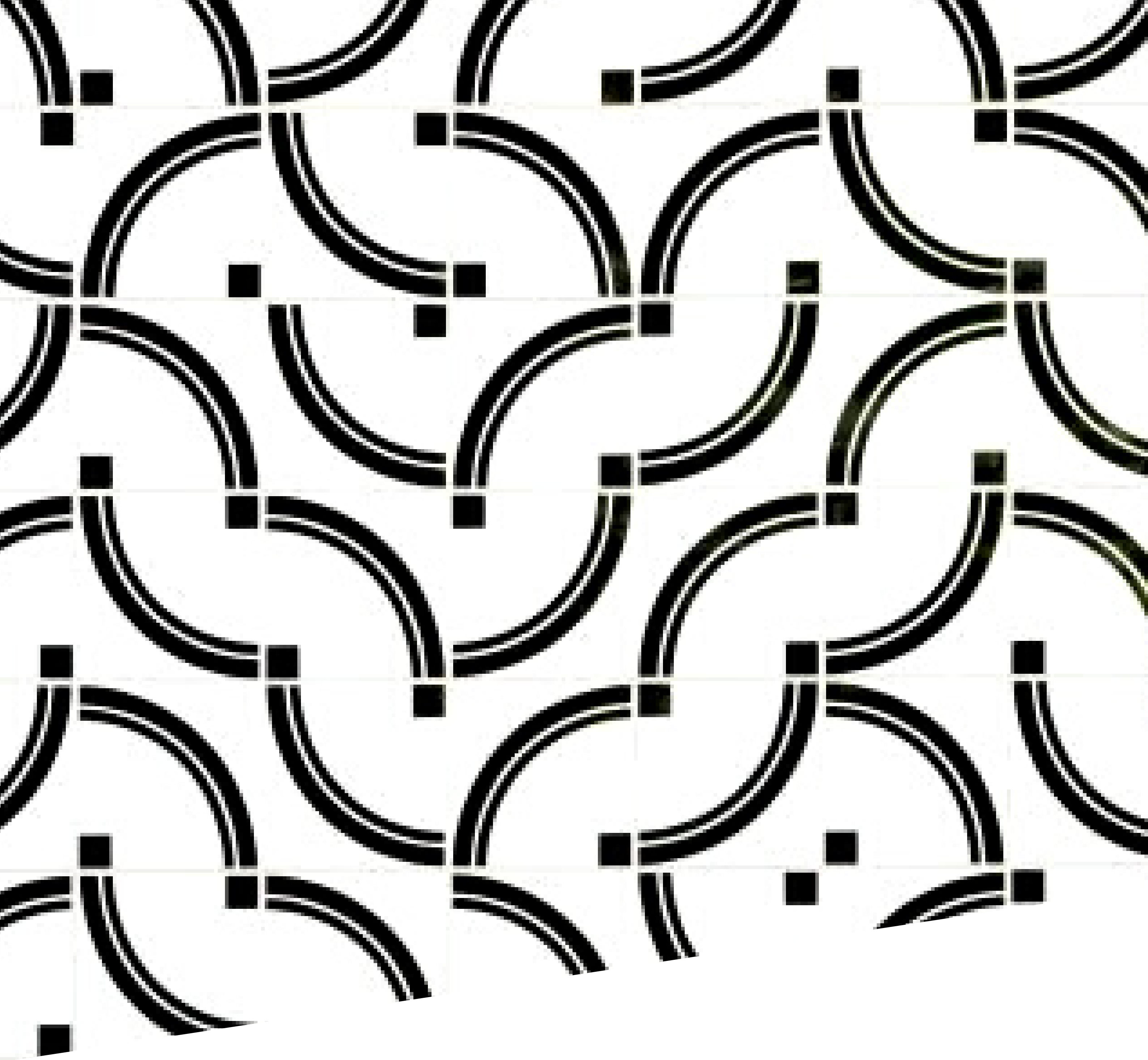


CONSULATE-GENERAL OF BRAZIL IN SYDNEY

MARKET STUDY

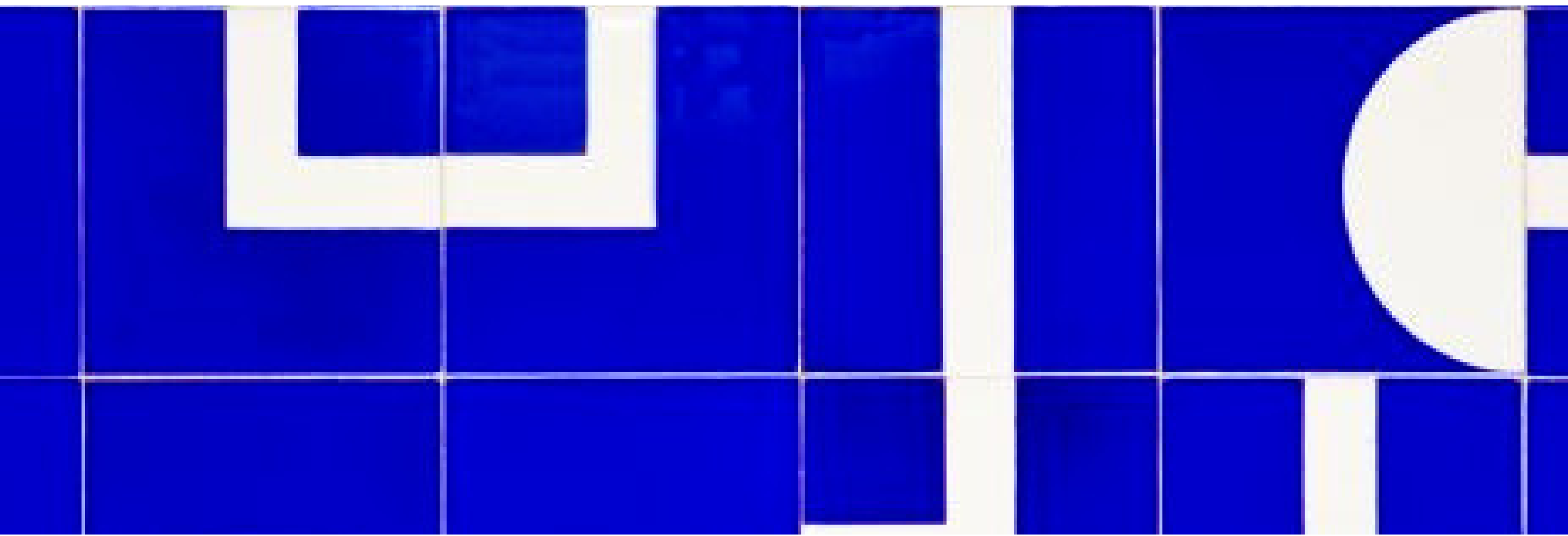
CERAMIC TILES AND CLADDING

JULY 2022

CONSULATE GENERAL OF BRAZIL SYDNEY

MINISTRY OF FOREIGN AFFAIRS
FEDERATIVE REPUBLIC OF BRAZIL

INDEX



LIST OF ACRONYMS

ABARES – Australian Bureau of Agricultural and Resource Economics and Sciences

ASIC – Australian Securities and Investments Commission

AUD – Australian Dollars

CRC – Cooperative Research Centre

CSIRO – Commonwealth Scientific and Industrial Research Organization

GDP – Gross Domestic Product

GST – Goods and services tax

GVP – Gross Value of Production

R&D – Research and development

UNE - University of New England

USD – US Dollars

Executive Summary

The Australian economy is expected to continue its solid recovery in the context of the COVID-19 pandemic, with an estimated real GDP growth rate of 4.2% in 2022 and 2.5% in 2023. In addition to economic stability, Australia offers a business-friendly environment, open to international trade and investment, and efficient in terms of protecting property rights. The country provides a safe and low-risk environment for investments and encourages the entry of new businesses into the market, including in the manufacturing sector.

The construction sector has an estimated revenue of AUD 360 billion (USD 253 billion) per year and represents around 9% of the Australian GDP, with a projected annual growth rate of 2.4% over the next five years. Most companies in this sector are small businesses (employing up to 20 people) and Australian owned. Building materials are mostly and increasingly imported from abroad.

The demographic growth of the Australian population at an average rate of 1.6% per year has put pressure on the expansion of residential and commercial infrastructure in the country. The increase in domestic demand is not matched by the increase in the local supply of construction materials, which indicates that import volumes tend to grow consistently in the short and long term. In this context, the market's appetite for the diversification of international suppliers has been observed, as well as the range of products available on the market.

This study presents the main characteristics of the Australian market and the civil construction sector in special (growth prospects, main companies, regulatory bodies, sector associations, certifications, etc.), with a view to identifying opportunities for Brazilian exporters of ceramic tiles. The study concludes that this is a timely moment for new companies and products to enter the Australian market and Brazilian products would be well positioned for offering a more advantageous price-quality ratio than the competition.

1. Economic Outlook - Australia

Basic Indicators

AUSTRALIAN MARKET OVERVIEW

Source: https://www.austrade.gov.au/benchmark-report/resilient-economy

Australia's stable political environment, its transparent regulatory system, and its sound governance frameworks underpin its economic resilience. Australia's ranking in the Ease of Doing Business Index reinforces this statement and indicates that it is an attractive market for Brazilian companies. Despite the significant economic impact of the pandemic globally, Australia still ranked 2nd for COVID Resilience. And while there are benefits to a limited presence of the virus in Australia, COVID-19 still poses many challenges for businesses in terms of health regulation compliance.

The Australian Economy

Australia is part of the logistics Southeast Asian hub and is connected to many Asia-Pacific countries like Singapore, with the Asia-Pacific region being known as one of the fastest-growing economic regions. As a country that is open to the migration of citizens from around the world, Australia continues to see the diversification of its workforce. Australia's labour force is predominantly skilled and talented, and the median measurement of wealth is amongst the highest in the world (AUD 76,921 per capita / USD 57,141per capita).

Politics in Australia

Australia maintains a stable, liberal democratic political system under its Constitution, which is one of the world's oldest. In 1901, Australia has become a federation, and the colonies became six states. Today, there are also two self-governing territories, and these states and territories each have their own constitutions, parliaments, governments, and law.

At the federal level, a federal Parliament was also created to make laws about national matters like Defence, immigration, trade and foreign affairs. The Australian Constitution sets out how the federal and state parliaments are to share their power to make laws. This is because the federal Parliament, alone, does not make all laws across the nation. Instead, three levels of government work together and those are: the federal Parliament, state and territory parliaments in each state and territory, and local councils or shires across Australia. Overall, there are nine parliaments across Australia: a federal parliament, six state parliaments, and two territory legislative assemblies.

The Australian federal government is also separated into 3 branches: the legislature, the executive, and the judiciary. The legislature makes and changes the law, the executive puts the laws into action, and the judiciary interprets and settles disputes about the law. In Australia, the separation of powers helps ensure that no one group has all the power, to prevent an oppressive government and ensure that all three bodies act as checks and balances on each other.

Response to COVID-19

When the COVID-19 pandemic began in early 2020, Australia acted quickly in closing its borders and containing its rate of infection. This systematic isolation from the rest of the globe, combined with strict internal border restrictions, managed to prevent transmissions. Although a major economic collapse was felt around the world because of the virus, Australia was not hit economically as hard as many other countries. Australia's real GDP only fell by 2.4% in 2020 from 2019, compared to more advanced economies which averaged a 4.9% drop. Throughout the pandemic, the government also prioritized local businesses and workers by allocating a budget of AUD 220 billion (USD 14.3 billion) to offset the economic impacts of COVID-19. An additional AUD 12.9 billion (USD 9.22 billion) was also set aside for the communities and regions that were disproportionately affected.

The Australian government sought to support demand from the construction sector during the COVID-19 pandemic with a stimulus package called HomeBuilder. The economic effects of withdrawing from this program may affect future market conditions, but over the past five years, residential building construction has remained a consistent driver of demand for ceramic tile and cladding products in Australia. Industry revenue is expected to grow by approximately 2.1% to a total of AUD 5.2 billion (USD 3.72 billion) between 2021 and 2026.

2. Overview of the building sector

INDUSTRY OUTLINE

Source: IBISWorld, Construction in Australia

Key Trends

Over the past couple of years, most trends within the construction industry have been influenced by the economic impacts of the COVID-19 pandemic. Below are some key statistics on the industry and its performance over the past few years:

- The economic slowdown resulting from the pandemic has weakened construction revenue by 0.7%.
- Construction revenue is set to increase to AUD 427 billion (USD 305.29 billion) by 2025-26 as the industry begins to recover.
- Competition has intensified following the pandemic impacting profit margins to decline by 1.6%.
- Profitability is set to boost as residential and non-building construction markets recover.
- A significant boost in house and renovation construction is set to improve the success of the industry with demand forecasted to increase over the coming years alongside a gradual increase of new businesses.

OPPORTUNITIES + CHALLENGES

Private Capital Expenditure

Expenditure on dwellings is expected to increase in coming years, including construction and renovation of single unit houses + multi-unit apartments.

Public Capital Expenditure

Increase expenditure in the public sector is set to boost the industry in the coming years.

Lower Home Loan Rates

Residential home loan rates expected to fall due to economic impact of COVID on interest rates. Indicating increased demand for housing investment.

Private Non-Residential Capital Expenditure

Set to decline due to economic impacts of COVID. Threat to the short-term performance of the industry.

