

EXPORT-IMPORT BANK OF INDIA

WORKING PAPER NO. 30

**POTENTIAL FOR ENHANCING
INDIA'S TRADE WITH AUSTRALIA :
A BRIEF ANALYSIS**

EXIM Bank's Working Paper Series is an attempt to disseminate the findings of research studies carried out in the Bank. The results of research studies can interest exporters, policy makers, industrialists, export promotion agencies as well as researchers. However, views expressed do not necessarily reflect those of the Bank. While reasonable care has been taken to ensure authenticity of information and data, EXIM Bank accepts no responsibility for authenticity, accuracy or completeness of such items.

© Export-Import Bank of India
April 2014

CONTENTS	
	Page No.
List of Tables	5
List of Figures	9
List of Annexure Tables	9
Executive Summary	11
1. Foreign Trade of Australia- An Overview	13
2. Indo-Australian Trade Relations	25
3. Enhancing Bilateral Trade Relations	31
Annexure 1: Potential Items of India's Exports to Australia - as per 6-digit HS Commodity Classification	64
Annexure 2: Australia- Trade Regulations, Rules and Standards	80

Project Team:

Mr. David Sinate, Chief General Manager

Mr. Viswanath Jandhyala, Chief Manager

LIST OF TABLES		
Table No.	Title	Page No.
1.1	Australia's Foreign Trade, 2001-2012 (US\$ bn)	13
1.2	Australia's Major Export Markets, 2012 (US\$ mn)	14
1.3	Australia's Major Import Markets, 2012 (US\$ mn)	14
1.4	Australia's Major Export Items, 2001-2012 (US\$ mn)	15
1.5	Australia's Exports of Mineral Products (HS-27) - Major Items, 2001-2012 (US\$ mn)	16
1.6	Global Exporters of Coal & Briquettes (HS-2701) - 2001-2012 (US\$ mn)	16
1.7	Australia's Exports of Coal & Briquettes (HS-2701) - Major Markets, 2001-2012 (US\$ mn)	17
1.8	Australia's Exports of Coke & Semi-coke of Coal (HS-2704) - Major Markets, 2001-2012 (US\$ mn)	17
1.9	Australia's Exports of Mineral Products (HS-27) to India, and Share in India's Global Imports, 2010-2012 (US\$ mn)	18
1.10	Global Exporters of Ores and Slag (HS-26), 2001-2012 (US\$ mn)	18
1.11	Global Exporters of Iron Ores & Concentrates (HS-2601) - 2001-2012 (US\$ mn)	19
1.12	Australia's Exports of Ores & Slag (HS-26) - Major Items, 2001-2012 (US\$ mn)	19
1.13	Australia's Exports of Manganese Ores & Concentrates - Major Markets, 2001-2012 (US\$ mn)	20
1.14	Australia's Exports of Copper Ores & Concentrates - Major Markets, 2001-2012 (US\$ mn)	20
1.15	Australia's Exports of Ores & Slag (HS-26) to India, and Share in India's Global Imports, 2010-2012 (US\$ mn)	21
1.16	Australia's Exports of Pearls & Precious Stones (HS-71) - Major Items, 2001-2012 (US\$ mn)	21
1.17	Global Exporters of Unwrought Gold (HS-7108) - 2001-2012 (US\$ mn)	22
1.18	Australia's Exports of Unwrought Gold (HS-2708) - Major Markets, 2001-2012 (US\$ mn)	22
1.19	Australia's Major Import Items, 2001-2012 (US\$ mn)	23
1.20	Australia's Imports of Mineral Fuel and Products (HS-27), 2001-2012 (US\$ mn)	23
1.21	Australia's Imports of Petroleum Oils, not crude (HS-2710) - Major Suppliers, 2001-2012 (US\$ mn)	24
2.1	Australia's Trade with India, 2001-2012 (US\$ mn)	25

LIST OF TABLES		
Table No.	Title	Page No.
2.2	Australia's Major Export Items to India, 2001-2012 (US\$ mn)	26
2.3	India's Imports of Mineral Fuels and Products (HS-27) - Major Items, 2001-2012 (US\$ mn)	26
2.4	India's Imports of Coal & Briquettes (HS-2701) - Major Suppliers, 2001-2012 (US\$ mn)	27
2.5	India's Imports of Coke & Semi-coke of Coal (HS-2704) - Major Suppliers, 2001-2012 (US\$ mn)	27
2.6	India's Imports of Pearls & Precious Stones (HS-71) - Major Items, 2001-2012 (US\$ mn)	28
2.7	India's Imports of Unwrought Gold (HS-7108) - Major Suppliers, 2001-2012 (US\$ mn)	28
2.8	India's Imports of Ores & Slag (HS-26) - Major Items, 2001-2012 (US\$ mn)	29
2.9	India's Imports of Copper Ores & Concentrates (HS-2603) - Major Suppliers, 2001-2012 (US\$ mn)	29
2.10	India's Imports of Manganese Ores & Concentrates (HS-2602) - Major Suppliers, 2001-2012 (US\$ mn)	29
2.11	Australia's Major Import Items from India, 2001-2012 (US\$ mn)	30
3.1	Australia's Major Export Markets, 2001-2012 (US\$ mn & % Share)	31
3.2	Australia's Major Import Partners -2001-2012 (US\$ mn & % Share)	32
3.3	Australia's Major Imports, 2012, and India's Share	33
3.4	Australia's Imports of Petroleum Oils, not crude (HS-2710) - Major Suppliers, 2001-2012 (US\$ mn)	35
3.5	Petroleum products (HS-27) - Potential Export Items to Australia	35
3.6	Australia's Imports of Machinery (HS-84)- Major Suppliers, 2001-2012 (US\$ mn)	36
3.7	Machinery (HS-84) - Potential Export Items to Australia	37
3.8	Australia's Imports of Vehicles and Parts (HS-87) - Major Suppliers, 2001-2012 (US\$ mn)	38
3.9	Vehicles and Parts (HS-87) - Potential Export Items to Australia	39
3.10	Australia's Imports of Electrical & Electronic Equipment (HS-85) - Major Suppliers, 2001-2012 (US\$ mn)	40
3.11	Electrical & Electronic Equipment (HS-85) - Potential Export Items to Australia	41
3.12	Australia's Imports of Pharmaceutical Products (HS-30) - Major Suppliers, 2001-2012 (US\$ mn)	42
3.13	Pharmaceutical Products (HS-30) - Potential Export Items to Australia	43

LIST OF TABLES		
Table No.	Title	Page No.
3.14	Australia's Imports of Optical & Medical Apparatus (HS-90) - Major Suppliers, 2001-2012 (US\$ mn)	43
3.15	Optical & Medical Apparatus (HS-90) - Potential Export Items to Australia	44
3.16	Australia's Imports of Pearls & Precious Stones (HS-71) - Major Suppliers, 2001-2012 (US\$ mn)	45
3.17	Pearls & Precious Stones (HS-71) - Potential Export Items to Australia	45
3.18	Australia's Imports of Articles of Iron or Steel (HS-73) - Major Suppliers, 2001-2012 (US\$ mn)	46
3.19	Articles of Iron and Steel (HS-73) - Potential Export Items to Australia	47
3.20	Australia's Imports of Plastics & Articles (HS-39) - Major Suppliers, 2001-2012 (US\$ mn)	48
3.21	Plastics and Articles (HS-39) - Potential Export Items to Australia	49
3.22	Australia's Imports of Rubber & Articles (HS-40) - Major Suppliers, 2001-2012 (US\$ mn)	50
3.23	Rubber and Articles (HS-40) - Potential Export Items to Australia	51
3.24	Australia's Imports of Furniture and Lightings (HS-94) - Major Suppliers, 2001-2012 (US\$ mn)	51
3.25	Furniture and Lightings (HS-94) - Potential Export Items to Australia	52
3.26	Australia's Imports of Organic Chemicals (HS-29) - Major Suppliers, 2001-2012 (US\$ mn)	53
3.27	Organic Chemicals (HS-29) - Potential Export Items to Australia	53
3.28	Australia's Imports of Articles of Apparel & Accessories, not knit or crochet (HS-62) - Major Suppliers, 2001-2012 (US\$ mn)	54
3.29	Articles of Apparel & Accessories, not knit or crochet (HS-62) - Potential Export Items to Australia	55
3.30	Australia's Imports of Articles of Apparel & Accessories, knit or crochet (HS-61) - Major Suppliers, 2001-2012 (US\$ mn)	56
3.31	Articles of Apparel & Accessories, knit or crochet (HS-61) - Potential Export Items to Australia	57
3.32	Australia's Imports of Paper & Paperboard (HS-48) - Major Suppliers, 2001-2012 (US\$ mn)	58
3.33	Paper & Paperboard (HS-48) - Potential Export Items to Australia	59
3.34	Australia's Imports of Iron & Steel (HS-72) - Major Suppliers, 2001-2012 (US\$ mn)	60
3.35	Iron & Steel (HS-72) - Potential Export Items to Australia	61
3.36	Australia's Imports of Miscellaneous Chemical Products (HS-38) - Major Suppliers, 2001-2012 (US\$ mn)	62
3.37	Miscellaneous Chemical Products (HS-38) - Potential Export Items to Australia	63

LIST OF FIGURES		
Chart No.	Title	Page No.
1.1	Australia's Foreign Trade, 2001-2012 (US\$ bn)	13
2.1	Australia's Trade with India, 2001-2012 (US\$ mn)	25

LIST OF ANNEXURES TABLES		
Annexure No.	Title	Page No.
A1	Petroleum products (HS-27) - Potential Export Items to Australia	64
A2	Machinery (HS-84) - Potential Export Items to Australia	65
A3	Vehicles and Parts (HS-87) - Potential Export Items to Australia	66
A4	Electrical & Electronic Equipment (HS-85) - Potential Export Items to Australia	67
A5	Pharmaceutical Products (HS-30) - Potential Export Items to Australia	68
A6	Optical & Medical Apparatus (HS-90) - Potential Export Items to Australia	69
A7	Pearls & Precious Stones (HS-71) - Potential Export Items to Australia	69
A8	Articles of Iron and Steel (HS-73) - Potential Export Items to Australia	70
A9	Plastics and Articles (HS-39) - Potential Export Items to Australia	71
A10	Rubber and Articles (HS-40) - Potential Export Items to Australia	72
A11	Furniture and Lightings (HS-94) - Potential Export Items to Australia	73
A12	Organic Chemicals (HS-29) - Potential Export Items to Australia	74
A13	Articles of Apparel & Accessories, not knit or crochet (HS-62) - Potential Export Items to Australia	75
A14	Articles of Apparel & Accessories, knit or crochet (HS-61) - Potential Export Items to Australia	76
A15	Paper & Paperboard (HS-48) - Potential Export Items to Australia	77
A16	Iron & Steel (HS-72) - Potential Export Items to Australia	78
A17	Miscellaneous Chemical Products (HS-38) - Potential Export Items to Australia	79

Executive Summary

Synergy in bilateral trade relations between India and Australia can be assessed from the 9-fold rise in total trade (exports plus imports) between India and Australia during the period 2001-2012. From US\$ 1.7 bn in 2001, total trade between India and Australia amounted to US\$ 15.3 bn in 2012, underlined by rise in both exports and imports between the two countries.

Australia generally maintains a trade surplus with India. Underlying this robust trend in total bilateral trade, however, has been the rising trend in Australia's trade surplus with India. This is further reflected in the higher rise in Australia's exports to India, as compared to the rise in Australia's imports from India. As a result, from US\$ 834 mn in 2001, Australia's trade surplus with India has increased significantly to touch US\$ 9.9 bn in 2012.

India as a Trading Partner of Australia

Reflecting the robust rise in Australia's exports to India in recent years, India has emerged among the top five export markets for Australia. India's ranking as Australia's export market has risen from the 13th largest market in 2001, to the 6th largest market in 2005, and further to emerge as the 4th largest export market in 2012. In contrast, India still remains a marginal market for Australia's imports. From the 27th position in 2001 and in 2005, India still ranks a lowly 21st position as Australia's import market in 2012.

Major Trade Items

Australia is the largest source for India's imports of coal and briquettes, accounting for 36.5% of India's global imports in 2012. Further, Australia is the third largest source for India's global imports of coke and semi-coke of coal.

The importance of Australia as a partner source for India's imports can also be assessed from the fact that Australia is the 5th largest source for India's

global imports of unwrought gold, accounting for 6% of India's global imports of unwrought gold in 2012.

Further, Australia is the 2nd largest source for India's global imports of copper ores and manganese ores, accounting for 27% and 35%, respectively, of India's global imports in 2012.

Strategy for Enhancing Bilateral Trade Relations

To enhance bilateral trade relations, and in particular to address India's rising trade deficit with Australia, strategy to enhance bilateral trade relations would entail identification of potential items of India's exports to Australia, in line with India's global export capability as also demand existing in Australia as exhibited by the rising trend in major import items of Australia. This, in turn, would also serve to enhance India's ranking as Australia's import partner.

Such as strategy would entail:

- Identification of major items in Australia's import basket, and share of India in each product line (based on 2-digit HS-commodity code); and
- Selection of potential export items, based on low share of India in Australia's import basket of major commodities, keeping in view India's global export capabilities. This would entail identification of potential export items under each product category, upto the 6-digit HS-commodity code.

Analysis of Australia's major import items, in terms of 2-digit HS-commodity code, and India's share in Australia's global imports of these items in 2012 would reveal that India has achieved a relatively healthy share in Australia's global imports of only four items, viz. textile articles and sets (HS-63,

10% share); articles of leather and travel goods (HS-42, 6% share); coffee, tea and spices (HS-09, 11% share); and carpets and other textile floor coverings (HS-57, 12% share). At the same time, these items are not among the leading items in Australia's import basket.

In fact, in the case of the leading items in Australia's import basket, India's share is still marginal, which would serve to highlight the potential to further enhance these exports to Australia, in line with the huge import demand in Australia. At the same time, some of these items are amongst India's leading export items in the global market, highlighting India's global export capability.

In light of the above, as also on India's global export capability and Australia's import demand, potential items of export to Australia, as per 2-digit HS commodity classification, would include the following categories:

- Mineral fuels and products (HS-27)
- Machinery (HS-84)
- Vehicles and parts (HS-87)
- Electrical and electronic equipment (HS-85)

- Pharmaceutical products (HS-30)
- Optical and medical apparatus (HS-90)
- Pearls and precious stones (HS-71)
- Articles of iron and steel (HS-73)
- Plastics and articles (HS-39)
- Rubber and articles (HS-40)
- Furniture and lighting (HS-94)
- Organic chemicals (HS-29)
- Apparel and accessories, not knit or crochet (HS-62)
- Apparel and accessories, knit or crochet (HS-61)
- Paper and paperboard (HS-48)
- Iron and steel (HS-72)
- Miscellaneous chemical products (HS-38)
- Inorganic chemicals (HS-28)
- Footwear and parts (HS-64)
- Essential oils and toiletries (HS-33)
- Copper and articles (HS-74)
- Aluminium and articles (HS-76)

Potential items of exports to Australia under each potential category have been identified, up to the 6-digit HS commodity classification, and have been presented in **Annexure 1**.

Foreign Trade of Australia

Australia is the 20th largest global exporter, and the 19th largest global importer, accounting for 1.4% respectively, of global exports and imports in 2012.

Due to the continued rise in both exports and imports, Australia's total trade (exports plus imports) has risen from US\$ 125 bn in 2001 to touch US\$ 506 bn in 2012, with exports amounting to US\$ 256 bn and imports at US\$ 250 bn respectively. Since 2010, due to the faster growth in exports as compared to imports, Australia's trade balance turned positive amounting to a surplus of US\$ 18 bn in 2010, and stood at a surplus of US\$ 6 bn in 2012.

Reflecting its position as the leading global exporter of coal and briquettes, and ores and slag (primarily iron ore), Australia's export basket is dominated by mineral products, and ores and slag, together accounting for as much as 57% of the country's export basket in 2012. Pearls and precious stones are also important items of Australia's exports, with Australia being the third largest global exporter of unwrought gold, after Hong Kong and the US.

