

Optimize your business using the ASEAN FTA and other schemes



AUSTRALIAN INDUSTRY
GROUP

Nicole Schuler
Australian Industry Group

Finding Internal Finance

- Members tell us access to spare capital is a barrier to international expansion
- 80% of Ai Group members trade internationally
- How many members are paying too much in import duties?
- Identifying alternatives to bank financing is key for any SME expansion plan

Duty Drawback/Tradex

- Refund or avoid import duties for goods to be re-exported
- Duty Drawback
 - Claim post transaction
 - Claim up to previous 4 years
 - Administered by Customs
- Tradex
 - Up-front exemption
 - Administered by Ausindustry



Free Trade Agreements

Asean Aust NZ FTA

- Australia
 - New Zealand
 - Malaysia
 - Thailand
 - Philippines
 - Burma
- Singapore
 - Brunei
 - Vietnam
 - (Indonesia)
 - Cambodia
 - Laos

Bilateral FTA:

- New Zealand
- USA
- Singapore
- Thailand
- Chile

ASEAN Australia NZ Free Trade Agreement (AANZFTA)

- Entered into force for Australia, NZ, Singapore, Myanmar (Burma), Brunei, the Philippines, Malaysia and Vietnam on 1 January 2010.
- Thailand on 12 March 2010, Laos on 01 January 2011 and Cambodia on 4 January 2011.
- The entry into force date for Indonesia subject to implementation of required domestic legislative requirements

ASEAN Australia NZ Free Trade Agreement (AANZFTA)

- Imported goods from Indonesia are not originating goods until their entry into force is reached. It is therefore, not possible to make use of AANZFTA to import goods from these countries until the entry into force date.

FTA tips



- Apply for Certificate of Origin (COO) from Ai Group
- Check the rule of origin for your product – see Fact Sheet
- Ensure importer presents COO to Customs
- Request COO from supplier

Example using Thailand Australia Free Trade Agreement (FTA)



Saving of over
\$25,000 per car

Without FTA

Ford Territory	\$30,000
80% Duty	\$24,000
VAT	\$3,780
Total	\$57,780

With FTA

Ford Territory	\$30,000
COO	\$25
0% Duty	\$0
VAT	\$2,100
Total	\$32,125

Accessing Government Funding

- Range of funding and assistance available
- Access programs relevant to your business priorities
- Understand eligibility, application process and resource requirements before committing resources
- Have systems in place to substantiate expenditure

Ai Group Assistance

- Government Funding Programs at www.aigroup.com.au
- Enterprise Connect – Business Advisers & Research Facilitators
- Fact Sheet
- Contact us at funding&assistance@aigroup.asn.au

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