

A GUIDE TO DOING BUSINESS WITH AUSTRALIA



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

towards full-scale industrialisation and inclusive growth

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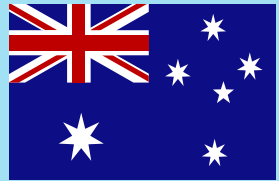
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Introduction

The Australian continent is the Earth's biggest island and the sixth-biggest country in the world in terms of land area. Australia is the only nation to govern an entire continent. Today, Australia is a stable, democratic, culturally diverse nation with a skilled workforce and strong, competitive economy. With a spectacular natural environment, high quality of life and great diversity. Australia is a sought-after destination for international tourists. It has 10% of the world's biodiversity and a great number of its native plants and animals exist nowhere else on Earth. Australia is home to one of the world's oldest living cultures, with Aboriginal communities established nearly 60 000 years before European settlement.

Australia is one of the world's most multicultural countries, rich in indigenous and immigrant cultures. It is a successful and prosperous nation, ranked second in the United Nations Development Programme's Human Development Report 2014.

A N



CORAL SEA

GREAT AUSTRALIAN BIGHT

OCEAN

TASMAN SEA

Australia's foreign and trade policy is focused on promoting security and long-term prosperity. It seeks to protect and advance the country's national interests in a rapidly changing environment, while supporting a stable global order. A commitment to multilateralism, in particular the United Nations, is a central tenet of Australian foreign policy. Australia has been integrally involved in global efforts to build peace and security for decades, just as it has in promoting global trade and investment liberalisation.

Australia's alliance with the United States remains an enduring priority, as does comprehensive engagement with key countries in the Indo-Pacific such as China, India, Indonesia and Japan.

Country at a glance

| | |
|---|-------------------------------|
| Population | 23.6 million (December 2014) |
| Languages | English |
| Capital | Canberra |
| Time Zone - AEST (Australian Eastern Standard Time) | GMT + 10 hours |
| Flight for South Africa | Direct flights from Australia |
| Form of government | Constitutional monarchy |
| Total GDP | 1.62 US\$ trillion (2015) |
| Inflation | 1.30% (May 2016) |
| Currency | Australian Dollar |
| Dollar exchange rate | A\$1 = US\$0.7229 (May 2016) |

Government

The Commonwealth of Australia is a federation of six states (New South Wales, Victoria, Queensland, South Australia, Western Australia and Tasmania), two internal territories (Northern Territory and the Australian Capital Territory) and a number of minor external territories.

A written Constitution divides power between the central Federal Parliament, located in Canberra in the Australian Capital Territory, and the eight state and territory parliaments. The Constitution gives the Federal Parliament the power to make laws relevant to foreign investment, including those concerning corporations, taxation, trade and commerce, communications, banking, insurance, bankruptcy and insolvency, intellectual property, immigration and industrial disputes. Each state has legislative power to make any laws it desires, except in relation to a few matters reserved to the Federal Parliament. Federal law prevails over state or territory law to the extent of any inconsistency. Any foreign investment proposal must comply with both federal law and the law of the state or territory in which the investment is located. In some cases, local government law is also relevant, particularly in relation to planning and building approvals.

Public holidays

Australia has 12 public holidays a year, including New Year's Day, Australia Day and Anzac Day.

Public holidays 2017

| | |
|--------------|--------------------------|
| 1 January | New Year's Day |
| 2 January | New Year's Day holiday |
| 26 January | Australia Day |
| 13 March | Canberra Day |
| 14 April | Good Friday |
| 15 April | Easter Saturday |
| 17 April | Easter Monday |
| 25 April | Anzac Day |
| 12 June | Queen's Birthday |
| 25 September | Family and Community Day |
| 2 October | Labour Day |
| 25 December | Christmas Day |
| 26 December | Boxing Day |

Geography And Climate

Australia is an island continent and the world's sixth-largest country (7,682,300km²). Lying between the Indian and Pacific oceans, the country is approximately 4,000km from east to west and 3,200km from north to south, with a coastline 36,735km long.

Canberra is Australia's capital city. It has a population of approximately 320,000 people and is situated in the Australian Capital Territory. Canberra is roughly halfway between the two largest cities, Melbourne and Sydney. Australia has 19 listed World Heritage properties. It is also famous for its landmark buildings, including the Sydney Harbour Bridge, its ancient geology, as well as for its high country.

