2020 Export Guide
A resource guide for Sunshine Coast businesses
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Export = Opportunity
The Sunshine Coast Regional Economic Development Strategy 2013-2033 identified local to global connections as a critical pathway to position the region in key national and global markets as a competitive source of high-demand goods and services.
Engaging with these markets has the potential to strengthen business resilience, generate wealth and lead to new employment opportunities for our local community.

<table>
<thead>
<tr>
<th>TOP 5 REASONS TO GROW AN INTERNATIONAL BUSINESS</th>
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</thead>
<tbody>
<tr>
<td>1. Increase sales revenue and profit</td>
</tr>
<tr>
<td>Australia is a small market, expanding overseas allows you to increase your sales potential.</td>
</tr>
<tr>
<td>2. Diversify risk</td>
</tr>
<tr>
<td>Selling internationally can help you reduce the risk of being exposed to local fluctuations in business cycles.</td>
</tr>
<tr>
<td>3. Inspiration to innovate</td>
</tr>
<tr>
<td>International clients and international competition can inspire the development of new or modified products/services to keep you ahead of the game.</td>
</tr>
<tr>
<td>4. Attract talent</td>
</tr>
<tr>
<td>Having an international footprint is attractive when it comes to recruitment.</td>
</tr>
<tr>
<td>5. Your exports can benefit Australia</td>
</tr>
<tr>
<td>Exports are a driver of economic growth, job creation and long-term prosperity.</td>
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</tbody>
</table>

Source: Economic Council of Australia

Steps to Export Success
This guide provides a step-by-step approach for local businesses to better face the challenges of exporting and plan for success by accessing important information and support networks.

Grow your export capabilities
Sunshine Coast Council encourages business owners and leaders to consider exporting nationally and internationally as a pathway for increased success.
Local workers benefit through the creation of new jobs, with export businesses also outperforming non-exporting businesses across wages, staff development and employment conditions. Exporters are also more innovative and adopt new technologies and management practices more rapidly than non-exporters.

<table>
<thead>
<tr>
<th>Main Sunshine Coast international export industries FY2018-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing $899.3 million</td>
</tr>
<tr>
<td>Retail trade $842.1 million</td>
</tr>
<tr>
<td>Healthcare and social assistance $721.1 million</td>
</tr>
<tr>
<td>Transport, postal and warehousing $523.1 million</td>
</tr>
<tr>
<td>Accommodation and food services $503.6 million</td>
</tr>
</tbody>
</table>


Sunshine Coast Export Network
Sunshine Coast Council has created a pathway for businesses wanting to export by delivering training programs, industry news, resources and networking events.
Connect with export-oriented businesses and consultants on council’s LinkedIn Export Group. Share tips, contacts, resources, experiences and post your questions to the group.

www.linkedin.com/showcase/the-sunshine-coast-export-network/

A 20-year vision

In 2013, council, leading businesses and industry organisations developed *Sunshine Coast - The Natural Advantage: Regional Economic Development Strategy 2013-2033* to provide a 20-year vision and blueprint for sustainable economic growth for the region.

The strategy helps ensure the region actively participates in the global economy and delivers the lifestyle and opportunities for residents and businesses alike.

The strategy will achieve four clear goals

- $33 billion economy
- 100,000 employment opportunities in high-value industries
- 20% of goods and services produced for export outside the region
- Household income levels above the state average

Find out more about the strategy at invest.sunshinecoast.qld.gov.au/Economic-Strategy

High-value industries

The Sunshine Coast is targeting the development of seven high-value industries that offer the greatest potential to succeed as our regional economy grows.

