

LAND FORCES

Expression of interest

6 - 8 October

Perth Convention & Exhibition Centre



About Land Forces

International Defence Exposition

Land Forces International Defence Exposition 2026 is being held from 6 - 8 October at Perth Convention Centre.

Land Forces is Australia's premier land defence exhibition and a key event for the Indo-Pacific region. Delivered in collaboration with the Australian Army, the biennial exposition brings together Defence, global primes, SMEs, and international delegations to showcase leading-edge capabilities, technology, and services.

The event provides a critical platform for Australian industry to engage directly with Defence decision-makers and global supply chains, particularly across major land capability programs and sustainment activities.

Land Forces 2026 is expected to host:

- 800+ national and international exhibitors
- Senior Defence and government representatives
- Major prime contractors from the US, Europe, and Asia
- A comprehensive conference and networking program

For Northern Territory businesses, Land Forces represents a key opportunity to demonstrate capability, build partnerships, and access national and international markets.

The Chief Minister of the Northern Territory, alongside DefenceNT, will lead a Northern Territory industry delegation to Land Forces 2026, promoting the Territory's capabilities and supporting local businesses to engage with Defence and industry stakeholders.

Successful applicants will be included as part of the DefenceNT stand and broader delegation program.

DefenceNT Mission

The Northern Territory hosts a sustained Australian Army presence due to its strategic geography, providing proximity to the Indo-Pacific and access to unique training environments.

The Australian Army units based in the Northern Territory along with the Marine Rotational Force – Darwin (MRF-D) undertake continuous readiness, force generation and regional engagement activities, supported by large-scale joint and multinational exercises on annual basis. This dynamic operational environment fosters consistent demand for local industry support across logistics, sustainment, infrastructure, training and services.

The Northern Territory is increasingly positioned for Defence-related industry growth, particularly in logistics and supply-chain resilience, storage and sustainment infrastructure, energy and fuel security, workforce capacity and enabling support to deployable land forces and regional operations.

Delegation focus areas include:

- **Strengthen strategic partnerships:** Engaging with the Australian Army, allied forces, and international partners to support force posture initiatives, training activities, and investment in the Northern Territory
- **Promoting the Northern Territory as a strategic Defence location:** Demonstrating the Territory's advantages for basing, training and its critical role in sustainment to support national and regional security
- **Showcasing Industrial Capability and Sustainment Infrastructure:** Highlighting the Northern Marine Complex, logistics networks and upgrades to training areas and ranges as key enablers of sovereign maintenance and sustainment capability
- **Facilitating Industry Engagement and Supply Chain Opportunities:** Connecting local industry with Defence, prime contractors, and government to support participation in current and future defence programs
- **Advancing Defence-Enabling Sectors and Future Capabilities:** Promoting Defence-adjacent capabilities including data and connectivity, space and aerospace, maritime supply chains, energy and fuel security, and critical minerals

Participation Opportunities

The Northern Territory Government's investment in Land Forces demonstrates a high level of commitment to strengthening local defence capability, building industry capacity, and positioning the Territory as a key contributor to Australia's defence sector.

There are two opportunities to join the Northern Territory delegation at Land Forces 2026

Co - Exhibitor Pod

A dedicated presence on the DefenceNT stand.

Suitable for: Established businesses with defined capability and experience engaging Defence or primes.

Includes:

- Branded pod on the DefenceNT stand
- Digital display to promote your business
- Power access and storage
- Inclusion in DefenceNT promotion and collateral
- Networking and meeting support
- Inclusion in delegation activities and value add opportunities
- A minimum of 2 up to a maximum of 5 registrations

Cost: \$500 inc. GST (*per pod cost*)

Rover

Flexible participation using the DefenceNT stand as a base.

Suitable for: Emerging or developing businesses entering the defence sector.

Includes:

- Access to DefenceNT stand and shared spaces
- Branding on common areas
- Networking and meeting support
- Inclusion in delegation activities and value add opportunities

Cost: \$50 including GST (*per person cost*)

Please note the package fees do not include: Flights, accommodation, travel insurance, on the ground costs including incidentals, laptop, freight or costs for promotional material.

Additional Value

Delegation participants may also benefit from a range of additional engagement and capability development opportunities, including:

- **Opportunity to represent the Northern Territory** as part of an industry delegation led by the Chief Minister
- **DefenceNT hosted networking event** to connect with key Defence, government and industry stakeholders
- **Industry briefings and pitch preparation sessions** to support effective engagement and maximise outcomes at Land Forces
- **Targeted introductions to Defence and prime contractors**, aligned to capability an areas of interest
- **Industry site tour** and behind the scenes engagement opportunities (subject to confirmation)
- **Inclusion in DefenceNT led promotional activity** including social media, stakeholder communication and industry newsletter
- **Northern Territory Delegation pre-Land Forces event** attended by the Chief Minister (subject to confirmation)
- **On stand activation** coordinated by DefenceNT to drive visitation and engagement
- **Opportunity to propose inclusion of a static display** as part of the expression of interest process

Benefits & Support

Benefits of Exhibiting with DefenceNT

- Be part of the Northern Territory delegation and leverage DefenceNT's presence and profile within the national defence sector
- Access subsidised participation, including stand design, branding and shared exhibition space
- Showcase your capability to Defence, prime contractors, and key industry stakeholders
- Raise your organisation's profile and strengthen positioning within the defence industry
- Develop new partnerships and strengthen relationships across Defence, government and industry
- Gain exposure to national defence opportunities and supply chain pathways
- Leverage DefenceNT led engagement opportunities, including networking functions and stakeholder introductions
- Contribute to positioning the Northern Territory as a strategic defence hub
- Engage directly with stakeholders to promote your products, services and capability

Global Trade Scheme (GTS)

Eligible Northern Territory businesses may be able to access support through the Global Trade Scheme (GTS), which assists companies to participate in strategic trade events and expand into new markets.

