



YOUR PASSPORT TO EXPORT SUCCESS

Helping Queensland businesses go global –
faster, smarter and with confidence.

TIO TRADE +
INVESTMENT
QUEENSLAND



Queensland
Government



Where Global Ambition Meets Local Support

You've got the vision. We'll help you get there

Exporting opens doors to new markets, customers, and revenue – but it also brings questions. Where to start? Who to talk to? What steps to take?

Even experienced exporters can find today's global landscape hard to navigate. Getting the right support, connections, and market insights—at the right time—can make all the difference.

That's where we come in.

At Trade and Investment Queensland (TIQ), we help simplify the journey.

We're the Queensland Government's dedicated global business agency, here to turn your international potential into real-world outcomes.

Backed by a statewide network and global offices in major markets, we provide the insights, opportunities, and connections you need to make informed decisions and grow with impact.

TIQ takes Queensland businesses global every day. And we're ready to help you.

What We Do & Why It's Free

We back your growth – so Queensland can grow too

Our mission is simple: grow Queensland's economy by helping local businesses succeed on the world stage.

As a government-funded agency, our support is free of charge. What we ask in return is simple – keep us updated on your export or investment successes, so we can track the impact we're delivering for businesses like yours. It helps us keep doing more, for more Queenslanders.

Whether you're just getting started or scaling into new markets, we're here with tailored advice, connections, and support every step of the way.

Here's how we help:

We offer different levels of service depending on your business' maturity, scale, needs and capacity.

Advice	Connection	Support
<ul style="list-style-type: none"> Export readiness assessment Market profiles and sector insights Market opportunities 	<ul style="list-style-type: none"> Referrals Business matching Market experience 	<ul style="list-style-type: none"> Practical assistance & trouble shooting Profile raising Grants and capability enhancement

Our impact in 2024/2025:

 **\$2.55B**

QLD export & investment outcomes

 **1,600+**

QLD exporters assisted

 **401**

QLD export deals

Our Trade Services: Practical Help For Global Growth

Clear advice, trusted connections, and hands-on support— tailored to your business

Whether you're entering your first international market or expanding further abroad, exporting can be complex. Our export Trade Services are here to simplify the journey—with practical, personalised support to build your capability, uncover opportunities, and drive global growth.

We work with you at every stage to keep your growth on track.

Advice

Information and advice to help inform your export decisions.

Export readiness assessment

- ✍ We'll help you assess whether you're ready to go global—and if not, guide you to the right tools to build your capability.
- ✍ Our tailored readiness check helps you avoid costly missteps and gives you clarity on your next steps.

Market profiles and sector insights

- ✍ Gain access to market intelligence, industry trends, and insights to help you make informed decisions.
- ✍ We help you pinpoint which markets offer the most promise for your product or service – so you invest your time and energy wisely.

Market opportunities

- ✍ We deliver actionable insights into specific international opportunities aligned to your business goals.
- ✍ Get a head start on identifying the right customers, channels or partners before making your move.

Trade and Investment Queensland provides client services free of charge to Queensland companies as part of its role as a government agency. The provision of these services is at the sole discretion of TIQ and is subject to assessment on a case-by-case basis, taking into account client needs, strategic priorities, and internal resource availability.

Connection

Contacts and experiences to help strengthen your network, win business, and succeed in market.

Referrals

- ✍ Tap into TIQ's trusted global and local network.
- ✍ We'll introduce you to service providers, agencies, and programs that match your needs – from logistics to legal to funding.
- ✍ Save time and connect with confidence.

Business matching

- ✍ We connect you to relevant international buyers, distributors, or partners who match your goals and capabilities.
- ✍ Each introduction is based on your brief – ensuring relevance and maximising outcomes.

Market experience

- ✍ Make the most of in-market visits or trade missions with support from our global offices.
- ✍ From buyer meetings to in-market events, we help ensure every trip delivers value.

Support

Personalised support to help you to grow exports, solve problems, raise your profile, and build capability.

Practical assistance & trouble shooting

- ✍ From navigating customs delays to preparing for buyer meetings, we're here to offer practical advice and ongoing support.
- ✍ We help clients troubleshoot complex challenges that can arise while exporting – offering practical guidance, clear answers, and support to navigate towards a solution.

Profile raising

- ✍ We help amplify your success—whether that's sharing your story on our platforms, nominating you for the Export Awards, or involving you in international promotions.
- ✍ You gain visibility and credibility in global markets.

Grants and capability enhancement

- ✍ Get guidance on available export grants, referrals to accelerators, and support to complete applications.
- ✍ We also offer eCommerce training, webinars, and roundtables – so you're always learning and growing.