<table>
<thead>
<tr>
<th>Industry</th>
<th>Details</th>
<th>Read more</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Health and wellbeing</strong></td>
<td>Healthcare is projected to be the fastest growing employment sector over the next five years as the industry leverages the development of two new hospitals. The Sunshine Coast Health Precinct has considerable capacity to grow the industry further.</td>
<td>invest.sunshinecoast.qld.gov.au/High-Value-Industries/Health-and-Wellbeing</td>
</tr>
<tr>
<td><strong>Education and research</strong></td>
<td>With nationally awarded universities, a growing international education market, extensive vocational education and training facilities, and a high performing school system, the education and research sector is predicted to become the region’s second largest employer by 2033.</td>
<td>invest.sunshinecoast.qld.gov.au/High-Value-Industries/Education-and-Research</td>
</tr>
<tr>
<td><strong>Knowledge industries and professional services</strong></td>
<td>The region is home to a number of innovative, knowledge-based businesses and is rapidly growing a reputation for digital innovation. Both industries are expected to have strong growth over the next five years.</td>
<td>invest.sunshinecoast.qld.gov.au/High-Value-Industries/Knowledge-and-Professional-Services</td>
</tr>
<tr>
<td><strong>Tourism, sport and leisure</strong></td>
<td>Tourism is a strong existing export industry which provides almost 14% of total direct employment opportunities, while the visitor economy injects $3.3 billion of direct expenditure into the region.</td>
<td>invest.sunshinecoast.qld.gov.au/High-Value-Industries/Tourism-Sport-and-Leisure</td>
</tr>
</tbody>
</table>
**Food and agribusiness**

Food products are already a considerable export for the Sunshine Coast region and this sector also leverages the region’s traditional agricultural production capacity.  

**Clean technologies**

The region has one of the highest concentrations of clean technology businesses in Queensland and can leverage existing research and innovation infrastructure on the Sunshine Coast to feature in different industry exports such as professional services, transport, manufacturing, etc.  

**Aviation and aerospace**

The Sunshine Coast’s new international airport runway will greatly increase aviation and transport activity for the region, creating new opportunities for exports (through air freight). Increasing aviation capacity will also assist other industries to grow (i.e. professional services).  

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**Digital Trade Hub**

The Sunshine Coast is well placed to position itself as a Digital Trade Hub – an Australian first and one that has been highlighted as a transformational opportunity for consideration as part of the proposed South East Queensland (SEQ) City Deal.

The SEQ City Deal currently under negotiation will be a partnership between federal, state and local governments to align planning, investment and governance in the region to deliver better transport connectivity, more jobs and liveability to support SEQ’s population growth – a region which is home to one in seven Australians.

The City Deal will seek to establish SEQ as Australia’s leading Smart Digital Region by leveraging the new Sunshine Coast International Broadband Network to deliver a Digital Trade Hub and taking a region wide approach to data and digital connectivity to support the region’s global trade and investment aspirations.

The connectivity and bandwidth speed offered by the Sunshine Coast International Broadband Network will help position our region as a key digital trading location from Australia.

“’The Sunshine Coast will be one of only three landing locations for international cables in Australia. This will put the region on the international business map as a leading destination for commerce and industry.’”

Mayor Mark Jamieson, Sunshine Coast Council

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**Learn more about these opportunities**


South East Queensland City Deal  
Getting Ready to Export

To have a successful international business, you will need a product or service which is in demand in overseas markets, as well as the necessary commitment, resources, skills and information to support sustained exporting activities over the long term.

Are you export ready?

Whether you’re just starting out or about to enter a new overseas market, the following questions will help you better understand where you may need support and expert advice.

• Have you identified potential overseas markets for your product or service?
• Have you estimated the market size? Strength of competitors in your target export markets? Will your current pricing and cost structures fit the market?
• Do you have a product or service that is successful in the Australian market? How easily will your success translate internationally?
• Do you know who your competitors are in your target export markets?
• Do you need to modify your product or service to meet the needs of international customers, i.e. economic conditions of target export markets, buyer needs, cultural and religious preferences, climate, seasonality and government regulations.
• Have you worked out the freight and logistics of distributing your product or service to and across your target export market?
• Are you aware of the political, legal, taxation and other market specific risks and challenges that exporting may present?
• Do you have the capacity to meet the demand from new markets? i.e. people, production and time.
• Is your management team committed to exporting?
• Do you have the financial resources to support the marketing, distribution and servicing of overseas markets? Is your bank prepared to finance you?
• Do you understand the intellectual property (IP) rights of your target export market and the level of IP protection and enforcement you will require?
• Do you need a licence to export to your target market?
• Are you prepared to make a long-term commitment to exporting?
• Do you have an export plan with defined goals and strategies?

Seek the right advice

There are many organisations and individuals available to help you succeed in export and gain access to professional advice at little, or no cost.

More details about export support and resources are available on page 27.

Check your export readiness with these tools

International Readiness Indicator is an online tool for new exporters to help you determine if your business is ready for exporting.