10 Year Bond Rates

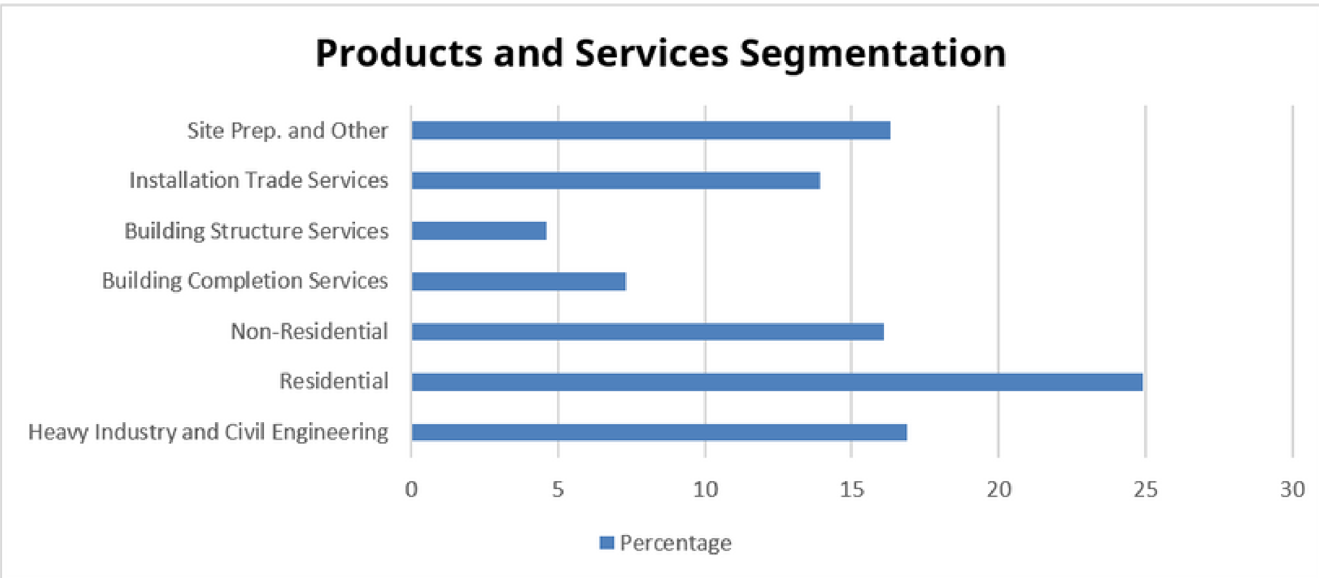
Expected to increase slightly in coming years however effect of COVID will ensure numbers remain at an all time low in the short term.

Migration

Migration has decreased which further impacts the demand for construction. Set to have an impact on the industry.

Source: Appendix: IBISworld - Construction in Australia

Structure of the Market



It is clear from the graphic above that the Australian construction industry is a highly diversified sector. No specific service carries a higher market concentration.

Government support to first home buyers

The Australian Government offers support to first home buyers. The "First Home-Owner Grant" (FHOG) scheme, introduced in 2000, is a national program funded and administered by the states and territories.

The program offers grants to eligible first home-owners either for the construction of a new residential property or for the substantial renovation of an existing one. Grants are limited to properties evaluated according to state market prices ranging from AUD 350,000 (USD 251,000) to AUD 800,000 (USD 575,000).

Regulation

The construction sector is a highly regulated industry in Australia, and it is also an industry that is expected to increase in the coming years. In Australia, like in most countries, there is a building code that aims to achieve consistent and minimum standards for design and construction nationally. It is known as the Building Code of Australia (BCA) and is updated on an annual basis. It can be found in the National Construction Code of Australia (NCC). It addresses issues such as structural adequacy, fire resistance, provisions for health and amenity of occupants, and sustainability – all relevant to ceramic tiling in Australia. The Green Building Council of Australia (GBCA) prevents and eliminates unsustainable construction practices and materials that have a negative environmental impact. State and territory governments are individually responsible for building regulations, planning approvals, builder registration, and accreditation.

Export / Import Balance

International trade makes up a small portion of industry revenue and domestic demand. Within the construction industry, while exports are very low and intermittent, imports are much more frequent.

In the construction industry, several large domestic players have operations in foreign markets like East Asia, the UK, and the Middle East, and a big portion of the largest players in the construction industry is also foreign-owned. The presence of such a large portion of foreign players indicates that the construction market in Australia is highly sought after.

New South Wales, Victoria, and Queensland account for 77% of the construction industry market shares in Australia. These states also account for about 80.5% of divisional enterprises and 80.9% of industry revenue in Australia. The recent surge in construction activity has increased New South Wales’s share of industry revenue to about 35.3%, where the share of industry enterprises currently sits at around 33.1% and broadly correlates with the state's share of its national population (32%).

Major Players

A large majority of the key players in the construction industry are foreign-owned. No company has clear market power in Australia as it is a highly competitive market. However, CIMIC Group would be considered one of, or if not, the largest construction company in Australia. They operate in Southeast Asia, New Zealand, and the Middle East. Other large companies include Lendlease, Bechtel Australia, Downer, Probuild, and Metricon Homes.

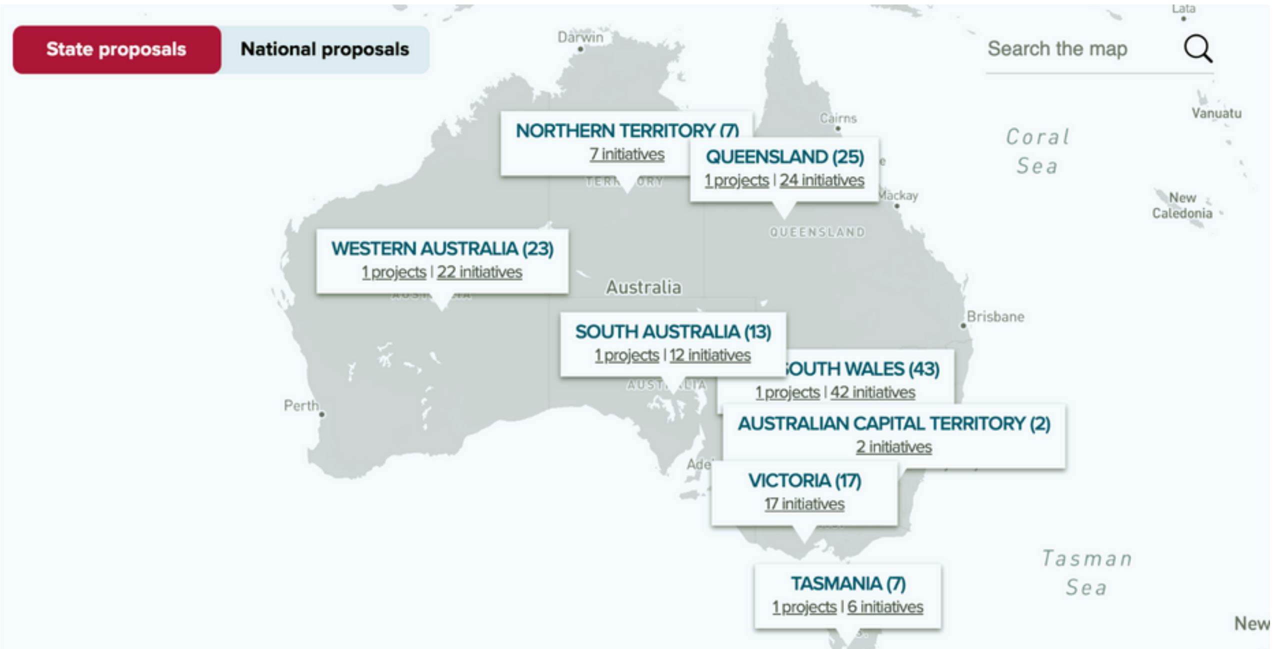
Company	Description	Revenue	Market Share	Origin
CIMIC Group	CIMIC is one of Australia's largest construction. CIMIC is majority-owned by the German builder Hochtief AG which in turn is majority-owned by Spanish firm Grupo ACS. https://www.cimic.com.au/	AUD 14.5 billion (USD 10.37 billion)	3%	Australia
Lendlease	Create award-winning urban precincts, new communities for people, retail precincts, and workplaces. Lendlease also create essential civic and social infrastructure including hospitals, universities, and stadiums. https://www.lendlease.com/au/	AUD 12.2 billion (USD 8.72 billion)	1%	Australia
Bechtel Australia	Subsidiary of the US-based Bechtel Group Inc., a global leader in engineering design, procurement, construction. and project management. https://www.bechtel.com/	AUD 36 billion (USD 25.74 billion)	1%	USA
Downer	Downer is a major contractor for civil, structural, mechanical, electrical, and instrumentation services. https://www.downergroup.com/	AUD 13.8 billion (USD 9.87 billion)	1%	Australia
Probuild	Probuild is one of Australia's largest and most successful companies. Probuild provide end-to-end service, encompassing all facts of project delivery, construction planning and management. https://www.probuild.com.au/	AUD 597 million (USD 429 million)	1%	South Africa
Metricon Homes	Metricon is a residential building company in Australia. Founded in 1976, Metricon seeks to build homes, develop land, sell houses as well as land packages, and construct commercial building. https://www.metricon.com.au/	AUD 243 million (USD 175 million)	1%	Australia

Building projects by State

Investment in larger infrastructure projects increased in 2021 with a total of 37 new proposals having been approved alongside many other initiatives. Many of these proposals, including the Sydney M4 Motorway Upgrade, are near term projects taking less than one year to five years to complete (Infrastructure Australia, 2020). Over AUD 50.3 billion (USD 35.96 billion) has been invested into proposals such WestConnex, Sydney Metro City, and Melbourne Metro Rail Project.

In August 2020, the Queensland Treasurer announced that the state government would commit AUD 14 billion (USD 10.01 billion) to infrastructure projects (IBISWorld, 2020), boosting the Australian economy and keeping people employed. In 2021, Infrastructure Australia issued a priority list consisting of an investment roadmap for 44 new projects to support COVID-19 recovery. This roadmap represented a AUD 43 billion (USD 30.74 billion) pipeline for short and long-term growth.

MAP OF MAJOR INFRASTRUCTURE PROJECTS ALREADY IN PLACE OR PLANNED FOR THE COMING YEARS AROUND AUSTRALIA



Source: https://www.infrastructureaustralia.gov.au/search-infrastructure-priority-list

Industry Associations

AUSTRALIAN CONSTRUCTORS ASSOCIATION

The Australian Constructors Association represents leading construction and infrastructure contracting companies. ACA aims to promote a sustainable construction industry in Australia. including multi-unit.

The Australian Building Sustainability Association is Australia's peak Accreditation Organisation for building sustainability assessors in Australia. ABSA is a not-for-profit organisation that provides advocacy, accreditation, continuing professional developing, mentoring, and quality assurance support to its members. ABSA's high professional Nationwide Home Energy Rating Scheme (NatHERS) qualified Energy Assessors are dedicated to providing quality energy assessments to meet local building approvals for new and refitted residences, including multi-unit residences.

3. Ceramic tiles and cladding

Domestic Production of Ceramic Tiling and Cladding

Ceramic tiles are produced through a combination of earth minerals that undergo kiln-firing at extremely high temperatures. Ceramic tiles are commonly used for both floors and walls. Today, their life cycle exceeds that of any other product available on the flooring market. Ceramic tiles generally have a strong resistance to scratches and/ or dents and are also cheaper to maintain than natural stone or wooden floors which require waxing or sealing.

KEY STATISTICS: AUSTRALIAN CERAMIC TILES INDUSTRY

Total Revenue (2021)
$4.7 bn

Revenue Growth (2016 – 2021)
-1.6%

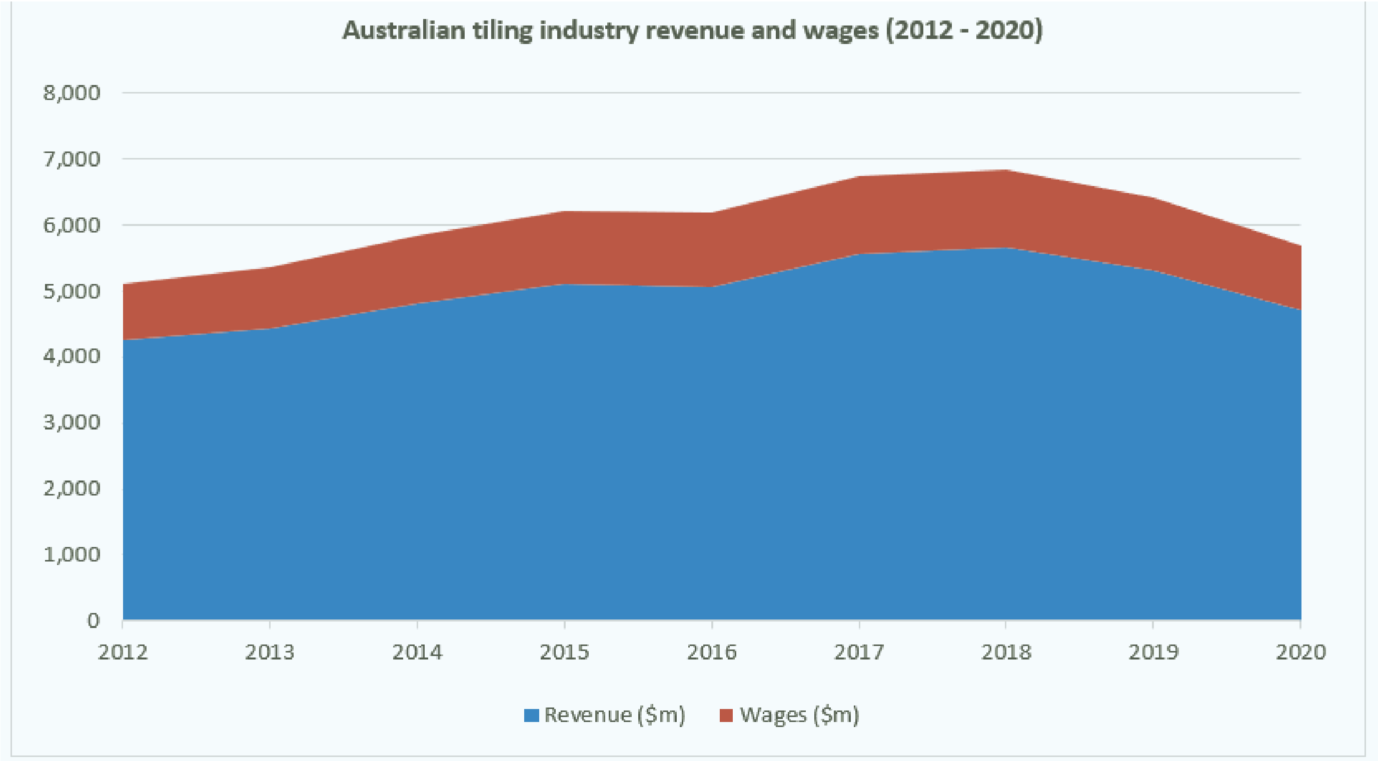
Profit Growth (2016 - 2021)
-6.4%

Profit Margin Growth (2016 - 2021)
-4.3%

Number of Businesses (2021)
16,100

Annual Business Growth (2016-2021)
1.0%

Source: IBISWorld – Tiling and Carpeting Services in Australia



Source: IBISWorld – Tiling and Carpeting Services in Australia

Main applications of ceramic tile and cladding

Floor and wall tiling

Ceramic tiles are primarily used on interior and exterior walls and floors as protective layers with a decorative finish. Most of the industry activity involves laying ceramic tiles in new or renovated residential buildings, including the installation of waterproof cement sheeting, cement flooring, and the laying and grouting of tiles. Typically, a waterproof membrane for tiles is laid on wooden flooring or on floors and walls in wet areas. This process can often be highly labour-intensive, and advertently double the cost of bathroom and kitchen construction, when compared to other spaces like living rooms.

