



Premier of Queensland's

# Export Awards 2016

## Applicants directory

**TIO** Trade &  
Investment  
Queensland  
AUSTRALIA





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## Winners and Finalist

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### Premier of Queensland's Exporter of the Year Award

**Winner** – SmartCap Technologies

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### Agribusiness Award

For outstanding international success in the field of agricultural products, services or technology, including processed foods and beverages, and the forestry, fisheries and fibres industries.

**Winner** – Stockyard

**Finalists**

- Golden Harvest Grain Exports • Morlife • FarmscanAg •

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### Business Services Award

For outstanding international success in professional business services including legal, accounting, administration and support services, business management, marketing services, franchising and licencing, finance and insurance, market research and translation services.

**Winner** – Ferra Engineering

**Finalists**

- UQ Business School Executive Education • Australian Certified Organic • Populous •

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### Creative Industries Award

For outstanding international success across all creative industries including music and performing arts, film, television and radio, software and interactive content, writing, publishing and print media, architecture, design and visual arts.

**Winner** – Cutting Edge

**Finalists**

- Circa • Populous • Grace Loves Lace •

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### Digital Technologies Award

For outstanding international success in the field of information and communication products, technology or services that are connected with the storage, retrieval, manipulation, transmission or receipt of digital data including software and games.

**Winner** – Opmantek

**Finalists**

- GO1 • Hydric Media • Statseeker •

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# Winners and Finalist

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## E-commerce Award

For outstanding success by an Australian business in selling goods or services to customers overseas via an electronic network.

**Winner** – Grace Loves Lace

**Finalists**

- Halfbrick Studios • Opmantek • Queensland Food Corporation

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## Education & Training Award

For outstanding innovation and international success in the field of education and training services, expertise and curriculum including vocational training.

**Winner** – Cairns College of English & Business

**Finalists**

- Charlton Brown • Aviation Australia • Griffith University •

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## Environmental Solutions Award

For outstanding international success in environmental solutions, clean energy innovation, materials and energy efficiency, waste and water management, green buildings and R&D collaboration.

**Winner** – Aqualuma LED Lighting

**Finalists**

- Tritium • Residue Solutions • Hall Contracting •

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## Health & Biotechnology Award

For outstanding international success in medical, healthcare, biotechnology fields for products, technology, equipment or services.

**Winner** – SmartCap Technologies

**Finalists**

- PharmaData • Rapid Nutrition • Aim Lab Automation Technologies •

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## Manufacturing Award

For outstanding international success by a manufacturer.

**Winner** – Aim Lab Automation Technologies

**Finalists**

- Ferra Engineering • Aqualuma LED Lighting • Evolve Skateboards •

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# Winners and Finalist

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## Minerals, Energy & Related Services Award

For outstanding international success in the production or primary processing of extractive and value-added minerals or energy products, mining equipment, technology and services (METS) to the minerals and energy industries.

**Winner** – Blast Movement Technologies

**Finalists**

- Dynamics G-Ex • Access Innovations • Ensignt •

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## Regional Exporter Award

For outstanding international success by a business whose head office is based in a non-metropolitan location.

**Winner** – Evolve Skateboards

**Finalists**

- Higher Ground Australia • CJ NutraCon • Knotwood •

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**Australian  
BORDER FORCE**

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## Small Business Award

For outstanding international success by any business with total annual sales not exceeding \$5 million.

**Winner** – Typefi Systems

**Finalists**

- Gruntify • FarmscanAg • Residue Solutions •

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# Winners and Finalist

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## Dermot McManus Award for Innovation

This award recognises exporters that have demonstrated innovative solutions in their business field. Innovation can be evident through strategy, production, and/or processes. It is given in honour of the late Mr Dermot McManus, Agent-General and Commissioner, Trade and Investment Queensland Europe office, 1995-2000..

**Winner** – Knotwood

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## Richard Joel Award for Emerging Exporter

This award recognises outstanding export achievement by an enterprise, in any industry, that has been exporting for less than three years. It is given in honour of the late Mr Richard Joel AM, formerly the Chief Executive Officer of the Brisbane City Office of Economic Development and a 2000 Centennial Medal recipient for services in promoting economic development in Brisbane.

**Winner** – Gruntify

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## Tom Burns Award for Women in International Business

This award recognises outstanding export achievement by an enterprise, led by a woman in any industry sector. The award particularly focuses on achievement in international markets, as well as an ongoing commitment to international trade relations. It is given in memory of the late Honourable Tom Burns AO, who made an outstanding contribution to public life in Queensland and was instrumental in developing Queensland's relationships with China and Vietnam.

**Winner** – Queensland Food Corporation

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**Australian Government**  
Department of Foreign Affairs and Trade



# Applicants Directory

## 1ICT Pty Ltd

1iCT is one of Australia's fastest growing Information Technology solution and service providers. Established in Brisbane in 2012 1iCT now has over 100 staff and offices in Asia and Europe. 1iCT provide professional and support services, development and integration of digital solutions to our Australian and international clients. Our clients include Domino's Pizza Enterprises (Australia and Internationally), Telletrac Navman (Australia and Internationally), and Goodstart Early Learning.

1iCT is also the Global Integration and solution partner for a number of disruptive technologies in the "Big Data" and security space. From a world-wide search, 1iCT was successfully recognised and announced as the Global solution provider for RipJar (Data Analytics platforms) and Intelligent Voice (Voice and Video to text). Both technologies are built on artificial intelligence technology stacks and provide solutions for Government organisations, Police departments, Banking/ Finance organisations, Media organisations, Health Care, Retail and Industrial organisations worldwide.

## Access Innovations Pty Ltd

With more than 45 years of industry experience Access Innovations has developed a key focus in combining earthmoving machinery with quality access safety equipment. Through our reputation and superior quality we are now a trusted supplier for leading mining companies, providing safety access systems globally to companies such as Rio Tinto.

Our International agents located in America have created a large marketing presence in the USA, Canada and South America where we have recently concluded a deal of fitting an entire Utah mines fleet with our innovative access systems. We have also received the following:

- Utah Mine USA 2015/16 sales were \$127,000. Further 2015/16 \$2m+ orders quoted are now in the Mine 2016/17 budget plan.
- A contract with PT Newmont of twenty-eight of D10 and D11 dozer access was supplied for Newmont. Winning Global Tender – supplied and installed the units in February 2016 with \$464,190 received in 2015/16 . This major 2015/16 supply coupled with "Preferred Global Supplier Status" for Newmont Global Mining has Access Innovations contracted for \$650,000 supply in 2016/17 with PT Newmont Mine "Batu Hijau" in Sumbawa Island Indonesia.

As the majority of our business is facilitated through word-of-mouth channels our designs have a strong focus on ensuring quality and ingenuity is consistently achieved throughout the board. This is done through ensuring our head director is always present during trial installations, international trade shows and briefing of both on and off-shore staff.

We are currently investing in four research and development programs to further advance the capabilities of our current product range. We are also exploring the implementation of new technologies that will contribute to furthering our success in the Australian and International mining industry.

## AGT FOODS AUSTRALIA

AGT Foods Australia, a division of AGT Foods and Ingredients (TSX:AGT), is a global leader in value-added processing of pulses, staple foods and ingredients for export and domestic markets.

We have a commitment to innovation and drive to constantly improve our facilities and proprietary production technologies, giving us a competitive advantage. Products are also differentiated from other brands through unique packaging designs which strongly represent the product's country of origin.

With 2016 being the International Year of Pulses, our marketing strategy is focused on participating in industry trade shows. We are major sponsors (through our Head office in Canada) of the International Year of Pulses 2016 which we supported with \$50,000 sponsorship. Overall, our goal is to create business relationships designed for the convenience of the buyer, with flexible delivery options and competitive pricing.

This international business success is attributed to the company's commitment to OH&S, food safety, operational excellence, and continued market outperformance.

The company experienced 32.9% growth for the recent financial year with year-on-year growth in quantity shipped.

During FY15/16, AGT Foods Australia have truly demonstrated global leadership in commodities trading, particularly in its recent development of a fully-integrated global enterprise platform.

