



JAPAN DRONE EXPO DELEGATION REPORT

MARCH 2019



BACKGROUND

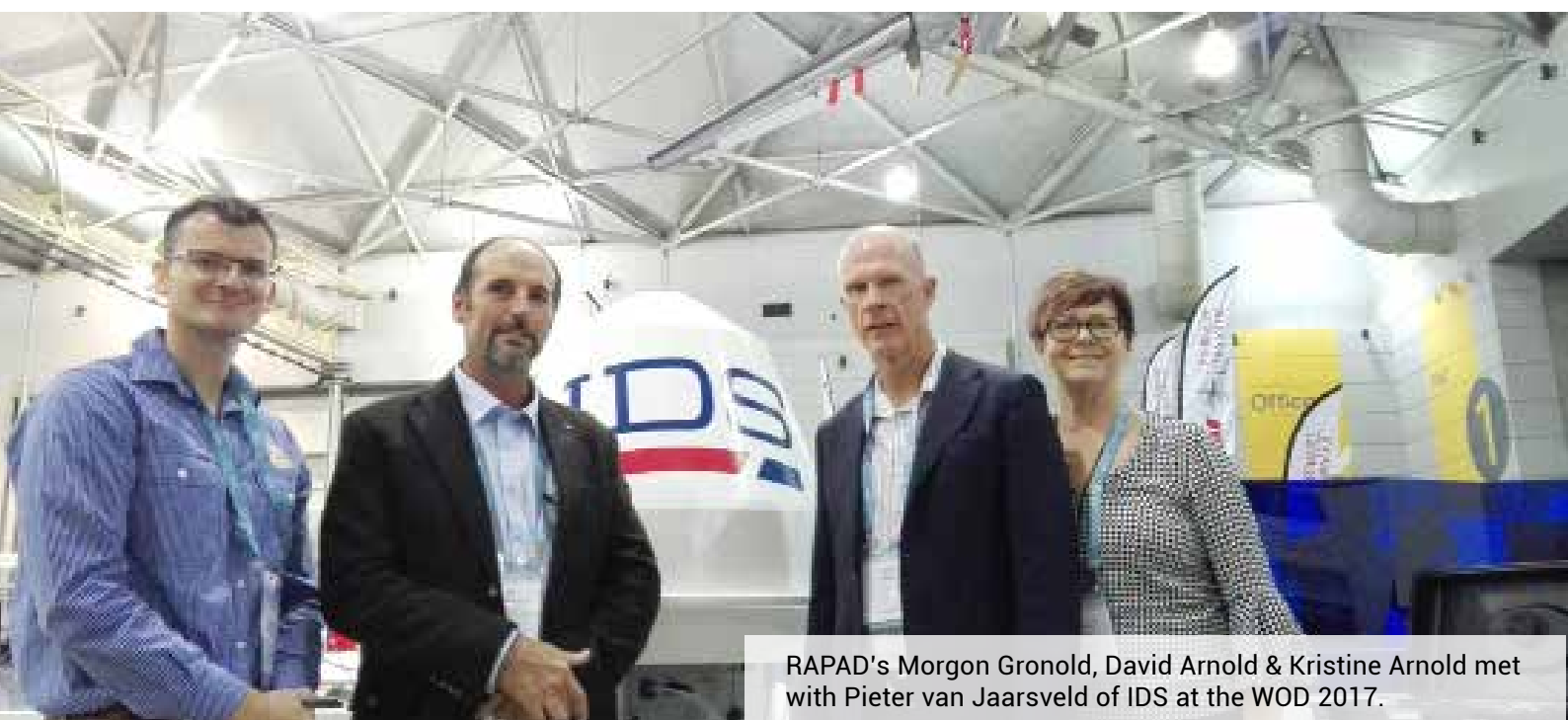
Drones, or unmanned aerial vehicle (UAV), are developing at a rapid pace and their use is continuing to grow across various applications including workplaces, communities and recreation. Goldman Sachs research predicts a \$100 billion market opportunity for drones by 2020 –helped by growing demand from the commercial and civil government sectors.

