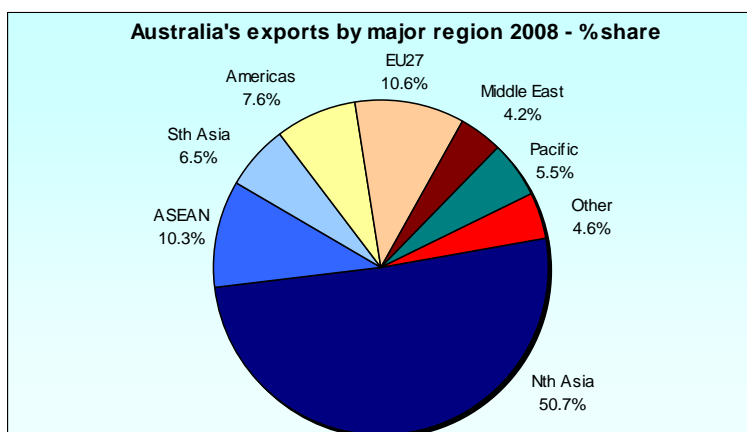
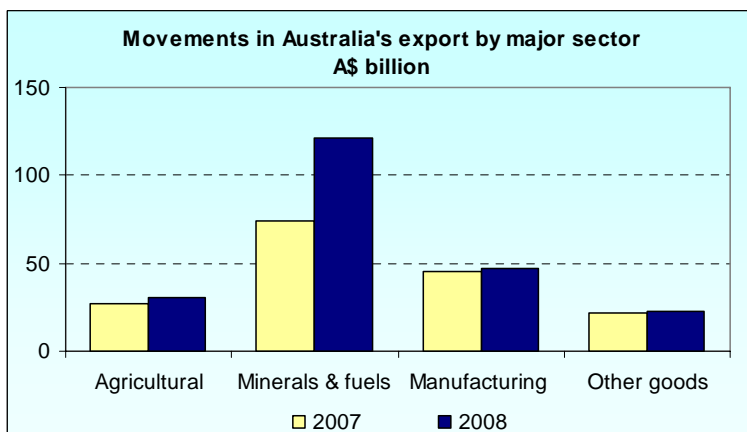
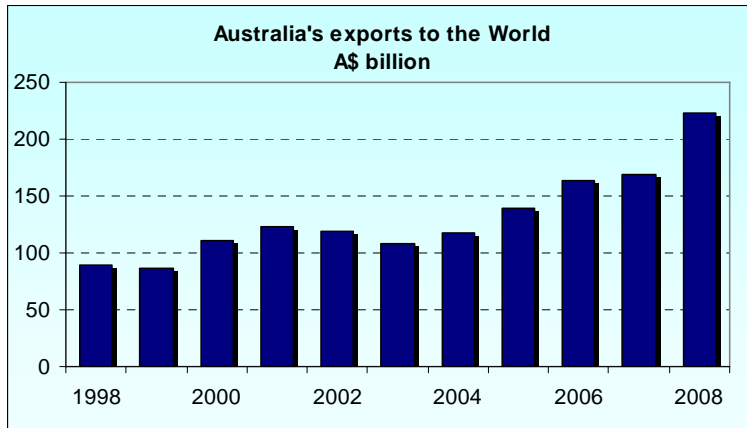


Direction of Merchandise Exports 2008

NOTE: Unless otherwise stated, all data relates to merchandise exports only



World

In 2008, Australia's merchandise exports increased 32.2% to \$223 billion, following growth of 2.8% in 2007. Exports have been rising by an average annual rate of 14.9% over the past five years.

Exports of *Agricultural products* rose 15.0% to \$30.9 billion, while *Minerals & fuels* increased 63.4% to \$122 billion. Exports of *Minerals* rose 40.5% to \$50.8 billion while *Fuels* increased 84.9% to \$70.8 billion. Exports of *Manufactures* rose 4.3% to \$47.2 billion and exports of *Other goods* (mainly gold and confidential items) increased 4.7% to \$22.8 billion.

The major commodity movements were:

- *Coal* (\$46.4 billion)
– up \$25.6 billion (+123.5%)
- *Iron ore* (\$30.2 billion)
– up \$14.0 billion (+85.9%)
- *Natural gas* (\$9.1 billion)
– up \$4.0 billion (+78.2%)
- *Gold* (\$14.3 billion)
– up \$2.9 billion (+25.8%)
- *Crude petroleum* (\$10.4 billion)
– up \$2.4 billion (+29.8%)
- *Wheat* (\$3.8 billion)
– up \$1.8 billion (+93.3%)

Relative export shares

In 2008, North Asian partners accounted for 50.7% of total merchandise exports.

