

Queensland Trade Mission to Latin America
(with New Zealand stopover)

led by

The Honourable Andrew Fraser MP

Queensland Treasurer

and

Minister for Employment and Economic Development

Thursday 22 April 2010 – Saturday 1 May 2010

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PROGRAM

Thursday 22 April 2010 – Brisbane/Auckland/Santiago (Chile)

- 8:15am **Briefing from Mr Don Morris, Tourism Queensland Chairman re Auckland Airport CEO meeting**
- Venue:**
Qantas Lounge
- 9:40am Depart Brisbane for Auckland
Travel time: 3h 10m
- 2:50pm Arrive Auckland
- 3:30pm **Meeting with Mr Simon Mouter, Chief Executive Officer, Auckland Airport, Mr Don Morris, Chairman, Tourism Queensland and Mr Graeme Mansom, Regional Director, NZ, Tourism Queensland**
- Venue:**
Auckland International Airport
- 4:40pm Depart Auckland for Santiago
Travel time: 11h 30m
- 12:10pm Arrive Santiago (Chile) and transfer to hotel
Travel time: 30m
- 4:00pm **Meeting with Mr Pablo Wagner, Chilean Vice Minister for Mines**
- Venue:**
Ministry of Mines
Teatinos 120, Level 9
- 4:45pm Return to hotel
Travel time: 30 mins
- 6:45pm Depart hotel for Ambassador's residence
Travel time: 30m
- 7:15pm **Meet Ms Virginia Greville, Australian Ambassador to Chile, and jointly welcome reception guests**
- 7:30pm **Queensland Government Business Reception, hosted by Australian Ambassador and Chilean Minister for Energy,**

Mr Ricardo RAINERI Bernain

Also attending:

- Minister for the Environment
- Vice Minister for Education
- Principal of the Lyceum for Girls in Concepcion (Liceo de Niñas, Concepción-Chile) which benefited from the Queensland contribution to the Chile Earthquake Disaster Relief Fund.

Venue:

Australian Ambassador's Residence
Av Americo Vespucio Norte 2325

9:30pm Depart reception for hotel
Travel time: 30m

overnight Santiago (Chile)

Friday 23 April 2010 – Santiago (Chile) / Lima (Peru)

4:30am Depart hotel for airport
Travel time: 30m

5:00am Arrive at airport and check-in for flight

6:50am Depart Santiago for Lima
Travel time: 3h 50m

9:40am Arrive Lima (Peru) and transfer to airport hotel

While in Lima, official party accompanied by Victor Muñoz from the Peruvian Foreign Ministry.

11:00am Briefing for business delegates by Australia's consul general for Peru, Dan Sullivan

Venue:

Airport Hotel

11:30pm Depart hotel for next meeting
Travel time: 45m

12:30pm Luncheon hosted by Peru's Vice Minister for Education Dr Raul Diaz Chavez and ceremony for signing of Queensland-Peru Statement of Intent

Venue:

Lima Chamber of Commerce

Saturday 24 April 2010 – Rio de Janeiro (Brazil)
(Note: This is Anzac Day in Australia – Sunday 25 April 2010)

4:44am	Arrive in Rio de Janeiro and transfer to hotel Travel time: 45m Met by the Honorary Consul, Ronaldo Veirano
10:50am	Depart room for Vale meeting in hotel meeting room
11:00am	Meeting with Mr Claudio Alves, Director Ferrous Metals, Vale Venue: Sheraton Rio Hotel Av. Niemeyer, 121 – Leblon Rio de Janeiro 22450-220
12:15pm	Depart hotel for luncheon Travel time: 15m
12:30pm	Luncheon jointly hosted by Mr Ronaldo Veirano, Honorary Australian Consul and His Excellency Mr Neil Mules, Australian Ambassador to Brazil Key attendees: <ul style="list-style-type: none">• Mr Stelio Marcos Amarante – Office of the Mayor of Rio de Janeiro• Mr Amaury Temporal - President of the International Business Centre of FIRJAN (Federation of Industries of Rio de Janeiro)• Mr Georges Landau - International Consultant• Professor at Fundacao Alvares Penteado (FAAP)• Mr Marco Huppe - Representative of SEBRAE Venue: Gavea Golf and Country Club Estr. da Gávea, 800 Sao Conrado 22610-002 Rio de Janeiro RJ Brazil
3:30pm	Depart luncheon for hotel Travel time: 20m
7:00pm	Dinner with Queensland Trade Mission delegates
overnight	Rio de Janeiro (Brazil)

Sunday 25 April 2010 – Rio de Janeiro/Belo Horizonte (Brazil)

12:00 noon	Depart hotel for Airport Travel time: 45mins
2:10pm	Depart Rio de Janeiro for Belo Horizonte Travel time: 1h
3:10pm	Arrive Belo Horizonte Airport (Tancredo Neves International Airport) and transfer to hotel Met on arrival by: <ul style="list-style-type: none">• Vanessa Amarante – External Relations Assessor of the Under Secretariat for International Affairs. Travel time: 30m
4:45pm	Depart hotel for Ouro Preto Travel time: 1h 30m
6:15pm	Arrive Ouro Preto and met by Mr Gustavo de Castro Magalhães, Chief of Staff to the Governor of Minas Gerais
6:45pm	Welcome meeting with Mr Ângelo Oswaldo, Mayor of Ouro Preto and attend mass at the Church of Pilar for Anzac Day Memorial commemoration Mass will be conducted by Father Marcelo Santiago, Padre of the Church of Our Lady of Pilar and include commemoration of ANZAC Day. All Queensland delegates to attend service.
9:00pm	Dinner hosted by the Mayor of Ouro Preto Venue: Rua Sao Francisco de Assis 32 Ouro Preto, Brazil T: 31 – 3551-1036
10:30pm	Return to Belo Horizonte Travel time: 1h 30m
12:00 midnight	Arrive Belo Horizonte
overnight	Belo Horizonte (Brazil)

Monday 26 April 2010 – Belo Horizonte (Brazil)

7:30am Depart hotel for meeting
Travel time: 45m

8:30am **Meeting with Mr Michael Buckland from Austin Engineering and site inspection of the new Austin Engineering Joint Venture facility at Delp Engenharia**

Also attending the meeting:

- Mr Petronio Machado Zica – President of Delp
- Mr Humberto Machado Zica – Commercial Director of Delp

Venue:

Delp Engineering
R. Haeckel Ben Hur Salvador, No 1333
Cinco, Contagem, MG Brazil

9:30am Travel to next meeting
Travel time: 30m

10:00am **Visit the Federal University of Minas Gerais for signing of investment agreement between the University of Queensland and FAPEMIG of Minas Gerais**

Attending:

- Minas Gerais Secretary for Science and Technology, Dr Alberto Dugue Portugal
- FAPEMIG President, Professor Mario Neto Borges
- Federal Uni President, Chancellor Clelio Campolina
- Federal Uni Vice Chancellor, Rocksane de Carvalho Norton
- UQ Vice Chancellor, Professor Paul Greenfield

Venue:

Universidade Federal de Minas Gerais
Av. Antonio Carlos, 6627 – Pampulha
31270-901 – Belo Horizonte – MG - Brasil

11:00am Travel to next meeting
Travel time: 30m

11:30am **Meeting with Vice President of CEMIG (Companhia Energética de Minas Gerais), Arlinda Porto Neto**

Also attending:

- Renata Vilhena – Secretary for Planning
- Alberto Portugal – Secretary for Science & Technology
- Jose Carlos Carvallio – Secretary for Environment

Venue:

Av. Barbacena 1200
Belo Horizonte CEP 30190-131

- 12:30pm** Lunch hosted by CEMIG
- 1:30pm** Travel to next meeting
Travel time: 30m
- 2:00pm** **Meeting with Marcello Guilherme Abi-Saber, Municipal Secretary of the City of Belo Horizonte, representing Mayor Márcio Lacerda**
- Venue:**
Av. Afonso Pena, 1.212 – 2.º andar – Centro
Belo Horizonte – MG – CEP 30130-908
- 3:00pm** Depart for the Tancredo Neves Administrative City, passing by the Pampulha Lake Complex
Travel time: 30m
- 4:00pm** **Roundtable meeting with Minas Gerais State Secretaries and re-signing of Queensland-Minas Gerais Joint Declaration**
- Signing for Minas Gerais with Raphael Guimaraes, Secretary for Economic Development
- Attending Ministerial roundtable:
- Secretary of State for Planning and Management, Ms. Renata Vilhena
 - Secretary of State for Science, Technology and Higher Education, Dr. Alberto Duque Portugal
 - Secretary of State for Environment, Mr. José Carlos Carvalho
 - Secretary of State for Tourism, Ms. Érica Drumond
 - Chief of staff to Governor Antônio Augusto ANASTASIA, Gustavo de Castro Magalhães
- Venue:**
Governor's office and boardroom
Tancredo Neves Administrative City
- 5:00pm** Return to hotel Travel time: 30m
- 5:45pm** **Queensland Government Business Reception**
- Hosted by Mineral & Metallurgic Pole of Excellence and Brazil – Australia Chamber of Commerce
- Attended by:
- Australia's Ambassador to Brazil, Neil Mules
 - Consul-General in Sao Paulo, Greg Wallis
 - Consul-General in Lima, Peru, Dan Sullivan
- 8:00pm** Return to room

overnight

Belo Horizonte (Brazil)

Tuesday 27 April 2010 – Belo Horizonte (Brazil)/Bogota (Colombia)

- 3:30am** Depart hotel for airport
Travel time: 30m
- 4:00am** Arrive at airport and check-in for flight
- 6:00am** Depart Belo Horizonte for Sao Paulo-Guarulhos
Travel time: 1h 25m
- 7:25am** Arrive Sao Paulo-Guarulhos (transit and transfer to next flight)
- 8:35am** Depart Sao Paulo-Guarulhos for Bogota
Travel time: 6h
- 12:35pm** Arrive Bogota Airport and transfer to hotel
Travel time: 30m

Met on arrival by Ambassador Virginia Greville
- 3:30pm** Depart hotel for ANDI seminar
Travel time: 30m
- 4:00pm** **Seminar Australia hosted by Vice President of the National Business Association of Colombia (ANDI) Juan Camilo Narino and ProExport**

Also attending:
 - Juan Carlos Gonzalez – Pro Export Colombia
 - Diego Betancur – Colombia's Ambassador to Australia
 - Sandra Salamanca – Australia-Colombia Business Group**Venue:**
Office of the National Business Association of Colombia (ANDI)
Cll 73 # 8 - 13
- 6:00pm** Depart for reception at Antioquia House
Travel time: 45m
- 7:00pm** **Queensland business reception hosted by Mr Nicholas Lopez, Antioquia Secretary for Mines on behalf of Governor Luis Alfredo RAMOS Botero**

Ambassador Greville attending

Venue:
Casa de Antioquia
Dirección: Carrera 6 No. 35-76

9:30pm Return to hotel
Travel time: 45m

overnight Bogota (Colombia)

Wednesday 28 April 2010 – Bogota (Colombia)

am Breakfast own arrangements – Brisbane liaison time

10:30am Depart for Ministry of Mining and energy
Travel time: 30m

11:15am **Meeting with Colombia's Minister for Mines and Energy,
Hernan Martinez Torres**

Also attending:

- Deputy Minister for Mines, Silvana Giaimo Chávez
- Director of Mines, Beatriz Duque

Venue:
Mines and Energy Ministry
Calle 43 No. 57-31 CAN

12:15pm Travel to next meeting
Travel time: 30m

12:45pm **Signing of the Statement of Intent with the Republic of
Colombia**

Vice Minister for Foreign Affairs, Ms. Clemencia Forero to sign on behalf of Republic of Colombia

Venue:
Foreign Ministry
Santander Room

1:00pm **Luncheon hosted by Acting Minister for Foreign Affairs**

Venue:
Salón Bolivar
Spanish Chamber

2:30pm Depart for Education Ministry

LATIN AMERICA MISSION REPORT OVERVIEW

Latin America presents significant growth opportunities for Queensland, and the Queensland Government acted strongly and proactively to position the State to take maximum advantage of those opportunities.

