

# Indigenous Australia is open for business

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# Acknowledgement of the traditional owners

**I pay my respects to the Larrakeyah people who  
are the traditional owners of this land.**

**I also pay my respects to elders, past and  
present.**

# I am an academic and entrepreneur

- I have conducted research on Indigenous agreements with the mining and energy sector
  - [www.atns.net.au](http://www.atns.net.au)
- I serve as an independent director on 2 mining services companies, one with a majority Indigenous ownership and the other minority Indigenous ownership
- I am a Director and shareholder of Riverview Global Pty Ltd which is developing an impact investment fund

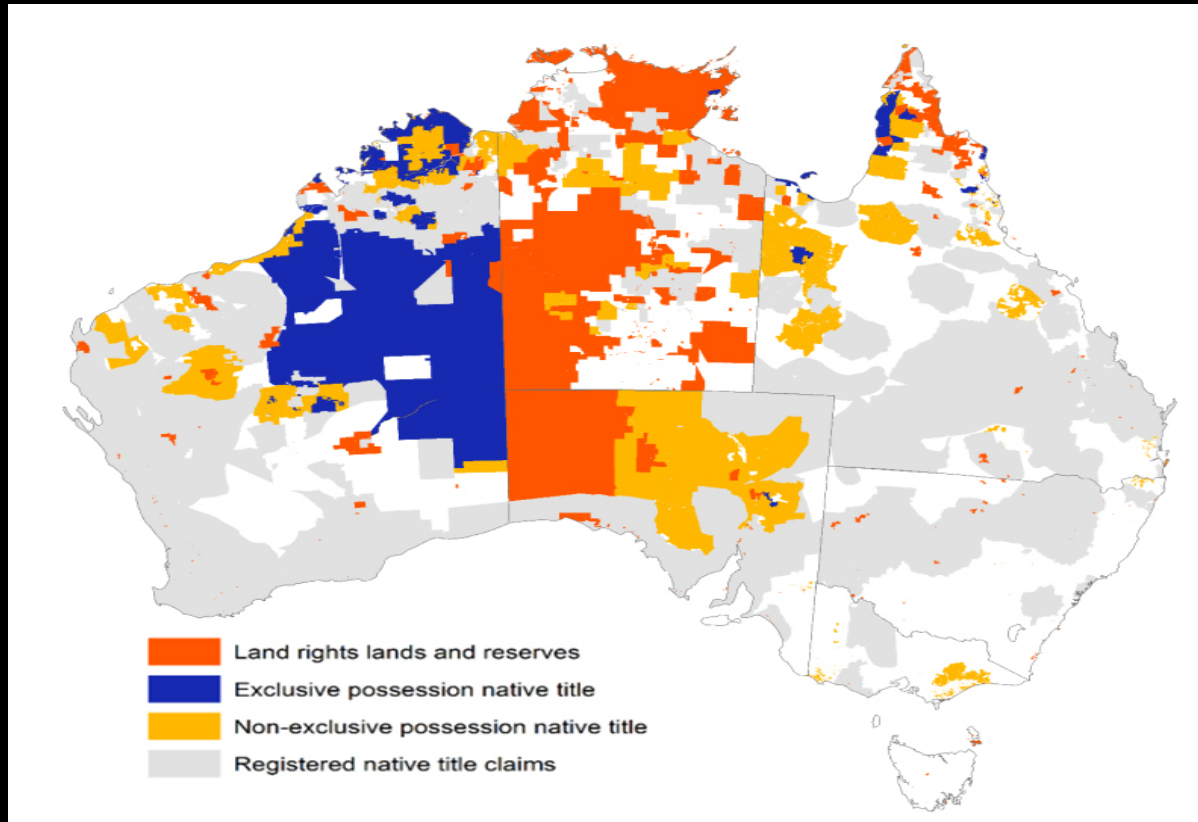


# Indigenous Australia is open for business



# About a quarter of Australia is Aboriginal-owned

- More than a third of Australia's land mass is now Indigenous-owned or is subject to Indigenous rights and interests in formal legal ways.
- These private rights comprise over 22 per cent returned as Aboriginal land rights and exclusive native title; a further 11 per cent is subject to non-exclusive possession under native title.



**Figure 1 Aboriginal titles in Australia including freehold, leasehold, special statutory titles under Land Rights and Native Title legislation**

# Population

- In north Australia the population is small and sparsely scattered.
- But in all these most remote and rural areas, the Indigenous proportion of the regional populations is usually significant, and often the larger majority.

# Tourism, cattle and mining

- There are hundreds of Aboriginal tourism enterprises
- In north Australia, Aboriginal corporations own about 20 per cent of the rangelands where the huge northern cattle herd is located.
- About 60 per cent of the mines in Australia are co-located with or near Aboriginal communities and populations.