Flooring and tiling contracts are determined on a per-square-meter coverage, with pricing rates being based on the type of project and the contractor's terms. The per-square-meter rate for laying ceramic tiles is usually between AUD 90 (USD 64.35) and AUD 150 (USD 107.24).

The popularity of tiled floors and walls is currently rising, especially given the increasing number of bathrooms and toilets per unit in Australia.

Market Segmentation

Residential construction

The ceramic tiling industry in Australia generates approximately half of its revenue from the provision of services to the primary building contractor on residential construction projects. This can include large local players like Metricon Homes and Hutchinson Builders as well as residential property developers like Stockland Residential and Central Equity. However, the share of revenue obtained from this market segment has decreased over the past five years, and COVID-19 only worsened this slump in apartment construction from the economic lockdown that followed. Despite this, demand in this market has recently received a boost through the provision of the HomeBuilder grants.

Non-residential construction

Non-residential buildings are another major market segment for ceramic tiles where public areas like foyers and lift walls are usually lined with tiles. Tile repair activities are also more often seen in commercial property markets, although specialist activities are expanding in the renovation market in most capital cities.

The share of industry revenue generated from non-residential building construction has risen in the last five years and currently contributes to approximately 25% of the total market revenue. This growth has largely been attributed to an upward demand trend across the commercial construction market with strong demand for tiling work on large-scale offices, hotels, and retail building projects.

Tile manufacturers have also benefitted from the stimulus generated by the demand growth for institutional building construction as well as tile-intensive hospitals, schools, and other educational buildings.

Private household renovations

The decrease in household income in recent years has led to a reduction in expenditure on non-essential goods and services, such as floor and tiling replacement and DIY home renovations. The HomeBuilder program stimulus generated a relative increase in the volume of residential repairs, and sustained the demand for ceramic tiles and carpets during the COVID-19 pandemic.

Consumer Preference

Even though the Australian consumers live in a country with tropical and subtropical weather, they have a preference for carpets in spaces like bedrooms, living-rooms and offices. The preference is due to the thermal and acoustic coating offered by carpets. For outdoor spaces, kitchens and bathrooms, it is more common to have ceramic tile and cladding, natural stones and alternative materials, for walls as well as for benches.

New technologies applied by the industry of ceramic tile and cladding provide more variety of textures, prints, styles and functionalities. The main advantages offered by ceramic tile and cladding are its easy installation and replacement; the lower cost, in some instances; and the possibility of tailoring the decoration of spaces. The acceptance of these products in the Australian market is increasing due to the higher amount of local products as well as for the entrance of imported products.

There is a general preference by the Australian consumer for products locally manufactured. This preference is responsible for the perception of the Australian consumer that the quality of the local product is superior to the imported product and that, when buying from an Australian manufacturer, they are contributing to the national economy.

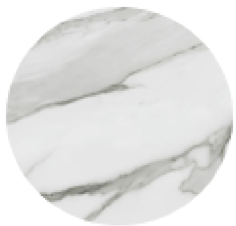
As the number of imported products of high standard increases, the perception of the Australian consumer about quality, sustainability and exclusivity of these products changes. It is important to note that this differentiation is frequently associated with the origin of the products. The general demand is determined by the ratio between price and quality of imported products and by the availability of substitute products, in particular those made of PVC, glass, steel and acrylics.

Popular Colours for Ceramic Tiles in Australia

The most popular colours in the Australian market include neutrals with a “luxurious feel”. These range from white to “greige” on the colour spectrum. Contacts in the industry indicated that local consumers tend to prefer white-edged tiles rather than brown-edged tiles. There is also a preference for sustainable ceramic and tile products of easy installation.

White

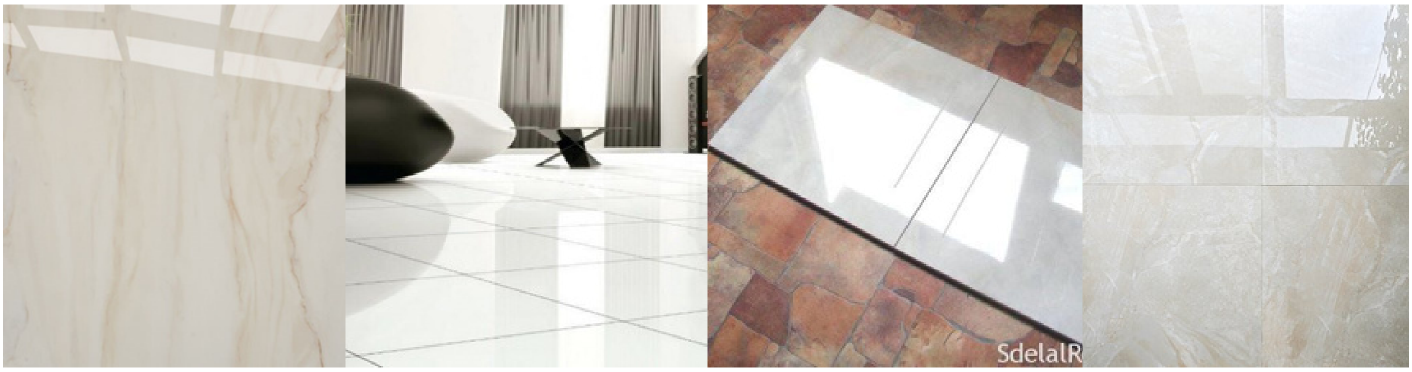
Beige



Marble Look

Popular Formatting and Finishing Types in Australia

Glossy Finish

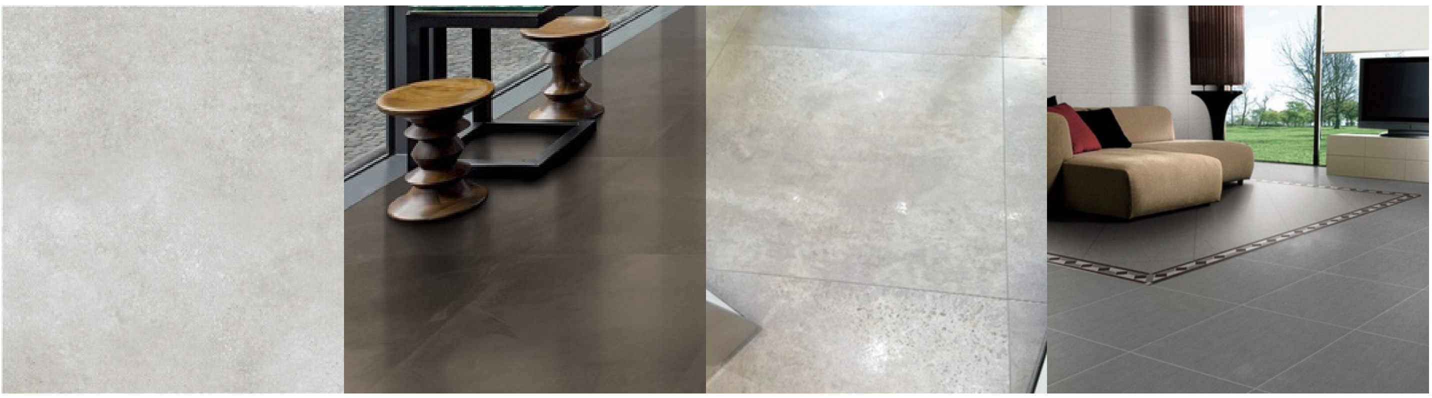


Glossy tiles have a shiny surface and are considered the best option for walls and floors. Their reflective surface generally brightens up spaces. They can be used in kitchens, bathrooms, and as backsplashes. They not only offer a “modern” look but they are very easy to clean.

Matte Finish

Matte finish tiles have a more granule and hard surface. As opposed to the glossy finish, there is no reflective surface. They are used to implement a more “traditional” and “rustic” look. They are most frequently used in bathrooms but can also be found in living room areas. Since they are also slip-resistant, they can be utilized in outdoor living spaces.

Lappato Finish



Lappato finish tiles are ones that have been polished but not enough for them to have a reflective finish. They sit between a matte and glossy finish. The surface finish tends to have an uneven nature. They are most frequently seen in kitchens and bathrooms.

Textured Finish



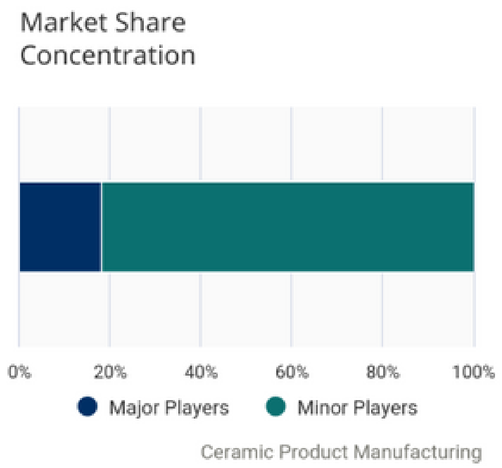
Textured finish tiles are highly detailed tiles that offer a more unique look to any living space. They typically offer a stronger grip and are also slip-resistant. This makes them more suitable for bathrooms but can also be found in other living areas like kitchens.

Pricing Overview of Ceramic Tiles in the Australian Market

Type of Ceramic Tile	Product description	Price
 **Spanish Tiles 100 x100** Company: https://www.sydneytilegallery.com.au/	Handmade from ceramic for decorative purposes. This range is used for walls. Wide range of colours and sizes that can be laid in any format depending on individual style.	Price ranges around AUD 89 (USD 63.63) + GST
 **Mosaic Tiles** Company: https://www.sydneytilegallery.com.au/	**FINISH:** Glazed **SIZES:** Chip Size: 35x70mm Sheet Size: 325x345mm	Price ranges between AUD 75-110 (USD 53.62-78.65)
 **White Rectified 600x300** Company: https://www.sydneytilegallery.com.au/	**SIZES:** 600x300mm 900x300mm Chip Size: 22x145mm Sheet Size: 300x296mm **FINISH:** Matte & Gloss	Price ranges around AUD 22 (USD 15.73) + GST per-square-metre

Manufacturers

Market share concentration is quite low in the ceramic tile and cladding industry, with National Ceramics Industries Australia being the only large-scale tile manufacturer still operating in Australia. Sole proprietors or partners with no paid employees currently represent over 60% of industry enterprises. In fact, most of the businesses within the industry generate less than AUD 200,000 (USD 142,993) in annual revenue. This is largely attributed to the fact that manufacturers are struggling to maintain competitive prices and locally manufactured ceramic tiles are struggling to compete with tile imports and substitutes, resulting in a substantial decrease in market share.



National Ceramics Industries Australia (NCIA)

National Ceramic Industries Australia Pty Ltd (NCIA) is a subsidiary of Ceramic Industries Limited, South Africa's largest manufacturer and supplier of ceramic tiles and vitreous China sanitary ware. They are Australia's largest manufacturer of glazed porcelain tiles for floors and walls. They produced a wide variety of tiles in all sorts of sizes, styles, and finishes. Their products are distributed in Australia and in New Zealand and are exported to South Africa for distribution.

Amber Tiles

Amber Tiles has over 40 years of operation in ceramic tile and cladding for the covering of floors and walls. It offers services and varied products and it is a reference in the market of ceramic tile and cladding, with presence in the states of New South Wales, Australian Capital Territory, and Queensland.

Johnson Tiles

Johnson Tiles is an Australian manufacturer of ceramic tile and cladding, and has its own manufacturing facilities for production of ceramic tile and cladding in Malaysia and in China. The company specializes in the development of new designs, and in tailored solutions for clients.

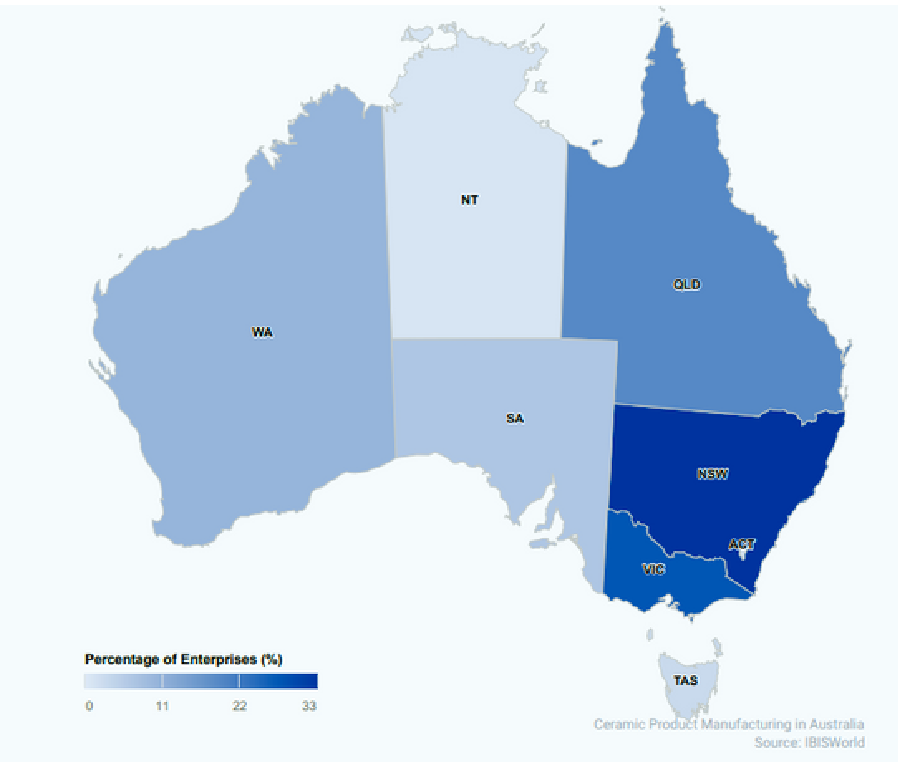
Sanctuary Makers

Sanctuary Makers is a manufacturer of ceramic tile and cladding with more than 30 years of experience in the production and innovation within the market of ceramic tile and cladding. It primarily based its methods of production of ceramic tile and cladding in the European methods of production, and it specializes in the production of ceramic tile and cladding for decorative purposes for floors and walls with varied options of design, colour and size. By investing in innovation and marker research, more recently, the design of the products became less based on the European design and more aligned with trends of the Australian market. The company also organizes showrooms.