Asian countries such as China, Japan, Korea Republic, and India are the largest markets for Australia's exports, together accounting for as much as 62% of Australia's global exports in 2012. As regards imports, China is the leading source for Australia's imports, followed by the US, Japan, Singapore and Germany.

1. Foreign Trade of Australia - An Overview

Reflecting the continued rise in both exports and imports, Australia's total trade (exports plus imports) has risen from US\$ 125 bn in 2001 to touch US\$ 506 bn in 2012 (**Table 1.1 and Figure 1.1**).

Since 2010, due to the faster growth in exports as compared to imports, Australia's trade balance turned positive amounting to a surplus of

US\$ 18 bn in 2010. Australia thereafter continues to maintain positive trade balance, which is in sharp contrast to the negative trade balance registered during the previous decade.

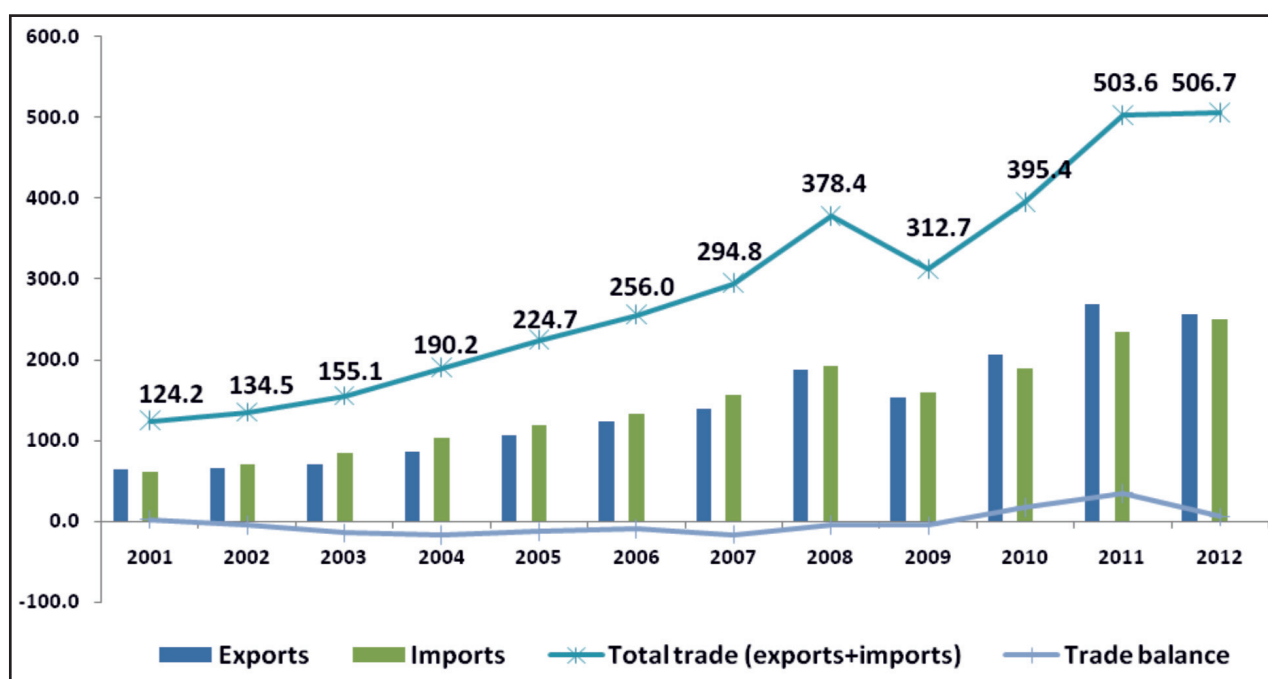
Australia is the 20th largest global exporter, and the 19th largest global importer, accounting for 1.4% respectively, of global exports and imports in 2012.

Table 1.1 : Australia's Foreign Trade, 2001-2012 (US\$ bn)

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Exports	63.3	65.0	70.2	86.4	105.8	123.3	139.1	186.9	153.8	206.7	269.4	256.2
Imports	60.9	69.6	84.8	103.8	118.9	132.7	155.7	191.6	158.9	188.7	234.2	250.5
Total trade (exports+imports)	124.2	134.5	155.1	190.2	224.7	256.0	294.8	378.4	312.7	395.4	503.6	506.7
Trade balance	2.4	-4.6	-14.6	-17.3	-13.2	-9.3	-16.5	-4.7	-5.2	18.0	35.2	5.8

Source: ITC Geneva, based on UN COMTRADE Database

Figure 1.1 : Australia's Foreign Trade, 2001-2012 (US\$ bn)



Source: ITC Geneva, based on UN COMTRADE Database

Australia's Major Trading Partners

Tables 1.2 & 1.3 present the major export and import markets for Australia in 2012. Asian countries such as China, Japan, Korea Republic, and India are the largest markets for Australia's

exports, together accounting for as much as 62% of Australia's global exports in 2012.

As regards imports, China is the leading source for Australia's imports, followed by the US, Japan, Singapore and Germany.

Table 1.2 : Australia's Major Export Markets, 2012 (US\$ mn)

		2012	% share
	World	256,243	100.0
1	China	75,836	29.6
2	Japan	49,680	19.4
3	Korea Rep.	20,541	8.0
4	India	12,612	4.9
5	US	9,516	3.7
6	Taipei, Chinese	8,249	3.2
7	New Zealand	7,666	3.0
8	Singapore	7,374	2.9
9	UK	6,931	2.7
10	Malaysia	5,256	2.1

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.3 : Australia's Major Import Markets, 2012 (US\$ mn)

		2012	% share
	World	250,465	100.0
1	China	45,996	18.4
2	US	29,387	11.7
3	Japan	19,713	7.9
4	Singapore	15,011	6.0
5	Germany	11,628	4.6
6	Thailand	10,534	4.2
7	Korea Rep.	10,201	4.1
8	Malaysia	9,928	4.0
9	New Zealand	7,528	3.0
10	UK	6,953	2.8

Source: ITC Geneva, based on UN COMTRADE Statistics

Australia's Export Basket

Reflecting its position as the leading global exporter of coal and briquettes, and ores and slag (primarily iron ore), Australia's export basket is

dominated by mineral products (HS-27) and ores and slag (HS-26), together accounting for as much as 57% of the country's export basket in 2012 (**Table 1.4**). Pearls and precious stones (HS-71) are also important items of Australia's exports.

Table 1.4: Australia's Major Export Items, 2001-2012 (US\$ mn)

HS Product Code		2001	2005	2012	% share, 2012
TOTAL	All products	63,330	105,751	256,243	100.0
27	Mineral fuels, oils, distillation products	13,155	27,120	72,891	28.4
26	Ores, slag and ash	5,141	13,734	72,359	28.2
71	Pearls, precious stones	3,117	5,098	17,345	6.8
10	Cereals	2,736	2,912	8,620	3.4
02	Meat and edible meat offal	3,241	5,146	7,388	2.9
84	Machinery & boilers	2,654	3,898	6,120	2.4
28	Inorganic chemicals, precious metal compound, isotopes	2,531	3,880	5,878	2.3
30	Pharmaceutical products	1,109	2,403	4,385	1.7
76	Aluminium and articles	2,578	3,648	4,375	1.7
74	Copper and articles	889	1,525	3,815	1.5
87	Vehicles other than railway, tramway	2,205	3,289	3,212	1.3
85	Electrical, electronic equipment	1,682	2,028	2,864	1.1
90	Optical, photo, technical, medical, apparatus	1,082	1,607	2,744	1.1
52	Cotton	1,079	806	2,735	1.1
12	Oil seed, oleagic fruits, grain, seed, fruit	648	607	2,638	1.0
51	Wool, animal hair, horsehair yarn & fabric	1,842	1,782	2,627	1.0

Source: ITC Geneva, based on UN COMTRADE Database

Australia's exports of mineral products (HS-27) - Coal and briquettes (HS-2701) are the largest items of Australia's exports under this category, accounting for around 60% of Australia's exports of mineral products (**Table 1.5**). In fact,

Australia is the largest global exporter of coal and briquettes, accounting for 33% of global exports in 2012, followed by Indonesia, US and Russia (**Table 1.6**).

Table 1.5: Australia's Exports of Mineral Products (HS-27) - Major Items, 2001-2012 (US\$ mn)

Product code	Product label	2001	2005	2012
2701	Coal; briquettes, ovoids & similar solid fuels manufactured from coal	6,451	16,644	42,699
2711	Petroleum gases	1,919	3,496	15,166
2709	Crude petroleum oils	3,367	4,807	11,318
2710	Petroleum oils, not crude	1,384	2,106	3,378
2704	Coke & semi-coke of..coal, lignite, peat; retort carbon	11	51	302

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.6: Global Exporters of Coal and Briquettes (HS-2701) - 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	20,794	46,201	128,693	100.0
Australia	6,451	16,644	42,699	33.2
Indonesia	1,625	4,354	24,293	18.9
US	1,830	3,346	14,877	11.6
Russian Federation	1,204	3,756	13,015	10.1
Colombia	1,159	2,440	7,299	5.7
South Africa	1,768	3,269	7,004	5.4
Canada	1,179	2,653	6,332	4.9
Viet Nam	113	670	1,847	1.4
Mongolia	-	27	1,740	1.4
China	2,667	4,281	1,586	1.2
Netherlands	577	635	1,524	1.2

Source: ITC Geneva, based on UN COMTRADE Statistics

India, along with Japan, China, Korea Republic, are the leading markets for Australia's exports of coal and briquettes. In 2012, these four countries together accounted for around 80% of Australia's global exports (**Table 1.7**).

India is also the largest market for Australia's exports of coke and semi-coke of coal (HS-2704), accounting for as much as 47% of Australia's global exports in 2012 (**Table 1.8**).

Table 1.7: Australia's Exports of Coal and Briquettes (HS-2701) - Major Markets, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	6,451	16,644	42,699	100.0
Japan	2,942	6,878	15,488	36.3
China	39	405	7,020	16.4
Korea Republic	621	1,927	5,611	13.1
India	497	1,693	5,525	12.9
Taipei, Chinese	394	1,268	3,074	7.2
Netherlands	213	620	951	2.2
Mexico	60	395	536	1.3
Brazil	171	348	517	1.2
France	182	365	517	1.2
United Kingdom	235	481	469	1.1

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.8: Australia's Exports of Coke and Semi-coke of Coal (HS-2704) - Major Markets, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	10.6	51.1	302.0	100.0
India	0.0	5.9	141.3	46.8
Japan	0.6	17.2	127.9	42.4
Chile	-	2.5	11.7	3.9
Denmark	-	2.5	7.2	2.4
Sweden	1.3	-	4.0	1.3
Mexico	-	0.1	3.8	1.2
New Zealand	1.3	1.0	3.3	1.1

Source: ITC Geneva, based on UN COMTRADE Statistics

Reflecting these trends, Australia's is a major supplier to India, of coal and briquettes, and coke and semi-coke of coal, accounting for a significant 37% and 12%, respectively, of India's global imports in 2012 (**Table 1.9**).

Australia's exports of ores and slag (HS-26) - Reflecting primarily its position as the leading global exporter of iron ores and concentrates, Australia is the top exporter of ores and slag, accounting for around 32% of global exports (**Table 1.10**), followed by Brazil, Chile, Peru, and South Africa.

Table 1.9: Australia's Exports of Mineral Products (HS-27) to India, and Share in India's Global Imports, 2010-2012 (US\$ mn)

Product code	Product label	Australia's exports to India		India's Imports from world		Australia's share in India's imports (%)	
		2010	2012	2010	2012	2010	2012
2701	Coal; briquettes, ovoids & similar solid fuels manufactured from coal	6,082	5,525	9,380	15,148	64.8	36.5
2709	Crude petroleum oils	834	251	88,611	148,757	0.9	0.2
2704	Coke & semi-coke of coal, lignite, peat; retort carbon	36	141	613	1,145	5.9	12.3
2712	Petroleum jelly; mineral waxes & similar products	0.03	2	125	175	0.02	1.0

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.10: Global Exporters of Ores and Slag (HS-26), 2001-2012 (US\$ mn)

Exporters	2001	2005	2012	% share, 2012
World	24,637	71,252	230,041	100.0
Australia	5,141	13,734	72,359	31.5
Brazil	3,129	8,025	33,244	14.5
Chile	2,596	10,874	19,075	8.3
Peru	855	3,835	13,395	5.8
South Africa	1,065	2,362	12,559	5.5
Canada	1,557	3,128	8,754	3.8
US	1,146	3,466	7,038	3.1
Indonesia	1,830	3,499	5,083	2.2

Source: ITC Geneva, based on UN COMTRADE Statistics

Australia is the world's largest exporter of iron ores and concentrates (HS-2601), accounting for a dominant 45% of global exports in 2012 (**Table 1.11**), followed by Brazil, South Africa and Canada.

Iron ores and concentrates (HS-2601) dominate Australia's exports of ores and slag, accounting for a significant 78% share in 2012 (**Table 1.12**). Other important items of Australia's exports include copper ores and concentrates, zinc ores and concentrates, nickel ores and concentrates, and manganese ores and concentrates.

Table 1.11: Global Exporters of Iron Ores & Concentrates (HS-2601) - 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	8,955	28,096	125,474	100.0
Australia	2,704	8,387	56,727	45.2
Brazil	2,932	7,297	30,989	24.7
South Africa	407	943	7,510	6.0
Canada	617	1,327	4,139	3.3
Sweden	321	1,124	3,354	2.7
Ukraine	354	937	3,132	2.5
Russian Federation	203	870	2,494	2.0
India	378	4,193	2,425	1.9
Kazakhstan	86	638	2,416	1.9

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.12: Australia's Exports of Ores & Slag (HS-26) - Major Items, 2001-2012 (US\$ mn)

Product code	Product label	2001	2005	2012
2601	Iron ores & concentrates; including roasted iron pyrites	2,704	8,387	56,727
2603	Copper ores and concentrates	542	1,863	5,467
2608	Zinc ores and concentrates	450	728	1,349
2604	Nickel ores and concentrates	183	484	1,304
2602	Manganese ores and concentrates	72	357	1,246
2607	Lead ores and concentrates	170	454	1,190
2616	Precious metal ores and concentrates	-	-	1,182

Source: ITC Geneva, based on UN COMTRADE Statistics

Potential for Enhancing India's Trade with Australia: A Brief Analysis

For Australia, India is a major market for its exports of manganese ores and copper ores, with India being the second largest and third largest export markets, respectively (**Tables 1.13 & 1.14**).

Table 1.13 : Australia's Exports of Manganese Ores & Concentrates - Major Markets, 2001-2012 (US\$ mn)

Importers	2001	2005	2012	% share, 2012
World	72	357	1,246	100.0
China	21	186	748	60.1
India	-	5	172	13.8
Korea, Republic of	10	26	145	11.7
Japan	18	60	69	5.6
Ukraine	9	25	49	3.9

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.14 : Australia's Exports of Copper Ores & Concentrates - Major Markets, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	542	1,863	5,467	100.0
Japan	184	780	1,608	29.4
China	159	480	1,420	26.0
India	146	399	1,390	25.4
Korea, Republic of	15	130	551	10.1
Philippines	14	35	141	2.6

Source: ITC Geneva, based on UN COMTRADE Statistics

Concomitantly, for India, Australia is a major source for imports of copper ores and manganese ores, accounting for 29% and 3.5%, respectively, of India's global imports in 2012 (**Table 1.15**).

Australia's exports of pearls and precious stones (HS-71) – Unwrought gold (HS-7108)

are the largest items in Australia's export basket, amounting to US\$ 16 bn in 2012, and accounting for a significant 93% of Australia's exports of pearls and precious stones (**Table 1.16**). After Hong Kong and the US, Australia is the third largest global exporter of unwrought gold, accounting for 6% of global exports in 2012 (**Table 1.17**).

