

Export Diversification Program Guidelines



2025



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Grant Stages

Stage 1	Program Launched Department of State Development (DSD) publishes program guidelines on DSD website.
	Submission of Expression of Interest (EOI) Eligible applicants prepare and submit an on line expression of interest via DSD grant platform.
	EOI Assessment and Review DSD reviews expression of interest for eligibility, completeness and suitability against program guidelines.
	DSD Case Manager Allocation DSD Export Adviser allocated to applicant and 1:1 engagement commences.
	Eligibility and Assessment Outcome Eligible and Non-eligible applicants notified. Eligible applicants progression to stage 2. Non- eligible applicants referred to stage 3.
Stage 2	Application and Action Plan Invitation Only Eligible applicants invited to submit a detailed application and action plan for funding based on the eligible stream. Service providers to be engaged, outline proposed activities, support and quotes to be identified and included.
	South Australian Government Financing Authority Review (SAFA) SAFA to review financial documents and undertake due diligence of applicants.
	DSD Panel Assessment Assessment panel review application and action plan against assessment and weighting criteria.
	Approval of Panel Recommendations DSD delegate approval of recommendations.
Stage 3	Non-eligible/ Not recommended Applicants not successful in stage 1 or stage 2 will be referred to DSD Trade Start for 1:1 trade support and advice.
	Grant Execution DSD executes grant and processes 1st payment.
	Grant Implementation Approved applicants work with DSD to implement the activities as described in the Grant Offer.
	Grant Offer Milestones and Reporting DSD works with applicant to undertake the milestones and reporting obligations of the Grant Offer including processing final payment.
	Completion of Grant Export outcomes reported, all expenditure reported, finance acquitted and grant finalised.

This process may be updated or modified as needed.

1. The Program – Export Diversification Program



The **Export Diversification Grant Program** (Program) supports eligible South Australian businesses directly affected by global disruptions in trade by helping them adapt, remain competitive, and explore new market opportunities.

In response to increased export costs and disrupted supply chains, the Program provides targeted funding and support to assist businesses with mitigating impacts, identifying alternative markets, and strengthening long-term export resilience.

The Program recognises that the current global trading environment has resulted in increased export costs and, in many cases, reduced the competitiveness of South Australian products in some key markets. South Australian exporters are now more likely to face challenges with maintaining pricing, retaining customers, and protecting their market share.

The Program has been designed to assist exporters to overcome market challenges, in particular businesses that have made significant investments in trade disrupted market(s). The objectives of the Program are (Program Objectives) to:

- Enable eligible businesses to bring in external advice on trade strategy, tariff navigation, and international compliance
- Provide support to identify alternative suppliers or restructure supply chains to reduce exposure to tariff-affected goods
- Assist companies to diversify markets
- Assist companies to be export-ready for alternative markets
- Leverage government programs, networks, and initiatives to deliver targeted outcomes efficiently.

1.1 Funding details

The Department of State Development (DSD) will hold a competitive funding process to commence with Expressions of Interest (EOI) from South Australia businesses meeting the eligibility requirements set out in section 1.4. The purpose of the EOI is for DSD to gain an understanding of the applicants' eligibility for the Program and the impact of trade disruptions on the applicants' exports, to determine whether their application will be supported to the next assessment stage.

The EOI process will remain open until all funding has been allocated.

Priority will be for businesses from the manufacturing, automotive/automotive parts and machinery sectors; and businesses with products embedded in global supply chains that are now facing reduced competitiveness in an identified market.

EOI applicants who are determined to align with the Program objectives may be invited to apply for one of the below funding streams:

1. Market Accelerator Grants: Grants of up to \$50,000 will be available for businesses that exported more than \$500,000, in the financial year (FY) 23-24 or FY24-25, to a market facing trade disruptions. This grant may be used to support businesses with overcoming these market challenges

Or

2. Export Advisory Grants: Grants of up to \$5,000 will be available for businesses that exported less than \$500,000, in FY23-24 or FY24-25, to a market facing trade disruptions. The grant may be used to contract external service providers for advice on supply chain management, export planning and research, new market entry or other third-party advisory services to help the business maintain exports or diversify markets.

Successful applicants will have up to twelve (12) months from the date the grant agreement is executed by both parties to spend the grant on eligible expenditure (funding period).

Expenses incurred outside of the funding period are ineligible.

This Program is fully funded by the Government of South Australia, and no financial co-contribution is required from approved applicants.

