Why LATAM
OTHER REGIONAL OPPORTUNITIES

Latin America's (LATAM) smaller economies, including markets across Central America, Cuba, Ecuador, Paraguay and Uruguay, present strategic opportunities and untapped potential for Australian business.

El Salvador
El Salvador's largest industry is agriculture – representing 12% of GDP. El Salvador is LATAM’s #1 importer of Australian milk powder.

Panama
Panama's largest single investment is a multinational mine, which has created new opportunities for Australian METS providers.

Paraguay
Paraguay has favourable investment conditions in agriculture for foreign investors – with no restrictions on foreign ownership, low tax rates and competitively priced land.

Uruguay
Uruguay a high tech powerhouse having installed the region's first 5G technology, issued its own digital currency and deployed bitcoin ATMs and electric charging stations.

Cuba
Whilst doing business in Cuba presents some challenges, opportunities exist in priority areas such as agribusiness, mining, energy, biotechnology, infrastructure and tourism.

Guatemala
Guatemala’s largest industry is agriculture – representing 13.3% of GDP. Two way trade in goods and services with Australia in 2018-19 was A$41 million.

Costa Rica
Costa Rica is a pioneer in the development of clean energies, and operates year-round on almost 100% renewable energy sources.

Ecuador
Ecuador has a rapidly growing mining industry with six Australian mining companies already operating. Expected investment is USD 1.5 billion over the next five years.

References: Global Trade Atlas, DFAT Country Fact Sheets, Latin American Free Trade Zone Association, EIU, CIA

LATAM: Diversify your growth
Learn how at: www.austrade.gov.au/latam