Southern Cross

Sanctuary Makers is a manufacturer of ceramic tile and cladding which started operatinh in 1987 with services such as decoration done with ceramic tile and cladding handmade. It has a modern factory for the production of ceramic tile and cladding. The company is located in the state of Victoria, in Australia.

BUSINESS CONCENTRATION BY REGION



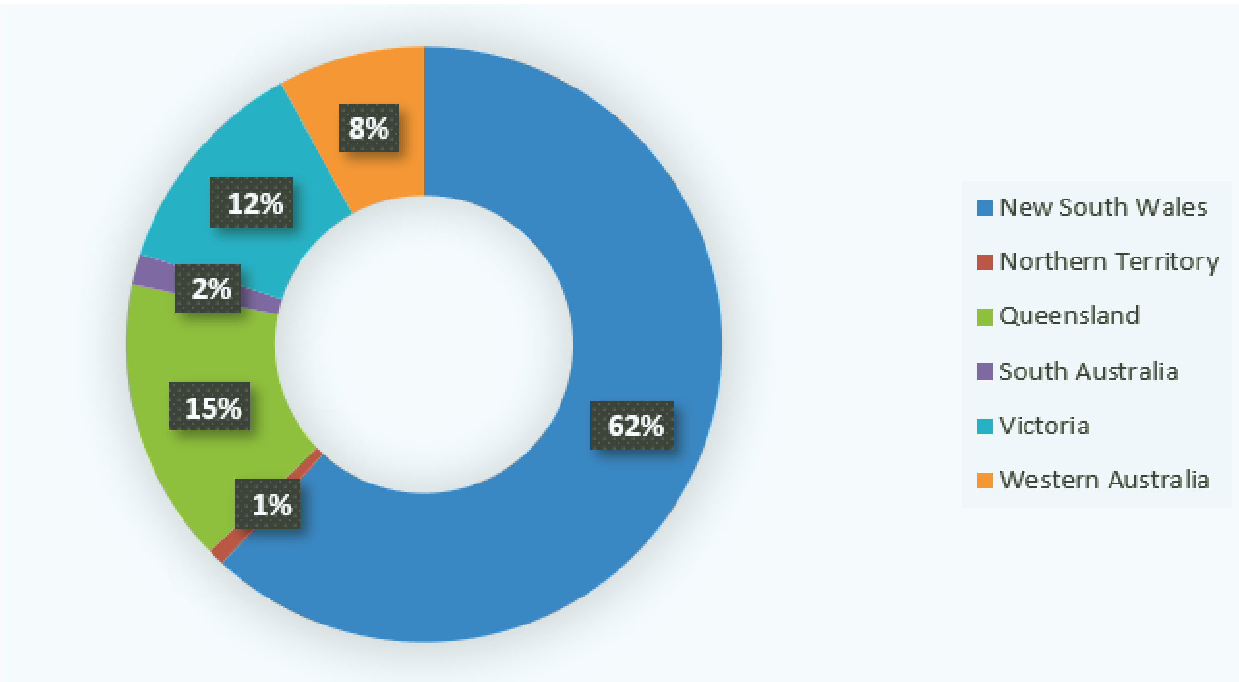
Source: IBISWorld – Ceramic Product Manufacturing in Australia

There is a high concentration of the ceramic product manufacturing industry in the eastern states of Australia. Collectively, New South Wales and Victoria are expected to account for over 60% of enterprises in the ceramic product manufacturing industry in Australia this year. Enterprise locations largely co-relate with the historical establishment of parent companies, the proximity of suitable clay and mineral deposits, and the location of downstream industrial users. The latter factor is particularly important in relation to steel production and metal smelting. Smaller producers are spread nationally but tend to be closer to major urban hubs.

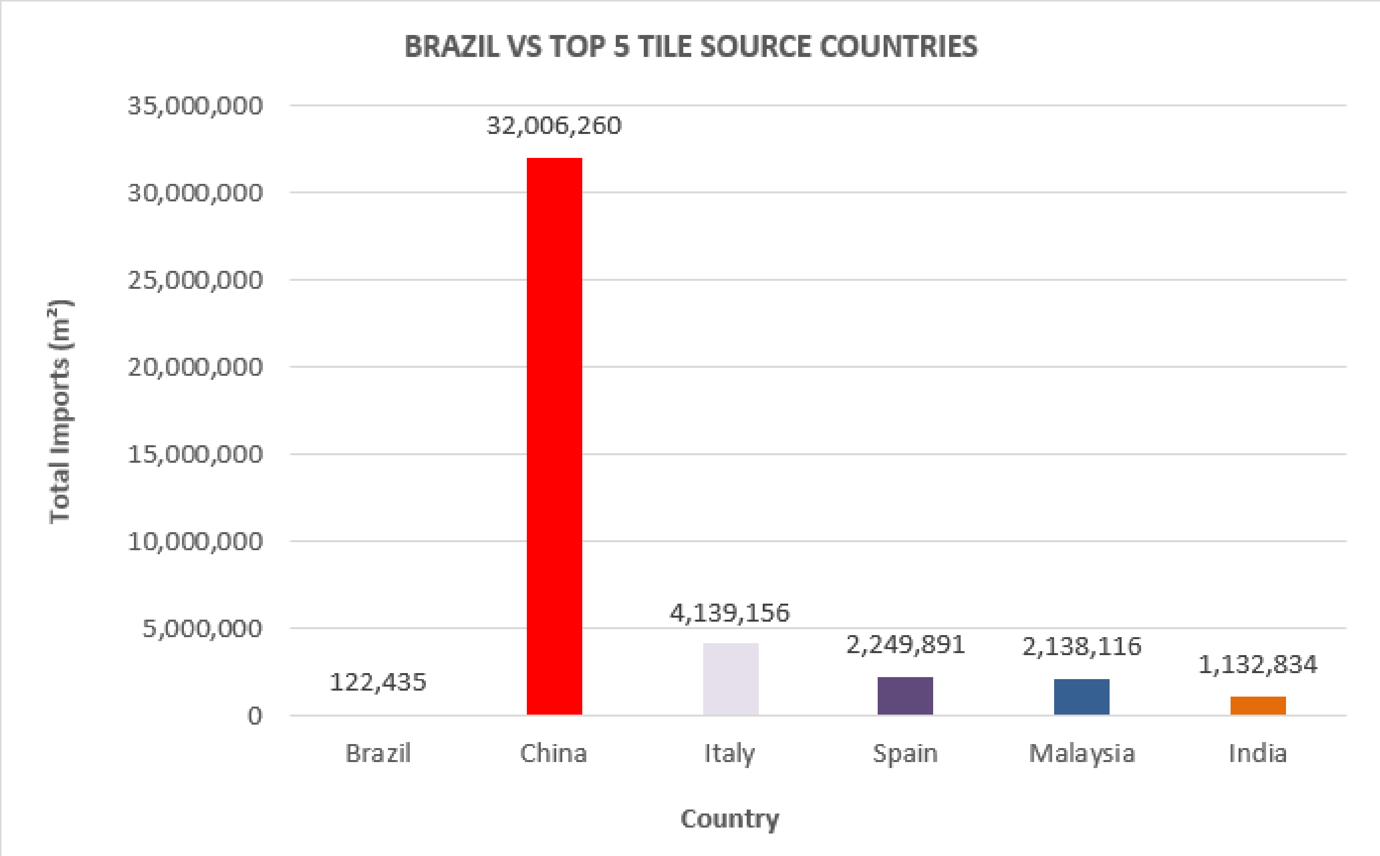
International Trade

The ceramic tile imports for 2020-2021 totalled 44,236,064 square meters. This represents an increase of 11% from 39,871,308 square meters in the 2019-2020 financial year on the back of the recovery in global trade activity. However, this is still a 5.6% difference from a peak import record of 46.8 million square meters that was achieved in March 2017. The total Australian customs value of tile imports in 2020-2021 was AUD 437,628,263 (USD 312,888,891), a minor increase of 0.7% from the previous financial year. This minor increase in value has been attributed to a significant improvement in the Australian Dollar foreign exchange rate during 2021.

AUSTRALIAN STATE SHARE OF BRAZIL CERAMIC TILE IMPORTS



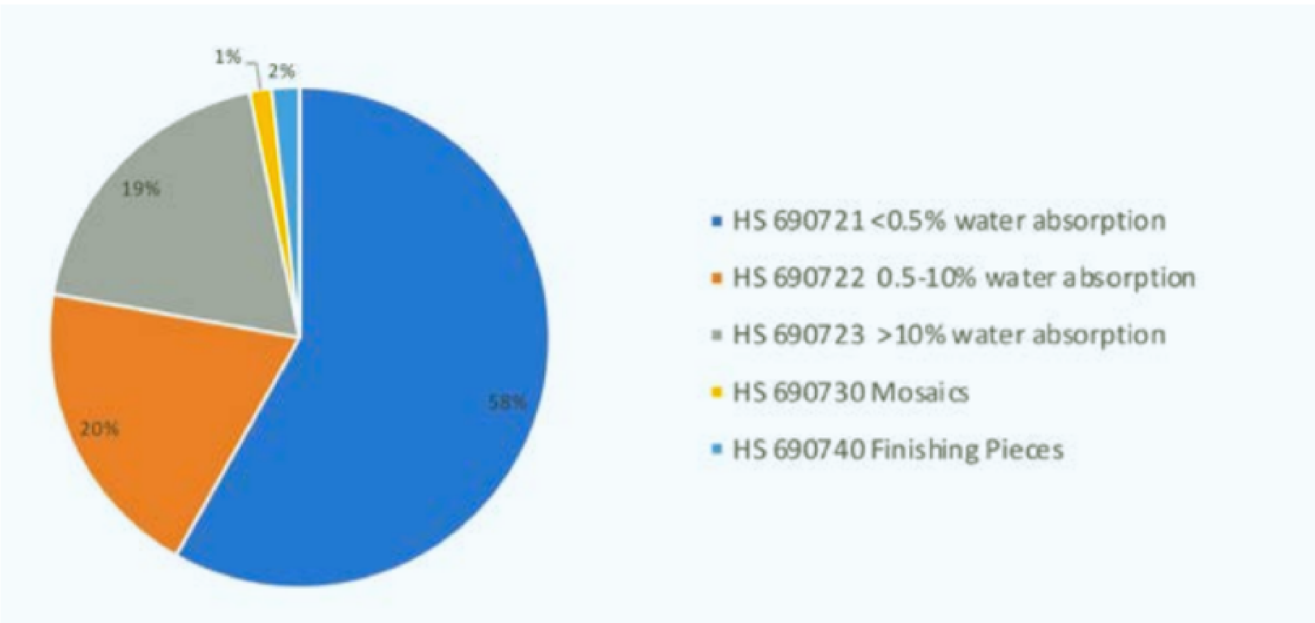
Source: Australian Bureau of Statistics



Source: Australian Bureau of Statistics

While the top five countries supplied 94.2% of all ceramic tile imports, Brazil only supplied 0.3% with 122,435 tiles. Approximately 62% of these tiles are imported by New South Wales followed by Queensland at 15%, and Victoria at 12%. However, both New South Wales and Victoria have experienced marginal decreases in import flows compared to the previous financial year while Queensland increased its state share by 2.3% according to data in Appendix C.

CERAMIC TILE IMPORTS BY HS CODE (2019–2020)



Source: Australian Bureau of Statistics

Tile imports can be categorized into 5 different Harmonized System (HS) codes – HS 690721, HS 690722, HS 690723, HS 690730, and HS 690740. It is clear from the above diagram that the largest portion of imported tiles are from the HS category with a water absorption rate of less than 0.5%, followed by tiles with a water absorption rate of 0.5-10% and those exceeding 10% rate of water absorption.

4. Market Access

Import Duties

The import duty rates in Australia applicable to ceramic tile and cladding, and glass products classified respectively under chapters 69 and 70 of the Harmonized System vary between zero and five percent, as indicated in the table below. In Australia the tariff codes of products and the applicable import duty rates are contained in Schedule 3 of its "Customs Tariff Act". In that regard, Australia offers preferential duty rates to developing countries, including Brazil (4%), listed in Part 4, Schedule 1 of the Australian Customs Tariff Regulations 2004. In order to claim preferential rates of duty under the Developing Country Scheme, a certificate of origin must be presented to the Australian Border Force (Australian Customs) to substantiate the claim, confirming that the origin rules stipulated in Division 1A, Part VIII of the Customs Act 1901 (Customs Act) have been met. More specifically, Sections 153B, 153D, and 153E of the Customs Act stipulate the rules for each region where the developing country is located.

Australia also offers tariff concessions (with a zero percent import duty rate) to certain imported goods, where there are no known Australian manufacturers of substitutable goods, in order to fulfill the local demand. These tariff concessions are called Tariff Concession Orders (TCOs). In order to use this concession and claim a zero percent duty rate when importing goods, the importer must prove that the goods have the same tariff classification and precisely meet the description of an existing TCO; or request the creation of a new TCO, in which case the importer must prove that there are no known Australian manufacturers of goods that are substitutable for imported goods. There are currently over 15,000 TCOs in place in Australia, among them TCOs to ceramic goods with the tariff classification 6907.21.90.