DSD accepts no liability for any loss arising from actions of applicants in anticipation of funding or execution of any grant agreement. Applicants are advised not to plan or commit expenditure unless/until an agreement has been executed by both parties.

1.2 DSD Case Managers

Following submission of an EOI, all applicants will be allocated a DSD Case Manager. The Case Manager acts as the key contact between the applicant and the department, providing tailored support based on the applicant's stage in the Program.

Applicants progressing beyond the EOI stage will work closely with their Case Manager to prepare their application and an action plan. This includes identifying appropriate activities and service providers, refining project scope and objectives, and ensuring alignment with the Program objectives and intent.

Case Managers will maintain regular engagement with grant recipients throughout the grant period to monitor progress, share export insights, and facilitate connections through DSD's domestic and international trade networks, including Austrade.

Applicants deemed ineligible or unsuccessful at the EOI stage will be referred to a DSD TradeStart adviser for one-on-one trade advice, market guidance, and access to other departmental initiatives to support future export growth and readiness.

1.3 Key dates

Key dates and funding information is available on DSD's website: www.statedevelopment.sa.gov.au/export-diversification.

It is important to note that funding is allocated on a competitive basis and not allocated through funding rounds. The EOI and application process will remain open until funding is exhausted.

Interested businesses are encouraged to contact the Trade Grant Program team at dsd.trade@sa.gov.au to discuss questions on timeframes and funding availability.

1.4 Eligible applicant

To be eligible, an applicant must be exporting and able to demonstrate (and provide clear evidence of):

1. A direct and significant impact from trade disruptions in an identified market (e.g. cost increases, loss of competitiveness, reduced market share and supply chain disruption)
2. How these impacts threaten ongoing viability of ongoing exports, jobs, or investment in South Australia.

Applicants must also:

- Have an active South Australian registered Australian Business Number (ABN) or be able to demonstrate significant operations in South Australia to DSD's satisfaction
- Be registered for GST
- Demonstrate export revenue in South Australia for twenty-four (24) months or more from the date of application
- Produce the service or product primarily in South Australia under their own brand (this program is not for aggregators, traders or businesses who sell services or export on behalf of businesses)
- Meet all previous DSD or other State Government grant obligations.

1.5 Eligible expenditure/activity

Eligible activities for the Program (which may be claimed against any grant) are to focus on activities that will assist with minimising the impact of trade disruptions on South Australian business operations. This includes, but is not limited to:

- Development of an export plan for a new market
- Development of specific market entry or growth plan, including market research to determine target customers and channels in new markets
- Advice on market dynamics, logistic/freight cost analysis, structuring and credit risk advice
- Advice on supply chain management including managing relationships, diversifying suppliers, optimising relationships and supply chain agility
- Product or service development, testing or optimisation (e.g. customer insights, packaging, regulations) for targeted customers/segments
- Overcoming jurisdictional barriers to trade (e.g. regulations, documentation, government licenses, taxes, legal, etc.)
- Cultural awareness advice relating to the target customers
- Connections and networking opportunities to meet with key buyers, suppliers or influencers face-to-face (*Market Accelerator Grants only*)
- Exhibition costs for international tradeshow or events (*Market Accelerator Grants only*)
- Economy flights and standard accommodation up to \$10,000 across the funding period (*Market Accelerator Grants only and for the purpose of approved activities delivered through the grant*).

1.6 Ineligible expenditure/activity

Ineligible expenditure includes, but is not necessarily limited to (and further categories may be specified in any grant agreement), the following:

- Services provided by existing providers to the business (e.g. accountants, lawyers, existing business advisors for existing activities, etc.)
- Payments to related entities of your organisation
- Expenditure on assets/capital items, leases or purchases of land
- Staff wages
- Costs of routine business export activities (e.g. servicing customers or supporting supply chain partners in existing export markets)
- Services that are not direct export support services (e.g. routine engineering services on plant and equipment, IT support, export training or other support already provided through other export support programs)
- Funded activities currently or previously received that meet the eligibility for support under Austrade's Export Market Development Grant (EMDG) or other Commonwealth or State Government grant programs
- Expenses incurred by a related business entity
- Cost that are paid, subsidised or reimbursed by other government programs or initiatives
- Commissions, incentives or discounts
- Payment of an Australian tax, levy or charge
- Grant application or administration costs
- Travel expenses including meals, per diems and transport costs including taxis, Ubers or other rideshare applications
- Expenses incurred by non-approved activity, quotes and service providers listed in the Action Plan
- Expenses incurred outside of the funding period
- Any other expenditure designated by DSD in its sole discretion.

