

Queensland's trade with India

Trade relationship

- The International Monetary Fund continues to project strong growth for India, forecasting 7.8 per cent GDP growth for 2011 and 7.5 per cent for 2012.
- India's fast growing population is predominantly young, with 55 per cent of its 1.2 billion people under the age of 25. The size of India's middle class population was estimated by McKinsey in 2007 at 50 million and forecast to grow to 583 million by 2025.
- There is growing demand for buildings that use less water, optimise energy efficiency, conserve natural energy, generate less waste and provide healthier spaces for occupants. The Indian Green Building Council (IGBC) estimates the market for green materials and equipment to be worth over US\$100 billion.
- IGBC has set a target of 5 billion m² in green buildings by 2022.¹
- India is also a target for investment. Indian investment in Queensland has increased in recent years, especially in the acquisition of businesses involved in coal and minerals exploration and development.

Merchandise exports

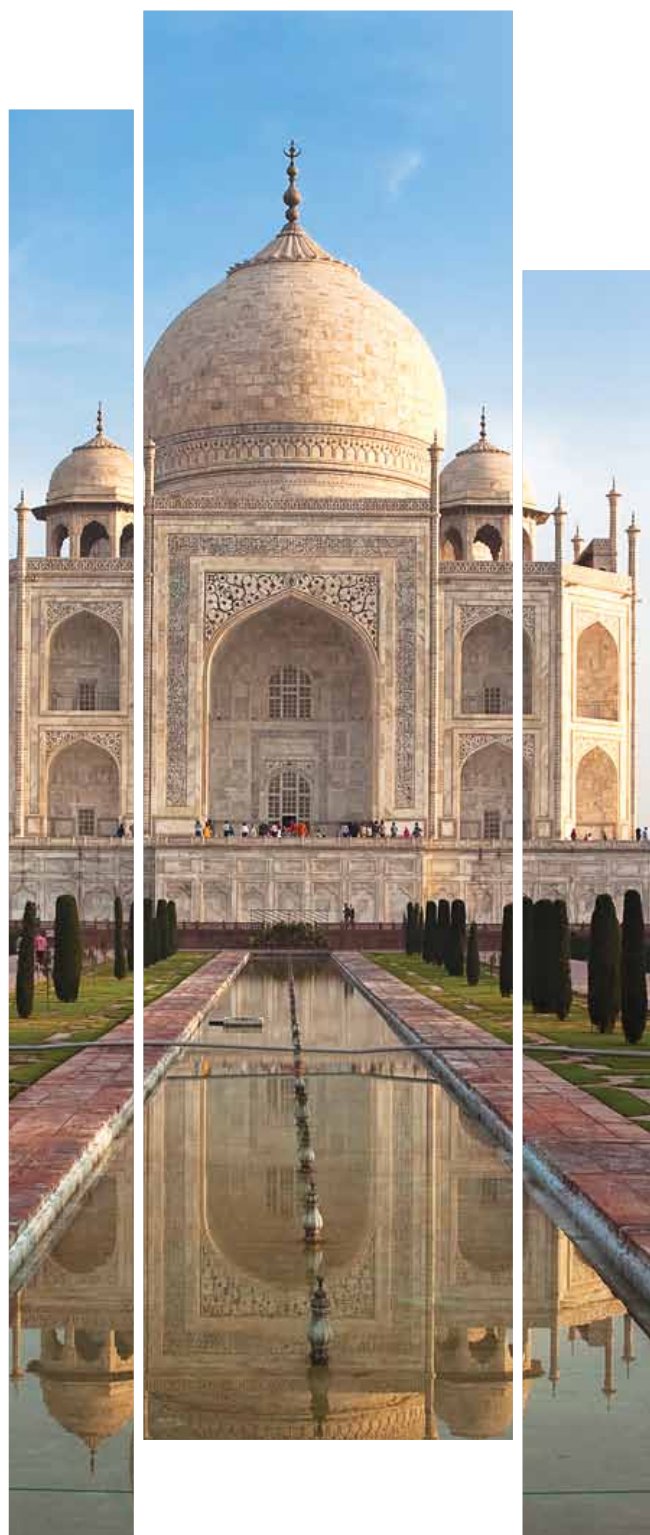
- India is Queensland's third largest merchandise export destination, with merchandise exports totalling \$6.5 billion in 2010–11^P, representing 13.3 per cent of Queensland's total merchandise exports.

Service exports

- In the six months ending June 2011, 10 059 Indian students were enrolled in Queensland educational institutions, confirming India as our second largest source market. The vocational education and training sector had the highest number of enrolments at 7868, followed by the higher education sector at 2012.
- In 2009–10, Australia's services exports to India were valued at \$3.6 billion, representing Australia's fourth largest services market.

¹ Source: Nature Living Organisation (2011). *Ambitious target set to increase green building cover*. Retrieved from www.natureliving.org/?cat=42

^P Preliminary data.



Areas with export potential for Queensland

- Aviation products, training and services
- Clean technologies—water, wastewater management, energy efficiency and green building
- Education and training
- Food and agribusiness
- Health, pharmaceuticals and medical equipment
- Mining equipment, technology and services
- Road and infrastructure
- Sports and events infrastructure and management

Official links

In October 2010, Brisbane and Ipswich signed a three-city sister-city agreement with Hyderabad. This is the first agreement of its kind in the world. The sister city agreement is aimed at further enhancing trade relations between Queensland and India.

Queensland's recent successes in India—a snapshot

Trade and Investment Queensland helped Queensland companies secure \$33.9 million in export sales to India in 2010–11. Examples include:

- The Engine Place, established in the power equipment industry for over 30 years, has achieved the first sale of its own brand MEGAJET equipment to Bharat Earth Movers Limited (BEML), India. This transaction developed from discussions initiated during a visit to Kolkata, India, in November 2010 as part of a Trade and Investment Queensland trade mission to the International Mining and Machinery Exhibition and Conference (IMME) 2010.
- The Australian Retail College signed a Memorandum of Understanding (MoU) to provide technical expertise to GREAT India, a new retail training college based in the city of Hyderabad. This Brisbane-based national company, a specialist in retail training, signed the MoU during the July 2011 Asia Pacific Cities Summit.
- NK Collins Industries Pty Ltd, Australia's largest cypress sawmill and manufacturer, had its first order of cypress arrive in India in August 2011.

Trade and Investment Queensland services

Trade and Investment Queensland provides a range of services to help Queensland companies in the Indian market. These services include:

- providing practical advice on market entry strategies
- providing business-matching services and introductions to potential business partners
- facilitating business meeting programs for Queensland companies visiting the markets
- formulating export strategies to assist Queensland companies in targeted industry sectors to pursue and capture overseas export opportunities
- coordinating outbound trade missions and inbound buyer visits to Queensland
- researching and identifying potential new and emerging markets for Queensland exporters.

Trade and Investment Queensland has an office in India, with representatives in Mumbai and Kolkata. They are supported by a Brisbane team of market specialists and a statewide network of regional export advisors.

Email us at tradeinfo@qld.gov.au or phone 3224 4035 to find out more about exporting to India.