On a per capita basis most Latin American countries, including Brazil, Chile, Peru and Colombia, have per capita GDPs greater than that of China in 2009, while the majority of Latin America is substantially more developed than China.

On behalf of the Premier, I led this trade mission (the first ministerial mission to Colombia and Peru) accompanied by 29 business delegates representing 26 companies and organisations from 22-29 April 2010, and strengthened Queensland's ties with the region and demonstrated at the highest government level, Queensland's keen interest in doing business with Latin America.

Mining projects, infrastructure programs, education and training and increased demand for energy and energy efficiencies were targeted.

Outcomes included the announcement confirming the establishment of Queensland Government representation in Latin America through the appointment of a Senior Business Development Manager in Santiago, Chile, and the subsequent expansion of representation in Latin America through the establishment of a Queensland Government Trade representative in Brazil.

I met with Colombia's Acting Minister of Foreign Affairs, Clemencia Forero, and signed a new Statement of Intent for Queensland with the national government of Colombia, focusing on cooperation in mining-related industries, education and training, climate change initiatives and innovation.

I also addressed the Australia – Colombia Business Group (a group whose formation is actively being promoted by the Ambassador for Colombia) as well as the national Colombian business group ANDI.

I also signed a formal cooperation agreement with the Government of Peru to encourage more trade between Qld and the fastest growing country in Latin America - a first for an Australian state, as well as signing a renewed Statement of Intent with the Minas Geras Government focusing on mining, education and training and sharing research.

In Peru, The University of Queensland's Sustainable Minerals Institute established a satellite campus for its Chilean based International Centre of Excellence in Mining, Minerals and Energy.

During the visit to Belo Horizonte, Minas Gerais I also witnessed the signing of a joint venture agreement between Queensland company Austin Engineering and Delp Engenharia. This agreement is a key element of Austin Engineering's expansion plans for Latin America. After viewing the signing of the agreement, I was invited to inspect the Delp Engenharia facility. Whilst in Minas Gerais, I also joined a roundtable meeting of five senior members of the Minas Gerais cabinet.

ANZAC Day was honoured with a special commemoration at a historic church in Ouro Preto. This was a highlight of the mission with the business delegation and a number of Australian expatriates from Belo Horizonte attending.

Further, the Queensland Government donated \$500,000 to support the people of Chile as they recover from the devastating February earthquake. The money is being used to rebuild a historic school in Concepcion, the Liceo de Niñas Concepción (the Concepcion Lyceum for Girls), located near the epicentre of the earthquake. It represents a down payment on the strong and emerging relationships between Chile and our state and nation.

MAIN OBJECTIVES OF THE TRADE MISSION

- To reinforce at senior government and commercial levels, the high priority that the Queensland Government places on trade and investment relationships with Latin America and to strengthen those relationships.
- To consolidate Queensland's trade and investment activities and promote the capabilities of Queensland companies in Latin America, especially in key sectors such as biotechnology, education and training, property, planning and construction, sports infrastructure and events management, alternative, clean and renewable energy, water management technologies and mining services, in addition to Queensland's traditional exports.
- To reinforce the State's economic credentials and continue to promote Queensland as an attractive and sound trade and investment destination.

OFFICIAL DELEGATION MEMBERS

The Honourable Andrew Fraser MP	Treasurer and Minister for Employment and Economic Development
Mr Ken Smith	Director-General Department of the Premier and Cabinet
Mr Stephen Beckett	Deputy Chief of Staff Office of the Premier
Ms Megan Saunders	Media Advisor Office of the Premier
Ms Bronwyn Davies	Senior Functions and Protocol Coordinator Protocol Queensland Department of the Premier and Cabinet

QUEENSLAND BUSINESS DELEGATES – SANTIAGO, CHILE

Mr Peter Allen Partner	Allens Arthur Robinson
Mr John Breit International Business Manager	Brisbane North Institute of TAFE
Mr Rodney Camm Associate Director-General	Department of Education and Training
Dr Mark Elliot Executive Chairman	Hot Rock Limited
Professor Ian Wronski Pro-Vice-Chancellor Faculty of Medicine, Health and Molecular Science	James Cook University
Mr Christopher Lee Senior Principal	Populous
Mr Alan Savina Director	Pregno Family Investments Pty Ltd
Ms Vanessa Maruna In-House Counsel	Pregno Family Investments Pty Ltd
Mr Roger McComiskie Partner	Price Waterhouse Coopers
Professor Ian Mackinnon Professor, Research and Commercialisation	Queensland University of Technology
Ms Michelle Lee Chief Executive Officer	Royal Brisbane Institute of Technology
Mr Russell Luhrs Executive General Manager, Planning and Infrastructure	Springfield Land Corporation
Mr Des McWilliam Managing Director	Triple P International Pty Ltd
Professor Paul Greenfield Vice Chancellor	University of Queensland
Professor Chris Moran Director, Sustainable Minerals Institute	University of Queensland
Mr Anthony Berry	Wirilinga Bonsmara Stud

QUEENSLAND TRADE MISSION DELEGATES – LIMA, PERU

Mr Peter Allen Partner	Allens Arthur Robinson
Mr John Breit International Business Manager	Brisbane North Institute of TAFE
Mr Rodney Camm Associate Director-General	Department of Education and Training
Dr Mark Elliot Executive Chairman	Hot Rock Limited
Professor Ian Wronski Pro-Vice-Chancellor Faculty of Medicine, Health and Molecular Science	James Cook University
Mr Alan Savina Director	Pregno Family Investments Pty Ltd
Ms Vanessa Maruna In-House Counsel	Pregno Family Investments Pty Ltd
Mr Roger McComiskie Partner	Price Waterhouse Coopers
Professor Ian Mackinnon Professor, Research and Commercialisation	Queensland University of Technology
Ms Michelle Lee Chief Executive Officer	Royal Brisbane Institute of Technology
Mr Russell Luhrs Executive General Manager, Planning and Infrastructure	Springfield Land Corporation
Professor Chris Moran Director, Sustainable Minerals Institute	University of Queensland

QUEENSLAND TRADE MISSION DELEGATES – RIO DE JANEIRO, BRAZIL

Mr Peter Allen Partner	Allens Arthur Robinson
Mr John Breit International Business Manager	Brisbane North Institute of TAFE
Mr Rodney Camm Associate Director-General	Department of Education and Training
Mr Christopher Lee Senior Principal	Populous
Mr Alan Savina Director	Pregno Family Investments Pty Ltd
Ms Vanessa Maruna In-House Counsel	Pregno Family Investments Pty Ltd
Mr Roger McComiskie Partner	Price Waterhouse Coopers
Professor Ian Mackinnon Professor, Research and Commercialisation	Queensland University of Technology
Ms Michelle Lee Chief Executive Officer	Royal Brisbane Institute of Technology
Mr Russell Luhrs Executive General Manager, Planning and Infrastructure	Springfield Land Corporation
Professor Paul Greenfield Vice Chancellor	University of Queensland

QUEENSLAND TRADE MISSION DELEGATES – BELO HORIZONTE, BRAZIL

Mr Peter Allen Partner	Allens Arthur Robinson
Mr Michael Buckland (EXPOMIN) Managing Director	Austin Engineering
Mr Jose Puig (EXPOMIN) Sales Director	Austin Engineering
Mr Nelson Silva President	BG Group Brazil
Mr John Breit International Business Manager	Brisbane North Institute of TAFE
Mr Rodney Camm Associate Director-General	Department of Education and Training
Ms Lena Gonzalez (EXPOMIN) Data Analyst	GBI Mining Intelligence
Ms Lorraine Elsmore (EXPOMIN) Global Marketing Manager	Groundprobe
Mr Renato Paladino Chief Marketing Officer	Hancock Prospecting Pty Ltd
Mr Neil O’Sullivan Managing Director	Noja Power Switchgear Pty Ltd
Mr Alan Savina Director	Pregno Family Investments Pty Ltd
Ms Vanessa Maruna In-House Counsel	Pregno Family Investments Pty Ltd
Mr Roger McComiskie Partner	Price Waterhouse Coopers
Professor Ian Mackinnon Professor, Research and Commercialisation	Queensland University of Technology
Mr David Handel (EXPOMIN) Technical and Development Director	Reynolds Soil Technologies
Mr Sebastian Karas (EXPOMIN)	RST Dust Earth Water
Mr Gary Gibson (EXPOMIN) Global Training Manager	Runge

Mr Russell Luhrs
Executive General Manager, Planning and
Infrastructure

Springfield Land Corporation

Professor Paul Greenfield
Vice Chancellor

University of Queensland

Mr Neil Wagner
Chairman

Wagners Global Services

QUEENSLAND TRADE MISSION DELEGATES – BOGOTA, COLOMBIA

Mr Peter Allen Partner	Allens Arthur Robinson
Mr John Breit International Business Manager	Brisbane North Institute of TAFE
Mr Rob McJannett Strategic Business Manager	Cardax Pty Ltd
Mr Rodney Camm Associate Director-General	Department of Education and Training
Dr Paul Higgins Managing Director	Excel Technology Group
Mr Renato Paladino Chief Marketing Officer	Hancock Prospecting Pty Ltd
Professor Ian Wronski Pro-Vice-Chancellor, Faculty of Medicine, Health and Molecular Science	James Cook University
Mr Neil O’Sullivan Managing Director	Noja Power Switchgear Pty Ltd
Mr Christopher Lee Senior Principal	Populous
Mr Alan Savina Director	Pregno Family Investments Pty Ltd
Ms Vanessa Maruna In-House Counsel	Pregno Family Investments Pty Ltd
Mr Roger McComiskie Partner	Price Waterhouse Coopers
Professor Ian Mackinnon Professor, Research and Commercialisation	Queensland University of Technology
Ms Michelle Lee Chief Executive Officer	Royal Brisbane Institute of Technology
Mr Russell Luhrs Executive General Manager, Planning and Infrastructure	Springfield Land Corporation
Professor Chris Moran Director, Sustainable Minerals Institute	University of Queensland
Mr Anthony Berry	Wirlinga Bonsmara Stud

WHY THESE MARKETS?

