



How Wales could benefit from an Australia trade deal

Wales' thriving life sciences industry, world-class food and drink sectors, and chemicals manufacturers could benefit from a new free trade deal with Australia. Removing tariffs and cutting red tape could help the 450 Welsh businesses that exported goods to Australia last year – and open up new markets for others.

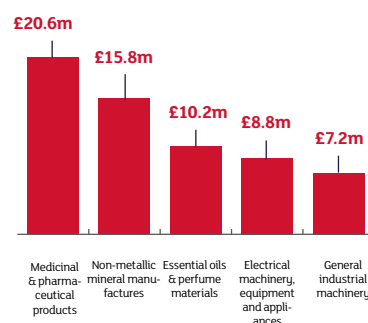
- **Life sciences:** Wales exported more than £20m of medicinal and pharmaceutical products to Australia in 2020. Reducing red tape and aligning regulations could allow further opportunities for a sector that employs more than 11,000 people in Wales.
- **Perfumes, essential oils and toiletries:** Wales sold more than £10m of essential oils, perfumes and toiletries to Australia last year. Removing tariffs on chemicals, which can be up to 5%, would benefit Welsh exporters.
- **Food & Drink:** Wales' food and drink sector exported £10m to Australia last year in goods and will benefit from removal of tariffs and non-tariff barriers.

Top Three Trade Facts

- 1 In 2020, over 450 businesses in Wales were exporting goods to Australia.
- 2 Businesses in Wales exported over £110m worth of goods to Australia in 2020.
- 3 Last year, chemicals and related products made up almost a third of all goods exports from Wales to Australia.

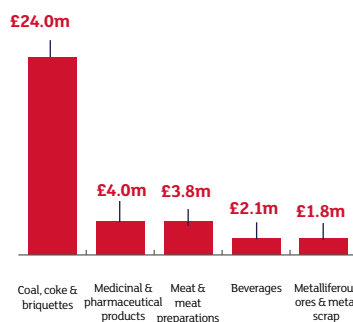
Goods exports to Australia in 2020 – £116m

Wales Top 5 goods exports to Australia in 2020



Goods imports from Australia in 2020 – £43m

Wales Top 5 goods imports from Australia in 2020



Case studies

Zip-Clip



Zip-Clip manufactures suspension systems. It expects Australasia to make up nearly 40% of exports in 2021.

“As an exporter of commercial suspension systems, it is our vision to be the best strategic supplier in our field and to create a legacy for innovation in construction throughout the globe. Exporting is at the heart of Zip-Clip’s prosperity and an FTA with Australia with a dedicated SME chapter will ensure we can trade easily with our partners there.”

Steve Goldsworthy, CEO, Zip-Clip

Net Consulting



Net Consulting helps its clients to understand, model, monitor and analyse their networks to deliver secure performance.

“The FTA will benefit the future mobility of skilled and experienced UK technology specialists who will shape the developing IT services landscape in Australia. It will also provide improved access to Australian Government procurement frameworks, which is fundamental to creating business growth in the Government sector.”

Paul Thomas, Managing Director, Net Consulting