Whether a business is related to another will be determined in DSD's sole discretion and includes, for example, related bodies corporate and associated entities within the meaning of the *Corporations Act 2001* (Cth).

2. Assessment process criteria

EOIs and applications will be assessed using the scoring criteria outlined in the below table.

EOIs will be required to score at least 15 points out of a maximum of 20 points to progress to the next stage in the application process.

Application and Action Plans must score at least 17 out of 25 to be considered for Program funding and progress to the South Australian Government Financing Authority (SAFA) for financial review (to which any grant offer will always be subject).

Applications are subject to a competitive process and final decisions on eligibility and funding will be in the Minister's and/or DSD's discretion. Applicants should note there is no guarantee that an offer of funding will be made.

2.1 Scoring criteria

In addition to the overall eligibility requirements set out in section 1.4, application responses will be assessed on the following criteria:

Expression of interest assessment criteria	Maximum points
Identified trade disruption market and impact on current revenue and profitability including: <ul style="list-style-type: none"> Percentage drop in revenue and/or profitability; and/or Share of exports to the identified market as a proportion of total exports 	10
Opportunities to sustain exports in identified markets or diversify markets	10
Total	20

Application assessment criteria	Maximum points
Demonstrated impact <ul style="list-style-type: none"> Clear evidence of direct and significant impact from an identified trade disruption resulting in cost increases, loss of competitiveness, reduced market share, supply chain disruption) Explanation of how these impacts threaten ongoing viability of exports, jobs, or investment in South Australia 	5
Strategic alignment <p>How well does the application align with the Program objectives:</p> <ul style="list-style-type: none"> Sustaining exports where feasible Adapting or reconfiguring supply chains Diversifying into new or emerging export markets Supports diversification, resilience, and job retention 	5
Long-term sustainability <ul style="list-style-type: none"> Likelihood that the project will deliver enduring benefits beyond the funding period Demonstrated commitment to continuing activities or strategies initiated with grant funding Contribution to building long-term resilience against trade policy disruptions 	5
Project feasibility and deliverability <ul style="list-style-type: none"> Realistic Action Plan, timelines and budget Clear identification of activities (e.g. supply chain reconfiguration, compliance certification, market entry strategy, trade missions) Capability and capacity of the applicant to successfully deliver 	5
Value for money <ul style="list-style-type: none"> Cost-effectiveness of proposed activities is relative to expected benefits Quotes are consistent with commercial rates Activities proposed avoid duplication with existing programs or services 	5
Total	25

3. Process

The diagram below shows the high-level stages in the application and selection process. The process may be updated or modified as needed:



3.1 Expression of interest and assessment

An EOI must be submitted through DSD's online grants portal in accordance with the instructions provided on the website.

The purpose of the EOI is for applicants to outline the impacts of trade disruptions on their exports, enabling DSD to assess the extent to which the business is suitable to progress to the full application stage in accordance with section 2.1. The EOI process also helps ensure that applicants aligned with the Program objectives are invited to proceed, while allowing others to receive early feedback and alternative options without the burden of completing a full application.

As part of the EOI review, applicants are required to submit financial statements for the most recent two full financial years (2023–2024 and 2024–2025). Financial statements must be prepared in accordance with Australian Accounting Standards and include, at a minimum, a balance sheet and profit and loss statement.

If audited financial statements are not available, copies of lodged business activity statements (BAS) downloaded from the Australian Tax Office (ATO) portal for the relevant periods are acceptable.

Applicants that demonstrate trade disruptions have had a significant impact on business revenue and profitability will be invited to apply for funding.

- Applicants with export revenue over AUD \$500,000 per year in FY 2023–24 or FY 2024–25 will be eligible to apply for **Market Accelerator Grants** of up to AUD \$50,000
- Applicants with export revenue under AUD \$500,000 per year in FY 2023–24 or FY 2024–25 will be eligible to apply for **Export Advisory Grants** of up to AUD \$5,000.

Please note that the grant stream that applicants will be invited to apply for depends on export revenue – applicants should ensure that their financial documents include either a breakdown of domestic vs export turnover and sales revenue, or a letter or other suitable confirmation from a **registered tax agent** confirming this, along with the change in export revenue pertaining to the specific impacted market(s).

Where further clarification is required, or the EOI identifies a low to moderate tariff impact relative to other South Australian businesses, DSD officers arrange a discovery meeting with the applicant. This meeting may result in the applicant being invited to submit an application or being referred to other programs or export advisory services.