The majority of Australia experiences temperate weather for most of the year. The northern states of Australia are typically warm, with the southern states experiencing cool winters, but rarely sub-zero temperatures. Snow falls on the higher mountains during the winter months, enabling skiing in southern New South Wales and Victorian

ski resorts, as well as the smaller resorts in Australia's island state, Tasmania.

Visa Requirements

Australia welcomes millions of overseas visitors each year. Anyone who is not an Australian citizen needs a valid visa to enter and spend time in Australia. There are different visas for family and skilled migrants, tourists, business people, sports people, students and others. Many visas can be applied for online, and the Electronic Travel Authority can be applied for through travel agents and airlines. New Zealanders are granted an electronic visa on arrival in Australia. Website: www.border.gov.au

Economic Overview

Australia's economy is consistently ranked among the strongest of advanced economies in the Organisation for Economic Co-operation and Development. It is the world's twelfth largest economy and a top-performing nation on almost every measure of excellence, from health

to wealth, and from ease of doing business to educational attainment. With low unemployment, low inflation and a highly skilled workforce, and with strong links with the fastest-growing region in the world, the Indo-Pacific, Australia's economy is set to prosper well into the future.

Australia's foreign and trade policy promotes its security and long-term prosperity. It seeks to protect and advance its national interests in a rapidly changing environment, while supporting a stable global order. Australia has been integrally involved in global efforts to build peace and security for decades, just as it has in promoting global trade and investment liberalisation. Australia is a good international citizen, helping in times of crisis and supporting economic development in its region.

Australia is known as one of the great agricultural, mining and energy producers, and has one of the world's most open and varied economies, with a highly educated workforce and an extensive services sector. Underpinning Australia's strong economy is its open





and transparent trade and investment environment, business-friendly regulatory approach and its trade and economic links with emerging economies, particularly in Asia. Australia's economy is considered one of the strongest, most stable and diverse in the world. In 2016, Australia entered its 25th year of uninterrupted annual economic growth averaging 3.4% a year. The services sector is the largest part of the Australian economy, accounting for about three-quarters of gross domestic product (GDP) and four out of five jobs. Australia is an important and growing financial centre, with a sophisticated financial services sector and strong regulation. A continuing process of reform to further open the economy and strengthen its competitiveness has been a key ingredient of Australia's success.

- **Australia's industry sectors**

The Australian and New Zealand Standard Industry Classification (ANZSIC) is the industry classification system used by the Australian Bureau of Statistics. There are 19 ANZSIC industry divisions.

1. Agriculture, Forestry and Fishing
2. Mining
3. Manufacturing
4. Construction
5. Electricity, Gas, Water and Waste Services
6. Wholesale Trade
7. Retail Trade
8. Transport, Postal and Warehousing
9. Information, Media and Telecommunications
10. Rental, Hiring and Real Estate Services
11. Professional, Scientific and Technical Services
12. Administrative and Support Services
13. Financial and Insurance Services
14. Public Administration and Safety
15. Education and Training
16. Health Care and Social Assistance
17. Accommodation and Food Services
18. Arts and Recreation Services
19. Other Services

- **Australia's Growth Sectors (2015)**
 1. Food and Agribusiness
 2. Mining Equipment, Technology and Services
 3. Oil, Gas and Energy Resources
 4. Advanced Manufacturing
 5. Medical Technologies and Pharmaceuticals

- **Trade at a Glance (2014/15)**
 - The value of total trade in goods and services decreased 1,5% to \$660.0 billion.
 - In volume terms, total trade increased 3,3% in 2014-15 compared with 2013-14
 - The trade balance recorded a trade deficit of \$22.6 billion in 2014-15, a rise of \$14.7 billion on the deficit of \$7.8 billion in 2013-14.
 - The value of exports decreased 3,8% to \$318.7 billion.
 - Export volumes increased 6,6%.
 - The value of imports increased 0,7% to \$341.3 billion.
 - Import volumes increased 0,1%.