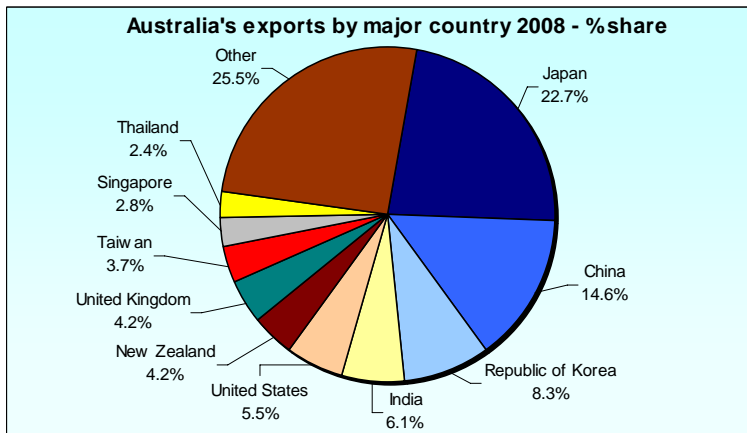
Exports to the European Union 27 (EU27) accounted for 10.6% of total merchandise exports. Exports to ASEAN accounted for 10.3%, to the Americas 7.6%, to South Asia 6.5%, to Pacific 5.5% and exports to the Middle East 4.2%.

NOTE: Unless otherwise stated, all data relates to merchandise exports only



Relative export shares

In terms of Australia's major trading partners, exports to Japan accounted for 22.7% of Australia's merchandise trade in 2008 (up 3.7%) followed by China with 14.6%, the EU27 with 10.6%, ASEAN with 10.3%, the Republic of Korea with 8.3%, India with 6.1%, the United States with 5.5%, and New Zealand with 4.2%.



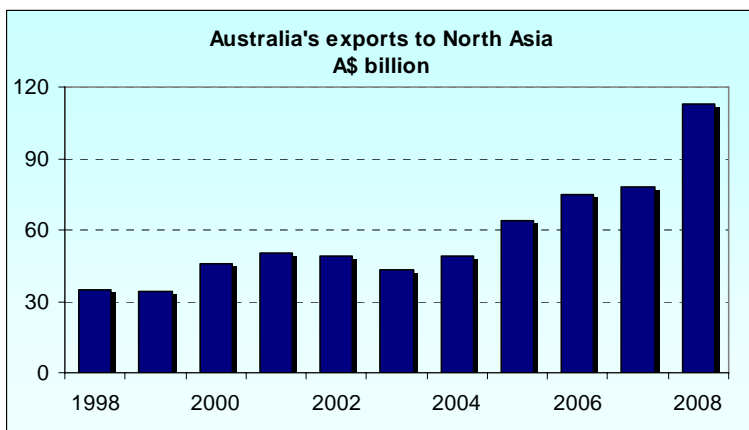
Top ten export markets - by country

In 2008, Australia's top ten merchandise country export markets accounted for 74.5% of total merchandise exports. Our major export markets in 2008 were:

- **Japan** (\$50.6 billion)
– up \$18.6 billion (+58.4%)
- **China** (\$32.5 billion)
– up \$8.7 billion (+36.5%)
- **Republic of Korea** (\$18.5 billion)
– up \$5.0 billion (+37.1%)
- **India** (\$13.5 billion)
– up \$4.2 billion (+45.5%)
- **United States** (\$12.1 billion)
– up \$2.1 billion (+20.9%)
- **New Zealand** (\$9.4 billion)
– down \$81 million (-0.9%)
- **United Kingdom** (\$9.3 billion)
– up \$2.3 billion (+33.0%)
- **Taiwan** (\$8.3 billion)
– up \$2.3 billion (+39.5%)
- **Singapore** (\$6.2 billion)
– up \$2.1 billion (+51.4%)
- **Thailand** (\$5.3 billion)
– up \$926 million (+21.0%)

NOTE: Unless otherwise stated, all data relates to merchandise exports only

North Asia



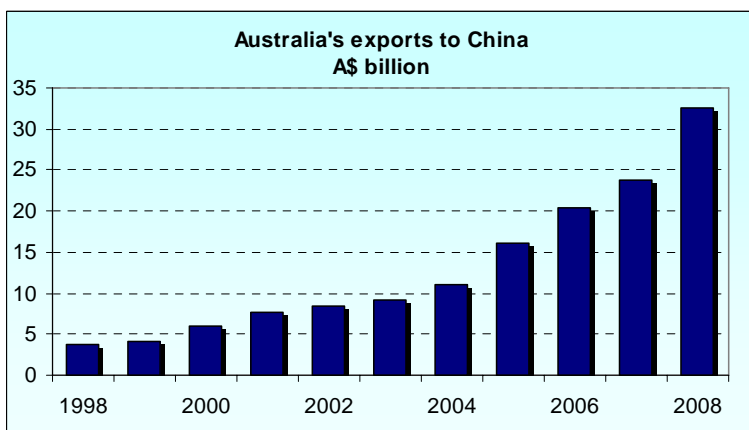
In 2008, exports to North Asia increased 44.6% to \$112.9 billion after increasing 4.5% in 2007. Over the past five years exports have risen 19.7% per annum on average.