3.2 Invitation to apply

If successful through the EOI process, applicants invited to apply will submit their full application for funding on DSD's online grants portal. The application will provide evidence of the impact the trade disruption is having on South Australian operations and the grant activities proposed for funding.

The application will include a detailed Action Plan which outlines the proposed activities to help mitigate the impact of the trade disruption, funding allocation to each activity, implementation timeframes and partners or third-party contractors (service providers) that will be engaged to undertake the activities.

Applicants will be required to obtain quotes from service providers that will be engaged to execute their Action Plan. Quotes are to be submitted with the completed application.

Funding of up to AUD \$50,000 is available for recommended applications, however the final grant amount awarded to any given applicant will be determined based on the total value of quotes received.

3.3 South Australian Government Financing Authority (SAFA) review

Applicants' financial positions will be reviewed by the South Australian Government Financial Authority (SAFA). SAFA will review the finance information provided to assess the applicant's solvency, their capability/capacity to carry out the proposed project and expenditure and verify the financial impacts of trade disruption.

3.4 Panel review and assessment

An assessment panel will review and score applications and Action Plans against the assessment criteria. The assessment panel will be led by the Manager Trade Grants Programs as a non-voting chair and will comprise panel members with export knowledge and expertise.

3.5 Approval notification

All applicants will be notified by email of the outcome of their EOIs and/or applications. Applicants will be required to keep the outcome of the decision confidential unless approved otherwise by DSD and/or an announcement is made by the Minister and/or DSD. Feedback may be sought by the applicant from DSD by contacting dsd.trade@sa.gov.au.

3.6 Contract and payments

To receive grant payments, an approved applicant (referred to in these Guidelines as a grant recipient) will be required to sign a formal contract in the form of a grant agreement with the government (Agreement) that stipulates all deliverables, project milestones and reporting obligations and all terms and conditions under which the grant funding is provided.

A grant recipient cannot claim grant payments until that Agreement is executed by both parties.

The applicant will be required to return the executed Agreement by the specified date in the approval/offer letter, otherwise the offer will lapse without further notice.

Payments will be provided at the times and in the manner specified in the Agreement. A payment schedule will be determined based on the proposed project milestones. The first payment may be made in advance to allow coverage of expenses related to the milestones. Any further payments and the final payment is made in arrears once performance milestones and reporting requirements are met and in the case of the final payment, once a project completion report is validated to DSD's satisfaction.



4. Management of grant offer

The Agreement will prescribe a funding period of up to twelve (12) months to undertake and complete the grant and funded activities, that will commence once the Agreement has been executed by both parties.

The approved application and Action Plan will form part of the Agreement, and the grant recipient will be required to report on progress against the Action Plan and be available for project management/case management meetings as required throughout the grant period.

The reporting requirements are a key obligation of the grant funding. It is expected that upon execution of the Agreement, grant recipients fully understand and commit to achieving all milestones and reporting requirements. These obligations must be completed using DSD's online grant management platform - SmartyGrants.

Grant recipients must also retain copies of all valid tax invoices together with evidence (receipts), including but not limited to EFT remittance or bank statements, of payment paid and submit to DSD as a requirement of the expenditure reporting milestones. This evidence will validate the total grant expenditure and may be audited from time to time by DSD or an auditor engaged on its behalf.

Non-compliance of any of grant purpose, conditions, reporting or any other terms and conditions of the Agreement may result in the clawback of all, or part of the grant funding provided.

4.1 Grant payments

To receive grant funds, a successful applicant must enter into the Agreement with the Government of South Australia.

The first payment of 50% of the approved grant amount will be paid upon:

- The execution of a grant agreement by both parties
- Provision of a valid tax invoice.

The final payment of up to 50% of balance of the grant (based on total expenditure) will be paid at the end of the funding period upon:

- Submission and acceptance of all milestones and reporting obligations listed in the Agreement
- Submission and acceptance of a financial acquittal and appropriate supporting documentation (including, but not limited to, invoices and proof of payment)
- Provision of a valid tax invoice.

4.2 Reporting obligations

Successful applicants are required to submit detailed reports, including a **mandatory** progress report at both the six (6)-month and twelve (12)-month marks, as well as a final report at the end of the grant period. These reports are to thoroughly document all activities undertaken, grant expenditure, outcomes achieved, and the impact on export sales. All reports will be submitted through DSD's online grant management platform - SmartyGrants.

In addition, applicants **must** maintain and submit copies of all invoices, receipts, and financial records related to the grant. **These documents are not optional** and are to be included with each progress and final report.