HS code	Description of goods	Import duty rate %	Preferential duty rate (DCS)
6907	Ceramic flags and paving, hearth or wall tiles; ceramic mosaic cubes and the like, whether or not on a backing; finishing ceramics:	-	-
6907.20	- Flags and paving, hearth or wall tiles, other than those of 6907.30 and 6907.40:	-	-
6907.21	-- Of a water absorption coefficient by weight not exceeding 0.5%:	-	-
6907.21.10	--- Tiles, cubes and similar articles, whether or not rectangular, the largest surface area of which is capable of being enclosed in a square the side of which is less than 7 cm	Free	Free
6907.21.90	--- Other	5%	4% TCOs
6907.22	-- Of a water absorption coefficient by weight exceeding 0.5% but not exceeding 10%:		
6907.22.10	--- Tiles, cubes and similar articles, whether or not rectangular, the largest surface area of which is capable of being enclosed in a square the side of which is less than 7 cm	Free	Free
6907.22.90	--- Other	5%	4%
6907.23	-- Of a water absorption coefficient by weight exceeding 10%:	-	-

6907.23.10	--- Tiles, cubes and similar articles, whether or not rectangular, the largest surface area of which is capable of being enclosed in a square the side of which is less than 7 cm	Free	Free
6907.23.90	--- Other	5%	4%
6907.30	- Mosaic cubes and the like, other than those of 6907.40:	-	-
6907.30.10	--- Tiles, cubes and similar articles, whether or not rectangular, the largest surface area of which is capable of being enclosed in a square the side of which is less than 7 cm	Free	Free
6907.30.90	--- Other	5%	4%
6907.40	- Finishing ceramics:	-	-
6907.40.10	--- Tiles, cubes and similar articles, whether or not rectangular, the largest surface area of which is capable of being enclosed in a square the side of which is less than 7 cm	Free	Free
7016	Paving blocks, slabs, bricks, squares, tiles and other articles of pressed or moulded glass, whether or not wired, of a kind used for building or construction purposes; glass cubes and other glass small wares, whether or not on a backing, for mosaics or similar decorative purposes; leaded lights and the like; multicellular or foam glass in blocks, panels, plates, shells or similar forms:	-	-
7016.10.00	- Glass cubes and other glass small wares, whether or not on a backing, for mosaics or similar decorative	Free	Free
7016.90.00	- Other	Free	Free

The import duty is levied upon the customs value of the goods. In Australia, the customs value of the good is calculated as the FOB value of the good, which does not include international freight and international insurance. The Australian Customs valuation system is contained in Division 2 of Part VIII of the Customs Act 1901.

In addition to the import tariff, imported products are subject to a 10% Good and Services Tax (GST) rate. The reference value for GST collection purposes on imported products is the Import Taxable Value (VOTI), obtained by calculating CIF Value (customs value + international insurance + international freight) + import duty value.

Standards and certification

National Construction Code (NCC)

The National Construction Code (NCC) provides the minimum necessary requirements for the safety, amenity, accessibility, and sustainability of new buildings in Australia. It is a uniform set of technical provisions for building work and plumbing and drainage installations throughout Australia that allows for variations in climate and geological or geographic conditions. The NCC consists of three volumes: volumes 1 and 2 contain requirements for the construction of individual houses, townhouses, and apartments; and volume 3 contains requirements for plumbing systems. The NCC is a performance-based code that provides guidance to achieving compliance with building requirements. The main advantage of the performance-based approach is that there is no obligation to adopt a particular material, component, design factor, or specific construction method.

Standards Australia

Standards Australia is the organization dedicated to the development and adoption of internationally-aligned standards in Australia. It represents Australia in the International Organization for Standardization (ISO) as well as in the International Electrotechnical Commission (IEC) and in the Pacific Area Standards Congress (PASC). Standards Australia and Standards New Zealand work together to develop joint standards.

The two main AS standards applicable to ceramic tiling and cladding are:

AS13006 – Ceramic Tiles, Definitions, Classification, Characteristics, and Marking

AS13006 is the relevant Australian Standard for categorizing ceramic tiles and for ascertaining whether a product is of the best commercial quality – first quality. Ceramic tiles are categorized according to their method of manufacture, generally dry pressed, and extruded depending on their water absorption characteristics.

This classification then determines the tile's required properties when tested under AS4459. This Standard is not applicable to tiles made by other than normal processes of extrusion or dry pressing nor to decorative accessories or trim such as edges, corners, skirting, capping, coves, beads, steps, curved tiles and other accessory pieces or mosaics (i.e. any piece that can fit into a square, the side of which is less than 7 cm).

AS4459 – Methods of Sampling and Testing Ceramic Tiles

AS4459 covers the range of testing procedures that ceramic tiles need to go through in order to assess their relative physical and chemical properties. AS4459 outlines standards, for example, for the determination of chemical resistance, moisture expansion, resistance to surface abrasion for glazed tiles, and lead and calcium given off by glazed tiles.

PROPERTIES	AUSTRALIAN STANDARDS	EQUIVALENCE TO INTERNATIONAL STANDARDS
Chemical resistance	AS 4459.13-1999	Technically equivalent to ISO 10545-13:1995
Moisture expansion	AS 4459.10-1999	Technically equivalent to ISO10545-10:1995
Resistance to surface abrasion for glazed tiles	AS 4459.7-1999	Technically equivalent to ISO10545-7:1996
Lead and calcium given off by glazed tiles	AS 4459.15-1999	Identical with ISO 10545-15:1995

CodeMark Certificate of Conformity

The CodeMark Certification Scheme is a voluntary and nationally recognised building product certification scheme. It is administered by the Australian Building Codes Board (ABCB). While the Scheme is typically used for new building products, obtaining a Certificate of Conformity can help Brazilian ceramic manufacturers. This would display a sense of confidence and certainty over the quality of their goods to both regulatory authorities and the market. This is one of the several options available in meeting the "evidence of suitability" requirements of the National Construction Code (NCC) and in allowing mandatory acceptance under Australian building control legislation.

Good Environmental Choice Australia Standard (GECA)

The Good Environmental Choice Australia Standard (GECA) is a voluntary standard that Brazilian ceramic tile manufacturers can apply for in proving that their products have undergone rigorous assessments to ensure compliance under the NCC. Using a framework that is based on ISO 14024, a product with a GECA certification would have passed the benchmark for "environmentally preferable" products.

Bureau Veritas

Bureau Veritas is an example of an alternative certification body that Brazilian companies can rely on for self-certification. Bureau Veritas currently certifies products using their 'S' Mark Scheme, which covers a large range of building products and materials.

Self-certification

Since CodeMark and other certifications are not mandatory, there are other alternatives for Brazilian companies that want to sell and market a product in Australia including self-certification or going through an alternate certification scheme. Self-certification involves having a product tested and obtaining a test report showing that the product complies with specific BCA requirements.

Australian Made

The Australian Made, Australian Grown (AMAG) logo is a voluntary private standard administered by a not-for-profit company named Australian Made Campaign Limited (AMCL), established in 1999. The "Australian Made" logo is a country-of-origin trademark that can only be used on products registered with AMCL which meet the criteria set out in the Australian Consumer Law and in the AMAG Logo Code of Practice. It is the most widely used trademark for non-food products in Australia and it represents an important marketing tool with strong appeal among Australian consumers.

Department of Agriculture, Water and the Environment

Safety requirements

All biosecurity requirements and environmental risks are administered by the Department of Agriculture, Water, and the Environment. More specifically, the Australian Biosecurity Import Conditions – BICON – helps to determine the requirement for an import permit (different regulatory bodies can request an import permit) and houses all the aspects concerning origin, packaging, containers (e.g. non-commodity requirements), transportation, and destination of containers within Australia.

Asbestos Safety

The import and export of asbestos is strictly prohibited under Australian regulations. It is the responsibility of the importers or exporters to ensure that their goods do not contain asbestos before they are shipped to or from Australia. If goods are found to contain asbestos, they will be seized at the Australian border.

Actions to take:
1.Certification, declaration, or test result from an overseas supplier that confirms the goods or materials are asbestos-free.
a) The definition of “asbestos-free” can differ depending on the country so this must be clearly defined on all documents.
b) Any international testing certificate must clearly state that any level of asbestos detected is noted in the report, as some countries allow small levels of asbestos (<0.1%, or even <1%). For Australia, this must be at 0% regardless of the testing standard of that country.
2. Apply for permission to import a sample of goods for testing in Australia.
a) The test must be conducted by an accredited NATA laboratory, which can be checked with the Asbestos Safety and Eradication Agency.
b) If the laboratory is a holder of a permit to import asbestos, they can import the goods on the exporter’s behalf before undertaking the testing.

Requirements can be found on the website of the Australian Department of Agriculture, Water and the Environment (https://www.awe.gov.au/biosecurity-trade/import/goods/timber-packaging).

Pallet Fumigation

The International Standards for Phytosanitary Measures No.1 (ISPM 15)

The International Standards for Phytosanitary Measures No.15
(ISPM 15) outlines regulations concerning the transport of wooden packaging and dunnage during international trade to prevent the global spread of timber-related pests.

Importers and exporters must declare any non-commodity timber and ensure thatappropriate documentation complying with ISPM 15 is available. The documents required will depend on the type of consignment and any types of packaging materials used in the consignment. One of the documents required is a packing declaration, which must be completed by the supplier or the packer for containerised cargo, only for full container load and less than container load consignments, and be presented to the Department of Agriculture, Water, and Environment. ISPM 15 mainly involves the use of raw softwood or hardwood packaging material and can include pallets, dunnage, crating, cases, drums, etc. The Australian Government can conduct randomized inspections on the listed cargo types to ensure that import conditions have been met. Wooden pallets in Australia are generally treated either with heat or with methyl bromide pesticides. Both methods are effective at killing parasites, fungus, and other pests that can live inside the timber. The treatment of wooden pallets is essential to protect Australia's delicate ecosystems.

Heat treatment

This method uses steam, microwave heating, and kiln drying to heat the wooden pallets to 56-60°C degrees, killing any potential pests residing within them.

Methyl bromide treatment

This method uses pesticides to treat the wooden pallets. It is only applicable to materials thicker than 20 cm as methyl bromide will not penetrate past that.

All certificates issued by fumigators from Brazil are acceptable except for those issued by the companies listed in Appendix E. Consignments treated by companies that are deemed "unacceptable" will be treated on arrival, exported, or voluntarily disposed of in a manner that has been approved by the Department of Agriculture and Water Resources.

Other main Regulatory Bodies

Joint Accreditation System of Australia and New Zealand (JAS-ANZ)

The Joint Accreditation System of Australia and New Zealand (JAS-ANZ) is an accreditation body. JAS-ANZ facilitates the assessment of certification bodies that issue certificates of conformity like CodeMark. They use an assessment criterion that certification bodies will need to prove to have addressed during audits every half-year or year.

JAS-ANZ

Asbestos Safety and Eradication Agency (ASEA)

The Asbestos Safety and Eradication Agency manages the ongoing activities in the prevention of exposure to asbestos fibers to eliminate the risk of asbestos-related diseases in Australia. ASEA cooperates with all levels of government as well as stakeholders in providing a nationally consistent framework for asbestos management and awareness. ASEA also works closely with the Asbestos Safety and Eradication Council, by providing expertise and advice to the agency on all asbestos matters. Today, the ASEA and the council seek to eliminate asbestos-related diseases in Australia by coordinating the National Strategic Plan for Asbestos Management and Awareness (NSP).

National Association of Testing Authorities (NATA)

The National Association of Testing Authorities (NATA) is a leading, accredited organization. It has been recognised by the Australian government to review organizations against key international standards for laboratories, inspection bodies, proficiency testing scheme providers, and reference material producers. NATA also supplies accreditation services to conformity assessment agencies and ensures that all stakeholders have confidence in test, measurement, and inspection data. In turn, this enables them to achieve domestic and global acceptance in their products and services.

Australian Building Codes Board (ABCB)

The Australian Building Codes Board (ABCB) aims to provide secure and sustainable building and plumbing systems under a comprehensive regulatory and non-regulatory framework. The ABCB works with governments and industries to supply programs, committees, and governance arrangements to support them achieve their mission.

Australian Border Force

The Australian Border Force (ABF) is Australia's frontline border enforcement and customs service. They are an independent operational body within the Department of Home Affairs, responsible for operations involving the implementation of the country's border enforcement regulations. This includes managing maritime, frontline border law enforcement, and customs related affairs to maintain the integrity of Australia's borders.

Logistics

Australia has a relatively high level of trade costs if compared to other markets such as the US and countries in Western Europe. This reflects both Australia's geographic isolation and level of integration into global value chains. Overall, in the past few decades, the Australian economy has become more integrated with a greater share of production occurring overseas and more domestic production occurring earlier in the supply chain. The growth in intraregional trade and the emergence of regional supply networks have played an important role in the development of Australia's logistic infrastructure and, consequently, in the availability and cost of shipping methods.

Maritime Freight

Approximate ocean freight costs on a full container load (FCL) from Rio Grande, Brazil to Sydney, Australia in November 2021 would look like this:

- 20' foot container – AUD 3,490 (USD 2,495)
- 40' foot container – AUD 6,980 (USD 4,990)

In a scenario of recovery from the COVID-19 pandemic, the disruptions caused to the international supply chain, and the increase in fuel prices, have impacted the prices of international transportation. For illustrative purposes, the current price for maritime transportation of a 20' foot container from Australia to Brazil varies between AUD 7,000 and AUD 14,000.

Ocean freight rates are frequently subject to change. Logistics companies should be consulted to gain a more accurate pricing quote. Shipments from Brazil typically take around 8 weeks to arrive in Sydney, with some companies using a transshipment service that goes through Singapore. While tiles can also be imported via Air Freight and in cargoes, it is a generally very expensive and unfeasible option given the heavyweight/ low value of the goods.

