

TAX EVENT WRAP UP

BDO International Trade and Customs Events 2018



BDO's International Trade and Customs team are celebrating the one-year anniversary of the service being introduced, with a look back at some of the key events, forums and workshops that Bill Cole, BDO International Trade and Customs Leader, presented at during 2018 on behalf of BDO. We would also like to use this opportunity to thank BDO, our clients, stakeholders, industry partners and the Australian Government for their continued support. We look forward to working with you all in 2019.

BDO PPN CONFERENCE PRESENTATION ON INTERNATIONAL TRADE OPPORTUNITIES FOR SMES

On 1 June 2018 BDO Melbourne's Professional Practices Network Conference provided an opportunity for a 'The changing landscape of international trade: Issues and opportunities for SMEs' presentation that focussed on Australia's major trading partners and regional Free Trade Agreements (FTAs) as well as the enablers and barriers to building international supply chains faced by small to medium enterprises (SMEs).



BDO SEMINARS ON THE TRANS-PACIFIC PARTNERSHIP TRADE AGREEMENT

On 5 and 8 June 2018 International Trade Seminars were held in the BDO Melbourne and Sydney offices respectively to examine the economic impact of the Trans-Pacific Partnership (TPP) trade agreement which is set to revolutionise international commerce between the signatory nations and how it affects trade exposed businesses. *Note – the TPP is now referred to as the Comprehensive and Progressive Agreement for Trans-Pacific Partnership or TPP-11.*



BILL COLE

National Leader, International Trade and Customs
Melbourne

+61 3 9603 1837
bill.cole@bdo.com.au

MORE INFORMATION

1300 138 991

www.bdo.com.au

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TRANS-TASMAN BUSINESS CIRCLE LUNCH ON EMERGING TECHNOLOGIES

On 27 June 2018 BDO sponsored the Trans-Tasman Business Circle lunch in Melbourne featuring keynote speaker, John Cox, CIO of Australia Post, who discussed the importance of managing and maintaining the public's trust in an era of emerging technologies. Bill introduced John Cox and then used the opportunity to discuss how businesses are grappling with the opportunities and challenges that emerging technologies and data present.



2018 TASMANIAN FREIGHT AND LOGISTICS FORUM ON PLANNING, INFRASTRUCTURE AND INVESTMENT

On 6 July 2018 Bill presented in Tasmania at the 2018 Tasmanian Freight and Logistics Forum held at the Australian Maritime College. The session 'Across Bass Strait' examined future planning, infrastructure investment, constraints, volume trends and was attended by more than 200 importers and exporters, freight forwarders, transport operators and logistics service providers from Australia's largest shippers and all major shipping lines.



BDO AND CBA EVENT ON THE AUSTRALIAN TRUSTED TRADER PROGRAM

On 11 July 2018 BDO participated at a Commonwealth Bank of Australia (CBA) event that took place in Melbourne. The 'Fast track business opportunities - The Australian Trusted Trader (ATT) Program' presentation focussed on the ATT program's criteria, high compliance and security regimes, the World Customs Organisation's SAFE Framework, Recognition Arrangements/Agreements (MRA) countries and regions of strict compliance, Australia's existing FTA partners and benefits available using the ATT program.



AUSTRALIAN BRITISH CHAMBER AND COMMERCE AND WESTERN UNION BREAKFAST SEMINAR ON RISK MANAGEMENT

On 18 September 2018 BDO presented at an Australian British Chamber and Commerce and Western Union breakfast seminar 'Risk Management: Protecting Margins and Boosting Profits' in Melbourne on the changing landscape and risk for international trade. The vulnerability of international trade to interruption due to barriers and impediments imposed by governments at national borders and opportunities to deal with trade regulatory risk was a hot topic.



AUSTRALIAN BRITISH CHAMBER OF COMMERCE EVENING RECEPTION WITH THE UK MINISTER OF STATE FOR TRADE AND EXPORT PROMOTION

On 26 September 2018 Bill and Maria Jockel, BDO's National Migration Services Leader, represented BDO at an Australian British Chamber of Commerce evening reception evening reception with Baroness Fairhead CBE, UK Minister of State for Trade and Export Promotion at the Department for International Trade. With Australia and the UK expected to launch the formal negotiations for a comprehensive trade and investment deal in early 2019, the visit by Baroness Fairhead was timely.



EUROPEAN AUSTRALIAN BUSINESS COUNCIL BOARDROOM FORUM AND LUNCH ON BREXIT

On 27 September 2018 BDO was represented at a European Australian Business Council Boardroom Forum and Lunch with HE Ms Menna Rawlings CMG, British High Commissioner to Australia held in Sydney. High Commissioner Rawlings outlined progress made in the Brexit discussions, opportunities between the UK and other countries including Australia, the success of British companies in Australia and the importance of negotiating a comprehensive FTA with Australia after Brexit.