The Trade Grants team will provide successful applicants with information and ongoing support to correctly undertake and complete the reporting obligations.

Non-compliance with these reporting and documentation requirements will impact future funding opportunities and may result in clawback of grant amounts and the withhold of future funding from grant recipients. **Strict adherence** to these obligations is essential for continued grant eligibility.

4.3 Grant agreement variations

DSD understands that external factors and uncertain nature of the economy can impact on a business and/ or project.

Should any significant changes occur to the applicant, their financial position, or the nature and/ or scope of the project, the applicant should immediately contact the Trade Grants team to discuss whether a grant variation can be accommodated and is appropriate. The approval and subsequent documentation of any variation will be DSD's sole discretion.

If the grant has terminated or expired (i.e. the expiry date has passed), then a grant variation will not be considered by DSD.

5. Additional information

5.1 Announcement of grant

By applying for funding under this Program, all applicants consent to general information being publicly disclosed by the Minister in an official media release and published on DSD's website and social media platforms. Applicants should ensure that information contained in the proposed project title and summary description is not commercially sensitive or would not, if released, compromise requirements for confidentiality including protection of intellectual property.

Published details may include but are not limited to:

- The business name of the successful applicant
- The title and summary description of the project
- The amount of the grant funding awarded.

Grant recipients may also be asked to participate in promotional activities such as videos, good news stories, interviews and surveys.

5.2 Freedom of information

Applicants should be aware that all documents in the possession of the government, including those about this grant opportunity, are subject to the *Freedom of Information Act 1991* (SA) (FOI Act). Information submitted in applications and all related correspondence, attachments and other documents may be made publicly available under the FOI Act. The FOI Act gives members of the public a legally enforceable right to access documents – subject to certain exemptions – held by government agencies, local government authorities, statutory and regulatory bodies and South Australian universities.

5.3 Privacy and information policy

DSD complies with the Government of South Australia's Information Privacy Principles Instruction. DSD collects information (including personal information) as reasonably necessary for the purposes and functions of:

- Administering our grants and funding programs
- Keeping you informed about the Program, relevant upcoming events, grant funding initiatives and outcomes, our services, special events or client feedback surveys, as well as our activities in general
- Improving our websites and other services.

The collection and use of information extend to use of such information by the Minister for the purposes as outlined above.

Any information contained in, relating to or otherwise associated with an EOI and/or application (application documentation), including information identified by an applicant as confidential information for the purposes of applying for funding under this Program, may be disclosed by DSD to, or used by DSD:

- To its employees, advisers or third parties in order to manage the Program (including but not limited to, for the purposes of evaluating and assessing the application or any other grant funding programs administered by government
- For the purpose of verifying any information contained in your application or conduct audit or assurance activities – DSD may provide information to any third parties or other agencies
- For the purpose of economic, policy or other modelling, including sharing with third parties, consultants or advisers engaged by DSD for that purpose
- For due diligence, monitoring, reporting and audit purposes
- Within the government where this serves the legitimate interest of DSD
- In response to a request by a House or Committee of the Parliament of the Commonwealth of Australia or South Australia
- For training, systems testing and process improvement, including compiling statistics and reports
- If an application is successful, for promotion of project activities and outcomes
- Where information is authorised or required by law to be disclosed
- Where the information is already in the public domain.

It is the intent of the government to be transparent with regards to financial assistance provided to industry. The government intends to publicly disclose details of all financial assistance provided by the government for this Program (which will include, but is not limited to, the name of the successful applicant, details of the project activity and amount of grant funding).

5.4 Disclaimer

No responsibility for any loss or damage caused by reliance on any of the information or advice provided by or on behalf of government, or for any loss or damage arising from acts or omissions made, is accepted by government, their officers, servants or agents.

5.5 Copyright

By applying to the Program, applicants will be taken to:

- License the government to reproduce for the purpose of this process, the whole or any portion of application or proposal despite any copyright or other intellectual property right that may subsist
- Transfer ownership in the documents and any other materials constituting the application to the Minister on behalf of the government.

5.6 Conflict of interest

To be eligible to apply, applicants must declare any conflicts of interest that could affect the performance of the grant or the administration of the Program. There may be a conflict of interest, or perceived conflict of interest, if DSD staff, you and/or any of your personnel:

- Has a professional, commercial or personal relationship with a party who is able to influence the application and final selection process, such as a DSD officer
- Has a relationship with or in an organisation which is likely to interfere with or restrict the applicants from carrying out the proposed activities fairly and independently
- Has a relationship with, or interest in, an organisation from which they will receive personal gain because the organisation receives funding under the Program.