Export Journey

Develop an Export Plan

Your export plan should supplement your business plan and describe your business direction, goals, growth expectations and resources required to achieve your plan.

Your export plan is a living document, updated as circumstances and opportunities change. A concise export plan will help you communicate your vision to your employees, investors, accountant, banker and potential international partners.

Download Austrade’s Export Plan Template


Market assessment

What will attract people to buy your product or service, instead of your competitors?

Identify your unique selling proposition, then focus on the international markets your business is best equipped to serve.

Describe the country or countries you will target

- What is the size of the market?
- Which cities or regions will you target?
- How much can your target customers afford to pay?
- What are the demographics of your chosen market?
- What impact will age, cultural beliefs, customs, region have on the demand for your product or service?

Define the people who will buy your product or service

- How many people are in your target market?
- Where are they located
- How and where will they purchase?
- Will you need to modify your product or service?
- Are there industry or government regulations that you will need to consider?
- Are there cultural or religious factors that may influence the acceptance of your product or service?

Assess your competitors

- Who are your competitors?
- What do they offer?
- What are there price points?
- How do they promote their products or service?
- What do customers see as their strengths and their weaknesses?

Distribution

- How will you distribute your product or service?
- Will there be any delays in delivering your products and services, and therefore will you need longer lead times?
- It is important to note that overseas buyers will demand the same levels of service they receive from local suppliers.
Regulatory issues
- Will you require a special licence to operate in your target market?
- Will it be necessary to submit to trials or test before you can operate overseas?
- Will your labelling comply with government standards?
- What level of warranties and after sales service will you need to provide?

Resources to develop your export plan
Find export markets toolkit
export.business.gov.au/find-markets/
Export market profiles
export.business.gov.au/market-profiles/
Export markets
Trade and Investment Queensland market overviews
Asialink Business insights
www.asialinkbusiness.com.au/country
Department of Foreign Affairs and Trade
CIA World Factbook

Plan a market visit or trade mission
Visiting your target markets in the early stages helps you to identify the best opportunities and where to focus your efforts and:
- Develop personal relationships with potential customers, distributors and suppliers.
- Check your assumptions about the market structure, customer preferences, legal, economic and cultural environment.
- Test demand, assess the competition and seek feedback from local experts.
- Identify potential partners.
- For established exporters, regular market visits also allow you to:
  - Monitor events in the market and adjust your business plan to capture opportunities and mitigate risk.
  - Build important relationships with customers, distributors, suppliers and employees.
Plan your trip up to six weeks in advance, including in-country support which allows you to visit the right agents and customers who can be briefed and screened for interest and suitability.
New exporters should focus your efforts on one or two markets in the early stages to avoid spreading valuable resources too thinly, too quickly.
Trade mission programs can play an important role to support your business to expand its potential in international markets through opportunities to:
- Build international connections, foster business relationships and identify partnering opportunities.
• Enhance your international profile by entering new markets.
• Attract foreign investment.
• Secure local distributors and/or importers.
• Acquire international orders for your product and/or service.
• Develop skills and knowledge to enhance your business’ global competitiveness.
• Understand regulatory requirements in international markets.

In line with commitments in the Regional Economic Development Strategy 2013-2033, Sunshine Coast Council develops a prospective program of missions each year to promote awareness of key investment opportunities in the region and assist local businesses to access new markets.

Trade and Investment Queensland (TIQ) and Austrade also run annual international trade missions to connect Queensland businesses with opportunities in overseas markets.

Your TIQ Sunshine Coast Regional Adviser can help you plan a market visit and advise about upcoming trade missions.


Export finance

The countries or markets you target and products or services you export will determine your export budget, which covers all the costs you are likely to incur when marketing your products or services offshore, plus costs needed to run your export business.

Marketing and market entry costs
• Regular visits to your target markets.
• Provision of samples.
• Potentially hiring an export manager.
• Market entry consultants and legal or business advisory services.

Working capital
• Payment for most export contracts is received by the exporter after the goods or services are delivered, which means that products and production costs such as raw materials are purchased before you are paid by your customer.
• While delivering services may not incur significant input costs, some outlay is normally required before receiving payment.


Funding options available to support your export efforts include grants, venture capital and equity sharing deals.

The Export Market Development Grants scheme is a key Australian Government program for aspiring and current exporters and supports a wide range of industries.