China was Australia's largest individual two-way goods and services trading partner in 2014-15, accounting for 22,7% (\$149.8 billion) of total trade. Japan was the second-largest trading partner, accounting for 10,3% (\$67.7 billion) followed by the United States (US), accounting for 9,8% (\$64.6 billion).

China was Australia's largest export market, accounting for 28,3% (\$90.3 billion) of total exports in 2014-15. Japan was Australia's second-largest export market (\$46.6 billion) and the US the third-largest market (\$20.5 billion).

China was Australia's largest import source, accounting for 17,4% (\$59.5 billion) of total imports in 2014-15. The US was Australia's second-largest import source (\$44.1 billion) and Japan the third largest (\$21.1 billion).

Australia's Main Export and Imports (Goods and Services) - 2014/15

| | Exports | Imports |
|-----------|---|--|
| 1 | Iron ores and concentrates | Personal travel (excluding education) services |
| 2 | Coal | Passenger motor vehicles |
| 3 | Education-related travel services | Refined petroleum |
| 4 | Natural gas | Crude petroleum |
| 5 | Personal travel (excluding education) services | Telecom equipment and parts |
| 6 | Gold | Freight transport services |
| 7 | Crude petroleum | Computers |
| 8 | Beef | Medicaments (including veterinary) |
| 9 | Aluminium ores and concentrates (including alumina) | Passenger transport services |
| 10 | Wheat | Goods vehicles |

Free Trade Agreements (FTAs)

www.dfat.gov.au/trade/agreements/pages/trade-agreements.aspx

FTAs are international treaties that reduce barriers to trade and investment. Australia's FTAs, both with individual countries and groups of countries, provide:

- better Australian access to important markets
- an improved competitive position for Australian exports
- more prospects for increased two-way investment
- reduced import costs for Australian businesses and consumers alike

FTAs in Force:

1. ASEAN-Australia-New Zealand FTA
2. Australia-Chile FTA
3. Australia-New Zealand Closer Economic Relations
4. Australia-United States FTA
5. Japan-Australia Economic Partnership Agreement

6. Korea-Australia FTA
7. Malaysia-Australia FTA
8. Singapore-Australia FTA
9. Thailand-Australia FTA
10. China-Australia FTA

FTA negotiations concluded

1. Trans-Pacific Partnership Agreement

FTAs under negotiation

2. Australia-Gulf Cooperation Council (GCC) FTA
3. Australia-India Comprehensive Economic Cooperation Agreement
4. Environmental Goods Negotiations
5. Indonesia-Australia Comprehensive Economic Partnership Agreement
6. Pacific Agreement on Closer Economic Relations (PACER) Plus
7. Regional Comprehensive Economic Partnership
8. Trade in Services Agreement

Security

The Australian Government and state and territory government legislation exists to protect consumers, the environment and community, as well as to promote fair trading and competition. These laws govern how businesses interact with their suppliers, customers and other businesses. They also outline the rights of businesses and business owners when conflicts arise.

www.austrade.gov.au

Doing business

- **Business culture**

Australia's business sector operates under a well-established corporate governance framework and ranks highly for oversight, ethics and values, health, safety and environmental concerns, productivity and efficiency, attracting highly skilled people, stock market efficiency, financial management and financial sector regulation. Australia's financial regulatory environment is recognised as one of the best in the world for promoting stability and certainty and its banks are well-managed and profitable.

- **Language**

English is recognised as the official language in Australia.

- **Business Hours**

9am to 5pm

- **Meetings**

When doing business in Australia, meeting etiquette requires a handshake and exchange of business cards. Australian business culture is strict on punctuality and meeting one's commitments. Australians will only confirm a meeting time if there is a need to meet, otherwise they will refer to their website for detailed information. It is advisable to schedule a meeting time via e-mail well in advance. Australians enjoy good detailed conversation during meetings and always prefer the meeting to be on the relevant topic. When the meeting is finished, they may discuss a variety of topics and close the meeting on time with a handshake.

- **Building Business Relationships**

Doing business in Australia involves building relationships.

Australians are at ease doing business with those who they know and have met a few times.