Exports of *Agricultural products* rose 8.9%, *Minerals & fuels* increased 76.6%, *Manufactures* decreased 3.0%, and *Other goods* rose 19.8%.

The major commodity movements during the year were:

- *Coal* (\$29.5 billion)
– up \$16.8 billion (+133.2%)
- *Iron ore & concentrates* (\$29.8 billion)
– up \$13.8 billion (+86.6%)
- *Crude petroleum* (\$4.6 billion)
– up \$642 million (+16.3%)

China



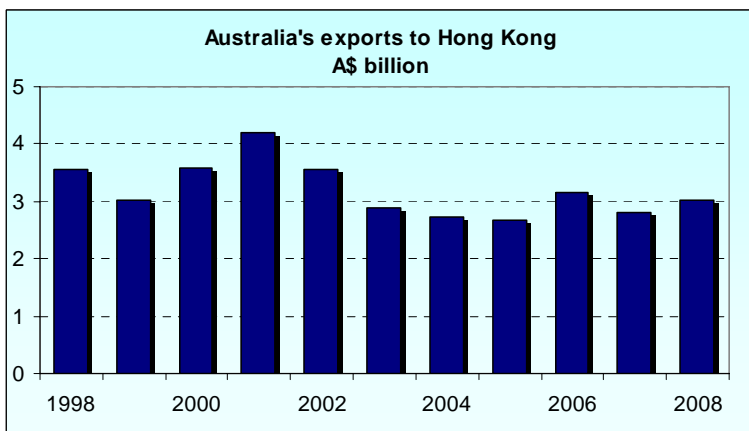
Exports to China increased 36.5% to \$32.5 billion in 2008 following a 16.8% rise in the previous year. Over the past five years, exports have increased 29.0% annually on average.

Exports of *Agricultural products* rose 7.0%, *Minerals & fuels* increased 76.5%, *Manufactures* decreased 9.2%, and *Other goods* fell 31.0%.

The major commodity movements during the year were:

- *Iron ore & concentrates* (\$18.0 billion)
– up \$9.0 billion (+99.7%)
- *Copper ores & concentrates* (\$1.2 billion)
– up \$405 million (+48.4%)
- *Nickel* (\$99 million)
– down \$334 million (-77.1%)

Hong Kong



In 2008, exports to Hong Kong increased 7.3% to \$3.0 billion after decreasing 10.9% in 2007. Over the past five years, exports have risen by an average annual rate of 1.4%.

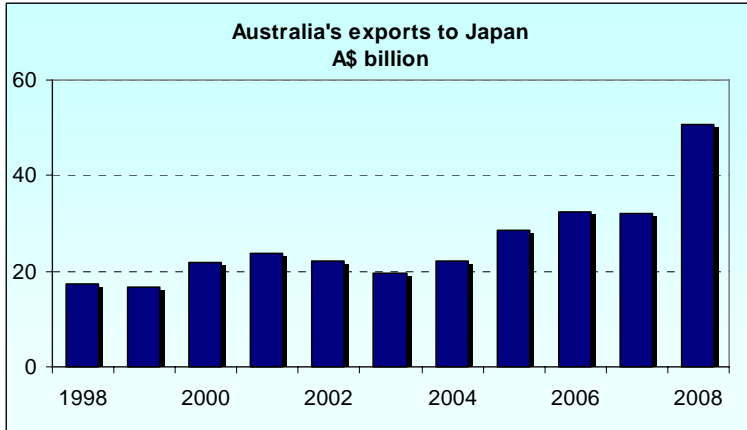
Exports of *Agricultural products* rose 17.2%, *Minerals & fuels* increased 185.2%, *Manufactures* fell 7.3%, while *Other goods* increased 41.1%.

The major commodity movements during the year were:

- *Zinc* (\$168 million)
– down \$194 million (-53.5%)
- *Telecom equipment & parts* (\$124 million)
– up \$84 million (+215.9%)
- *Pearls & gems* (\$218 million)
– up \$78 million (+55.5%)

NOTE: Unless otherwise stated, all data relates to merchandise exports only

Japan



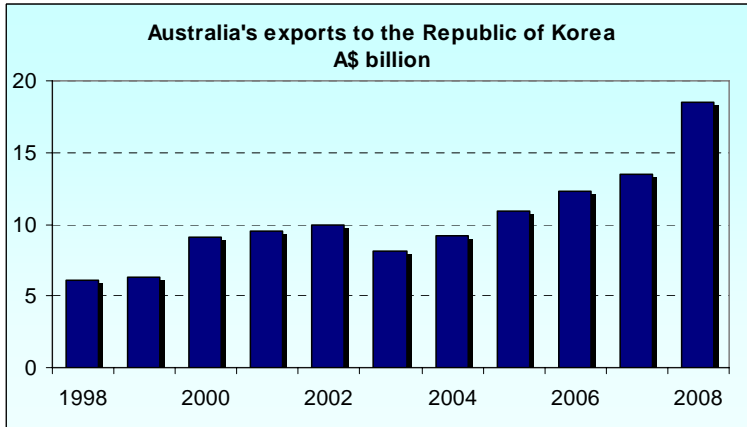
Exports to Japan increased 58.4% to \$50.6 billion in 2008 following a fall of 1.6% in the previous year. Over the past five years, exports have grown by an average annual rate of 18.5%.