A Global Team Working For You

Your Support Network – Across Queensland and Around the World

TIQ's Trade Services Team is your first step – but they're not working alone. Once your goals are clear, our broader team steps in to help bring them to life.

TIQ's regional and international offices span every major market and industry Queensland trades with. We have a powerful global network of market specialists, trade commissioners, and regional advisors – all working together to open doors and deliver real-world outcomes.

In 2024/25, TIQ helped 760 regional Queensland businesses generate \$246.6 million in export outcomes and \$754.8 million in investment outcomes. With 41% of Queensland exporters based in the regions, this impact is far-reaching. Exports support 1 in 5 Queensland jobs, and Foreign Direct Investment supports 1 in 8 Australian jobs.

Behind these numbers is TIQ's regional and global team – working together to help Queensland businesses succeed on the world stage and drive long-term prosperity for the state.

Our regional network



Our international network



Working with Us

The 3-Step Process

What's involved in partnering with TIQ?

TIQ currently supports Queensland businesses across 16+ key industries – from advanced manufacturing to food, health, and tech. While every business journey is different, all our clients follow the same three key steps:

Step 1: Discovery Call

We start with a free 15-minute consultation to understand your business model, goals, and export potential.

If you're not quite ready to go global, that's okay – we'll guide you to the right tools, resources, and programs to build your capability.

If you're ready to explore markets or expand further – let's go.

Step 2: Service Delivery Agreement

Once aligned, we formalise our support through a Service Delivery Agreement.

It's not a contract – it simply outlines how we'll work together and sets expectations, including a shared commitment to stay in touch and report outcomes.

Step 3: Progress Reporting

As your business grows globally, we'll check in on your milestones and wins.

This helps us measure the impact of TIQ's support – and ensures we can continue delivering services that work for Queensland exporters like you.



Meet Your

Client Success Team

Your first stop on the road to global markets

TIQ's Trade Services Team is your dedicated concierge – they're your first contact, guide, and connector across TIQ's global offices and industry specialist services. They help assess your readiness, build a support roadmap, and connect you to the right people at the right time.

From first step to export success, they offer personalised guidance, practical tools, and trusted advice to help your business grow with confidence.

The Trade Services team includes:



Sector specialists



First Nations business experts



eCommerce advisors



Regional and international liaisons

And here's what makes our support truly statewide:

Our Trade Services Team includes members of TIQ's regional network based in 8 locations across Queensland – from Cairns to Toowoomba – backed by a central team at TIQ's Brisbane head office. This means wherever you're based, we're close by and ready to support you when and how you need it.

 **Book a free discovery call**

Learn more here – tiq.qld.gov.au/export



Real Stories, Real Success

Queensland businesses taking on the world

From regional producers to high-tech innovators, these Queensland businesses have turned ambition into global success – with TIQ’s tailored support and international reach.



MEDICAL RESCUE

“With TIQ’s support, we expanded into 12 countries and grew to over 300 staff. Their advice and connections fast-tracked our growth.”

– Michael Smith, Medical Rescue



“Entering the Chinese market is difficult. Having that team on the ground from TIQ in China as well people here in Australia was a really big help”

– Anthony Noble, The Calmer Co



“Without TIQ, we’d still be a small business on the mountain. Now we’re exporting globally.”

– Ian Douglas, Lime Caviar



LYRO

“If you’ve had inbound interest internationally and you’re just not quite sure how to get started with that opportunity, TIQ is a really important resource to be able to give you more information and support.”

– Dr Nicole Robinson, Lyro Robotics



“TIQ gave us confidence and credibility in global markets. Their government endorsement helped open doors.”

– Takeshi Takada, AltVFX



RYAN AEROSPACE

“Exporting is a really tricky business. We’ve had a lot of help from TIQ in that respect. They have people in offices around the world that can help you with establishing contacts or even offering office space for you whilst working in those markets”

– Chris Ryan, Ryan Aerospace

TAKE YOUR QUEENSLAND BUSINESS GLOBAL

Whether you're an experienced exporter looking to expand your global footprint or an established Queensland business looking to take your business into fresh markets, Trade and Investment Queensland (TIQ) provides no-cost support to help scale your business internationally.

Start a conversation today

TIQ Trade Services Team are ready to support your business today to grow and expand internationally

Learn more here – tiq.qld.gov.au/export



**EXTRA
MARKETS**

**EXTRA
CONNECTIONS**



**EXTRA
INSIGHTS**

**EXTRA
FEET ON THE GROUND**