Table 1.15: Australia's Exports of Ores & Slag (HS-26) to India, and Share in India's Global Imports, 2010-2012 (US\$ mn)

Product code	Product label	Australia's exports to world		India's imports from world, 2012		Australia's share in India's imports (%)	
		2010	2012	2010	2012	2010	2012
2603	Copper ores and concentrates	1,216	1,390	4,558	4,885	26.7	28.5
2602	Manganese ores and concentrates	144	172	368	487	3.2	3.5
2607	Lead ores and concentrates	-	49	7	150	-	1.0
2601	Iron ores & concentrates; including roasted iron pyrites	13	47	178	422	0.3	1.0

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.16 : Australia's Exports of Pearls & Precious Stones (HS-71) - Major Items, 2001-2012 (US\$ mn)

Product code	Product label	2001	2005	2012
7108	Gold unwrought or in semi-mfg. forms	2,664	4,431	16,034
7113	Articles of jewellery & parts	34	78	432
7106	Silver, unwrought or in semi-mfg. form	82	130	266
7101	Pearls, natural or cultured	191	219	174
7102	Diamonds, not mounted or set	46	101	137
7112	Waste & scrap of precious metal	16	17	100

Source: ITC Geneva, based on UN COMTRADE Statistics

China, UK and India are the largest markets for Australia's exports of unwrought gold, accounting for 36%, 24%, and 19%, respectively, of Australia's global exports in 2012 (**Table 1.18**).

Australia's Import Basket

Table 1.19 presents the major items in Australia's import basket during the period 2001-2012. Reflecting the sharp rise in recent years, mineral fuels and products (HS-27) have emerged as the largest items of imports, accounting for 17% of total imports in 2012. Other major items of imports

include machinery (HS-84), vehicles (HS-87), electrical and electronic equipment (HS-85), and pharmaceutical products (HS-30).\

Australia's imports of mineral fuels and products (HS-27) – Crude petroleum oils (HS-2709) and petroleum oils, not crude (HS-2710) dominate the import basket, accounting for as much as 91% of Australia's global imports of mineral fuels and products in 2012 (**Table 1.20**). Petroleum gases (HS-2711) are also important import items.

Table 1.17: Global Exporters of Unwrought Gold (HS-7108) - 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	19,190	34,171	268,457	100.0
Hong Kong, China	799	2,223	49,905	18.6
US	4,405	4,844	33,732	12.6
Australia	2,664	4,431	16,034	6.0
Canada	1,432	3,375	15,336	5.7
UAE	-	2,221	14,733	5.5
Turkey	26	135	13,345	5.0

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.18: Australia's Exports of Unwrought Gold (HS-2708) - Major Markets, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	2,664	4,431	16,034	100.0
China	-	76	5,721	35.7
UK	477	472	3,841	24.0
India	86	2,281	3,083	19.2
Singapore	603	213	1,391	8.7
Thailand	44	774	870	5.4

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 1.19: Australia's Major Import Items, 2001-2012 (US\$ mn)

HS Product Code		2001	2005	2012	% share, 2012
TOTAL	All products	60,908	118,922	250,465	100.0
27	Mineral fuels, oils, distillation products	5,151	13,186	42,333	16.9
84	Machinery and boilers	10,380	19,831	38,575	15.4
87	Vehicles other than railway, tramway	7,551	16,061	32,131	12.8
85	Electrical, electronic equipment	7,566	13,276	24,442	9.8
30	Pharmaceutical products	2,110	5,101	10,276	4.1
90	Optical, photo, technical, medical, apparatus	2,608	4,574	8,257	3.3
71	Pearls, precious stones	1,599	3,146	8,153	3.3
73	Articles of iron or steel	949	2,342	6,616	2.6
39	Plastics and articles	1,763	3,044	5,355	2.1

Source: ITC Geneva, based on UN COMTRADE Database

Table 1.20: Australia's Imports of Mineral Fuel and Products (HS-27), 2001-2012 (US\$ mn)

HS Product Code	Product label	2001	2005	2012
2709	Crude petroleum oils	3,977	8,033	22,349
2710	Petroleum oils, not crude	957	4,719	16,440
2711	Petroleum gases	68	115	2,716

Source: ITC Geneva, based on UN COMTRADE Statistics

India is the 6th largest source for Australia's imports of petroleum oils, not crude, with a share of 1% of Australia's total imports in 2012 (**Table 1.21**).

Table 1.21 : Australia's Imports of Petroleum Oils, not crude (HS-2710) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	957	4,719	16,440	100.0
Singapore	420	3,464	9,545	58.1
Korea Rep.	30	176	2,771	16.9
Japan	32	229	1,545	9.4
Malaysia	36	112	618	3.8
Indonesia	53	46	210	1.3
India	19	1.8	166	1.0
Taipei, Chinese	3	174	144	0.9

Source: ITC Geneva, based on UN COMTRADE Statistics

2. Indo-Australian Trade Relations

The 9-fold rise in total trade (exports plus imports) between India and Australia during the period 2001-2012, from US\$ 1.7 bn to US\$ 15.3 bn, would attest to the synergy in bilateral trade relations between the two countries (**Table 2.1 & Figure 2.1**).

Underlying this robust trend has been the sharp 10-fold rise in Australia's exports to India, rising

from US\$ 1.25 bn in 2001 to reach US\$ 12.6 bn in 2012. Concomitantly, Australia's imports from India have also risen from US\$ 418 mn in 2001 to US\$ 2.67 bn in 2012, depicting a lower 6-fold rise during the period.

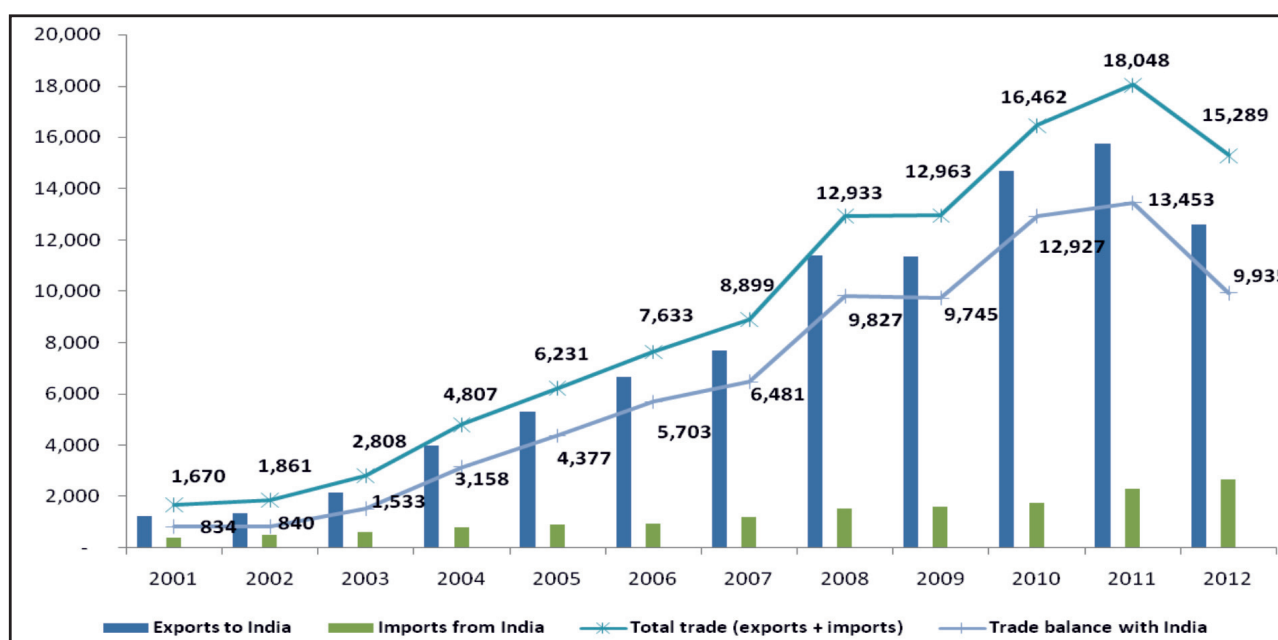
Australia generally maintains a trade surplus with India, which has risen from US\$ 834 mn in 2001 to reach US\$ 9.9 bn in 2012.

Table 2.1: Australia's Trade with India, 2001-2012 (US\$ mn)

	2001	2005	2006	2007	2008	2009	2010	2011	2012
Exports to India	1,252	5,304	6,668	7,690	11,380	11,354	14,694	15,750	12,612
Imports from India	418	927	965	1,209	1,553	1,609	1,767	2,297	2,677
Total trade (exports + imports)	1,670	6,231	7,633	8,899	12,933	12,963	16,462	18,048	15,289
Trade balance with India	834	4,377	5,703	6,481	9,827	9,745	12,927	13,453	9,935

Source: ITC Geneva, based on UN COMTRADE Database

Figure 2.1: Australia's Trade with India, 2001-2012 (US\$ mn)



Source: ITC Geneva, based on UN COMTRADE Database

Australia's Major Exports to India

Table 2.2 presents Australia's major export items to India during the period 2001-2012. As can be seen from the table, three items dominate Australia's exports to India, viz. mineral fuels and products (HS-27), pearls and precious stones (HS-71), and ores and slag (HS-26), together accounting for as much as 85% of Australia's total exports to India in 2012.

Australia's exports of mineral fuels and products to India (HS-27) - Reflecting the importance of Australia as a major source for India's imports of coal and briquettes (HS-2701), mineral fuels and products are the largest items in Australia's export basket to India.

After crude petroleum oils (HS-2709), coal and briquettes (HS-2701) and coke and semi-coke of coal (HS-2710) are major items in India's imports basket for which Australia is a major supplier for India (**Table 2.3**).

Table 2.2 : Australia's Major Export Items to India, 2001-2012 (US\$ mn)

HS Product Code		2001	2005	2010	2011	2012	% share, 2012
TOTAL	All products	1,252	5,304	14,694	15,750	12,612	100.0
27	Mineral fuels, oils, distillation products	505	1,700	6,953	8,094	5,921	46.9
71	Pearls, precious stones, metals	115	2,297	4,778	4,191	3,125	24.8
26	Ores, slag and ash	146	418	1,397	1,619	1,709	13.5
7	Edible vegetables, certain roots and tubers	86	36	123	178	427	3.4
51	Wool, animal hair, horsehair yarn and fabric	91	109	151	234	176	1.4
31	Fertilizers	4	37	76	78	90	0.7
72	Iron and steel	9	46	46	66	87	0.7
84	Machinery and boilers	24	51	74	94	83	0.7
78	Lead and articles	11	32	74	87	81	0.6
76	Aluminium and articles	23	24	66	76	78	0.6

Source: ITC Geneva, based on UN COMTRADE Database

Table 2.3: India's Imports of Mineral Fuels and Products (HS-27) - Major Items, 2001-2012 (US\$ mn)

Product code	Product label	2001	2005	2012
2709	Crude petroleum oils	12,865	34,792	148,757
2701	Coal; briquettes, ovoids & similar solid fuels manufactured from coal	953	3,408	15,148
2711	Petroleum gases	203	2,078	14,007
2710	Petroleum oils, not crude	1,082	5,161	5,172
2704	Coke & semi-coke of coal, lignite, peat; retort carbon	188	611	1,145

Source: ITC Geneva, based on UN COMTRADE Statistics

Australia is the largest source for India's imports of coal and briquettes (HS-2701), accounting for 36.5% of India's global imports in 2012 (Table

2.4). Further, Australia is the third largest source for India's global imports of coke and semi-coke of coal (HS-2704) (Table 2.5).

Table 2.4: India's Imports of Coal & Briquettes (HS-2701) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	953	3,408	15,148	100.0
Australia	497	1,693	5,525	36.5
Indonesia	113	773	5,480	36.2
South Africa	114	188	1,715	11.3
US	1	172	986	6.5
New Zealand	8	87	222	1.5
Canada	-	-	218	1.4
Mozambique	1	3	174	1.2
Russian Federation	11	14	133	0.9

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 2.5 : India's Imports of Coke & Semi-coke of Coal (HS-2704) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
Total	148	241	1,145	100.0
Japan	19	13	332	29.0
Ukraine	-	-	259	22.6
Australia	0.02	6	141	12.3
Colombia	-	-	113	9.9
Poland	-	-	98	8.6
Russian Federation	1.4	19	86	7.5

Source: ITC Geneva, based on UN COMTRADE Statistics

Australia's exports of pearls and precious stones to India (HS-71) – With unwrought gold (HS-7108) constituting the bulk of India's imports of pearls and precious stones (**Table 2.6**), the importance of Australia as a source partner for India can be assessed from the fact that Australia is the 5th largest source for India's global imports. In 2012, Australia accounted for 6% of India's global imports of unwrought gold (**Table 2.7**).

Australia's exports of ores and slag to India (HS-26) - With copper ores (HS-2603) and

manganese ores (HS-2602) constituting the two largest items in India's import basket of ores and minerals (**Table 2.8**), Australia accounts as a major source for India's global imports.

Australia is the 2nd largest source for India's global imports of copper ores and manganese ores, accounting for 27% and 35%, respectively, of India's global imports in 2012 (**Tables 2.9 & 2.10**).

Table 2.6 : India's Imports of Pearls & Precious Stones (HS-71) - Major Items, 2001-2012 (US\$ mn)

Product code	Product label	2001	2005	2012
7108	Gold unwrought or in semi-mfg. forms	4,792	11,667	52,607
7102	Diamonds, not mounted or set	4,168	10,513	20,882
7113	Articles of jewellery & parts	37	142	5,151
7106	Silver, unwrought or in semi-mfg. form	550	771	2,051

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 2.7 : India's Imports of Unwrought Gold (HS-7108) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	4,792	11,667	52,607	100.0
Switzerland	2,970	5,925	26,172	49.8
UAE	227	1,348	9,578	18.2
South Africa	966	1,838	4,576	8.7
US	15	101	3,155	6.0
Australia	82	2,117	3,083	5.9
China	-	3	1,050	2.0

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 2.8: India's Imports of Ores & Slag (HS-26) - Major Items, 2001-2012 (US\$ mn)

Product code	Product label	2001	2005	2012
2603	Copper ores and concentrates	318	812	4,885
2602	Manganese ores and concentrates	2	23	487
2601	Iron ores & concentrates; including roasted iron pyrites	21	28	422
2607	Lead ores and concentrates	1	2	150
2613	Molybdenum ores and concentrates	13	157	139
2608	Zinc ores and concentrates	13	10	90

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 2.9: India's Imports of Copper Ores & Concentrates (HS-2603) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	318	812	4,885	100.0
Chile	62	284	2,164	44.3
Australia	127	173	1,309	26.8
Indonesia	52	188	406	8.3
Brazil	-	10	249	5.1
Canada	6	40	169	3.5

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 2.10: India's Imports of Manganese Ores & Concentrates (HS-2602) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2012
World	2.1	23.2	486.7	100.0
South Africa	0.4	1.8	202.9	41.7
Australia	-	8.3	172.0	35.3
Gabon	0.6	1.5	44.3	9.1
Côte d'Ivoire	-	-	22.6	4.6
Brazil	0.4	9.4	17.8	3.7

Source: ITC Geneva, based on UN COMTRADE Statistics

Australia's Major Imports from India

Table 2.11 present trends in Australia's major import items from India during 2001-2012. Unlike exports, Australia's import basket from India is

well diversified, with the major items of imports being pearls and precious stones, articles of iron or steel, vehicles, pharmaceutical products, petroleum products, and machinery.

Table 2.11 : Australia's Major Import Items from India, 2001-2012 (US\$ mn)

HS Product Code		2001	2005	2010	2011	2012	% share, 2012
TOTAL	All products	418	927	1,767	2,297	2,677	100.0
71	Pearls, precious stones, metals	33	111	251	287	334	12.5
73	Articles of iron or steel	18	60	56	72	233	8.7
87	Vehicles other than railway, tramway	6	18	113	147	230	8.6
30	Pharmaceutical products	4	26	92	132	179	6.7
27	Mineral fuels, oils, distillation products	19	2	12	110	169	6.3
84	Machinery and boilers	13	50	119	159	140	5.2
63	Made textile articles, sets	26	39	69	101	118	4.4
85	Electrical, electronic equipment	17	39	133	151	103	3.8
29	Organic chemicals	24	52	72	112	102	3.8
90	Optical, photo, technical, medical apparatus	3	9	51	72	75	2.8
62	Articles of apparel, accessories, not knit or crochet	25	42	54	73	71	2.7

Source: ITC Geneva, based on UN COMTRADE Database

3. Enhancing Bilateral Trade Relations

As highlighted in the previous chapter, synergy in bilateral trade relations between India and Australia can be assessed from the 9-fold rise in total trade (exports plus imports) between India and Australia during the period 2001-2012. From US\$ 1.7 bn in 2001, total trade between India and Australia amounted to US\$ 15.3 bn in 2012, underlined by rise in both exports and imports between the two countries.

