

Subject: Feedback regarding changes to the EMDG program
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To.

The Committee Secretary
Senate Standing Committees on Rural and Regional Affairs and Transport

Dear Sir or Madam,

I am writing to you to provide feedback on the changes proposed to the EMDG program. Please note we are **NOT** in favor of the changes proposed and would like to support OPTION B i.e. Maintain the status quo.

As a small business we have operated with very limited capital and have grown the business in a very competitive environment globally.

The existing EMDG program has been most helpful to us to slowly craft an export strategy and gain valuable clients overseas and earn the country an excellent source of foreign exchange well in excess of the claims made through the program.

Our business is in the airline and travel industry which as you are aware is decimated in the COVID environment.

Despite this we continue to earn revenue and our turnover from overseas clients is in excess of 50% of the total.

Our business though impacted drastically is however a showcase of resilience that has been built due to the current EMDG program.

We did not start exporting till well into our 3rd or 4th year in business but with the assurance that all our claims would be supported by the existing EMDG program it provided us with a lot of confidence to pursue overseas sales.

If the proposed changes are implemented it will irreparably harm the export potential of the country and also cause a lot of businesses to not focus on exports due to the increased red tape involved and the reduction of benefits.

Whilst the world is going through such a devastating economic situation it would be unconscionable for the government to make such drastic changes to a successful program which has proven time and again that it works and works well.

Why the government would want to damage the success of its own businesses in expanding overseas is beyond my comprehension.

So my recommendation is to please to support Option B and maintain the status quo of the EMDG program.

Thank you.

Best Regards,

Sanjay Shenoy
Founder & CEO

Winners of CAPA's Travel Innovation Award, November 2018



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