The overall objective of this mission was to reinforce Queensland's existing reputation and activities in Latin America, to further strengthen these relationships through the signing of agreements with the governments of Peru, Colombia and Minas Gerais in Brazil, and to break new ground in Brazil and establish our intention to put a presence in Chile.

LATIN AMERICA

Chile

Chile, widely recognised as the natural gateway to the rest of the Latin America region, is Queensland's longest established export market in Latin America. There are already a number of Queensland exporters using Chile to service Latin American markets, and approximately 30 Queensland companies have established business presences there, including Austin Engineering, Mincom, Runge and Russell Mineral Equipment.

In order to build upon this momentum and further strengthen Queensland's reputation, the announcement of a dedicated Queensland Trade presence in Santiago was made during this Mission. In-market representation will assist in capturing opportunities for Queensland in the key strategic target sectors of mining technology, equipment and services, education and training, and environmental technologies. This new position will be strategically co-located within the Australian Government's Austrade operation. Austrade is very supportive of this decision.

The International Monetary Fund (IMF) revised the growth figures upwards for Chile and many of the Latin American countries in April 2010. Chile's economy was expected to grow at 4.7% in 2010, revised up from 4%.

Queensland's merchandise exports to Chile grew by 92.9 per cent or A\$113.8 million, from \$122.5 million in 2007-08 to A\$236.3 million in 2008-09.

Over the last seven years, the number of Chilean students studying in Queensland has grown consistently from 16 students in 2002 to 383 students in 2009.

Brazil

A major economic power of the future Brazil is in many ways a competitor for Queensland as well as a market for our goods. An announcement of a dedicated Queensland presence was made during this Mission. A dedicated Queensland Government representative will continue the process of establishing our identity and reputation as a distinct part of the Australian offering. This will enable Queensland to reinforce its strengths in areas related to sport and stadiums, so that we are well placed to take advantage of the Olympics and World Cup construction process over the coming years. Likewise, Queensland's vast experience in minerals and machinery technology will present major opportunities for Queensland business in this growing economy.

The IMF in April revised up its 2010 growth figures for Brazil to 5.5%, almost a whole percentage point higher than the January 2010 forecast. Queensland's merchandise exports to Brazil grew by 67.4% or A\$464.5 million, from A\$689.3 million in 2007-08 to A\$1.1 billion in 2008-09.

Brazil is Queensland's 4th largest source country and the largest market in the Latin American region for international students coming to Queensland to study, with 5,374 Brazilian students studying in Queensland in 2009, a 14.9% increase from 2008.

Peru

Peru is potentially significant in the areas of mining services and agriculture, and it is right to continue to reinforce awareness of Queensland as part of the wider Australia offering, as well as supporting companies already with operations there.

Queensland will continue to strengthen its reputation in Peru through the signing of Statement of Intent between the Ministry of Foreign Affairs of Peru and the State of Queensland. This Statement promotes collaboration in the areas of mining-related industries, sustainable tourism, the promotion of trade and Australian investment in Peru and promotion of joint venture agreements among businesses of Peru and Queensland.

The IMF revised up its 2010 growth figures for Peru from 5.8% to 6.3% in April 2010 and Queensland's merchandise exports to Peru grew by 130.9 per cent or A\$28.2 million, from A\$21.5 million in 2007-08 to A\$49.7 million in 2008-09.

Export opportunities exist in Peru in mining, infrastructure, agribusiness, environmental management, food and beverages, medicaments, education and tourism.

Colombia

Colombia is also a potentially significant market in the areas of mining services and agriculture. The Statement of Intent between the Republic of Colombia and the State of Queensland signed during this Mission includes collaboration and the promotion of activities in the four key areas - mining related industries, education and training, climate change initiatives and strategies to encourage innovation as a key driver of a diversified economy.

With an existing Statement of Intent with the Antioquia Region in Colombia to develop and expand ties of cooperation in mining and mining-related services, mining education and training, and environmental technologies, Queensland is leading the way, spearheading opportunities for our mining equipment, training and services companies in Colombia.

The IMF April 2010 revisions estimate that the Colombian economy will exit the recent global recession slowly in 2010 before returning to a healthy 4.0% growth rate in 2011.

Queensland's merchandise exports to Colombia grew by 16.2 per cent or A\$1.4 million, from A\$8.9 million in 2007-08 to A\$10.3 million in 2008-09.

Colombia is currently the seventh largest source market for Queensland's international education and training industry, with 3,254 student enrolments recorded in 2009, a 30 per cent increase on the previous year.

MEETINGS – NEW ZEALAND

MEETING WITH MR SIMON MOUTTER, CHIEF EXECUTIVE OFFICER, AUCKLAND AIRPORT

Date: Thursday 22 April 2010
Time: 3:30pm – 4:30pm
Venue: Auckland International Airport
Auckland

EXTERNAL ATTENDEES

Mr Simon Moutter	Chief Executive Officer, Auckland Airport
Mr Don Morris AO	Chairman, Tourism Queensland
Mr Graeme Manson	Regional Director New Zealand, Tourism Queensland

MEETING PURPOSE

- To meet Simon Moutter, Chief Executive Officer, of Auckland Airport, a publicly listed NZ company which acquired 24.55% of Cairns and Mackay airports in January 2010 for \$132.8 million.
- Discuss issues of growing in-bound tourism for Queensland, particularly in the Cairns – Far North region.

MATTERS DISCUSSED

- Reaffirmed Queensland committed to working with Auckland Airport to significantly and quickly increase the number of scheduled flights between Auckland and Cairns.
- Don Morris, Graeme Manson and Simon Moutter provided a brief on research that showed New Zealand as the easiest, least expensive and quickest market to respond to quality Queensland promotion.
- Data presented included the following figures: -
 - Year ending Dec 2009 – 424,000 direct arrivals from NZ to Qld worth \$531 million;
 - NZ is the single largest inbound tourism market to Qld;
- Benefits for Queensland - comparatively cheap airfares on the Tasman (one of the world's busiest and most competitive air routes), the journey is short haul, Queensland is New Zealand's biggest winter escape holiday destination.
- Over 90% of New Zealand visitors are repeat visitors to Queensland.
- Auckland Airport outlaid \$132.8 million for its stake in Cairns and Mackay airports – Mr Moutter outlined that he is very keen to see a strong return on this investment.
- Mr Moutter is enthusiastic to develop a close strategic relationship with Tourism Queensland and the Queensland Government.
- Mr Moutter would like for Auckland Airport to be considered a strategic partner for growing in-bound tourism from NZ and would welcome the opportunity to regularly

meet with Queensland Government representatives, Tourism Queensland and be part of any future tourism engagement strategy.

- Tourism Queensland advised it was interested in pursuing joint marketing and activities with Auckland Airport with a view to increase the number of airline seats into Tropical North Queensland and raising the awareness of the region as a desirable destination among potential New Zealand holidaymakers.
- The meeting agreed that the Queensland Government and Tourism Queensland would continue discussions with Auckland Airport to grow industry opportunities for Queensland and to facilitate introductions between Auckland Airport and key tourism industry representatives in Tropical North Queensland.
- As a follow up from this meeting Mr Morris met with Mr Moutter on his visit to Cairns for an Airport Board meeting in the last week of April 2010.

MEETINGS – CHILE

MEETING WITH PABLO WAGNER SAN MARTÍN - VICE MINISTER FOR MINES, CHILE

Date: Thursday 22 April 2010

Time: 4:00pm – 4:45pm

Venue: Minister's Office
Teatinos 120
Level 9

ATTENDEES

Mr Pablo Wagner San Martin Vice Minister for Mines

Ms Virginia Greville Australian Ambassador to Chile

MATTERS DISCUSSED

- Linkages between Queensland and Chile relating to the mining and energy sectors, exploration opportunities in Queensland and potential exports of Queensland goods and services.
- Export and investment potential for Queensland companies including mining equipment, technology and services (METS), transport infrastructure development (rail, airports, and ports), education and vocational training, clean technologies, and agribusiness.
- Highlighted that the Queensland business delegation included a number of companies from the mining sector that are very interested in Chile and working with Chilean partners.
- Provided the Vice Minister with an overview of the Institute for Sustainable Resources based at the Queensland University of Technology (QUT) and the vital role the institute plays in advanced sustainable development, particularly in areas of green house gas management, energy systems, food security, water resources and geosystems.
- It was agreed that more information on the Institute for Sustainable Resources would be sent to the Vice Minister, as he was particularly interested in the area of research, and was keen to encourage collaboration between Chilean agencies/universities etc and the Institute.
- Solar energy and Queensland's solar plan was discussed. The Vice Minister was also interested to receive more detail on solar and advised that he would like to encourage the exchange of information and research outcomes between Chile and Queensland.
- The Vice Minister was then provided with an outline of the "Hot Rocks" project and of the support received from the Queensland Government.
- Queensland's achievements in the areas of low emission coal technology were discussed and the potential for Chile to use Queensland technology if they were to proceed with the construction of further coal fired power stations.
- This was a very productive meeting, where there was broad agreement between the parties to further exchange information and research, particularly in the area of green energy.

QUEENSLAND GOVERNMENT BUSINESS RECEPTION CO-HOSTED BY HER EXCELLENCY MS VIRGINIA GREVILLE, AUSTRALIAN AMBASSADOR TO CHILE AND MR RICARDO RAINERI BERNAIN, MINISTER FOR ENERGY, CHILE

Date: Thursday 22 April 2010
Time: 7:15pm – 9:30pm
Venue: Ambassador's Residence
Av Americo Vespucio Norte 2325
Chile

ATTENDEES

Mr Ricardo RAINERI Bernain	Minister for Energy, Republic of Chile
Ms María Ignacia Benítez	Minister for the Environment, Republic of Chile
Ms Virginia Greville	Australia's Ambassador to Chile

THE RECEPTION

- The official business networking reception was co-hosted by the Ambassador and the Queensland Government.
- Approximately 150 guests attended including Chilean business and government officials.
- The reception was an opportunity to acknowledge Chile as the longest established export market in Latin America for Queensland.
- The reception was a forum to promote the Queensland business delegates travelling on the mission and to put them in touch with key Chilean business leaders and government decision makers.
- During the formal address Queensland's capabilities in the key sectors of mining equipment, technologies and services (METS), education and training were highlighted, as were Queensland's renewable energy efforts.
- There was an extremely positive response to the news that the Queensland Government would be appointing a dedicated Senior Business Development Manager in Santiago.
- The International Monetary Fund (IMF) had earlier in the week revised up the growth figures for many of the Latin American countries including Chile. Chile's economy was expected to grow at 4.7% in 2010, revised up from 4%.
- Queensland's merchandise exports had grown on average by 60% over the past five years and presented real opportunities for Queensland businesses.
- Also launched at the reception was the new Australian Education International (AEI) video targeting Latin America students to study in Queensland and Australia. In 2009, international student enrolments in Queensland grew by 66.8%. This is a lucrative and rapidly growing export market for Queensland, as Latin American students are keen to study at our world class educational facilities.