This growing sector presents significant opportunities for remote and rural communities like Central West Queensland (CWQ). From tourism, to emergency responses, to land management – drones have a very real and practical application

for our region. Untapped business potential is waiting with opportunities, including drone piloting, drone training facilities and hosting drone testing for Beyond Visual Line of Sight, all in demand – the sky's the limit.

Guided by our Strategic Plan in addition to other strategic documents, RAPAD has stepped up to play a key role in delivering opportunities in drones and technology, to help grow local capacity, attract investment and boost our region's business potential.

See page 4 for more on our strategic documents and "What we've done so far".



RAPAD's Morgon Gronold, David Arnold & Kristine Arnold met with Pieter van Jaarsveld of IDS at the WOD 2017.



Together with local landholders, businesses and councils, RAPAD's initiatives have created a strong foundation for future development. This has included hosting, in partnership with Barcaldine Regional Council, the first ever remote drone event in Australia – the Outback Aerodrone Symposium 2018.

This event has firmly set CWQ as the leader of drone industry attraction and development in regional Australia.

At a local level the event helped build capacity within the region, providing information to the agriculture and local government sectors on integration of drones, through demonstrations and presentations from industry leaders.

The event also provided a platform to promote CWQ as a drone testing site. Industry leaders including Insitu Pacific (a Boeing company) and IDS were in attendance and had already been in region to undertake testing and explore potential future activities

The event demonstrated the existing capacity and willingness of our region, and the drone industry to be a part of growing this sector in CWQ.

Our activities continue to drive this message – we're open for business – positioning our region to government and industry as a potential investment location for drone research and development activity.

These activities link to RAPAD's Strategic Plan, Digital Strategy and ARIP Projects and other initiatives (see following pages for more detail).



Our activities continue to drive this message – we're open for business – positioning our region to government and industry as a potential investment location for drone research and development activity.



RAPAD STRATEGIC PLAN

2017-20

VISION

A united regional organisation, proactively shaping and creating a prosperous future for the RAPAD region of Outback Queensland.

MISSION

Through collaboration and innovation, support and empower the RAPAD region, its communities and people to realise their potential by:

- Strengthening our regional narrative, identity, and diversity through exploring possibilities inclusively,
- Developing leadership, skills and strategies to initiate, leverage and make the most of our regional communities capacities and assets,
- Generating economic growth and resilience through digital innovation, entrepreneurship and enterprise,
- Strengthening links, local cooperative relationships and mutuality, with new thinking and working regionally,
- Orienting and engaging local to global; creating new possibilities, pathways and partners.

TECHNOLOGY AND THE DIGITAL ECONOMY

1

Outcome: The digitalisation of the RAPAD region to become a technologically ready region of choice, providing a rich and fulfilling life style and opportunities for business growth and success.

INFRASTRUCTURE AND SERVICES

2

Leadership and Capacity Building

Outcome: Leading the region to capitalise on current assets and capabilities, to fundamentally transform its social, economic and professional potential.

ECONOMIC DEVELOPMENT

Tourism

Outcome: The RAPAD region's tourism industry grows and reaches its potential as a global destination.

Agriculture

3

Outcome: Grow jobs and achieve improvement in profitability for rural businesses through supporting traditional industries and fostering future agricultural opportunities across the region.

Innovation and Entrepreneurship

Outcome: Globally connected ecosystems; and provision of hard and soft infrastructure that fosters innovation, creativity and entrepreneurship across the RAPAD region.

INVESTMENT ATTRACTION

4

Outcome: Actively seeking out and partnering with great companies and people who can make a real difference to our regional economy.

REGIONAL NARRATIVE

5

Outcome: A regional narrative of 'Team Central West' that embeds and demonstrates the region's vision, values, culture and history, its strengths, and potential; and capacity to attract and support new and expanded investment opportunities.

SMART CENTRAL WEST DIGITAL STRATEGY

9.9.2 DRONE CENTRE OF EXCELLENCE

Drones are increasingly being used by councils around the world to safely, quickly and efficiently inspect infrastructure, provide situational awareness and undertake other similar tasks.

In more remote areas, like the Central West, drones will be increasingly important to the operations of council. For that reason, Central West councils will jointly invest in a Drone Centre of Excellence.