## Aim Lab Automation Technologies Pty Ltd

ALAT is a privately owned boutique manufacturer of innovative robotic instrumentation used in pathology and industrial laboratories around the world for making the processing of large numbers of incoming samples easier through automation. The company's unique product designs are distinctive in the marketplace and our products are sold through a growing global network of distributors and OEM customers.

With such highly specialised niche products, ALAT's focus is to grow the business internationally and FY16 saw an impressive 66% growth in export sales. This was boosted by the first full year of production of a new "autosampler" which meet projected sales and an expansion of our PathFinder products into 7 new countries. In the same period, ALAT set up a European office and Training Centre and secured a contract for our PathFinder products with a new Chinese distributor.

Moving forward, ALAT has an exciting future with a number of projects on the go including a new product in development along with ongoing programmes to continually improve existing products to extend their market accessibility. A significant proportion of the profitability in FY16 has been reinvested back into the business to increase the R&D and production teams as an investment for future growth.





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## Alt.vfx Pty Ltd

Alt.vfx is a state-of-the-art post-production and visual effects company based in Brisbane.

This multi-million dollar company has collaborated with leading agencies and filmmakers, winning some of the top industry craft awards in the process, including Cannes Lions, D&AD, New York Festival, Spikes Asia, Mobius Awards and many more.

In fact, the company is the most decorated post-production house in the Asia Pacific, with these prestigious awards showcasing how the studio's work has impacted their industry, a true game-changing approach being the key to Alt's ongoing success. The company has quickly established an international reputation built upon the exceptional standard of their work, and as such, has set new standards in a highly competitive and global industry.

Thanks to an incredible growth strategy and an entrepreneurial approach by owners Colin Renshaw and Takeshi Takada, the company has expanded into overseas markets with great success, with exports now accounting for over 40% of their business. As well as opening a Sydney studio to enhance client relationships there, the company recently established Alt Inc USA – a new North American office – part of a global expansion strategy that will also see them open in Asia in 2017.

## Amazing Oils

Amazing Oils, established in 2011, is the leading provider of topical magnesium products in Australia with a strong presence internationally.

Our journey began as a search for alternative pain relief after a family member was diagnosed with an aggressive form of cancer. The response to our product was overwhelming and we grew rapidly over the next two years.

In FY 14/15 we moved our Head Office to a new, larger location in Kuluin (QLD) and began exporting internationally. Now we distribute to approximately 3000 retailers across multiple countries in the Asia-Pacific.

In the last 12 months we have launched a new product in our Skin Range, the Ugly Bits Stick – which is now our best seller, and a new product line, the Recovery Range – recently launched in NZ and soon the US, targeted at the sport and injury market.

We are committed to providing superior products and service, which is demonstrated through our continual market research to find out what our customers want/need that drives our R&D.

We are excited to continue our international growth in the coming year through our planned investments in human resources and new technology, as well as continuing to build relationships with new distributors overseas.

## AMG (QLD) Pty Ltd T/A Aqualuma LED Lighting

AQUALUMA commenced operations in 2004 with the sole mission of developing the world's best and most innovative underwater lighting solutions for the marine industry.

The business built on its success in the marine market and

leveraged its reputation to diversify into providing the world's most innovative and efficient lighting solutions for Commercial and Industrial applications.

This Gold Coast based business is privately owned by two brothers, Carl and Grant Amor. In 2014 the business moved from its original production facility in Helensvale to a new purpose-built state of the art production facility also in Helensvale on a vacant brown-field site. Carl and Grant project managed the build of the new facility, utilising local builders and craftsmen. The establishment of the facility has allowed AQUALUMA to expand its high-tech manufacturing facility and employ 5 additional staff.

AQUALUMA'S dedication to innovation and new technology has expanded its R&D team, focused on designing and developing leading energy-efficient and sustainable lighting solutions for the Commercial and Industrial markets. AQUALUMA'S claim that it manufactures the world's most efficient range of lighting solutions has been independently validated, proving that their products can be as high as 20% more efficient than any global competitor.

The brand's reputation as an innovator in both Marine and Commercial/Industrial markets has grown to the point where it is sought out as a global authority on energy efficient lighting solutions, companies world-wide are now seeking counsel from this Gold Coast privately-owned business on innovative and energy efficient lighting solutions for their businesses.

AQUALUMA'S range of energy efficient lighting solutions can be configured and customised for clients across a range of applications and commercial sectors, clients across 50 countries are utilising its solutions in their factories, warehouses, sporting facilities, mines, offices, shops, yachts, marinas, car parks to name but a few.

## Architectus

Architectus is a leading Queensland design studio that brings together the experience of more than 50 architects, interior architects, urban designers and urban planners. With a strong history across architecture, interior and urban disciplines, Architectus teams have specialist expertise across all industry sectors, on projects from the smallest to largest scale. Significant Queensland projects include the Queensland Gallery of Modern Art and the Queen Elizabeth II Courts of Law. In 2014 we commenced exploration on exporting in the Asia Pacific market, with a specific focus on Papua New Guinea. In January 2015 we were successful in being awarded our first significant project, the Papua New Guinea National Museum & Art Gallery Refurbishment and new 30 Year Master Plan. The refurbishment was completed in September for the 75th Anniversary of PNG's celebration of Independence.

This project and our continued effort in the Asia Pacific region has seen further commission with the Lae School of Nursing currently under construction and work undertaken on the Angau Hospital Master Plan. In 2015 Architectus has expanded its exploration of international markets and is rigorously pursuing project opportunities in India. Architectus believes enormous opportunity exists for exporting our expertise in subtropical design across the Asia Pacific Region.





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## **AustraBlend Pty Ltd**

Michael Farrar, the proprietor of the companies AustraHort Pty Limited and AustraBlend Pty Ltd has been travelling to the Middle East since 1975, first selling Australian frozen and chilled meats and offal to countries of the region and since 1981, in the name of AustraHort, selling horticultural seeds including tree, shrub, grass and flower seeds.

Being aware of the acute regional water shortage and the high reliance on imported foods and other inputs, ten years ago we began our search for a means of water conservation that would permit economically sustainable food production and contribute to the regions improved food security. This search and inquiry initially focused on nutrient sources derived from by products of sugar production however, we ultimately found, after considerable time and expense including living in the region for seven months, that the extreme weather conditions dissipated the nutrients and benefits of our product very quickly thus rendering it un economic.

In 2009 we began focusing on 'permanence' which led us to what has become the product AustraBlend@Multi Mineral Soil Conditioner, an organic mineral root zone conditioner mined in Queensland possessed of many attributes including a high levels of permanence in the environment, high cation exchange counts, valuable trace elements and a very good water holding capacity all essential elements to health plant growth.

## **Australia Pacific LNG Pty Limited**

Australia Pacific LNG is a natural gas business in Queensland, producing coal seam gas (CSG) and converting it to liquefied natural gas (LNG). It is an incorporated joint venture between Origin Energy (37.5%), ConocoPhillips (37.5%) and Sinopec (25%). When full production is reached at the end of 2016, we expect to have the capacity to produce 9mtpa of LNG for export.

2015/16 was a pivotal year for Australia Pacific LNG with the commencement of commercial export operations. Our first export from our LNG facility builds upon our position as supplier of 20% of Eastern Australia's domestic gas needs. Following five years of project construction, we have become the largest producer of natural gas in Eastern Australia, delivering a reliable energy source to customers in Australia and Asia.

At 30 June 2016, we had delivered 27 LNG shipments to international customers. Our commitment to international business is demonstrated by the establishment of long-term, 20 year contracts with customers Sinopec and Kansai Electric. We have sold surplus cargoes on the spot market to customers in Korea, Singapore, Mexico and Argentina.

These activities demonstrate the important role our business plays in delivering a cleaner form of energy to the global market.

## **Australian Certified Organic**

Australian Certified Organic (ACO) is Australia's largest organic certification company. ACO is an independent subsidiary of

Australian Organic, responsible for the certification of organic foods and fibres, and was set up in 2001 to distinctly separate the task of certifying and regulating organic products from that of promotion of the industry and representing the industry's interests to government.

Australian Certified Organic is the first and only company in Australia to offer 24 hour access to an online uploading system for organic produce certificates (export certificates). In order to provide export market access for its clients, ACO has partnerships with international accreditation services including the US, China, Europe, Japan, South Korea, Canada, Switzerland, Taiwan and more. This provides clients the ability and access to export their certified organic products to countries around the world.