Australia generally maintains a trade surplus with India. Underlying this robust trend in total bilateral trade, however, has been the rising trend in

Australia's trade surplus with India. This is further reflected in the higher rise in Australia's exports to India, as compared to the rise in Australia's imports from India. As a result, from US\$ 834 mn in 2001, Australia's trade surplus with India has increased significantly to touch US\$ 9.9 bn in 2012.

India as a Trading Partner of Australia

Reflecting the robust rise in Australia's exports to India in recent years, India has emerged among the top five export markets for Australia. As can be

Table 3.1: Australia's Major Export Markets, 2001-2012 (US\$ mn & % Share)

		2001	% share		2005, % share		2012	% share
	World	63,330	100.0	World	100.0	World	256,243	100.0
1	Japan	12,244	19.3	Japan	20.4	China	75,836	29.6
2	US	6,164	9.7	China	11.6	Japan	49,680	19.4
3	Korea Rep.	4,929	7.8	Korea Rep.	7.9	Korea Rep.	20,541	8.0
4	China	3,921	6.2	US	6.7	India	12,612	4.9
5	New Zealand	3,696	5.8	New Zealand	6.5	US	9,516	3.7
6	Taipei, Chinese	2,777	4.4	India	5.0	Taipei, Chinese	8,249	3.2
7	Singapore	2,766	4.4	Taipei, Chinese	4.0	New Zealand	7,666	3.0
8	UK	2,684	4.2	UK	3.6	Singapore	7,374	2.9
9	Hong Kong, China	2,160	3.4	Thailand	3.0	UK	6,931	2.7
10	Indonesia	1,662	2.6	Singapore	2.9	Malaysia	5,256	2.1
11	Saudi Arabia	1,359	2.1	Indonesia	2.6	Thailand	5,044	2.0
12	Malaysia	1,342	2.1	Hong Kong, China	1.9	Indonesia	4,953	1.9
13	India	1,252	2.0	Malaysia	1.8	Netherlands	3,003	1.2
14	Thailand	1,183	1.9	Netherlands	1.6	Papua New Guinea	2,945	1.1
15	Italy	1,136	1.8	Saudi Arabia	1.4	Hong Kong, China	2,651	1.0

Source: ITC Geneva, based on UN COMTRADE Database, and EXIM Bank analysis

seen from **Table 3.1**, India's ranking as Australia's export market has risen from the 13th largest market in 2001, to the 6th largest market in 2005, and further to emerge as the 4th largest export market in 2012.

In contrast, India still remains a marginal market for Australia's imports. From the 27th position in 2001 and in 2005, India still ranks a lowly 21st position as Australia's import market in 2012 (**Table 3.2**).

Enhancing Bilateral Trade Relations and Strategy

To enhance bilateral trade relations, and in particular to address India's rising trade deficit with Australia, strategy to enhance bilateral trade relations would entail identification of potential items of India's exports to Australia, in line with India's global export capability as also demand existing in Australia as exhibited by the rising

Table 3.2 : Australia's Major Import Partners -2001-2012 (US\$ mn & % Share)

		2001	% share		2005, % share		2012	% share
	World	60,908	100.0	World	100.0	World	250,465	100.0
1	US	11,132	18.3	US	13.9	China	45,996	18.4
2	Japan	7,892	13.0	China	13.7	US	29,387	11.7
3	China	5,334	8.8	Japan	11.0	Japan	19,713	7.9
4	Germany	3,447	5.7	Germany	5.6	Singapore	15,011	6.0
5	UK	3,247	5.3	Singapore	5.6	Germany	11,628	4.6
6	New Zealand	2,452	4.0	UK	4.0	Thailand	10,534	4.2
7	Korea Rep.	2,397	3.9	Malaysia	3.9	Korea Rep.	10,201	4.1
8	Singapore	2,052	3.4	New Zealand	3.5	Malaysia	9,928	4.0
9	Indonesia	2,028	3.3	Korea Rep.	3.3	New Zealand	7,528	3.0
10	Malaysia	2,016	3.3	France	3.2	UK	6,953	2.8
11	Italy	1,775	2.9	Thailand	3.1	Indonesia	6,555	2.6
12	Taipei, Chinese	1,565	2.6	Italy	2.8	Italy	5,536	2.2
13	Thailand	1,382	2.3	Indonesia	2.3	France	3,946	1.6
14	France	1,334	2.2	Taipei, Chinese	2.3	Taipei, Chinese	3,872	1.5
15	Viet Nam	1,086	1.8	Viet Nam	2.2	Papua New Guinea	3,548	1.4
16	Canada	902	1.5	Sweden	1.3	Viet Nam	3,263	1.3
17	Sweden	791	1.3	Papua New Guinea	1.3	UAE	3,152	1.3
18	Hong Kong, China	733	1.2	Ireland	1.3	Switzerland	2,990	1.2
19	Saudi Arabia	672	1.1	Canada	1.2	Spain	2,982	1.2
20	Switzerland	664	1.1	South Africa	1.0	Nigeria	2,724	1.1
21	Ireland	661	1.1	Switzerland	1.0	India	2,677	1.1
27	India	418	0.7	India	0.8	Ireland	1,641	0.7

Source: ITC Geneva, based on UN COMTRADE Database, and EXIM Bank analysis

Table 3.3 : Australia's Major Imports, 2012, and India's Share

HS Product code		Australia's global imports, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's global imports (%)	India's global exports, 2012 (US\$ mn)
	All products	250,465	2,677	1.1	289,565
27	Mineral fuels, distillation prdts	42,333	169	0.4	54,381
84	Machinery & boilers	38,575	140	0.4	11,070
87	Vehicles other than railway	32,131	230	0.7	12,200
85	Electrical, electronic equipment	24,442	103	0.4	10,762
30	Pharmaceutical products	10,276	179	1.7	9,602
90	Optical, medical, apparatus	8,257	75	0.9	2,030
71	Pearls, precious stones, metals	8,153	334	4.1	43,090
73	Articles of iron or steel	6,616	233	3.5	7,678
39	Plastics and articles	5,355	50	0.9	4,936
40	Rubber and articles	4,401	66	1.5	2,742
94	Furniture, lighting, signs, prefabricated buildings	4,256	33	0.8	1,010
29	Organic chemicals	3,457	102	2.9	12,550
62	Articles of apparel, accessories, not knit or crochet	2,910	71	2.4	7,430
61	Articles of apparel, accessories, knit or crochet	2,673	39	1.5	5,466
48	Paper & paperboard	2,581	8	0.3	930
72	Iron and steel	2,202	20	0.9	7,700
38	Miscellaneous chemical products	1,816	21	1.2	2,701
28	Inorganic chemicals	1,765	12	0.7	1,739
64	Footwear, gaiters, & parts	1,527	26	1.7	1,958
33	Essential oils, toiletries	1,481	14	0.9	1,479
74	Copper and articles	1,382	9	0.6	2,825
76	Aluminium and articles	1,335	14	1.1	1,579
63	Textile articles, sets	1,176	118	10.1	3,973
42	Articles of leather, travel goods	1,112	67	6.1	2,036
3	Fish, crustaceans, molluscs	825	6	0.8	3,282
8	Edible fruit, nuts	703	7	1.0	1,390
26	Ores, slag and ash	678	0.3	-	3,201
23	Residues, animal fodder	655	0.3	0.1	2,639
32	Tanning, dyeing extracts	635	29	4.6	2,034
9	Coffee, tea, mate and spices	625	66	10.6	2,694
68	Stone, plaster, cement, asbestos	615	18	2.9	1,129
15	Animal, vegetable fats and oils	610	4	0.7	956
2	Meat and edible meat offal	537	-	-	3,147
57	Carpets and textile floor coverings	437	52	11.9	1,351

Source: ITC Geneva, based on UN COMTRADE Database, and EXIM Bank analysis

trend in major import items of Australia. This, in turn, would also serve to enhance India's ranking as Australia's import partner.

Such as strategy would entail:

- Identification of major items in Australia's import basket, and share of India in each product line (based on 2-digit HS-commodity code); and
- Selection of potential export items, based on low share of India in Australia's import basket of major commodities, keeping in view India's global export capabilities. This would entail identification of potential export items under each product category, upto the 6-digit HS-commodity code.

Table 3.3 presents Australia's major import items, in terms of 2-digit HS-commodity code, and India's share in Australia's global imports of these items in 2012.

As can be seen from the table, among the major items in Australia's import basket, India has achieved a relatively healthy share in Australia's global imports of only four items, viz. textile articles and sets (HS-63, 10% share); articles of leather and travel goods (HS-42, 6% share); coffee, tea and spices (HS-09, 11% share); and carpets and other textile floor coverings (HS-57, 12% share). At the same time, these items are not among the leading items in Australia's import basket.

In fact, in the case of the leading items in Australia's import basket, India's share is still marginal, which would serve to highlight the potential to further enhance these exports to Australia, in line with the huge import demand in Australia. At the same time, some of these items are amongst India's leading export items in the global market, highlighting India's global export capability.

Potential Items of India's Exports to Australia

Based on the above criteria and analysis of the above table, as also on India's global export capability and Australia's import demand, potential items of export to Australia, as per 2-digit HS commodity classification, would include the following categories:

- Mineral fuels and products (HS-27)
- Machinery (HS-84)
- Vehicles and parts (HS-87)
- Electrical and electronic equipment (HS-85)
- Pharmaceutical products (HS-30)
- Optical and medical apparatus (HS-90)
- Pearls and precious stones (HS-71)
- Articles of iron and steel (HS-73)
- Plastics and articles (HS-39)
- Rubber and articles (HS-40)
- Furniture and lightings (HS-94)
- Organic chemicals (HS-29)
- Apparel and accessories, not knit or crochet (HS-62)
- Apparel and accessories, knit or crochet (HS-61)
- Paper and paperboard (HS-48)
- Iron and steel (HS-72)
- Miscellaneous chemical products (HS-38)
- Inorganic chemicals (HS-28)
- Footwear and parts (HS-64)
- Essential oils and toiletries (HS-33)
- Copper and articles (HS-74)
- Aluminium and articles (HS-76)

Potential items of exports to Australia under each identified categories have been identified, up to the 6-digit HS commodity classification, and have been presented in **Annexure 1**.

Brief Analysis of Australia's Major Import Items and India's Potential Export Items

(HS-2710), as highlighted in the previous chapter.

Mineral fuels and products (HS-27)

Mineral fuels and products are the largest items in Australia's import basket, accounting for 17% of total imports in 2012. Besides crude petroleum oils (HS-2709), Australia also imports large amounts of petroleum oils not crude

India's global exports of petroleum oils not crude (HS-2710) amounted to around US\$ 52 bn in 2012, making it the leading item in India's exports basket. While India is one of the major suppliers to Australia, with imports from India having risen from US\$ 19 mn in 2001 to

Table 3.4: Australia's Imports of Petroleum Oils, not Crude (HS-2710) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	957	4,719	16,440	100.0	100.0	100.0
Singapore	420	3,464	9,545	43.9	73.4	58.1
Korea Rep.	30	176	2,771	3.1	3.7	16.9
Japan	32	229	1,545	3.4	4.8	9.4
Malaysia	36	112	618	3.8	2.4	3.8
Indonesia	53	46	210	5.5	1.0	1.3
India	19	1.8	166	2.0	0.04	1.0
Taipei, Chinese	3	174	144	0.3	3.7	0.9
US	20	34	110	2.1	0.7	0.7
Netherlands	0.3	3	95	-	0.1	0.6

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.5: Petroleum Products (HS-27) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
271019	Other petroleum oils and preparations	13,615	150.4	1.1	30,189
271011	Light petroleum oils and preparations	2,807	15.2	0.5	22,148
271320	Petroleum bitumen	408	-	-	34
271312	Petroleum coke, calcined	319	-	-	136
270750	Aromatic hydrocarbon mixtures	34	0.5	1.4	20

Source: ITC Geneva, and EXIM Bank analysis

US\$ 166 mn in 2012, scope exists to further enhance India's exports to Australia in line with demand in the Australian market (**Table 3.4**).

In light of India's global export capability, and rising demand in Australia, potential items of India's exports to Australia under this category are highlighted in **Table 3.5**.

Machinery (HS-84)

Machinery are the second largest items in Australia's imports basket, with a share of 15% of total imports, and amounting to US\$ 38 bn in

2012. China has emerged as the leading supplier to Australia in recent years, overtaking traditional suppliers such as US, Japan and Germany. While Australia's imports from India has witnessed a sharp rise from US\$ 13 mn in 2001 to US\$ 140 mn in 2012, India's share is still marginal at 0.4%, thereby highlighting the scope to enhance these exports to Australia. (**Table 3.6**).

Based on India's export capability and demand existing in the Australian market, potential items of exports to Australia under this category have been presented in **Table 3.7**.

Table 3.6: Australia's Imports of Machinery (HS-84)- Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	10,380	19,831	38,575	100.0	100.0	100.0
China	602	3,240	9,116	5.8	16.3	23.6
US	2,739	3,931	8,268	26.4	19.8	21.4
Japan	1,365	2,254	3,172	13.1	11.4	8.2
Germany	787	1,733	3,156	7.6	8.7	8.2
Korea Rep.	307	510	1,960	3.0	2.6	5.1
UK	420	701	1,460	4.0	3.5	3.8
Italy	388	727	1,309	3.7	3.7	3.4
Thailand	197	542	1,187	1.9	2.7	3.1
Malaysia	515	1,044	942	5.0	5.3	2.4
Singapore	616	568	765	5.9	2.9	2.0
France	190	427	755	1.8	2.2	2.0
India	13	50	140	0.1	0.3	0.4

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.7: Machinery (HS-84) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
848180	Taps, cocks, valves and similar appliances	1,135	20.2	1.8	684
847989	Machines & mechanical appliances, having individual functions	1,123	1.8	0.2	203
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	1,025	1.9	0.2	267
841480	Air or gas compressors, hoods	831	3.1	0.4	368
847150	Digital processing units not sold as complete systems	796	0.2	-	127
847330	Parts & accessories of automatic data processing machines & units	589	0.5	0.1	164
847490	Parts of sorting/screening/ mixing/ crushing/washing/ machinery	365	8.7	2.4	134
843041	Boring or sinking machinery, self-propelled	331	-	-	160
843143	Parts of boring or sinking machinery, whether or not self-propelled	309	4.5	1.5	203
840999	Parts for diesel and semi-diesel engines	249	3.9	1.6	483
840890	Engines, diesel	217	4.2	1.9	377
841370	Centrifugal pumps	216	4.2	1.9	186
840991	Parts for spark-ignition type engines	203	1.4	0.7	224
841391	Parts of pumps for liquid whether or not fitted with a measuring device	183	4.7	2.6	194
847990	Parts of machines & mechanical appliances, having individual functions	181	0.4	0.2	161
848190	Parts of taps, cocks, valves or similar appliances	166	4.5	2.7	258
842199	Parts for filtering or purifying mchy & apparatus for liquids or gases	165	2.8	1.7	111
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	139	0.6	0.4	177
841989	Machinery, plant/laboratory equipment for treat of mat. by change of temp	128	0.4	0.3	153
848310	Transmission shafts and cranks, including cam shafts and crank shafts	113	0.4	0.3	179

Source: ITC Geneva, and EXIM Bank analysis

Vehicles and parts (HS-87)

At US\$ 32 bn in 2012, vehicles and parts are the third largest items in Australia's imports basket, with a share of 13% of Australia's global imports. Japan is the leading supplier, followed by US, Thailand, Germany and Korea Rep. (**Table 3.8**).

