



## VICTORIA'S TRADE WITH CHINA

### TWO-WAY TRADE:

- China is Victoria's largest trading partner and total two-way merchandise trade was worth \$11.1 billion in 2007.

### GOODS EXPORTS:

- China is Victoria's 2nd largest goods export destination after New Zealand.
- Victoria's goods exports to China were worth \$2.1 billion in 2007 and have grown by an average 13% a year over the past decade.
- Victoria's top 10 goods exports to China in 2007 were:

• Wool	\$434m
• Raw hides and skins	\$184m
• Internal combustion piston engines	\$98m
• Aluminium	\$95m
• Milk and cream	\$80m
• Non-ferrous base metal waste	\$73m
• Motor vehicle parts	\$52m
• Ferrous waste and scrap	\$44m
• Leather	\$43m
• Liquefied propane and butane	\$36m

**Total merchandise exports (a) \$2.1b**

*(a) Includes \$445m of confidential items, mainly confidential component of wool*

- Other fast-growing Victorian goods exports included pulp and waste paper valued at \$36 million in 2007 (75% growth since 2002) and alcoholic beverages, valued at \$16 million in 2007 (70% growth since 2002).

### SERVICES EXPORTS:

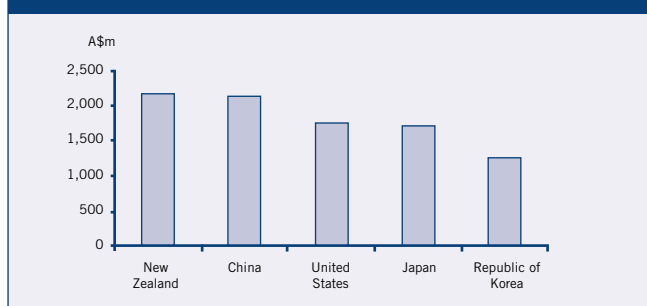
- Victoria's top services exports to China were education and tourism
  - Victoria hosted more than a quarter of the 107,000-plus Chinese student enrolments in Australian educational institutions in 2007.
  - Victoria received over 140,000 or 42% of all Chinese visitors to Australia. The number of Chinese visitors has risen by 92% since 2003, making them Victoria's 3rd largest source of inbound arrivals.
- Victoria has direct air services from Melbourne to Beijing, Shanghai and Guangzhou.



### AREAS WITH RISING EXPORT POTENTIAL FOR VICTORIA INCLUDE:

- Financial, insurance, banking and legal services
- Architectural and engineering services
- Software and other computer services
- Telecommunications equipment
- Cheese
- Nuts and fruit, dried and fresh

### Victoria's Top Merchandise Export Destinations 2007



## GOODS IMPORTS:

- China is Victoria's largest goods import source with goods imports valued at \$9.0 billion in 2007.
- Victoria's top five imports from China in 2007 were:
 

· Clothing	\$1613m
· Toys, games and sporting goods	\$570m
· Telecommunications equipment	\$462m
· Footwear	\$441m
· Furniture	\$402m

*\*80% of imported goods enter Australia through Victoria and NSW which act as distribution centres for other states. A proportion of these imports are sent on to neighbouring states and territories.*

## OFFICIAL LINKS - DID YOU KNOW?

- The Victorian Government has business offices in Shanghai, Nanjing and Hong Kong as well as a special trade envoy for North Asia.
- Victoria has a link with the Jiangsu Province.
- Melbourne and China's third-largest city, Tianjin, established a sister city relationship in 1980 – the first such relationship between an Australian city and a city in the People's Republic of China.
- The Melbourne suburb of Bayside has a link with the city of Cixi (Zhejiang Province).
- The Melbourne suburb Moreland has a link with the city of Ziyang (Shaanxi Province).
- Victorian regional links include:
  - Ararat and Taishan (Guangdong), Ballarat and Kunshan (Jiangsu), Baw Baw and Jinshan, Bendigo and Tianshui (Gansu), Dandenong and Xuzhou (Jiangou), East Gippsland Shire and Weifang (Shandong), Geelong and Lianyungang (Jiangsu), Healesville and Pingdu (Shandong), La Trobe City and Taizhou (Jiangsu), Melton and Baoji (Shaanxi); Portland and Zhangjiagang (Jiangsu), South Gippsland and Jinshan, Southern Grampians and Gaoyou (Jiangsu), and Warrigul and Jiujiang (Jiangxi).

## VICTORIAN SUCCESSES – DID YOU KNOW?

- With offices in Sydney and Brisbane and two Melbourne-based manufacturing facilities, **Sports Technology International** recently installed synthetic turf at the official hockey site for the Beijing 2008 Olympic Games. The hockey surface, accredited by the International Hockey Federation, was manufactured at Sports Technology International's factory in **Dandenong**. The company holds accreditations with all major sporting bodies around the world.

