



**SENATOR THE HON SIMON
BIRMINGHAM**

Minister for Trade, Tourism and Investment

**SENATOR THE HON JONATHON
DUNIAM**

Assistant Minister for Forestry and Fisheries
Assistant Minister for Regional Tourism

To Australia's seafood industry,

Australia's seafood is globally recognised for its quality and sustainability, which creates great demand for premium produce in domestic and international markets.

However, in recent weeks there has been a downturn in demand for our seafood exports to China as a result of the Coronavirus.

This change in market demand has caused concern for many seafood export businesses, and the industry more broadly, where there is significant exposure to the China market.

Our Government has been working closely with industry to provide it with the most up to date information from the Department of Foreign Affairs and Trade, the Department of Agriculture, Water and Environment, and the Chief Medical Officer.

We have been working together, and as a Government, to provide industry with advice regarding access opportunities and diversification.

On Friday, 31 January 2020 when we spoke with you, we knew that we had to continue to support you during this period.

We have identified a direct point of contact within Austrade to provide exporting businesses or industry affected by Coronavirus with assistance in accessing alternative markets – both to overcome hurdles in the immediate future and to diversify into the longer term.

Should any of your industry members wish to contact Austrade the point of contact is:

Ms Amanda Hodges

Telephone: +61 7 3364 7706

Email: Amanda.Hodges@austrade.gov.au.

Since 2013, seafood exporters are benefiting from lower or no tariffs on goods such as fish, lobster and abalone to most of our free trade agreement (FTA) partners, which in some cases were as high as 20%. We have also seen significant growth in seafood exports to countries such as Korea and Japan since FTAs with those countries came into force.

Our Government is supporting businesses so they understand how best to use FTAs, having delivered more than 120 FTA seminars across the country which provide information to businesses on how to use FTAs and how to get into new markets.

Minister Coulton, together with Assistant Minister Duniam held a seafood focussed FTA seminar and Non-Tariff Barrier roundtable in Tasmania on 6 December 2019.

In addition to FTAs, we are working to address Non-Tariff Barriers to Australian exporters to improve market access.

We appreciate the time you have taken to speak with us and our offices about the impacts that Coronavirus is having on your businesses and industry.

Please do not hesitate to continue to engage with us or our offices on this issue.

Regards,

A handwritten signature in blue ink, appearing to read 'Simon Birmingham', with a stylized flourish extending to the right.

SIMON BIRMINGHAM

A handwritten signature in blue ink, appearing to read 'Jonathon Duniam', with a long horizontal flourish extending to the right.

JONATHON DUNIAM

5 February 2020