That Drone Centre of Excellence will be a one-stop-shop for councils around Australia and remote councils around the world, to understand the benefits and the use of drone technology.

To establish the Drone Centre of Excellence we will seek in-kind sponsorship from commercial drone vendors.

Actions 38: RAPAD will seek in-kind sponsorship from vendors in the drone industry to create a Drone Centre of Excellence in the Central West.

PATHFINDER REPORT

Pathways to the future: building local strategies for regional resilience and sustainable development in central western Queensland



Institute for Resilient Regions

Synthesis Report of Community Workshops Barcaldine, Boulia, Barcoo, Blackall-Tambo, Longreach

October 2015 – February 2016



ARIP PROJECT PLAN

The 'Drone Centre of Excellence' as identified in the Digital Strategy was identified as a RAPAD component of the Outback ARIP application. This was further detailed in the Year 1 Project Activity Plan identifying as a Symposium to bring together drone companies, operators and enthusiasts. Strategy

OTHER:

The symposium also draws on inspiration from RAPAD's "Pathways to the Future" project undertaken by Professor John Cole from University of Southern Queensland's Institute for Resilient Regions <<https://www.rapad.com.au/assets/Documents/Pathways-to-Futures/RAPAD-CWQ-Synthesis-Report-2016.pdf>>

WHAT WE'VE DONE SO FAR...

- World of Drone Congress 2017 – built networks / met industry/companies
- WESTECH - Innovation Space 2017
- Inaugural Outback Aerodrone Symposium 2018 - Japanese delegates with TIQ
- Promotion of CWQ region as drone testing zone for BVLOS
- World of Drone Congress 2018
- Continued discussions with TIQ and Japan delegates JSAT Sky Perfect TV
- Japan Drone Conference - Why we went?
- Reciprocity for 2018 TIQ Japan delegation & continue building international networks
- Asia Link training from LGAQ
- Asia identified as heavily populated and no space for drone testing
- Discussions re international drone racing events
- Continue to raise awareness of the region to an international audience.



Kristine Arnold and Brett Walsh ready for Japan Drone 2019

JAPAN DRONE DELEGATION

DELIVERING THE OUTBACK AERODRONE SYMPOSIUM AND WORKING WITH TRADE AND INVESTMENT QUEENSLAND HAS OPENED DOORS TO GREAT OPPORTUNITIES FOR OUR REGION.

A delegation from Central West Queensland put Outback Aerodrone Symposium and drone testing capabilities in the spotlight at the Japan Drones Conference and Expo in Tokyo from 13-15 March 2019.

The delegation included Barcaldine Regional Council Deputy CEO, Brett Walsh, RAPAD Operations and Innovation Manager, Kristine Arnold, with support from Trade and Investment Queensland (TIQ).

DELEGATION OBJECTIVES:

- Promote our beautiful vast blue skies of Central Western Queensland, and our capacity to host drone events, especially to those requiring beyond visual line of sight (BVLoS) testing.
- Continue discussions with Japanese delegates and grow our networks and reputation in this valuable market.
- Attract more international delegates to the Outback Aerodrone Symposium 2019.
- Work with World of Drones Congress to establish the Queensland Drone Week concept, encouraging WoD attendees to extend their stay and include Barcaldine on their itinerary.



IN THE LEAD UP TO DEPARTURE, THE JAPAN DELEGATION WAS PROMOTED TO THE REGION & DRONE INDUSTRY NETWORKS THROUGH THE LONGREACH LEADER, AND HUNDREDS OF FOLLOWERS OF OUTBACK AERODRONE SOCIAL MEDIA CHANNELS AND KRISTINE ARNOLD'S BLOG.

Japan to hear of Outback drone capability

A DELEGATION from Central West Queensland will put the region's Outback Aerodrone Symposium and drone testing capabilities in the spotlight at the Japan Drones Conference and Expo in Tokyo next week.