While Australia's imports of these items from India has risen sharply, from US\$ 6 mn in 2001 to US\$ 230 mn in 2012, India's share is still marginal at 0.7%, which depicts the scope to further enhance these exports to Australia.

Potential items of exports to Australia under this category, in line with India's export capability and demand in the Australian market have been presented in **Table 3.9**.

Table 3.8 : Australia's Imports of Vehicles and Parts (HS-87) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share 2012
World	7,551	16,061	32,131	100.0	100.0	100.0
Japan	3,744	6,835	10,065	49.6	42.6	31.3
US	802	1,652	4,993	10.6	10.3	15.5
Thailand	305	1,430	4,262	4.0	8.9	13.3
Germany	916	1,441	3,070	12.1	9.0	9.6
Korea Rep.	369	815	2,479	4.9	5.1	7.7
UK	315	422	1,237	4.2	2.6	3.8
China	81	263	997	1.1	1.6	3.1
Spain	79	347	816	1.0	2.2	2.5
India	6	18	230	0.1	0.1	0.7

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.9: Vehicles and Parts (HS-87) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
870323	Automobiles w reciprocating piston engine displacg > 1500 cc to 3000 cc	8,036	0.03	-	363
870421	Diesel powered trucks with a GVW not exceeding five tonnes	4,426	6	0.1	326
870410	Dump trucks designed for off-highway use	2,903	3	0.1	711
870322	Automobiles w reciprocating piston engine displacg > 1000 cc to 1500 cc	1,398	138	9.8	2,634
870899	Motor vehicle parts	731	6	0.9	2,528
870190	Wheeled tractors	708	21	3.0	785
870422	Diesel powered trucks w a GVW exc five tonnes but not exc twenty tonnes	696	-	-	175
870829	Parts and accessories of bodies, for motor vehicles	429	1	0.2	53
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	367	-	-	66
870840	Transmissions for motor vehicles	346	1	0.2	202
870210	Diesel powered buses with a seating capacity of > nine persons	293	0.01	-	232
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	239	2	1.0	116
870870	Wheels including parts and accessories for motor vehicles	222	2	0.8	97
870850	Drive axles with differential for motor vehicles	218	1	0.2	130
870880	Shock absorbers for motor vehicles	131	2	1.7	76
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	126	1	0.7	1,285
870600	Chassis fitted w engines for the vehicles	107	-	-	247
870810	Bumpers and parts for motor vehicles	103	0.2	0.2	204
871419	Motorcycle parts	74	0.2	0.2	125

Source: ITC Geneva, and EXIM Bank analysis

Electrical & Electronic Equipment (HS-85)

China has emerged as the largest supplier to Australia, accounting for as much as 41% of Australia's global imports in 2012, and has overtaken the US. While India's exports to Australia have risen from US\$ 17 mn in 2001 to touch US\$ 103 mn in 2012, India is still a minor

supplier accounting for a marginal 0.4% share (Table 3.10).

In line with demand in the Australian market and India's export capability, potential items of India's exports to Australia under this category have been presented in Table 3.11.

Table 3.10: Australia's Imports of Electrical & Electronic Equipment (HS-85) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	7,566	13,276	24,442	100.0	100.0	100.0
China	718	2,834	9,889	9.5	21.3	40.5
US	1,313	1,534	2,603	17.4	11.6	10.7
Malaysia	462	781	1,377	6.1	5.9	5.6
Germany	337	692	987	4.5	5.2	4.0
Japan	847	1,222	975	11.2	9.2	4.0
Taipei, Chinese	245	526	927	3.2	4.0	3.8
Korea Republic	658	1,200	890	8.7	9.0	3.6
UK	554	433	564	7.3	3.3	2.3
Viet Nam	9	10	557	0.1	0.1	2.3
Singapore	352	600	538	4.7	4.5	2.2
India	17	39	103	0.2	0.3	0.4

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.11: Electrical & Electronic Equipment (HS-85) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
851712	Telephones for cellular networks mobile telephones	3,844	0.01	-	2,850
851762	Machines for the reception, conversion and transmission or regeneration	2,182	0.6	-	96
854140	Photosensitive semi-conduct device, photovoltaic cells & light emit diodes	1,010	1.6	0.2	112
850440	Static converters	829	7.3	0.9	391
851770	Parts of telephone sets, telephones for cellular networks	568	0.8	0.1	590
852340	Optical media for the recording of sound or of other phenomena	458	1.6	0.4	194
853710	Boards, panels, incl. numerical control panels, for a voltage <=1000 V	457	1.2	0.3	179
853720	Boards,panels,includg numerical control panels,for a voltage > 1,000 V	207	0.1	-	94
854430	Ignition wiring sets & other wiring sets used in vehicles, aircraft etc	206	2.9	1.4	114
853650	Electrical switches for a voltage not exceeding 1,000 V	194	3.3	1.7	94
853690	Electrical app for switchg/protec elec circuits,not exced 1,000 V	170	16.3	9.6	165
852871	Reception apparatus for television, whether or not incorporating radio	146	-	-	164
852990	Parts suitable for use solely/princ with the apparatus	142	0.1	-	111
853890	Parts for use with the apparatus	139	2.0	1.4	309
850300	Parts of electric motors, generators, generating sets & rotary converters	117	0.6	0.5	279
851769	Apparatus for the transmission or reception of voice, images	89	0.3	0.3	160

Source: ITC Geneva, and EXIM Bank analysis

Pharmaceutical Products (HS-30)

The US and Germany are the largest suppliers to Australia, accounting for 19% and 10%, respectively, of Australia's global imports in 2012. In the case of India, exports to Australia have witnessed a healthy rise, from US\$ 4 mn in 2001 to touch US\$ 179 mn in 2012, with rising share in Australia's import basket (**Table 3.12**).

To further enhance these exports to Australia, the

potential export items have been presented in **Table 3.13**.

Optical & Medical Apparatus (HS-90)

The US is the largest supplier to Australia, accounting for as much as 34% of Australia's global imports in 2012. Germany and China are other leading suppliers to Australia. India is still a marginal supplier to Australia, although exports to Australia have risen from US\$ 3 mn in 2001 to US\$ 75 mn in 2012 (**Table 3.14**).

Table 3.12 : Australia's Imports of Pharmaceutical Products (HS-30) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2005	% share, 2005	% share 2012
World	2,110	5,101	10,276	100.0	100.0	100.0
US	457	892	1,958	21.6	17.5	19.1
Germany	198	502	1,074	9.4	9.8	10.4
UK	468	894	960	22.2	17.5	9.3
Switzerland	176	334	894	8.3	6.5	8.7
Italy	74	348	708	3.5	6.8	6.9
Ireland	153	437	668	7.3	8.6	6.5
France	128	389	619	6.0	7.6	6.0
Spain	16	90	554	0.8	1.8	5.4
Singapore	24	149	468	1.1	2.9	4.6
Belgium	63	177	409	3.0	3.5	4.0
Sweden	138	292	364	6.5	5.7	3.5
Netherlands	41	88	256	2.0	1.7	2.5
India	4	26	179	0.2	0.5	1.7
Canada	6	50	138	0.3	1.0	1.3
China	29	53	113	1.4	1.0	1.1

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.13: Pharmaceutical Products (HS-30) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
300490	Medicaments, in dosage	6,955	129.3	1.9	6,632
300210	Antisera and other blood fractions	824	0.01	-	40
300420	Antibiotics, in dosage	480	17.0	3.5	873
300220	Vaccines, human use	370	-	-	359
300439	Hormones, not containing antibiotics, in dosage	341	1.0	0.3	108
300431	Insulin, in dosage	130	0.01	-	114
300440	Alkaloids or their derivs, not cntg antibiotics or hormones, in dosage	124	10.0	8.1	79
300660	Contraceptive preparations based on hormones or spermicides	86	2.6	3	50
300450	Vitamins and their derivatives, in dosage	80	3.4	4.3	276
300590	Dressings & similar articles, impreg or coated or packaged for medical use	80	2.0	2.5	34
300390	Medicaments, formulated, in bulk	64	1.4	2.1	452

Source: ITC Geneva, and EXIM Bank analysis

Table 3.14 : Australia's Imports of Optical & Medical Apparatus (HS-90) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	2,608	4,574	8,257	100.0	100.0	100.0
US	1,034	1,553	2,807	39.6	34.0	34.0
Germany	207	455	776	7.9	9.9	9.4
China	117	326	673	4.5	7.1	8.1
Japan	369	405	411	14.1	8.8	5.0
UK	177	265	401	6.8	5.8	4.9
Ireland	41	206	384	1.6	4.5	4.7
Switzerland	60	171	352	2.3	3.7	4.3
Singapore	60	91	246	2.3	2.0	3.0
India	3	9	75	0.1	0.2	0.9

Source: ITC Geneva, based on UN COMTRADE Statistics

In line with India's export capability, potential items of exports to Australia under this category have been presented in **Table 3.15**.

Pearls and Precious Stones (HS-71)

Pearls and precious stones are the 7th largest items in Australia's import basket, with a share of 3.3% in 2012. Papua New Guinea, Thailand and Indonesia are the largest suppliers to Australia, together accounting for as much as 51% of Australia's global imports in 2012.

India is also emerging as an important supplier, with exports to Australia having risen from US\$ 33 mn in 2001 to touch US\$ 334 mn in 2012, and share rising from 2.1% in 2001 to 4.1% in 2012 (**Table 3.16**).

With India's global export capability, with India's global exports of these items amounting to US\$ 43 bn, potential items of exports to Australia have been presented in **Table 3.17**.

Table 3.15: Optical & Medical Apparatus (HS-90) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
901890	Instruments and appliances used in medical or veterinary sciences	1,219	1.3	0.1	142.4
903289	Automatic regulating or controlling instruments and apparatus	547	3.4	0.6	62.7
903180	Measuring or checking instruments, appliances and machines	303	1.3	0.4	57.0
901839	Needles, catheters, cannulae and the like	234	0.5	0.2	140.4
901819	Electro-diagnostic apparatus	140	0.5	0.3	42.1
902214	X-rays apparatus, medical/surgical/ veterinary use	117	0.01	-	107.9
902610	Instruments & apparatus for measuring or checking the flow of level of liquids	104	4.9	4.7	44.4
902290	Parts & accessories for app based on the use of X-rays or other radiations	93	0.4	0.4	49.5
900150	Spectacle lenses of other materials	76	3.8	5.0	113.6

Source: ITC Geneva, and EXIM Bank analysis

Table 3.16: Australia's Imports of Pearls & Precious Stones (HS-71) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	1,599	3,146	8,153	100.0	100.0	100.0
Papua New Guinea	204	703	2,315	12.8	22.3	28.4
Thailand	29	162	984	1.8	5.1	12.1
Indonesia	258	82	863	16.1	2.6	10.6
Switzerland	6	26	680	0.4	0.8	8.3
New Zealand	120	212	609	7.5	6.7	7.5
Japan	6	4	343	0.3	0.1	4.2
India	33	111	334	2.1	3.5	4.1
United States of America	26	113	301	1.6	3.6	3.7
Australia	94	161	246	5.9	5.1	3.0

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.17: Pearls & Precious Stones (HS-71) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
710692	Silver in other semi-manufactured forms (incl silver plated with gold/ platinum)	357	5.7	1.6	28.4
711311	Articles of jewellery & pts therof of silver w/n plated/clad w/o prec metal	165	10.2	6.2	924.0
711719	Imitation jewellery, of base metal whether or not plated with prec metal	87	1.9	2.1	116.5
711790	Imitation jewellery	69	2.8	4.1	232.0
710399	Precious/semi-precious stones, further worked than sawn/rough shaped	32	0.7	2.1	176.8

Source: ITC Geneva, and EXIM Bank analysis

Articles of Iron or Steel (HS-73)

India's exports of these items to Australia have risen from US\$ 18 mn in 2001 to reach US\$ 233 mn, thereby emerging as the 6th largest supplier

to Australia, with a share of 3.5% of Australia's global imports in 2012 (**Table 3.18**).

With the rising trend depicted by Australia's imports, potential export items to Australia under this category have been presented in **Table 3.19**.

Table 3.18: Australia's Imports of Articles of Iron or Steel (HS-73) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	949	2,342	6,616	100.0	100.0	100.0
China	149	531	2,324	15.7	22.7	35.1
Japan	131	198	716	13.8	8.5	10.8
Thailand	22	105	470	2.3	4.5	7.1
US	136	237	442	14.4	10.1	6.7
Indonesia	14	21	400	1.5	0.9	6.0
India	18	60	233	1.9	2.6	3.5
Korea Rep.	41	78	215	4.3	3.3	3.2
Germany	51	120	212	5.4	5.1	3.2
Taipei, Chinese	80	153	211	8.4	6.5	3.2

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.19: Articles of Iron and Steel (HS-73) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
730890	Structures & parts of structures	1,516	2.7	0.2	394
732690	Articles, iron or steel	620	13.8	2.2	490
730511	Pipe,line,i/s,longitudinally subm arc wld,int/ext cc sect,dia >406.4mm	404	-	-	1,291
731815	Bolts or screws, with or without their nuts or washers,iron or steel	230	2.6	1.1	254
730429	Casings,tubing, drill pipe, for oil drilling use	225	0.2	0.1	80
730799	Fittings, pipe or tube, iron or steel	158	1.7	1.1	68
730630	Tubes,pipe & hollow profiles, iron or nas,welded,of circ cross section	125	2.0	1.6	91
730419	Line pipe of a kind used for oil or gas pipelines, seamless, of iron or steel	118	0.1	0.1	63
731210	Stranded wire, ropes & cables of iron or steel,not electrically insulated	107	-	-	92
732393	Table, kitchen or other household art & parts, stainless steel	96	7.1	7.4	224
730619	Line pipe of a kind used for oil or gas pipelines, welded, of flat-rolled	92	2.8	3.0	138
731100	Containers for compressed or liquefied gas of iron or steel	86	2.7	3.1	140
730840	Props & similar equipment for scaffolding, shuttering/pit-propping	84	6.4	7.6	112
732399	Table, kitchen or oth household art & parts, of iron or steel	77	1.0	1.3	121
730459	Tube, pipe & hollow profile,as,(o/t stainless) smls,circ cross section	72	0.3	0.4	67
731816	Nuts, iron or steel	63	1.3	2.0	119
730791	Flanges, iron or steel	51	0.2	0.4	217
732591	Balls, grinding and similar articles of iron or steel, cast for mills	50	2.9	5.8	139
730690	Tubes, pipe & hollow profiles, iron or steel, welded	50	0.3	0.5	113
730820	Towers and lattice masts, iron or steel	50	4.0	8.1	285
732620	Articles of wire, iron or steel	47	0.1	0.2	83
732599	Articles of iron or steel, cast	45	2.0	4.5	889

Source: ITC Geneva, and EXIM Bank analysis

Plastics & Articles (HS-39)

China is the largest supplier, having overtaken the US, and accounted for 27% of Australia's global imports in 2012. While India's exports to Australia have witnessed a 10-fold rise, from US\$ 5 mn in

2001 to US\$ 50 mn in 2012, India's share is still marginal at 0.9% (**Table 3.20**).

To further enhance these exports to Australia, potential items of exports have been presented in **Table 3.21**.

