

Media Release

The Hon Jaala Pulford MLC

Minister for Employment

Minister for Innovation, Medical Research and the Digital Economy

Minister for Small Business

Acting Minister for Trade



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GLOBAL GATEWAY TO OPPORTUNITIES FOR VICTORIAN EXPORTERS

Victoria's high-performing exporters have been given a recovery boost through the Andrews Labor Government's *Global Gateway Program*, which provides grants of up to \$50,000 for market development activities.

In a record investment in Victoria's exporters, \$8.6 million worth of support has been awarded to more than 185 businesses whose projects will drive Victoria's export growth and safeguard jobs.

Recipients include Bendigo-based Australian Turntable Company, which is looking to market its relocatable construction site turntables to the United States and South American construction industries, and Geelong-headquartered Unigrain which is seeking to promote its oat cereal and pulse products in South East Asian markets.

The *Global Gateway Program* was designed to support established Victorian exporters demonstrating strong performance. On average, total export revenue of successful grant recipients grew by 16 per cent over the past three financial years.

Collectively, the recipients generated more than \$6.3 billion worth of exports in 2019-20 in key industries such as manufacturing, food and beverage, education and training, agriculture and fishing, and professional, scientific and tech services – accounting for 11 per cent of Victoria's total exports.

Victorian exports contribute \$55.4 billion to the Victorian economy and the *Global Gateway Program* is one of three key initiatives in the Labor Government's \$15.7 million *Export Recovery Package* aimed at helping exporters maintain their connection to international markets and diversify into new markets.

In the *Victorian Budget 2020-21*, the Government committed an additional \$16 million to strengthen its trade engagement, led by the Government's network of 23 Trade and Investment offices around the world, and \$33.4 million for the continued support of the state's international education sector.

For more information about the *Global Gateway Program* and the *Export Recovery Package*, including a list of Global Gateway grant recipients, go to global.vic.gov.au.

Quotes attributable to Acting Minister for Trade Jaala Pulford

"Exports are vital to Victoria's economy, and the Global Gateway program is about investing in our leading exporters and helping them to adapt so they can continue to drive growth and grow jobs."

"Victoria's exporters have been resilient throughout an extended period of disruption. We're backing them to continue to break new ground in international markets."

Quote attributable to Australian Turntable Company executive chairman Paul Chapman

"The support from the Global Gateway Program has arrived at exactly the right time for our company – it will help boost the recovery of our export business and further strengthen a proud Australian-made brand."

Quote attributable to Unigrain co-CEO Fiona May

"We welcome this support from the Victorian Government, which will help Unigrain stabilise our retail export sales in the important South East Asia market."

Media contact: Shaun Phillips 0407 553 763 | shaun.phillips@minstaff.vic.gov.au