- **ABT Creative**, an event marketing and brand communication agency based in Melbourne and Sydney, opened for business in Beijing in 2007. Recent projects in China have included high-profile branding events for Snickers chocolate bars and for IBM Beijing. ABT Creative has also been awarded the contract to design and fit-out the environments as well as creating and managing the many events and activities for Austrade's Business Club Australia Beijing Olympic program. The Business Club program aims to facilitate business networking opportunities between Australian and Chinese businesses.
- **Complete Print Solutions (CPS)**, a Melbourne-based specialist print management company, opened its Shanghai office last year. The office is providing risk-managed and low-cost print solutions for Chinese customers, as well as their existing multinational clients with operations in Asia.
- **Enex Testlab**, a Melbourne-based IT testing service provider, recently signed a cooperation Memorandum of Understanding with Shanghai Pudong Service Provider of Software Resource & Technology (SPRT). The two companies will jointly deliver testing services for Chinese and overseas clients with a focus on embedded systems.
- With plants in Victoria and South Australia, **Futuris Automotive** has set up a joint venture subsidiary in Wuhu City, Anhui Province, to supply seating systems to Chery Auto, one of China's major auto manufacturers.
- **Orica Watercare**, a division of Orica Limited, is collaborating with China Water on a pilot water treatment plant project in Jiangsu Province, using Orica Water's MIEX Technology for drinking water treatment. Orica Watercare is a leading supplier of environmentally responsible chemical water treatment technologies to the Australian Water and Wastewater industry and has offices in all Australian states, New Zealand and the United States.

MAY 2008

For information on the Australia-China FTA negotiations contact:  
 China FTA Taskforce  
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For information on the practical aspects of exporting to China, contact Austrade on 13 28 78 or visit [www.austrade.gov.au](http://www.austrade.gov.au).



## AUSTRALIAN CAPITAL TERRITORY

### ACT'S TRADE WITH CHINA

#### TWO-WAY TRADE:

- China is the ACT's 7th largest trading partner after the United States, France, Germany, Taiwan, India and the Republic of Korea.
- Total two-way merchandise trade was worth \$396,000 in 2007.

#### GOODS EXPORTS:

- China is the ACT's 10th largest goods export destination.
- The ACT's goods exports to China were worth \$2000 in 2007.
- The ACT's only goods export to China in 2007 was crude vegetable materials valued at \$2000.



#### SERVICES EXPORTS:

- The ACT's top services exports to China in 2007 were education and tourism.
  - The ACT hosted over 2000 Chinese student enrolments in Australian educational institutions in 2007.
  - The ACT received almost 16,000 Chinese visitors in 2007. The number of Chinese visitors has risen by 17% since 2003, making them the ACT's 3rd largest source of inbound arrivals.

#### AREAS WITH RISING EXPORT POTENTIAL FOR THE ACT INCLUDE:

- Film and television services
- Education and training

#### GOODS IMPORTS:

- China is the ACT's 5th largest goods import source after the United States, Germany, India and France and total imports were valued at \$394,000 in 2007.
- The ACT's top five imports from China in 2007 were:
 

• Other optical goods	\$90,000
• Telecommunications equipment	\$71,000
• Plastic tubes, pipes and hoses	\$60,000
• Other manufactures of base metals	\$36,000
• Pumps for gas	\$20,000

#### OFFICIAL LINKS - DID YOU KNOW?

- The ACT and Beijing established a joint business council in 1997 to develop trade links between Canberra and Beijing. Delegations from both countries have already explored opportunities in environmental management, agriculture, public administration, tourism, education and hospitality training.
- Canberra and Beijing established a sister city relationship in 2000 to deepen their friendship and to develop cultural and business opportunities.
- The ACT Government and the Hangzhou Municipal Government established a link in 1998. The Mayor of Hangzhou led a delegation to Canberra in 2003 and signed an agreement to further promote business opportunities and cultural exchanges.

**ACT SUCCESSES – DID YOU KNOW?**

- Canberra University's **Centre for Customs and Excise Studies** works closely with the Shanghai Customs College and other areas of China Customs to help build the capacity of customs administrations in China and the surrounding regions. The centre is also negotiating with Beijing's University of International Business and Economics to jointly run a Masters degree in International Customs Law.
- Canberra-based **GPSports** and its cutting-edge WiSPI device are changing the way top athletes assess their performance. The small unit is worn to measure time, distance, speed, heart-rate, altitude, direction, position and G-force, and is used by the NRL, AFL, Super 14 and the UK Premier League Football. The concept was born in 2000 and today the company exports its products and technology to 18 countries.
- **Hindmarsh**, which deals in property, construction and parking and retirement investment, began its involvement with China in 2000. Hindmarsh's office in Shanghai operates as the Canberra Commerce Office with assistance from the ACT Government and provides advice and office facilities to other ACT organisations seeking to enter the China market. The company's own ventures include investment in a Chinese parking company, cooperation with Chinese investors in retirement village development in the ACT and possibly in China, and the import of a range of Chinese building materials.

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## NEW SOUTH WALES

### NSW'S TRADE WITH CHINA

#### TWO-WAY TRADE:

- China is NSW's largest trading partner with \$16.4 billion two-way merchandise trade in 2007.

