



Speech by

# Hon. PETER BEATTIE

MEMBER FOR BRISBANE CENTRAL

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Hansard 12 December 2001

## MINISTERIAL STATEMENT

### Trade

**Hon. P. D. BEATTIE** (Brisbane Central—ALP) (Premier and Minister for Trade) (9.40 a.m.), by leave: My government is determined to do everything possible to increase trade, because more trade means more jobs. An important means of opening doors to increased trading possibilities is through agreements with the equivalent of state governments overseas. That is why I was delighted on my November trade mission to Asia to sign agreements with the governments of Shanghai in China and Kyonggi in the Republic of Korea.

In Shanghai I signed a memorandum of understanding designed to increase trade opportunities with China's commercial centre, Shanghai, which has a population of 17 million. Any increase in trade with a city of this size means more jobs for Queenslanders. This city has almost the same population as Australia as a whole. The memorandum will lead to the further development of our trade, economic and cultural ties with one of Asia's most robust economies. Queensland's sister-state relationship with Shanghai is one of the most active and productive of Queensland's bilateral relationships.

The MOU is based on sustainable economic development, education and cultural and government relations. Activities under the agreement include the establishment of joint research activities and knowledge-intensive projects to assist Queensland and Shanghai business firms pursue new opportunities; cooperation on biotechnology development; the launch of a Queensland-China Education Forum to be held in Shanghai in 2002; pressing for direct air services between Shanghai and Queensland—and the Minister for Tourism followed up my visit with a visit to China as well when she had discussions with Southern China Airways—the encouragement of youth exchange programs between the Shanghai Youth Federation and the Queensland Academy of Sport; and the promotion of exchange visits by delegations of women in senior positions in the areas of government, banking, business, health and sport.

In Korea I signed an agreement with the Governor of Korea's smart province of Kyonggi which will lead to further cooperation between the governments. We are Australia's Smart State and building trade links with Kyonggi, Korea's high-tech powerhouse, is a smart way to expand trade and create more jobs for Queenslanders. It is simply the province around Seoul. In April I signed an action plan with Kyonggi, which is home to about a third of Korea's high-tech business operations, when the Governor visited here. On this trip, I signed a personnel exchange agreement with the Kyonggi Governor, Dr Lim Chang Yuel, which paves the way for investigating further exchanges and cooperation between us.

This includes an internship program that will see Kyonggi and Queensland information technology and communication graduates undertake work experience exchanges. The exchange program will foster increased commercial, educational, sporting and cultural links between the two states. The program is due to start in January 2002 with the arrival of a Kyonggi provincial government representative to Queensland. Later next year, a Queensland government representative will take up duty in Kyonggi Province. It is anticipated that each representative will spend up to 12 months overseas developing a business and cultural understanding of their host region and developing networks that will lead to increased business and other links.

I also discussed with Governor Lim a number of other key issues arising from the action plan, including the establishment of an internship program whereby Kyonggi university graduates spend up to three months working in Queensland; enhanced cooperation between biotechnology companies in both states; the sharing of Queensland's expertise in pest control management with the Kyonggi Province; and the possibility of Kyonggi students and teachers undertaking English language training in Queensland. The action plan focuses on four key industry sectors—that is, information technology, biotechnology, food and education—and encourages an exchange of information between regions on these different areas.

We must do everything we can to increase trade, because one in five jobs in this state is export related, a proportion that rises to one in four in regional Queensland. This means that 375,000 jobs in Queensland are export related. An increase in trade means an increase in jobs for Queenslanders. That is why trade missions are so important. I have set a target as Trade Minister for Queensland of increasing the number of exporters by 20 per cent and the value of knowledge-intensive exports, including education, which will be one of our big increases in exports, by 50 per cent.

I also reinforced Korea's place as a vital export market for Queensland products and services by officially opening the Queensland Government Trade and Investment Office in Seoul. The opening of this office has strengthened ties with Queensland's second largest international trading partner. Most importantly, the office makes it easier for Queensland companies to sell their goods and services in Korea. My recent trade mission to Korea also resulted in considerable exposure for Queensland's Smart State goods and services in the media of our second largest export market. While the trade mission was in Korea, the Korean *Times* produced a special four-page colour supplement on Queensland. I table a copy of the supplement for the information of the House. In addition, more than 80 Queensland companies are now advertising in Japan on a special web site thanks to Queensland's sister-state agreement with Saitama. In view of the time, I seek leave to include the remainder of my ministerial statements in *Hansard*.

