



MOONRAKER
AUSTRALIA





Jumping Hurdles





Australian Exports

- Australia exports to more than 150 countries worldwide
- Exports make up around 20% of total income (GDP)
- In 2006 exports earned \$210 billion, a best ever performance



Australian Exports

- the average Australian tariff rate has fallen from 15 to 3.5% since 1988
- Unemployment is now at its lowest level in 30 years
- despite reductions in tariff protection, manufacturing output has risen by around 40%



Foreign Affairs & Trade

- 83 missions worldwide
- Ministerial-led business missions to overseas markets
- integrated promotions of Australia in priority regions and countries



Australian Government
Department of Foreign Affairs and Trade



Free Trade Agreements

Australia has FTAs with
New Zealand, Singapore, Thailand, USA

and
FTAs under negotiation with
ASEAN and New Zealand,
China, Japan, Chile, Gulf
Co-operation Council, Korea
and Malaysia



Australian Government
Department of Foreign Affairs and Trade

- more than 140 overseas locations in 60 countries
- 2005-06 Austrade helped over 5,098 Australian companies achieve export sales worth \$18.5 billion.



Get the Best Possible Start
to Exporting

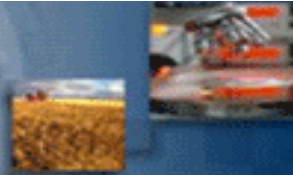
Austrade

New Exporter Development Program

- 20 hrs of free assistance over 18 months assistance in selecting export markets
- export coaching tailored to the needs of the business



Australian Government
Austrade



- fee based marketing solutions
- on the ground support
- trade exhibitions
- business matching
- strategic export planning
- new market selection



- Assist exporters to sell products and services and invest in overseas markets
- Identify opportunities – overseas offices seek and deliver business opportunities.

The Austrade mission is to:

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



Australian Government
Austrade



- export entry
- risk management
- documentation
- banking, international law and insurance
- selling and presenting
- market specific exports
- export financial support



Export Practices Workshop



Department of **Economic Development**

State Assistance

WWW.TAS.GOV.AU



Singapore
Market
Development
Mission
2007

Export Awards



2007
**AUSTRALIAN
EXPORT AWARDS**

2005 Export Leader Award, Tasmania

Team Australia



DSEi, London 2005



IMDEX 2005



Visiting Warships
provide support for
trade missions





Export Finance and Insurance Corporation

EFIC Headway

Exports
stretching
your
finances?

www.efic.gov.au/headway

- financial advice for exporters
- sustainable cost funding and insurance
- guarantees and risk underwriting

Export Market Development Grants

- delivered by Austrade
- reimburses up to 50% of export related expenses
- up to 7 grants permitted
- encourages market development



DESIGN
TEAM



Tasmania
Australia

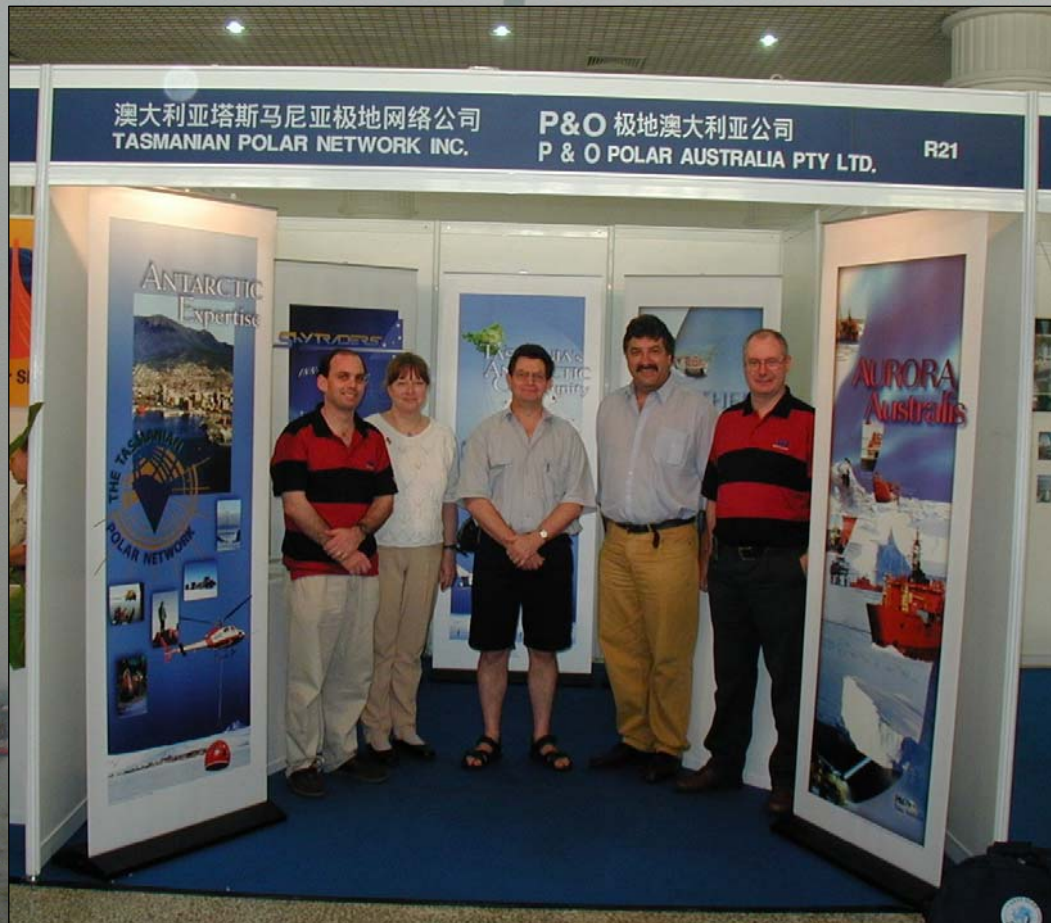
Networking


TASMANIA MARITIME NETWORK



Tasmania Maritime Network, Pacific 2000

Networking



Tasmanian Polar Network,
Shanghai, 2002



Tasmanian Industry Councils



- manufacturing
- information technology
- food
- science and technology
- environment industries
- building and construction
- cultural industries
- financial and business services



INDUSTRY
CAPABILITY
NETWORK

Creating opportunity for industry

ICN

- nationwide capability data base
- virtual trade showcase for buyers and suppliers
- commercial and government opportunities
- aims to import replacement and provide opportunities for participation in Major Projects, Government Procurement and Commercial Developments.





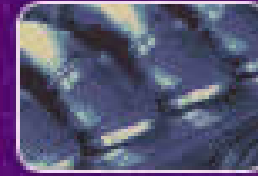
Networking



Business Club Australia, Mentor Resources
of Tasmania, Australian Institute of Export,
Australian Industry & Defence Network



AusIndustry™



Importing to Export

Tradex Scheme

up-front exemption
from duty for imported
goods intended for
export or for inputs to
exports





Temporary Working
Visas
for skilled workers

Regional Sponsored
Migration Scheme
for skilled workers



“The regional skilled migration scheme is not about taking jobs from Aussies, it's about filling a skill shortage in our region.”



Innovation

- research & development grants
- research & development tax concessions



Autech Software & Design, Tasmania
winner of Australian Innovation
Shootout, New York 2007



Trade Facilitation