Informal networking

Mr Ricardo Raineri Bernain, Minister for Energy (Republic of Chile), &

Ms María Ignacia Benítez, Minister for the Environment (Republic of Chile)

- Impressed by Queensland's strong interest in partnering with Chile on the full range of issues including energy, education and training, and tourism.
- Updated the Ministers on Queensland's new gas industry, as potential investors.
- Mr Ricardo Cortes, President of Editec
 - Editec is a mining publication in Chile. Mr Cortes is highly respected in the Chilean business community and the opportunity was taken to brief him on the Queensland business delegation and the decision to appoint a Senior Business Development Manager in Santiago.
- The Principal of the earthquake-hit Liceo de Niñas (High School for Girls) in Concepcion, Chile attended the reception to officially thank the Queensland Government for the \$500,000 commitment to the Chilean Disaster Relief Fund. The Queensland Government's contribution was used to rebuild the High School for Girls.

MEETINGS – PERU

SIGNING OF THE STATE OF QUEENSLAND – REPUBLIC OF PERU STATEMENT OF INTENT & LUNCH WITH THE LIMA CHAMBER OF COMMERCE HOSTED BY DR RAUL DIAZ CHARVEZ, VICE MINISTER FOR EDUCATION

Date: Friday 23 April 2010
Time: 12:30pm – 2:00pm
Venue: Lima Chamber of Commerce Building
Av Guiseppe Garibaldi No 396
Jesus Maria, Lima 11
Peru

ATTENDEES


Dr Raul Diaz Charvez	Vice Minister for Education, Peru
Ambassador Luis Quesada	Director-General, Asia Pacific, Dept of Foreign Affairs, Peru
Mr Daniel Sullivan	Australian Consul-General, Peru
Mr Victor Munoz	Peru Foreign Ministry
Mr Peter Anders Moores	President of the Lima Chamber of Commerce

THE LUNCH

- Provided the opportunity to discuss Queensland's aim to build trade and investment links with Peru with the view to a long term relationship and explore opportunities for Queensland companies to work with Peruvian companies.
- The lunch also presented the perfect opportunity to sign the new Statement of Intent between the State Government of Queensland and the Republic of Peru (see attached).
- This signing was a first for an Australian State.
- The Statement of Intent focuses on boosting trade opportunities in mining, tourism and education, between Queensland and Peru.
- The Ministry of Education was interested in assistance to develop skills systems to align Educational and Technical Education with the economy.
 - The VET Export Office will develop a capability statement and program proposal.
- Peru is the fastest growing country in Latin America.
- The International Monetary Fund (IMF) had earlier in the week revised up its 2010 growth figures for Peru from 5.8% to 6.3%.
- Queensland's merchandise exports to Peru have been growing by an average of 40% over the past five years, which many Queensland businesses are keen to capitalise on.

- The lunch was also used to highlight educational opportunities and to encourage international students to consider studying in Queensland. The number of Peruvian student enrolments in Queensland grew by 25.1% in 2009.
- The lunch provided an excellent opportunity for the Queensland delegation to meet with key business leaders and Government decision makers in the Peruvian market.
- Also highlighted was Queensland's announcement of an expanded Trade presence in Latin America with the plan to appoint a Senior Business Development Manager to Latin America.

ATTACHMENT – SIGNED STATEMENT OF INTENT BETWEEN QUEENSLAND AND PERU



STATEMENT OF INTENT
between
THE MINISTRY OF FOREIGN AFFAIRS OF PERU
and
THE STATE OF QUEENSLAND, AUSTRALIA
(through Trade Queensland)

The Ministry of Foreign Affairs of the Republic of Peru and the State of Queensland, (through Trade Queensland), Australia (the Parties), recognise the importance of developing and expanding ties of cooperation between them.

The Parties acknowledge the importance of the tourism, trade and investment sectors to their respective economies and of diversification towards a knowledge-based economy, with an emphasis on innovation.

The Parties undertake to expand existing links by exploring mutually beneficial collaborative opportunities with a view to increasing economic flows previously specified.

The Parties acknowledge that the Statement of Intent builds on the existing relationship between the Ministry of Foreign Affairs of Peru and the State of Queensland, Australia which will continue to be central to activities between the Parties.

Consequently, the Parties have reached the following understandings:

- The purpose of this Statement of Intent is to establish the basis for relations between the Parties to encourage cooperation and collaboration and to facilitate activities to enhance tourism, trade and investment links.
- The Parties agree, in coordination with the competent national sectors, to explore the potential for collaboration and to promote activities in the following sectors, among others:
 - ⇒ Mining-related industries including mine safety, mine site regeneration and rehabilitation technologies, certification and training programs;
 - ⇒ Sustainable tourism.
 - ⇒ The promotion of trade and Australian investment in Peru.

⇒ Promoting the signature of Joint Venture Agreements among businesses of both countries.

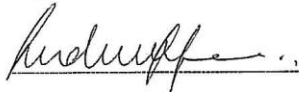
The forms of joint initiatives and collaborations may include, in coordination with the competent national sectors, but not be limited to:

- The strengthening of the commercial-economic relations and reciprocal visits to international events (fairs, trade missions, etc) that promote the commercial exchange between countries.
- Promoting the development of business links in mining-related services, in coordination with the respective business associations;
- Promoting the development of the mining sector in Peru and the State of Queensland, through joint research programs and training.
- Promoting investment in the mining sector and other sectors of interest for both parties.
- Provision of tourism expertise;
- Information sharing on government policies and public and private sector programs on issues of relevance to both Parties;
- Exchanges, at the appropriate levels, of appropriate business leaders, researchers and government officials; and
- Joint support of bilateral conferences, symposia or meetings.

Trade Queensland and the Executive Office for Economic Promotion of the Ministry of Foreign Affairs of Peru will be the executing offices of the present Declaration of Intent and will be coordinating this exploratory work and facilitating any resultant activities, in coordination with the corresponding sectors in both countries.

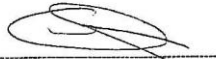
The Parties, with the purpose of materializing the present Declaration of Intent, will propose the development of Specific Programs and Agreements, which will constitute an integral part of the present Declaration of Intent.

The progression of such work will be at the discretion and subject to the available resources of each Party.



For the State of Queensland, Australia

The Honourable Andrew Fraser, Treasurer and
Minister for Employment and Economic
Development of Queensland.



For the Ministry of Foreign Affairs of the
Republic of Peru

Ambassador Luis Quesada Inchaústegui
General Director of Asia and
The Pacific Basin

Signed in Lima on April 23rd
2010

MEETING WITH MR JOSE MARUN, CHIEF OPERATING OFFICER, XSTRATA COPPER, SOUTHERN PERU

Date: Friday 23 April 2010

Time: 2:30pm – 3:00pm

Venue: Lima Chamber of Commerce Building
Av Guiseppe Garibaldi No 396
Jesus Maria, Lima 11
Peru

ATTENDEES

Mr Jose Marun

Chief Operating Officer, Xstrata Copper, Southern Peru

MATTERS DISCUSSED

- Much of what was discussed is commercial-in-confidence.
- Mr Jose Marun, Chief Operating Officer, Xstrata Copper Southern Peru, provided a briefing on Xstrata's significant current and future investments in Southern Peru.
- Xstrata is seeking assistance for training in mining due to a sharp increase in training needs, potentially 1500-4000 students. They are looking to establish a partnership with a Queensland training provider.
 - A capability statement will be prepared and the identification of the most appropriate provider will be undertaken by the VET Export Office.
- Mr Marun also outlined Xstrata's extensive social programmes.
- Queensland reaffirmed its commitment to expand trade and investment opportunities with Peru by signing of the Statement of Intent between Queensland and Peru, focussed on boosting trade opportunities in mining, tourism and education.
- This signing was an Australian first.
- Queensland's capabilities in the key sectors of mining, equipment, technology and services (METS) and education and training relating to mining services were highlighted.
- Queensland's merchandise exports to Peru have been growing by an average of 40% over the past five years, which many Queensland businesses are keen to capitalise on further.
- Also highlighted was Queensland's announcement of an expanded Trade presence in Latin America with the plan to appoint a Senior Business Development Manager to Latin America.

MEETING WITH MR EDUARDO FERREYROS, VICE-MINISTER FOR TRADE, PERU

Date: Friday 23 April 2010

Time: 4:00pm

Venue: Calle Uno Oeste N 050 Urb.
Córpac - San Isidro
Lima --Perú

ATTENDEES

Dr Eduardo Ferreyros Vice Minister for Trade, Peru

Ms Claudia Cornejo Director of Tourism, Peru

MATTERS DISCUSSED

- Focus was on the trade and tourism relationship between Peru and Queensland.
- The Vice Minister outlined that airline travel between Australia and Peru is quite difficult which is hampering tourism and trade opportunities.
- The Vice Minister hoped that the Peruvian and Queensland Governments could work together with airline companies to see improved services.
- For example, mining companies find it hard to get their Australian based experts into Peru. They need to transit via Chile or Argentina.
- Queensland industry strengths, particularly in mining-related industries, education and training, and sustainable tourism were discussed. These three areas could be assisted by collaboration.
- The Statement of Intent between the Republic of Peru and the State of Queensland will go a long way in assisting with collaboration, tourism and trade opportunities.
- Advised the Vice Minister that the University of Queensland (UQ) School of Tourism is willing and able to assist Peru in reactivating its Tourism Task Force initiative.
- The Peruvian Ambassador to Australia, His Excellency Claudio de la Puente, recently wrote to the current Vice Minister for Tourism, asking for the Tourism Task Force initiative to be revisited, with UQ to be central to the facilitation of the process.
- Queensland company EC3 Global has been providing sustainable tourism services to Peru, including working with Hotels Link Peru to develop an environmental benchmarking program for operators.
- The Vice Minister advised that he plans to visit Australia later this year to attend follow up meetings resulting from the Trans-Pacific Partnership forum held in Melbourne.
- The Vice Minister advised that his current program only includes visits to Canberra and Melbourne, but that he would be keen to visit Queensland if his schedule would permit.
- Premier Anna Bligh has since reiterated to the Vice Minister that she is hopeful that he will be able to include Queensland in his program.

