



DELIVERING THE FUTURE



EXPORT MARKET DEVELOPMENTS GRANTS (EMDG)

The Export Market Development Grant (EMDG) is administered by Austrade and focuses on small and medium sized businesses with turnover of less than \$50m.

What are the benefits?

- Cash rebates of up to 50%, to a maximum of \$200,000 for eligible expenses above a \$10,000 non grant threshold.
- There is an annual cap of \$200m so grants over \$50,000 are paid in two installments – the first upon assessment, the second in late June – the latter is modulated if the pool of funds is over subscribed.
- Special rules provide for a guaranteed payment of \$5,000 for expenditure of \$10,000 to \$20,000 to cater for micro businesses.

Who can apply?

- Exporters of products made both locally and overseas. Minimum Australian content rules apply but products manufactured offshore can be eligible where an applicant can demonstrate the export generates “significant net benefit to Australia” This can be very beneficial to TCF exporters.
- Most services exporters to non-residents outside Australia.
- Exporters of intellectual property rights.
- New Zealand and Iran are ineligible markets.

What expenses are claimable?

- Up to \$200kpa of the cost of maintaining permanent overseas marketing representatives (salary, rent, accommodation, travel, entertainment).
- Up to \$50kpa of the cost of engaging independent consultants to undertake market research or advice on marketing and promotion.

- Travel costs of airfares, hire cars and taxis and daily per diems of \$300 a day for up to 21 days in lieu of actual costs of accommodation, meals and entertainment.
- Communications costs. (Option available to take a 3% uplift on all other expenses rather than actual communication costs)
- Costs of product samples including the cost of delivery.
- Costs of participating in export oriented trade shows both locally and internationally.
- Costs of advertising, PR and general promotional material.
- Costs of bringing overseas buyers to Australia of up to \$7,500 per individual or \$45,000 in total throughout the year.
- Costs of international registration of Patents and Trade Marks

The TCF Way

Success with the EMDG requires good business records and forward planning. Our associates Rod Campbell and Lindsay Tanner are leading experts with 25 years experience in the EMDG scheme.

We offer a complete EMDG service package including advice and assistance with export marketing plans, preparation and lodgement of claims, and managing the audit process with Austrade.

Our fees are performance based so we share the exposure for ensuring claims can be substantiated and are compliant with the laws of the scheme. Our aim is to maximize your EMDG return so it can be built into the forward development of your business. We call this the **TCF Way**.

TCF Services Pty Ltd