Air Freight

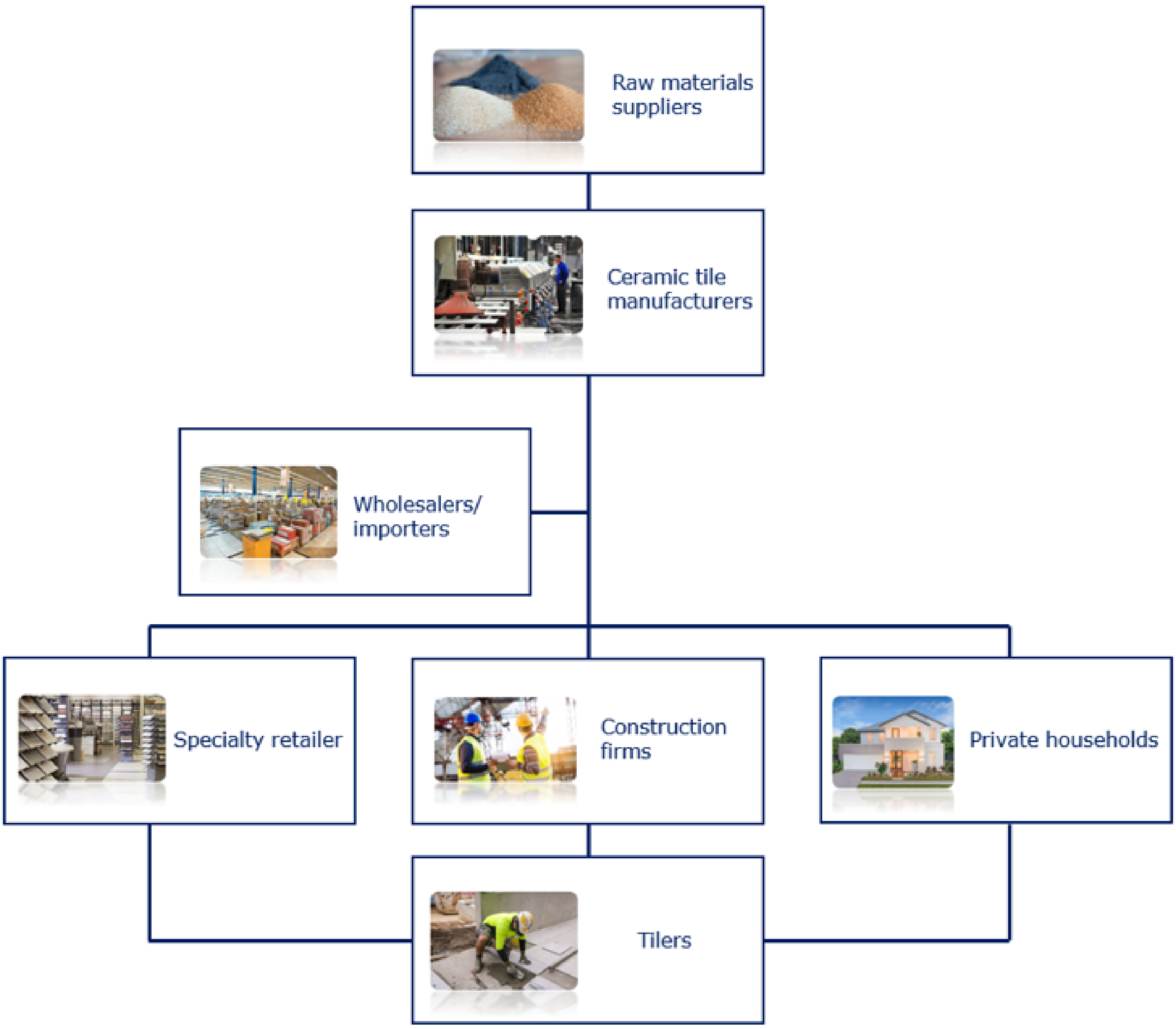
The estimated cost of air freight, based on quotes for transporting 1 pallet (100x100x100) of ceramic products weighing 500kg in door-to-door movement from São Paulo Airport to Sydney International Airport varies between AUD 8,000 (USD 5,600) and AUD 9,000 (USD 6,250). As with ocean freight, these are subject to change, especially in the context of rising fuel prices.

Examples of air freight operators:

Operator	Cost	Delivery time
DHL	AUD 8.380 (ex-works)	4-6 days
UPS	AUD 8.200 (DDP)	5-8 days
Freight Forwarder	AUD 8.885 (DDP)	5-7 days

5. Opportunities (Market intelligence)

SUPPLY CHAIN STRUCTURE



Source: IBISWorld – Ceramic Product Manufacturing in Australia

The above supply chain diagram highlights that today foreign manufacturers typically rely on local wholesalers and importers with a strong network of clients within the construction and ceramic retail fields to market their products to the main consumer. On the other hand, local tile manufacturers may not necessarily utilize an intermediary but may, instead, negotiate directly with these client segments.However, given high shipping costs and the widespread unpredictability of sea freight, Brazilian exporters may need to consider setting up local manufacturing facilities in Australia. Ultimately, this would offset these costs.

Potential Clients

The above diagram suggests that it is currently possible to segment the client base into three categories: 1) construction firms, 2) specialty retailers, and 3) private households.

Construction Firms

Construction firms is highly concentrated within Australia's eastern seaboard regions, mirroring the geographic concentration of the country's population and general economic activity. This makes the states of New South Wales, Victoria and Queensland key priorities for Brazilian firms looking to maximize access to this segment, especially as construction activity is forecasted to rise over the next five years with additional infrastructure projects lined up.

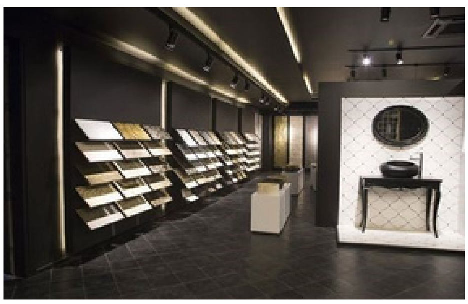
Company name	Main activities	Background
metricon	Commercial and residential construction, land development.	Metricon Group Pty Ltd is an Australian home building company that was established in Melbourne in 1976 to facilitate the development of commercial buildings, homes, land as well as the sale of residences and land packages. Metricon currently conducts its operations from its head office in Mt Waverley, Melbourne.
HUTCHINSON BUILDERS Established 1912	Commercial and residential construction.	Hutchinson Builders is one of Australia's largest commercial and residential construction companies. They have been in operation for more than a century within the Australian construction industry and have a nationwide presence, especially in the urban and regional centres of the country's eastern and central coasts.
ABN GROUP	Construction, land development, plumbing, concreting, roofing.	ABN Group is one of Australia's leading residential design and construction companies, having built over 80,000 homes across Western Australia and Victoria. They currently employ more than 1,800 people with experience in construction, land development, and more.

Company name	Main activities	Background
CIMIC	Construction, project development, contract mining.	CIMIC Group Limited is a foreign owned, engineering-led company. They currently employ more than 31,900 people and have activity in 20 countries across the Asia Pacific, Middle East, South America, and Africa. The company's head office is based in North Sydney, New South Wales.
lendlease	Project management, construction, property, and infrastructure services.	Lendlease Group is a major international real estate and investment group. They currently employ more than 13,000 people and operate throughout Australia, Asia, the Americas, and Europe. The company is guided by its head office based in Barangaroo, New South Wales.
LAING O'ROURKE	Commercial and residential construction, and infrastructure services	Laing O'rourke was established in 2001 in the United Kingdom. It has approximately 1,810 employees in operations in Australia, the United Kingdom, Indonesia, and Thailand. The company has design projects, commercial and residential construction and infrastructure.
JOHN HOLLAND	Commercial and residential construction, and infrastructure services.	John Holland has more than 70 years of operation in construction projects in Australia. Its projects include commercial and residential construction and infrastructure services.

Company name	Main activities	Background
ProBuild AUSTRALIA	Commercial and residential construction, and infrastructure services.	ProBuild Australia was established in 1982 in Adelaide, in South Australia. ProBuild has operations in the states of South Australia,. Victoria, Queensland and New South Wales. The projects include commercial and residential construction, infrastructure projects, besides maintenance and repair services.
mirvac	Commercial, residential and industrial construction	Mirvac Construction was established in 1972 and has projects in the residential, commercial and industrial sectors. The company operates in the states of New South Wales, Queensland, Victoria and Western Australia.
BMD	Commercial construction and infrastructure projects.	BMD has commercial and infrastructure projects in Australia. It has projects in the states of Queensland, Victoria, New South Wales, Northern Territory, South Australia, Western Australia, Australian Capital Territory and Tasmania.

Specialty Retailers

The geographic spread of tile retailers is dependent on the distribution of the country's population across the respective states, making New South Wales, Victoria, and Queensland key territories for retail establishments within this sector. This is not surprising as retailers aim to maximize exposure to consumer traffic while ensuring sales in the process. However, it is a common trend among retailers to be located within specially constructed homemaker centers and showrooms, where consumers can browse and compare different product ranges or categories.



Company Name	Commercial Reach	Background
BEAUMONT TILES	110 showrooms, studios, clearance centres, and trade centres nationwide. Multiple warehouses.	Beaumont Tiles is a retailer that focuses on the sale of building materials, especially specialist tiles and sanitary ware. They have branches in major locations across Australia to support their operations and activities.
tile boutique™ YOUR LIFESTYLE - OUR DESIGN™	Extensive network of 35 independent licensed dealers nationwide.	Tile Boutique is a retailer that focuses on the sale of high-quality tiles by sourcing premium products from overseas markets. They are partnered with various tile manufacturers around the world to deliver the latest designs of tiles. Their offices are currently based in Western Australia and Victoria territories.
Jules Baxter	Showrooms across Brisbane, Australia supplying a range of over 4,000 different items.	Jules Baxter is a premium tile retailer which imports products mainly from Europe. They currently supply items from their main supplier, Atlas Concorde, a major tile manufacturer in Italy. They are also a member of the Australian Tile Council and Design Institute of Australia, indicating their active participation in the wider ceramic's community and society in Australia.
BUNNINGS warehouse	Retailer which is the market leader in the segment of indoor and outdoor homeware.	Bunnings Warehouse is a retailer which is the market leader in the segment of indoor and outdoor homeware. It is also the main provider of products for professionals within the construction sector, both commercial and residential construction.

Company Name	Commercial Reach	Background
SYDNEY TILE GALLERY STONE · CLADDING · TILES	Importer and retailer.	Sydney Tile Gallery is an importer and retailer of ceramic tile and cladding based in Sydney, and offers services in the states of New South Wales, Queensland, Victoria, Western Australia, South Australia, Australian Capital Territory e Northern Territory. It also has a space which offers showrooms for exhibition of the products of the brands it sells.
Di lorenzo TILE MERCHANTS	Importer, retailer and showroom organizer.	Di lorenzo Tile Merchants is a Family owned business which was established in 1983. The company imports ceramic tile and cladding from suppliers from around the world and also organizes showrooms for exhibition and sale of products. The showrooms are organized in different locations within the state of New South Wales.
SG. Surface Gallery.	Importer, retailer and showroom organizer.	Surface Gallery imports ceramic tile and cladding from manufacturers from around the world. It also organizes showrooms in Sydney and in Melbourne, which target designers and architects.
TFO TILE FACTORY OUTLET — Visit us...or pay the price! —	Retailer and showroom organizer.	Tile Factory Outlet is a retailer which sells products of ceramic tile and cladding from manufacturers from around the world. They also organize showrooms for exhibition and sale of the products within the state of New South Wales.

Company Name	Commercial Reach	Background
EARP BROS SURFACE EVOLUTION	Importer, retailer and organizer of showrooms.	Earp Bros is a family-owned business with more than 136 years of operation, which imports ceramic and tile products and resells them. The company also organizes showrooms for exhibition and sale of the products in Brisbane, Newcastle, Sydney and Melbourne.
CLASSIC TILE GALLERIA	Family-owned boutique, importer and retailer.	Classic Tile Galleria is a family-owned boutique established in 2018, which specializes in luxury ceramic tile and cladding. The boutique is located in the state of Victoria.
URBAN TILES	Importer and retailer.	Urban Tiles has over 15 years of operation within the market of ceramic tile and cladding. It specializes in the importing and resale of products of ceramic tile and cladding for residential and commercial construction. It also organizes showrooms in Belfield, New South Wales.
cerbis	Importer, retailer and showroom organizer.	Cerbis Ceramics NT was established in 1987, and it imports ceramic products from manufacturers and sellers from around the world. The company, located in the state of Northern Territory, organizes showrooms for exhibition and sale of products in Darwin.

Private Households

The lifestyle changes due to COVID-19 have driven many Australians to focus on the renovation of their existing residences, especially as personal savings increased due to lockdowns and lack of travel. This is apparent in the state of Victoria where four in five residents have expenditures on home-related projects, particularly kitchens, highlighting the growing demand for kitchen tiles.

Distributors

Company Name	Product Categories	Background
DTI DISTINCTIVE TILE IMPORTS	• Swimming pool tiles • Coloured RAL tiles • Mosaic tiles • Safety tiles	Distinctive Tile Imports is an importer and distributor of tiles based in Brisbane, Australia since 2002. DTI supplies indoor and outdoor tiles for most of the residential, commercial, and industrial related construction.
DW TILES YOUR BUSINESS PARTNER	• Bathroom tiles • Kitchen tiles • Living area tiles • Outdoor tiles • Commercial use tiles	DW Tiles has been trading in Sydney, Australia since 1995. They have gained significant experience in the importation and wholesale of tiles since 1998. They are growing rapidly and today, are perceived as one of the top importers and suppliers within the ceramic tile industry in Australia.
GNS	• Pool mosaics • Glass mosaics • Reflection mosaics • Pool tiles • Porcelain pavers	GNS Ceramics has more than 50 years of experience operating as a premier importer and wholesaler. They supply to various retail outlets throughout New South Wales and the Australian Capital Territory. Since 2017, GNS Ceramics has expanded its coverage to include retail branches throughout South-Eastern Australia.

Company Name	Product Categories	Background
STONE & CERAMIC TILE WHOLESALERS	• Ceramic tiles • Porcelain tiles • Terracotta tiles • Mosaic tiles • Wall tiles	Stone & Ceramic Tile have more than 20 years of experience in the market, offering an extensive range of tile products at competitive price points. They have a range of indoor and outdoor ceramic tiles.

Industry and Trade Associations

Australian Tile Council Inc

TTIAA Tiles & Tiling Industry Association Australia

BUILDING PRODUCTS INDUSTRY COUNCIL

The **Australian Tile Council** is an association recognized by the Australian Government designed to assist, educate, and protect players within the local tile industry. Today, its operations are organised and ran by its members who represent approximately 70% of all tiles sold nationwide. Their role is to represent the industry and achieve changes that individual members could not effectively achieve independently.