- Trade Queensland and Tourism Queensland will be asked to have input into a proposed Queensland program for the Vice Minister to consider as part of his trip.
- The Vice Minister would like to visit a place in Queensland that demonstrated a productive relationship between mining and indigenous communities in resource rich towns.
- Queensland's biodiversity and our Biodiversity Protection legislation were of particular interest to the Vice Minister. It was agreed that further information on this world first legal protection would be provided to him.

MEETING WITH MR FERNANDO GALA, VICE MINISTER FOR ENERGY AND MINES, PERU

Date: Friday 23 April 2010

Time: 5:30pm – 6:00 pm

Venue: TBA Av. Las Artes Sur 260
San Borja
Lima - Perú

ATTENDEES

Mr Fernando Gala

Vice Minister for Energy and Mines, Peru

MATTERS DISCUSSED

- Exploring prospects between Queensland and Peru in the mining, energy and education sectors.
- Queensland's merchandise exports to Peru have been growing by an average of 40% over the past five years.
- The Vice Minister acknowledged Queensland as the most proactive Australian state in developing trade and investment relations in Peru.
- Peru's stellar economic growth and rapid expansion of its mining and energy sectors present significant opportunities for Queensland companies, particularly those in the areas of mining equipment and technology.
- The International Monetary Fund (IMF) had earlier in the week revised up its 2010 growth figures for Peru from 5.8% to 6.3%.
- Higher education is a growth market for Queensland. Peruvian students interested in the mines and energy sector are looking to Queensland for a world-class education coupled with the potential to learn first-hand from our strong minerals and energy sector.
- The number of Peruvian student enrolments in Queensland grew by 25.1% in 2009.
- The opportunity was taken to advise the Vice Minister about The University of Queensland's Sustainable Minerals Institute. The Vice Minister was keen to see further collaboration between Queensland and Peru on sustainability and climate change.
- The Vice Minister was particularly interested to learn about Queensland's growing expertise in the areas of clean energy, sustainable resource management and our plans to tackle climate change.
- The opportunity was taken to promote some of the businesses participating in the Queensland Trade Mission, including Hot Rocks Ltd, Austin Engineering, and Noja Power Switch Gear.
- Also highlighted that Queensland had announced an expanded Trade presence in Latin America with the plan to appoint a Senior Business Development Manager to Latin America.

MEETINGS – BRAZIL

MEETING WITH MR CLAUDIO ALVES, DIRECTOR, FERROUS METALS, VALE

Date: Saturday 24 April 2010

Time: 11:00am – 12:00noon

Venue: Sheraton Rio Hotel
Av. Niemeyer, 121 - Leblon
Rio de Janeiro 22450-220

ATTENDEES

Mr Claudio Alves Director, Ferrous Metals, Vale

MATTERS DISCUSSED

- Much of what was discussed is commercial-in-confidence.
- Mr Alves outlined Vale's commitments to Queensland and was interested in establishing links with the Sustainable Minerals Institute at the University of Queensland.
- Further investment opportunities into Queensland were discussed.
- Brazil has grown from Queensland's 18th largest export market to the 9th largest in recent times.
- Earlier in the week the International Monetary Fund revised up Brazil's growth figure from 3.5% to 5.5% for 2010.
- Merchandise exports from Queensland to Brazil have grown at a massive 66% over the past two years.

LUNCHEON JOINTLY HOSTED BY MR RONALDO VEIRANO, HONORARY AUSTRALIAN CONSUL AND HIS EXCELLENCY MR NEIL MULES, AUSTRALIAN AMBASSADOR TO BRAZIL

Date: Saturday 24 April 2010
Time: 12:30pm – 4:00pm
Venue: Gavea Golf and Country Club
Estr. da Gávea, 800
Sao Conrado 22610-002
Rio de Janeiro RJ Brazil

KEY ATTENDEES

His Excellency Mr Neil Mules	Australian Ambassador to Brazil
Mr Ronaldo Veirano	Honorary Australian Consul
Mr Stelio Marcos Amarante	Office of the Mayor of Rio de Janeiro
Mr Amaury Temporal	President of the International Business Centre of Federation of Industries of Rio de Janeiro
Mr Georges Landau	International Consultant & Professor at Fundacao Alvares Penteadó
Mr Marco Huppe	Representative of SEBRAE (Brazilian consulting agency for micro to small business enterprises)

THE LUNCHEON

- Was an excellent networking event for both the Official party and the Queensland Business Delegation.
- A briefing on export and investment potential for Queensland companies, particularly in the areas of mining equipment, technology and services (METS), sports business and major event expertise, education and vocational training, clean technologies, and agribusiness was provided by the hosts.
- Queensland's 2018 Commonwealth Games bid and Brazil's experience in securing the world's two largest sporting events, the 2014 FIFA World Cup and the 2016 Olympic Games was discussed thoroughly.
- Queensland's considerable sports business expertise was highlighted, particularly companies such as Populous, which has supported major stadia construction around the world.
- Discussed that a sports business delegation from Brazil will be travelling to Australia and will include a visit to Queensland in May 2010.
- It was offered that Trade Queensland could provide assistance with the Brazilian delegation's program. The aim would be to explore all opportunities that may arise for Queensland based sports related businesses.

- The Brazilian delegation has since confirmed that they will meet with Queensland companies and visit some of Queensland's world-class stadia and facilities.
- Likewise, Queensland's capacity as an international leader in innovative and globally competitive mining equipment, technology and services was discussed. As was Queensland's commitment to mine productivity, product quality, the maintenance of environmental sustainability and mine safety.
- Most recently an embryonic gas industry is growing around Queensland's coal seam gas and is increasingly viewed as the potential world hub for coal seam gas technologies and services.
- Attendees were provided with a confidential update (prior the official announcement) that the Queensland Government would be the first Australian State to establish Trade Representation in Brazil.
- The establishment of a new Brazilian Trade Representative is in addition to the recently announced Representative to be based in Chile.

MEETING WITH MR ANGELO OSWALDO, MAYOR OF OURO PRETO, BRAZIL AND COMMEMORATION OF ANZAC DAY

Date: Sunday 25 April 2010

Time: 6:45pm – 10:30pm

Venue: Church of Pilar (Igreja do Pilar)
and
Restaurante Bene da Flauta
Largo de Sao Francisco
Rua Sao Francisco de Assis 32
Ouro Preto, Brazil

ATTENDEES

Mr Angelo OSWALDO de Arajuo Santos Mayor of Ouro Preto

Mr Gustavo de Castro Magalhães Chief of Staff to the Governor of Minas Gerais

MEETING SYNOPSIS

- The delegation met by the Mayor of Ouro Preto and escorted to mass at the Church Our Lady of Pilar for an ANZAC Day Memorial Commemoration.
- The mass was addressed by the Mayor and the Treasurer.
- Following mass, the delegation had a brief tour of the historic township which was placed on the World Heritage List by UNESCO in 1980.
- The Mayor later hosted the Official Party and the Queensland Business Delegation to an Official dinner.
- The evening provided the opportunity to discuss Ouro Preto's art and creative industry sectors, and the importance of managing tourism in a sustainable manner.
- A discussion occurred about the importance of protecting natural and culturally significant wonders for future generations – for environmental, social and economic reasons.
- These are issues that both Brazil (which has 17 World Heritage sites) and Queensland (has five World Heritage areas, including the Great Barrier Reef) have in common.
- The Mayor spoke of the importance of cultivating the arts and culture and the long term economic benefits that can come from doing so.
- The evening provided an excellent networking opportunity for the Queensland delegation, namely the chance to meet both the Mayor of the City and the Chief of Staff to the Governor.

MEETING WITH AUSTIN ENGINEERING AND SITE INSPECTION OF THE NEW AUSTIN ENGINEERING FACILITY AT DELP ENGENHARIA

Date: Monday 26 April 2010
Time: 8:30am – 9:30am
Venue: R. Haeckel Ben Hur Salvador, No 1333
Cinco - Contagem
MG -Brazil

ATTENDEES

Mr Michael Buckland	Managing Director, Austin Engineering
Mr Petronio Machado Zica	President of Delp Engenharia
Mr Humberto Machado Zica	Commercial Director of Delp Engenharia

MEETING

- Observed the signing of the joint venture agreement between Brisbane based Austin Engineering and Delp Engenharia in Belo Horizonte.
- Austin Engineering provided the Queensland delegation with a briefing on their recently established joint venture with Delp Engenharia, and on their current and future activities in Latin America.
- Queensland's Trade Commissioner briefed delegates on potential opportunities for the Queensland Government to cooperate and assist companies, such as Austin Engineering in the Latin American market.
- Brazil has grown from Queensland's 18th largest export market to the 9th largest in recent times.
- Earlier in the week the International Monetary Fund revised up Brazil's growth figure from 3.5% to 5.5% for 2010.
- Merchandise exports from Queensland to Brazil have grown at a massive 66% over the past two years.
- Austin Engineering has been a key client of Trade Queensland in Latin America.
- Both Austin Engineering and Delp Engenharia representatives were provided with a confidential update (prior to the official announcement) that the Queensland Government would be the first Australian State to establish Trade Representation in Brazil.
- The establishment of a new Brazilian Trade Representative is in addition to the recently announced Representative to be based in Chile.
- Delegates were taken on a tour of the Delp Engenharia work site.

VISIT TO FEDERAL UNIVERSITY OF MINAS GERAIS, MEETING WITH CHANCELLOR CAMPOLINA AND OBSERVE SIGNING OF FAPEMIG-UQ AGREEMENT

Date: Monday 26 April 2010
Time: 10:00am – 11:00am
Venue: Federal University of Minas Gerais

ATTENDEES

Chancellor Clélio Campolina Diniz	Chancellor (Rector) of the Federal University of Minas Gerais
Professor Mario Neto	President, FAPEMIG
Professor Paul Greenfield	Vice Chancellor, University of Queensland
Dr Alberto Dugue Portugal	Minas Gerais Secretary for Science and Technology
Rocksane de Carvalho Norton	Vice Chancellor, Federal University

MEETING

- The key purpose of the meeting was to observe the signing of an agreement between The University of Queensland (UQ) and the Minas Gerais FAPEMIG agency, promoting the sharing of research and innovation in science and technology (including biotechnology).
- Backing this cooperation agreement is a \$2.15 million (\$US2 million) commitment towards research, particularly in the area of water management.
- The Chancellor (Federal University) was briefed on the purpose of the Latin American Trade Mission, and the focus on mining services, renewable energy and education and training.
- Reaffirmed Queensland's relationship with Minas Gerais, including the importance of research collaboration.
- Highlighted the strengths of Queensland's education and research institutes in mining-related research.
- Outlined the increased involvement in Minas Gerais by Queensland's research institutes, particular the high level of activity of UQ's Sustainable Minerals Institute in Latin America.
- Highlight the importance that the Latin American education sector, especially Brazil. Brazil is the largest source of international students from Latin America studying in Queensland. In 2009 5,374 Brazilian students chose to study in Queensland.