Exports of *Agricultural products* increased 11.2%, *Minerals & fuels* increased 80.6%, *Manufactures* rose 11.0%, and *Other goods* increased 55.5% (mainly confidential items—natural gas).

The major commodity movements during the year were:

- *Coal* (\$20.3 billion)
– up \$11.3 billion (+125.8%)
- *Iron ore & concentrates* (\$7.4 billion)
– up \$2.9 billion (+63.5%)
- *Crude petroleum* (\$1.4 billion)
– up \$400 million (+39.2%)

Republic of Korea



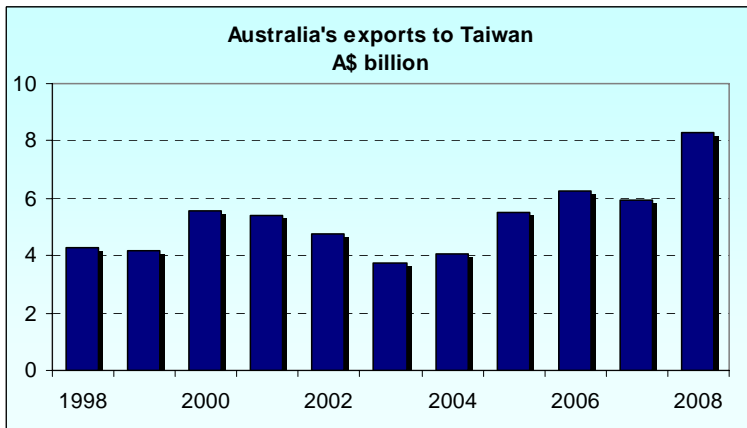
In 2008, exports to the Republic of Korea increased 37.1% to \$18.5 billion after increasing 9.0% in 2007. Over the past five years, exports have grown by an average annual rate of 16.7%.

Exports of *Agricultural products* decreased 6.0%, *Minerals & fuels* increased 68.7%, *Manufactures* decreased 4.5%, and *Other goods* fell 0.4%.

The major commodity movements during the year were:

- *Coal* (\$5.6 billion)
– up \$4.0 billion (+239.7%)
- *Iron ore & concentrates* (\$3.4 billion)
– up \$1.6 billion (+88.3%)
- *Nickel ore & concentrates* (\$47 million)
– down \$181 million (-79.5%)

Taiwan



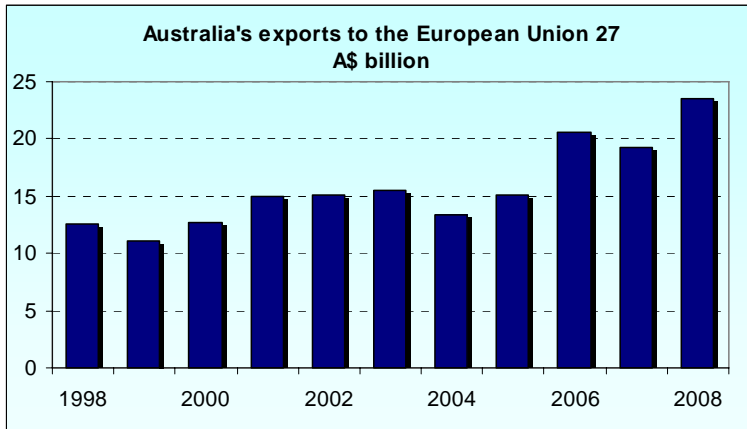
Exports to Taiwan rose 39.5% to \$8.3 billion in 2008 following a 5.0% decrease in the previous year. Over the past five years, exports have risen at an average annual rate of 16.2%.

Exports of *Agricultural products* increased 21.4%, *Minerals & fuels* rose 69.9%, *Manufactures* decreased 7.8%, while *Other goods* increased 136.1%.

The major commodity movements during the year were:

- *Coal* (\$3.0 billion)
– up \$1.4 billion (+86.8%)
- *Iron ore & concentrates* (\$1.0 billion)
– up \$380 million (+59.9%)
- *Crude petroleum* (\$263 million)
– up \$151 million (+134.6%)

