

# list of figures and tables

## Figures

1. Austrade organisational structure 2005–06	3
2. Austrade's global network	4
3. Austrade's Australian network	5
4. Exporter Development structure	10
5. Client Services structure	12
6. Americas region	14
7. EMEA region	17
8. NEA region	20
9. SEASAP region	23
10. Government and Corporate Services	31
11. Austrade's outcomes and outputs framework	36
12. Number of clients achieving export success with Austrade's assistance	43
13. Number of new and irregular exporters achieving export success with Austrade's assistance	43
14. Number of established exporters who achieve export success with Austrade's assistance	43
15. Dollar value of export success achieved with Austrade's assistance (\$m)	43
16. Total number of clients achieving outward investment success with Austrade's assistance	44
17. Dollar value of outward investment success achieved with Austrade's assistance (\$m)	44
18. Total number of businesses achieving export success indirectly through Austrade	44
19. Client satisfaction with Austrade's services	44
20. EMDG recipients by the top six countries promoted to, 2004–05 grant year	48
21. EMDG recipients by number of employees, 2004–05 grant year	49
22. EMDG recipients by annual income, 2004–05 grant year	49

23. EMDG recipients by annual export earnings, 2004–05 grant year	49
24. EMDG recipients by industry, 2004–05 grant year	50
25. EMDG recipients by expenditure category, 2004–05 grant year	51
26. EMDG recipients by state and territory, 2004–05 grant year	51

## Tables

1. KPI results and targets, 2005–06	6
2. ABS Australian exporters (goods and services)	37
3. Measures and results for Output 1.1	38
4. Measures and results for Output 1.2	40
5. Measures and results for Output 1.3	42
6. Measures and results for Output 1.4	47
7. Export Market Development Grants, 2005–06	50
8. EMDG recipients by state and territory, 2004–05 grant year	51
9. Measures and results for output 2.1	54
10. Consulates and honorary consulates managed by Austrade as at 30 June 2006	55
11. Audits involving Austrade which were considered in the 2005–06 reporting period	59
12. Appeals to the Administrative Appeals Tribunal under the EMDG Act	60
13. Attendance at Board and committee meetings, 2005–06	70
14. Management meetings and committees	71
15. Freedom of information requests for the period 1 July 2005 to 30 June 2006	125
16. Austrade advertising and market research expenditure, 2005–06	127