MEETING WITH ARLINDA PORTO NETO, VICE PRESIDENT, COMPANHIA ENERGÉTICA DE MINAS GERAIS (CEMIG)

Date: Monday 26 April 2010
Time: 11:30am – 12:30pm Meeting
12:30pm – 1:30pm Lunch
Venue: Av. Barbacena 1200
Belo Horizonte CEP 30190-131

ATTENDEES

Arlinda Porto Neto	Vice President, CEMIG
Renata Vilhena	Secretary, Planning (Minas Gerais)
Alberto Portugal	Secretary, Science & Technology (Minas Gerais)
Jose Carlos Carvallio	Secretary, Environment (Minas Gerais)

MEETING

- To gather and share information about recent developments in the international renewable energy sector and to discuss the use of current and future alternative energy uses within Minas Gerais.
- A comprehensive briefing was provided on CEMIG's existing and future adoption of new and renewable energies into the Minas Gerais electricity grid which is an important step forward in lowering their greenhouse gas emissions
- CEMIG is increasingly relying on mini-hydro electric plants and wind farms.
- Outlined that Queensland is currently bidding for "Smart Grid" funding.
- Advised that Queensland is committed to changing the mix of technologies in order to reduce greenhouse gas emissions.
- Clean technologies is an important area of export potential for Queensland.
- The CEO of CEMIG was particularly interested in Queensland's plans to become the "Solar State". A comprehensive kit of information is being provided to CEMIG.
- This meeting was followed by lunch hosted by CEMIG.
- Promoted the skills of Queensland companies by introducing the delegation members from Noja Power and Wagners Global Services who attended the networking lunch.
- Provided an update on the Queensland Government's announcement of a new Brazilian Trade Representative based in Belo Horizonte. The establishment of a new Brazilian Trade Representative is in addition to the recently announced Representative to be based in Chile.

MEETING WITH MARCELLO GUILHERME ABI-SABER, MUNICIPAL SECRETARY OF THE CITY OF BELO HORIZONTE, REPRESENTING MAYOR MÁRCIO LACERDA

Date: Monday 26 April 2010

Time: 2:00pm – 3:00pm

Venue: Belo Horizonte Council Chambers
Av. Afonso Pena, 1.212 – 2.º andar – Centro
Belo Horiztone – MG – CEP 30130-908

ATTENDEES

Marcello Guilherme Abi-Saber

Municipal Secretary, City of Belo Horizonte

MEETING

- The Municipal Secretary was briefed on Queensland’s decision to appoint a dedicated Trade Representative to Brazil, based in Belo Horizonte.
- The Municipal Secretary offered to provide Trade Queensland with some advice and assistance on where the Trade Representative could be based in the City and if there were any natural synergies with the City’s activities.
- City Officials were particularly interested in investment attraction and would like to have a close relationship with the Queensland Government.
- Queensland’s bid for 2018 Commonwealth Games was discussed at length. The Municipal Secretary offered to provide support for Queensland’s 2018 Commonwealth Games bid.
- Highlighted the similarities between the issues facing large cities in Queensland, especially Brisbane, and those being faced by Belo Horizonte, including water management and growth management.
- Provided an overview of some of the Queensland delegates, including Populous, whose representative was interested in learning more out about satellite events associated with the 2014 FIFA World Cup and the 2016 Summer Olympics in Rio de Janeiro.

ROUNDTABLE MEETING WITH MINAS GERAIS STATE SECRETARIES AND RE-SIGNING OF THE JOINT DECLARATION WITH MINAS GERAIS

Date: Monday 26 April 2010
Time: 4:00pm – 5:00pm
Venue: Governor's Office and Boardroom
Tancredo Neves Administrative City

ATTENDEES

Raphael Guimaraes	Secretary of State for Economic Development, Minas Gerais
Érica Drumond	Secretary of State for Tourism, Minas Gerais
Renata Vilhena	Secretary of State for Planning and Management
Dr Alberto Duque Portugal	Secretary of State for Science, Technology and Higher Education
José Carlos Carvalho	Secretary of State for Environment
Gustavo de Castro Magalhães	Chief of Staff to Governor Antônio Augusto ANASTASIA

MEETING

- The key purpose of the meeting was to re-sign the expanded Joint Declaration between Queensland and the state of Minas Gerais which commits the states to further collaboration in the areas of mining-related industries, education, training, and infrastructure development.
- The sharing of research and expanding tourism and trade opportunities are also key components of the new expanded agreement.
- Formally announced Queensland's new Trade Representative will be based in Belo Horizonte, Brazil. The position will be filled within the next 18 months. This announcement was well received.
- The discussion focussed on mining services, education and training and renewable energy.
- Thanked the Secretaries for the assistance provided by the Government of Minas Gerais in developing a comprehensive itinerary for the Queensland Business Delegation.
- With agreements already in place with Antofagasta (Chile), Antioquia (Colombia), Minas Gerais, Brazil and Mexico, together with agreements signed during this mission with Peru, Minas Gerais, Brazil (renewed) and Colombia, Queensland is clearly the leading Australian state in Latin America with an unprecedented network of strategic links to give our companies and institutions first mover advantage in an increasingly important export region.

- The Secretary of Tourism asked for the Queensland Government's support in lobbying to get better airline services between Queensland and Minas Gerais to help promote two-way tourism opportunities.

BUSINESS NETWORKING RECEPTION HOSTED BY BRAZIL-AUSTRALIA CHAMBER OF COMMERCE AND THE MINERAL & METALLURGIC POLE OF EXCELLENCE

Date: Monday 26 April 2010
Time: 5:45pm – 8.00pm
Venue: Ouro Minas Palace Hotel
Av. Cristiano Machado, 4001

ATTENDEES

Mr Renato Ciminelli	Mineral & Metallurgic Pole of Excellence
Mr Ezequiel de Melo Campos Netto	Brazil-Australia Chamber of Commerce
His Excellency Mr Neil Mules	Australia's Ambassador to Brazil
Mr Greg Wallis	Australian Consul-General in Sao Paulo
Mr Dan Sullivan	Australian Consul-General in Lima

- The official business networking reception for the trade mission in Belo Horizonte was hosted by the Brazil-Australia Chamber of Commerce and the Mineral & Metallurgic Pole of Excellence.
- Around 120 guests attended, including senior business and government leaders from Minas Gerais with interests in Queensland.
- Addressed the attendees, acknowledging Brazil as the largest export market in Latin America for Queensland, highlight the increasing interaction between government and business leaders and the significance of the re-signed Joint Declaration between Queensland and Minas Gerais.
- Noted Queensland's relationship with Minas Gerais is longstanding and strong. It has supported trade missions from Brazil to Queensland, Queensland to Brazil, and most importantly, is generating export and investment outcomes.
- Advised guests of the Queensland Government's decision to base a new Trade Representative in Belo Horizonte, Brazil which would help take the already strong and productive relationship to the next level.
- The audience was also addressed by the Commissioner for the Americas, the Hon Peter Beattie, Renato Ciminelli from the Pole of Excellence, Ezequiel de Melo Campos Netto from the Chamber (and law firm Melo Campos Avogados) and Australia's Ambassador to Brazil, His Excellency Mr Neil Mules.
- Members of the Queensland Business Delegation made some excellent contacts at this networking opportunity.

MEETINGS – COLOMBIA

SEMINAR AUSTRALIA WITH THE NATIONAL BUSINESS ASSOCIATION OF COLOMBIA (ANDI) AND PROEXPORT

Date: Tuesday 27 April 2010
Time: 4:00pm – 6:00pm
Venue: Offices of the National Business Association of Colombia (ANDI)
Calle 73 #8 - 13

ATTENDEES

Juan Camilo Narino	Vice President of the National Business Association of Colombia (ANDI)
Juan Carlos Gonzalez	Pro Export Colombia
Diego Betancur	Colombia's Ambassador to Australia
Sandra Salamanca	Australia-Colombia Business Group

MEETING PURPOSE

- This seminar provided an opportunity for the business delegates to establish contact with the National Business Association of Colombia (ANDI), an important and prominent institution with excellent connections to the Colombian government and business leaders and strong ties to Australia.
- Links were also made with ProExport, an important institution with excellent connections to the Colombian government and business leaders.

MATTERS DISCUSSED

- Used the seminar to highlight the capabilities of Queensland companies in mining equipment, technologies and services (METS), and education and training.
- Endorsed the formation of the Australia-Colombia Business Group, founded recently by ANDI and based in Colombia, the sole focus of which is to promote the development of business links between Australia and Colombia.
- Provided contacts and facilitated introductions to Queensland companies looking to do business in Colombia in the areas of manufacturing, finance, food and agribusiness, mining and health and their Colombian counterparts.
- Discussed the decision for placement of Queensland Government Trade Representatives in Chile and Brazil.
- Briefed ProExport on visit itinerary, highlighting the areas where Queensland has been active, particularly in Colombia.
- Highlighted that the Colombian government has expressed interest in 'Smart State' policies which encourage economic diversification and catalyse research, development and innovation.
- Outlined how 'Smart State' policies can assist in the growth of a wide range of sectors such as clean energy, biomass, biotechnology, research institutes and education. Companies in these sectors can find export opportunities with the assistance of ProExport.

QUEENSLAND BUSINESS RECEPTION HOSTED BY MR NICHOLAS LOPEZ, ANTIOQUIA SECRETARY FOR MINES ON BEHALF OF LUIS ALFREDO RAMOS BOTERO, GOVERNOR OF ANTIOQUIA

Date: Tuesday 27 April 2010

Time: 7:00pm – 9:30pm

Venue: Casa de Antioquia
Carrera 6 No. 35-76

ATTENDEES

Mr Nicholas Lopez Antioquia Secretary for Mines, representing Mr Luis Alfredo Ramos Botero, Governor of Antioquia

Her Excellency Ms Virginia Greville Australian Ambassador to Chile and Colombia

KEY POINTS

- This reception provided an opportunity to highlight the increasing interaction between government and business leaders.
- Reaffirmed Queensland's commitment to the current signed Statement of Intent between Queensland and Antioquia and discussed possible future plans of action to be carried out under this agreement, suggesting exchanges of business leaders and government officials as a first step.
- Acknowledged the large business delegation, including Noja Power, winner of the 2009 National Exporter of the Year Award.
- Drew attention to Queensland's strengths in mining-related services and technologies, environmental technologies and other trade, investment and business links that will benefit Antioquia as a mining economy.
- Made reference to the eight Queensland companies who were in Colombia undertaking market development meetings with Colombia's key mining companies, led by the Trade Commissioner for the Americas, the Hon Peter Beattie, following their participation in Expomin in Santiago, Chile.