NOTE: Unless otherwise stated, all data relates to merchandise exports only



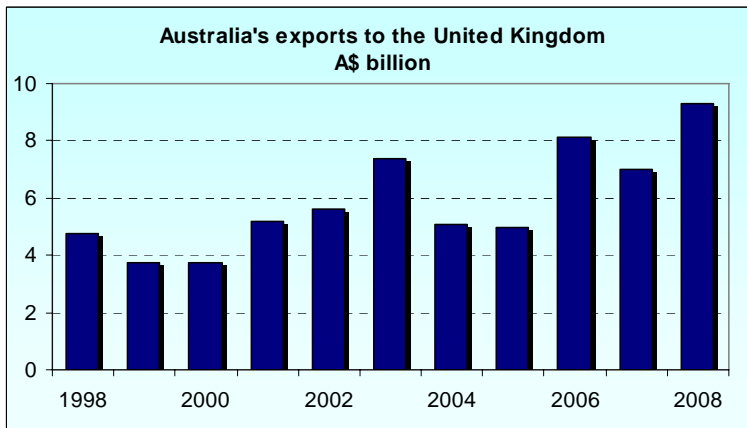
European Union 27

Exports to the EU27 increased 22.8% to \$23.6 billion in 2008 following a 6.7% decline in the previous year. Over the past five years, exports have grown by an average annual rate of 10.5%.

Exports of *Agricultural products* rose 0.1%, *Minerals & fuels* increased 55.6%, *Manufactures* fell 6.6%, and *Other goods* increased 29.1%.

The major commodity movements during the year were:

- *Coal* (\$6.2 billion)
– up \$3.2 billion (+104.2%)
- *Gold* (\$4.8 billion)
– up \$2.1 billion (+75.8%)
- *Other ores & concentrates* (\$499 million)
– down \$583 million (-53.9%)



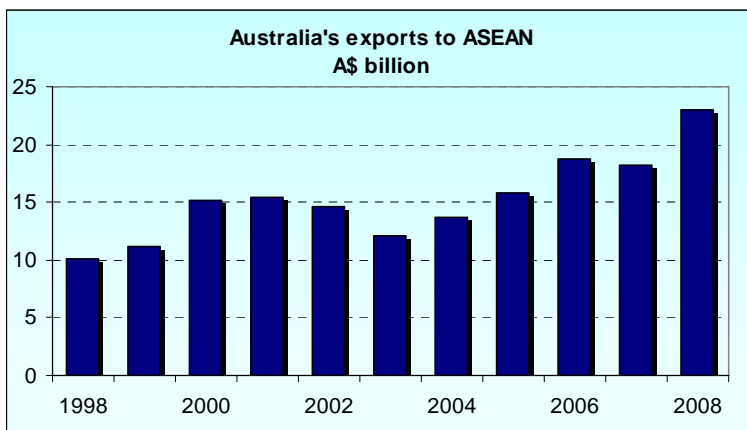
United Kingdom

In 2008, exports to the United Kingdom increased 33.0% to \$9.3 billion after falling 13.6% in 2007. Over the past five years, exports have grown by an average annual rate of 7.8%.

Exports of *Agricultural products* decreased 12.0%, *Minerals & fuels* increased 128.6%, *Manufactures* fell 2.3%, and *Other goods* increased 52.5%.

The major commodity movements during the year were:

- *Gold* (\$4.8 billion)
– up \$2.1 billion (+75.9%)
- *Coal* (\$962 million)
– up \$552 million (+134.9%)
- *Alcoholic beverages* (\$814 million)
– down \$176 million (-17.8%)



ASEAN

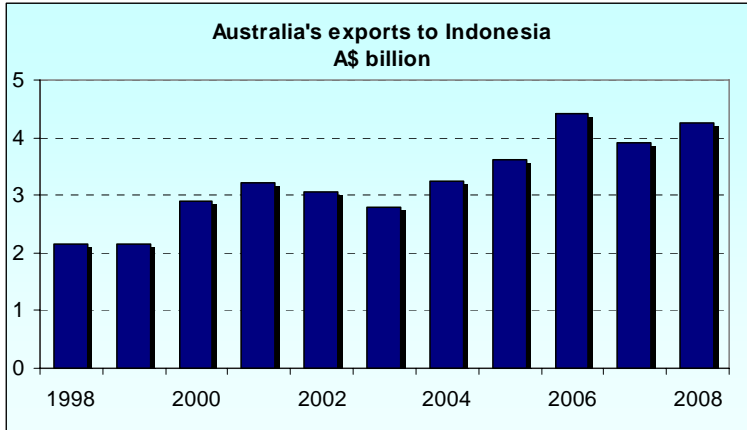
Exports to ASEAN increased 26.2% to \$23.0 billion in 2008 following a 3.1% fall in the previous year. Over the past five years, exports have grown by an average annual rate of 12.8%.

Exports of *Agricultural products* rose 30.3%, *Minerals & fuels* increased 32.5%, *Manufactures* rose 11.2%, while *Other goods* increased 47.0%.