The delegation includes Barcaldine Regional Council Deputy CEO, Brett Walsh, and the Remote Area Planning and Development Board (RAPAD) Operations and Innovation Manager, Kristine Arnold (pictured), with support from Trade and Investment Queensland (TIQ). The delegation's agenda from March 10 to 15 includes hosting a display at the Japan Drone event as well as a full schedule of meetings in Osaka and Tokyo.

The agenda includes discussions with one of Japan's largest machinery manufacturers, Kawasaki Heavy Industries, in addition to meetings with representatives from government ministries, Chiba University and key players in drone industry development.

RAPAD Chair, Cr Rob Chandler, said the delegation was another important step for the region to continue to develop its capabilities as a drone Centre of Excellence and strengthen ties with world-leading companies.

"Our inaugural Outback Aerodrone event last year drew attendees from across the country, as well as a delegation from Japan. This really opened our eyes to the amazing potential for local business, communities, education and more," he said.

"We're pleased to be hosting the Symposium in Barcaldine again this year from September 21 to 23. Brett and Kristine will be leading the charge to welcome even more international companies and enthusiasts from amongst the thousands of delegates at Japan Drones.

"Working with TIQ and delivering the Outback Aerodrone Symposium has opened doors to great opportunities for our region," Cr Chandler said.

"During their visit the Japanese delegates identified opportunities for investment and application in Japan, including our wide-open spaces, agricultural industry and responding to disasters.

"We were able to continue discussions with two of the Japanese companies, and now look forward to enhancing these connections and expanding our impact into this market," Cr Chandler said.

Brett and Kristine will be taking translated materials that invite



delegates to Outback Aerodrone Symposium, and also showcase the region as an ideal location for drone testing and development opportunities.

Kristine Arnold said: "We will be promoting our beautiful vast blue skies of Central Western Queensland, and our capacity to host drone events, especially to those requiring beyond visual line of sight (BVLOS) testing."

"This is an exciting time for our region, as we continue to work with major players in the industry, including Australia's very own World of Drones Congress, to maximise our impact.

"Another exciting development this year will see our Outback

Aerodrone Symposium kick off a 'Queensland Drone Week' that will culminate in the World of Drones Congress in Brisbane.

"We will be able to further leverage this major event in Brisbane, and again connect with delegates' schedules as we did with the Japanese delegation last year.

Outback Aerodrone Symposium 2019 is supported by the Queensland Government through Advance Queensland, and the Barcaldine Regional Council. Japan Drones Conference and Expo 2019 March 13 to 15.

More information is available online at www.outbackaerodrone.com.au



Outback Aerodrone, World of Drone Congress stand at Japan Drone Expo 2019

JAPAN DRONE AGENDA

The delegation's agenda from 10-15 March included hosting a display at the Japan Drone event as well as a full schedule of meetings in Osaka and Tokyo including discussions with one of Japan's largest machinery manufacturers, Kawasaki Heavy Industries, in addition to meetings with representatives from government ministries, Chiba University and key players in drone industry development.

The delegation was another important step for the region to continue to develop its capabilities as a drone Centre of Excellence and strengthen ties with world-leading companies.

Our inaugural Outback Aerodrone opened our eyes to the amazing potential for local business, communities, education and more as it drew attendees from across the country as well as a delegation from Japan.

Brett and Kristine's visit to Japan kicked off promotion for the 2019 event which will be held again in Barcaldine from 21-23 September. Their presence at the only Australian trade display helped to connect even more international companies and enthusiasts from amongst the thousands of delegates at Japan Drones.

During their visit to Outback Aerodrone Symposium 2018, the Japanese delegates identified opportunities for investment and application in Japan, including our wide-open spaces, agricultural industry and responding to disasters.

RAPAD continued discussions with two of the Japanese companies and the visit was able to continue to enhance these connections and expanding our impact into this market.

Brett and Kristine took translated materials that invite delegates to Outback Aerodrone Symposium and also showcase the region as an ideal location for drone testing and development opportunities.

This is an exciting time for our region, as we continue to work with major players in the industry, including Australia's very own World of Drones Congress, to maximise our impact.

Another exciting development this year will see our Outback Aerodrone Symposium kick off a "Queensland Drone Week" that will culminate in the World of Drones Congress in Brisbane.

