforce development.

Economic outlook

Samoa's near-term outlook is favourable. The IMF projects real GDP growth of about 2.6% in 2026, with activity supported by tourism recovery and public investment. Inflation is expected to remain contained near 2.7% in 2026 as earlier pressures ease.⁷

Tourism remains a key driver of Samoa's economy. Central Bank data shows continued gains in visitor arrivals and earnings in early 2026. The Samoa Tourism Authority reports that visitor numbers in early FY2025 to FY2026 continued to strengthen. These trends support steady growth in services sector and related employment.⁸

Prospects for Queensland

Queensland firms can share expertise in climate-adaptive design, sustainable tourism planning, food and beverage exports, project management and financial services that can transform Samoa's economic prospects.

Vocational education partnerships will lift skills in construction, tourism and renewable energy. Health cooperation is also expanding, with potential in digital systems, workforce training and primary care. The implementation of PACER Plus further strengthens trade and investment links between Queensland and Samoa in agribusiness, professional services and sustainable technologies.

Collaboration on workforce training, maintenance and local capability development will be key to ensuring the long-term sustainability of Samoa's energy transition.

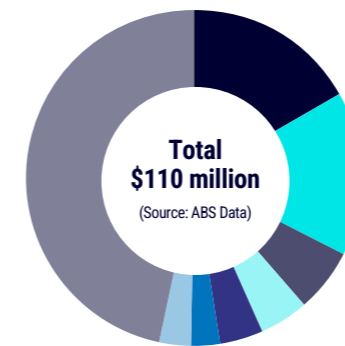
Queensland agribusinesses and research institution capabilities in agri-tech innovations, pest management and training in post-harvest processing and logistics will be valuable in assisting the government meet its priorities to increase value adding, climate resilience and supply chain improvement.

⁷ Samoa and the IMF
⁸ World Bank Pacific Economic Update Reports

Regional agreements with Samoa

The Australia-Samoa Bilateral Partnership Arrangement

The Bilateral Partnership Arrangement, signed 22 March 2023, establishes and deepens a strategic long-term partnership between Australia and Samoa across policy, economic, development, security and people links.



Queensland exports to Samoa (2025)



Queensland Papua New Guinea Constantinou Group, Taumeasina Island Resort, Samoa



TIQ's strategic priorities

Over the next three years, Queensland's engagement with Pacific Island nations will be shaped by four strategic priorities. These priorities reflect Queensland's key strengths and align closely with the strategic interests of the Pacific as well as Australia's overarching goals. Together, they establish a strong foundation for deeper collaboration, shared prosperity and economic development to drive a resilient and forward-looking relationship.



Food and agribusiness

Increase exports from Queensland to key Pacific Island nations.



Education and training

Boost international education opportunities, research, innovation and in-country training in the Pacific.



Infrastructure

Grow Queensland's participation in infrastructure projects and strengthen collaboration between Queensland and Pacific Island nations.



Energy technologies

Increase exports and collaboration to support the Pacific's energy security.



Food and agribusiness

Expand Queensland's agri-tech and premium food export presence in PNG and Fiji and accelerate growth in high-value health and food exports to New Zealand.

The Queensland advantage

Queensland is a leader in sustainable farming, offering agri-tech and climate-variability solutions to tackle supply chain and climate challenges. Skills in water-efficient irrigation, pest control and soil management support Pacific nations to build resilient agricultural systems.

Expertise in food processing and product innovation means Queensland supports Pacific nations in modernising supply chains and creating high-quality products. These capabilities open access to global markets and drive new economic opportunities.

As Pacific nations prioritise food security and climate adaptation, Queensland can provide proven strategies to boost productivity and build climate-resilient food systems, ensuring long-term regional stability.

TIQ initiatives

- 1 **Enable tailored business-to-business introductions** that connect Queensland companies with Pacific partners to fill critical supply chain gaps and unlock new opportunities.
- 2 **Promote and deliver Queensland's food and agricultural products** and agri-tech services by leveraging the strengths of Queensland's global business brand at high-profile trade shows.
- 3 **Support value-added third market exports** by positioning Queensland as a hub for processing and re-exporting Pacific food and agricultural products.

What success looks like in 2028



Growth in Queensland's exports of food and beverage, and agri-tech.



Increased participation at key trade shows and events supports Queensland companies to promote quality products, services and technologies.



Increased commercial partnerships between Queensland and Pacific businesses to supply value added exports to third markets.

- A. Irrigation system
- B. Hydroponic farming
- C. Corn dryer silos





Education and training

Strengthen research and innovation collaboration—particularly with PNG and Fiji, and expand Pacific education and training partnerships, with a focus on capacity building and institutional resilience.

The Queensland advantage

Queensland holds a clear competitive advantage as a regional leader in Pacific workforce development. Strong policy settings and market demand support the delivery of higher education, schools, vocational education and training (VET), and non-award programs in market through transnational education models. Queensland's world-class VET system, with recognised strengths in construction, tourism and agriculture, is well positioned to build critical skills and workforce capability across the region.

Strong capability exists in Queensland to lead exchange programs and collaborative research in shared priority areas, including marine conservation, climate resilient infrastructure, health, sports education and teacher training. This is underpinned by Queensland's regionally based universities, which offer world-leading expertise in sustainable agriculture and fisheries research, providing a strong foundation for high impact partnerships and knowledge exchange.

Targeted professional development visits can utilise Queensland's strong education and training frameworks to support knowledge exchange, teacher capability uplift and system level reform.