#### Leave granted.

These companies are anxious to export to Japan and are now only a fingertip away from doing business with non-English speaking Japanese business people.

It's like having their own shopfront in Saitama, the fifth largest prefecture in Japan, which has a gross product of \$330 billion.

We are grateful to the Saitama Government for kindly arranging to build a website specifically for this purpose and for translating into Japanese the entire directory of 80 Queensland companies that have an interest in conducting business in Japan.

It is a good example of the way in which sister-state relationships can be used to boost trade.

And when one in five of all Queensland jobs is export-related it is important to find new ways of increasing our exports.

I was delighted to launch the site at an official function hosted by Saitama Governor Mr Yoshihiko Tsuchiya while I was leading a trade mission to China, Korea and Japan.

The Queensland companies on the directory are from the State's priority sectors and include representation from the knowledge-intensive areas of information technology, biotechnology and education.

The Japanese are also interested in matching up with Queensland businesses in the areas of health care, building and construction, furniture and food, and these companies are also represented in the directory.

My visit to the Saitama Prefecture followed a joint agreement which I signed last year in Queensland with Saitama Governor Tsuchiya to form an Action Plan.

The major thrust of the Action Plan is to develop trade and investment between the two States with an emphasis on information technology, biotechnology, agriculture and semi-processed food.

These sectors are fundamental to my Government's Smart State vision to generate sustainable economic and jobs growth for Queensland.

This is why my Government is keen to broaden and deepen our relationship with our major trading partners including Saitama through this Action Plan and the directory is one small but significant way Saitama and Queensland businesses can forge better business links.

I have set a target in Queensland of increasing the number of exporters by 20% and the value of knowledge-intensive exports, including education, by 50%.

#### MINISTERIAL STATEMENT BY PREMIER PETER BEATTIE

Earlier this month I reinforced Korea's place as a vital export market for Queensland products and services by officially opening the Queensland Government Trade and Investment Office in Seoul.

The opening of this office has strengthened ties with Queensland's second largest international trading partner.

Most importantly, the office makes it easier for Queensland companies to sell their goods and services in Korea.

Last year alone exports to the country were in the order of \$1.933 billion representing a rise of 26.7 per cent on the previous year.

Although the office has been running since April, the fact that I was leading a trade mission to Korea sent a very strong message that Queensland is serious about our desire to increase trade and investment opportunities.

The Queensland Government currently has a Sister State Agreement with Kyonggi Province, Townsville has a Sister City Agreement with Suwon City, and several Queensland cities have developed relationships with Daejeon City.

I anticipate that the opening of the Korean trade office will encourage the signing of more of these agreements, all of which facilitate a growth of trade.

For instance, Korea provides an excellent opportunity for Queensland to diversify its export base to include items such as computer software, information technology and communications equipment, metal products and components and bioscience products.

There are also opportunities in terms of Korean companies wanting to invest in Queensland and the new trade office will be able to work with and advise them.

It will also provide invaluable advice and assistance to Queensland companies looking to enter or expand their presence in the Korean market.

We must do everything we can to increase trade because one in five jobs in this State is export-related, a proportion that rises to one in four in regional Queensland.

This means 375,000 jobs in Queensland are export related.

An increase in trade means an increase in jobs for Queenslanders.

That's why trade missions are so important.

#### MINISTERIAL STATEMENT BY PREMIER PETER BEATTIE

My recent trade mission to Korea resulted in considerable exposure for Queensland's Smart State goods and services in the media of our second largest export market.

Five major newspapers, the country's only news agency and a television news program attended a news conference I held in Seoul where I officially opened our newest trade and investment office.

The news conference also gave me a wonderful opportunity to tell the country's main news outlets of Queensland's tourism destinations and of our welcoming multicultural people.

I told the journalists that I wanted my visit to demonstrate that my Government attaches tremendous importance to our relationship with Korea and on increasing our links.

The questions covered the status of trade and investment between Queensland and Korea, the trade deficit which Korea has with Queensland, and the areas in which we can expand our trading relationship.

While the trade mission was in Korea, the Korea Times produced a special four-page, colour supplement on Queensland.

The newspaper carried headlines such as:

Korea 2nd largest export market for Queensland—Bilateral Relationship Healthy, Expanding.

Queensland Government offers strong support for Korean Investment.

Queensland—Australia's fastest growing state.

From Brisbane to Gold Coast—Tourism Heaven.

Queensland offers competitive higher learning environment.

**Mr BEATTIE:** Finally, let me make this point: we will continue to push aggressively to do everything we can to increase trade opportunities for this state, because that is where our future lies.

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