BDO AND THE AUSTRALIAN INDUSTRY AND DEFENCE NETWORK VICTORIA BRANCH EVENT ON SMES IN THE DEFENCE INDUSTRY

On 16 October 2018 Bill presented at an Australian Industry and Defence Network branch of Victoria event 'Doing Better Business with Defence – SME to SME Insights' in the BDO Melbourne office. He addressed the complexities involved in navigating Australia's defence industry strategy and procurement processes as well as the challenges SMEs operating in the defence industry face. Attendees received a multi-dimensional understanding of Australia's contemporary defence industry, and what it takes to thrive as a supply chain participant.



CBA AND BDO MANUFACTURING & WHOLESALE INDUSTRY UPDATE ON EXPORT MARKETS

On 1 November 2018 BDO hosted a joint industry update in Sydney to 30 CBA and BDO Manufacturing & Wholesale clients featuring two interesting presentations. Firstly, senior CBA economist Kristina Clifton provided an economic update focussed on issues relevant for the sector. This was followed by Bill providing a summary of the latest developments affecting global trade and export markets and how Australian businesses can look to address risks and take advantage of opportunities during a period of significant change. The Manufacturing & Wholesale industry sector was only recently launched at BDO and we look forward to sharing our expertise in this area.



BDO AND TAFE DIRECTORS AUSTRALIA WORKSHOPS ON FREE TRADE AGREEMENTS

Between 7 November 2018 and 22 November 2018 BDO partnered with TAFE Directors Australia to host a series of six workshops that Bill facilitated in Queensland, Victoria, Western Australia and South Australia that were attended by SMEs to inform them that TAFE Directors Australia is partnering with TAFEs across Australia to take advantage of Austrade's FTA Training Provider Grant Program. The workshops also assisted SMEs with understanding how to use, access and benefit from FTAs with China and South Korea.



GRANT OPPORTUNITIES

BDO is collaborating with a variety of industry associations in applying for a range of government grants that will help SMEs with their import/export activities, create opportunities in new markets, boost revenue and participate in global supply chains.

Small and Medium Enterprises Export Hubs Grant: Applications close 21 January 2019

The [Small and Medium Enterprises \(SME\) Export Hubs initiative](#) provides grants from \$150,000 to \$1.5 million to help establish and/or operate SME export hubs in one of six Growth Centre sectors - Advanced Manufacturing, Cyber Security, Food and Agribusiness, Medical Technologies and Pharmaceuticals, Mining Equipment, Technology and Services and Oil, Gas and Energy Resources. The objective of the grant opportunity is to support SME development through facilitation of export opportunities and working with these six Growth Centres. The minimum grant amount is \$150,000 and the maximum grant amount is \$1.5 million. The grant amount will be up to 50% of eligible project costs. The maximum grant period is four years and projects must be completed by 30 June 2022. The grant opportunity will be delivered through a two-stage competitive selection process. Applications close on 21 January 2019 at 5.00pm AEDT.

Free Trade Agreement Market Entry grant: Applications close 16 January 2019

The Free [Trade Agreement Market Entry grant](#) program administered by Austrade aims to assist eligible organisations deliver market entry strategies aimed at helping Australian SMEs and stakeholders access FTA target markets with confidence. Eligible markets under the FTA-ME Grant include China, Japan, Korea, Malaysia, Vietnam, Singapore, Brunei, Canada, Mexico, Chile and Peru. The grant is open to member-based business organisations located in Australia such as chambers of commerce and industry, bilateral business councils and chambers or peak industry/business associations as well as Universities and their associated Institutes and TAFE Colleges. Individual companies cannot apply. The FTA-ME Grant is to be run in both the 2018-19 and 2019-20 financial years. Successful applicants will have 12 months to complete their project. Applicants can apply for funding from:

- ▶ Year 1: Grant funding of \$20,000 - \$80,000 (excluding GST) in the 2018-19 financial year.
- ▶ Year 2: Grant funding of \$20,000 - \$80,000 (excluding GST) in the 2019-20 financial year.

The program is competitive and merit based. The 2018-19 grant round closes on 16 January 2019.

CONTACT BDO FOR ASSISTANCE WITH GRANT APPLICATIONS AND EVENTS

Contact BDO today to discuss opportunities for Bill Cole to either present at your organisation or to organise a partnership between your organisation and BDO to facilitate joint events, forums and workshops. BDO events can be held at any one of BDO's offices around Australia in Sydney, Melbourne, Brisbane, Cairns, Perth, Adelaide and Darwin.

Contact BDO for assistance for applying for either the Small and Medium Enterprises Export Hubs Grant or Free Trade Agreement Market Entry grant. The uptake of FTAs by Australian businesses is intermittent and SMEs have much to gain from utilising the preferential tariffs and other concessions available under FTAs therefore these grants can make a material difference to a business's ability to reach market.

BDO'S INTERNATIONAL TRADE AND CUSTOMS TEAM

BDO's International Trade and Customs team provides cost-effective, practical and value-adding advice to enhance the ability of our clients to exploit opportunities, minimise liabilities and ensure compliance with complex legislative requirements.

BDO offer value to clients by:

- ▶ Harnessing the power of our first class technical knowledge combined with over 40 years of team experience in international trade
- ▶ Leveraging world class international trade networks built within industry, consulting and key government bodies
- ▶ Using proprietary software based analytical tools to efficiently identify and report key client information for procurement and management decision making.

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