

# GUIDE TO SCHEDULE 9B

## EXPORT EARNINGS – SERVICES / INTELLECTUAL PROPERTY RIGHTS (IP) / KNOW-HOW

UPDATED 22 MAY 2019

### GUIDE TO WHAT YOU CAN CLAIM ON THIS SCHEDULE

The total of all Export Earnings Schedules (9A to 9E) **must** equal the total of Export Earnings on the application form. Applicants should claim export earning **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.**



Australian Government  
Austrade



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

### **Fully describe the Intellectual Property rights or Know-how or Services**

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

### **Invoice / Statement number**

State the invoice or statement 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).

### **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**

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

### **Date earnings received month only**

**State the earnings for a month only (for example input 01/08/2018 and it will be translated to "Aug-18").**

### **Deductions / Adjustments (whole Australian 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'.