Table 3.20 : Australia's Imports of Plastics & Articles (HS-39) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	1,763	3,044	5,355	100.0	100.0	100.0
China	183	478	1,420	10.4	15.7	26.5
US	357	483	600	20.2	15.9	11.2
Thailand	61	107	366	3.5	3.5	6.8
Germany	109	191	236	6.2	6.3	4.4
Malaysia	50	110	224	2.8	3.6	4.2
Taipei, Chinese	97	142	224	5.5	4.7	4.2
New Zealand	111	181	213	6.3	5.9	4.0
Korea Rep.	88	141	190	5.0	4.6	3.5
UK	75	112	136	4.2	3.7	2.5
Japan	94	128	133	5.3	4.2	2.5
India	5	17	50	0.3	0.5	0.9

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.21: Plastics and Articles (HS-39) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
392690	Articles of plastics or of other materials	655	6.0	0.9	410
392321	Sacks and bags (including cones) of polymers of ethylene	323	1.2	0.4	92
390120	Polyethylene having a specific gravity of 0.94 or more	296	-	-	227
392410	Tableware and kitchenware of plastics	231	1.0	0.4	117
392190	Film and sheet, of plastics	180	5.3	2.9	211
390690	Acrylic polymers, in primary forms	152	1.5	1.0	58
390760	Polyethylene terephthalate	149	0.1	0.1	356
392390	Articles for the conveyance or packing of goods, of plastics	147	0.7	0.5	85
392310	Boxes, cases, crates & similar articles of plastic	107	0.6	0.5	45
391810	Floor, wall and ceiling coverings, of polymers of vinyl chloride	102	0.6	0.6	113
392020	Film and sheet, non-cellular, of polymers of propylene	97	3.2	3.3	210
392329	Sacks and bags (including cones) of plastics	91	1.7	1.9	240
392350	Stoppers, lids, caps and other closures of plastics	88	0.3	0.3	43
390110	Polyethylene having a specific gravity of less than 0.94	64	0.1	0.2	47
392049	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl	63	0.3	0.5	49

Source: ITC Geneva, and EXIM Bank analysis

Rubber & Articles (HS-40)

With India's exports to Australia having risen from US\$ 6 mn in 2001 to US\$ 66 mn in 2012, coupled with rising shares, India is emerging as an important supplier to the Australian market. Currently, the leading supplier is Japan, followed by China, US and Thailand (**Table 3.22**).

Under this category, the potential items of exports

to Australia have been presented in **Table 3.23**.

Furniture and Lightings (HS-94)

China is the single largest supplier to the Australian market, with a dominant share of 62% of Australia's global imports in 2012. Although India's exports of these items to Australia have risen from US\$ 7 mn in 2001 to US\$ 33 mn in 2012, India is still a marginal supplier (**Table 3.24**).

Table 3.22: Australia's Imports of Rubber & Articles (HS-40) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	894	1,648	4,401	100.0	100.0	100.0
Japan	253	396	940	28.3	24.0	21.4
China	45	159	910	5.0	9.6	20.7
US	135	228	619	15.1	13.8	14.1
Thailand	33	82	304	3.7	5.0	6.9
Korea Rep.	71	112	182	7.9	6.8	4.1
Spain	24	42	165	2.7	2.5	3.7
Malaysia	51	75	162	5.7	4.5	3.7
Indonesia	20	38	149	2.3	2.3	3.4
France	21	39	147	2.3	2.4	3.3
Germany	43	84	134	4.8	5.1	3.0
Taipei, Chinese	30	55	85	3.4	3.3	1.9
India	6	24	66	0.6	1.5	1.5
Italy	18	41	49	2.0	2.5	1.1

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.23: Rubber and Articles (HS-40) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
401110	Pneumatic tire new of rubber for motor car incl station wagons & racing cars	1,015	0.5	-	119.9
401120	Pneumatic tires new of rubber for buses or lorries	845	2.7	0.3	663.8
401699	Articles of vulcanised rubber, other than hard rubber	191	4.3	2.2	184.6
401693	Gaskets, washers and other seals of vulcanised rubber	160	1.1	0.7	62.6
401012	Conveyor belt textile reinforced vulcanised rubber	88	7.8	8.8	66.8
400921	Tubes, pipes and hoses, of vulcanised rubber (excl. hard rubber)	54	1.8	3.3	36.5
401511	Gloves surgical of rubber	23	-	-	31.3
401691	Floor coverings and mats of rubber exc cellular and hard rubber	22	1.6	7.5	46.5

Source: ITC Geneva, and EXIM Bank analysis

Table 3.24: Australia's Imports of Furniture and Lightings (HS-94) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	751	1,827	4,256	100.0	100.0	100.0
China	215	844	2,625	28.6	46.2	61.7
Malaysia	82	150	207	11.0	8.2	4.9
Thailand	35	45	181	4.7	2.4	4.3
Viet Nam	11	50	149	1.5	2.7	3.5
US	49	87	148	6.5	4.8	3.5
Italy	72	108	127	9.5	5.9	3.0
Germany	25	64	123	3.3	3.5	2.9
Indonesia	43	69	78	5.7	3.8	1.8
Taipei, Chinese	44	49	74	5.9	2.7	1.7
UK	20	30	56	2.7	1.6	1.3
New Zealand	39	54	53	5.2	3.0	1.3
Korea Rep.	2	6	39	0.3	0.3	0.9
Hong Kong, China	11	23	36	1.5	1.3	0.8
India	7	15	33	0.9	0.8	0.8
Austria	4	15	30	0.5	0.8	0.7

Source: ITC Geneva, based on UN COMTRADE Statistics

To enhance exports of these items to Australia, in line with demand in the Australian market, potential export items have been presented in **Table 3.25**.

Organic Chemicals (HS-29)

Italy, China and the US are the largest suppliers to Australia, with a combined share of 41% of Australia's total imports in 2012. India is also

emerging as an important supplier, with exports to Australia having risen from US\$ 24 mn in 2001 to US\$ 102 mn in 2012, along with rising share (**Table 3.26**).

To further enhance these exports to Australia and thereby India's share, potential items of export to Australia under this category have been presented in **Table 3.27**.

Table 3.25: Furniture and Lightings (HS-94) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
940360	Furniture, wooden	443	9.1	2.1	379
940600	Prefabricated buildings	425	0.3	0.1	31
940510	Chandeliers & other electric ceiling or wall lighting fittings	364	1.2	0.3	48
940320	Furniture, metal	352	4.0	1.1	27
940540	Electric lamps and lighting fittings	247	0.3	0.1	28
940490	Articles of bedding/furnishing, stuffed or internally fitted	189	6.6	3.5	181
940190	Parts of seats	151	0.1	0.1	24
940169	Seats with wooden frames	67	0.9	1.3	30
940429	Mattresses fitted w springs/stuffed/ internally fitted w/any material	58	0.03	0.1	35
940520	Electric table, desk, bedside or floor standing lamps	51	1.3	2.5	30
940599	Lamps and lighting fittings, parts	35	0.5	1.3	23
940410	Mattress supports	19	0.004	-	55

Source: ITC Geneva, and EXIM Bank analysis

Table 3.26: Australia's Imports of Organic Chemicals (HS-29) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	1,644	2,520	3,457	100.0	100.0	100.0
Italy	154	138	546	9.4	5.5	15.8
China	70	170	537	4.3	6.8	15.5
US	410	724	348	25.0	28.7	10.1
UK	136	151	236	8.3	6.0	6.8
Singapore	57	83	212	3.5	3.3	6.1
Ireland	124	226	137	7.6	9.0	4.0
Sweden	3	27	132	0.2	1.1	3.8
Germany	79	111	113	4.8	4.4	3.3
Japan	110	129	102	6.7	5.1	2.9
India	24	52	102	1.5	2.1	2.9
Korea Rep.	20	41	80	1.2	1.6	2.3

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.27: Organic Chemicals (HS-29) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
293499	Nucleic acids and their salts, whether or not chemically defined	702	9.4	1.3	154
293100	Organo-inorganic compounds	150	0.5	0.3	108
293359	Heterocycl compds cntg pyrimidin rng/ piperazine rng, nes; nucleic acid	146	3.8	2.6	119
293339	Heterocyclic compds cntg an unfused pyridine ring in the structure	127	4.9	3.9	189
294190	Antibiotics, in bulk	81	2.6	3.2	561
293090	Organo-sulphur compounds	65	1.7	2.6	47
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only	59	4.1	6.9	242
291899	Carboxylic acids with additional oxygen function and their anhydrides	50	3.0	6.1	36
292429	Cyclic amides and their derivatives, salts thereof	40	2.4	6.1	49
293500	Sulphonamides in bulk	37	0.4	1.1	69
294150	Erythromycin and its derivatives, in bulk; salts thereof	33	0.04	0.1	120
293299	Heterocyclic compounds with oxygen hetero-atoms	26	6.7	25.4	81

Source: ITC Geneva, and EXIM Bank analysis

Apparel & Accessories, not knit or crochet (HS-62)

Asian countries such as China, Bangladesh, India and Indonesia are the major suppliers of these items to Australia. While China is the leading supplier, Bangladesh has overtaken India as the 2nd largest supplier. This can be seen from **Table 3.28** that while India's exports to Australia have

risen from US\$ 25 mn in 2001 to US\$ 71 mn in 2012, India's share in Australia's market have witnessed contraction from 3% share to 2.4% share.

To boost India's exports of these items to Australia, therefore, the potential items of exports have been identified and presented in **Table 3.29**.

Table 3.28: Australia's Imports of Articles of Apparel & Accessories, not knit or crochet (HS-62) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	809	1,527	2,910	100.0	100.0	100.0
China	538	1,109	2,168	66.5	72.6	74.5
Bangladesh	1	4	122	0.1	0.2	4.2
India	25	42	71	3.0	2.8	2.4
Indonesia	19	33	70	2.3	2.1	2.4
Italy	32	52	57	4.0	3.4	2.0
Viet Nam	11	14	48	1.4	0.9	1.6
Hong Kong, China	27	44	45	3.3	2.9	1.5

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.29: Articles of Apparel & Accessories, not knit or crochet (HS-62) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
620462	Womens/girls trousers and shorts, of cotton, not knitted	329.4	2.3	0.7	295
620342	Mens/boys trousers and shorts, of cotton, not knitted	324.2	4.6	1.4	469
620520	Mens/boys shirts, of cotton, not knitted	234.7	8.1	3.4	825
620443	Womens/girls dresses, of synthetic fibres, not knitted	160.0	3.8	2.4	350
620640	Womens/girls blouses and shirts, of man-made fibres, not knitted	140.1	3.9	2.8	371
620343	Mens/boys trousers and shorts, of synthetic fibres, not knitted	121.1	2.2	1.8	70
620630	Womens/girls blouses and shirts, of cotton, not knitted	109.3	5.8	5.3	822
621143	Womens/girls garments, of man-made fibres, not knitted	87.2	2.2	2.5	178
620449	Womens/girls dresses, of other textile materials, not knitted	49.0	4.4	9.1	75
620530	Mens/boys shirts, of man-made fibres, not knitted	45.9	1.0	2.2	66
620333	Mens/boys jackets and blazers, of synthetic fibres, not knitted	45.1	0.2	0.4	37
620453	Womens/girls skirts, of synthetic fibres, not knitted	42.7	0.6	1.4	71
620469	Womens/girls trousers & shorts, of other textile materials, not knitted	33.9	0.4	1.1	46
621142	Womens/girls garments, of cotton, not knitted	30.0	2.1	7.1	225
620920	Babies garments and clothing accessories of cotton, not knitted	28.0	1.0	3.6	146

Source: ITC Geneva, and EXIM Bank analysis

Articles of Apparel & Accessories, knit or crochet (HS-61)

Under this category also, Asian countries such as China, Bangladesh, India and Hong Kong are the major suppliers to the Australian market. While China is the dominant supplier, accounting

for as much as 76% of Australia's total imports, Bangladesh has overtaken India to emerge as the 2nd largest supplier (**Table 3.30**).

Under this category, to boost India's exports to Australia, the potential items of exports have been presented in **Table 3.31**.

Table 3.30: Australia's Imports of Articles of Apparel & Accessories, knit or crochet (HS-61) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	676	1,313	2,673	100.0	100.0	100.0
China	526	1,091	2,028	77.7	83.1	75.9
Bangladesh	1	4	236	0.1	0.3	8.8
India	8	13	39	1.2	1.0	1.5
Hong Kong, China	25	35	39	3.7	2.7	1.5
Italy	14	23	28	2.0	1.8	1.0

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.31: Articles of Apparel & Accessories, knit or crochet (HS-61) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
610910	T-shirts, singlets and other vests, of cotton, knitted	385	10.4	2.7	1,649
611030	Pullovers, cardigans and similar articles of man-made fibres, knitted	246	0.5	0.2	30
611020	Pullovers, cardigans and similar articles of cotton, knitted	171	1.6	0.9	93
610990	T-shirts, singlets and other vests, of other textile materials, knitted	168	1.1	0.6	445
611430	Garments, of man-made fibres, knitted	123	0.6	0.4	56
611120	Babies garments and clothing accessories of cotton, knitted	110	6.0	5.5	448
611420	Garments, of cotton, knitted	104	2.5	2.4	167
610462	Womens/girls trousers and shorts, of cotton, knitted	74	5.7	7.8	104
610443	Womens/girls dresses, of synthetic fibres, knitted	73	0.8	1.1	60
610510	Mens/boys shirts, of cotton, knitted	66	1.0	1.5	305
610821	Womens/girls briefs and panties, of cotton, knitted	58	0.2	0.4	149
611011	Jerseys, pullovers, cardigans, waistcoats and similar articles	58	0.1	0.1	45
610711	Mens/boys underpants and briefs, of cotton, knitted	55	0.3	0.6	165
610620	Womens/girls blouses and shirts, of man-made fibres, knitted	44	0.4	1.0	33
610520	Mens/boys shirts, of man-made fibres, knitted	42	0.3	0.7	200
610442	Womens/girls dresses, of cotton, knitted	37	1.5	4.0	105

Source: ITC Geneva, and EXIM Bank analysis

Paper & Paperboard (HS-48)

Under this category, China is the leading supplier, accounting for 23% of Australia's total imports in 2012, followed by New Zealand, the US and

Finland. India is still a marginal supplier (**Table 3.32**).

Potential items of exports to Australia under this category have been presented in **Table 3.33**.

Table 3.32: Australia's Imports of Paper & Paperboard (HS-48) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	1,212	1,979	2,581	100.0	100.0	100.0
China	58	178	602	4.8	9.0	23.3
New Zealand	171	295	240	14.1	14.9	9.3
US	176	192	180	14.5	9.7	7.0
Finland	132	176	142	10.9	8.9	5.5
Korea Rep.	35	146	111	2.8	7.4	4.3
Indonesia	74	105	105	6.1	5.3	4.1
Germany	83	131	102	6.8	6.6	3.9
India	2	4	8	0.1	0.2	0.3

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.33: Paper & Paperboard (HS-48) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
481019	Paper and paperboard used for writing, printing or other graphic purposes	211	0.9	0.4	29
481190	Paper, in rolls or sheets, impreg,cov,surf-col,surf-dec o printd	158	1.1	0.7	39
480256	Uncoated paper and paperboard, of a kind used for writing, printing	141	0.2	0.1	37
480261	Uncoated paper and paperboard, of a kind used for writing, printing	115	0.03	-	44
481920	Cartons,boxes and cases,folding,of non-corrugated paper or paperboard	87	0.3	0.4	28
482010	Registers,account books,note books,diaries & similar articles of paper	77	0.5	0.6	53
481141	Self-adhesive paper and paperboard, surface-coloured, surface-decorate	73	0.1	0.2	23
480257	Uncoated paper and paperboard, of a kind used for writing, printing	49	0.04	0.1	78
482390	Paper and paper articles	42	0.5	1.1	182
481910	Cartons, boxes and cases, of corrugated paper or paperboard	40	0.7	1.8	31
481159	Paper and paperboard, surface-coloured, surface-decorated or printed	31	0.2	0.7	20

Source: ITC Geneva, and EXIM Bank analysis

Iron & Steel (HS-72)

China is a major supplier, with a share of 15% of Australia's imports in 2012, followed by Chinese Taipei, Korea Republic and Japan. In the case of India, while exports rose from US\$ 4 mn in 2001 to US\$ 27 mn in 2005, exports to Australia

thereafter declined to US\$ 20 mn in 2012, with corresponding contraction in share (**Table 3.34**).

To boost exports to Australia, therefore, potential items of exports have been identified and presented in **Table 3.35**.

