



Case Study – Air Tip

Alice Springs-based Air Tip has developed an innovative air powered side-tipper trailer. This will increase payload capacity, improve operation and commercial efficiencies, reduce environmental footprint and enhance employee safety. **Accelerating Commercialisation** support will be used to help Air Tip commercialise this product both domestically and globally. The **R&D Tax Incentive** has also helped Air Tip's founder and chief inventor Clarke Petrick to develop his invention prior to commercialisation.



Are you commercialising a new product or service?

IP AUSTRALIA is the go-to place for your intellectual property rights, for patents, trade marks, designs and plant breeder's rights. Use IP Australia's eServices online tool to apply, register, renew and pay for IP rights.

ipaustrialia.gov.au/eservices

ACCELERATING COMMERCIALISATION (part of the Entrepreneurs' Programme) provides expert guidance and up to \$1 million in matched funding grants to businesses (or people about to start a business) on a competitive basis.

To apply, your business needs to at least:

- have a novel product, process or service to commercialise
- have a market that is clearly identified and ready to receive that product
- demonstrate management experience within the business
- have a need for funding
- demonstrate ability to match funding
- have a turnover of less than \$20 million in each of the three years prior to lodging application

business.gov.au/ac

VENTURE CAPITAL LIMITED PARTNERSHIPS provides tax concessions for investors in venture capital funds. New funds of at least \$10m for investing in Australian businesses with assets of up to \$250m can register. There are 62 registered VCLPs with capital of \$6.9 billion.

business.gov.au/vclp

EARLY STAGE VENTURE CAPITAL LIMITED PARTNERSHIPS (ESVCLP) provides tax concessions for investors in venture capital funds. New funds of \$10m-\$200m can register a fund as an ESVCLP to invest in Australian businesses.

business.gov.au/esvclp

TAX INCENTIVES FOR EARLY STAGE INVESTORS incentivise investors to support innovative, high-growth potential startups. Eligible investors can receive up to a 20% tax offset, capped at \$200,000 per investor per annum, on investments made in qualifying early stage innovation companies. Eligible investments can also receive up to 10 years in capital gains tax exemptions.

ato.gov.au - search esic



ENTREPRENEURS' PROGRAMME delivered more than **6,000** services to more than **3,300** participants in **2016-17**



Are you looking to partner or trade internationally?

AUSTRALIAN TRADE AND INVESTMENT COMMISSION—Austrade provides information and advice on doing business in international markets, helps companies select, enter and expand into overseas markets, identify relevant overseas contacts, and determine and follow up specific international business opportunities.

austrade.gov.au

EXPORT FINANCE AND INSURANCE CORPORATION (EFIC) provides businesses with access to finance products to help them export. Loans of up to \$350,000 are available to businesses with an annual turnover of up to \$10 million when their bank is unable to assist. Businesses can apply online in just 30 minutes, with funds available in as few as nine business days.

efic.gov.au

FREE TRADE AGREEMENTS are helping Australian companies to grow their business by expanding export markets, reducing imported input costs and making it easier to invest overseas.

business.gov.au/ftas

LANDING PADS provide Australian market-ready startups and scaleups with an opportunity to grow their business in a global innovation hub. Landing Pads have been established in Berlin, San Francisco, Shanghai, Singapore and Tel Aviv.

business.gov.au - search landing pads

EXPORT MARKET DEVELOPMENT GRANTS reimburse businesses where they have spent over \$15,000 to develop export markets. They can claim up to 50% of eligible export promotion expenses up to a maximum of \$150,000 subject to available funds.

business.gov.au/emdg

TRADEX provides a cash-flow advantage through up-front customs duty and GST exemptions for eligible imported goods that will be then exported or incorporated into other goods to be exported within 12 months or an approved period of time.

business.gov.au/tradex

TRADESTART network assists small and medium sized exporters with local face-to-face assistance and a direct link to Austrade's services and overseas network.

business.gov.au/tradestart-network



business.gov.au
13 28 46
Delivered by AusIndustry™



Australian Government

Department of Industry,
Innovation and Science

Business

Australian Government Services





Do you want free, online resources to support you throughout the lifecycle of your business?

BUSINESS.GOV.AU is your one-stop shop for business information, forms, services and tools. The site offers you simple and convenient access to business information from all three levels of government – so you'll find support and information to help you, no matter the stage of your business.



Starting a business - registration and licence services, business planning templates and general information to help you start your business on the right foot.



Running your business - information about how to grow once you're up and running, looking after your finances, employing and training your staff and marketing your goods and services.



Exiting your business - information on when to sell, how to close, what your business is worth and what to do next.



Last year **Australian business** saved **\$154 million** in time and costs using **business.gov.au**, that they would have otherwise spent elsewhere.



