

# Export Market Development Grants

The Export Market Development Grants (EMDG) scheme is a Australian Government financial assistance program for small to medium businesses. It encourages businesses to increase international marketing and promotion to enter global value chains and grow international sales.

## Who can apply?

An Australian individual, partnership, company, association, cooperative, statutory corporation or trust 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 outside Australia
- an income of less than \$50 million for the year
- spent at least \$15,000 on eligible export promotional activities.

## What can be claimed?

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

## What do I get?

- up to 50% reimbursement of eligible expenses, less the first \$5,000
- up to \$150,000 per application, (max. of eight grants p.a.)
- grants are regarded as assessable for income tax purposes
- the ATO has confirmed that GST will not apply to EMDG grants

## What can I not claim?

Expenses that:

- relate to trade with New Zealand and North Korea
- are of a capital nature
- relate to sales or product development
- are fraudulent, unsubstantiated or related to an illegal activity.

The GST component of incurred expenses cannot be claimed under EMDG.

## Special approval applications

Industry associations and joint ventures are able to seek 'special approval' status from Austrade to enable them to apply for a grant. Special approval status is effective for five years from approval. Contact Austrade if you would like further information about special status categories.

## How and when do I apply?

To find out more about the application process, go to [austrade.gov.au/Export/Export-Grants](http://austrade.gov.au/Export/Export-Grants) and select 'How to apply'. Magellan is well placed to advise and assist with your application.

For expenses incurred in any financial year, you must complete and submit your online application, including the required documents, from 1 July to close of business 30 November in the following financial year.

*For further information, please contact our  
Magellan Client Services Team on 1300  
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