Tiles & Tiling Industry Association Australia is a not-for-profit organization that seeks to expand their membership of players within the Australian tilling industry including not only just those which develop or produce tiling systems but also actively contribute to the industry. TTIAA represent and communicate with the federal and state government and other building and construction industry associations on affairs related to tiles and tiling works and systems.

The **Building Products Industry Council** is the national body representing Australia's building product associations. BPIC's objective is to increase awareness among the local government and regulators on the most effective and innovative methods of utilising building products and materials.

Perception of Brazilian products in Australia

While a few Brazilian companies already have a presence in Australia, they hold a small market share. Most imports of ceramic tiles and cladding in Australia are derived from China. However, countries such as Italy, Malaysia, and Spain have also been recognized as key sources of importations.

Although Brazilian products are relatively well-received under a standardized demand for ceramic tiles, they often require a local distributor to act as an intermediary or spoke-person to promote the quality and certification of the tiles to on-shore Australian consumers.

The presence of Australian distributors of Brazilian tiles, among Italian and other European tiles, illustrates that foreign tile companies can have a competitive advantage in the Australian ceramic tile and cladding market by competing with local producers. Thus, it can be highly beneficial for Brazilian tile companies looking to enter the Australian ceramic tile and cladding market to consider Australian distributors and, how to best approach these distributors.

The added value of Brazilian products:
- Years of craftmanship
- Hot country/ weather origin
- Differentiated style (including shape, size, or colours)
- English commercial material (e.g. website, catalogue)

Brazilian brands recognized in Australia

Eliane Revestimentos started as a family business in 1960 and was the first Brazilian ceramic company to manufacture porcelain tiles. The company produces 38 million square meters of tiles per year and has a large and innovative portfolio. It is also an internationally respected brand in the ceramic tile industry. Eliane's ceramic products can be found in five continents around the globe and in Brazil, in more than 15,000 retailers with 6 factories around the country.

Portobello leads in both imports and exports and is also one of Brazil's largest manufacturers and outsourcer. With 120 stores distributed around Brazil, Portobello specialises in the distribution of ceramic tile cladding and outsources from countries like Brazil, China, France, Spain, and others.

Forme Ceramics
Forme Ceramics is the official distributor for Eliane and Decortile, two leaders in the Brazilian market of ceramic tile and cladding. It is an online platform which exhibits Decortile and Eliane ceramic and tile collections to Australian consumers.

Australian Distributors of Brazilian Tiles

Brazilian Companies	Tiles Example	Aus. Distributor Name
Portobello	Quartzites Mont Blanc	1.Tiles Expo https://tilesexpo.com.au/ 2.Tile Mega Mart https://tilemegamart.com.au/
eliane	 Place AC (satin) 59 x 59cm	1. Forme Ceramics https://www.formeceramics.com.au/ 2. Tiles & Pavers https://www.tilesandpavers.com.au/

Industry Events

Trade Event	Description	
INTERIORS AUSTRALIA the Interior Design & Architecture Show	Interiors Australia is a new tradeshow covering the architecture and design sector and looking to showcase products and materials for residential and commercial infrastructure projects. Typically, it involves over 300 different brands of lighting, flooring, and surface related products as well as an entire suite of CPD-accredited seminars for architects and design professionals. More information: https://interiorsaustralia.com.au/	·10-12 February 2022

Industry Events

Trade Event	Description	
	The Australian Property Expo is an annual event for people interested in buying properties such as first home buyers or commercial property investors. This expo features more than 30 investment seminars and over 10,000 investors interested in property investment and expanding their portfolios. Over the past 10 years, the Australian Property Expo has completed more than 20 expos, hosted more than 1200 exhibitors, and attracted more than 150,000 buyers, facilitating the sale of properties amounting to a value of AUD 4 billion (USD 2.86 billion). More information: https://www.aupropertyexpo.com/	·12-12 March 2022 (Sydney) ·12-13 November 2022 (Sydney) ·7-8 May 2022 (Melbourne) ·20-21 August 2022 (Brisbane)
	The Sydney Build Expo is an annual event in Australia that provides access to more than 300 accredited presentations, over 500 exhibitors, and opportunities to network with professionals from Australia's construction, architecture, engineering, and design sectors. This 2-day event highlights the latest opportunities in all four sectors in the state of New South Wales. It draws participants from Tier 1 contractors, architects, housebuilders, designers, and other professionals. More information: https://www.sydneybuildexpo.com/	1-2 June 2022

Home shows

- **Sydney Home Show (https://www.sydneyhomeshow.com.au/)**

Sydney Home Show

27 - 29 MAY 2022 | ICC SYDNEY, DARLING HARBOUR

Attracting 30,000 homeowners and, the Sydney Home Show brings together over 300 leading exhibitors in building, renovation, furnishing, outdoor and sustainable solutions.

More info

- **Melbourne Home Show (https://www.melbournehomeshow.com.au/)**

Melbourne Home Show

29 APRIL - 1 MAY 2022 | MCEC, SOUTH WHARF

Attracting 30,000 homeowners, the Melbourne Home Show brings together over 300 leading exhibitors in building, renovation, furnishing, outdoor and sustainable solutions.

More info

- **Brisbane Home Show (https://www.brisbanehomeshow.com.au/)**

Brisbane Home Show

25 - 27 FEB 2022 | BCEC, SOUTH BANK

The first Brisbane Home Show of the year brings together over 25,000 homeowners and 300 exhibitors showcasing the latest building, renovation, kitchen and bathroom, furnishing, outdoor and sustainable living products.

More info

- **Perth Home Show (https://www.perthhomeshow.com.au/)**

Perth Home Show

18 - 20 MARCH 2022 | PCEC

Perth's March Home Show has been helping WA homeowners renovate and build, since 1979.

It showcases more than 180 leading brands and attracts more than 10,000 visitors annually.

More info

Conclusion

The Australian market presents very favourable conditions for the entry of new companies and finishing products such as ceramic tiles. The Australian government has supported demand from the residential construction sector during the COVID-19 pandemic crisis, which has responded well to stimulus and is trending towards positive growth over the next decade.

Demand for building and finishing materials is not met by local production, and Australia depends on imports to ensure supplies and price levels in the domestic market. China remains the main exporter of ceramic products to Australia, followed by Italy and Spain.

This study identified the interest of Australian importers in diversifying the origin of imported products. In addition to reducing dependence on Chinese products, the appetite for diversification would be related to consumers' interest in accessing higher quality products at more affordable prices, as well as the growth in demand for more innovative, exclusive, and sustainable products.

As Brazil is not yet a relevant exporter of ceramic products to Australia and as the logistical costs of trade are high, the market entry strategy could be to gradually introduce the catalogue of products, starting with those of high standards and exclusive design, which can compete with European products with a more competitive final price.

As campaigns to encourage local consumption have a relevant impact on consumer preferences, partnerships with Australian distributors and businesses that know the market and are able to position Brazilian products in the highest standard segment are recommended. It is possible that the return on investments in the introduction of new products will be slow, as Australian consumers will take time to recognize and associate Brazilian products with the attributes of quality, sustainability, and exclusivity. By monitoring the return of importers and the receptivity of Australian consumers to Brazilian products, exporters will be able to expand the range of products offered in this market.

SWOT ANALYSIS

Strengths	Weaknesses
• Steady recovery in key buying markets (e.g., construction). • Consistent demand for imported tiles especially those with quality and craftsmanship. • Tiles segment experiencing rising popularity as a preferred floor covering type.	• Products may need to be tested through time by consumers and users to approve of their quality. • Removal of subsidies in the single-unit housing market. • Industry heavily dependent on demand from downstream building markets. • Strict local regulatory and compliance requirements.
Opportunities	**Threats**
• Population growth • Rise in real household discretionary income • Sustainable and environmentally friendly designs • Residential construction activity stimulated by HomeBuilder grants • Growing number of high-density apartments	• International ceramic tiles and cladding competitors • Competitive pricing of the APAC region (e.g., China) • Discounts of local suppliers and manufacturers based on long-term relationships • Rising competition from substitute products made from glass, plastics, and concrete (e.g., metal roof sheeting) • General economic uncertainty and low consumer confidence due to COVID-19. • Low revenue growth

Recommendations

Key success factors to enter the Australian Market:

ESTABLISH A ROADMAP

Establish a Strategic Roadmap, with actionable targets. This will solidify your market presence and communication with potential clients.

BUILD A LOCAL NETWORK

Identify local players and targets and maintain a consistent relationship with industry stakeholders through tracking systematic processes.

Leverage and partner with local influencer or ambassadors to gain market recognition and trust.

SUSTAIN YOUR NETWORK

Adapt to market demand and position yourself as a business serving innovation to improve Australian market performance.

Innovative offers tend to improve market loyalty and catch the attention of industry stakeholders.

MAKE BUYING EASY

A variety of adapted payment options must be offered to clients, and currency should be in AUD. It is important to list returns and delivery options. Adapt your contract to Australian T&Cs and offer warranty to gain customers' trust.

Lack of product experience or product knowledge is often what refrains most consumers from buying.

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APPENDIX A

LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Revenue (USD)	Company Type	Main Activity	Website	Email Contact
Metz Tiles	21.1 Million	Ceramic Tile Manufacturer	Manufacturer and supplier of specialist building materials	https://metz.net.au/	Anthony Antoniou (production) anthony.antoniou@metz.net.au
James Hardie Australia	2.6 Billion (Global)	Manufacturer / Supplier	Producer and marketer of high-performance fibre cement and fibre gypsum building solutions	https://www.jameshardie.com/	N/A
Boral Limited	4.4 Billion	Manufacturer	Manufacturer of construction materials	https://boral.com/	Matthew Jackson (manufacturing) matthew_jackson@boral.com
Stoneworld	6.3 Million	Supplier	Leading supplier of granite, marble and quartz to major kitchen manufacturers	https://www.stoneworldltd.com/	N/A
Brady Tiles Imports Pty Ltd	1.4 Million	Importer / Supplier	Represents tile manufacturers from Malaysia, China, Italy and Spain	https://bradytiles.com.au/	Jo Enright (administrator) jo@bradytiles.com.au
Distinctive Tile Imports Pty Ltd	1.8 Million	Importer / Supplier	Importing and distributing tiles in Australia	https://dtiqld.com.au/	Kait Harvey (operations) kait@dtiqld.com.au
DW Tiles	4.4 Million	Importer / Supplier	Now a major importer and supplier of the industry in NSW, and Australia wide	https://www.dwtiles.com.au/	Dominique Caruana (area sales manager) dominique.c@dwtiles.com.au
GNS Ceramics Pty Ltd	3.3 Million	Importer / Wholesaler	Major importer and wholesaler of ceramic tiles exclusively to retail outlets	https://www.gnsceramics.com.au/	N/A

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LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Sales Revenue (USD)	Company Type	Main Activity	Website	Email Contact
Klay Tiles Pty Ltd	2 Million	Wholesaler	European Luxury Mosaics and Australasian wholesaler of luxury pool tiles, facades and mosaics	https://klay.com.au/	N/A
Massa Imports	2.3 Million	Importer / Supplier	Leading importer and supplier, specialising in high-quality ceramic and porcelain tiles	https://massaimports.com.au/	Carolyn Thompson (imports) carolyn@massaimports.com.au
Stone & Ceramic Tile Wholesalers	1 Million	Wholesaler	Carry a wide array of ceramics, porcelain, terracotta and mosaic wall and floor tiles	https://www.sctw.com.au/	Chris Ayres (general manager) chris@sctw.com.au
Tile Power Limited	15.6 Million	Distributor / Retailer	Tile merchant of premium quality tiles.	http://www.tilepower.com/	N/A
Slate & Stone Products Pty Ltd	1.3 Million	Suppliers / Distributors	Supply tiles direct to the public, as well as to the various building trades	http://slatestone.com.au/	Jon Casey (trade) jon.casey@slatestone.com.au
CIMIC Group Limited	10.3 Billion	Construction company	Active in majority of all construction industries (energy, infrastructure, telecoms...)	https://www.cimic.com.au/	Emma Evans (procurement) emma.evans@cimic.com.au
Bechtel Australia Proprietary Ltd	25.5 Billion	Construction company	Engineering, construction, and project management company	https://www.bechtel.com/	N/A

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LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Sales Revenue (USD)	Company Type	Main Activity	Website	Email Contact
CCCI Australia Pty Ltd	N/A	Construction company	Infrastructure investment, construction...	https://www.ccci.hk/	N/A
Downer EDI Ltd	9.8 Billion	Construction company	Provides engineering, construction services	https://www.downergroup.com/	Bobby Buksh (procurement) bobby.buksh@downer.co.nz
Lendlease Group Ltd	7.4 Billion	Construction company	Multinational construction, property and infrastructure company	https://www.lendlease.com/au/	Cat Mcfarlane (procurement) cmcfarlane@lendlease.com
Metricon Group Pty Ltd	243.2 Million	Construction company	Australia's leading and most trusted new home builder	https://www.metricon.com.au/	Paul Demko (supply chain + procurement) pauldemko@metricon.com.au
Probuild Constructions (AUST) Pty Ltd	597.8 Million	Construction company	One of Australia's largest and most successful construction experts	https://www.probuild.com.au/	Frances Clancy (design) fclancy@probuild.com.au
Tiles Expo	3.7 Million	Distributor / Supplier	Supplier of tiles to consumers + construction industry	https://www.tilesexpo.com.au/	Stephen Wall (bus. dev. manager) stephen@tilesexpo.com.au
Tile Mega Mart	4.1 Million	Distributor / Retailer	Offers wide range of tiles for people’s homes and tile projects	https://tilemegamart.com.au/	Harry Thakkar (managing director) harry@tilemegamart.com.au

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LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Sales Revenue (USD)	Company Type	Main Activity	Website	Email Contact
Forme Ceramics	N/A	Distributor / Retailer	Offers wide range of tiles for people's homes and tile projects	https://www.formeceramics.com.au/about-us	N/A
Tiles & Pavers	N/A	Directory	Tile & paving directory which shows where you can purchase	https://www.tilesandpavers.com.au/	N/A
John Holland	N/A	Construction company	John Holland has more than 70 of operation in the commercial, residential and infrastructure construction sectors.	https://www.johnholland.com.au/	N/A
Mirvac Construction	N/A	Construction company	Mirvac Construction was established in 1972 and has projects of commercial, residential and industrial sectors.	httpss://www.mirvac.com	N/A
BMD Construction	N/A	Construction company	BMD Construction is an Australian construction company	https://www.bmd.com.au	sydney@bmd.com.au
Laing O'rourke Australia	N/A	Construction company	Laing O'rourke was established in 2001 in the United Kingdom, and has approximately 1,810 employees with operations in Australia, United Kingdom, Indonesia and Thailand.	https://www.laingorourke.com	N/A

