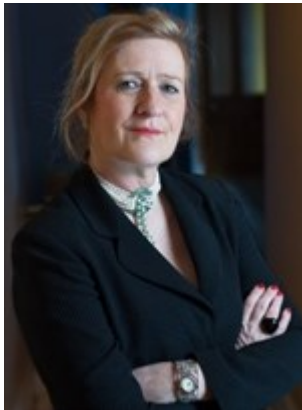


# Welcome from Lesley Batchelor OBE, FIEEx (Grad) - Director General, Institute of Export & International Trade



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Seven out of Australia's top ten trading partners are Asian countries. More than 2 million Australians (approximately 10% of the population) speak an Asian language at home. With a new emphasis on how Australia can potentially use its position and proximity to these fast-growing Asian economies to help British companies looking to expand into this region, the Doing Business in Australia Guide will give you a fresh outlook on this great market.

As Australia offers the UK its first trade agreement it is clear that "the old country" may be able to take advantage of this offer which comes with their decades of experience of trading with ASEAN markets. Australia already has free trade agreements in place with: Japan, South Korea, New Zealand, Singapore, Thailand, USA, Chile, the Association of South East Asian Nations (ASEAN) (with New Zealand) and Malaysia. A free trade agreement with China is also due to come into force later this year. This makes Australia a brilliant point of entry to the countries covered by these agreements which already account for two thirds of Australia's total trade.

These free trade agreements mean that parties enter into legally binding commitments to relax access to each other's markets for goods, services, and investment which will in turn allow the UK access to them through an Australian bi-lateral trade agreement.

Good luck,

**Lesley Batchelor OBE, FIEEx (Grad) Director General - Institute of Export & International Trade** [www.export.org.uk](http://www.export.org.uk)

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