- **Investment Climate**

The Australian Government welcomes productive foreign direct investment. It has helped build Australia's economy and contributes to economic growth, innovation and prosperity. To protect Australia's interests while maximising investment flows, certain foreign acquisitions of Australian shares and assets are reviewed by the Australian Foreign Investment Review Board (FIRB). Most foreign investment proposals are approved. Once approved, foreign investors are generally treated the same as domestic investors under Australia's laws.

www.austrade.gov.au/Invest/Doing-business-in-Australia/Investor-Guide/Investing-in-Australia

- **Customs Clearance**

There is no requirement for companies or individuals to hold an import licence. However, depending on the nature of the commodity, and regardless of value, owners may need to obtain permits to facilitate clearance of goods. Some, not all, of the goods require permits. There is no central body in Australia to assist with importing, however, the Department of Immigration and Border Protection (DIBP), Austrade and the Australian Institute of Export (AIEX) can assist.

www.border.gov.au/Trav/Impo

- **Duties and taxes**

Customs duty is levied on most goods imported into Australia for domestic consumption. Rates are determined by the tariff classification contained in the Customs Tariff Act 1995 (Cth). In general, customs duty is assessed on an ad-valorem basis, meaning the duty is based on the value of the imported goods. It is important to be aware that classification for customs duty purposes is a difficult matter and, therefore, expert advice should be sought.

Goods and Services Tax (GST) also applies to most imported goods at 10% of the value of the taxable importation. The taxable importation is the sum of the customs value, any duty payable, the amount paid or payable to transport the goods to Australia and to insure the goods for that transport, and any Wine Equalisation Tax payable. Currently, GST is not levied on most overseas purchases valued at \$1,000 or less. However, it is proposed that this GST-free threshold be abolished from 1 July 2017.

- **Quarantine**

Australia is one of the few countries in the world that is free of the most serious pests and diseases. Australia's reputation as an exporter of high quality, clean agricultural produce depends largely on the absence of these blights. The introduction of exotic pests and diseases could have serious environmental and economic consequences for Australia. To protect human health and Australia's agriculture and tourism industries as well as its unique environment, Australia has stringent quarantine requirements. All

people, mail, cargo and vessels are screened before entering the country. Travellers to Australia must declare anything made from plants or animals, including meat, dairy or other animal products, wooden articles, fruit, vegetables, seeds, nuts and live animals. The penalties for breaching Australia's quarantine laws include hefty fines or imprisonment.

www.border.gov.au/Trav/Ente/Brin

Australia's Relations with Southern Africa

Australia has longstanding and friendly bilateral relationships with the countries of Southern Africa. Australia has several Memorandums of Understanding (MoU) and bilateral agreements with its African partners, including:

- MoU between Australia and the Southern African Development Community, SADC
- MoU between Australia and Mozambique
- Plan of Action between Australia and Botswana

- MoU between Australia and South Africa

Australia and South Africa also cooperate in several multilateral trade and economic forums. South Africa is the only African member of the Cairns Group, which is chaired by Australia. South Africa and Australia also cooperate in the context of the G20, where they co-chair the Working Group on the reform of the International Monetary Fund. Australia-South Africa has also signed a film co-production treaty.

Australia/South Africa Economic Factsheet

| Australian merchandise trade with South Africa, 2015 | A\$m | Total Share | Rank | Growth (yoy) |
|--|-------|-------------|------------------|--------------|
| Exports to South Africa | 1,267 | 0.5% | 22 nd | 2.8% |
| Imports from South Africa | 1,191 | 0.4% | 28 th | 29.9% |
| Total merchandise trade (exports + imports) | 2,458 | 0.5% | 27 th | 14.3% |

- Includes \$475m of confidential items, 37% of total exports

| Major Australian exports, 2015 | A\$m | Major Australian imports, 2015 | A\$m |
|--|-------------|---------------------------------------|-------------|
| Aluminium ores and conc (incl alumina) | 114 | Passenger motor vehicles | 560 |
| Coal | 113 | Gold | 48 |
| Wheat | 35 | Specialised machinery and parts | 26 |
| Meat (excl beef), f.c.f. | 29 | Other ores and concentrates | 22 |

| Australia's trade in services with South Africa, 2015 | A\$m | Total share | Rank | Growth (yoy) |
|--|-------------|--------------------|------------------|---------------------|
| Exports of services to South Africa | 232 | 0.5% | 31 st | -12.9% |
| Imports of services from South Africa | 509 | 0.7% | 26 th | 0.0% |

| Major Australian services exports, 2015 | A\$m | Major Australian services imports, 2015 | A\$m |
|---|------|---|------|
| Personal travel excluding education | 106 | Personal travel excluding education | 306 |
| Transport | 80 | Transport | 102 |

| Australia's investment relationship with South Africa, 2015 (A\$m) | Total | FDI |
|--|-------|-------|
| Australia's investment in South Africa | 4,298 | 1,138 |
| South Africa's investment in Australia | 5,400 | 2,686 |