We will be able to further leverage this major event in Brisbane, and again connect with delegates' schedules as we did with the Japanese delegation last year.

BRETT AND KRISTINE TOOK TRANSLATED MATERIALS THAT INVITE DELEGATES TO OUTBACK AERODRONE SYMPOSIUM AND ALSO SHOWCASE THE REGION AS AN IDEAL LOCATION FOR DRONE TESTING AND DEVELOPMENT OPPORTUNITIES.

無限の空へ!



OUTBACK AERODRONE
Symposium 2019

2019年9月21日～23日
Barcaldine, Queensland, AUSTRALIA

クィーンズランド州アウトバック奥地の
広い空へようこそ!

オーストラリアのアウトバック地区唯一のドローンイベント、Outback Aerodrone Symposium 2019が、クィーンズランド州バーカルディンにて2019年9月21日～23日まで開催されます。

アウトバック・エアロドローン・シンポジウムは、ドローンの幅広い活用法や遠隔地・僻地におけるデータ技術に関するプロモーションを行ったり、またCWQ(クィーンズランド州西部中央地区)のドローン関連規定や可能性についてドローン産業の主要な関係者に情報の提供される貴重な機会です。

2019年のプログラムテーマは…
知る、参加する、楽しむ
ドローンと農業
官公庁による活用

- 県市町村等による活用
 - インフラ管理
 - 再生可能エネルギー
 - 防疫対策
 - 農場・資産管理
 - 災害・非常時対応
- 文化、レクリエーション、観光
- その他各種分野

ご登録はこちら: OUTBACKAERODRONE.COM.AU




Outback Aerodrone Symposium 2019 is supported by the Queensland Government through Advance Queensland, and the Barcaldine Regional Council.



OUTBACK AERODRONE
CENTRE OF EXCELLENCE



ドローンのイベントをご検討中の方へ
ユニークで多様な飛行サイトのご案内

クィーンズランド州
アウトバック(内陸奥地)の
広い空へようこそ

アウトバック・エアロドローン拠点センターは、クィーンズランド西部中央遠隔地域計画開発局によるプロジェクトです。

この地域ならではの様々なビジネスチャンスの世界のドローン関連の業界、ユーザー、ファンの皆様に提供すべく、クィーンズランド西部中央(CWQ)のバーカルディン (Barcaldine) に第1号飛行サイトを新規オープンします。

本センターでは、製品テスト、企業イベントやドローンレースの開催など、他に類を見ない機会の創出を目指し、理想的なサイトの選定や利用手配サービスをご提供します。

ドローン拠点センター OUTBACKAERODRONE.COM.AU



理想的な立地の活用によりユニークかつ実り多いイベントを実現



Japan Drone Expo 2019 - opening ceremony

JAPAN DRONE EXPO STATISTICS

THE EVENT IS ORGANISED BY JUIDA (JAPANESE UAS INDUSTRY DEVELOPMENT ASSOCIATION) AND CONGRESS CORPORATION AND SPACE MEDIA JAPAN CO

EXHIBIT CATEGORIES

- Cameras, imaging and Vision Systems;
- Materials & Manufacturing;
- Navigation & Guidance systems;
- propulsion & Power;
- Development Services & Facilities;
- Electronics, Subsystems & Components;
- Simulation & Training;
- Software;
- Data & Communication;
- Ground control systems & equipment;
- hydraulic & pneumatic systems;
- integrations services;
- robotics;
- system & Mechanical;
- aerial photography;
- movies;
- facilities inspection;
- security research;
- investigation;
- flight test fields.