#### GOODS EXPORTS:

- China is NSW's 4th largest goods export destination.
- NSW's goods exports to China were worth \$2.3 billion in 2007 (13% average annual growth since 1998).
- NSW's top 10 goods exports to China in 2005 were:

• Copper ores	\$504m
• Wool	\$235m
• Coal	\$131m
• Aluminium	\$129m
• Non-ferrous metal waste	\$118m
• Medicaments (including veterinary)	\$88m
• Cotton	\$86m
• Civil engineering equipment	\$54m
• Integrated circuits	\$45m
• Copper	\$45m

**Total merchandise exports (a) \$2.3b**

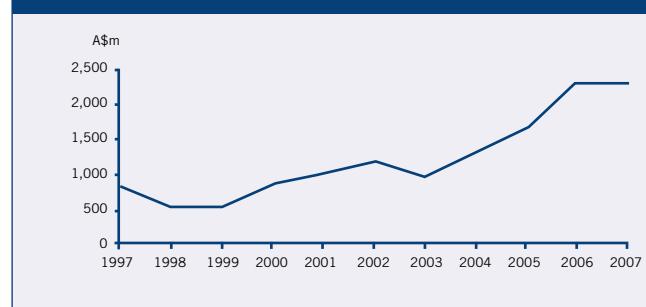
*(a) Includes \$277.2m of confidential items, mainly confidential component of wool*

Other fast-growing NSW goods exports included leather valued at \$20 million (178% average annual growth since 2002) and pulp and waste paper valued at \$43 million (69% average annual growth since 2002).

#### SERVICES EXPORTS:

- NSW's top services exports to China were education and tourism.
  - NSW hosted 46% of the 107,000-plus Chinese student enrolments in Australian educational institutions in 2007.
  - NSW received 269,000 or three-quarters of all Chinese visitors to Australia in 2007 (150% increase since 2003).
- NSW has direct air services from Sydney to Beijing, Shanghai and Guangzhou.

New South Wales' Merchandise Exports to China



#### AREAS WITH RISING EXPORT POTENTIAL FOR NSW INCLUDE:

- Financial, legal and insurance services
- Computer and Information services
- Architectural design and building products
- Biotechnology services

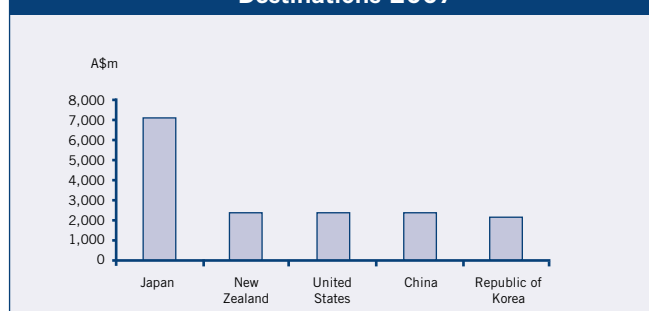
#### GOODS IMPORTS:

- China is NSW's largest goods import source. (2007 imports valued at \$14.1 billion\*).
- NSW's top five imports from China in 2007 were:

• Computers	\$2696m
• Telecommunications equipment	\$1729m
• Toys, games & sporting goods	\$640m
• Sound or video recorders	\$582m
• Computer parts	\$537m

*\*80% of imported goods enter Australia through NSW and Victoria which act as distribution centres for other states. A proportion of these imports are sent on to neighbouring states and territories.*

New South Wales' Top Merchandise Export Destinations 2007



### OFFICIAL LINKS - DID YOU KNOW?

- New South Wales and Guangdong Province established links in 1979.
- Sydney and Guangzhou have been sister cities since 1987 and joint economic meetings are held alternately in Guangzhou and Sydney.
- Several other Sydney councils also have links with China including: Bankstown and Shijiazhuang (Hebei Province); Hurstville and Changzhou (Jiangsu); Mosman and Mudanjiang (Heilongjiang); Rockdale and Tanggu (Tianjin); Ashfield and Wujin (Jiangsu); and Macarthur and Tai'an (Shandong).
- Charles Stuart University has a link with Qingzhou (Shandong).
- NSW regional links include:
  - Armidale and Yanji (Jilin Province), Bathurst and Zhangjiakou (Hebei), Broken Hill and Taixing (Jiangsu), Dubbo and Wujiang (Jiangsu), Gosford and Jinhua (Jiangsu), Goulburn and Jiangdu (Jiangsu), Griffith and Harbin (Heilongjiang), Lithgow and Pingdingshan (Henan), Narrandera and Urumqi (Xinjiang), Shoalhaven and Jiamusi (Heilongjiang), Wagga and Kunming (Yunnan), Wollongong and Longyan (Fujian), Young and Lanzhou (Gansu) and New England and Zaozhuang (Shandong).

### NSW SUCCESSES – DID YOU KNOW?

- **TAFE NSW**, through **DET International**, has won a bid to provide a workforce training master plan for the Shanghai World Expo 2010. (DET International manages and promotes the international business activities of the NSW Department of Education and Training and TAFE NSW institutes). Under the agreement, DET International will provide a blueprint for managing the delivery of training to the entire organisational workforce for the World Expo, expected to involve more than 180,000 paid employees, volunteers and service providers. World Expo is the third-largest international event after the Olympic Games and the World Cup. DET International provided event training and planning for the Sydney 2000, Athens 2004 and Beijing 2008 Olympic and Paralympic Games, as well as other major international events.
- Sydney-based **Turningpoint Solutions** has created and managed a number of special events for international organisations in Shanghai. These include the World Federation of Exchanges 47th General Assembly and Annual Meeting (hosted by the Shanghai Stock Exchange); the ALCOA Global Leadership Summit; the AGB Nielsen Media Research 12th Annual Global Conference; and the Danone Asia Pacific Conference.