Source:

Country Economic Fact Sheet, Department of Foreign Affairs and Trade, Australia

- a. *Merchandise trade data is based on published and unpublished Australian Bureau of Statistics data. May exclude confidential items of trade. Total may not add up due to rounding, Investment data is stocks as at end of December.*

Opportunities for South African Companies

South Africa, in addition to the existing exports, could diversify to capture a share of the Australian import market. This will be in line with South Africa's policy of promoting value-added products, including those from small enterprises engaged in the manufacturing of such items. The table on the following page shows the products that offer a huge market in Australia, as the country is the importer of these products. South African manufacturers should concentrate on and take advantage of this huge market. The table indicates the percentage growth of various products from 2013/14 to 2014/15 and hence it would be advisable that South African manufacturers try to concentrate on these products.

Below is the list of Australian imports that are opportunities for South African manufacturers/producers.

Australia's Major Merchandise Imports Rank, Value And Growth (a) (b) (A\$ million)

| | | | | | | | % growth | |
|-------------------|------|-------------------------------|---------|---------|---------|---------|--------------------|--------------|
| Rank | SITC | Commodity | 2012-13 | 2013-14 | 2014-15 | % share | 2013-14 to 2014-15 | 5 year trend |
| Total commodities | | | 236,243 | 252,200 | 256,456 | 100.0 | 1.7 | 4.8 |
| 1 | 781 | Passenger motor vehicles | 17,330 | 17,834 | 18,708 | 7.3 | 4.9 | 5.4 |
| 2 | 334 | Refined petroleum | 16,844 | 19,203 | 18,074 | 7.0 | -5.9 | 13.1 |
| 3 | 333 | Crude petroleum | 20,187 | 21,590 | 14,704 | 5.7 | -31.9 | 0.8 |
| 4 | 764 | Telecom equipment & parts | 8,921 | 9,069 | 11,044 | 4.3 | 21.8 | 8.2 |
| 5 | 752 | Computers | 6,650 | 7,108 | 8,046 | 3.1 | 13.2 | 4.8 |
| 6 | 542 | Medicaments (incl veterinary) | 8,021 | 7,673 | 7,076 | 2.8 | -7.8 | -1.6 |

| | | | | | | | | |
|----|-----|-------------------------------------|-------|-------|-------|-----|-------|-------|
| 7 | 782 | Goods vehicles | 7,698 | 6,055 | 6,123 | 2.4 | 1.1 | 1.3 |
| 8 | 741 | Heating & cooling equipment & parts | 2,596 | 3,950 | 4,241 | 1.7 | 7.4 | 16.0 |
| 9 | 821 | Furniture, mattresses & cushions | 2,929 | 3,436 | 3,932 | 1.5 | 14.4 | 8.7 |
| 10 | 971 | Gold | 5,169 | 4,767 | 3,772 | 1.5 | -20.9 | -11.5 |
| 11 | 723 | Civil engineering equipment & parts | 4,639 | 2,877 | 3,740 | 1.5 | 30.0 | 2.1 |
| 12 | 874 | Measuring & analysing instruments | 2,741 | 3,012 | 3,316 | 1.3 | 10.1 | 5.1 |
| 13 | 778 | Electrical machinery & parts, nes | 2,567 | 2,883 | 3,186 | 1.2 | 10.5 | 6.3 |

