

Why LATAM

OTHER REGIONAL OPPORTUNITIES



Australian Government

Australian Trade and Investment Commission

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