ACO's primary international services focus primarily on creating market access for our clients as well as building our client base in markets around the world.

## **Australian Multicultural Education Centre (AMEC)**

AMEC initiates its business from introducing overseas students to come to Australia for their higher educations. The business takes on with variety related services including but not limit to accounting, legal advice and student settling services. Since 2005, AMEC has successfully assist more than 25,000 overseas students and new migrants from over 30 countries to gain language proficiency, student visas and entry-level qualifications to study, migrate and invest into Australia.

Professionalism has enabled the significant development of Australian Multicultural Education Centre ("AMEC").

Since the announcement of the opening of AMEC's IELTS 7 Language School in 2012, AMEC has attracted the most reputable IELTS teachers across the Queensland; on the visa services part, obtained the MARA license in Master of Migration Law.

AMEC has achieved the highest-level qualifications in the field of visa application, has developed considerable physical networks and established partnerships with more than 500 overseas cooperating platforms. Moreover, AMEC set up branches in Taiwan, Hong Kong, Shenzhen in overseas, and develop Gold Coast, Waterford more regional area projects for the business.

## **Australian Organic Meats**

The Australian Organic Meats Group was formed in 2011 to facilitate expansion of the supply of organic beef in response to rapidly expanding international customer demand. It became apparent to the directors, both of whom are founders of the Australian organic industry, that the Australian beef sector was not responding adequately to global organic market signals.

With encouragement from key US and Asian customers, the AOM Group was formed, and launched into a rapid 5 year expansion program. Years 1-4 have seen a steep growth phase with annual sales growth between 50-75%. Year 5 has seen a consolidation of the business as we re-invest and plan our next growth phase. We are committed to encouraging



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the best environmental stewardship and ensuring our farmers are rewarded through fair returns. This is achieved by fair prices for our export customers set in a direct and transparent way. It is very exciting to bring international clients to the table to work openly with organic beef producers. This gives a culture of achievement, recognition, ethical business, and allows our farmers to confidently build successful businesses and succession plans. We are passionate about changing Australian agriculture one farm at a time. The AOM Group supply chain is an example of a new style of agribusiness characterised by farmers directly managing and communicating with end users in a connected world.

## Aviation Australia Pty Ltd

Aviation Australia (AA) delivers internationally recognised aviation training in both Australian and International markets. Our graduates are trained to the highest of standards and gain employment working on the most advanced aircraft in the world.

AA is the only training organisation in Australia that provides students with aircraft engineering qualifications recognised by Aviation Airworthiness Authorities in Australia, Europe and the Middle East.

We are ISO 9001 compliant and our world-class facilities and courseware position AA as a supplier of choice to the international aviation industry.

We are a worthy candidate for the 2016 Export awards, as our high quality training has resulted in:

- winning a worldwide tender as the preferred training provider for Aircraft Maintenance Engineering training to the Saudi government;
- establishment of the Aviation Australia College in Riyadh, Saudi Arabia;
- expansion into the SE Asia region, with training facilities in Malaysia and China;
- partnerships with over 60 airlines/aerospace companies, governments, defence forces and regulatory authorities worldwide; and
- growth in the South Pacific including the development of a cadet program with Air Niugini/Hawker Pacific.

Expansion into international markets has not only resulted in \$13.1M contribution to the Queensland economy in FY16, but has contributed to aviation safety worldwide.

## Bean Ninjas

Bean Ninjas is an international business based on the Gold Coast, Australia. We specialise in bookkeeping for online businesses using Xero. Over the last 12 months we've launched in the United States, Canada, New Zealand and the United Kingdom.

We are recognised experts in our niche (bookkeeping for online businesses) and customers love us for our:

- Fixed fee packages (no surprises)
- Speedy support (average response times are less than 24 hours)

- Accurate bookkeeping (all work is reviewed by a team leader and our bookkeepers are experts in bookkeeping for online businesses)

We have a team of 7 bookkeepers based in Australia, the US and UK. We have embraced cloud technology and our entire team work remotely. This means our team members can work from anywhere in the world. Our team love combining an exciting career with a flexible lifestyle.

We are regularly interviewed on podcasts in Australia and the US and one of our co-founders Meryl has been invited to be a panellist at Xerocon Uni Day.

## Blast Movement Technologies Pty Ltd

Blast Movement Technology's (BMT) core business is built around our patented method of measuring the movement of rock that occurs during blasting. Mines need to track valuable ore before and after the blast. Not knowing the post blast location will result in them literally throwing away millions of dollars of profit. Our BMM solution is fast becoming standard practice in most open cut gold mines around the globe. BMT operations include manufacturing, R&D, consulting, training and software development.

BMT has achieved ~14% revenue growth from international sales year-on-year from regions like West Africa, Russia and Finland.

- Export revenue increased from \$9mil to \$10.3mil during FY16
- In FY16, 84% of revenue derived from exports, up 7% from FY15

We implemented a new "go to market" model by employing professional sales experts in Australia, Chile and Finland. We re-branded by changing our logo, tag line and web page. We appointed an agent in Chile, attended Expomin and opened an office in Denver. We will open an office in Ghana during FY17 to service the African market. Our sales and export highlights for FY16 are:

- Revenue kept stable despite the global downturn in mining
- New customers are up by 15%
- 97% Customer retention
- Net Prompter Score of 90%

We are exporting to 31 countries to date. We plan to add an additional 4 staff in FY17 to maintain planned growth.

## Cairns College of English & Business

Cairns College of English and Business (CCEB) is a leading independent and internationally recognised education provider based in Cairns. We attract travelling students from around the globe who are keen to enhance their English language, vocational and business learning while gaining employability skills and practical experience even as they explore North Queensland's scenic spots. In our five years of operation, we have educated more than 5,000 international students. Our courses are fully accredited by leading education regulatory authorities including NEAS, ASQA and CRICOS. We are also member of many industry associations including ACPET, IALC and Study Cairns, among others.



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Furthermore, these courses are imparted by qualified educators who embody Cairns reputation as Australia's friendliest city. In addition, CCEB provides a fantastic learning environment with best-in-class learning facilities and an integrated social program that puts Cairns as a must-visit destination on the global map for travelling students.

CCEB is extremely popular with travelling students from Asia, Europe and Latin America, with our biggest markets being Switzerland and Japan. Over recent years, our brand has grown stronger in China, Brazil, Czech Republic and Hong Kong. Our business is built on a strong network of reputable agent partners who are chosen carefully to represent the school's brand in our various markets. We invest heavily in upskilling our staff, improving facilities and providing product training for agents globally. Research and development is a huge focus for us, and the successful launch of our fully-accredited Advanced Diploma of Management course this year is testament to that.

## Canterbury College

Canterbury College, established in 1987 is an independent, coeducational Kindergarten to Year 12 College inspiring students to achieve their full potential in a vibrant and supportive environment.

The College has achieved exceptional growth in education exports whilst still managing a strong focus on domestic markets. The College is successfully competing with national and international suppliers whose products are geographically closer and at lesser cost.

In 2015-2016 there was a diversification into new markets into South East Asia including Indonesia, Thailand, India and Western China with new products; as well as strong interest from markets in Europe and South America.

The College further established its brand identity, building new relationships with a culturally specific marketing focus aiming for a consolidated market with a strong emphasis on the acceptance of diversity.

Canterbury increased the international student intake with increased revenue from different product streams.

[www.canterbury.qld.edu.au](http://www.canterbury.qld.edu.au)

## CHARLTON BROWN

CHARLTON BROWN is a leading Australian Registered Training Organisation (RTO) that delivers industry recognised training in child care, community services, aged care, youth work, welfare, youth justice, and disability care.

In 2003, CHARLTON BROWN expanded its operations to Asia where there was an opportunity to improve the standard of education and training.

CHARLTON BROWN now exports training and education to more than 20 countries across the globe and has led the way in transnational education through licensing arrangements with existing offshore colleges in Indonesia, Malaysia, Philippines, China, Japan and Sri Lanka.