| | | | | | | | | |
|----|-----|-------------------------------------|-------|-------|-------|-----|-------|------|
| 14 | 743 | Pumps (excl liquid pumps) & parts | 2,952 | 3,687 | 3,157 | 1.2 | -14.4 | 7.5 |
| 15 | 679 | Tubes & pipes of iron or stell | 2,002 | 2,260 | 3,055 | 1.2 | 35.2 | 20.2 |
| 16 | 893 | Plastic articles, nes | 2,189 | 2,603 | 2,893 | 1.1 | 11.1 | 8.7 |
| 17 | 691 | Iron, steel, aluminium structures | 2,356 | 2,409 | 2,891 | 1.1 | 20.0 | 33.4 |
| 18 | 894 | Prams, toys, games & sporting goods | 2,301 | 2,649 | 2,880 | 1.1 | 8.7 | 2.1 |
| 19 | 784 | Vehicle parts & accessories | 2,842 | 2,835 | 2,839 | 1.1 | 0.1 | 3.3 |
| 20 | 775 | Household-type equipment, nes | 2,318 | 2,620 | 2,824 | 1.1 | 7.8 | 7.3 |
| 21 | 541 | Pharm products (excl medicaments) | 2,384 | 2,385 | 2,718 | 1.1 | 14.0 | 9.5 |

| | | | | | | | | |
|----|-----|---------------------------------------|-------|-------|-------|-----|------|------|
| 22 | 744 | Mechanical handling equip & parts | 2,514 | 2,724 | 2,633 | 1.0 | -3.4 | 12.6 |
| 23 | 872 | Medical instruments (incl veterinary) | 1,963 | 2,279 | 2,611 | 1.0 | 15.5 | 7.2 |
| 24 | 699 | Manufactures of base metal, nes | 2,045 | 2,426 | 2,558 | 1.0 | 5.4 | 6.8 |
| 25 | 625 | Rubber tyres, treads & tubes | 2,974 | 2,626 | 2,505 | 1.0 | -4.6 | 3.7 |
| 26 | 845 | Other textile clothing | 1,916 | 2,306 | 2,501 | 1.0 | 8.4 | 8.7 |
| 27 | 728 | Specialised machinery & parts | 2,139 | 2,078 | 2,491 | 1.0 | 19.9 | 6.0 |
| 28 | 098 | Edible products & preparations, nes | 1,908 | 2,113 | 2,366 | 0.9 | 12.0 | 9.3 |

| | | | | | | | | |
|----|-----|---------------------------------|-------|-------|-------|-----|------|------|
| 29 | 899 | Misc manufactured articles, nes | 1,779 | 2,063 | 2,237 | 0.9 | 8.4 | 7.6 |
| 30 | 761 | Monitors, projectors & TVs | 1,872 | 1,880 | 2,055 | 0.8 | 9.3 | -8.6 |
| 31 | 751 | Office machines | 1,728 | 1,975 | 2,000 | 0.8 | 1.2 | -0.1 |
| 32 | 851 | Footwear | 1,498 | 1,729 | 1,958 | 0.8 | 13.3 | 9.0 |
| 33 | 772 | Electrical circuits equipment | 1,719 | 1,843 | 1,914 | 0.7 | 3.8 | 4.0 |
| 34 | 747 | Taps, cocks & valves | 1,456 | 1,836 | 1,879 | 0.7 | 2.3 | 12.8 |
| 35 | 562 | Fertilisers (excl crude) | 1,575 | 1,677 | 1,868 | 0.7 | 11.4 | 9.8 |
| 36 | 112 | Alcoholic beverages | 1,491 | 1,699 | 1,743 | 0.7 | 2.6 | 8.0 |

| | | | | | | | | |
|----|-----|------------------------------------|-------|-------|-------|-----|------|------|
| 37 | 842 | Women's clothing (excl knitted) | 1,395 | 1,643 | 1,740 | 0.7 | 5.9 | 9.3 |
| 38 | 641 | Paper & paperboard | 1,746 | 1,753 | 1,737 | 0.7 | -0.9 | -2.2 |
| 39 | 553 | Perfumery & cosmetics (excl soap) | 1,311 | 1,560 | 1,668 | 0.7 | 7.0 | 6.2 |
| 40 | 773 | Electrical distributing equipment | 1,501 | 1,442 | 1,581 | 0.6 | 9.6 | 11.1 |
| 41 | 658 | Made-up textile articles, nes | 1,130 | 1,331 | 1,502 | 0.6 | 12.8 | 10.0 |
| 42 | 713 | Internal combustion piston engines | 1,436 | 1,522 | 1,472 | 0.6 | -3.3 | 2.6 |
| 43 | 776 | Electronic integrated circuits | 1,215 | 1,184 | 1,443 | 0.6 | 21.9 | -5.8 |