- **PTW Architects** has been contracted to carry out all architectural and engineering work for the Beijing 2008 Olympic Games Athletes Village. With offices in Shanghai, Beijing and Hangzhou, the Sydney firm also won the design competition for the Beijing National Swimming Centre (the Watercube) in association with CCDI Beijing and NSW engineering company Arup. With over 20 years' experience in China, PTW Architects has also provided architectural services for commercial, mixed-use, residential and master-planning projects throughout China.
- The Sydney-based **Leighton Group**, Australia's largest project developer and contractor, has undertaken major construction projects in Hong Kong, Macau and mainland China over the past 30 years. Leighton Asia, a Leighton Group subsidiary, is currently developing the HK\$2 billion Kowloon Southern Rail Link; the HK\$3.8 billion Central Reclamation project in Hong Kong; and the HK\$2.7 billion Wynn Diamond Suites and HK\$11 billion City of Dreams in Macau.
- With offices in Sydney and Brisbane and two Melbourne-based manufacturing facilities, **Sports Technology International** recently installed synthetic turf at the official hockey site for the Beijing 2008 Olympic Games. The hockey surface, accredited by the International Hockey Federation, was manufactured at Sports Technology International's factory in Dandenong. The company holds accreditations with all major sporting bodies around the world.
- Sydney-based company **Sigma Coachair Group** (SCG), formerly Air International Transit, designs and manufactures air conditioning systems for China's rail, bus and industrial industry. SCG is a global company and has a factory in mainland China which services systems built for Hong Kong. SCG expects opportunities for the company in China to grow as demand for transport systems increases.

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# NORTHERN TERRITORY'S TRADE WITH CHINA

## TWO-WAY TRADE:

-China is the Northern Territory's 2nd largest trading partner after Japan with total two-way merchandise trade worth \$979 million in 2007.

## GOODS EXPORTS:

-China is the Northern Territory's 2nd largest goods export destination after Japan.

-The Northern Territory's goods exports to China were worth \$894 million in 2007 and have grown by an average of 20% a year over the past decade.

-The Northern Territory's top goods exports to China in 2007 were:

· Manganese/zinc ores and concentrates	\$435m
· Iron ore	\$30m
· Stone, sand and gravel	\$6m
· Wood rough	\$3m
· Other manufactures of base metal	\$3m
· Motor vehicle parts	\$0.6m

**Total merchandise exports (a) \$894m**

(a) Includes \$414.6m of confidential items



## SERVICES EXPORTS:

-The Northern Territory's top services export to China was tourism.

-The Northern Territory received 4000 Chinese visitors in 2007, making them the Northern Territory's 8<sup>th</sup> largest source of inbound arrivals.



#### AREAS WITH RISING EXPORT POTENTIAL FOR NT INCLUDE:

- Construction materials
- Financial services
- Energy products and services
- Rural produce including fruit, vegetables, plants, hay

#### GOODS IMPORTS:

-China is the Northern Territory's 6<sup>th</sup> largest goods import source.

-Total imports from China in 2007 were valued at \$86 million.

-The Northern Territory's top five imports from China in 2007 were:

- |  |       |
|--|-------|
| · Ships, boats and floating structures | \$16m |
| · Organo-inorganic compounds           | \$15m |
| · Trailers and semi-trailers           | \$8m  |
| · Metallic salts/peroxysalts           | \$4m  |
| · Furniture                            | \$3m  |

#### DID YOU KNOW?

- The Northern Territory and China's Anhui Province signed a Friendship Agreement in 2000.
- Darwin and Haikou established a sister city relationship in 1990. Haikou is the capital of Hainan Province, China's second-largest island. Darwin and Haikou conduct regular student exchanges and reciprocal official visits.
- The Northern Territory Government is targeting China as one of its key markets on the "AustralAsia Trade Route". This includes a monthly southbound shipping service from Shanghai to Darwin and rail links from Darwin to Australia's southern and eastern economic centres.

- Darwin-based **Guppytraders.com Pty Ltd** is helping China's financial services sector and market participants apply and modify western analysis techniques for domestic China financial markets. The company exports market education services, publications and financial trading workshops. Offering a range of share trading and trend analysis techniques and books, regular magazine columns and weekly and daily newsletters in Chinese published in Beijing, the company has formed strong relationships with China's stock exchanges, financial analysts and share traders.
- **Charles Darwin University** (CDU) has signed articulation agreements with several Chinese education intuitions which will allow students to transfer credit from their home university to Charles Darwin University and upgrade their qualifications. These agreements cover a range of subject areas including business, information technology and creative arts. Although these agreements are fairly recent, full fee paying students have already arrived from several university partners to study at Charles Darwin University.

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## QUEENSLAND

### QUEENSLAND'S TRADE WITH CHINA

#### TWO-WAY TRADE:

- China is Queensland's 2<sup>nd</sup> largest trading partner after Japan.
- Total two-way merchandise trade was worth \$5.8 billion in 2007.