The major commodity movements during the year were:

- *Gold* (\$2.3 billion)
– up \$892 million (+63.0%)
- *Crude petroleum* (\$3.6 billion)
– up \$732 million (+25.7%)
- *Wheat* (\$767 million)
– up \$521 million (+212.2%)

NOTE: Unless otherwise stated, all data relates to merchandise exports only



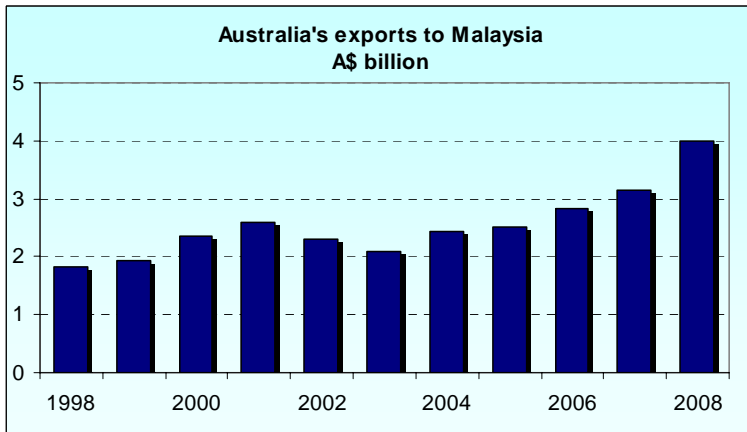
Indonesia

In 2008, exports to Indonesia increased 9.0% to \$4.3 billion after decreasing 11.4% in 2007. Over the past five years, exports have grown by an average annual rate of 8.6%.

Exports of *Agricultural products* rose 30.7%, *Minerals & fuels* decreased 71.6% *Manufactures* increased 20.2%, and *Other goods* rose 19.3%.

The major commodity movements during the year were:

- *Crude petroleum* (\$0)
– down \$458 million to zero
- *Wheat* (\$207 million)
– up \$189 million from \$18 million
- *Live animals (excl seafood)* (\$409 million)
– up \$66 million (+19.3%)



Malaysia

Exports to Malaysia increased 27.0% to \$4.0 billion in 2008 following an 11.2% rise in the previous year. Over the past five years, exports have risen by an average annual rate of 12.7%.

Exports of *Agricultural products* increased 27.5%, *Minerals & fuels* rose 72.1%, *Manufactures* increased 1.5%, while *Other goods* rose 60.7%.

The major commodity movements during the year were:

- *Coal* (\$435 million)
– up \$296 million (+211.7%)
- *Wheat* (\$199 million)
– up \$133 (+203.5%)
- *Crude petroleum* (\$396 million)
– up \$123 million (+45.2%)



Singapore

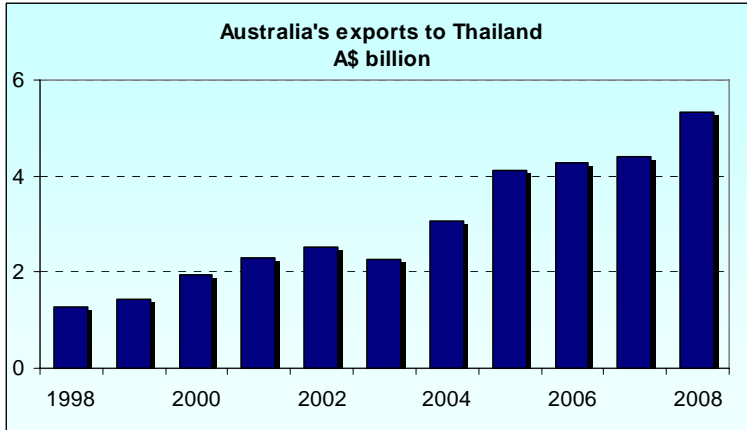
In 2008, exports to Singapore rose 51.4% to \$6.2 billion after declining 10.7% in 2007. Over the past five years, exports have grown by an average annual rate of 11.0%.

Exports of *Agricultural products* increased 15.4%, *Minerals & fuels* rose 70.0%, *Manufactures* increased 30.4%, and *Other goods* rose 85.4%.

The major commodity movements during the year were:

- *Crude petroleum* (\$1.9 billion)
– up \$974 million (+100.7%)
- *Gold* (\$722 million)
– up \$264 million (+57.8%)
- *Refined petroleum* (\$737 million)
– up \$125 million (+20.4%)

NOTE: Unless otherwise stated, all data relates to merchandise exports only



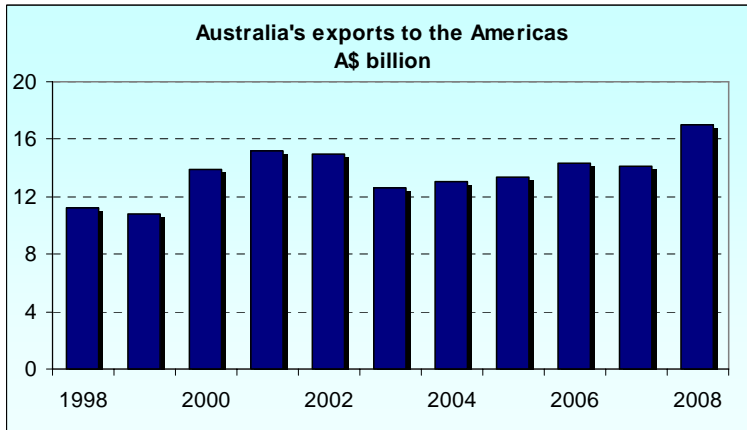
Thailand

Exports to Thailand rose 21.0% to \$5.3 billion in 2008 following a 3.2% rise in the previous year. Over the past five years, exports have risen at an average annual rate of 16.9%.