Today, CHARLTON BROWN has over 2,000 students enrolled

in its courses (onshore and offshore) and was Australia's 2015 International Training Provider of the Year at the Federal Government's Australian Training Awards.

CHARLTON BROWN continues to promote international engagement through the promotion of working holiday programs, customised Study Tours and the CHARLTON BROWN Foundation's Global Linkages volunteering program.

In April 2016 CHARLTON BROWN was invited to host the international Global Welfare Summit at the Gold Coast after CEO Kay Ganley attended and spoke at the 2013 Summit in Japan. The Summit brought together delegates from eight different countries and fostered relationships that have seen the establishment of cross-border, collaborative solutions to address the increasing global ageing population.

## Chinadirect Sourcing Pty Ltd

Based out of both West End in the inner-south of Brisbane and two offices located in Southern China, ChinaDirect Sourcing is committed to providing Australian exporters with customised assistance in their efforts to export goods to China.

ChinaDirect Sourcing has a strong focus on customer segmentation, technology and tailored marketing solutions. Our expertise has been recognised by numerous award-giving bodies, including the Telstra Business Awards, where we were adjudged finalists several times since 2009. This recognition is a testament to our innovative and customer oriented approach.

Recently we have focused more heavily on higher-demand consumer goods in China, with a more aggressive promotional strategy through consumer-based platforms like WeChat. This has led to significant growth across a wide variety of products and brands.

ChinaDirect Sourcing aims to continue these gains into the future. We will constantly seek promising businesses in Australia that have a high potential for acceptance in the Chinese market.

## Circa Contemporary Circus

From its base in Brisbane, Circa has emerged as one of Queensland's leading performing arts companies – performing over 400 shows to over 140,000 audience members in 15 countries each year.

The intensity of Circa's creation (at least five new shows a year) is matched by its touring (over 55 weeks a year internationally). Circa employs a full time ensemble of 25 Brisbane-based artists under the direction of contemporary circus visionary Yaron Lifschitz.

In 2015/2016, Circa earned over \$2.5million through international sales.

Key achievements in 2015/16 include:

- Commissioned to create "Depart" for London International Theatre Festival – a site specific creation set in a cemetery in London featuring electronic music and community performers
- Significant international seasons including at BAM in New





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York, Hong Kong International Arts Festival, and the Barbican (London)

- Extensive touring through the USA (11 weeks), UK (23 weeks), and a 6 month season in Berlin
- Creating the season launch for Scene des Nationale in Montbelliard with a strong community engagement focus involving 100 community participants in an immersive performance.

## CJ NutraCon Pty Ltd

CJ NutraCon (CJNC) started as a concept in South Korea in the mid 90's, after realising the potential for its products globally the first manufacturing plant was built in the USA. CJNC relocated to Toowoomba due to the 2003 outbreak of BSE in the United States and opened the current facility in 2006. CJNC celebrated it's 10th anniversary in Australia this year and now has become one of the largest global beef bone and beef meat stock producers. Products are produced for a fast growing convenience market with benefits to the food service industry and the consumer. CJNC is a diverse and flexible company and promotes its product internationally through its global network.

CJNC has enjoyed 20% growth last year by scoring a major contract with one of South Korea's biggest noodle manufacturers, this was only possible through its established reputation for providing a clean, healthy and disease free product.

Flexibility in production and alignment to a global network allows CJNC to produce and deliver products that are greatly superior to its competitors. The diverse nature and commitment to excellence has assisted CJNC to enter into new markets creating great partnerships resulting in long term contracts.

## Coaching Condors

Coaching Condors is a Brisbane based International Education Agency providing support in sourcing educational and employment opportunities for international students and migrants. This support is complemented with the value added coaching sessions to develop students both personally and professionally.

Our director, Angela Parra, identified a need to inspire international students, motivate them to achieve their goals and connect them with the correct networks. Consequently, Coaching Condors was established in August 2010.

We have developed a package that will empower and motivate international students which encompass English support, work experience and coaching sessions. Our key milestones have been successfully assisting clients to find work in the professional environment.

Our service empowers students from all part of the world including Korea, India, Europe, Brazil, Latin America and Turkey. Coaching Condor's biggest market is the Latin-American market which includes Colombia, Brazil, Mexico, Peru, and Chile.

Our marketing strategy heavily relies on positive word of

mouth and testimonials which have ultimately resulted in a 500% growth in coaching services to students since 2015.

## Cutting Edge Post PTYL

Cutting Edge Group are seeing the fruits of past planning and investment, and have been experiencing huge growth in export sales over the past 12 months. Forty percent of sales are reported to have come from overseas markets across the group (more than \$14M), which is a 22 percent increase over the previous year. This is due to a sustained investment in marketing, personal sales and relationship building with key international clients, supported by a constant presence in overseas markets.

The business has secured greater sales across China thanks to investment in the regional Tokyo office. The office has expanded to include increase business development and production specialists whose role it has been to secure sales across Japan and China. This team has been uniquely placed to capitalise on opportunities across the region allowing the Cutting Edge Group to secure diverse projects including feature films and television commercials for the Australian studios.

Continued investment and innovation in production processes and equipment has placed the firm as a world-leading content provider, post-production facility and factual television production partner. With a strong history of quality delivery the firm is continuing to build its international presence across the breadth of their service offering. They are experience increased demand for their services across markets completing multiple factual television series, US television series, international 10 feature films, and more than 20 television commercials.

## Diego's Authentic Foods

Diego's Authentic Foods story begins in the international arena. It is one of passion for a blend of Californian and Mexican Foods, when an Aussie bloke named Colin met a California girl named Deann. The healthy life style of Southern California and Baja Mexico that they shared is the foundation of Diego's grassroots family business.

Colin and Deann identified a gap in the Australian market for authentic healthy Mexican foods. Global food trends show enormous and continued growth in demand for healthy and convenient food choices, especially those that meet niche market needs such as gluten free, vegetarian and vegan, allergen friendly and provide weight management solutions. Diego's products tick all these boxes.

These trends have seen the company experience 19% growth in 2015/16 in international markets, underpinning their strategy of diversifying into high growth and emerging markets to build their business while minimising risk.

This growth has been supported by their ongoing commitment to research and development of foods addressing global demand for healthier food options and upgrading their plant and equipment to build capacity, lower operational overheads and build competitiveness.



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## Dynamics G-Ex

Dynamics G-Ex is a family owned and operated business that designs and manufactures superior exploration, mining and geological supplies. Currently exporting to more than 20 countries we are excited to continue our expansion into new markets through our relationship focused marketing strategy.

We pride ourselves on our innovative designs that increase efficiency and benefit our end users. Our flagship product, the Discoverer Core Trays, are our best selling product and to support their popularity we launched a website specifically for them.

Our export sales have grown by 180% in the last 12 months and we are working hard to continue this growth by maintaining our good reputation and high credibility, being involved in our industry, forging positive and lucrative relationships, and continuing our research and development to foster innovation.

We look forward to the next 12 months as we launch our new Discoverer Core Trays Series 3, continue to expand in our American and Canadian markets, expand into new markets (currently our focus is South America) and integrate new digital marketing tools into our marketing mix.

## ECO. Modern essentials

Natalie Group have been pioneers in providing natural skincare to empower women since 1987 under two iconic brands – NAT. and ECO. Modern essentials. In 2009, current CEO, Claire Mitchell, acquired and transformed the company into an international success for their champion ECO. brand.

Natalie Group embodies women who are engaged with their world; are active, healthy and love to look after themselves with natural, local and organic products. We are proud to be environmental friendly with all products containing at least 95% natural and organic ingredients.

Our organisation has achieved exceptional growth in many developed markets, including US, Canada, UK, China, New Zealand, Middle East, Singapore, Japan, Hong Kong, Sweden, and Denmark.

Our primary form of marketing is through engagement in international trade shows and social media marketing. We have invested greatly in partnering with leading brands and influencers to grow Natalie Group's ECO. brand online presence and in return, online sales. Increased marketing investment has had an immediate effect on revenue generated from exporting activities, which now accounts for 68% of total revenue and yielded 42% growth in export revenue in the past 12 months.

The company's year-on-year growth is a result Natalie Group's direct investment towards its staff, maintaining strong relationships with suppliers, and establishing strategic distribution channels.