#### GOODS EXPORTS:

- China is Queensland's 3<sup>rd</sup> largest goods export destination after Japan and South Korea.
- Queensland's goods exports to China were worth \$2.7 billion in 2007 and have grown by an average 23% a year over the past 10 years.
- Queensland's top 10 goods exports to China in 2007 were:

• Lead and zinc ores & concentrates	\$386m
• Coal	\$229m
• Copper ores	\$188m
• Nickel ores	\$163m
• Animal oils and fats	\$113m
• Non-ferrous base metal waste	\$113m
• Cotton	\$101m
• Aluminium ores	\$74m
• Zinc	\$73m
• Wool	\$55m

**Total merchandise exports (a) \$2.7b**

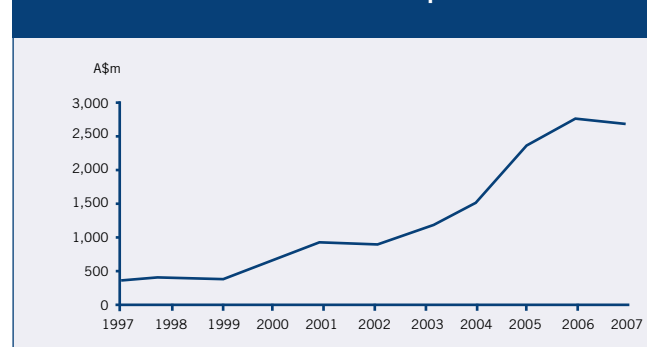
*(a) Includes \$879m of confidential items.*

- Other fast-growing Queensland goods exports included civil engineering equipment worth \$17m (176% average annual growth since 2002) and manufactures of base metal worth \$17m (144% average annual growth since 2002).

#### SERVICES EXPORTS:

- Queensland's top services exports to China were education and tourism.
  - Queensland hosted over 10,000 Chinese student enrolments in 2007.
  - Queensland received nearly 161,000 or nearly 47% of all Chinese visitors to Australia in 2007. The number of Chinese visitors has risen by 164% since 2003, making them Queensland's 5<sup>th</sup> largest source of inbound arrivals.
- Queensland has direct air services from Brisbane to Beijing, Shanghai and Guangzhou.

Queensland's Merchandise Exports to China



#### AREAS WITH RISING EXPORT POTENTIAL FOR QUEENSLAND INCLUDE:

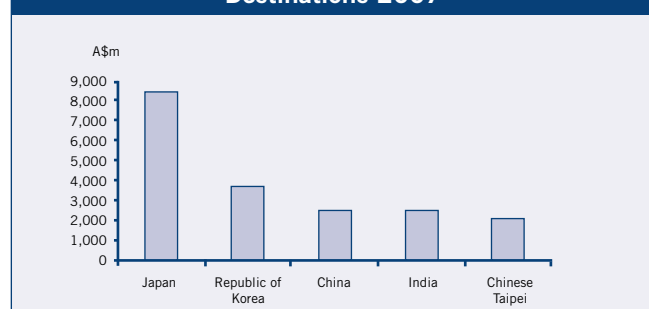
- Refined petroleum
- Nuts and fruit, dried and fresh
- Pulp and waste paper

#### GOODS IMPORTS:

- China is Queensland's 3<sup>rd</sup> largest goods import source after the United States and Japan.
- Total imports from China in 2007 were valued at \$3.1 billion.
- Queensland's top five imports from China in 2007 were:

• Clothing	\$288m
• Furniture	\$227m
• Toys, games & sporting goods	\$150m
• Manufactures of base metals	\$109m
• Televisions	\$98m

Queensland's Top Merchandise Export Destinations 2007



### OFFICIAL LINKS - DID YOU KNOW?

- Queensland and Shanghai signed a Memorandum of Cooperation in 1989.
- Brisbane and Shenzhen established a sister city relationship in 1992. Shenzhen, in the south of Guangdong province, is one of China's main shipping ports and in recent years has transformed itself from a frontier village into a modern city.
- Brisbane and Chongqing established a sister city relationship in 2005.
- Queensland regional links include:
  - Bundaberg and Nanning (Guangxi Province); Cairns and Beihai (Guangxi Province); Charters Towers and Daqing (Heilongjiang Province); Dalrymple and Daqing (Liaoning Province); the Gold Coast and Beihai (Guangxi Province); Hervey Bay and Leshan (Sichuan Province); Maroochy and Chengdu (Sichuan Province), Xiamen (Fujian Province) and Anqui (Shandong Province); Toowoomba and Jiangmen (Guangdong Province); and Townsville and Changshu (Jiangsu Province).

### QUEENSLAND SUCCESSES – DID YOU KNOW?

- Aquatic equipment made by the Brisbane-based **Anti Wave Australia** company has been installed in China's Watercube Pool for the Beijing 2008 Olympic Games. Anti Wave has supplied swimming and water polo equipment for Olympic Games venues since 1972. With a factory in Ding Guo in China, Anti-Wave also supplies other products for major aquatic events including swim lanes, starting blocks, water polo goals, judges' stations, pool deck gratings and submersible swim-walls.
- **HOK Sport Architecture** has opened satellite offices in Shanghai, Beijing and Hong Kong, reporting to the firm's Asian headquarters in Brisbane, to cater for China's emerging sports business and convention centre industry. Projects in China include the award-winning Nanjing Sports Park completed for the 2005 China National Games. In 2004 the firm was appointed sports architecture advisor for the Beijing 2008 Olympic Games main stadium. HOK Sport provided specialist advice and reviews to China's National Stadium Company to ensure that the stadium design met world's best practice.

- **Omega Education Services**, based in Cairns, are delivering executive level tourism management training to tourism industry personnel in Guangdong Province and senior education facilities management training to the Education Department of the Government of Macau, SAR China. Advance Cairns, in collaboration with John Paul College and James Cook University, has delivered industry training to over 120 personnel from Zhongshan and Macau since December 2005.
- Toowoomba-based company **Russell Mineral Equipment Pty Ltd** has recently sold speciality equipment to China to help resolve difficult mining and mineral processing problems. RME's RUSSELL3, a purpose-built 3 Axis Mill Liner Handler, is designed to remove and replace the large steel liners inside mineral grinding mills. The equipment was sold through Metso Minerals to a mine site in Dongguashan in Tongling.
- Cairns-based **Garden City Design Company** has been appointed Master Planners of a 37 hectare tropical garden for a major waterway development in Zhanjiang in Guangdong Province. Cairns City Council is also supplying Australian product for the garden, officially named the "Sino-Australia Friendship Garden". Further GCDC projects are under way in Guangzhou, Shanghai and Shenzhen.

