



## AUSTRALIAN CAPITAL TERRITORY'S TRADE WITH CHINA

### TWO-WAY TRADE:

- China is the ACT's 8th largest trading partner after the United States, France, UK, Germany, Taiwan, India and Trinidad & Tobago.
- Total two-way merchandise trade was worth \$463,000 in 2007–08.

### GOODS EXPORTS:

- China is the ACT's 11th largest goods export destination.
- The ACT's goods exports to China were worth \$2000 in 2007–08.
- The ACT's only goods export to China in 2007–08 was crude vegetable materials valued at \$2000<sup>1</sup>.



- ACT's merchandise exports to China:

Financial Year	A\$'000
1997–98	54
1998–99	31
1999–00	408
2000–01	2
2001–02	255
2002–03	0
2003–04	0
2004–05	0
2005–06	444
2006–07	0
2007–08	2



Merchandise export destination	Financial Year 2007–08 A\$'000
France	1,847
Taiwan	917
United States	811
Trinidad & Tobago	579
Uruguay	257

### 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.

<sup>1</sup> Due to the fact that the ACT's economy is 99% service based, trade of goods to China is negligible.

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

- Education and training
- ICT
- Renewable energy
- Film and television services

### GOODS IMPORTS:

- China is the ACT's 6th largest goods import source after the United States, Germany, India and France and total imports were valued at \$461,000 in 2007–08.
- The ACT's top five imports from China in 2007–08 were:
  - Optical goods \$90,000
  - Copper \$70,000
  - Telecommunications equipment \$59,000
  - Manufactures of base metals \$36,000
  - Furniture, mattresses & cushions \$23,000

**OFFICIAL LINKS:**

- 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. An outcome of this relationship saw Canberra accorded the honour of hosting the only Australian leg of the 2008 Beijing Olympic Torch Relay on 24 April 2008.
- A component of the Beijing Finance Bureau Training Program has been hosted by the ACT Government as an outcome of the Canberra-Beijing sister city relationship. The fifth delegation from Beijing participated in the program delivered by the Australian National University in June 2008.
- During the 2007 ACT-China Trade Mission, Chief Minister Jon Stanhope attended the opening of the Australian Business and Industrial Centre in the city of Xinxiang.
- In 2007, a Deputy Director of the Beijing Municipal Education Commission accompanied by six representatives visited the Canberra Institute of Technology to learn about the Institute's teacher training program.
- 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.
- **Hindmarsh**, which deals in property, construction and parking and retirement investment, began its involvement with China in 2000. Hindmarsh's Canberra Commerce Office in Shanghai can be approached for advice and office facilities by ACT organisations seeking to enter the China market. The company's other ventures include investment in a Chinese parking company, co-operation with Chinese investors to develop retirement villages in the ACT and possibly in China; and importing a range of Chinese building materials.
- **Yellow Edge** has established a strategic partnership with the China Executive Leadership Academy, Pudong (EELAP) in Shanghai. This partnership with China's premier leadership development institution has resulted in several exchange activities and also the Global Leadership Practices Program (GLP) jointly conducted by Yellow Edge and CELAP, sponsored by the Australian Public Service Commission and supported by Austrade. As a further sign of the depth of this partnership, CELAP will be sending a high-level delegation to Canberra in April 2009 to meet with Yellow Edge and senior government officials to discuss further collaboration.
- Education provider and trade facilitation company, **ACTET Gateway**, was successful in managing trade delegations for the Beijing Municipal Education Commission and the Beijing International Education Exchange. As a result of this interchange, ACTET is receiving its first group of Chinese English teachers from Beijing for teacher training in 2009.

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**ACT CASE STUDIES:**

- Scientists from the **Australian National University (ANU)**, Tianjin University and the Silicon Valley company Chromasun are joining forces to create more efficient and cost effective roof-mounted solar trough concentrator systems. This initiative will provide extensive research and staff exchanges between the three organisations.
- **The University of Canberra's Centre for Customs and Excise Studies** continues to work 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 a number of Chinese educational institutions to jointly run international Customs programs. In 2008 the Centre was named ACT Chief Minister's Exporter of the Year, and Australian Exporter of the Year for Education and Training.
- Canberra-based **GPSports** completed several presentations and demonstrations on the use of the SPI technology for elite sport in Beijing. In the lead up to the Beijing Olympics in August 2008, the Chinese Olympic Women's Hockey program purchased GPSports' SPI technology – the Chinese Women's team won a silver medal. GPSports sees China as a key export market in the elite sports space over the next 8–10 years.

For information on the Australia-China FTA negotiations contact:

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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)**.