Applicants will be asked to declare, as part of your application, any perceived or existing conflicts of interest or that, to the best of your knowledge, there is no conflict of interest.

If you later identify that there is an actual, apparent or potential conflict of interest or that one might arise in relation to a grant application and/or EOI, you must inform DSD in writing immediately.

The Minister and/or DSD reserve the right to reject an application on the basis of any conflict or, alternatively, if it or they are not satisfied that arrangements are in place to address or manage a perceived or actual conflict of interest.

DSD will maintain a register of notified conflicts of interest throughout the application and assessment process. The register will list applicants' conflicts of interest and those of the DSD assessment panel and authority officers.

6. Reservation of rights

The Minister and/or DSD reserve the right to amend these Guidelines and application or Program terms as required and further:

- Administer the Program and conduct the process for the assessment and approval of applications to the Program in such manner as they think fit (including the structure, nature, scope or timing of any aspect)
- Consider or accept, or refuse to consider or accept, any application including where it is lodged other than in accordance with the Guidelines or is otherwise non-conforming in any respect
- Where approval of an application has been communicated to an applicant, withdraw such approval in the event facts or information come to the attention of DSD (whether known at the time of the application or not) which in their reasonable opinion: (a) are material to their assessment of the application or (b) mean the application is made other than in accordance with these Guidelines or non-confirming in any respect
- Abandon or close the Program as they think fit.

If any information in an application documentation or report (including acquittal) is found to be false or misleading, or grants are not used pursuant to the terms of funding, the grant will be repayable on demand.

7. Enquiries and support

For more information, please visit the DSD website at www.statedevelopment.sa.gov.au/export-diversification. The Trades Grant team can be contacted during business hours on (08) 7085 1533 or at dsd.trade@sa.ov.au



Definitions

Action Plan means the Action Plan submitted by the applicant to DSD together with the application which outlines the proposed activities to help mitigate the impact of the trade disruption, funding allocation to each activity, implementation timeframes and partners or third-party contractors (service providers) that will be engaged to undertake the activities.

Department or **DSD** means the Department of State Development.

DSD Case Managers means DSD Export Adviser (staff) supporting businesses to develop export growth plans, assess market selection, entry strategies, grants and assistance information and connect them with international opportunities through South Australia's global offices and Austrade's TradeStart network.

Expenditure means eligible items approved to be funded by the Program and must be included in the grantee's Action Plan. Expenditure is acquitted by providing a financial acquittal in the prescribed form together paid tax invoice(s) with evidence from the grant recipient that the invoice(s) was paid in full.

Funding period means the twelve (12) month period from the date of execution of any grant agreement in which the grant funding can be spent/claimed against eligible expenditure under the Program.

Government means the Government of South Australia unless specified otherwise.

Grant period means the period between the commencement and expiry dates of any grant agreement. This may exceed the funding period due to reporting requirements and other obligations on grant recipients.

Minister means the Minister for Trade and Investment.

Produced primarily in SA means the goods or services primarily made or designed in South Australia.

Program means this Export Diversification Program.

Registered Tax Agent means a currently registered member of a professional accounting body (i.e. CPA Australia, Chartered Accountants Australia and New Zealand or the Institute of Public Accountants).

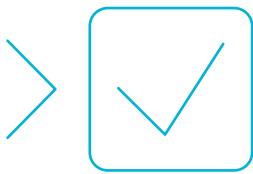
Service providers mean a third-party provider engaged by successful applicants and listed in the Action Plan that cannot be related entities to the applicant.

Significant impact means significant impact to the satisfaction of DSD:

- Determined by the assessment panel on a case-by-case basis and in their sole discretion
- The assessment panel may have regard to, among other factors, (i) the circumstances of the applicant's business, (ii) the proportion of exports to the identified market(s) compared to the applicant's total exports, (iii) the extent and materiality of any trade disruption(s) and (iv) whether there is a clear linkage to the trade disruption(s).

Trade disruption refers to the interruption or distortion of normal trade flows between Australia and other countries resulting from the imposition of import duties, quotas, or other trade barriers by governments. Disruptions increase the cost of exporting goods, reduce competitiveness, and can lead to declines in export volumes, supply chain delays, shifting sourcing strategies, or loss of market access.

Trade Grant team means the Program Manager and Project Officer managing the Program (and any other DSD staff allocated to the Program from time to time).



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