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## SOUTH AUSTRALIA

### SOUTH AUSTRALIA'S TRADE WITH CHINA

#### TWO-WAY TRADE:

- China is South Australia's 2nd largest trading partner after the United States.
- Total two-way merchandise trade was worth \$1.7 billion in 2007.

#### GOODS EXPORTS:

- China is South Australia's 4th largest goods export destination after the United States, the United Kingdom and Japan.
- South Australia's goods exports to China were worth \$759 million in 2007 and have grown by an average 9% a year over the past decade.
- South Australia's top 10 exports to China in 2007 were:

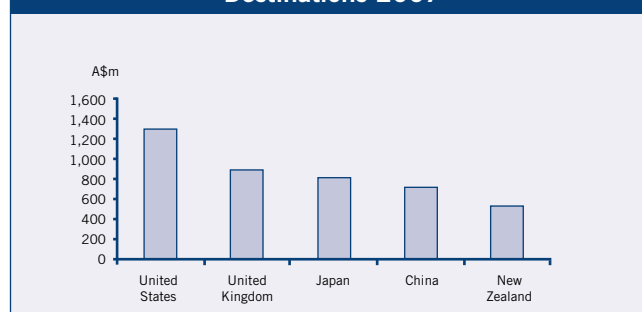
• Iron ore	\$223m
• Copper	\$149m
• Wool	\$109m
• Lead and zinc ores	\$38m
• Alcoholic beverages	\$28m
• Liquefied propane/butane	\$26m
• Non-ferrous base metal waste	\$25m
• Raw hides and skins	\$17m
• Ferrous waste and scrap	\$15m
• Meat excluding beef	\$14m

**Total merchandise exports (a) \$759m**

*(a) Includes \$37.2m of confidential items, mainly barley and ores.*

- Other fast-growing South Australian goods exports included food preparations worth \$3m (227% average annual growth since 2002) and pulp and paper waste worth \$13m (125% average annual growth since 2002).

**South Australia's Top Merchandise Export Destinations 2007**



#### SERVICES EXPORTS:

- South Australia's top services exports to China were education and tourism.
  - South Australia hosted over 8000 Chinese students in 2007.
  - South Australia received around 15,000 Chinese visitors in 2007.

**South Australia's Merchandise Exports to China**



#### AREAS WITH GROWING EXPORT POTENTIAL FOR SOUTH AUSTRALIA INCLUDE:

- Motorcycles
- Crustaceans
- Nuts and fruit, dried and fresh
- Audio-visual and other services

**GOODS IMPORTS:**

- China is South Australia's 2nd largest goods import source after Singapore with imports from China valued at \$980m in 2007.
- South Australia's top five imports from China in 2007 were:
 

· Furniture	\$55m
· Toys, games and sporting goods	\$52m
· Ships and boats	\$42m
· Motor vehicle parts	\$38m
· Sacks, tarpaulins, linen etc	\$35m

**OFFICIAL LINKS - DID YOU KNOW?**

- The South Australian Government has representative offices in Shanghai, Jinan and Hong Kong.
- South Australia hosts a provincial link with Shandong Province.
- Port Adelaide has a link with Yantai (Shandong).
- South Australian regional links include:
  - Murray Bridge and Sanmenxia (Henan); Port Pirie and Suizhou (Hubei); and Whyalla and Ezhou (Hubei), Charleston and Yichang (Hubei).

**SOUTH AUSTRALIAN SUCCESSES – DID YOU KNOW?**

- South Australian-based agribusiness company **Elders Ltd** exports Australian wool, cattle and sheep, fresh fruit and barley to China. Elders has offices in Beijing and Shanghai. In early 2008, the company opened a new processing facility in Shanghai. The facility will provide a storage, processing and distribution point for Australian meat, premium wines and beer imported by Elders and distributed to some of China's top hotels, restaurants and supermarket chains.
- Adelaide production company **Reckless Moments** has led a consortium of animation and media companies in a series of co-productions with the Shanghai Animation Film Studio. *Sweet & Sour*, a \$180,000 co-production between Reckless Moments, the Shanghai Animation Film Studio and Adelaide computer-generated images studio, the People's Republic of Animation, has featured in 19 international film festivals, winning best animation at the 2007 Sydney Film Festival and other awards. The company has several other animation, film and performing arts co-productions under way in China.

- **Jurlique Australia**, with its headquarters in Mount Barker in the Adelaide foothills, exports its cosmetics into China and expanded its range of products in 2007. The company has one outlet in Shanghai and has recently opened a concept store in Hong Kong.
- **G H Michell** is an Adelaide-based wool exporter and processor. It is the world's largest carboniser of wool, a significant buyer, processor and exporter of Australian wool, a fibre researcher and a commercialiser of new products. Michell's processing plant in Shanghai uses fine South Australian wool tops and cutting-edge technology to produce sporting and clothing apparel and wool-based medical aids.
- South Australia-based **Neuplex Pty Ltd** is providing solar energy solutions to remote communities in China. Following a 2007 agreement with the Yulin Municipal Department of Science and Technology to develop and install solar energy generating systems and associated software, the company is expanding its business ventures in China.