Support may include partial cost reimbursement, subject to eligibility and program requirements. [Further information can be found on the NTG website.](#)

Register & Key dates

Please register your interest to join the Land Forces delegation by clicking on the link below and complete the form no later than 8 May.

Expressions of interest will be accepted based on your ability to meet the eligibility criteria.

Key dates

- 13 April – 8 May | Expression of Interest open
- 9 – 15 May | Internal review of Expression of interests
- 18 May | Letter of offers sent to delegation
- 29 May | Deadline to accept letter of offer
- 5 July | Invoices issued to delegation
- 11 August | First Industry Briefing
- 18 August | Last day to pay invoices
- 21 August | Exhibitor Directory Entry
- 8 September | Second Industry Briefing
- 5 October | Industry Tour + NT Delegation Networking event
- 6 – 9 October | Landforces
- 15 October | Debrief & Survey responses due



**EXPRESS
INTEREST**

**Dates are subject to change without prior notice*

Eligibility Criteria

Applications will be assessed competitively against the following criteria:

1. Strategic Alignment and Territory Impact

- Alignment with defence priorities and sovereign capability relevant to the Northern Territory
- Contribution to DefenceNT mission for Land Forces
- Demonstrated or potential economic benefit to the NT
- Linkages to current or future Defence activity in the NT

2. Capability, Readiness and Value Proposition

- Clear articulation of products/services and competitive strengths
- Demonstrated ability to engage with Defence, primes, or supply chains
- Business maturity and readiness for a national defence event
- Strategic value to the DefenceNT delegation

3. Engagement Intent and Commitment

- Clear objectives for attending (e.g. partnerships, contracts, exposure)
- Commitment to active participation across the program
- Professional representation of the Northern Territory

Terms & Conditions

Please read and accept the following conditions before submitting your expression of interest:

1. Participation in co-exhibiting on the DefenceNT stand at Land Forces 2026 is exclusively available for organisations based in the Northern Territory, provided they do not already have a stand or are participating on stands from other states at Land Forces 2026.
2. Complete details will be considered as part of the EOI evaluation process.
3. Businesses are required to promptly communicate any updates or changes in information, including contact details, to DefenceNT.
4. If you are successful, you will be required to submit a Quad Chart, which will be published on the DefenceNT website and may be disseminated to Defence stakeholders.
5. Applications will be evaluated and weighted against each other to produce a score for this EOI outcome.
6. Assessments for rover positions will include consideration of new entrants to the defence industry to give them the opportunity to attend the event.
7. EOI selection will be final, and applicants can request formal feedback.
8. DefenceNT will undertake this assessment following the closing date of 9/05/2026 and will advise all applicants of the outcome by 18/05/2026.
9. Selected applicants agree to adhere to the conference organisers, hosts, and event venue guidelines.
10. Selected applicants are responsible for liability insurance documents and other required forms of the conference organisers, conference hosts, and event venue, if applicable.
11. Successful applicants will require an insurance certificate of currency. All co-exhibitors and rovers are expected to retain insurance over the event and advise of any claims up to two weeks after the event.
12. Successful Businesses that will attend Land Forces 2026 as part of DefenceNT delegation, DefenceNT will provide:

Successful co-exhibitors pod entitlements:

Co-exhibitor Pod free of charge
Company Logo on the Pod
Digital monitor
Power access
Seating
Lockable cupboard

Successful Rover entitlements:

Company Logo on a common wall
Lockable storage
Shared bench space area to display collateral
Power access

13. DefenceNT will not cover the following, including but not restricted to:

- Insurance
- flights
- accommodation
- transfers
- meals
- personal incidentals
- freight of items
- promotional and marketing collateral

14. Successful co-exhibitor pods and rovers are required to comply with the DefenceNT and event organiser's regulations, which may include bump in time, bump out time and other rules related to stand design, staffing, and display.

- a) DefenceNT may provide a Land Forces 2026 pre-departure briefing.
- b) DefenceNT may provide access to pitch training.
- c) DefenceNT may be hosting a Welcome to Land Forces Networking Event before conference commencement.
- d) DefenceNT will assist in arranging delegation visits, industry introductions and networking.
- e) DefenceNT may provide post-attendance feedback and ongoing engagement support.

15. No legal relationship

- a) Nothing in these T&Cs shall imply the creation of any legal relationship between you and the Department.
- b) No party has the authority to make any representation or warrant or incur any obligation or liability on behalf of the other party, no indemnity, nor shall they make any representation to any third party.
- c) The Territory and the Department shall not have any responsibility or liability for the success or otherwise of the Activity. The Territory and the Department shall not be liable for any losses suffered by an applicant in attending, or arising from, or in connection with the Activity.

16. Privacy

- a) By submitting an expression of interest, you agree to your personal information being collected by the Department.
- b) The Department may also use or disclose your personal information for a purpose related to that for which it was collected, including communications about future events of a similar nature to the event.

17. Force Majeure

Land Forces 2026 will be planned with flexibility to reshape or withdraw in accordance with the Australian Government travel restrictions, security considerations, or other factors outside of DefenceNT's control.

Further information or questions can be directed to DefenceNT.

Thank you

We look forward to you joining us in Perth for
Land Forces 2026

Contact details

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