## Ensignt (Pty) Ltd

Ensignt is a multi-award winning energy design practice delivering transformational energy cost reduction programs to the energy intensive industry, particularly in the mining and resources sectors.

Our goal is to make the greatest possible global impact by addressing the environmental issues associated with energy use. We do this by working with the biggest energy users in the world to fundamentally change the way they use energy more profitably.

We are proud to have worked with some of the largest global companies in mining, including Chevron and John Holland to implement transformational change in the way they use energy, save energy, and reduce carbon emissions cost.

The Ensignt flagship service is its unique Energy Leadership Program ® – a customised on-site program for companies looking to reduce carbon emissions, save costs and boost profits.

In support of our vision to create an abundant future, Ensignt has captured over half a million MWh of energy savings and achieved more than US\$ 40.6 million dollars in energy costs reductions with a nett carbon emission reduction of 270 000 tonnes.

## Evolve Skateboards Pty Ltd

Evolve Skateboards is a Gold Coast-based designer, manufacturer and retailer of electric skateboards. Since launching our business in 2011 (after years of planning and design) we have grown rapidly and our products are now sold in 30 different countries around the world, through a network of 12 distributors. Our revenue has grown from \$60,000 in 2011 to approximately \$5.5 million in this financial year with major growth forecast for the year ahead on the back of our global launch of our latest range of boards which sold out around the world in less than 24 hours (with combined international sales for launch day exceeding \$1 million AUD).

Most of our sales are completed through our websites in Australia and overseas, however we are now expanding into international retail chains with established key flagship retailers being our focus for 2015/16.

Our customers are largely technologically savvy, well-paid people between 25 and 50, who use our electric skateboards for both recreation and commuter purposes. Our clients and ambassadors include Red Bull sky diver Felix Baumgartner, US television personalities Conan O'Brien, Ruby Rose and Vin Diesel, US base jumper Jeb Corliss, Pirates of the Caribbean Executive Producer Chad Oman and several Olympians.

## FarmscanAg Pty Ltd

Farmscan Ag is the only wholly Australian-owned precision agriculture design, manufacture and solutions provider specialising in auto-steering technologies and sophisticated GPS controllers for spraying, seeding, and spreading applications.

Our products are continuing to gain international recognition with expanding operations in New Zealand, Europe, North America, South America, China and South Africa.

The company sustained their presence in the international market and has attracted the likes of other industrial applications, including applying their auto-steering technology to remediate environments polluted by the mining industry.



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Farmscan Ag continues to focus heavily in research and development (R&D) and has invested in two additional full-time staff to pursue growth in the market.

In FY15/16, the company achieved significant foreign direct investment by establishing a UK subsidiary in Cambridge, United Kingdom. Farmscan Ag have developed relationships with UK Trade and Investment, AgriTech East Group, and TIQ in London. The company aims to grow organically within the market and will procure labor both locally and from the Australian group in response to sales growth in Europe and the UK..

A key element of our marketing strategy is to build global awareness through the engagement in industry relevant trade shows hosted in international markets.

Our relationship with Austrade and Trade and Investment Queensland (TIQ) has helped us to build a strong presence with international markets.

Farmscan Ag has focused much of its marketing energy in international markets and now derives 16% of its revenue outside Australia with New Zealand, China, Brazil and Europe amongst our key export markets.

## **Ferra Engineering Pty Ltd**

Ferra Engineering Pty Ltd (Ferra) is a privately owned local company which has transformed from servicing the local metal manufacturing industry into a globally recognised leader in the supply of Aerospace and Defence systems. Ferra's vision of being "First Choice Partners of the World's Best" has been the driving force behind achieving this status.

A key component of Ferra's success in remaining competitive and sustainable in international markets is the continuous investment in research and development by the company. This has allowed Ferra to remain a world leader in lean manufacturing processes. During FY-2016 exports have increased from 94% to 96% of overall business revenue even though sales to the Australian market increased by 15% in the same period.

The company specialises in the design, manufacture, assembly and testing of aerospace structures and subsystems. Ferra creates and provides value to a number of global aerospace customers both in the civil and military fields. Successful deliveries to the aerospace export markets have resulted in new opportunities to become involved in the design as well as manufacture of aerospace systems.

Ferra's continued persistence on innovation, quality and customer focus has proved to be a game changer with the company expecting increasing levels of global export opportunities until 2021. This will benefit not only Ferra but will provide opportunities for the Australian aerospace supply chain as a whole.

## **Four Cow Farm**

Four Cow Farm began in response to a case of infant eczema. Whilst developing a treatment, our founder researched the regional incidence of eczema and found that Singapore was an "eczema hotspot". Our very first order thus was an

export and we've continued to focus on export markets ever since. Further research revealed that young mothers in East and South East Asia spend an extraordinary proportion of their disposable income on their infants and also have an exceptionally high awareness of product contents, focusing on natural and organic formulations. Hence this region became our target market and continues to be so.

Today, Four Cow Farm produces a range of natural and organic skincare products for infants and new mothers. Since becoming an Australian Certified Organic producer in 2015, our range has expanded to include skincare products especially formulated for new mothers and mothers-to-be.

Our main markets, in order, are now Singapore, South Korea, the U.A.E., Australia, Malaysia, Hong Kong and Taiwan.

## **Fraser Coast Anglican College**

Fraser Coast Anglican College is a co-educational school for Kindergarten to Year 12 students in Hervey Bay. The College offers a high quality learning environment that enriches each student's body, mind and spirit.

Since 2014, the focus of the International department has been increasing the number of Full Fee Paying Overseas Student (FFPOS) enrolments with an increase in international student numbers by over 40 per cent in that time. Given the myriad benefits of increasing the number of long term students, the department will continue its focus on furthering the growth of FFPOS students in the coming years.

Our short term study tours have been running for the past decade with profits increasing over the past two years. 2016 is on track to generate the second highest Study Tour profit in the department's 15-year history. In 2016, 445 international students and teachers will visit FCAC through the short term study tour program.

Principal Leisa Harper, who commenced in January 2013, is dedicated not only to the recruitment of international students, but to providing an exceptional level of care and support to ensure they succeed in their Australian studies. This has been an important factor in the department's recent success.

## **GO1 Pty Ltd**

GO1 has the world's largest marketplace of training and education with over 100,000 courses available. We use this to provide businesses an intuitive portal to run their staff on-boarding and compliance training. This is done through GO1's online training platform which is provided as a Software as a Service offering. Over the last 24 months, GO1 has undergone significant growth, and is one of only three Australian companies to come through the Y Combinator accelerator program where alumni include the likes of Airbnb and Dropbox. Over the last 12 months GO1 has grown its online training revenue approximately 20% month on month (i.e. 9x growth in the last year). GO1's international customer base includes Oxford University, the Malaysia Government, and many corporate clients.





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## Golden Harvest Grain Exports Pty Ltd

Based out of Coopers Plains on Brisbane's south, Golden Harvest Grain Exports Pty Ltd specialises in Australia wide sourcing of pulses, splits, and coarse grains that are exported worldwide.

With a strong focus on quality we constantly strive to achieve better sourcing standards, more efficient logistics and more reliable suppliers resulting in an increase in sales in the last year by 28%.

We have moved into a cloud environment for all our applications and enabling us to move away from limitations imposed by physical location.

To manage risk, we receive full payment before releasing the shipment and actively manage our foreign exchange exposure with hedging. We maintain a network of local agents to ensure we are aware of supply and demand influences in our markets as well as political issues that may impact.

Through successful relationships we have secured a strong reputation in the world markets as a reliable exporter of quality products and service, we continually engage in extensive market research, trading, financial analysis, and intelligent buying to ensure that quality and competitiveness is at the highest possible level.

Our premium produce has been exported since 2010 into many countries in Asia Europe and the Middle East.

## Grace Loves Lace

Grace Loves Lace launched in 2011, after founder Megan Ziems noticed a massive gap in the International and local bridal market whilst searching for her own wedding gown.

The industry was stale, traditional, there was a "uniform" that brides expected to wear. There was no individual style or creativity. The quality was lacking, the prices were extortionate and brides were uninspired.