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LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Sales Revenue (USD)	Company Type	Main Activity	Website	Email Contact
Tiles Expo	3,7 milhões	Distributor / Supplier	Supplier of tiles for consumers and for the construction sector.	https://www.tilesexpo.com.au/	Stephen Wall (gerente de desenv. De negócios) stephen@tilesexpo.com.au
Azulejo Mega Mart	4,1 milhões	Distributor/ Retailer	Offers a great variety of tiles for houses and projects.	https://tilemegamart.com.au/	Harry Thakkar (diretor executivo) harry@tilemegamart.com.au
Forme Ceramics	N/A	Distributor/ Retailer	Offers a great variety of tiles for houses and projects.	https://www.formeceramics.com.au/about-us	N/A
Tiles & Pavers	N/A	Tile and Paver directory	Directory	https://www.tilesandpavers.com.au/	N/A
Bunnings Warehouse	30.8 milions	Retailer	Bunnings Warehouse is a retailer which is the market leader in the segment of indoor and outdoor homeware.	https://www.bunnings.com.au/	N/A
Sydney Tile Gallery	N/A	Importer and retailer	Sydney Tile Gallery is an importer and retailer of ceramic tile and cladding based in Sydney	https://www.sydneytilegallery.com.au/	info@sydneytilegallery.com.au
Di Lorenzo Tile Merchants	N/A	Importer and retailer	Di lorenzo Tile Merchants is a Family owned business which was established in 1983.	https://dilorenzo.com.au/	N/A

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LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Sales Revenue (USD)	Company Type	Website	Email Contact
Surface Gallery	N/A	Importer and retailer	https://surfacegallery.com.au/	info@surfacegallery.com.au
Tile Factory Outlet	N/A	Importer and retailer	https://www.tfo.com.au/about-us/	N/A
Earp Bros	N/A	Importer and retailer	https://earp.com.au/	N/A
Cerbis Ceramics NT	N/A	Importer and retailer	https://cerbisceramicsnt.com.au/about/	N/A
Classic Tile Galleria	N/A	Importer and retailer	https://classictilegalleria.	info@classictilegalleria.com.au
Urban Tiles	N/A	Importer and retailer	http://urbantiles.com.au/	info@urbantiles.com.au
Beaumont Tiles	N/A	Importer and retailer	https://www.beaumont-tiles.com.au/	Webchat@tile.com.au

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LIST OF POTENTIAL CLIENTS / DISTRIBUTORS

Company Name	Sales Revenue (USD)	Company Type	Website	Email Contact
Tile Boutique	N/A	Importer and retailer	https://tileboutique.com.au/	promotions@tileboutique.com.au
Jules Baxter	N/A	Importer and retailer	https://julesbaxter.com.au/	showroom@julesbaxter.com.au

MAIN REGULATORY BODIES

Regulatory Bodies	Contact Details
Joint Accreditation System of Australia and New Zealand (JAS-ANZ)	https://www.jas-anz.org/ +61 2 6232 2000
Asbestos Safety and Eradication Agency (ASEA)	https://www.asbestossafety.gov.au/ e https://www.asbestossafety.gov.au/who-contact/asbestos-safety-concerns +61 1300 326 148.
National Association of Testing Authorities (NATA)	https://nata.com.au/ +61 1800 621 666
Australia Building Codes Board (ABCB)	https://www.abcb.gov.au/ +61 1300 134 631
Standards Australia	https://www.standards.org.au/ +61 1800 035 822 (from Australia) or +61 2 9237 6171

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MAIN REGULATORY BODIES

Regulatory Bodies	Contact Details
Australasian Procurement and Construction Council (APCC)	https://www.apcc.gov.au/
Australian Border Force (ABF)	https://www.abf.gov.au/ Dept. of Home Affairs Global Service Centre: +61 131 881
Department of Agriculture, Water, and the Environment	https://www.awe.gov.au/ List of contacts: https://www.awe.gov.au/about/contact/phone

INDUSTRY ASSOCIATIONS

Industry Associations	Contact Details
Australian Tile Council	https://www.australiantilecouncil.com.au/ e https://www.australiantilecouncil.com.au/contact-us
Tiles & Tiling Industry Association Australia	http://ttiaa.com.au/ +610411 584871
Building Products Industry Council	+61 411 584 871 eo@bpic.asn.au
Australian Constructors Association (ACA)	https://www.constructors.com.au/ +61 1300 540 133

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INDUSTRY ASSOCIATIONS

Industry Associations	Contact Details
Australian Building Sustainability Association (ABSA)	https://www.absa.net.au/ +61 439 954 309

VOLUNTARY STANDARDS CERTIFICATION

Certifying Bodies	Contact Details
Good Environmental Choice Australia Standard (GECA)	https://geca.eco/ +61 2 9699 2850
Bureau Veritas	https://www.bureauveritas.com.au/ +61 3 9922 0700 (Melbourne) or +61 1300 858 444 (National/ AU only)

APPENDIX B

TABULAR BREAKDOWN OF AUSTRALIAN CERAMIC TILE IMPORTS BY STATE

FIG.4 STATE SHARE OF CERAMIC TILE IMPORTS

	Financial Year	New South Wales (inc ACT)	Northern Territory	Queensland	South Australia	Tasmania	Victoria	Western Australia	Combined Total M2	% Change M2 to Previous Year
State Total	2016-2017	18,618,431	351,876	9,811,664	2,055,415	213,268	10,407,232	4,051,627	45,509,514	-0.2%
% of annual total		40.9%	0.8%	21.6%	4.5%	0.5%	22.9%	8.9%	100.0%	
State Total	2017-2018	18,762,413	359,866	9,542,365	2,017,243	202,181	11,499,975	3,851,270	46,235,311	1.6%
% of annual total		40.6%	0.8%	20.6%	4.4%	0.4%	24.9%	8.3%	100.0%	
State Total	2018-2019	17,512,744	249,604	8,012,069	2,012,168	236,768	10,808,548	3,345,253	42,177,154	-8.8%
% of annual total		41.5%	0.6%	19.0%	4.8%	0.6%	25.6%	7.9%	100.0%	
State Total	2019-2020	15,508,943	221,068	7,704,671	2,084,898	224,454	10,948,933	3,178,153	39,871,308	-5.5%
% of annual total		38.9%	0.6%	19.3%	5.2%	0.6%	27.5%	8.0%	100.0%	
State Total	2020-2021	16,683,099	358,272	9,559,133	2,281,658	218,872	11,433,552	3,701,476	44,236,064	10.9%
% of annual total		37.7%	0.8%	21.6%	5.2%	0.5%	25.8%	8.4%	100.0%	

Based on ABS data

APPENDIX C

TABULAR BREAKDOWN OF AUSTRALIAN CERAMIC TILE IMPORTS (2020–2021)

FIG.2 AUSTRALIAN CERAMIC TILE IMPORTS 2020-2021

COUNTRY OF ORIGIN	DECLARED DESTINATION STATE								
	New South Wales	Northern Territory	Queensland	South Australia	Tasmania	Victoria	Western Australia	Total Imports (Square Metres)	Total Australian Customs Value (AUD)
Argentina						991		991	$12,974
Australia (Re-imports)	3,003					189		3,192	$78,494
Bangladesh			16,248					16,248	$44,572
Belgium	4,179			7,437		83		11,698	$233,169
Belize			1,080					1,080	$19,183
Brazil	75,741	1,115	18,922	2,058		14,838	9,762	122,435	$1,693,110
Bulgaria				173	262		135	570	$7,357
Canada	503					829		1,331	$45,441
China (excludes SARs and Taiwan)	12,026,667	292,983	7,101,230	1,821,814	146,178	8,181,601	2,435,787	32,006,260	$255,029,944
Czechia		6,372		6,228			5,409	18,009	$174,097
Egypt			200					200	$4,062
France	8,171		36,419	2,206		1,381	18,013	66,189	$663,348
Germany	71,839		17,011			30,524	5,443	124,817	$3,990,976
Hong Kong (SAR of China)	1,172			5,804		748		7,725	$97,197
India	601,697	2,087	112,552	99,184	5,187	203,651	108,476	1,132,834	$8,862,463
Indonesia	93,956	13,065	101,239	11,581	9,088	34,362	43,119	306,410	$2,935,966
Iran	990					729		1,719	$13,612
Italy	1,537,151	8,412	897,495	115,085	25,003	1,024,040	531,969	4,139,156	$89,332,658
Japan	72,061		4,105			89,154	969	166,288	$3,394,404
Korea, Republic of (South)	176,853		1,916				276	179,045	$1,524,488
Malaysia	419,155	19,033	537,477	168,534		913,824	80,093	2,138,116	$15,467,669
Mexico	25,316		1,025			107	57	26,505	$141,594
Morocco	11,954		924	77		4,512	48	17,515	$1,106,181
Netherlands	2,298					5,031		7,328	$216,688
New Zealand	2,431		259			500	26	3,216	$75,681
Oman						2,534		2,534	$12,808
Poland	10,623					53,690		64,313	$152,480
Portugal	19,085	975	22,026			19,260	8,242	69,589	$1,371,185
Russian Federation	2,115							2,115	$177,201
Singapore						1,244		1,244	$8,680
Spain	1,036,069		463,291	16,745	33,153	502,677	197,956	2,249,891	$38,541,106
Sri Lanka	65,375	1,169	83,130			6,234	176,944	332,852	$3,356,807
Taiwan	1,463		7,305	4,765		2,307		15,840	$158,217
Thailand	72,135		35,385	4,638		70,422	30,705	213,285	$1,745,080
Turkey	62,770		55,140	9,585		71,807	20,400	219,702	$2,658,998
United Arab Emirates	159,291	11,624				43,722		214,637	$2,500,605
United Kingdom	501		125	130		1,824	289	2,869	$337,014
United States of America	11,559		22,864			705	18	35,145	$253,523
Vietnam	106,977	1,437	21,766	5,615		150,033	27,341	313,170	$1,189,231
Grand Total	**16,683,099**	**358,272**	**9,559,133**	**2,281,658**	**218,872**	**11,433,552**	**3,701,476**	**44,236,064**	**$437,628,263**
State Share	37.7%	0.8%	21.6%	5.2%	0.5%	25.8%	8.4%	100.0%	

Based on ABS data

APPENDIX D

TEMPLATE FOR ASBESTOS DECLARATION PRIOR TO GOODS ARRIVAL

Company Letterhead
(MUST be issued by importer of the goods and MUST include the company's name AND address)

IMPORTER ASBESTOS DECLARATION

Customs (Prohibited Imports) Regulations 1956 and Section 4 of the *Hazardous Waste (Regulation of Exports and Imports) Act 1989* (HW Act)

I (Insert full name) certify that all products Imported into Australia from the below Suppliers DONOT contain Asbestos material.

Supplier/ Suppliers Names and Address details:

*(Supplier name and address details)
*
*

At request, we will provide documentary evidence to the ABF that supports these products DONOT contain any elements of Asbestos.
Furthermore as per ACN 2017-21 we understand our responsibility as an importer to provide such evidence.

This declaration is to remain in effect until otherwise notified in writing.

Signed: .... Printed name: ....
(Company Representative)

Date of issue: ....
(DD/MM/YYYY)

APPENDIX E

LIST OF UNACCEPTABLE FUMIGATION SERVICE PROVIDERS IN BRAZIL UNDER THE AUSTRALIAN FUMIGATION ACCREDITATION SCHEME (AFAS)

Company Name	Address	Branch	AEI
J&L Servico Fitossanitarios Ltd	R Jose Joaquim Dos Santos 572-Centro Itajai Santa Catarina	All Branches	BR0002MB
Sanybul Servicos Fitossanit Arios E	Souza 44-C Postal 231	All Branches	BR0003MB
SGS Do Brasil Ltda	Av Das Nacoes Unidas 11633-4° Andar BROOKLIN-SP-CEP 04578-000	Brooklin Branch	BR0004MB
SuperDream Saneamento Ambiental Ltda	TV Dom Romualdo Coelho No.100 CEP 66055 190 BELEM PARA	All Branches	BR0005MB
Agrotec-Agrapecuaria E Assistancia Technica Rural Ltda	Matriz Rod Augusto Montenegro CONJ JARDIM MARCIA BL25.S/302	All Branches	BR0006MB
Brasinper Inspecoes e Servicos Ltda	Pca. Da Republica, 36-2o andar –Cj. 08 Centro – CEP: 11013-010- Santos - SP	All Branches	BR0007MB

APPENDIX E

LIST OF UNACCEPTABLE FUMIGATION SERVICE PROVIDERS IN BRAZIL UNDER THE AUSTRALIAN FUMIGATION ACCREDITATION SCHEME (AFAS)

Company Name	Address	Branch	AEI
Expurga Guacu Ltda	Rua Jandira F. Rossi, 42 – Chac. Panatanal – Engenho Veiho CEP: 3.840-000	Mogi Guacu	BR0008MB
LJ Engenharia	Rua da Constiluicao 243 Vila Nove Brazil	All Branches	BR0009MB
Agro Service LTDA – Servicos Fitossanitarios	Praia Do Caju 135- Caju De Janeiro – RJ - Brasil	All Branches	BR0010MB
Servicos LTDA	Rua Vereador Alvaro Coli No 33	All Branches	BR0011MB
Santos Inspection	Praca cos Andradas 12-10 Andar CEP 11010-100	Sanios - Sao-Paulo – Brasil	BR0012MB
Central do Pallet's Industria de Embalagens Ltda – EEP	Rua Jandira F Rossi 175- Chac Pantanal – Engenho Veliho	All Branches	BR0014MB

Source: Australian Government – Department of Agriculture, Water and the Environment

Contact

Consulate General of Brazil in Sydney
6/45 Clarence Street, NSW 2000
+61 (0) 2 9285 5713
secom.sydney@itamaraty.gov.br

CONSULATE GENERAL OF
BRAZIL
SYDNEY