Table 3.34: Australia's Imports of Iron & Steel (HS-72) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	545	1,886	2,202	100.0	100.0	100.0
China	17	271	320	3.1	14.3	14.5
Taipei, Chinese	24	127	160	4.4	6.8	7.2
Korea Rep.	62	140	123	11.4	7.4	5.6
Japan	138	291	117	25.4	15.4	5.3
Sweden	22	82	100	4.0	4.3	4.6
New Zealand	41	52	84	7.5	2.8	3.8
Singapore	8	56	77	1.5	3.0	3.5
Malaysia	12	46	53	2.2	2.4	2.4
South Africa	28	83	38	5.2	4.4	1.7
Finland	5	6	33	0.9	0.3	1.5
Germany	21	35	33	3.8	1.9	1.5
US	10	36	22	1.9	1.9	1.0
Italy	13	27	22	2.4	1.4	1.0
UK	19	47	20	3.6	2.5	0.9
India	4	27	20	0.8	1.4	0.9

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.35: Iron & Steel (HS-72) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
721049	Flat rolled prod,i/nas,plated or coated with zinc,>/=600mm wide	222	0.5	0.2	808
721012	Flat rolled prod,i/nas,plated or coated with tin,>/=600mm wide	114	-	-	45
721061	Flat rolled i/nas, coated alum-zinc alloy, w >600mm	96	-	-	118
720851	Hot roll iron/steel, not coil >600mm x >10mm	88	-	-	159
721933	Flat rolled prod, stainless steel, cr, 600mm wide, 1mm <3mm	80	0.05	0.1	80
721070	Flat rolled prod,i/nas,painted, varnished or plast coated,>/=600mm wide	74	-	-	172
722830	Bars&rods, alloy steel, o/t stainless n/w thn hot rolled/drawn/extrud	67	0.03	-	49
720852	Hot roll iron/steel, not coil >600mm x 4.75-10mm	51	-	-	30
721391	Hot rolled bar/rod, irregular coils	51	-	-	29
721934	Flat rolled prod, stainless steel, cr,w>/=600mm,0.5mm<1mm	28	0.04	0.2	34
722220	Bars & rods, stainless steel, n/w than cold formed or cold finished	23	3.4	14.6	420
720916	Cold rolled iron/steel, coils >600mm x 1-3mm	23	-	-	26
720827	Hot roll steel, coil, pickled >600mm wide	22	-	-	26
721499	Bars & rods, iron/nas, forged	21	0.4	1.7	27
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	20	-	-	28

Source: ITC Geneva, and EXIM Bank analysis

Miscellaneous Chemical Products (HS-38)

The US, China and Germany are the largest suppliers to the Australian market, together accounting for 53% of Australia's imports in 2012. While India's exports to Australia have also risen

from US\$ 3 mn in 2001 to US\$ 21 mn in 2012, India is still a marginal supplier (**Table 3.36**).

Under this category, potential items of exports to Australia have been presented in **Table 3.37**.

Table 3.36: Australia's Imports of Miscellaneous Chemical Products (HS-38) - Major Suppliers, 2001-2012 (US\$ mn)

	2001	2005	2012	% share, 2001	% share, 2005	% share, 2012
World	600	960	1,816	100.0	100.0	100.0
US	209	302	460	34.8	31.4	25.3
China	12	50	310	2.0	5.2	17.1
Germany	46	107	193	7.7	11.1	10.6
Singapore	32	43	111	5.4	4.5	6.1
New Zealand	51	56	101	8.6	5.9	5.6
UK	40	55	76	6.7	5.8	4.2
France	38	67	71	6.4	6.9	3.9
Malaysia	8	17	56	1.4	1.8	3.1
Switzerland	8	9	45	1.4	1.0	2.5
Japan	20	36	40	3.4	3.8	2.2
Korea Rep.	4	7	33	0.7	0.8	1.8
Italy	13	16	32	2.2	1.6	1.8
Israel	2	15	29	0.3	1.6	1.6
Indonesia	13	12	29	2.2	1.2	1.6
Belgium	10	16	22	1.7	1.7	1.2
India	3	7	21	0.5	0.7	1.2
Netherlands	13	21	19	2.1	2.2	1.1

Source: ITC Geneva, based on UN COMTRADE Statistics

Table 3.37: Miscellaneous Chemical Products (HS-38) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
380893	Herbicides, anti-sprouting products and plant-growth regulators	367	1.8	0.5	222
382200	Composite diagnostic or laboratory reagents	343	0.2	0.1	30
382490	Chemical/allied industry preparations/prods	225	0.9	0.4	134
381121	Lubricating oil additives cntg pet oils/oils obtained from bitu minerals	158	-	-	26
380892	Fungicides	101	9.3	9.2	257
380891	Insecticides	100	2.0	2.0	803
381590	Reaction initiators, reaction accelerator & catalytic preparations	37	-	-	41
380899	Rodenticides and other plant protection products	27	0.1	0.3	363
381190	Prepared additives for mineral oils or for other similar liquids	26	0.1	0.3	28

Source: ITC Geneva, and EXIM Bank analysis

Annexure 1:

Potential Items of India's Exports to Australia - as per 6-digit HS Commodity Classification

A1: Petroleum Products (HS-27) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
271019	Other petroleum oils and preparations	13,615	150.4	1.1	30,189
271011	Light petroleum oils and preparations	2,807	15.2	0.5	22,148
271320	Petroleum bitumen	408	-	-	34
271312	Petroleum coke, calcined	319	-	-	136
270750	Aromatic hydrocarbon mixtures	34	0.5	1.4	20

Source: ITC Geneva, and EXIM Bank analysis

A2 : Machinery (HS-84) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
848180	Taps, cocks, valves and similar appliances	1,135	20.2	1.8	684
847989	Machines & mechanical appliances, having individual functions	1,123	1.8	0.2	203
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	1,025	1.9	0.2	267
841480	Air or gas compressors, hoods	831	3.1	0.4	368
847150	Digital processing units not sold as complete systems	796	0.2	-	127
847330	Parts & accessories of automatic data processing machines & units	589	0.5	0.1	164
847490	Parts of sorting/screening/ mixing/ crushing/washing/ machinery	365	8.7	2.4	134
843041	Boring or sinking machinery, self-propelled	331	-	-	160
843143	Parts of boring or sinking machinery, whether or not self-propelled	309	4.5	1.5	203
840999	Parts for diesel and semi-diesel engines	249	3.9	1.6	483
840890	Engines, diesel	217	4.2	1.9	377
841370	Centrifugal pumps	216	4.2	1.9	186
840991	Parts for spark-ignition type engines	203	1.4	0.7	224
841391	Parts of pumps for liquid whether or not fitted with a measuring device	183	4.7	2.6	194
847990	Parts of machines & mechanical appliances, having individual functions	181	0.4	0.2	161
848190	Parts of taps, cocks, valves or similar appliances	166	4.5	2.7	258
842199	Parts for filtering or purifying mchy & apparatus for liquids or gases	165	2.8	1.7	111
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	139	0.6	0.4	177
841989	Machinery, plant/laboratory equipment for treat of mat. by change of temp	128	0.4	0.3	153
848310	Transmission shafts and cranks, including cam shafts and crank shafts	113	0.4	0.3	179

Source: ITC Geneva, and EXIM Bank analysis

A3 : Vehicles and Parts (HS-87) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
870323	Automobiles w reciprocating piston engine displacg > 1500 cc to 3000 cc	8,036	0.03	-	363
870421	Diesel powered trucks with a GVW not exceeding five tonnes	4,426	6	0.1	326
870410	Dump trucks designed for off-highway use	2,903	3	0.1	711
870322	Automobiles w reciprocating piston engine displacg > 1000 cc to 1500 cc	1,398	138	9.8	2,634
870899	Motor vehicle parts	731	6	0.9	2,528
870190	Wheeled tractors	708	21	3.0	785
870422	Diesel powered trucks w a GVW exc five tonnes but not exc twenty tonnes	696	-	-	175
870829	Parts and accessories of bodies, for motor vehicles	429	1	0.2	53
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	367	-	-	66
870840	Transmissions for motor vehicles	346	1	0.2	202
870210	Diesel powered buses with a seating capacity of > nine persons	293	0.01	-	232
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	239	2	1.0	116
870870	Wheels including parts and accessories for motor vehicles	222	2	0.8	97
870850	Drive axles with differential for motor vehicles	218	1	0.2	130
870880	Shock absorbers for motor vehicles	131	2	1.7	76
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	126	1	0.7	1,285
870600	Chassis fitted w engines for the vehicles	107	-	-	247
870810	Bumpers and parts for motor vehicles	103	0.2	0.2	204
871419	Motorcycle parts	74	0.2	0.2	125

Source: ITC Geneva, and EXIM Bank analysis

A4 : Electrical & Electronic Equipment (HS-85) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
851712	Telephones for cellular networks mobile telephones	3,844	0.01	-	2,850
851762	Machines for the reception, conversion and transmission or regeneration	2,182	0.6	-	96
854140	Photosensitive semi-conduct device, photovoltaic cells & light emit diodes	1,010	1.6	0.2	112
850440	Static converters	829	7.3	0.9	391
851770	Parts of telephone sets, telephones for cellular networks	568	0.8	0.1	590
852340	Optical media for the recording of sound or of other phenomena	458	1.6	0.4	194
853710	Boards, panels, incl. numerical control panels, for a voltage <=1000 V	457	1.2	0.3	179
853720	Boards,panels,includg numerical control panels,for a voltage > 1,000 V	207	0.1	-	94
854430	Ignition wiring sets & other wiring sets used in vehicles, aircraft etc	206	2.9	1.4	114
853650	Electrical switches for a voltage not exceeding 1,000 V	194	3.3	1.7	94
853690	Electrical app for switchg/protec elec circuits,not exced 1,000 V	170	16.3	9.6	165
852871	Reception apparatus for television, whether or not incorporating radio	146	-	-	164
852990	Parts suitable for use solely/princ with the apparatus	142	0.1	-	111
853890	Parts for use with the apparatus	139	2.0	1.4	309
850300	Parts of electric motors, generators, generating sets & rotary converters	117	0.6	0.5	279
851769	Apparatus for the transmission or reception of voice, images	89	0.3	0.3	160

Source: ITC Geneva, and EXIM Bank analysis

A5 : Pharmaceutical Products (HS-30) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
300490	Medicaments, in dosage	6,955	129.3	1.9	6,632
300210	Antisera and other blood fractions	824	0.01	-	40
300420	Antibiotics, in dosage	480	17.0	3.5	873
300220	Vaccines, human use	370	-	-	359
300439	Hormones, not containing antibiotics, in dosage	341	1.0	0.3	108
300431	Insulin, in dosage	130	0.01	-	114
300440	Alkaloids or their derivs, not cntg antibiotics or hormones, in dosage	124	10.0	8.1	79
300660	Contraceptive preparations based on hormones or spermicides	86	2.6	3	50
300450	Vitamins and their derivatives, in dosage	80	3.4	4.3	276
300590	Dressings & similar articles, impreg or coated or packaged for medical use	80	2.0	2.5	34
300390	Medicaments, formulated, in bulk	64	1.4	2.1	452

Source: ITC Geneva, and EXIM Bank analysis

A6 : Optical & Medical Apparatus (HS-90) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
901890	Instruments and appliances used in medical or veterinary sciences	1,219	1.3	0.1	142.4
903289	Automatic regulating or controlling instruments and apparatus	547	3.4	0.6	62.7
903180	Measuring or checking instruments, appliances and machines	303	1.3	0.4	57.0
901839	Needles, catheters, cannulae and the like	234	0.5	0.2	140.4
901819	Electro-diagnostic apparatus	140	0.5	0.3	42.1
902214	X-rays apparatus, medical/surgical/ veterinary use	117	0.01	-	107.9
902610	Instruments & apparatus for measuring or checking the flow of level of liquids	104	4.9	4.7	44.4
902290	Parts & accessories for app based on the use of X-rays or other radiations	93	0.4	0.4	49.5
900150	Spectacle lenses of other materials	76	3.8	5.0	113.6

Source: ITC Geneva, and EXIM Bank analysis

A7 : Pearls & Precious Stones (HS-71) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
710692	Silver in other semi-manufactured forms (incl silver plated with gold/ platinum)	357	5.7	1.6	28.4
711311	Articles of jewellery & pts therof of silver w/n plated/clad w/o prec metal	165	10.2	6.2	924.0
711719	Imitation jewellery, of base metal whether or not plated with prec metal	87	1.9	2.1	116.5
711790	Imitation jewellery	69	2.8	4.1	232.0
710399	Precious/semi-precious stones, further worked than sawn/rough shaped	32	0.7	2.1	176.8

Source: ITC Geneva, and EXIM Bank analysis

A8 : Articles of Iron and Steel (HS-73) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
730890	Structures & parts of structures	1,516	2.7	0.2	394
732690	Articles, iron or steel	620	13.8	2.2	490
730511	Pipe,line,i/s,longitudinally subm arc wld,int/ext cc sect,dia >406.4mm	404	-	-	1,291
731815	Bolts or screws, with or without their nuts or washers,iron or steel	230	2.6	1.1	254
730429	Casings,tubing, drill pipe, for oil drilling use	225	0.2	0.1	80
730799	Fittings, pipe or tube, iron or steel	158	1.7	1.1	68
730630	Tubes,pipe & hollow profiles, iron or nas,welded,of circ cross section	125	2.0	1.6	91
730419	Line pipe of a kind used for oil or gas pipelines, seamless, of iron or steel	118	0.1	0.1	63
731210	Stranded wire, ropes & cables of iron or steel,not electrically insulated	107	-	-	92
732393	Table, kitchen or other household art & parts, stainless steel	96	7.1	7.4	224
730619	Line pipe of a kind used for oil or gas pipelines, welded, of flat-rolled	92	2.8	3.0	138
731100	Containers for compressed or liquefied gas of iron or steel	86	2.7	3.1	140
730840	Props & similar equipment for scaffolding, shuttering/pit-propping	84	6.4	7.6	112
732399	Table, kitchen or oth household art & parts, of iron or steel	77	1.0	1.3	121
730459	Tube, pipe & hollow profile,as,(o/t stainless) smls,circ cross section	72	0.3	0.4	67
731816	Nuts, iron or steel	63	1.3	2.0	119
730791	Flanges, iron or steel	51	0.2	0.4	217
732591	Balls, grinding and similar articles of iron or steel, cast for mills	50	2.9	5.8	139
730690	Tubes, pipe & hollow profiles, iron or steel, welded	50	0.3	0.5	113
730820	Towers and lattice masts, iron or steel	50	4.0	8.1	285
732620	Articles of wire, iron or steel	47	0.1	0.2	83
732599	Articles of iron or steel, cast	45	2.0	4.5	889

Source: ITC Geneva, and EXIM Bank analysis

A9 : Plastics and Articles (HS-39) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
392690	Articles of plastics or of other materials	655	6.0	0.9	410
392321	Sacks and bags (including cones) of polymers of ethylene	323	1.2	0.4	92
390120	Polyethylene having a specific gravity of 0.94 or more	296	-	-	227
392410	Tableware and kitchenware of plastics	231	1.0	0.4	117
392190	Film and sheet, of plastics	180	5.3	2.9	211
390690	Acrylic polymers, in primary forms	152	1.5	1.0	58
390760	Polyethylene terephthalate	149	0.1	0.1	356
392390	Articles for the conveyance or packing of goods, of plastics	147	0.7	0.5	85
392310	Boxes, cases, crates & similar articles of plastic	107	0.6	0.5	45
391810	Floor, wall and ceiling coverings, of polymers of vinyl chloride	102	0.6	0.6	113
392020	Film and sheet, non-cellular, of polymers of propylene	97	3.2	3.3	210
392329	Sacks and bags (including cones) of plastics	91	1.7	1.9	240
392350	Stoppers, lids, caps and other closures of plastics	88	0.3	0.3	43
390110	Polyethylene having a specific gravity of less than 0.94	64	0.1	0.2	47
392049	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl	63	0.3	0.5	49

Source: ITC Geneva, and EXIM Bank analysis

A10 : Rubber and Articles (HS-40) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
401110	Pneumatic tire new of rubber for motor car incl station wagons & racing cars	1,015	0.5	-	119.9
401120	Pneumatic tires new of rubber for buses or lorries	845	2.7	0.3	663.8
401699	Articles of vulcanised rubber, other than hard rubber	191	4.3	2.2	184.6
401693	Gaskets, washers and other seals of vulcanised rubber	160	1.1	0.7	62.6
401012	Conveyor belt textile reinforced vulcanised rubber	88	7.8	8.8	66.8
400921	Tubes, pipes and hoses, of vulcanised rubber (excl. hard rubber)	54	1.8	3.3	36.5
401511	Gloves surgical of rubber	23	-	-	31.3
401691	Floor coverings and mats of rubber exc cellular and hard rubber	22	1.6	7.5	46.5