Additional information about grants and funding programs is available on page 31.

Seek financial support

Banks provide an easy and approachable method to gain access to funding, and many offer tailored services for exporters.

• Export Finance Australia www.exportfinance.gov.au
• ANZ www.anz.com.au/business/international(exports)

Export distribution

Appoint an agent or distributor
Most Australian businesses rely on agents or distributors to represent them in international markets.

• An agent is legally authorised to act on your behalf. Typically, an agent is paid a salary, retainer or commission, or a mix of all three. Through careful selection you may be able to locate an agent that provides an established customer base, marketing expertise and the ability to grow the market for your product or service.

• A distributor is your single export customer for a country or region. Typically, a distributor takes title and possession of your goods and determines the selling prices of your products or services. The distributor is responsible for marketing, promotion, delivery, customer service and returns.

Seek legal advice before entering into agent or distributor agreements.

Learn more about how to choose an agent or distributor
Austrade provides a detailed overview of the role agents and distributors can play in exporting your product or service.
Export Consultants Association Incorporated represent Export Market Development Grant (EMDG) export consultants and Australian exporters.
ecai.org.au

Export pricing
Pricing for any export market requires an understanding of the relative costs, demand and competition of that market.
It is essential that you determine your pricing before you approach an overseas market.

Before calculating the prices for your exports, consider
• How you will need to be priced versus your competition?
• Additional costs of exporting, including market visits, packaging and labelling requirements, shipping, ground transportation and storage fees, agents or distributor commissions, duties and taxes and insurances.
• How you will structure your mark up and payment terms to ensure you are competitive.
• How will currency fluctuations impact your ongoing pricing and margin?

How to calculate export prices
• Cost-plus method - exporters add the costs of exporting to their domestic product costs. Export costs include administration, research and development, overheads, freight, agent/distributor margins, customs charges and profit.
• Marginal cost pricing - exporters charge their export customers less than the average cost of production to ensure they are price-competitive.
• **Buyer-based pricing** - exporters assess the amount the buyer is prepared to pay, then work backwards through their delivery system to meet the market.

Check your export readiness using this tool

**Manage risk**

• **Exchange rate**: Unfavourable shifts in the exchange rate may erode your profit margins. A foreign exchange facility (or hedging) helps protect export profits from exchange rate fluctuations by locking in rates at pre-determined levels. Learn more about foreign exchange options:
  - ANZ www.anz.com/corporate/international-services-fx/foreign-exchange/

• **Not getting paid**: Credit insurance is available to protect exporters against loss due to default on payment by partners, suppliers or customers, insolvency or bankruptcy. Learn more about how to get paid for your exports and manage payment risks: www.austrade.gov.au/Australian/Export/Guide-to-exporting/Getting-paid

• **Intellectual property**: The threat of foreigners stealing your design, invention or know-how. How to protect your intellectual property is outlined in the next section.

• **Damage or loss of goods before payment**: Insurance is available to cover losses through shipment by road, rail, air or sea. A freight-forwarder can advise on the best options available.

• **Political instability**: Can disrupt or prevent completion of export contracts, and may include defaults on payments, exchange transfer blocks, nationalisation of foreign assets, confiscation of property, changes in government policies or, in extreme instances, revolution and civil war.

  The Department of Foreign Affairs and Trade monitors political changes and provides advice to Australian businesses: www.dfat.gov.au/geo/pages/countries-and-regions.aspx


• **Legal**: Differences between legal systems, including common law, civil law, contract law, patent registration, intellectual property issues, product liability laws, consumer warranties, tax and revenue laws, negligence and misrepresentation laws.

  Austrade provides information about international legal issues and compliance: www.austrade.gov.au/Australian/Export/Guide-to-exporting/Legal-issues/Legal-issues

**Protect your intellectual property**

Intellectual property (IP) represents the property of your mind or intellect, as well as your proprietary knowledge.

Intellectual property may take the form of a unique design, formula, invention, process or system. Intellectual Property often provides the leverage needed for exporters to successfully stay ahead of the competition. It is essential that exporters protect their IP.

Intellectual property rights include patents, trademarks, designs, copyright, circuit layout rights, plant breeder's rights and trade secrets.

A confidentiality agreement is a common way to protect technical information, proprietary knowledge and other confidential information.
Seek professional legal advice about your IP before exporting.