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## TASMANIA'S TRADE WITH CHINA

### TWO-WAY TRADE:

- China is Tasmania's 4th largest trading partner after Japan, Hong Kong and the Republic of Korea, and total two-way merchandise trade was worth \$387 million in 2007.

### GOODS EXPORTS:

- China is Tasmania's 5th largest goods export destination after Japan, Hong Kong, the Republic of Korea and Taiwan.
- Tasmania's goods exports to China were worth \$319 million in 2007, and have grown by an average 24% a year over the past decade.
- Tasmania's top 10 goods exports to China in 2007 were:
 

• Lead/zinc ores and concentrates	\$78m
• Iron ore	\$74m
• Zinc	\$55m
• Wool	\$25m
• Wood chips	\$18m
• Wood, rough	\$15m
• Crustaceans	\$9m
• Wood, simply worked	\$8m
• Aluminium	\$5m
• Raw hides and skins	\$4m

**Total merchandise exports (a) \$319m**

*(a) Includes \$7.6m of confidential items.*

- Other fast-growing Tasmanian goods exports included non-ferrous base metal waste worth \$2m (67% average annual growth since 2002), meat excluding beef worth \$0.9m (30% average annual growth since 2002) and milk and cream (valued at \$2.3 million in 2007).

### SERVICES EXPORTS:

- Tasmania's top services exports to China were education and tourism.
  - Tasmania hosted around 1300 Chinese student enrolments in 2007.
  - Tasmania received 13000 Chinese visitors in 2007. The number of Chinese visitors has increased tenfold since 2003, making them Tasmania's 4th largest source of inbound arrivals.



### AREAS WITH RISING EXPORT POTENTIAL FOR TASMANIA INCLUDE:

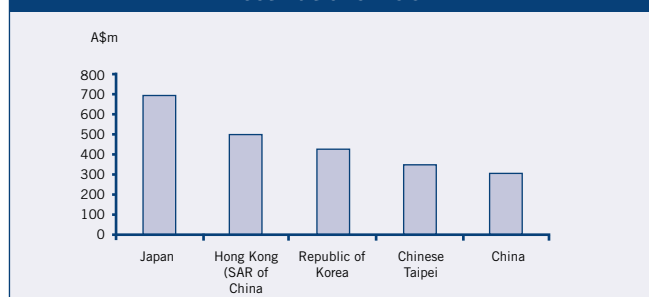
- Renewable energy consulting
- Forestry services
- Agricultural project management
- Agricultural technology services
- Mining and mineral processing services
- Gourmet food products including cheese, confectionery and condiments

### GOODS IMPORTS:

- China is Tasmania's 2nd largest goods import source after the United States with total imports valued at \$67 million in 2007.
- Tasmania's top five imports from China in 2007 were:
 

• Residual petroleum products	\$13m
• Furniture	\$7m
• Inorganic chemical elements	\$6m
• Vegetables	\$4m
• Crude minerals	\$3m

**Tasmania's Top Merchandise Export Destinations 2007**



### OFFICIAL LINKS - DID YOU KNOW?

- Tasmania and China's Fujian Province this year celebrate the 29th anniversary of the 1981 establishment of their sister state relationship.
- Launceston and Taiyuan established a sister city relationship in 1995. Taiyuan, the capital of Shanxi Province, is an important industrial centre with coal, metallurgical, chemical, textile, electronics and building material industries and machine and precision tool manufacturing.

### TASMANIAN SUCCESSES – DID YOU KNOW?

- Renewable energy project developer **Roaring 40s**, a joint venture between Hydro Tasmania and the CLP Group, has signed a joint venture agreement with China Datang Corporation to build a 50 megawatt wind farm at Xiangyang in Jilin province, as the first stage in a development with a potential of up to 1000 megawatts of wind energy. This will be one of the largest on-shore wind-farm projects in the world and is Roaring 40s' seventh and biggest undertaking in China.
- Hobart-based **Under Down Under Tours** is targeting young Chinese backpackers by providing innovative eco-itineraries, accommodation and air-conditioned transport. More than 96% of the tour company's customers are from overseas.
- **Health Pro's** market development in China has evolved from the design of health care and emergency vehicles to the design and manufacture of health care services. The Hobart company's new services include specialist equipment for Operating Theatres, Medical Gas Pendants and Pass Through Units.
- **Elders Premier Wool** is working with China's Sunshine Group to establish an exclusive line of fabrics and garments using Tasmanian wool. The line will be marketed to the world's top fashion houses, using both the quality and source of the wool as branding for the finished product. This venture will help build global brand recognition for the Tasmanian wool industry. Elders Premier Wool is also sending Tasmanian wool to China for processing to supply Waverley Woollen Mills in Launceston with wool to produce superfine throw rugs.
- In 1993 **Autech Software & Design** identified a need for colour scheming software for paint retailers, home owners and architects. The resulting company based in Launceston has sold over 300,000 copies of its innovative software globally and earns 75 per cent of its revenue abroad.

- The **University of Tasmania** has over 1500 students enrolled in University of Tasmania degrees in China through partnerships with Shanghai Ocean University and Jhejiang University of Technology.