- Many of Australia's mining, energy and construction companies have found Indigenous businesses perform above par
- They deliver important local social impacts, such as much higher employment opportunities for Indigenous people.
- The benefits are part of the strengthening of the economic performance in our remote and rural areas of local populations historically excluded from economic participation.





# Indigenous wealth creation

- We know that many Indigenous groups are looking for long-term investment solutions to:
- build wealth for the next generation;
- reduce dependency on government funding;
- diversify away from traditional bank deposits and earn higher returns on other investments; and
- plan beyond the finite sources of funding such as mining royalties.

# The Indigenous business sector

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## First Australians Chamber of Commerce and Industry

REPRESENTING OVER

2509

ABORIGINAL BUSINESSES

A VOICE FOR

8

STATES AND TERRITORIES

PARTNERING WITH

10

PRIVATE, NOT FOR PROFIT AND  
GOVT. CLIENTS

*The First Australians Chamber of Commerce & Industry (FACCI) is the Peak Body for Aboriginal & Torres Strait Islander Businesses and their Representative Bodies. FACCI was established by the National Network of Indigenous Chambers of Commerce and Business Associations in April 2015 to represent the interests of Aboriginal & Torres Strait Islander Businesses and to act as the Key Conduit between the First Australians Business Sector, Government and Corporate Australia.*

*FACCI is a member driven initiative with a national grass roots footprint. Through our membership of Indigenous Chambers of Commerce and Business Associations in every State and Territory FACCI currently represents 2,509 Certified Aboriginal & Torres Strait Islander Businesses.*

**FACCI WORKS IN PARTNERSHIP WITH ABORIGINAL & TORRES STRAIT ISLANDER BUSINESSES, ALL LEVELS OF GOVERNMENT, AUSTRALIAN BUSINESS & INDUSTRY, PEAK BODIES, LEADING ACADEMIA AND OUR GLOBAL PARTNERS TO DEVELOP, NURTURE AND PROTECT A RICH, DIVERSE AND SUCCESSFUL FIRST AUSTRALIANS ECONOMY AND SECTOR.**

FACCI provides an opportunity to lead real change through accurate advice and guidance to Government and the Private Sector in their efforts to locate and engage with First Australian Business Owners for the purpose of meaningful procurement and economic growth for First Australian Communities. As the Peak Body our role is to represent Aboriginal & Torres Strait Islander Business in partnership with our members. It is our responsibility to lead and advise, to advocate and challenge, to regulate and, to maintain our relevance to a growing sector.

## Connecting corporate Australia and government with Indigenous businesses since 2009



### Indigenous Business Direct

Search here for Australia's best Indigenous businesses

[BEGIN SEARCHING](#)

### The Australian leader in Indigenous supplier diversity

With a depth of knowledge and experience working with Indigenous businesses and procurement teams from government and corporate Australia, Supply Nation has shaped the Indigenous business sector.

Endorsed by the Australian Government as the leading directory of Indigenous businesses for their procurement teams to fulfill their targets under the new Indigenous Procurement Policy, Supply Nation is an equally trusted partner for our corporate members.

A team of specialists across Australia work intensively with businesses to embed supplier diversity in their supply chains. Through local and international partnerships and ground-breaking research, Supply Nation leads with a unique and compelling vision to build a prosperous Indigenous business sector.

[ABOUT SUPPLY NATION](#)


**198**  
of Australia's leading organisations are already Supply Nation members

[JOIN US](#)

### Grow your Indigenous business

- ⇒ Build your brand
- ⇒ Open new markets
- ⇒ Leverage our networks

[REGISTER YOUR BUSINESS NOW](#)

### SUPPLIER DIVERSITY HOW: FEATURED ARTICLES

#### IPP to Drive Corporate Innovation



The Indigenous Procurement Policy is warming up, but how will it impact corporate Australia. ... [read more](#)

#### The value of joint venture partnerships



Joe Procter of IndiEnergy, has experienced joint ventures and partnerships in all their forms and at IndiEnergy. ... [read more](#)

#### 7 Ways Supplier Diversity Can Boost your Profits



In the Australian context, it can be difficult to establish what the ROI is of running a supplier diversity program. ... [read more](#)

# The Business Council of Australia



- 2014 Indigenous Engagement Survey Report
- Member companies continue to find new ways to support Indigenous socio-economic inclusion
- Employment remains a focus
- Cadetships, microfinance, setting up joint ventures with Indigenous businesses



- With Indigenous chambers of business and networks growing in most states and territories, representing an estimated 3,000 Indigenous businesses, a rigorous engagement of Australian governments with this sector is overdue.

- The Australian government's Indigenous Procurement Policy is an important step forward, and so too the Northern Territory's innovative remote area procurement policy. The enormous potential of Indigenous Australia to contribute to all Australians is a national issue that warrants more policy attention.

**Thank you**