*IP tools and resources*

IP toolkit for businesses

Taking your IP global
www.ipaustralia.gov.au/understanding-ip/taking-your-ip-global

Confidentiality Agreement Template

World Trade Organisation
www.wto.org/index.htm

World Intellectual Property Organisation
Free Trade Agreements

Free Trade Agreements (FTAs) provide a framework for businesses to export more successfully and achieve benefits such as:

- Reduce barriers to trade and investment, improving the overall competitiveness of Australia's exports.
- Encourage investment and enhance cooperation.
- Tackle issues such as intellectual property, e-commerce and government procurement.
- Address customs and trade facilitation matters.
- Improve access to cheaper, better quality or more technologically advanced imported inputs to business.

Australia has 14 FTAs which account for almost 70% of Australia’s total trade.


Learn more about free trade agreement opportunities

Austrade


Austrade seminars


Austrade business success stories


Queensland exports by country


Queensland exports by commodity

Export Markets

China

EXISTING OPPORTUNITIES
• Food and agribusiness
• Education and vocational education and training (VET)
• Direct investment for agribusiness, health care and renewable energy
• Ecommerce
• Lifestyle products (food and services)
• Nutraceuticals
• Aged care

EMERGING OPPORTUNITIES
• Research and development collaboration
• Incubator and creative technology
• Smart cities
• Fintech
• Advanced manufacturing

China market profiles
Austrade
Department of Foreign Affairs and Trade
https://dfat.gov.au/geo/china/Pages/china.aspx
Trade and Investment Queensland
Asialink Business
Australian Business
Japan

EXISTING OPPORTUNITIES
- Horticulture and fresh produce
- Processed and functional food
- Red meat and dairy products
- Education and training
- Innovative technology

EMERGING OPPORTUNITIES
- Advanced healthcare
- Education and training
- Robotics
- Food
- Smart technology: Smart homes, smart vehicles, digital marketing

Japan market profiles
Austrade
Department of Foreign Affairs and Trade
Trade and Investment Queensland
Asialink Business
Australian Business
Indonesia

EXISTING OPPORTUNITIES
- Hospitals
- Education and training
- Project consultancy

EMERGING OPPORTUNITIES
- Mass transit (e.g. increased air travel)
- Financial services
- More advanced health care
- Aged care
- Insurance
- Superannuation
- Gourmet and functional food
- Sustainable design
- Eco living

Indonesia market profiles
Austrade
Department of Foreign Affairs and Trade
www.dfat.gov.au/geo/indonesia/Pages/indonesia.aspx
Trade and Investment Queensland
Asialink Business
www.asialinkbusiness.com.au/country/indonesia
Australian Business

Singapore

OPPORTUNITIES
- Aged care
- Building and construction
- Food and agribusiness
- ICT
- Aviation and aerospace
- Financial services
- Health and medical
EMERGING OPPORTUNITIES
• Biotechnology
• Agriculture
• Electronics
• Digital marketing
• Clean energy

Singapore market profiles
Austrade
Department of Foreign Affairs and Trade
Asialink Business
Australian Business

Vietnam

OPPORTUNITIES
• Agribusiness
• Healthcare
• Aviation and aerospace
• Food and beverage
• ICT

EMERGING OPPORTUNITIES
• Business process outsourcing (BPO)
• Renewable energy
• Fintech

Vietnam market profiles
Austrade
Department of Foreign Affairs and Trade
dfat.gov.au/geo/vietnam/Pages/vietnam.aspx
Asialink Business
asialinkbusiness.com.au/country/vietnam
Hong Kong

OPPORTUNITIES
- Healthy, functional, fresh and organic food
- Premium organic meat and seafood
- Student recruitment into higher education
- Consumer products in health and wellbeing
- Investment into agriculture and infrastructure into Queensland
- Innovation and technology

EMERGING OPPORTUNITIES
- Fintech
- Smart cities

Hong Kong market profiles
Austrade
www.austrade.gov.au/Australian/Export/Export-markets/Countries/Hong-Kong/Market-profile
Department of Foreign Affairs and Trade
Trade and Investment Queensland
Asialink Business
asialinkbusiness.com.au/country/hong-kong
Australian Business
Malaysia