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## WESTERN AUSTRALIA

### WESTERN AUSTRALIA'S TRADE WITH CHINA

#### TWO-WAY TRADE:

- China is Western Australia's largest trading partner with two-way merchandise trade worth \$16.1 billion in 2007.

#### GOODS EXPORTS:

- China is Western Australia's largest goods export destination.
- Western Australia's goods exports to China were worth \$14.4 billion in 2007 and have grown by an average 27% a year over the past decade.

Western Australia's top 10 goods exports to China in 2007 were:

• Iron ore	\$8575m
• Nickel	\$433m
• Crude petroleum	\$397m
• Manganese, lead/zinc ores and concentrates	\$360m
• Nickel ores	\$312m
• Wool	\$283m
• Pigments, paints, varnishes	\$121m
• Copper ores	\$115m
• Liquefied propane/butane	\$81m
• Inorganic chemical elements	\$59m
<b>Total merchandise exports (a)</b>	<b>\$14.4b</b>

*(a) Includes \$3.4bn of confidential items, mainly alumina, LNG, wheat and nickel.*

- Other fast-growing Western Australian goods exports included pulp and waste paper valued at \$11 million (96% average annual growth since 2002), raw hides and skins worth \$41 million (47% average annual growth since 2002), gold coin, vehicle motor parts and vegetables.

#### SERVICES EXPORTS:

- Western Australia's top services exports to China were education and tourism.
  - Western Australia hosted over 4500 Chinese student enrolments in 2007.
  - Western Australia received nearly 13,000 Chinese visitors in 2007, an increase of 23% on 2003 figures.



#### AREAS WITH RISING EXPORT POTENTIAL FOR WA INCLUDE:

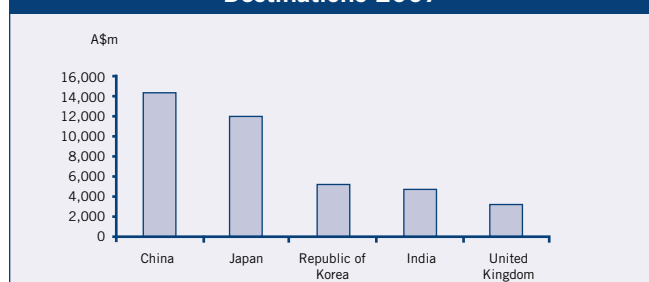
- Mining/engineering technology and software
- Architectural/design services
- Building and construction products/services
- Joint manufacturing ventures
- Environmental technology/management

#### GOODS IMPORTS:

- China is Western Australia's 5th largest goods import source after Japan, Singapore, the United Kingdom and the United States.
- Total imports from China in 2007 were valued at \$1.7 billion.
- Western Australia's top five imports from China in 2007 were:

• Furniture	\$124m
• Civil engineering equipment	\$82m
• Fertiliser	\$60m
• Railway vehicles	\$57m
• Televisions	\$52m

Western Australia's Top Merchandise Export Destinations 2007



### OFFICIAL LINKS – DID YOU KNOW?

- The Western Australian Government has trade offices in Shanghai and Hangzhou.
- Western Australia and Zhejiang Province established a sister state relationship in 1987.
- Perth and Nanjing established a sister city relationship in 1998. Situated in the lower reaches of the Yangtze River, Nanjing is the capital of Jiangsu Province and is an important communication and transportation centre with an extensive industrial base. It is also one of China's four major scientific research and educational centres and an important regional cultural centre.
- The regional centre Bunbury has a link with Jiaxing (Zhejiang Province) and Cockburn has a link with Yueyang (Hunan Province).

### WESTERN AUSTRALIAN SUCCESSES – DID YOU KNOW?

- Together with a local partner, Perth-based transit system company **ERG** is in the final stages of supplying and installing a \$16 million automated fare collection system for the Beijing Metro System. Public trials of the system will begin before the 2008 Beijing Olympics. The system is expected to handle fare collections for over 40 million passenger movements daily.
- Micromine China, the subsidiary of Perth-based global software company **Micromine**, is the country's largest full-scale exploration and mining software company. With on-the-ground support from mining industry specialists including geologists, surveyors and mining engineers, Micromine's software provides solutions for mine design and modelling, data management, mine production control, mine production management and the recording of field data. Micromine China has over 170 customers in China, ranging from small non-mechanised producers to top-tier commodities producers.
- Medical simulation and training company **Medic Vision** first opened its doors in Perth and now has offices in Hong Kong, Shanghai, London, Melbourne and Sydney. Medic Vision has exported more than \$2 million worth of cutting-edge simulation devices and consulting services to China.

- Perth's **Curtin University of Technology** has established research partnerships with several Chinese universities including the South China University of Technology (LNG-related technologies), the Huazhong University of Science and Technology (grid computing), the Harbin Institute of Technology (water quality) and the China University of Petroleum in Beijing (gas to liquid technologies). In 2007, Curtin University signed a collaborative agreement with the University of Newcastle, Tsinghua University and the Chinese Academy of Sciences, to advance the development of clean coal technology. Curtin University has also established teaching-related cooperation with the China University of Petroleum in Beijing (engineering) and the Dalian University of Finance and Economics (accounting).
- In Australia's biggest ever single-value export deal, WA's **North West Shelf Venture** is supplying the Guangdong Liquefied Natural Gas Terminal with between 3-4 million tonnes of LNG a year for 25 years starting in 2006.

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