

Queensland's trade with Latin America

Trade relationship

- Latin America¹ is one of Queensland's key emerging trade regions.
- Two-way merchandise trade² with Latin America was valued at \$2.448 billion in 2010–11.^P
- The Australia–Chile Free Trade Agreement entered into force on 6 March 2009.

Merchandise exports

- Queensland's merchandise exports³ to Latin America were valued at \$1.613 billion in 2010–11^P, representing 49.4 per cent of Australia's total overseas merchandise exports to the region.
- Merchandise exports to Brazil were valued at \$1.048 billion in 2010–11^P, making Brazil Queensland's largest merchandise export market in Latin America and the ninth largest in the world.
- Knowledge-intensive merchandise exports to Latin America were valued at \$76.7 million in 2010–11.^P
- Queensland exports of mining equipment, technology and services (METS)³ to Latin America were valued at \$181 million in 2008–09, including \$87 million to Chile and \$42 million to Brazil, representing 17 per cent of Queensland's total overseas exports of METS for the year.
- Queensland's major merchandise exports to Latin America in 2010–11^P were:

Merchandise exports	Value
Coal, coke and briquettes	\$976 million
Meat and meat preparations	\$55 million
Metalliferous ores and metal scrap	\$45 million
Specialised industrial machinery	\$22 million
Electrical machinery and appliances	\$17 million

¹ Comprises Argentina, Brazil, Bolivia, Chile, Colombia, Ecuador, Paraguay, Peru, Uruguay, Venezuela and Mexico.

² Australian Bureau of Statistics Foreign Trade unpublished data.

³ Australian Bureau of Agricultural and Resource Economics, Bureau of Rural Sciences (2010), *An economic survey of companies in the Australian mining technology services and equipment sector, 2006–07 to 2008–09*, Research Report 10.07.

^P Preliminary data.

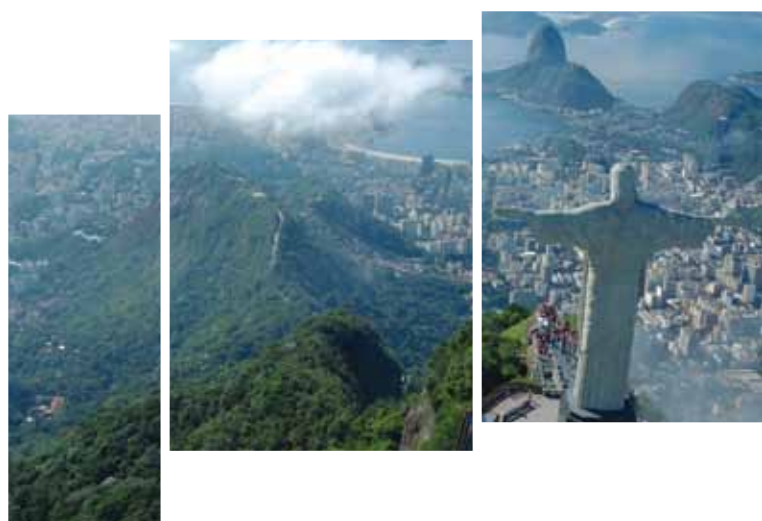
Merchandise imports

- Queensland's merchandise imports² from Latin America totalled \$835 million⁴ in 2010–11^P, representing 2.5 per cent of Queensland's total overseas merchandise imports.
- Queensland's major merchandise imports from Latin America in 2010–11^P were:

Merchandise imports	Value
Non-ferrous metals	\$225 million
Road vehicles	\$112 million
Feed stuff for animals	\$60 million
Beverages	\$58 million
Chemical materials and products	\$43 million
Specialised industrial machinery	\$33 million

Services exports

- In 2009–10, services exports from Australia to Latin America were valued at \$1.5 billion, an increase of 13.6 per cent from 2008–09.
- During the period January to July 2011, Queensland received 5912 Latin American student enrolments, representing 8.5 per cent of Queensland's total international student enrolments. Students from Brazil accounted for 49.6 per cent of Queensland's total enrolments from the Latin American region.



Areas with export potential for Queensland

- Agribusiness
- Education and vocational training
- Mining equipment, technology and services
- Research opportunities associated with energy and clean technologies
- Sports equipment and services
- Telecommunications
- Transport infrastructure development (rail, airports and ports)

Official links

- The Trade and Investment Queensland office in Santiago, Chile, opened in late 2011. The Queensland Government will expand its representation in Latin America by establishing a presence in Brazil in 2011.
- In April 2010, the Honourable Andrew Fraser, MP, Deputy Premier, Treasurer and Minister for State Development and Trade, led a trade mission of 30 Queensland companies to Chile, Peru, Brazil and Colombia. Two Statements of Intent (SOI) were signed with the governments of Peru and Colombia, respectively, for further collaboration in mining, tourism and trade relations.
- Queensland has developed a strategic relationship with the key regional government of the state of Minas Gerais in Brazil. The agreement, initially signed in 2008, was renewed in April 2010.
- In April 2010, the Queensland Government announced a \$45 000 commitment to support scholarships to encourage more Queensland students to undertake studies in Colombia.
- Queensland also has Statements of Intent with the governments of Antofagasta, Chile, Antioquia and Colombia, for further cooperation in the mining sector.

Queensland's recent successes in Latin America—a snapshot

- In 2010–11, Trade and Investment Queensland helped Queensland firms secure \$92.3 million in exports to Latin American markets.
- NOJA Power, Queensland's 2009 Exporter of the Year, has continued to achieve success in Latin American markets, supplying energy equipment to companies across the region.
- Austin Engineering has strengthened its presence in the region with the completion of a new facility in Antofagasta, Chile.
- Jaws Buckets and Attachments continues to expand its exports to Latin America, particularly of its specialised attachments for machinery in the mining, construction and quarrying industries.

Trade and Investment Queensland has representation in Santiago, Chile, 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 Latin America.