| | | | | | | | | |
|----|-----|--------------------------------------|-------|-------|-------|-----|------|------|
| 44 | 582 | Plastic plates, sheets & film | 1,103 | 1,281 | 1,377 | 0.5 | 7.5 | 5.1 |
| 45 | 714 | Non-electric engines & motors | 975 | 1,198 | 1,343 | 0.5 | 12.1 | -3.0 |
| 46 | 682 | Copper | 1,315 | 1,264 | 1,303 | 0.5 | 3.1 | 4.4 |
| 47 | 745 | Non-electrical machinery & parts | 1,107 | 1,304 | 1,294 | 0.5 | -0.8 | 4.7 |
| 48 | 598 | Misc. chemical products, nes | 913 | 1,186 | 1,293 | 0.5 | 9.0 | 8.9 |
| 49 | 831 | Travel goods, bags & like containers | 974 | 1,117 | 1,288 | 0.5 | 15.3 | 11.8 |
| 50 | 879 | Jewellery | 1,017 | 1,208 | 1,267 | 0.5 | 4.9 | 4.3 |
| 51 | 841 | Men's clothing (excl knitted) | 979 | 1,138 | 1,263 | 0.5 | 11.0 | 9.0 |

| | | | | | | | | |
|----|-----|-------------------------------------|-------|-------|-------|-----|-------|------|
| 52 | 642 | Paper & paperboard, cut to size | 917 | 1,086 | 1,218 | 0.5 | 12.2 | 9.4 |
| 53 | 813 | Lighting fixtures & fittings | 817 | 1,007 | 1,203 | - | - | - |
| 54 | 716 | Rotating electric plant & parts | 1,680 | 1,574 | 1,129 | 0.4 | -28.3 | 3.2 |
| 55 | 785 | Motorcycles & cycles | 1,038 | 1,139 | 1,121 | 0.4 | -1.6 | 3.4 |
| 56 | 771 | Electric power machinery & parts | 1,067 | 1,027 | 1,117 | 0.4 | 8.8 | 0.7 |
| 57 | 791 | Railway vehicles (incl hovertrains) | 1,191 | 1,473 | 1,109 | 0.4 | -24.7 | 13.0 |
| 58 | 742 | Pumps for liquids & parts | 883 | 1,135 | 1,078 | 0.4 | -5.0 | 7.1 |

| | | | | | | | | |
|----|-----|---------------------------------------|-------|-------|-------|-----|-------|-------|
| 59 | 522 | Inorganic chemical elements | 1,227 | 1,031 | 1,059 | 0.4 | 2.8 | 7.8 |
| 60 | 892 | Printed matter | 958 | 1,038 | 1,057 | 0.4 | 1.9 | 0.5 |
| 61 | 515 | Organo-inorganic compounds | 1,208 | 1,014 | 1,024 | 0.4 | 0.9 | -13.2 |
| 62 | 721 | Agric machinery excl tractors & parts | 963 | 935 | 1,021 | 0.4 | 9.2 | 2.4 |
| 63 | 684 | Aluminium | 724 | 847 | 1,010 | 0.4 | 19.3 | 2.7 |
| 64 | 898 | Musical instruments & parts | 928 | 988 | 997 | 0.4 | 1.0 | -3.4 |
| 65 | 793 | Ships & boats (incl hovercraft) | 1,860 | 1,433 | 968 | 0.4 | -32.5 | 2.0 |
| 66 | 048 | Cereal preparations | 727 | 879 | 933 | 0.4 | 6.1 | 12.2 |

