2019 INTERNATIONAL DEVELOPMENT OPPORTUNITIES SEMINARS
• ADB BOF 2-day Educational conference and networking forum
• Network with ADB officers
• Network with 600 to 800 international consultants, contractors and suppliers
• In addition to the ADB BOF official program, Austrade organises One day targeted sessions for the Australian delegation
• Pre-departure briefing with ADB Executive Directors for Australian Constituency
• One-on-one meetings
• Australian Networking Reception
• Briefings with other multilateral banks and aid agencies such as World Bank, UN, USAID, DFAT, JICA, Development platforms, executing agencies and local contractors
Following this seminar series, is an online/Videoconference in-depth country briefing sessions

60-90 minute sessions on selected ASEAN and Pacific countries

In-country officers from the ADB, WB, DFAT to have a panel presentations on their country strategy and projects

Local main contractors who have experience in winning international development projects and could be a potential partner for Australian subcontractors.

Session via VC from our Austrade offices or via Webex.
• Australia Fiji Business Forum 17-18 October 2019 Brisbane


• Solomon Water ADB Project Briefing and Meeting Program – Honiara, November 6-7 2019


• Education Roadshow– Samoa and Fiji – March 2020

• Potential Housing Development Mission – March 2020 – Fiji

• Australia PNG Business Forum in Brisbane May 2020

• The ADB Open Innovation platform - potentially an opportunity for our Australian start-up/scale-up ecosystem, accelerators, R&D organisations to engage with the ADB, develop and do proof of concept/value. Challenges include: Fintech Solutions to Support the Agriculture Sector, Oceans Health, Emerging Green and Low Carbon Solutions. https://challenges.adb.org/en/challenges
AUSTRADE’S INTERNATIONAL NETWORK

• Global including Indo-Pacific coverage, local knowledge, relationships and assistance for Australian businesses
• Help to identify local partners, customers, arrange business programs in-country including meetings with government decision-makers and project owners

WHAT DO YOU GET?

- Reimbursement of up to 50% of eligible marketing and promotion related expenses less the first $5,000
- Each applicant may receive a grant of up to $150,000 per application (subject to available funds), to a maximum of eight annual grants
- To be eligible, the business must have:
  - income of not more than $50 million in the grant year
  - incurred at least $15,000 of eligible expenses under the scheme (first-time applicants can combine two years expenses)
  - principal status for the export business (some exceptions apply, such as non-profit export-focused industry bodies).
FINANCIAL ASSISTANCE FOR EXPORTERS
EXPORT MARKET DEVELOPMENT GRANTS (EMDG)

WHO CAN APPLY?
An Australian individual, partnership, company, association, cooperative or statutory corporation that has:
- carried on business in Australia
- promoted the export of goods
- promoted the delivery of services outside Australia
- promoted certain services in Australia to non-residents
- promoted inbound tourism
- promoted the export of intellectual property and know-how outside Australia
- an income of less than $50 million for the year
- spent at least $15,000 on eligible export promotional activities.

A trustee may also apply on behalf of a trust.

WHAT CAN BE CLAIMED?
- overseas representation expenses
- marketing consultant expenses
- marketing visits expenses
- free samples expenses
- trade fairs, seminars, in-store promotions expenses
- promotional literature and advertising expenses
- overseas buyers expenses
- registration and/or insurance of eligible intellectual property expenses.

Section 23 AF tax exemptions for Approved Overseas Projects

- an exemption from Australian income tax for the earnings of Australian individuals whilst working overseas on approved projects for more than 90 days.

- helps companies to bid for projects at an internationally competitive level - that is, in comparison to foreign companies which may operate under similar tax concessions

- typically applies to projects in countries where income tax is not levied on employment income, such as in a number of Middle Eastern countries, or where income tax is not levied on foreign workers because the project is funded by an international development agency such as the World Bank or Asian Development Bank.

About Export Finance Australia

• Australian Government’s export credit agency
• They provide finance solutions to Australian businesses to:

  Secure export-related contracts
  Expand internationally
  Win export supply chain contracts
  Deliver on large offshore projects

• Operate on a commercial basis
• Work with banks to provide complementary finance solutions to Australian businesses involved in international trade
Export Finance Australia provide a range of financial services

- Short-term working capital to support export related contracts
- Bank guarantees (bonds) required under export related contracts
- Medium term loans for international capital expenditure or acquisitions
- Project finance and sovereign loans, including buyer finance
- Finance for infrastructure development in the Indo-Pacific region
- Support for on-shore projects that are integral to the export supply chain
Contact Export Finance Australia

1800 093 724

info@exportfinance.gov.au

ExportFinance.gov.au