

Queensland's trade with South-East Asia

Trade relationship

- Queensland's two-way merchandise trade¹ with the Association of South-East Asian Nations (ASEAN)² was valued at \$10.2 billion in 2010–11^p, representing 12.5 per cent of Queensland's two-way trade and making ASEAN countries Queensland's third largest merchandise trade partner.
- Foreign direct investment from ASEAN countries into Australia was valued at \$27.5 billion in 2010, a 25.9 per cent increase from 2009.³
- Australian direct investment into ASEAN countries was valued at \$15.4 billion in 2010.

Merchandise exports

- Queensland's merchandise exports to ASEAN were valued at \$3.2 billion in 2010–11^p, representing 6.5 per cent of Queensland's total merchandise exports.
- Among the ASEAN members, Indonesia (\$1.1 billion) and Malaysia (\$771 million) were the two largest merchandise export destinations by value in 2010–11.^p
- Queensland's knowledge-intensive merchandise exports to ASEAN were valued at \$281 million in 2010–11^p, representing 13.1 per cent of Queensland's total overseas knowledge-intensive merchandise exports for the year.
- Queensland's major merchandise exports to ASEAN in 2010–11^p were:

Merchandise exports	Value
Non-ferrous metals	\$658 million
Coal, coke and briquettes	\$262 million
Metalliferrous ores and metal scrap	\$224 million
Meat and meat preparations	\$217 million
Textiles fibres and their waste	\$215 million

Merchandise imports

- Queensland's merchandise imports from ASEAN were valued at \$7 billion, representing 22.9 per cent of Queensland's merchandise imports.

- Queensland's major merchandise imports from ASEAN in 2010–11^p were:

Merchandise imports	Value
Petroleum and petroleum products	\$3748 million
Road vehicles	\$888 million
Miscellaneous manufactured articles	\$154 million
Telecommunications equipment	\$143 million
Office and automatic data processing machines	\$143 million



1 Merchandise trade statistics are sourced from the Australian Bureau of Statistics Foreign Trade unpublished data.

2 Singapore, Malaysia, Thailand, Philippines, Indonesia, Brunei, Vietnam, Laos, Cambodia and Myanmar.

3 Australian Bureau of Statistics, International Investment Position, Australia 2011.

^p Preliminary data

Services exports

- Services exports to ASEAN countries contributed \$8.1 billion to the Australian economy in 2009–10, representing 15.4 per cent of total Australian services exports for the year.
- In 2010, Queensland received 11 030 international student enrolments from ASEAN countries, representing 10.7 per cent of international student enrolments. In the six months to June 2011, Queensland enrolled 8406 students from ASEAN countries, a decline of 2.1 per cent from the same period the previous year.
- For the year ending June 2011, Queensland received 49 000 visitors from Singapore (up 7 per cent on last year), 43 000 from Malaysia (up 2 per cent) and 20 000 from Indonesia (up 11 per cent).

Areas with export potential for Queensland

- Knowledge-based collaboration for the development of innovative products and services
- Green building products, technologies and services
- Infrastructure development—rail, port, water and clean and sustainable energy
- Mining technologies, services and equipment
- Professional services
- Education and training

Official links

- In early 2010, the ASEAN–Australia–New Zealand Free Trade Area (AANZFTA) entered into force. AANZFTA contains regional rules of origin and substantial tariff reduction and elimination commitments, as well as commitments in services, providing benefits to Australian business and improving ties with ASEAN.
- ASEAN represents diverse markets with varying degrees of maturity and sophistication.
- The realisation of the ASEAN Economic Community (AEC) single market in 2015 will translate into the free flow of goods, services and investments, lower business transaction costs and greater regional synergies. It will position ASEAN as a competitive and dynamic player in the global supply chain. McKinsey and Co. has estimated savings of up to 20 per cent in production costs of consumer goods in the region.

Queensland recent successes in South-East Asia—a snapshot

Trade and Investment Queensland helped companies generate over \$450 million in export outcomes in 2010–11:

- Sandersons, based on the Gold Coast, secured a \$130 million design and construction contract for a theme park in Vietnam.
- Yatala-based company ecoKinetics secured a solar project in Thailand.

Trade and Investment Queensland has representation in South-East Asia, which is 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 South-East Asia.