



Australian Government  
Austrade

Gulf States Inquiry  
Submission 21

- 9 JUL 2004

Mr Pierre Huetter  
Inquiry Secretary  
Trade Sub Committee  
Joint Standing Committee on Foreign Affairs, Defence and Trade  
Room R1.120  
Parliament House  
CANBERRA ACT 2600

Dear Mr Huetter

A response to a question taken on notice by Austrade from the Gulf States inquiry, held on Monday 21 June is attached. I would be grateful if you would provide this material to the committee.

Please do not hesitate to contact Lisa Kaida on 6201 7471 if you require further assistance with this matter.

Yours sincerely

Margaret Lyons  
Corporate Services Director

JOINT STANDING COMMITTEE ON FOREIGN AFFAIRS, DEFENCE AND TRADE

(TRADE SUBCOMMITTEE)

Foreign Affairs and Trade portfolio

Monday 21 June 2004

Topic: Austrade Resources in the Gulf States

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The Chair asked:

Does Austrade have adequate resources deployed throughout the Gulf States and in particular what resources are being planned for deployment in Kuwait?

Answer:

- Austrade resources are strategically deployed throughout the Gulf States and the broader Middle East to take advantage of trade opportunities. The general approach is to match resources with opportunities as they arise in different markets and sectors.
- Currently Austrade has approximately 35 staff across the Gulf States and the broader Middle East, actively pursuing business opportunities for Australian companies. The 7 main Austrade offices are located in: Dubai (UAE); Riyadh (Saudi Arabia); Tehran (Iran); Beirut (Lebanon); Cairo (Egypt); Amman (Jordan); and Baghdad (Iraq). 2 Austrade sub-posts are located in Muscat (Oman) and Jeddah (Saudi Arabia).
- The Austrade Senior Trade Commissioner in Dubai has responsibility for the Middle East region and reports to the Regional Director based in Frankfurt who is responsible for Europe, Middle East and Africa.

Recent developments

- Arrangements are currently being made to employ an Austrade Business Development Manager to operate from Kuwait. It is expected that the position will be filled early in the next calendar year.
- With regard to Australia's interests beyond the Gulf States, a Trade Commissioner for Iraq, based in Baghdad, commenced on 3 May 2004. In addition, a Business Development Manager for Iraq has been operating out of Amman since April 2004.
- Currently a Business Development Manager, to be followed by a Senior Trade Commissioner, has been positioned in Amman Jordan, as a staging point for furthering Australian commercial interests in Iraq.