



# Export Market Development Grants (EMDG)

Reimbursement scheme - final grant year 2020-21

Guide to Schedule 10B - Export Earnings – Services, Intellectual Property rights (IP), Know-how

June 2021

## GUIDE TO WHAT YOU CAN CLAIM

The total of all Export Earnings Schedules (10A to 10E) **must** equal the total of Export Earnings on the application form. Applicants should claim export earnings **received** in the grant year.

### Principal status

For your export earnings to be eligible they must relate to transaction where you, the EMDG applicant, are the principal (the EMDG applicant must be the seller of the goods or services).

An applicant is taken to be the principal in a services export transaction if the applicant is the seller of the services to an overseas resident (except for tourism services, in which case the applicant may sell to an Australian resident).

### Guide to what you need to provide on this schedule

Complete a schedule for each export earnings category relevant to your business. Even if this is your first or second application, providing details of your export earnings will facilitate a smooth assessment of your application.

Export earnings are mandatory in order to receive a grant if this is your third or later application.

**NOTE: If you have more than 50 export earnings transactions this grant year, you can:**

- Provide details of individual transactions for one month (enter the date in the 'Date earnings received. Actual date' column), and
- Provide monthly totals for other months (use 'Date earnings received. Month only' column).

**NOTE: Enter a date in either 'Actual date' or 'Month only'.**

### Not BOTH.

The basis for any apportionment of expenses should be entered in the Notes field.

### Fully describe the IP rights or know-how or services

Give a full description of the IP rights or know-how or services

### Invoice / shipment number

State the invoice or shipment number.

### Customer

Provide the customer's name (if you are using the "date earnings received month only" use 'various').


### Country

State the country of the Customer (if you are using the "date earnings received month only" you can use 'worldwide' as the country). State the country/countries you have visited.

If entering multiple countries for a row in the template, you need to type the Country name separated by a semi-colon (;) and space.

### Amount invoiced (whole Australian dollars only)

For services exports, state the amount or value received during the year for the service minus any



amount paid or payable outside Australia in relation to the provision of those services. State the amount of export earnings invoiced (if you are using the "date earnings received month only" insert total of month earnings).

**Date earnings received (actual)**

State the **actual date** that the export earnings were received, at least one row for the Date earnings received needs to be completed.

**Date earnings received (month only)**

State the earnings for a month only (for example: input 01/08/2020 and it will be translated to "Aug-20") or type 08/20.

**Deductions / adjustments (whole Australia dollars)**

If you engage a local, non-Australian resident contractor to deliver part of the service, you should deduct the amount you pay that contractor, state that amount in this column.

**Net Earnings claimed**

This column will update automatically from amounts input into 'amount invoiced' and 'deductions/adjustments'.