Source: ITC Geneva, and EXIM Bank analysis

A11: Furniture and Lightings (HS-94) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
940360	Furniture, wooden	443	9.1	2.1	379
940600	Prefabricated buildings	425	0.3	0.1	31
940510	Chandeliers & other electric ceiling or wall lighting fittings	364	1.2	0.3	48
940320	Furniture, metal	352	4.0	1.1	27
940540	Electric lamps and lighting fittings	247	0.3	0.1	28
940490	Articles of bedding/furnishing, stuffed or internally fitted	189	6.6	3.5	181
940190	Parts of seats	151	0.1	0.1	24
940169	Seats with wooden frames	67	0.9	1.3	30
940429	Mattresses fitted w springs/stuffed/ internally fitted w/any material	58	0.03	0.1	35
940520	Electric table, desk, bedside or floor standing lamps	51	1.3	2.5	30
940599	Lamps and lighting fittings, parts	35	0.5	1.3	23
940410	Mattress supports	19	0.004	-	55

Source: ITC Geneva, and EXIM Bank analysis

A12: Organic Chemicals (HS-29) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
293499	Nucleic acids and their salts, whether or not chemically defined	702	9.4	1.3	154
293100	Organo-inorganic compounds	150	0.5	0.3	108
293359	Heterocycl compds cntg pyrimidin rng/ piperazine rng,nes;nucleic acid	146	3.8	2.6	119
293339	Heterocyclic compds cntg an unfused pyridine ring in the structure	127	4.9	3.9	189
294190	Antibiotics, in bulk	81	2.6	3.2	561
293090	Organo-sulphur compounds	65	1.7	2.6	47
293399	Heterocyclic compounds with nitrogen hetero-atom[s] only	59	4.1	6.9	242
291899	Carboxylic acids with additional oxygen function and their anhydrides	50	3.0	6.1	36
292429	Cyclic amides and their derivatives, salts thereof	40	2.4	6.1	49
293500	Sulphonamides in bulk	37	0.4	1.1	69
294150	Erythromycin and its derivatives, in bulk; salts thereof	33	0.04	0.1	120
293299	Heterocyclic compounds with oxygen hetero-atoms	26	6.7	25.4	81

Source: ITC Geneva, and EXIM Bank analysis

A13 : Articles of Apparel & Accessories, not knit or crochet (HS-62) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
620462	Womens/girls trousers and shorts, of cotton, not knitted	329.4	2.3	0.7	295
620342	Mens/boys trousers and shorts, of cotton, not knitted	324.2	4.6	1.4	469
620520	Mens/boys shirts, of cotton, not knitted	234.7	8.1	3.4	825
620443	Womens/girls dresses, of synthetic fibres, not knitted	160.0	3.8	2.4	350
620640	Womens/girls blouses and shirts, of man-made fibres, not knitted	140.1	3.9	2.8	371
620343	Mens/boys trousers and shorts, of synthetic fibres, not knitted	121.1	2.2	1.8	70
620630	Womens/girls blouses and shirts, of cotton, not knitted	109.3	5.8	5.3	822
621143	Womens/girls garments, of man-made fibres, not knitted	87.2	2.2	2.5	178
620449	Womens/girls dresses, of other textile materials, not knitted	49.0	4.4	9.1	75
620530	Mens/boys shirts, of man-made fibres, not knitted	45.9	1.0	2.2	66
620333	Mens/boys jackets and blazers, of synthetic fibres, not knitted	45.1	0.2	0.4	37
620453	Womens/girls skirts, of synthetic fibres, not knitted	42.7	0.6	1.4	71
620469	Womens/girls trousers & shorts, of other textile materials, not knitted	33.9	0.4	1.1	46
621142	Womens/girls garments, of cotton, not knitted	30.0	2.1	7.1	225
620920	Babies garments and clothing accessories of cotton, not knitted	28.0	1.0	3.6	146

Source: ITC Geneva, and EXIM Bank analysis

A14: Articles of Apparel & Accessories, knit or crochet (HS-61) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
610910	T-shirts, singlets and other vests, of cotton, knitted	385	10.4	2.7	1,649
611030	Pullovers, cardigans and similar articles of man-made fibres, knitted	246	0.5	0.2	30
611020	Pullovers, cardigans and similar articles of cotton, knitted	171	1.6	0.9	93
610990	T-shirts, singlets and other vests, of other textile materials, knitted	168	1.1	0.6	445
611430	Garments, of man-made fibres, knitted	123	0.6	0.4	56
611120	Babies garments and clothing accessories of cotton, knitted	110	6.0	5.5	448
611420	Garments, of cotton, knitted	104	2.5	2.4	167
610462	Womens/girls trousers and shorts, of cotton, knitted	74	5.7	7.8	104
610443	Womens/girls dresses, of synthetic fibres, knitted	73	0.8	1.1	60
610510	Mens/boys shirts, of cotton, knitted	66	1.0	1.5	305
610821	Womens/girls briefs and panties, of cotton, knitted	58	0.2	0.4	149
611011	Jerseys, pullovers, cardigans, waistcoats and similar articles	58	0.1	0.1	45
610711	Mens/boys underpants and briefs, of cotton, knitted	55	0.3	0.6	165
610620	Womens/girls blouses and shirts, of man-made fibres, knitted	44	0.4	1.0	33
610520	Mens/boys shirts, of man-made fibres, knitted	42	0.3	0.7	200
610442	Womens/girls dresses, of cotton, knitted	37	1.5	4.0	105

Source: ITC Geneva, and EXIM Bank analysis

A15: Paper & Paperboard (HS-48) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
481019	Paper and paperboard used for writing, printing or other graphic purposes	211	0.9	0.4	29
481190	Paper, in rolls or sheets, impreg,cov,surf-col,surf-dec o printd	158	1.1	0.7	39
480256	Uncoated paper and paperboard, of a kind used for writing, printing	141	0.2	0.1	37
480261	Uncoated paper and paperboard, of a kind used for writing, printing	115	0.03	-	44
481920	Cartons,boxes and cases,folding,of non-corrugated paper or paperboard	87	0.3	0.4	28
482010	Registers,account books,note books,diaries & similar articles of paper	77	0.5	0.6	53
481141	Self-adhesive paper and paperboard, surface-coloured, surface-decorate	73	0.1	0.2	23
480257	Uncoated paper and paperboard, of a kind used for writing, printing	49	0.04	0.1	78
482390	Paper and paper articles	42	0.5	1.1	182
481910	Cartons, boxes and cases, of corrugated paper or paperboard	40	0.7	1.8	31
481159	Paper and paperboard, surface-coloured, surface-decorated or printed	31	0.2	0.7	20

Source: ITC Geneva, and EXIM Bank analysis

A16: Iron & Steel (HS-72) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
721049	Flat rolled prod,i/nas,plated or coated with zinc,>/=600mm wide	222	0.5	0.2	808
721012	Flat rolled prod,i/nas,plated or coated with tin,>/=600mm wide	114	-	-	45
721061	Flat rolled i/nas, coated alum-zinc alloy, w >600mm	96	-	-	118
720851	Hot roll iron/steel, not coil >600mm x >10mm	88	-	-	159
721933	Flat rolled prod, stainless steel, cr, 600mm wide, 1mm <3mm	80	0.05	0.1	80
721070	Flat rolled prod,i/nas,painted, varnished or plast coated,>/=600mm wide	74	-	-	172
722830	Bars&rods, alloy steel, o/t stainless n/w thn hot roll/drawn/extrud	67	0.03	-	49
720852	Hot roll iron/steel, not coil >600mm x 4.75-10mm	51	-	-	30
721391	Hot rolled bar/rod, irregular coils	51	-	-	29
721934	Flat rolled prod, stainless steel, cr,w>/=600mm,0.5mm<1mm	28	0.04	0.2	34
722220	Bars & rods, stainless steel, n/w than cold formed or cold finished	23	3.4	14.6	420
720916	Cold rolled iron/steel, coils >600mm x 1-3mm	23	-	-	26
720827	Hot roll steel, coil, pickled >600mm wide	22	-	-	26
721499	Bars & rods, iron/nas, forged	21	0.4	1.7	27
720917	Cold rolled iron/steel, coils >600mm x 0.5-1mm	20	-	-	28

Source: ITC Geneva, and EXIM Bank analysis

A17: Miscellaneous Chemical Products (HS-38) - Potential Export Items to Australia

HS-product code		Australia's imports from world, 2012 (US\$ mn)	Australia's imports from India, 2012 (US\$ mn)	India's share in Australia's imports, 2012 (%)	India's exports to world, 2012 (US\$ mn)
380893	Herbicides, anti-sprouting products and plant-growth regulators	367	1.8	0.5	222
382200	Composite diagnostic or laboratory reagents	343	0.2	0.1	30
382490	Chemical/allied industry preparations/prods	225	0.9	0.4	134
381121	Lubricating oil additives cntg pet oils/oils obtained from bitu minerals	158	-	-	26
380892	Fungicides	101	9.3	9.2	257
380891	Insecticides	100	2.0	2.0	803
381590	Reaction initiators, reaction accelerator & catalytic preparations	37	-	-	41
380899	Rodenticides and other plant protection products	27	0.1	0.3	363
381190	Prepared additives for mineral oils or for other similar liquids	26	0.1	0.3	28

Source: ITC Geneva, and EXIM Bank analysis

Annexure 2:

Australia - Trade Regulations, Rules and Standards

The Australian Customs Service regulates the movement of goods and people across the Australian border. Customs does not scrutinize every transaction relying on clients to self-assess the correctness of transactions. Australian importers are legally responsible for the accuracy of information supplied to Customs, regardless who prepares the documents.

Goods are classified according to the Harmonized System (HS) for the purposes of tariff categorization. While there are several methods of valuing goods for Customs purposes, the method most frequently applied (transaction value) is based on the price actually paid (or payable) for the imported goods subject to certain adjustments. Goods entering Australia may incur duty, Goods and Services Tax (GST), and/or additional charges. Customs duty rates vary and depend on a number of factors, such as type of goods and country of origin.

The Australian government has strict rules and requirements relating to:

- Quarantine;
- Chemical imports;
- Labeling & marking;
- Sanitary & phytosanitary standards;
- Standards;
- Temporary entry.

These stringent requirements are imposed against a number of products, particularly those considered to be of potential public danger and agricultural products that are considered to have the potential to introduce pests or disease.

Conformity to these rules and requirements are essential for entering the Australian market. Highlights of these rules and requirements are given below:

QUARANTINE

Australia is a signatory to the WTO “**Agreement on the Application of Sanitary and Phytosanitary (SPS) Measures**”. Aside from issues relating to the importation of food and animals, quarantine measures cover a number of other imported products such as farm, mining and construction machinery, some packaging goods, and other products that may pose a contamination risk to Australia’s agricultural industry or natural environment.

The Australian government enforces its quarantine measures very seriously. The Australian Quarantine and Inspection Service (AQIS) (www.daff.gov.au/aqis) is the federal body responsible for enforcing Australia’s quarantine regulations, including issuing permits and inspecting shipments.

Machinery imports may require an AQIS-issued import permit. It is a condition of the permit that machinery arrives in a ‘clean’ (refers to “clean as new”) or new state. AQIS has the power to re-export contaminated machinery. Further, packaging of imported goods could present a challenge, particularly where the packing materials include wood or other natural products.

CHEMICAL IMPORT REQUIREMENTS

There are several agencies that deal with importing chemicals to Australia, depending upon the proposed end-use of those chemicals or compounds. The primary agency responsible

for chemical imports in Australia is the **National Industrial Chemicals Notification and Assessment Scheme (NICNAS)** - www.nicnas.gov.au

Other agencies involved in regulating chemical imports include:

- **Food Standards Australia New Zealand (FSANZ)** - www.foodstandards.gov.au
- **Australian Pesticides & Veterinary Medicines Authority (APVMA)** www.apvma.gov.au

Exporters may also need to ensure that products comply with the Australian Dangerous Goods Code requirements, which are based upon international standards. State-based government health and safety agencies enforce these codes, and hence the codes may differ from state-to-state.

LABELING & MARKING REQUIREMENTS

Adherence to the rules and procedures regulating the packaging, labeling, ingredients, marketing and sale of specific products, and of general weights and measures are crucial in trade with Australia.

In general, goods imported in the packages in which they are customarily sold or offered for sale need to be marked with a true description of the goods and the country in which the goods were made. The trade description needs to be applied to the packages in prominent and legible characters. Any additional information applied and/or labeled on the packages must be true and may not contradict or obscure the information required as part of the trade description.

The quantity of a commodity sold in a package must be truly stated on the main display panel of the package, in units of the metric system. The word "net" should always be used when expressing quantity in mass.

The joint Australia New Zealand Food Standards Code requires all packaged food to be labeled with nutritional information on how much fat,

protein, energy, carbohydrates, and salt is in the product. Labels must also show the percentage of key ingredients and all of the main ingredients that may cause allergies.

The **Food Standards Australia and New Zealand (FSANZ)** provides information about food standard code - www.foodstandards.gov.au/foodstandards

SANITARY AND PHYTOSANITARY REQUIREMENTS / RESTRICTIONS

Australia has very strict sanitary and phytosanitary restrictions affecting imports of fresh fruit and vegetables and imports of meat and poultry products. Under Australia's quarantine and inspection process, foreign-grown agricultural commodities must undergo an import risk analysis (IRA) process before they can enter the country. An IRA to determine how and if the risk can be managed will take a minimum of two years to complete.

All fresh produce usually needs an Australian import permit and an appropriate phytosanitary certificate. All meat and poultry products must be accompanied by an Australian Import Permit and appropriate Animal Health Certificate.

Requirements / conditions for import of most agricultural products are provided by the **Australian Quarantine and Inspection Service (AQIS)** - www.daff.gov.au/aqis. Additional information on Australian requirements for imported packaged food, requirements for animals and animal products, documents for public comment (including import risk analyses), fee schedules, on-line forms, WTO Sanitary & Phytosanitary notifications, etc. are also provided by AQIS.

STANDARDS

Australia still has in place various standards that can affect product entry into Australia. **Standards Australia** (www.standards.org.au) is Australia's leading standards development

organization. Standards Australia has more than 70 members, representing groups with an interest in the development and application of standards. It is Australia's representative on the International Organization for Standardization (ISO), the International Electrotechnical Commission (IEC), and the Pacific Area Standards Congress (PASC). Standards Australia develops and maintains more than 7,000 Australian Standards, and provides input into the development of approximately 18,000 International Standards by ISO and IEC.

Imported consumer products, such as food products, must comply with state government packaging regulations. Australian states agree that any non-farm product, including imports, meeting the legal requirements of one state, may be sold in all other states and territories. State agricultural quarantines prohibit interstate trade of some items.

Both **Standards Australia** and the **National Institute of Standards and Technology (NIST)** - www.nist.gov provide information on current standards in Australia. AQIS is responsible for enforcing the Standards Code for imported foods.

Other important standards authorities/organisations in Australia include: the Australian

Communications and Media Authority (ACMA) - <http://www.acma.gov.au>, the Australian Environmental Protection Agency - <http://www.environment.gov.au/>, and the Therapeutic Goods Administration - <http://www.tga.gov.au>

TEMPORARY ENTRY

Goods may be brought into Australia on a temporary basis without the payment of duty or taxes for up to twelve months. These goods, referred to as Temporary Imports, are considered temporary according to sections of the Australian Customs Act, or because of entry under a 'carnet.'

All temporary imports must be re-exported within the period approved by Customs. The nature of the goods, what they will be used for while they are in Australia, and who is importing them will determine the provisions for which the goods may be eligible. The provisions relating to temporary entry cover temporary importation of goods owned by tourists and temporary residents. The provisions also include categories such as traveler's samples and goods imported for display at trade fairs. Goods under the provisions of certain international agreements to which Australia has acceded are also eligible for admission.