



QUEENSLAND'S TRADE WITH CHINA

TWO-WAY TRADE:

- China is Queensland's 2nd largest trading partner after Japan.
- Total two-way merchandise trade was worth \$5.8 billion in 2007–08.

GOODS EXPORTS:

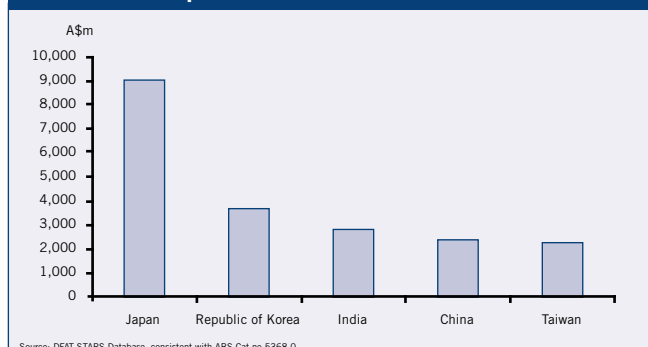
- China is Queensland's 4th largest goods export destination after Japan, Republic of Korea and India.
- Queensland's goods exports to China were worth \$2.4 billion in 2007–08 and have grown by an average 23% a year over the past 10 years.
- Queensland's top 10 goods exports to China in 2007–08 were:

• Copper ores	\$361m
• Nickel ores	\$224m
• Animal oils & fats	\$165m
• Zinc ores	\$163m
• Coal	\$115m
• Aluminium ores	\$107m
• Non-ferrous base metal waste	\$102m
• Cotton	\$100m
• Lead ores and concentrates	\$94m
• Zinc	\$88m
Total merchandise exports (a)	\$2.4b

(a) Includes \$530m of confidential items.

- Other fast-growing Queensland goods exports included animal feed worth \$10m (37% average annual growth since 2002–03) and copper waste and scrap worth \$37m (35% average annual growth since 2002-03).

Queensland's Top Merchandise Export Destinations 2007–08

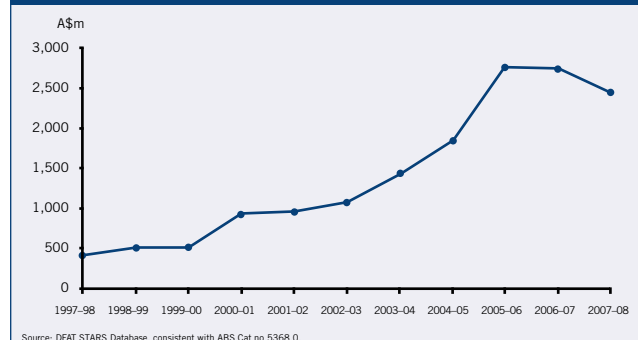


Partner Country	Financial Year 2007–08 A\$m
Japan	9,060
Republic of Korea	3,721
India	2,914
China	2,448
Taiwan	2,394

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 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 5th largest source of inbound arrivals.
 - China Eastern Airlines had direct charter flights between Shanghai and Brisbane during the Chinese New Year period (late January 2009) and China Southern Airlines plans to have charter flights from Guangzhou to Cairns in 2009.

Queensland's Merchandise Exports to China



Queensland's merchandise exports to China:

Financial Year	A\$m
1997–98	404
1998–99	505
1999–00	504
2000–01	904
2001–02	935
2002–03	1,049
2003–04	1,414
2004–05	1,826
2005–06	2,750
2006–07	2,738
2007–08	2,448

AREAS WITH RISING EXPORT POTENTIAL FOR QUEENSLAND INCLUDE:

- Coal mining equipment technology and services
- Lifestyle and wellbeing products (in particular beauty and natural health food)
- Food and processed food items
- Architectural and infrastructure engineering services
- "Green" building and construction materials

GOODS IMPORTS:

- China is Queensland's 3rd largest goods import source after the United States and Japan.
- Total imports from China in 2007–08 were valued at \$3.3 billion.
- Queensland's top five imports from China in 2007–08 were:

• Clothing	\$295m
• Furniture	\$247m
• Toys, games & sporting goods	\$163m
• Manufactures of base metals	\$116m
• Monitors and projectors	\$110m

OFFICIAL LINKS:

- Queensland and Shanghai signed a Sister State Memorandum of Cooperation in 1989.
- Queensland and Guangdong Province signed a Friendship State Agreement in August 2008
- Queensland regional links include:

Queensland	China
Brisbane	Shenzhen (Guangdong Province) Chongqing Municipality
Bundaberg	Nanning (Guangxi Province)
Cairns	Zhanjiang (Guangdong Province)
Charters Towers	Daqing (Heilongjiang Province)
Gold Coast	Beihai (Guangxi Province)
Hervey Bay	Leshan (Sichuan Province)
Maroochy	Chengdu (Sichuan Province)
Maroochy	Xiamen (Fujian Province)
Toowoomba	Jiangmen (Guangdong Province)
Townsville	Changshu (Jiangsu Province)
Townsville	Foshan (Guangdong Province)
Townsville	Nanhui District (Shanghai)
Logan City	Xuhui District (Shanghai)
Logan City	Wenling, Taizhou (Zhejiang)

QUEENSLAND CASE STUDIES:

- **HOK Sport Venue Event** is a leading public-facility architecture firm with offices in Brisbane, Singapore, Hong Kong, Auckland, London and the USA. Projects in China include the award-winning Nanjing Sports Park in Jiangsu Province completed for the 2005 China National Games. Their most recent project is the Tianjin XiQing Sports Park, for the 2013 East Asian Games. HOK Sport also assisted the Beijing Government, advising and co-authoring the Beijing 2008 Olympic Bid and providing specialist sports advisory services on the Beijing National Stadium.
- Aquatic equipment made by the Brisbane-based **Anti Wave Australia** company was 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 Ipswich Queensland and Ding Guo in China, as well as Licenses in USA and UK, 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, motorized bulkheads and movable pool floors.

- Mount Tamborine-based cosmetics business, **Jasmin Skincare**, has secured orders in China in 2008 with its range of natural, certified organic skincare products. With assistance from Trade Queensland, Jasmin Skincare's owners and their local distributors are planning to open another seven specialty stores in China and a similar number in Hong Kong during 2009. The company produces and processes in-house at Jasmin Skincare's certified organic farm and manufacturing facilities at the top of Mount Tamborine in the Gold Coast hinterland, and distributes to some 23 countries with their initial export strategy targeting Asia specifically.
- **Gourmet Garden** is based on the Sunshine Coast and produces 14 different fresh herb and spice products which are exported worldwide. The range of long-lasting, tube-packaged fresh herbs and spices has been available in Australian supermarkets for the past nine years. In 2008, with the assistance of Trade Queensland, the company worked to secure space in major Asian grocery retail stores. Gourmet Garden products are already sold in more than 15,000 supermarkets overseas. The company is now concentrating on markets in Hong Kong, Singapore and Malaysia.
- **Indigo Technologies**, has offices in Chongqing (China), Pittsburgh, US and its headquarters are in Brisbane, Australia. The offices are staffed by 14 engineering and administrative personnel. Indigo Technologies installed its first agglomerator in Asia at China Light and Power, Hong Kong in May 2007. It is the first Indigo Agglomerator in the region to showcase advanced systems to remove fine particulates in emission control for coal fired power plants. The company has installed a number of units in Australia and America and this is Indigo Technologies first installation in China, with potential for 15 more in the future.
- Toowoomba-based **Russell Mineral Equipment Pty Ltd** (also known as RME) specialises in identifying opportunities in the mining and mineral processing industries, inventing solutions, and designing and manufacturing mechanical, electrical, electronic, hydraulic and pneumatic systems necessary to provide those solutions. Recognised as a leader in the grinding mill relining technology niche, RME's sales have grown by 400% in four years since 2004. RME's major export markets include Asia, the Pacific and New Zealand, the Americas, and Africa. Exporting contributed 79% of total company revenue in 2007-08. RME started exporting to China in 2008.

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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.