

Queensland's trade with the Kingdom of Saudi Arabia

Trade relationship

- Saudi Arabia is an attractive market for Queensland exporters. The majority of its 25 million people are under 25 years of age, and the population growth rate is high. Saudi Arabia meets the majority of its needs and demands through imports, providing lucrative opportunities for exporters. It is also the largest producer of oil in the world.
- Over the next 10 years, the Saudi Government plans to spend approximately US\$80 billion on power generation infrastructure, over US\$100 billion on transport infrastructure (roads, rail, airports and seaports) and over US\$90 billion in the petrochemicals sector.
- There are also plans for significant investments in hospitals, education facilities, water treatment (US\$200 billion over 20 years) and food security initiatives.
- The global economic crisis has had a lesser effect on Saudi Arabia than on other markets, with huge development in the Saudi construction sector. The majority of Australian companies in the Gulf Corporation Council (GCC) are now focusing their efforts on this market.
- The Saudi Government has expressed the desire to see foreign companies establish a presence in the country. As the only Australian state with a representative in Saudi Arabia, Queensland is in an excellent position to capture trade and investment opportunities in the country.
- Saudi Arabia has a young mining industry with proven deposits of bauxites, phosphate, copper, gold and other minerals. This industry offers opportunities for Queensland's mining equipment, technology and services sector.
- The diversification of the Saudi economy, the vast growth of its education, health and agriculture sectors, and the development of its economic cities and other mega-projects all complement Queensland's capabilities.

Merchandise exports

- Queensland's merchandise exports to Saudi Arabia were valued at \$19.3 million in 2010–11.^p
- Queensland's major merchandise exports items in 2010–11^p were:

Merchandise exports	Value
Meat	\$6.9 million
Animal and vegetable materials	\$3.5 million
Fruit and vegetables	\$2.3 million
Cereals	\$1.9 million
Specialised industrial machinery	\$1.1 million

^p Preliminary data

Services exports

- International student enrolments in Queensland from Saudi Arabia grew from 3322 in 2009–10 to 3402 students in 2010–11, a rise of 2.4 per cent.

Areas with export potential for Queensland

- Agribusiness products and services
- Construction and infrastructure products and services
- Education and vocational training
- Mining equipment, technology and services
- Water technologies and services



Official links

- In 2007, Queensland was the first Australian state government to establish representation in Saudi Arabia.
- The Saudi Minister for Water and Electricity led a government delegation to Queensland in November 2010.
- The Honourable Stephen Robertson, MP, led a trade mission to Saudi Arabia in May 2010.

Queensland's recent successes in Saudi Arabia—a snapshot

- Brisbane design company Urban Art Projects (UAP) was commissioned to deliver a total of 16 artworks for the new King Abdullah University of Science and Technology project. The company also designed the university's iconic emblem—a spectacular 60m tall beacon on the edge of the Red Sea.
- Toowoomba-based company Shared Vision Group uses simulators to train and test operators and drivers of heavy earthmoving equipment, trucks and buses. The company recently entered a partnership with a Saudi firm, offering cutting-edge technology and world-class training methodology to the mining, civil engineering and construction industries in Saudi Arabia.
- Sunshine Coast exporter Ritek Building Solutions has successfully signed a partnership deal with a Saudi firm to build affordable ecologically sustainable housing communities in Saudi Arabia.
- Queensland agribusiness exporter Blue Ribbon Seeds has been selling pulses and seeds to Saudi Arabia since 2000.

Upcoming opportunities and initiatives

- Wednesday 19 October 2011: Market awareness seminar 'Mining equipment, technologies and services to Saudi Arabia: the kingdom of gold'
- Wednesday 19 October 2011: Market awareness seminar 'Emerging opportunities in Qatar'
- November 2011: Queensland Government multi-sector trade mission to Saudi Arabia, Qatar and the United Arab Emirates
- December 2011: Queensland Government trade mission to the United Arab Emirates 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 the Kingdom of Saudi Arabia.