MARKET SNAPSHOT

The South Central United States contains a population of 38.8 million, approximately 12 per cent of the total US population. (source: US Census)

Texas has a Gross State Product of US$1.6 trillion, which is the second highest in the country, accounting for 9 per cent of the US GDP, and is around the same size as the Australian economy. (source: ASEAN briefing, Dezan Shira)

There are over 50 Fortune 500 and over 80 additional Fortune 1000 companies, many of which are significant investors in Australia.

The industries operating in the region are diverse and provide both domestic and international markets with innovative products and services across oil and gas, energy, manufacturing, health, IT, finance, logistics and agriculture. The cities of Houston, Dallas/Fort Worth (DFW), Austin and San Antonio are the hubs for commercial activity within the region.

Ten of the 25 largest publicly traded global oil and gas exploration and production firms are headquartered in Houston; nine more among the top 25 have subsidiaries, major divisions or other significant operations there.

The Texas Medical Center (TMC) in Houston is the world's largest medical centre and conducts US$3.4 billion in research each year. In fiscal year 2013 alone, the latest data available, Texas public institutions of higher education expended almost $2.9 billion on medical and life sciences research. (source: tms.edu)

Texas is a logistics hub of the Americas. In 2015, the Port of Houston ranked first in the U.S. in foreign waterborne tonnage; and second in the US in total tonnage. DFW International (DFW – American Airline hub) and George Bush International Airports (IAH – United Airlines hub) complement port operations and are ranked 4th and 10th busiest nationally. Both service major international carriers including Qantas. (source:TexasWideOpenForBusiness.com)
TEXAS–AUSTRALIA RELATIONSHIP

Australian companies with investments in Texas include BHP Billiton, Boral, Lend Lease, Bigcommerce, Atlassian, Macquarie Group, Amcor Rigid Plastics, Broadspectrum Limited, Sonic Healthcare Limited, Red Oxygen, GHD and WorleyParsons.

Others within the jurisdiction include Dyno Nobel (Incitec Pivot Ltd), Bradken Limited, Magnolia LNG (LNG Ltd), and Ferra Engineering.

OPPORTUNITIES AND HIGHLIGHTS

Houston is recognised as the energy capital of the world with 21 of the city's 24 Fortune 500 companies energy related, and those are supported by over 3000 energy-related establishments. A number of Australian energy leaders have found success in Houston including BHP Billiton, Woodside, and WorleyParsons.

Austin, otherwise known as ‘silicon hills’ is an emerging technology and start up hub. Bolstered by neighbouring San Antonio this region has been successful in attracting market leaders such as Dell, Google, Apple, Rackspace, and IBM and is also home to notable Australian industry leaders including Atlassian, Big Commerce and Red Oxygen.

KBR is one of South Central's most active investors in Australia across defence, aerospace, civil infrastructure, and energy. KBR provided advanced engineering, procurement, construction and management (EPCM) solutions for Chevron’s Gorgon Project, one of the largest liquefied natural gas (LNG) projects in the world.

The Texas Medical Center (TMC) employs over 106,000 people and is the 8th largest business district in the US. The TMC concentrates its research on genomics, regenerative medicine, innovation, clinical trials and health policies. More broadly, Houston has more than 190 life science and biotechnology companies as well as academic partnerships and 200 hospitals and clinics.

Agribusiness opportunities are linked heavily to food processing companies, public food companies and influential ranch owners. Notable Fortune 1000 companies in the region include Dean Foods Inc, Pilgrim's Pride Corp., Dr Pepper Snapple Group, and Wholefoods Inc.

Walmart is the largest retail corporation in the world. Its global net sales were US$478.6 billion in FY 2015, and it employs 2.3 million associates around the world. The company operates more than 11,000 stores globally and this is increasing as the company continues to expand into emerging markets.

DFW is one of the nation’s top markets for new and expanded corporate facilities and warehousing. Major new distribution, logistics and manufacturing expansions have been undertaken by companies including Amazon, Bed, Bath and Beyond, BMW, Galderma, and the single largest US expansion in 2015, General Motors.

South Central companies with recent expansion projects in Australia include Rackspace, Dell Inc, KBR, Quanta Services and Schlumberger (R&D).

NUMBERS AT A GLANCE

10TH LARGEST GLOBAL ECONOMY

If Texas was a separate nation, it would rank as the 10th largest economy in the world based on GDP, ahead of Australia, Russia, South Korea and many others.

$251 BILLION

In 2015, Texas was the top exporting state in the US for the 14th consecutive year with exports valued at over $251 billion.

TEXAS A&M IS THE 3RD LARGEST PRODUCER OF F500 CEOs NATIONALLY.

The state of Texas is home to many high-ranking higher education institutions in the United States, including Rice University, University of Houston, Texas A&M, Baylor University and the University of Texas.

52 FORTUNE 500 COMPANIES

are based in the Texas and many are major investors in Australia including Dell Inc, Exxon Mobile, Phillips 66, AT&T, ConocoPhillips, Sysco, Halliburton, Baker Hughes, NOV, Flour Corp, Kimberly-Clark, Quanta Services and KBR.

PROMINENT RESEARCH LINKAGES

Australian Dr Richard Gibbs heads up the renowned Human Genome Sequencing Centre at the TMC

MD Anderson Cancer Center’s partnership with the Peter MacCallum Cancer Centre

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