



Australian Government

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Australian Trade and Investment Commission

23 May 2025

Mr Stuart Mitchell
Mitchell and Co.
PO Box 19
Kent Town DC SA 5171
Via email: stuart@mitco.com.au

Dear Mr Mitchell

Export Market Development Grants (EMDG) program suggestions

Thank you for your correspondence of 9 April 2025. I am particularly grateful for your clear feedback and suggestions.

I am very keen to ensure that your feedback is fully considered and can inform any improvements that might be made to EMDG systems and processes.

In particular, I would expect that your feedback will be of direct interest to the independent reviewer, Mr Tim Yeend, who has been appointed by the Minister for Trade and Tourism to undertake the next periodic statutory review of the EMDG program (see the Minister's [media release of 17 March 2025](#)). I have accordingly forwarded your letter to Mr Yeend for his consideration as part of the review process.

In the meantime, I can advise you that the changes to the program implemented for Round 4 are delivering larger grants to successful applicants compared with previous rounds. In addition, Austrade is in the process of reviewing grant applications and issuing grant agreements up to the limit of available funding.

In relation to the impact of US tariffs, our data shows that only a small proportion of successful applicants who selected USA as a single market in their Round 4 application. Austrade will work these applicants on a case-by-case basis to understand if they intend to adjust their marketing plans in light of the US tariff arrangements.

I would like to thank you again for your letter.

Yours sincerely

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Chief Executive Officer

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