Exports of *Agricultural products* increased 36.2%, *Minerals & fuels* rose 11.4%, *Manufactures* increased 5.6%, and *Other goods* rose 71.9%.

The major commodity movements during the year were:

- *Gold* (\$1.1 billion)
– up \$581 million (+105.5%)
- *Crude petroleum* (\$1.1 billion)
– up \$230 million (+26.7%)
- *Uncoated flat-rolled iron & steel* (\$222 million)
– up \$113 million (+104.3%)



Americas

In 2008, exports to the Americas rose 20.4% to \$17.0 billion after falling 1.2% in 2007. Over the past five years, exports have risen by an average annual rate of 5.2%.

Exports of *Agricultural products* fell 10.4%, exports of *Minerals & fuels* increased 136.1%, *Manufactures* rose 29.6%, and *Other goods* decreased 11.4%.

The major commodity movements during the year were:

- *Crude petroleum* (\$1.3 billion)
– up \$1.1 billion (+468.3%)
- *Passenger motor vehicles* (\$1.1 billion)
– up \$979 million (+579.1%)
- *Coal* (\$1.7 billion)
– up \$814 million (+96.7%)



United States

Exports to the US rose 20.9% to \$12.1 billion in 2008 following a 0.5% decline in the previous year. Over the past five years, exports have risen at an average annual rate of 4.3%.

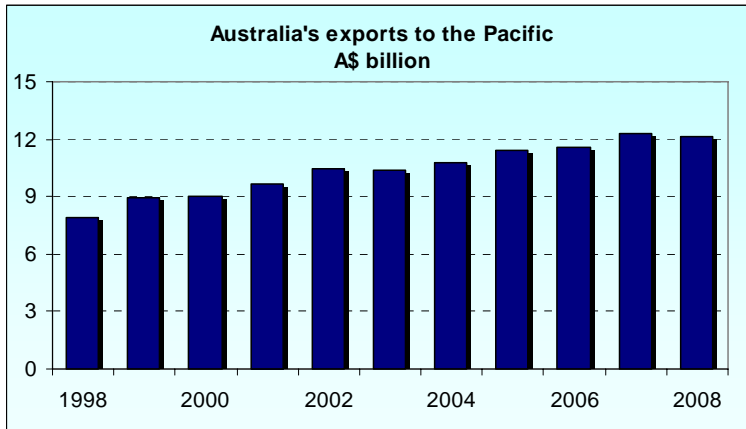
Exports of *Agricultural products* fell 12.8%, *Minerals & fuels* rose 378.8%, *Manufactures* increased 32.5%, and *Other goods* decreased 7.8%.

The major commodity movements during the year were:

- *Crude petroleum* (\$1.3 billion)
– up \$1.1 billion (+454.2%)
- *Passenger motor vehicles* (\$1.0 billion)
– up \$893 million (+596.0%)
- *Uncoated flat-rolled iron & steel* (\$490 million)
– up \$307 million (+167.0%)

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Pacific



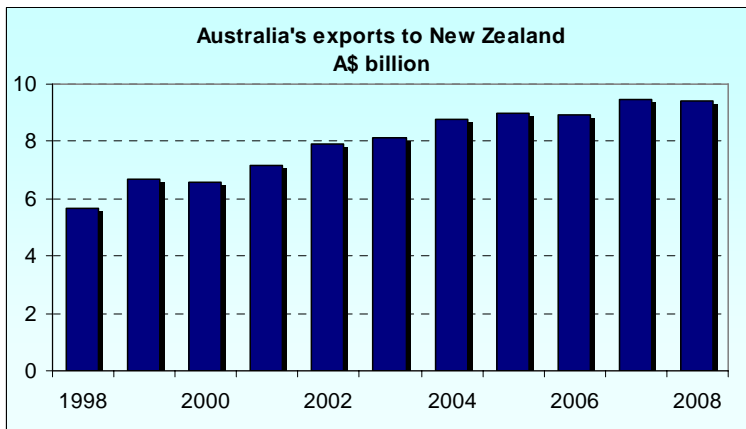
In 2008, exports to the Pacific decreased 1.1% to \$12.1 billion after rising 6.0% in 2007. Over the past five years, exports have grown by an average annual rate of 3.5%.

Exports of *Agricultural products* rose 11.3%, *Minerals & fuels* decreased 20.8%, *Manufactures* rose 1.6%, while *Other goods* fell 4.3%.

