

# AUSTRALIAN EXPORT<sup>1</sup> MARKET FOR LEGAL SERVICES: 2004-05 FY

(all figures are in \$A millions; percentages have been rounded)

## KEY POINTS

### Overview

- Total export income from legal services<sup>2</sup> in 2004-05 was \$543.222 m, including disbursements and other income of \$63.204, or a net \$480.019 m.
- Excluding commercial presence, the total is \$458.030 m – or \$400.549 m (net)
- The ABS statistic for legal services in 2004-05 (which is not directly comparable) is \$256 m.

### Commercial presence

- For the first time, a figure is available for commercial presence (an overseas office or ‘foreign affiliate’): \$85.193 m, less disbursements of \$5.723, or \$79.470 m (net).
- Commercial presence represented the source of around 16% of all legal services export income.
- Most important markets were:
  - China/ Hong Kong (\$52.692 m or 62% of the commercial presence total),
  - Singapore (\$9.958 m or 12%), and
  - NZ & PNG (\$9.312 m or 11%),making a total of 85% for these locations in respect of export income derived by the overseas offices of Australian law firms.
- Top areas of work for overseas offices were (i) Corporate/ M&A (37%); (ii) Litigation/ICDR (22%); and (iii) Banking & Finance (18%) – totalling about 77% of all fields of work.

### Fly-in, Fly-out

- Fly-in, fly-out from Australia and elsewhere totalled \$141.233 m or \$117.433 m (net).
- Fly-in, fly-out represented around 26% of all legal services export income.
- Most important markets were: (i) US/Canada (26%); (ii) UK (17%); (iii) EU (ex UK) (12%); & (iv) Singapore (7%), representing about 62% of total fly-in, fly-out, export market for Australia.
- Top areas of work for Fly-in, fly-out were (i) IP,IT & Telco (41%); (ii) Corporate/ M&A (23%); and (iii) Litigation /ICDR (13%) – totalling about 77% of all fields of fly-in, fly-out work.

### Australian Projects

- Australian projects was the largest category of legal services export income and totalled \$316,797 m or \$283.116 m (net) – or 58% of all income.
- The most important markets for this mainly inbound work were (i) US/Canada (30%); (ii) UK (18%); (iii) EU (excl UK) (16%); & (iv) Japan (5%), totalling about 69% of the market.
- Top areas of work for Australian Projects were (i) IP,IT & Telco (29%); (ii) Corporate/ M&A (20%); and (iii) Litigation /ICDR (18%) – totalling about 67% of work in this category.

### Markets

- The most important legal services export markets, globally, for Australia were:
  - United States & Canada \$134.205 m 25%
  - United Kingdom \$ 86.778 m 16%
  - China/Hong Kong \$ 73.943 m 14%
  - Europe (excl UK) \$ 69.412 m 13%representing 68% of the total legal services export market for Australian law firms.

### Type of work

- The top areas of legal services export work, globally, for Australia were (i) IP,IT & Telco (29%); (ii) Corporate/ M&A (24%); (iii) Litigation /ICDR (17%) and (iv) Banking & Finance (8%) – totalling about 78% of all fields of legal services export work.

---

<sup>1</sup> The Export Market is defined differently to ABS and includes some cross-border work for Australian clients.

<sup>2</sup> Legal Services comprises commercial legal services and barrister services, patent attorney & trade mark services and international commercial dispute resolution services (including arbitration and mediation).