| | | | | | | | | |
|----|-----|--------------------------------------|-----|-----|-----|-----|------|------|
| 67 | 884 | Optical goods, nes | 709 | 803 | 928 | 0.4 | 15.6 | 9.0 |
| 68 | 748 | Transmission shafts & parts | 846 | 822 | 878 | 0.3 | 6.8 | 0.6 |
| 69 | 248 | Wood, simply worked | 601 | 694 | 862 | 0.3 | 24.3 | 5.3 |
| 70 | 057 | Fruit & nuts | 581 | 743 | 861 | 0.3 | 15.8 | 10.3 |
| 71 | 081 | Animal feed | 688 | 759 | 860 | 0.3 | 13.4 | 8.9 |
| 72 | 844 | Women's clothing, knitted | 663 | 797 | 853 | 0.3 | 7.1 | 11.5 |
| 73 | 697 | Household equip of base metal, nes | 728 | 785 | 850 | 0.3 | 8.3 | 6.4 |
| 74 | 695 | Hand or machine tools | 751 | 773 | 832 | 0.3 | 7.6 | 4.3 |
| 75 | 786 | Trailers, semi-trailers & containers | 756 | 885 | 825 | 0.3 | -6.8 | 12.9 |

| | | | | | | | | |
|----|-----|---|-----|-----|-----|-----|------|------|
| 76 | 122 | Tobacco, manufactured | 348 | 636 | 801 | 0.3 | 26.0 | 44.0 |
| 77 | 774 | Medical electro diagnostic apparatus | 660 | 723 | 801 | 0.3 | 10.9 | 4.6 |
| 78 | 591 | Insecticides, herbicides, disinfectants | 617 | 825 | 800 | 0.3 | -3.0 | 11.3 |
| 79 | 575 | Other primary plastics | 582 | 712 | 775 | 0.3 | 8.8 | 6.9 |
| 80 | 885 | Watches & clocks | 471 | 586 | 743 | 0.3 | 26.8 | 14.6 |

a. Recorded trade basis.

b. Excludes confidential items of trade

Based on Australian Bureau of Statistics (ABS) data on the DFAT STARS database (ABS catalogue 5368.0)

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Business directories

- Australia Open for Business www.australia.gov.au
- Aus Industry www.business.gov.au
- Austrade www.austrade.gov.au (Export and Investment facilitation agency)
- Australian Bureau of Statistics www.abs.gov.au
- Australian Department of Immigration and Border Protection www.border.gov.au
- Australian Chamber of Commerce and Industry www.acci.asn.au

- Australian Competition and Consumer Commission www.accc.gov.au
- Australian Securities and Investment Commission www.asic.gov.au
- Australian Securities Exchange Limited www.asx.com.au
- Australian Industry Group www.aigroup.com.au
- Australian Taxation Office www.ato.gov.au
- Export Finance and Insurance Corporation www.efic.gov.au (Export credit agency)
- Foreign Investment Review Board www.firb.gov.au

State-based business information

- New South Wales www.business.nsw.gov.au
- Victoria www.business.vic.gov.au
- Queensland www.business.qld.gov.au
- ACT www.business.act.gov.au
- South Australia www.sa.gov.au/topics/business-industry-and-trade/starting-a-business

- Western Australia www.wa.gov.au/information-about/business
- Northern Territory www.business.nt.gov.au
- Tasmania www.business.tas.gov.au

Media and business news

- The Australian www.theaustralian.com.au
- The Age Melbourne www.theage.com.au
- The Sydney Morning Herald www.smh.com.au
- The Australian Financial Review www.afr.com
- ABC www.abc.net.au

References

- www.dfat.gov.au Department of Foreign Affairs and Trade, Australia
- www.austrade.gov.au Austrade, Australia
- www.industry.gov.au Australian Industry Report 2015

the dti **Export Help Desk**

The Department of Trade and Industry (**the dti**) has established an Export Help Desk at **the dti** Campus in Pretoria to provide South African firms - small, medium and large enterprises - with export information and advice. The objective of the help desk is to respond to client enquiries within 24 hours.

Export Help Desk offers the following services:

- Information and advice
- Export-readiness assessments
- Sector reports
- Trade lead bulletins
- Export enquiries
- Trade opportunities
- Information on export incentives
- Statistics on trade between South Africa and other countries
- Guides on doing business with other countries
- Calendar of export-awareness seminars
- Global Exporter Passport Programme training, international trade missions and national pavilions
- Linking South African exporters with importers

The
Export Help Desk
is open Monday to Friday
from
08:00 to 16:00 and is closed
on weekends and public
holidays.

Contact the help desk
at:



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