The major commodity movements during the year were:

- *Refined petroleum* (\$442 million)
– down \$291 million (-39.7%)
- *Crude petroleum* (\$715 million)
– down \$155 million (-17.8%)
- *Passenger motor vehicles* (\$350 million)
– down \$90 million (-20.5%)

New Zealand



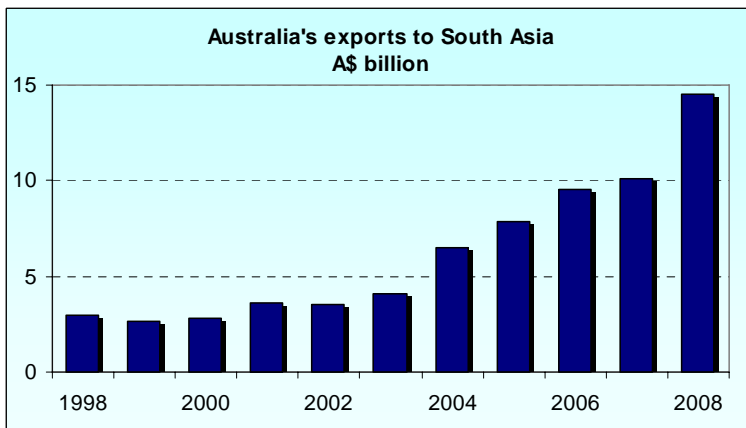
Exports to New Zealand fell 0.9% to \$9.4 billion in 2008 following a 5.9% increase in the previous year. Over the past five years, exports have grown by an average annual rate of 2.7%.

Exports of *Agricultural products* rose 9.7%, *Minerals & fuels* decreased 19.3%, *Manufactures* rose 1.5%, while *Other goods* fell 6.2%.

The major commodity movements during the year were:

- *Refined petroleum* (\$396 million)
– down \$272 million (-40.7%)
- *Passenger motor vehicles* (\$342 million)
– down \$93 million (-21.4%)
- *Computers* (\$206 million)
– down \$71 million (-25.7%)

South Asia



In 2008, exports to South Asia increased 43.2% to \$14.5 billion after rising 6.3% in 2007. Over the past five years, exports have grown by an average annual rate of 25.1%.

Exports of *Agricultural products* increased 21.6%, *Minerals & fuels* rose 79.1%, *Manufactures* increased 26.0%, and *Other goods* rose 18.7%.

The major commodity movements during the year were:

- *Coal* (\$5.6 billion)
– up \$3.1 billion (+128.3%)
- *Gold* (\$5.1 billion)
– up \$860 million (+20.4%)
- *Fertilisers (excl crude)* (\$427 million)
– up \$315 million (+282.8%)

NOTE: Unless otherwise stated, all data relates to merchandise exports only



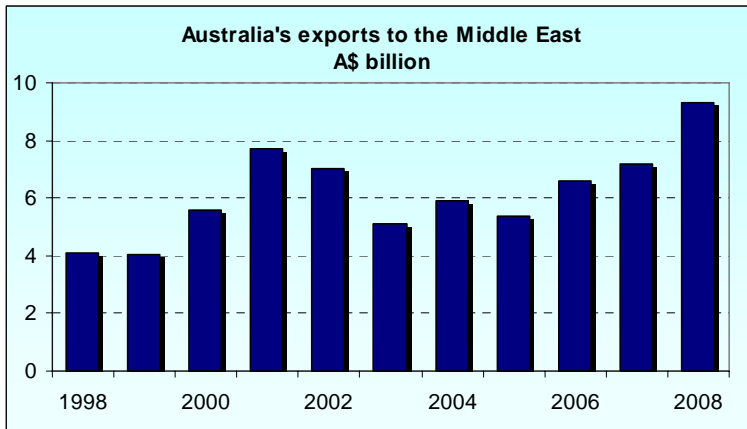
India

Exports to India increased 45.5% to \$13.5 billion in 2008 following a 5.4% rise in the previous year. Over the past five years, exports have risen by an average annual rate of 28.7%.

Exports of *Agricultural products* fell 0.4%, *Minerals & fuels* rose 77.3%, exports of *Manufactures* increased 64.9%, and *Other goods* rose 18.4%.

The major commodity movements during the year were:

- *Coal* (\$5.4 billion)
– up \$3.0 billion (+127.1%)
- *Gold* (\$5.0 billion)
– up \$837 million (+20.1%)
- *Fertilisers (excl crude)* (\$426 million)
– up \$426 million from zero



Middle East

In 2008, exports to the Middle East increased 29.1% to \$9.3 billion after rising 8.9% in 2007. Over the past five years, exports have grown by an average annual rate of 11.4%.

Exports of *Agricultural products* increased 49.3%, *Minerals & fuels* rose 15.0%, *Manufactures* increased 2.8%, and *Other goods* rose 56.3%.

The major commodity movements during the year were:

- *Gold* (\$1.5 billion)
– up \$472 million (+44.3%)
- *Passenger motor vehicles* (\$2.1 billion)
– down \$128 million (-5.8%)
- *Milk & cream* (\$216 million)
– up \$94 million (+77.6%)