

Queensland's trade with Qatar and the UAE

Trade relationship

- Qatar has one of the highest GDP per capita in the world.
- Qatar is the world's largest exporter of liquefied natural gas (LNG), with sufficient gas reserves to last 300 years, and a significant exporter of oil. High oil prices and the world's third largest natural gas reserves have resulted in more government investment in the extraction of the resources, enabling the Qatar economy to grow despite the global financial crisis.
- Qatar's successful 2022 FIFA World Cup bid will accelerate large-scale developments in transport, tourism and infrastructure.
- The United Arab Emirates (UAE) has maintained a strong trade surplus on the back of high oil revenues. Like in Qatar, the UAE's youthful population (20 per cent under 14 years old) means that knowledge-intensive industries are a strong focus of investment. The UAE will also look to diversify its economy and build manufacturing bases for automobiles and other advanced products.
- The harsh environment and reliance on desalinated water, as well as the introduction of green building codes across both the UAE and Qatar, will provide opportunities in eco-friendly building and water-saving technologies.
- Increasingly transparent business laws and a push to diversify their economies have made Qatar and the UAE easier to enter than ever before. Queensland is in a good position to capitalise on this, with the assistance of the Queensland Government's Trade and Investment Commissioner for the region, based in Abu Dhabi.

Merchandise exports

- Queensland's merchandise exports¹ to Qatar and the UAE were valued in 2010–11^p at \$13 million and \$138 million, respectively.
- Queensland's merchandise exports to the Gulf Corporation Council (GCC) countries totalled \$197 million in 2010–11.^p
- Together, the UAE and Qatar markets accounted for 77 per cent of Queensland's merchandise exports to GCC countries in 2010–11.^p

Services exports

- In 2010, there were 574 student enrolments in Queensland from the UAE and Qatar, representing half of the non-Saudi GCC student enrolments in the year.

Areas with export potential for Queensland

- Construction and infrastructure services (Qatar)
- Education and vocational training (UAE and Qatar)
- Gourmet food (UAE and Qatar)
- Green building and water technologies (UAE)
- Health and medical services (UAE)



¹ Merchandise statistics are sourced from the Australian Bureau of Statistics Foreign Trade unpublished data.

^p Preliminary data

Official links

- The Honourable Anna Bligh, MP, Premier of Queensland, led a trade mission to the UAE in October 2009 and signed a memorandum of understanding (MoU) with the Government of Abu Dhabi, establishing a technical committee under the MoU.
- The Government of Abu Dhabi donated \$30 million to build cyclone-proof community centres after Queensland's natural disasters in early 2011, underscoring the relationship between Queensland and the emirate.
- Maritime Safety Queensland has an MoU with the Abu Dhabi Department of Transport (maritime division).
- Sister city agreements are in place between Brisbane and Abu Dhabi, and the Gold Coast and Dubai.
- UAE Minister for Foreign Affairs, His Highness Sheikh Abdullah bin Zayed Al Nahyan, led a delegation to Australia, including Queensland, in February 2010.

Queensland's recent successes in Qatar and the UAE—a snapshot

- Trade and Investment Queensland has built a strong relationship with the UAE, supporting a number of delegations for trade events, including the Arab Health Conference, Gourmet Food Show and Dubai's BIG 5 Construction Exhibition.
- In 2011, eleven Queensland companies participated in Project Qatar Building and Construction Exhibition in Doha. The Gold Coast based executive recruitment specialist APG Global was among the exhibitors and attracted significant attention. This helped the company consolidate its presence in Qatar and expand into other resource markets.
- ASVIC Engineering and Software had export success in Qatar after exhibiting at the Trade and Investment Queensland booth at Project Qatar.
- The opening round of the V8 Supercars Championship Series was held at the Yas Marina Circuit in Abu Dhabi in February 2011.
- The International Defence Exhibition in February 2011 and the Gourmet Food Show in October 2010 were other major events attended by Queensland companies.

Upcoming events and initiatives

- Wednesday 19 October 2011: Market awareness seminar 'Emerging opportunities in Qatar'
- November 2011: Queensland Government multi-sector trade mission to Qatar, the UAE and Saudi Arabia
- December 2011: Queensland Government trade mission to the UAE focusing on transport infrastructure and intelligent transport systems
- February 2012: Queensland Government trade mission to Saudi Arabia focusing on mining equipment, technology and services

Email Trade and Investment Queensland at tradeinfo@qld.gov.au to find out more about exporting to Qatar and the United Arab Emirates.