We were the first to introduce unique designs, making luxury wearable and accessible -online- for bride-to-be's that dreamt of something more, something special, something they knew they wanted but didn't know how to get.

Fast-forward to 2016, GLL has experienced massive growth-growing by 300% every year from the first 3 years and sustaining in excess of 100% per annum since. Every Grace collection is planned and ethically manufactured in-house, in Australia, by a team of uncompromising production staff. The iconic optimistic Australian aesthetic is inherent in all of the dresses.

We now have a permanent showroom in Abbot Kinney, Los Angeles, sell worldwide, hold Concierge sales events worldwide, have a cult-like following and celebrate owning "The Worlds Most Pinned Wedding Dress on Pinterest" (over 2.5 million pins).

## Griffith University

Griffith University's International Business Development Unit (IBDU) delivers development assistance projects for donor agencies such as DFAT's Australian Aid program, Asian Development Bank (ADB), and UNICEF, and provides professional training, specialised short courses

and customised English language programs for foreign governments, international institutions and organisations. IBDU capitalises on the substantial and diverse academic strengths of the University and aligns these with the capacity development needs of overseas governments and aid agencies to contribute to the achievement of sustainable development goals (SDGs), with particular focus on the Asia-Pacific region. The University's delivery of aid and government-funded programs is focussed on developing future leaders in the region and promoting the University and Queensland more broadly, to program participants who have influence in their home countries and organisations.

In the past year, IBDU has delivered 72 programs to 1,136 participants from countries including Japan, Korea, China, Vietnam, Indonesia, Sri Lanka, Timor Leste, Mongolia, Melanesia and a number of Pacific Island nations. This has generated income of more than \$5 million, an increase of 25% on the prior year. The most significant market expansion has been into the Pacific region. IBDU has worked with the Griffith Climate Change Response Program team to deliver a DFAT-funded Government Partnerships for Development (GFPD) multi-year project, iCLIM: Supporting the regional management of climate change information in the Pacific.

## Gruntify

Gruntify is known as "Instagram for business". It is a mobile-to-web data capture and management platform, provided to clients as a white-labelled product – customisable for use in the government, utilities, healthcare, conservation industries and more.

Quick capture of photos, videos, audio and data entry forms into the app is sent in real-time to the web-based data management platform. Data visualisation, mapping and workflows make analysis, collaboration and decision-making a breeze.

Gruntify's HQ is based in Brisbane and we have Queensland-based flagship clients in state government, local government and NGOs; but we are growing fast, into markets including the Middle East, South America, North America and Europe.

## Halfbrick Studios

Fifteen years after its inception, Halfbrick remains a global leader in the competitive and fast-moving business environment that is mobile games. Halfbrick has been able to weather the 'app-ocalypse' of recent years. In particular, 2015-16 saw the app market mature further with a handful of larger developers dominating the app store and the rest struggling for attention.

Halfbrick sustained healthy revenues over the past year by leveraging its 100 million monthly active players to build a valuable advertising business. The company increased its advertising revenues rapidly over 2015-16 providing it with a strong competitive advantage in an increasingly tough market.

Despite Halfbrick's growing value to international advertisers seeking mobile reach, the team retains its 'indie' soul with a focus first and foremost on the fans. In 2016, Halfbrick stands in a better position than ever to deliver bite-sized moments of joy throughout the day, every single day.



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## Hall Contracting Pty Ltd

Hall Contracting Pty Ltd is an Australian-owned and operated dredging, civil and marine construction company. Headquartered at the Sunshine Coast, Hall Contracting has historically worked in the Australian market carrying out projects around the country. These projects have included creating and maintaining ports and harbours, mining tailings dams clean ups and residential canal estates using its fleet of cutter suction dredges.

In response to a slowing Australian market which slumped off the back of the resources downturn, Hall Contracting has expanded its markets to include South East Asia and the Pacific Islands, and diversified into climate change adaptation solutions including flood mitigation dredging in Fiji and coastal protection and resilience in low-lying Pacific nations.

Hall Contracting is at the leading edge of the climate change adaptation market and has beaten the larger European, Chinese and American companies into the region. By identifying projects and working with leading consulting engineering firms such as AECOM and Calibre, Hall has been able to offer a one-stop shop.

Hall is driven by a strong commitment to providing every client with a first-rate experience. Most importantly, we always deliver on what we say we are going to do, we pride ourselves on offering a straightforward and stress-free experience, and we actively seek out projects which others find too remote or too difficult.

## Higherground Group Pty Ltd

Higher Ground's international expansion began in 2008; it has since become one of the most recognised leaders in experiential learning and outdoor education in the world. We are passionate about creating unique learning experiences for students from all around the world, particularly within the Asia region.

At Higher Ground we are driven by the passion of "creating the freedom to learn" and committed to delivering our 3 core objectives:

1. Developing confident individuals; who are
2. Lifelong learners; and
3. Responsible global citizens

We work with approximately 15,000 students per year, both in Australia and overseas. We deliver tailored programmes for Hong Kong, South Korea, Singapore and China, and we're currently building relationships and opportunities within Japan. Our international student participation has increased by 66.8% in the last 12 months and we expect it to continue to grow through our expanding relationships in Asia.

Higher Ground is committed to industry development and encourages change through our membership in the Association of Experiential Education in America and conference speaking engagements e.g. Second Asia Pacific Conference for Adolescent Success in Singapore.

We also look forward to new business opportunities to work in a consultancy capacity for China's developing experiential education industry.

## Hydric Media Pty Ltd

Hydric Media is a privately-owned technology studio, specialising in music technology. The company was founded in 2012 by Eoin McCarthy and David Lowry, with a specific focus on servicing the US market. It provides premium consumer facing creative and technology solutions for some of the world's most recognisable brands including Bose, MTV, Sony and Spotify. With the overwhelming demand for high quality, beautiful and innovative app development in the US, Hydric Media has leveraged the amazing talent that Australia has to offer, providing great results at very competitive market rates. With a recent feature in the Apple App Store, and write-ups in Techcrunch and Lifehacker, Hydric Media continues to make a lasting impression in the US market.

## Hydrobiology

Hydrobiology is an Australian environmental consulting company with a strong track record and forward commitment to export of scientific consulting services to an extensive client base. The company's focus is technical excellence and high level scientific expertise, delivered within a commercial framework, providing our clients with the best possible understanding of environmental risk for their environmental and impact management needs. These services are underpinned by investment in state-of-the-art monitoring equipment and support systems, and by ensuring senior staff are heavily involved in providing client services. In January 2011 the Queensland office was severely damaged by the Brisbane floods and the end of the mining boom compounded our challenges. It was a testament to the depth and strength of the company that it was able to continue to provide service to its overseas clients whilst funding a very significant rebuild of its offices. In 2015 we refocused on our export market, providing expert environmental advisory services to existing clients in PNG and Southeast Asia, while a significant new body of work developed in South America. During 2015 we continued to explore business opportunities in Europe and maintained a worldwide international profile through our professional society affiliations.

## International Protein Pty Ltd

International Protein is a privately owned company specializing in sports nutrition products including protein powders, amino acid based supplements and more general nutrition high protein foods. Founded in 2001 by Christine Envall, who at the time was Australia's only professional women's bodybuilder as well as a qualified Food Scientist, and her business partner Troy Bremner, a marketing entrepreneur heavily involved in the Australian Bodybuilding industry.

International Protein has grown to be Australia's largest 'home grown' protein powder brand, based on its great tasting, high quality, 'non-fad' formulations that have stood the test of time in an industry that constantly searches for the 'latest' miracle potion.

In 2014 International Protein set the goal of becoming truly "international" and embarked on the process of getting export registration for dairy products, as the majority of their products are based on dairy whey. 2015/16 has seen this project come to fruition with export sales directly to the USA & Canada,



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and through strategic partnerships with specialist nutrition distributors have achieved export sales in the South Pacific & Asia, and registrations in process in the Middle East, putting them in a great export position in the coming months.

## **KAB Seating Pty Ltd**

KAB Seating Pty Ltd National Office is based in Acacia Ridge, Brisbane. We are a highly innovative seating solutions manufacturer with over 30 years in operation and manufacturing based in Sydney Australia.

