HIGHLIGHTS FROM THE

DHL EXPORT BAROMETER 2017

EXPORT CONFIDENCE INCREASES

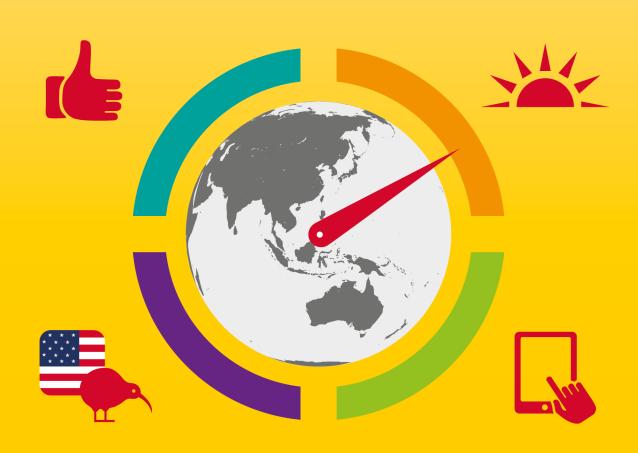
67% of Australian exporters surveyed expect sales to increase over the next 12 months

of exporters reported an increase in orders over the past 12 months, which is the highest proportion in over six years

NEW EXPORTERS ENTER THE GAME POSITIVE

77% of exporters who have been exporting for 5 years or less expect an increase in revenue

63% of those exporting less than 5 years use social media to attract export orders



NZ & NORTH AMERICA MOST POPULAR EXPORT DESTINATIONS

61% of Aussie exporters trade with NZ

48% export goods to North America

38% send goods to Europe

36% trade with the UK

35% export to China

ONLINE COMMERCE IS FUELLING GROWTH

78% of exporters generate orders from online channels

of exporters who generate all their orders from online channels expect an increase in revenue

of exporters use social media channels to attract export orders