Students from the Pacific benefit from reduced student visa fees, with Queensland remaining a leading destination due to its quality of programs and location. There are further opportunities to grow onshore student numbers in Queensland, especially with school-aged students, as well as delivering the Queensland curriculum and other educational programs in the Pacific.

The state also hosts specialised sub-regional training facilities including the Great Barrier Reef International Marine College (TAFE Queensland) and the Pacific Regional Police Facility in Brisbane, making Queensland a hub for education and skills development in the Pacific. TAFE Queensland is engaged by the Department of Defence to deliver the training contract for the Pacific Maritime Training Services program.

TIQ initiatives

- 1 **Facilitate engagement between Queensland and Pacific** universities and VET in shared priority areas such as agriculture, health, energy, infrastructure and sustainability – including in-country training.
- 2 **Leverage significant events and initiatives** in the Pacific to promote and attract education and VET students to Queensland.
- 3 **Use TIQ's networks** to raise awareness of Queensland's education and research capabilities and create capability building opportunities aligned with Pacific priorities.

- A. Griffith University nursing student, Logan, Queensland
- B. Griffith University students, Logan, Queensland
- C. University of the Sunshine Coast

What success looks like in 2028



Expanded collaboration between Pacific and Queensland universities and institutions.



Increased growth in student enrolments in Queensland from the Pacific.



Growth in international education, training, and capacity building exports through in-country and transnational delivery.





Infrastructure

Build Queensland's participation in Pacific infrastructure development.

The Queensland advantage

Queensland's expertise in infrastructure planning, project management and sustainable development aligns closely with Pacific priorities. With strong capabilities in civil engineering, urban planning and renewable energy, Queensland companies can contribute to the upgrade of transport networks, ports and energy systems. The state's proven track record in delivering large-scale projects, such as road and airport expansions, complements its trusted partner status among Pacific nations seeking to modernise critical infrastructure.

Climate resilience is central to Pacific infrastructure needs. Queensland brings specialised knowledge in climate-adaptive infrastructure, including flood mitigation, coastal protection and resilient transport networks. This expertise delivers high-quality, sustainable solutions that strengthen Pacific infrastructure.

TIQ initiatives

- 1 **Position Queensland companies to capture opportunities** arising from Pacific infrastructure investment by facilitating tailored trade missions and participating in key events.
- 2 **Strengthen government-to-government and multilateral relationships** to maximise opportunities for Queensland companies to deliver private and public infrastructure projects in the Pacific.
- 3 **Facilitate targeted business introductions between Queensland and Pacific companies** to jointly tender for major infrastructure projects in the Pacific (local content).

What success looks like in 2028



Export growth by companies delivering infrastructure products, services and technologies to the Pacific.



Increased engagement and advocacy with Pacific governments and industry stakeholders to position Queensland as a partner of choice.



New infrastructure partnerships developed between Queensland, Pacific and international companies.

A. Coastal Adaption Project, Hall Pacific, Tuvalu

B. Hall Pacific, Nanumea



Energy technologies

Position Queensland as a trusted partner supporting Pacific Island nations in strengthening energy security through technology, expertise, and collaboration.

The Queensland advantage

Queensland is uniquely positioned to partner with Pacific Island nations on energy diversification, net zero transitions and industrial resilience. With strengths across solar, wind and battery storage technologies, Queensland offers practical, modern solutions to support Pacific countries to shift away from diesel dependency toward affordable, reliable and sustainable energy systems.

This advantage is reinforced by Queensland's strong track record in regional energy infrastructure development, supported by an integrated transmission and distribution network and deep private sector capability. These attributes make Queensland an attractive and credible destination for long-term investment partnerships in energy infrastructure and system development.

Queensland has also demonstrated sustained success delivering energy projects in highly challenging environments, including high humidity, cyclone exposure, salt corrosion, extreme heat and geographic isolation. This experience equips Queensland businesses to manage risk, ensure system durability and deliver projects in conditions comparable to those faced by Pacific Island nations.

Building on this capability, Queensland companies can codesign and deploy tailored solutions such as demand-side management initiatives, cyclone resilient microgrids, and climate-secure transmission and energy storage systems. These partnerships enhance Pacific energy security and resilience while creating scalable commercial opportunities for Queensland enterprises.

Queensland's abundant land resources and robust agricultural sector underpin its growing capabilities in biofuels including Sustainable Aviation Fuel, creating supply opportunities for the Pacific.

TIQ initiatives

- 1 **Facilitate connections** between Queensland and Pacific energy businesses and sectors.
- 2 **Showcase Queensland's energy and resources technologies** at leading industry events.
- 3 **Inform Queensland businesses** of the pipeline of energy projects in the Pacific.

What success looks like in 2028



Queensland companies increase exports of energy technologies to the Pacific.



Increased Queensland presence at key industry events and opportunities for Queensland companies to promote capabilities.



Growth in participation by Queensland companies in Pacific energy projects.



A. Offshore oil and gas
B. Solar farm, Fiji



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Your trade and investment partner - across Queensland and around the world

At TIQ, we don't just connect you to opportunity—we surround you with it. With representatives in New Zealand, Papua New Guinea and across 16 other international markets, our global team offers deep local insight and direct access to Queensland's most dynamic sectors. Backed by eight regional offices across the state, we provide seamless, on-the-ground support wherever your business grows.

TIQ is here to unlock Queensland's full trade and investment potential.

Start the conversation today:

Learn more here – tiq.qld.gov.au/contact



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