KAB Seating Pty Ltd specializes in seating solutions to reduce fatigue, increase safety and enhance driver and passenger performance. We design test and engineer a large range of commercial seating applications for transport, agriculture, and mining, construction, marine and military.

Our criteria for this award is our military seats we design, test and manufacture in Wetherill Park Sydney. We currently supply to the ADF, specifically the RAN Control Room seating and RAA Bushmaster Command Vehicles. We are currently negotiating with several countries including Japan, Canada and the UK to supply our locally made Military seating for large military applications. This opportunity will potentially lead to supply of 1,000s of blast proof attenuated seating to save lives in the theater of War around the globe.

KAB Seating Pty Ltd is an established exporter through Asia, New Zealand and other Pacific Countries. We also deal with military prime contracting organizations such as Thales, BAE, IDES, and Varley.

KAB is Committed to Continuous Improvement and we are accredited in ISO: 9001, 4801, 14001, 6 Sigma Green & black belt and the SCIP program.

Through our end to end design and testing capability, inclusive of rapid prototyping and complete through life support

## **Knotwood Pty. Ltd.**

A new player to the international scene, Knotwood has made great strides in going from a local finishing business to the biggest exporter of wood-grain aluminium systems in Australia. Creating a system of aluminium profiles for outdoor applications and coating them in a realistic wood-grain finish that is resistant to fading, flaking and chipping, Knotwood has achieved great success overseas. Winning multiple awards such as the IBS best in show for most innovative outdoor product, the Hot 50 green building products and several manufacturing awards. A specialized marketing strategy and refined logistical processes has driven growth in all of our markets and opened up new and exciting opportunities in South Africa, South America, Asia and Europe. Export activity has helped shape the company into the world leader in wood-grain aluminium systems, pioneering an industry out of a family owned factory in QLD. By maintaining a top-quality product and leveraging the competitive advantage of the Aussie dollar, Knotwood has edged out competing products from China and Europe. Leading to an unprecedented growth of almost 300% over the last three years.

## **Kyratec**

Kyratec is an innovative developer and manufacturer of electronic instrumentation and products for the life sciences market. We strive to produce industry cutting edge, accurate and user friendly equipment which delivers excellent value for money to our customers. For such a specialised field the domestic market is relatively small so our focus from inception has always been for the global market. Over 90% of our sales are now achieved through export with our devices being delivered into more than 40 countries worldwide with a high level of market penetration in the Asian region.

[www.kyratec.com](http://www.kyratec.com)

## **Like A Photon Creative Pty Ltd**

Like A Photon Creative (LAPC) is a new content creation company specialising in the development and execution of content for children around the world. By creating entertainment linked to brands such as Disney, but owned completely by us, we offer functionality within our innovative platform that is not found anywhere else on the market.

We are highly competitive within the children's content market, as we have created content with/for some of the best channels and brands in the world. Our key markets are the U.S. and Canada.

Our achievements include being the third Australian company to create for Sesame Street USA and the FIRST female Australians to do so. We also are the FIRST Queensland company to have an original series commissioned by the Walt Disney company. These are high accolades that have come at the very start of our journey, placing us in an excellent position to utilise our successful profile and reputation.

Our organisation has experienced rapid growth within the last two years with profits increasing by 500% and new contracts with key partners, including Virgin Australia and Disney for our PIXAPOPS project.

We have demonstrated the ability to deliver our service to a global market, which is a great example of the creative potential of women in creative tech.

## **Morlife Pty Ltd**

Based on the Gold Coast, Morlife is a award winning, family owned business that specialises in functional and super foods. Morlife was founded by the Stewart family who had sought out vitamin solutions for years but then came to the conclusion that the body needed a vastly improved intake in a wider range of nutrients and a higher density of nutrients through everyday food vehicles as a preventative approach to sickness and to move the body to a healthier and happier wellness lifestyle. The ultimate goal of the business is to improve people's nutritional intakes from research and development of natural/functional foods to 'Get more out of Life'.

The company has twice outgrown our manufacturing base and now operates from our purpose-built multi-million-dollar factory at Arundel. This 3500sqm is fully air-conditioned and the factory is fitted with technologically advanced manufacturing machines and equipment. The company moved





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into the factory five years ago and is currently undergoing an expansion to double the size of the Morlife building by the end of this year, to meet the high demand especially coming from China.

All Morlife products are made under the internationally recognised food safety system HACCP, and conform with international quality standard ISO9001 to ensure that nutritional improvements and higher quality safety food measures are constantly made within Morlife.

## Mort & Co

In 1843 Mort & Co was established by Thomas Mort who among many pioneering feats developed Australia's first export refrigeration to deliver Australian Beef to the world. That legacy lives on, through Mort & Co's current CEO, Charlie Mort and the tenacity and desire of his dedicated team to deliver impeccable Australian beef to customers everywhere.

Today Mort & Co is Australia's premier, locally owned, Grain-fed beef cattle producer, turning over over 200,000 head of cattle annually. The company includes 3 feedlots, undergoing Australia's largest feedlot expansion which by the end of 2016 will hold over 75000 head of cattle on feed.

These facilities include "Grassdale Farm and Feedlot" a state of the art facility on the Darling Downs of Queensland, with a focus on animal health, nutrition and animal welfare, as fundamental in being Australia's leading beef supplier. Our integrated supply chain combined with the utilisation of MSA beef grading ensures consistency of flavour, tenderness and eating quality every-time.

Initial export beef developments commenced as early as 2011, however in November 2015, Mort & Co launched its own suite of branded beef programs, the Australian "Phoenix Beef" range which represents a wide variety of beef specifications to suit the discerning beef consumer. From our natural, free range, hormone and antibiotic free beef to premium grain fed beef to our superior marbled Wagyu beef we have a fully diversified offering to feed a hungry world.

## Opmantek

Opmantek is a world leader in the field of IT Infrastructure Management and Audit Software and has been the winner of the Premier of Queensland's Export Award in the ICT category for the past 2 consecutive years.

The company and its team of innovators have been the recipients of numerous international awards and accolades including:

- 'Most innovative company' – 2016 American Business Awards
- 'Australian Executive of the Year' – 2015 Asia Pacific Stevie Awards
- 'People's Choice award for System's Management' – 2015 American Business Awards
- 'Australian ICT Exporter of the Year' – 2014 Australian Export Awards

This year, Opmantek increased their global market penetration

dramatically with over 100,000 organisations globally now relying on their software to provide critical network performance information to their IT teams to assist them in detecting faults, reviewing current and historical data and predicting where future failures and resource exhaustion is likely to occur.

In January 2016, international research organization, Gartner, identified Opmantek as a leader in the field of Network Automation and with a new organisation implementing an Opmantek product every 6 minutes – many believe Opmantek to be the fastest growing enterprise software company in the world.

Opmantek software is:

- Exported to 130 countries around the world via internet download;
- Used by the world's largest telecommunications carriers;
- Used in the world's most critical IT environments;
- Highly flexible with support for over 10,000 Vendors (most competitors support less than 100);
- Used to manage some of the the world's fastest and largest telecommunications networks – e.g. in Latin America, Opmantek software is estimated to manage two thirds of the regions communication services.

Opmantek has over 2,000 partners globally that represent Opmantek products in addition to online sales.

## PharmaData

PharmaData is the leading data analytics, award-winning, company innovating to engage the global pharmaceutical industries in real-time. PharmaData customises solutions for pharmacy with cutting edge technology to help our clients identify and act on opportunities to; boost profits, increase efficiency, engage sales forces, drive strategy, improve quality of care, and reduce spend on national health care schemes.

Our dynamic culture and strong business model has enabled our overseas expansion to more than 10,000 users, supported 24/7 by our multilingual team across several countries, achieving a consistent 28% growth rate. Through the complete development of our system architecture and release of our latest product, PharmaData are proud to be launching in Spain's emerging market of 22,000 pharmacies with a potential 25% market share.

Specialising in real-time extraction, analytics and user experience PharmaData has demonstrated strong results in Australia and Europe for our clients who maintain their position as leaders in their market. Our applications are changing they way pharmacy uses their data to drive generic utilisation, leading to lower pharmaceutical costs of medicines, and increased affordability to enable more expensive, life-saving medicines to be added into national health care schemes.