OPPORTUNITIES
• Business services
• Food and beverage
• ICT and fintech
• Health, aged care and medical
• Defence, aerospace and maritime
• Infrastructure and transport

EMERGING OPPORTUNITIES
• Digital healthcare
• Health education and training
• Cyber security
• Artificial intelligence
• 5G infrastructure

Malaysia market profiles
Austrade
Department of Foreign Affairs and Trade
dfat.gov.au/geo/malaysia/Pages/malaysia.aspx
Asialink Business
asialinkbusiness.com.au/country/malaysia
Your Export Ready Checklist

- Attend council’s export training programs and networking events with experts
- Talk with TIQ Sunshine Coast Regional Adviser about upcoming market visits and trade missions
- Plan a market visit to identify opportunities
- Understand what export support and resources are available for my business

Get export ready

- Business plan in place
- Develop an export plan
  - Competitive advantages of my business and product
  - Goals and objectives for exporting
  - Organisational capability for exporting
  - Identify potential overseas markets for my product or service
  - Identify competitors in target export markets
  - Consumer profile of target markets
  - Identify freight and logistics requirements
  - Identify export licences and concessions
  - Identify funding options
  - Identify and seek legal advice about agent or distributor agreements
  - Determine pricing for product or service
  - Identify payment methods to use
  - Identify risks and challenges
  - Understand legal and IP protection requirements
  - Identify insurances to protect my business
  - Government or industry assistance available to support my business for exporting
Support and Resources

Sunshine Coast Council
Council delivers training programs and networking events with export experts. For more information email export@sunshinecoast.qld.gov.au or visit www.sunshinecoast.qld.gov.au/Business/Business-Programs/Export-Program

Trade and Investment Queensland (TIQ)
TIQ offers trade missions, industry partners, and a global network of industry experts to help businesses expand their products or services into international markets and take advantage of demands in priority industries.
www.tiq.qld.gov.au

TIQ Regional Advisor – Sunshine Coast

Regional Development Australia (RDA) Sunshine Coast
RDA Sunshine Coast works with all levels of government, business and community groups to support the development of the region and connecting businesses to opportunities.
www.rdasunshinecoast.org.au

Austrade
Austrade is the Australian Government’s trade, investment and education promotion agency which can assist Sunshine Coast businesses to connect with buyers internationally through its tailored fee-based services.

TradeStart
Assists small and medium sized businesses to export.

Department of Foreign Affairs and Trade (DFAT)
DFAT provides trade statistics by country and region, Australia’s Free Trade Agreements, exporters’ obligations in relation to sanctions, bribery and corruption, export documentation and more.
www.dfat.gov.au

Australian Institute of Export
Delivers export training programs about export procedures and documentation, international trade law and intellectual property law.
www.aiex.com.au

Australian Tradelinks
Helps members grow their business through import and export trade opportunities.
www.australiantradelinks.com.au
Export Council of Australia (ECA)
Supports companies to grow internationally by developing international business skills, building Australian business capacity and global networks.
www.export.org.au

Export Finance Australia
Provides loans, guarantees and bonds to help businesses win business, grow internationally and achieve export success.
www.exportfinance.gov.au

Australian Chamber of Commerce and Industry
Speaks on behalf of Australian business in international forums through its international network of business associations.
www.australianchamber.com.au

Chamber of Commerce and Industry Queensland (CCIQ)
Helps businesses access overseas markets with permanent and temporary exports.
www.cciq.com.au

Smart Traveller
Provides the latest information and advice for safe travel overseas.
www.smartraveller.gov.au

Business resources
Queensland business portal
www.business.qld.gov.au

Australian business portal

Advancing Regional Innovation Program

Mentoring for Growth Program

Digital services
Find export markets toolkit
Includes step-by-step activities, links to data sources and tips from expert advisers. The tool is currently for food and agriculture businesses, but more sectors will be added.
export.business.gov.au/find-markets
Export market profiles

Provides insights about your industry’s export markets, including opportunities, trends and regulations. It’s initially focused on the Japan food and agriculture market and will expand to include other key markets and sectors.