MEETING WITH COLOMBIA'S MINISTER FOR MINES AND ENERGY, HERNAN MARTINEZ TORRES

Date: Wednesday 28 April 2010
Time: 11:15am – 12:15pm
Venue: Mines and Energy Ministry
Calle 43 No. 57-31 CAN

ATTENDEES

Hernan Martinez Torres	Minister for Mines and Energy, Colombia
Silvana Giaimo Chávez	Deputy Minister for Mines
Beatriz Duque	Director for Mines

MATTERS DISCUSSED

- Discussed issues and linkages between Queensland and Colombia relating to the mining and energy sectors, exploration opportunities in Queensland and potential exports of Queensland goods and services.
- Export and investment potential for Queensland companies include mining equipment, technology and services (METS), transport infrastructure development (rail, airports, and ports), education and vocational training, clean technologies, and agribusiness.
- The expertise of these Queensland based companies can provide significant benefits to Colombian industry including improved efficiencies and better environmental outcomes.
- Provided a brief on the University of Queensland's Sustainable Minerals Institute and it was agreed that the Minister's Head of Department would meet with a representative from Queensland's Sustainable Minerals Institute to develop a collaborative relationship.

SIGNING OF STATEMENT OF INTENT WITH REPUBLIC OF COLOMBIA FOLLOWED BY LUNCHEON HOSTED BY THE ACTING MINISTER FOR FOREIGN AFFAIRS

Date: Wednesday 28 April 2010
Time: 12:45pm – 1:00pm (signing)
1:00pm – 2:30pm (lunch)
Venue: Foreign Ministry - Santander Room (signing)
Salón Bolívar - Spanish Chamber (luncheon)

ATTENDEES

Ms. Clemencia Forero	Acting Minister for Foreign Affairs
Ms Virginia Greville	Australian Ambassador
Diego Betancur	Colombian Ambassador to Australia
Nicholas Lopez	Secretary of Mines for Department of Antioquia

MEETING SYNOPSIS

- To reinforce Queensland's intention to encourage long-term trade and investment links with Colombia and to sign a new Statement of Intent in support of this goal.

KEY POINTS

- Highlighted Queensland as the most proactive Australian state in developing trade and investment relations with Latin American countries.
- Expressed appreciation to the Acting Minister for agreeing to sign the Statement of Intent with Queensland and for hosting the luncheon.
- Signed the Statement of Intent focusing on cooperation in the mining sectors, and encouraging innovation as a key driver of a diversified economy and adoption, where appropriate, of 'Smart State' policies.
- Discussed potential collaborative activities under the Statement of Intent in the areas of:
 - Mining and clean energy - mentioned ongoing collaborative efforts by The University of Queensland's (UQ's) Sustainable Minerals Institute, and that UQ is working on a number of initiatives in Colombia.
 - Smart State - suggested that an ideal way for the Colombian Government to progress 'Smart State' policy would be for the Colombian government to host a series of workshops targeted at government policymakers and business leaders, with Queensland to provide keynote speakers. Suggested also that the first of these workshops could be held in Antioquia. Invited the Colombian Government to send officers to Queensland to study the implementation of 'Smart State' policy.

- Promoted Queensland's expertise in key sectors of mining equipment, technology and services (METS), transport infrastructure development, education and vocational training and agribusiness.
- Noted the growing number of Colombian students studying in Queensland (3,254 student enrolments recorded in 2009 - a 30% increase on the previous year), and reassure the President that the Queensland Government places the highest possible priority on quality assurance and safety for these students.
- Informed the Acting Minister of our existing relationship with the region of Antioquia in the form of a Statement of Intent.
- Highlighted Queensland's recent hosting of two Colombian Ministers, Mr Luis Guillermo Plata, Minister for Trade, Industry and Tourism in March 2009, and Mr Jaime Bermudez, Minister for Foreign Affairs in March 2010, and stated support for the continued exchanges of appropriate business leaders, researchers and government officials.

MEETING WITH DR GERMAN SARMIENTO, DIRECTOR INTERNATIONAL RELATIONS, MINISTRY OF EDUCATION, COLOMBIA

Date: Wednesday 28 April 2010

Time: 3:00pm – 4:00pm

Venue: Ministry of Education
Calle 43 No. 57 – 42 CAN
Bogotá - Colombia

ATTENDEES

Dr German Sarmiento	Director International Relations, Ministry of Education
Mr Rod Camm	Associate Director General, Skills Queensland, DETA
Dr Martha Lucia Villegas	President, ICETEX (Columbian Tertiary Education Loan Agency)
Dr Ruby Montano	International Relations Director, ICETEX (Columbian Tertiary Education Loan Agency)

MEETING SYNOPSIS

- To profile Queensland's expertise and capabilities in education and training and to highlight the commitment of the Queensland Government to foster greater education and research collaboration, in particular areas of strength such as mining.
- To encourage reciprocal exchanges between Queensland and Colombia as preferred study and research destinations.

KEY POINTS

- Met with Dr Martha Lucia Villegas, President, and Dr Ruby Montano, International Relations Director of ICETEX (Columbian Tertiary Education Loan Agency).
- I announced a \$45,000 commitment from the Queensland Government to support a scholarship program that will be run in partnership with Queensland's nine universities. This will encourage more Queensland students to undertake an overseas study experience in Colombia.
 - Mr Rod Camm, Associate Director-General to personally contact the Pro-Vice Chancellors including the Queensland University of Technology, Central Queensland University, Bond University and The University of Queensland.
- The Queensland Government is committed to developing stronger education, training and research relationships with Colombia. One avenue for collaboration is with the Colombian Institute of Educational Loans and Technical Studies Abroad (ICETEX) with respect to reciprocal scholarship and exchange opportunities. The Premier met with Ms Marta Lucia Villegas Botero, President of ICETEX in Brisbane on 17 March 2010 and Queensland Education and Training International (QETI) has subsequently continued to liaise with ICETEX.

- SENA (Colombian National Training Service) would like to grow IP/Tech exchange and exchange of ideas. They currently have a mobility of apprentices (predominantly to Spain due to language). Opportunities in biotechnology, nanotechnology, mining and renewable energy. They are seeking 50/50 exchange level (including funding) in order to establish long term relationships and future commercial outcomes.
 - VET Export Office to liaise with sector focussed on areas such as mining and renewable energy.
 - An Expression of Interest to be released to relevant VET providers – both public and private and the Higher Education sector regarding this opportunity.
- Noted Queensland's success in securing a BECAS CHILE Scholarship program and the interest of other Latin American Governments in such a program.
 - The one year September 2008-09 pilot program, funded by the Chilean government for Queensland institutions to teach/train Chilean students, was a collaborative effort between government, industry and educational institutions in Chile and Queensland to address the specific needs of the Chilean government and industry.

Student Statistics

- Full Year to December 2009, Colombia ranked eighth in the international student enrolments for Queensland with 3,254 student enrolments, representing a 33% share of Australia's 9,866 Colombia student enrolments in Australia. Colombian student enrolments in Queensland have increased 29.8% on the same period in 2008.
- Colombia is Queensland's largest source country of Higher Education students from Latin America with 231 student enrolments.
- 72.2% of all Colombian students enrol in English language (ELICOS) programs.

APPENDIX 1: MINISTERIAL STATEMENTS

Qld's largest ever trade mission kicks off
Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser

22/04/2010

Qld's largest ever trade mission kicks off

Queensland's largest ever trade mission kicks off today with more than 120 delegates joining the mission to Latin and North America.

Treasurer Andrew Fraser is set to leave Brisbane on the first leg to the Latin American countries of Chile, Peru, Brazil and Columbia - leading more than 30 delegates, including business and education representatives.

The mission then continues on to North America, with more than 90 delegates joining the second leg which includes Vancouver, Canada and the world's biggest bio technology conference in Chicago, Bio 2010.

"One in five Queensland jobs are underpinned by trade-related activities, which underlines the importance of pursuing opportunities in emerging international markets," Mr Fraser said today.

"Exports means jobs and that's what this mission is all about.

"Queensland is the most active State in Latin America - and the Queensland Government wants to build on that and keep it growing."

Latin America is a growing market for the Queensland economy with Chile, Peru, Brazil and Colombia generating a combined \$1.45 billion in merchandise exports from our State in 2008-09.

Over the past five years, average annual growth in the value of Queensland merchandise exports was more than 30 per cent to Colombia, 40 per cent to Peru, 50 per cent to Brazil, and 60 per cent to Chile.

And according to the IMF's latest forecasts (October 2009), GDP growth is predicted at 3.5% for Brazil, 5.8% for Peru, 2.5% for Colombia and 4.0% for Chile.

Areas of growth include in mining, tourism and education.

"The high degree of interest from business in joining this trade mission reinforces that these are key growth markets for our export industries and this mission will help open doors for Queensland business," Mr Fraser said.

New QLD trade representative in Chile
Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser
23/04/2010

New QLD trade representative in Chile

Santiago: Treasurer Andrew Fraser today announced Queensland's first dedicated on-the-ground trade representative in Latin America.

The Treasurer made the announcement from Chile on the first day of a trade mission to Latin America which also includes Brazil, Peru and Columbia.

"This mission is timely given the fact the IMF just released figures anticipating strong growth in Latin America in 2010 and 2011," Mr Fraser said today.

"Chile, which is widely regarded as the gateway to the region, is now expected to grow by 4.7 per cent in 2010 - up from the four per cent that was expected."

"Trade is big business for the Queensland economy with one in five Queensland jobs underwritten by trade related activity.

"Queensland is already the most active Australian State in Latin America - we want to keep it that way and build on that. This is good news for Queensland business interested in this key growth market."

Latin America is a growing market for the Queensland economy with these four countries alone generating a combined \$1.45 billion in merchandise exports in 2008-09.

Queensland's merchandise exports to Chile have grown by an average of almost 60 per cent a year over the past five years.

High growth is expected in the Latin American mining equipment, technology and services sector, with the region's mining countries estimated to grow significantly this year.

Mr Fraser - who is leading more than 30 delegates on the Latin American leg of the mission - said the Senior Queensland Business Development Manager would be based in the Austrade office in Santiago, Chile and would be an important resource for Queensland business.

Reporting to the Queensland Trade and Investment Commissioner in Los Angeles, they will work closely in cooperation with the Austrade regional network in Latin America.

The appointment builds on the work of the Trade and Investment Commissioner for the Americas in opening doors and identifying opportunities in this region.

"Latin America is a vast region with unique requirements for doing business. Not the least is the need for Latin American buyers and investors to have access to a local contact with strong language skills," Mr Fraser said.

Mr Fraser said that Chile was a key location as it was widely regarded as a natural gateway for Australian business to the rest of Latin America, with a strong Free Trade Agreement in place since March last year.

