

# Austrade at a glance

The Australian Trade Commission is the Australian Government's export and international business facilitation agency.

## Our Mission

To contribute to community wealth by helping more Australians succeed in export and international business.

## Our Vision

- > To be recognised as the world's leading export and international business facilitation agency; a major contributor to Australia's economic growth and the globalisation of Australian business; and an organisation that excels in client service, information management and the development of the full potential of its people.

## Austrade provides:

- > access to overseas markets and international opportunities for Australian businesses through offices and partners across Australia and an expansive international presence
- > export market development grants
- > programs designed to improve community awareness of, and commitment to, trade and international investment
- > consular, passport and immigration services in designated locations.



## Operating framework

Austrade operates as a statutory agency within the Foreign Affairs and Trade portfolio responsible to the Minister for Trade.

On 1 July 2006, following amendments to the *Australian Trade Commission Act 1985* and the *Export Market Development Grants Act 1997*, Austrade became an agency under the *Financial Management and Accountability Act 1997* and the *Public Service Act 1999*, managed by a Chief Executive Officer. See page 66.

## Outcomes

Austrade's outcomes contribute to the economic wellbeing of the Australian community and job creation by helping Australian companies grow and expand their business internationally. See page 40

## Global network

At 30 June 2007, Austrade operated in 119 overseas locations in 62 countries. The overseas network is divided into four regions: the Americas; Europe, Middle East and Africa; North East Asia; and South East Asia, South Asia and Pacific.

Austrade's Australian network has 18 national offices and 51 TradeStart offices. TradeStart is an Australian Government funded program delivered in partnership between Austrade, industry associations, state and territory governments, and regional development organisations. Eight TradeStart offices are co-located as Export Hubs with AusIndustry, the program delivery division of the Department of Industry, Tourism and Resources (DITR). See page 8.

## Allies and partners

Austrade works closely with many ally organisations from the Australian business community extending access to its services and its overseas network through professional firms, chambers of commerce and peak industry associations, as well as federal, state and local government agencies and regional development organisations. An example is the Corporate Partnerships Program, which has established formal arrangements with key allies to promote exporting and internationalisation to their membership and clients. See page 9.

## Staff

Austrade's workforce comprises a mix of Australia-based (A-based) staff working in Australia and overseas and overseas engaged employees who bring relevant business skills and market knowledge.

At 30 June 2006, Austrade had 1037 employees; 512 of these were Australia-based, 80 of whom were posted overseas. There were 525 overseas engaged employees. See page 77 and Appendix D.

## Finances

The Australian Government provided \$329 million for service delivery, including \$153 million for the EMDG scheme and Austrade received \$31.8 million in external revenue. See page 87.