

30 May 2013

Committee Secretary  
Senate Foreign Affairs, Defence and Trade Legislation Committee  
PO Box 6100  
Parliament House  
CANBERRA ACT 2600

Dear Dr Dermody

**Re: Export Market Development Grants Amendment Bill 2013**

I am writing to express my concerns about the Committee's proposed changes to the EMDG set to take effect from July 2013.

We are an architectural lighting company and are in our 4<sup>th</sup> year of claiming grants. The EMDG has given us the ability to expand our product overseas and we now have a well-established client base in Asia all because of the benefits of this scheme. Currently, we are looking to further expand our products into the European market, the Middle East and beyond. We have completed works in Croatia and Dubai which would not have been possible without the assistance and support received from the EMDG.

The proposed changes to the bill will have a detrimental effect on our business. Whilst I am supportive of the amendment which increases the number of grant years to eight, I want to make it known to the Committee that I strongly disagree with reducing grant assistance related to the USA, Canada and the European Union to five years.

Over the past few years, we have been budgeting and planning promotional activities so as to make inroads into these international markets – all of which will be to no avail if we do not receive the much needed and welcome assistance provided by the EMDG. Just this month our company displayed its products at an international lighting show in London by way of extending our business into the European market. If the new bill is passed, we will not be able to continue consolidating relationships in these new markets. As stated, we rely heavily on EMDG support to assist us in our endeavor to expand our business internationally, especially during the current difficult economic climate.

Please thoughtfully reconsider these changes. I welcome the opportunity to answer any further queries the Committee may have in regards to this matter.

Yours Sincerely,

Peter Kemp  
Managing Director  
Illumination Physics