222
GLOBAL COMPANIES
EXHIBITORS



15
FOREIGN SPEAKERS
AT EVENT
2
AUSTRALIANS



14
FOREIGN COMPANY/
ORGANISATION
BOOTHs
6
COUNTRIES

14,861

VISITORS TO
EVENT



WHO WE MET

PRE-ARRANGED MEETINGS BY TIQ

- Osaka Bureau of Ministry of Economy, Trade and Industry
- Air Log Lab
- Senior management Kawasaki Heavy Industries, Ltd.
- Hishida
- TIQ Trade Commission for Japan
- GM & senior management SKY Perfect JSAT Corporation
- Tokyo Metropolitan Board of Education
- Chairman, Director Autonomous Control Systems Laboratory
- Chiba University
- JUIDA - Senior Management Japan UAS Industrial Development Association
- Senior Staff Fukushima Innovation Coast Framework Promotion Organization (FIPO) (UAS testing sight)
- Sumitomo Electric Industries
- Skydrive

TIQ OFFICE FUNCTION

- Malaysia Digital Economy Corporation Sdn. Bhd.
- Secretary General World UAV Federation
- World UAV Federation (Malaysia Chapter)
- Chairman Shenzhen (China) UAV Industry Association
- Business Development SkyDrive Inc. (flying vehicle-Toyota linked)
- Manager Drone Sports Industry (DSI)
- President Korea Drone Association and Chair of DSI

COUNTRIES MET



AT THE JAPAN DRONE BOOTH



75+

INTRODUCTIONS AND DISCUSSIONS

regarding Outback Aerodrone testing site and Symposium, including the following types of companies:

- Disaster Management
- Communications drones
- Pest management
- Flying unmanned vehicles & drone rescue
- Education – agribusiness, drone, English immersion, possible study tours
- Drone racing
- Chiba University - drone and agtech, greenhouses (opportunity with CQU)
- Tokyo University
- Fukushima drone testing facility
- Renewable energies – hydrogen and solar



MEETING WITH JSAT
SKY PERFECT, MRI,
WORLD OF DRONES
CONGRESS & TIQ



OSAKA MEETING



MEETING WITH
KAWASAKI

OUTCOMES

- Strong link with Qld Drone industry
- Strong links with JUIDA and Japanese drone industry
- Strong links with TIQ Japan who have thorough knowledge of our region, the drone testing site and symposium
- Positive reception to the Outback Aerodrone Testing Site
- Interest in the Outback Aerodrone Symposium
- JSAT keen to keep building links and come back to test. They are interested in presentation of agtech and drone development – outcome of them attending OAS in 2018
- Consistent flow of visitors to booth and requests for information
- Awareness of need to broaden net further than just Japan
- Identification of Study Tours funding with TIQ

IMPORTANT POTENTIAL LEADS:

- Skydrive
- TIQ – agtech holistic study package – English, ag, drone licence and practical
- Fukushima testing facility – JUIDA Chair keen to have similar booking and other systems/ similar websites
- Ski Park could be used for underwater drone testing
- Chiba University – CQU link – agtech
- Catherine WoD and Eddie Little Rippa, TIQ for the Study Tour funding – English, drone licence etc
- JUIDA, Korea Drone Conference, China Drone Conference potential further expos
- Korean DSI for alternative drone racing event

WHAT'S NEXT?

RAPAD / COUNCILS – NEXT STEP

- Build capacity and commitment by encouraging local government key technical and senior staff, across engineering, rural land management & economic development to attend the Outback Aerodrone Symposium and World of Drones Congress
- Consideration of using council owned airstrips
- Consolidate links – broad contact with all business cards but targeted approach to top five companies – JSAT/MRI; Skydrive; Drone Rescue
- Review and update website and Drone Testing Concierge Service Brochure – CASA link; put casa website link;
- CASA – maintain relationships and introduce companies to CASA
- Consider purchasing a RAPAD booth at the World of Drone Congress following the Outback Aerodrone Symposium
- Consider sponsorship of places to WoDC,
- Presentation to Board re potential of region to develop through Testing and education study tours
- Understand requirements and technology relevant to countries – ie number of channels for racing etc.



MEETING WITH JSAT SKY
PERFECT, MRI, WORLD OF
DRONES CONGRESS & TIQ



BRETT PUTTING HIS JAPANESE
BUSINESS ETIQUETTE SKILLS TO
USE AT JAPAN DRONE.



AWAITING THE NEXT MEETING IN OSAKA: BRETT
WALSH, KRISTINE ARNOLD, AND THE TIQ JAPAN
TEAM REPRESENTATIVES, MELISSA INOOKA AND
RAY INASAKA.



The Sky's the Limit!

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