



Liquidity Access to Improve Exports

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Is Australia Managing?
The Australian APEC Study Centre Conference





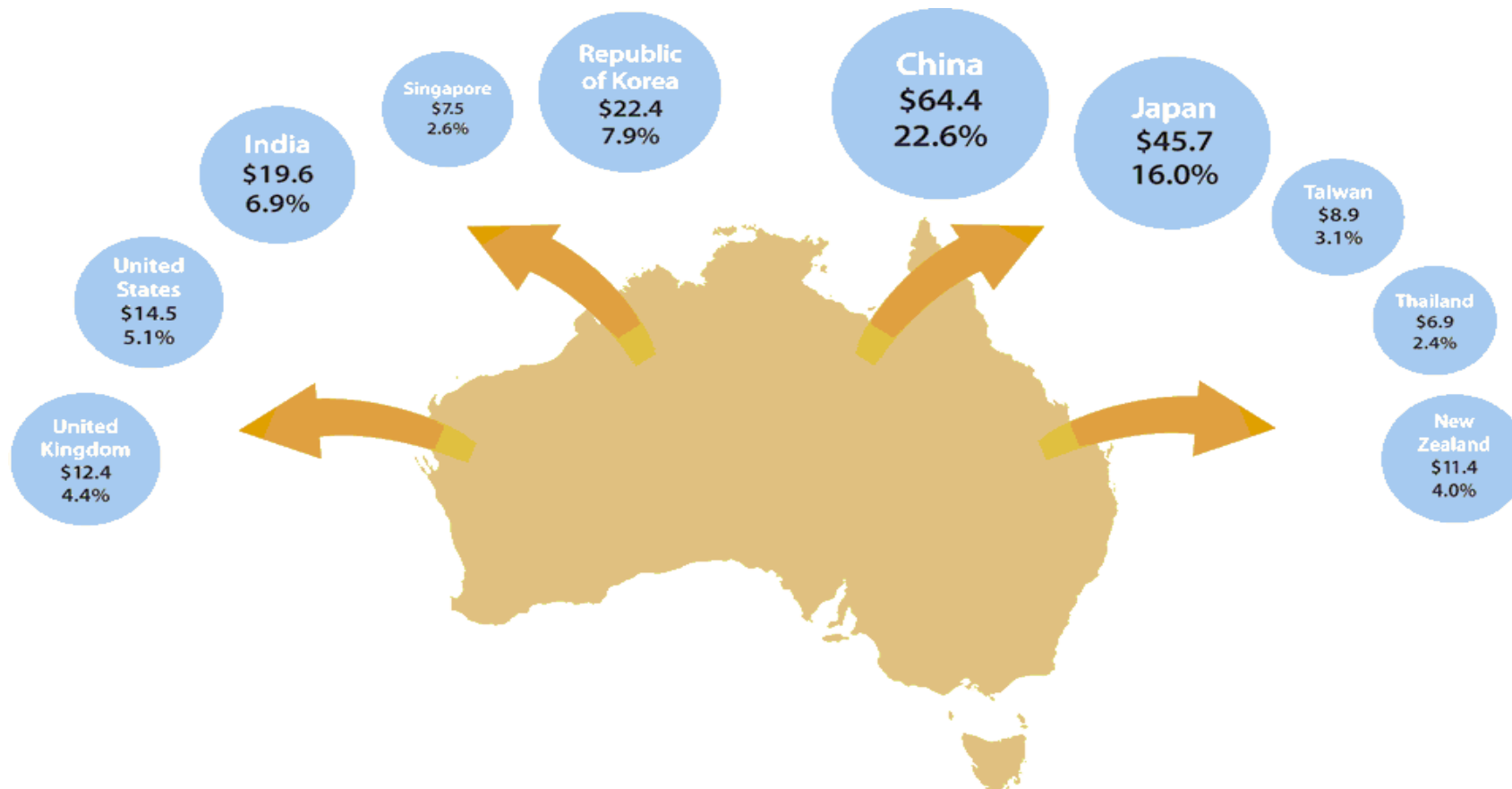
World trade to grow 73% in the next 15 years Australian trade to grow 129% in same period*

- Emerging markets India, China, Indonesia and Brazil to drive world growth
- Australian trade predicted to be 4th fastest in Asia, 2nd fastest exporter over the next 15 years
- Trade sweet spot in the next five years with 7.7% annual growth
- China the key source of trading opportunities over the next six months

**Source: HSBC Trade Connections: Trade Forecast Quarterly Update October 2011*

Australia - Asia corridors

Australia's top 10 export markets 2010



Totals are in \$billions and percentage figures represent share of total market.
Based on ABS trade data on DFAT STARS database and ABS catalogues 5302.0. and 5368.0.55.004.



While trade growth is predicted to be strong, there are challenges and costs for Australian exporters

- Access to liquidity
- Access to credit
- Increasing funding costs
- Foreign exchange
- Trading in emerging markets



Optimising cash flow is crucial for a company with international business growth aspirations

Forward-thinking companies are adopting various liquidity solutions to improve exports

- Tightening payment terms
- Traditional trade finance solutions
- EFIC's* Working Capital Guarantee help exporters gain additional finance

*EFIC – Export Finance and Insurance Corporation

Thank you

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