Do you want to have a discussion about what programs would suit your business?

The AusIndustry **NATIONAL OUTREACH NETWORK** provides a professional and trusted service to business through experienced Business Advisers and Facilitators, Regional Managers and Customer Service Managers in over 20 locations across the country. You can reach us through 13 28 46.

business.gov.au/outreach-network



Are you looking to grow your business?

BUSINESS MANAGEMENT (part of the Entrepreneurs' Programme) advisers help small to medium enterprises grow by focusing on building management capability and providing each business with a tailored plan for change and improvement. Advisers help businesses become better suppliers, reach multinational customers, and develop capabilities, strategies and connections to accelerate growth. Matched grants of up to \$20,000 are available to implement recommendations.

business.gov.au/ep

AUSTRALIAN SMALL BUSINESS ADVISORY SERVICES gives you local support in the form of low cost advice for small businesses. You can access advisory services across five business solutions streams: funding avenues and financial analysis; building your business; making the most of your talent and team; management capabilities; and digital engagement implementation.

business.gov.au/asbas



Immediate deductions for small business

All small businesses with turnover less than \$10 million are eligible to immediately deduct assets costing less than \$20,000 each, that were purchased on or after 1 July 2016 and used or installed ready for use on or before 30 June 2018 (following the 12 month extension in the 2017-18 Budget).

ato.gov.au/SBdepreciation



Case study – Coffee Roasters Australia

This Gold Coast firm has used several programs to grow from a small coffee roasting equipment specialist into a diversified global manufacturing player. The **R&D Tax Incentive** helped develop and commercialise coffee roasting systems and café equipment. Under **Business Management**, CRA received a 2014 Business Evaluation and a 2015 Business Growth Grant. In 2017 CRA sold out two runs of its new roasters and began work with **Innovation Connections** to improve the manufacturing process. Revenue rose 52% from 2012 to 2016.



Are you researching or developing new products and services?

R&D TAX INCENTIVE provides tax offsets of 38.5% and 43.5% (depending on turnover) to eligible companies undertaking eligible R&D. These beneficial offsets are available for the first \$100m of eligible R&D expenditure each income year, after which offsets are available at the corporate tax rate.

business.gov.au/rdti

INNOVATION CONNECTIONS (part of the Entrepreneurs' Programme) provides a free expert Innovation Facilitator to work with you to identify knowledge gaps preventing your business growth. You then get a facilitation report that recommends solutions to help you innovate. Innovation Connections may then provide up to \$50,000 in matched funding to support you with one, or a combination, of the following collaborative placement options:

- An opportunity for someone from your business to be placed into a research organisation to work on a project
- A researcher being placed in your business to work on a project
- Employment of a recent graduate in your business to work on a research project

business.gov.au/ic

CSIRO KICK-START offers dollar-matched funding of \$10,000 to \$50,000 to help businesses with turnover or operating expenditure of less than \$1.5 million to undertake research projects with CSIRO.

csiro.au - search kick-start

CERTAIN INPUTS TO MANUFACTURE waives the duty on certain imported goods such as chemicals, plastics, paper and some metals where the imported good is essential for a specific manufactured product and is not reasonably available in Australia.

business.gov.au/cim



Case study – Sendle

Sydney-based Sendle has gone from an upstart start-up in 2014 to a roaring success. Sendle is growing at 20% month on month and handles \$100 million of small business commerce annually. Sendle used the **R&D Tax Incentive** program to develop dashboard technology allowing you to send intra-city and national packages door-to-door for less than \$10.



More than **15,300** businesses benefited from the **R&D TAX INCENTIVE** in **2016-17**



Are you trying to solve a major Industry problem?

INDUSTRY GROWTH CENTRES focus on key issues such as improving access to international markets and supply chains, regulation reform, enhancing business capability and management skills, and increasing collaboration and commercialisation outcomes. Industry Growth Centres operate in six sectors of competitive strength and strategic priority: Advanced Manufacturing; Cyber Security; Food and Agribusiness; Medical Technologies and Pharmaceuticals; Mining Equipment, Technology and Services; Oil, Gas and Energy Resources.

business.gov.au/igc

COOPERATIVE RESEARCH CENTRES PROGRAM supports business-led research partnerships that address an industry identified problem. These can be large scale long term projects of up to 10 years where there is at least one Australian industry and research organisation involved, or shorter projects (up to three years) that must include at least two Australian industry organisations (of which one must be a small to medium business) and a research organisation.

business.gov.au/crc

CSIRO'S DATA61, Australia's leading data innovation network, is an applied R&D partner helping businesses respond to a changing market landscape by offering advisory services, deep research to inform decision making, proof of concepts, product and platform development and breakthrough technologies that can transform existing industries and seed new ones.

data61.csiro.au