



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 \$1.4 billion in 2007–08.

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 \$1.4 billion in 2007–08 and have grown by an average of 22% a year over the past decade.

- The Northern Territory's top goods exports to China in 2007–08 were:

• Manganese/zinc ores and concentrates	\$682m
• Zinc ores & concentrates	\$121m
• Iron ore & concentrates	\$56m
• Stone, sand and gravel	\$4m
• Other manufactures of base metal	\$2m
Total merchandise exports (a)	\$1.4 b

(a) Includes \$489m of confidential items



- NT's merchandise exports to China:

Financial Year	A\$m
1997-98	145
1998-99	178
1999-00	209
2000-01	276
2001-02	413
2002-03	379
2003-04	405
2004-05	613
2005-06	599
2006-07	778
2007-08	1,357



Merchandise export destination	Financial Year 2007-08 A\$m
Japan	1,367
China	1,357
United States	357
Indonesia	328
France	170

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 8th largest source of inbound arrivals.

AREAS WITH RISING EXPORT POTENTIAL FOR THE NT INCLUDE:

- Bulk Minerals
- Tourism
- International Education
- Construction materials
- Financial services
- Energy products and services

GOODS IMPORTS:

- China is the Northern Territory's 7th largest goods import source.
- Total imports from China in 2007–08 were valued at \$82 million.
- The Northern Territory's top five imports from China in 2007–08 were:

• Ships, boats and floating structures	\$21m
• Organo-inorganic compounds	\$13m
• Trailers and semi-trailers	\$8m
• Prefabricated buildings	\$4m
• Furniture	\$4m

OFFICIAL LINKS:

- 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 and China's Hunan Province signed a Friendship Agreement in 2008.

NORTHERN TERRITORY CASE STUDIES:

- The major influence in the growth of trade through the Territory's **East Arm Port** in recent times has been the re-emergence of the bulk mineral exports, predominately with China. The demand for bulk mineral export facilities has seen the Territory Government invest \$24.5 million in bulk materials handling facilities at East Arm. This included rail receiving facilities, stockpiles and a 2,000 tonne per hour shiploader capable of loading 77,000 tonne deadweight vessels.
- 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 institutions 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.
- The Northern Territory Government is targeting China as a key markets in the development of an "AustralAsia Trade Route". This includes a regular shipping service from Shanghai to Darwin and rail links from Darwin to Australia's southern and eastern economic centres. HaiWin Shipping established a regular monthly service between China and Darwin in January 2006. HaiWin introduced its chartered vessel 'MV Blankenese' in March 2008, operating between Shanghai, Qingdao and Darwin every month. The Northern Territory Government also aims to attract Chinese investment in minerals exploration and development. "Bringing Forward Discovery" is a specific strategy to match NT exploration projects with Chinese investors, and to help explorers promote their projects to these markets.

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For information on the Australia-China FTA negotiations contact:

China FTA Taskforce
Department of Foreign Affairs and Trade
RG Casey Building
John McEwen Crescent
Barton ACT 0221
e-mail: chinafta@dfat.gov.au

For information on the practical aspects of exporting to China, contact Austrade on **13 28 78** or visit **www.austrade.gov.au**.