"There are already a number of Queensland exporters using Chile to service Latin American markets, and approximately 30 Queensland companies with established business presences in Chile including Austin Engineering, Ludowici, Mincom, Runge, Russell Mineral Equipment, Sedgman and Supavac," he said.

QLD forges new trade links with star performer in Latin American economy
Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser
25/04/2010

QLD forges new trade links with star performer in Latin American economy

Lima: Treasurer Andrew Fraser today signed a formal cooperation agreement with Peru to encourage more trade between Qld and the fastest growing country in Latin America - a first for an Australian state.

A day after announcing Qld's first on-the-ground trade presence in Latin America, Mr Fraser arrived in Peru on the second stop of a trade mission that also includes Chile, Brazil and Columbia.

"Latin America is the new Asia," Mr Fraser said today.

"One in five Qld jobs is underpinned by trade-related activity and we want to strengthen opportunities in Latin America because it's good for the economy and good for Qld jobs."

"It's highly significant that as a state we have executed an agreement with the Peruvian national government.

"This visit is particularly timely given that just this week the IMF revised up its growth figures for Peru from 5.8 per cent to 6.3 per cent in 2010 - Peru is leading growth forecasts in the region."

The Treasurer signed a Statement of Intent with the Peruvian Government to boost opportunities in mining, tourism and education.

"Qld is leading the other States in developing trade and investment relations with Latin American countries," Mr Fraser said today.

"We reinforced that with yesterday's announcement of our first permanent on-the-ground trade representative in Chile, and again today with our formal cooperation agreement with Peru."

The combined merchandise export markets for Peru, Chile, Brazil and Columbia were worth more than \$1.45 billion to the Qld economy in 2008-09 and are growing rapidly.

Qld's merchandise exports to Peru have grown by an average of more than 40 per cent per year over the past five years - signalling potential for this emerging market to become a significant export market.

Mr Fraser said with similar climates and an emphasis on natural attractions, sustainable tourism was one area with strong potential where Qld had a lot of expertise to share.

Another was mining. "Qld's extensive experience and capabilities in mining equipment, technology and services are well known in Latin American countries and there's potential for Qld business to support Peru's natural resource industries," Mr Fraser said.

"Xstrata Copper, whose representatives I also met today, is just one example of a Queensland-headquartered mining company that is active in Peru."

A third potential growth area was education. There is a growing number of Peruvian students studying in Queensland, increasing by 25 per cent in 2009 to reach a total of 498 student enrolments across the four education sectors - higher education, vocational education, English language courses and schools.

Qld and NSW join forces to attract more South American visitors
Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser
26/04/2010

Qld and NSW join forces to attract more South American visitors

Queensland will join forces with NSW to attract more Latin American tourists to Australia, building on strong growth in tourist numbers over the past year.

Leading a major trade mission to Latin America, Mr Fraser said from Brazil today that the \$200,000 print, TV, online and outdoor advertising campaign was a joint initiative of Tourism Queensland, Tourism NSW, Tourism Australia and Qantas.

The campaign will target visitors in Argentina, Brazil and Chile with enticing pictures and accommodation and airfare packages.

"Tourism directly contributes more than \$9 billion to the Queensland economy and supports 222,000 jobs," Mr Fraser said.

"That's why the Bligh Government committed an extra \$36 million over three years to support tourism in tough times.

"This joint initiative is good news for Queensland - particularly tourism hubs like Cairns, Whitsundays and the Gold Coast.

"South America is an emerging market for Queensland with Argentina, Brazil and Chile recording strong growth in visitor numbers - Latin American visitors were up 11 per cent in 2009."

"Qantas currently operates a direct route from Buenos Aires and the campaign promotes good value airfares on this route with connections to a variety of Queensland destinations including Brisbane, the Gold Coast, Cairns and Hamilton Island.

The campaign will include print, outdoor, TV and online advertising, travel agent training and the promotion of wholesale travel packages featuring special Qantas sale airfares.

The campaign would focus primarily on promoting package deals combining flights with a 10-night Queensland, NSW accommodation offer, such as flights and accommodation from Buenos Aires to Palm Cove from \$US 2639.

Qantas Airlines Commercial Group Executive Rob Gurney said: "Qantas operates direct services from Sydney to Buenos three times a week.

"The South American market is growing and we look forward to flying more visitors to Australia to experience the best of Queensland and NSW."

Queensland to extend trade representation to Brazil

Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser
26/04/2010

Queensland to extend trade representation to Brazil

Belo Horizonte: Queensland will be the first Australian State to establish trade representation in the emerging economic powerhouse of Brazil as part of the effort to boost export and investment links in Latin America.

Treasurer Andrew Fraser announced today that the Government will appoint a new, Queensland trade representative in Brazil within the next 18 months.

"Queensland is the most active Australian State in Latin America - we want to keep it that way because it's helping to open doors for Queensland business, and that's good for Queensland's economy and local jobs," Mr Fraser said.

"Today's announcement means we will be doubling our representation in Latin America, firstly with a representative in Santiago, Chile this year, followed by a representative in Brazil next year.

"Brazil's growing position as an economic powerhouse and as the largest economy in Latin America, offers strong business opportunities and potential for increased trade," Mr Fraser said.

"Over the past decade, Brazil has risen from being Queensland's 18th largest merchandise export market to become our 9th largest market. Brazil received merchandise exports from Queensland worth more than \$1.1 billion in 2008/09 - representing a 66 per cent increase in just two years.

"Latin America is a vast region with unique requirements for doing business, not the least being the need for buyers and investors to have access to a local contact with strong language and business skills.

"Permanent, on-the-ground representation in Brazil will be key to growing Queensland's trade and investment links with Latin America, following up and supporting the work already being done by our Trade and Investment Commissioner for the Americas based in Los Angeles," Mr Fraser said.

Brazil has a diversified economy which is ranked 10th largest in the world, and there are potential opportunities for Queensland exporters in coming years - particularly with the activity in the lead-up to the 2014 FIFA World Cup and the 2016 Olympic Games in Rio de Janeiro.

Mr Fraser is currently leading a 30-member trade mission to Latin America including Chile, Peru, Brazil and Colombia.

Further recognising the importance of Latin America to future growth of Queensland's exports, Mr Fraser also announced in Chile the placement of a Queensland Government

trade representative in the Austrade office in Santiago earlier this week as a new resource for the State's companies and organisations in Latin America.

Queensland wins after investment in Latin America
Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser
27/04/2010

Queensland wins after investment in Latin America

Belo Horizonte: Queensland's position as the most proactive State doing business in Latin America is reaping results with the signing of three major agreements today in government, business and education.

Queensland engineering company, Austin Engineering, today signed on to a new joint venture business partnership in Brazilian mining State, Minas Gerais, where the company will commit \$US15 million over the next two years.

At the signing in Brazil, Mr Fraser said that Austin Engineering's new agreement with Delp Engenharia - a company supplying engineering services to the resource sector in Belo Horizonte for more than 40 years - was just one example of the growing trade links between Queensland and Latin America.

"Latin America is the new Asia and Brazil is the powerhouse economy of the region," Mr Fraser said.

"Austin Engineering is a great example of a company that has built its experience in Queensland and is now finding success on a global scale.

"We strongly support new business opportunities like this because it's good for Queensland jobs and the economy - one in five jobs are underpinned by trade-related activity."

Mr Fraser is in city of Belo Horizonte in the mining region of Minas Gerais leading a trade delegation which also includes Chile, Peru and Columbia.

After inspecting the Delp manufacturing facility in Belo Horizonte, Mr Fraser also witnessed the signing of a cooperation agreement between the University of Queensland and the Minas Gerais state agency for research at the Federal University of Minas Gerais.

Backing the agreement is a \$US 2 million (AU \$2.15 million) commitment towards new research, with a particular focus on water research.

Mr Fraser also renewed a Statement of Intent with the Minas Gerais Government at a ceremony attended by five senior Ministers - the cooperation agreement focuses on mining, education and training and sharing research.

"Over the past decade Brazil has risen from being our 18th largest export market to our ninth and growing," Mr Fraser said.

"Merchandise exports have increased by a massive 66 per cent in two years - worth more than \$1.1 billion last financial year.

"Only last week, the IMF revised 2010 growth figures for Brazil up to 5.5 per cent from 3.5 per cent.

"I've seen first-hand how this economy is powering ahead and what we are seeing today is Queensland companies and institutions benefiting from our strong links with this region."

Subject: Treasurer leads first mission to Colombia; signs new agreement
Treasurer and Minister for Employment and Economic Development
The Honourable Andrew Fraser
29/04/2010

Treasurer leads first mission to Colombia; signs new agreement

Bogota: Treasurer Andrew Fraser today led the first ministerial trade delegation to Colombia, signing a new agreement with one of the fastest-growing export markets in Latin America.

Mr Fraser attended meetings with government and business leaders in Bogota, Colombia on the final leg of his trade mission to Latin America which has also included Chile, Peru and Brazil.

"I'm here in Colombia to give Queensland first-mover advantage in one of the fastest growing economies in Latin America - which is shaping up to be the new Asia," Mr Fraser said today.

"Already Colombia is the second largest source of Latin American students."

In a sign of strengthening trade ties, the Treasurer met with Colombia's Vice Minister of Foreign Affairs, Adriana Mejia, to sign a new Statement of Intent for Queensland with the national government of Colombia.

"It's highly significant for a State to sign an agreement with a national government - we are pioneering this market for Australia," Mr Fraser said.

The Statement of Intent focuses on cooperation in mining-related industries, education and training, climate change initiatives and innovation.

"The new agreement builds on Queensland's already strong links with the State of Antioquia," Mr Fraser said.

"Colombia is a key market in Latin America, particularly for Queensland's international education and training sector.

"In 2009, there were 3,254 Colombian student enrolments in Queensland, up almost 30 per cent on the 2008 figure. Most of these students were enrolled in English language or vocational education courses.

"Queensland is the only Australian State to sign a Statement of Intent with Colombia, giving our businesses and institutions a valuable edge in gaining access to this market, strategically located on the Pacific and Atlantic Oceans with access to the US, Mexico and Latin America.

"This new agreement is a clear indication that Queensland and Colombia are building stronger trade ties and relationships at the highest levels of Government."

The Treasurer's program also included:

- meeting with Deputy Minister of Energy, Mines and Petroleum;
- a meeting and business networking reception with Antioquia's Secretary of Mines and leading business representatives;

- meeting with representatives of Pro export, the organisation charged with increasing Colombia's non-traditional exports, international tourism and foreign investment.
- and an address to the National Business Association in Colombia.

Mr Fraser said Latin America was a growing market for the Queensland economy with the four countries included on the mission generating a combined \$1.45 billion in merchandise exports in 2008-09.

"Queensland 's merchandise exports to Colombia have grown by more than 30 per cent over the past five years," Mr Fraser said.

"Exports mean jobs - one in five Queensland jobs is underpinned by trade-related activity."