

EXPORT MARKET DEVELOPMENTS GRANTS (EMDG) - INFORMATION IS VALID FROM THE 2016-2017 FINANCIAL YEAR -

The Export Market Development Grant (EMDG) is administered by Austrade and is Australia's main export promotion driver for businesses with turnover under \$50m.

What are the benefits?

- Cash rebates of up to 50%, to a maximum of \$150,000 for eligible expenses after incurring a minimum of \$15,000 in eligible expenditure from which the first \$5,000 does not receive a grant payment. First time claimants may combine expenses incurred over two consecutive financial years to meet this threshold.
- The pool of funds is capped at \$150m per annum, a first installment of up to \$40,000 is paid after audit and the second installment in late June – the latter is modulated if the pool of funds is oversubscribed.
- Members of related company groups may apply individually but the maximum payable to a group is \$250,000 per annum.

Who can apply?

Any Australian individual, partnership, company, association, co-operative, statutory corporation or trust carrying on business in Australia may apply for EMDG provided it:

- had annual grouped income of not more than \$50 million;
 - spent at least \$15,000 on eligible expenditure;
 - owns the product it is promoting and;
 - the product is made in Australia OR meets a significant net benefit test if made outside Australia.
 - is the exporter of the goods or services.
- Expenditure related to exports to New Zealand, Iran and North Korea are ineligible.

What expenses are claimable?

- Up to \$200,000 in annual expenditure for the cost of maintaining permanent overseas marketing representatives (salary, rent, accommodation, travel, entertainment).
- Up to \$50,000 in annual expenditure of the cost of engaging independent consultants to undertake market research or advice on marketing and promotion.
- Travel costs relating to airfares plus a daily per diems allowance of \$350 per person a day for up to 21 days per trip in lieu of actual costs of accommodation, meals and entertainment, taxis and hire cars.
- Costs of product samples including the cost of delivery capped at \$15,000 per year.
- Costs of participating in export oriented trade shows both locally and overseas.
- Costs of advertising, PR and general promotional material.
- Up to \$45,000 per application or \$7,500 per individual of the cost of bringing overseas buyers to Australia.
- Up to \$50,000 per application of the cost of registration of Intellectual Property.



THE TCF WAY

Success with the EMDG requires good business records and forward planning. We offer a complete EMDG service package including advice and help 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.*

For all enquiries please make initial contact with

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