export.business.gov.au/market-profiles

Industry associations

<table>
<thead>
<tr>
<th>AusBiotech</th>
<th>Australian Information Industry Association</th>
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</thead>
<tbody>
<tr>
<td><a href="http://www.ausbiotech.org">www.ausbiotech.org</a></td>
<td><a href="http://www.aiia.com.au">www.aiia.com.au</a></td>
</tr>
<tr>
<td>Australian Healthcare and Hospitals Association</td>
<td>EduGrowt</td>
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<td><a href="http://www.ahha.asn.au">www.ahha.asn.au</a></td>
<td>English Australia</td>
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<tr>
<td>Medical Technology Association of Australia</td>
<td><a href="http://www.englishaustralia.com.au">www.englishaustralia.com.au</a></td>
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<tr>
<td><a href="http://www.mtaa.org.au">www.mtaa.org.au</a></td>
<td>Cooperative Research Centres</td>
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<td></td>
<td><a href="http://www.crc.gov.au">www.crc.gov.au</a></td>
</tr>
</tbody>
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| Agribusiness Association of Australia            | Knowledge Commercialisation Australasia |
| www.agribusiness.asn.au                         | www.kca.asn.au |
| Dairy Industry Association of Australia          | Australian Industry Group |
| Meat and Livestock Australia                     | Australian Institute of Management |

| Clean Energy Council                     | Infrastructure Australia |
| Green Building Council of Australia       | Advanced Manufacturing Growth Centre |
| www.gbcaus.org                           | www.amgc.org.au |
| Aviation Aerospace Australia            | Australian Tourism Export Council |
| www.aviationaerospace.org.au            | www.atec.net.au |

| Australian Healthcare and Hospitals Association | Medical Technology Association of Australia |
Grants and funding opportunities

Export Market Development (EMDG) Grants


Business Growth Fund


Small business grants

desbt.qld.gov.au/small-business/programs/grants

Jobs and Regional Growth Fund


Business Development Fund


Business Queensland grants


Grants Finder

www.grants.services.qld.gov.au
<table>
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<tr>
<th>International chambers and business councils</th>
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<tr>
<td>Asia-Pacific Economic Cooperation (APEC)</td>
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<tr>
<td><a href="http://www.apec.org">www.apec.org</a></td>
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<tr>
<td>Australia-ASEAN Chamber of Commerce</td>
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<tr>
<td>austchamasean.com</td>
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<tr>
<td>China-Australia Chamber of Commerce</td>
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<tr>
<td><a href="http://www.southchina.austcham.org">www.southchina.austcham.org</a></td>
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<tr>
<td>Australia China Business Council</td>
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<td>Australian Chamber of Commerce Shanghai</td>
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<td>AustCham South China</td>
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<td><a href="http://www.southchina.austcham.org/">www.southchina.austcham.org/</a></td>
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<tr>
<td>Australian Chamber of Commerce Hong Kong</td>
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<tr>
<td>Australia Japan Business Cooperation Committee</td>
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<td><a href="http://www.ajbcc.asn.au">www.ajbcc.asn.au</a></td>
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<tr>
<td>Queensland Japan Chamber of Commerce and Industry</td>
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Export awards and events

Sunshine Coast Business Awards
These awards recognise the region’s business success throughout our community who excel in their industry, including businesses who export goods/services nationally or internationally.
sunshinecoastbusinessawards.com.au

Premier of Queensland Export Awards
These awards recognise and celebrate the state’s best exporters. Winners enjoy prestige at home and in overseas markets, while entrants can raise their profile and develop rewarding new business connections.

Australian Export Awards
A national program that recognises and honours Australian companies engaged in international business who have achieved sustainable growth through innovation and commitment.

Queensland Export Week
TIQ holds a cluster of events every October to engage with Queensland’s export community and provide an opportunity to meet and build relationships with overseas commissioners, as well as TIQ’s Regional Advisory team.

Events and workshops
Sunshine Coast International Business Development program will support the ongoing expansion of the region’s export network, including identifying opportunities to continue to leverage existing collaboration and respond to market opportunities and develop and implement a comprehensive regional export program to give a stronger profile in international markets, increase in exports, inward international investment and collaboration.

Trade and Investment Queensland (TIQ) runs business workshops for small to medium-sized businesses, whether you need funding to move into new markets, have a new project or business idea that needs investment, or you’re looking to grow.

Get online to find out more
Visit invest.sunshinecoast.qld.gov.au to read about our Sunshine Coast export superstars who are innovating and exporting for success and growth.

Invest Sunshine Coast app

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