With powerful insights and "high touch" user experience differentiating us from competitors PharmaData are proud to be changing the way pharmacy make more informed and strategic business decisions.



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## Populous Design Pty Ltd

Populous designs the places where people love to be together like Suncorp stadium, Yankee Stadium and the London Olympic stadium. The firm has created thousands of the world's most recognizable gathering places and Events from the Super Bowl to the Olympics, working with both the biggest names in established markets and entrepreneurs in emerging markets.

With three key offices around the world- Brisbane, Kansas City and London- Populous manages all work from Asia and the Pacific from its Queensland base, where exports makes up 50% of work, creating highly specialised jobs for Queenslanders in the Professional Services Industry. Directors and key marketers constantly travel as a key component of the brand is that clients liaise directly with their principal architect. International markets serviced from Brisbane include China, India, the Philippines, Korea, Indonesia and New Zealand. Other flagship local projects include the new Darling Harbour Live, Sydney and Metricon Stadium, the main venue for the 2018 Commonwealth Games on the Gold Coast.

Populous works with private clients and Governments at the earliest stage of planning and greatly values the help of Austrade and Trade and Investment Queensland in helping the firm develop Government to Government relationships at the highest level

## Queensland Food Corporation Pty Ltd

- Queensland Food Corporation is a privately-owned, export award-winning agriculture food exporter.
- Based in Murrarie, Brisbane since 2000, Cardinal Seafoods catch, process and export the Queensland premium fish, prawn, tuna, crabs and other fresh /frozen seafood to more than 8 countries including Japan, China, USA, HK, Taiwan and Singapore. Despite the high labor cost and high A\$, Cardinal Seafoods has achieved significant breakthrough on exporting to China through the new online platform and deliver the seafood directly into customer's home.
- The Cardinal brand has been linked with high quality seafood in home and overseas markets and have been selected to supply global five star hotels.
- We have achieved 80% export growth in 2013-2014.

## RAPID NUTRITION

Rapid Nutrition is a nutrition supplement company focused on the research, development and production of a range of life science products. The company was established based on its successful and proven nutrition supplement range which is exported worldwide and now offers consumers a growing range of health and well-being solutions to meet existing and emerging societal health concerns, as well as a providing number of wider services to the life sciences industry.

## Reef and Rainforest Research Centre Pty Ltd

The Reef and Rainforest Research Centre (RRRC) is exporting tropical expertise into PNG from North Queensland. The RRRC is a not-for-profit organisation providing technical

services and promoting innovative solutions to environmental and community challenges. The RRRC translates science-based ecological knowledge into improved environmental outcomes, increased local and regional wealth and to create jobs in the tropics. RRRC services are used by more than 38 organisations including the Australian and Queensland Governments.

Alongside working to protect the Great Barrier Reef, the RRRC is currently delivering practical on-ground services in the sustainable use of natural resources to enhance livelihoods, food security and overall community well-being into PNG. RRRC's programme assists the PNG Western Coastal Communities on Australia's border to attain food security and increase their capabilities and capacity to respond and adapt to a changing climate and extreme weather events. RRRC's activities improve economic opportunities for both PNG and North Queensland businesses by connecting the isolated and struggling tropical PNG communities with understanding Queensland service providers offering appropriate products. Furthermore, North Queensland manufacturers and service providers are encouraged to use their knowledge of tropical conditions to develop and provide fit for purpose technology.

RRRC brokers the provision of North Queensland goods and services as well as purchasing support, management advice, operational support, financial and project management, governance and procurement training. RRRC's services ensure sustainable use management plans for community well-being incorporating traditional laws and practices as well as employment and business opportunities for Queenslanders. Valuable health and education services are being delivered by Queensland business trained PNG Rangers, whose ranks now include 30% PNG women. Regional development goals are being achieved using training, equipment, vessels and facilities supplied by Queensland manufacturers.

## Research Directions

Research Directions is a small innovative company located in Brisbane and active in synthetic organic chemistry. This discipline involves the development of novel synthetic methods for production of drug actives, pheromones and metabolomics standards for diagnosis of disease. While active in each of these areas, the company is now heavily focused on production of metabolomics standards and is increasing its sales to export markets in Europe, Asia and the USA.

## Residue Solutions Pty Ltd

Residue Solutions is Queensland based company that has revolutionised the way mining companies can manage the mineral tailings generated by their refining processes. Using the patented MudMaster® technology allows these tailings to be dewatered to a high density and strength reducing operational risk, cost and allowing rapid closure and decommissioning of the facility.

The MudMaster® technology has been successfully applied globally in a range of mineral commodities and also introduced to major ports to convert dredged materials into firm, usable land. Currently, MudMaster® technology safely manages million of tonnes of material every year. No other technology



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comes close in operational flexibility, cost and safety performance.

The MudMaster® is fabricated in Australia with over 80% local content. Our business model is based on providing dewatering services to our clients, anywhere in the world, allowing them to focus on their core business. We conduct extensive research and development and operator training to further improve safety and reduce cost for our clients.

Residue Solutions has been exporting MudMaster® technology since 2009 and continue to grow rapidly. In 2015/2016 we increased machine and technology exports by 400% with further expansion already locked in for 2016/2017.

## RungePincocKMinarco Pty Ltd

RungePincocKMinarco (RPM) is a global leader in the provision of enterprise technology, advisory and training solutions for the mining industry. RPM's technology business is at the forefront of the mining industry with enterprise-wide software solutions bridging the gap between production and maintenance.

Our industry-leading software solutions are simplified, standardised and integrated solutions for different commodities and mining methods, built on a unified product architecture. We provide software solutions across the mining value chain, for scheduling, forecasting and budgeting, production, simulation, maintenance and execution. In the scheduling space specifically, we cater for long, medium, short and ultra-short term scheduling.

Our team has more than 45 years of experience in the mining industry. We work in over 118 countries, operating offices in 18 locations across 12 countries on five continents including Eastern Europe, USA and Central and South American markets. We have the vision to transform the mining industry's foundations, operating environment and personnel skillsets to increase economic and efficiency yields.

## Ryan Aerospace Pty Limited

Ryan Aerospace (RA) specialises in the design and manufacture of helicopter simulators for civil and military applications.

Founded by Chris Ryan in the small-town of Taree NSW in 2006, the company moved to Southport, QLD in late 2013.

The business has grown considerably and has become mainly an export business with customers in all over the world including Europe, UK, North America, South America, South Africa and Asia – Ryan Aerospace products train the likes of the Royal Air Force (UK), the Indonesian Navy, and the Saudi Arabian National Guard.

Ryan Aerospace services a gap in the simulator marketplace and has identified a niche within the military training market where users need something in-between “basic” simulators and the multi-million dollar “high-end” simulators. The focus is on “targeted fidelity”.

Ryan Aerospace recently undertook extensive research and development which has paid off considerably with export sales increasing from \$30,205 in 2015 to \$373,529 in 2016; an increase of a massive 1137%. This is quite a feat; especially

since Ryan Aerospace is still largely a one-man company.

## Saint Stephen's College Limited

Based in Coomera at the northern end of the Gold Coast, Saint Stephen's College is a vibrant independent school of over 1300 students from Preparatory to Year 12. Unique to Saint Stephen's College is the international programs managed by Ms Sam Holmes, member of the College Executive – International Education.

Saint Stephens College's international programs have gone from strength to strength since both Sam Holmes and Jamie Dorrington, the College Headmaster, decided that the school needed to integrate further with international cultures and learning environments. Saint Stephen's College values the development of global perspectives in all aspects of College life. The program boasts over 110 full-time international students and over 200 short-term international students per year with strong growth experienced recently and further growth projected.

Students at Saint Stephen's College enjoy impressive success in all areas of academics, sporting and cultural pursuits, but it is the 'spirit' of our community that truly sets us apart from other schools. We strive to develop students who are full of character, who are empowered to reach their full potential, and who live their lives as responsible global and local citizens.

We have the strong belief that enticing students from even more diverse backgrounds can further enhance the program and the educational benefits for students.

## SmartCap Technologies Pty Ltd

SmartCap Technologies is an award winning technology company with deep roots to Queensland. Through world-class research and development, SmartCap has developed a class leading wearable device to monitor operator fatigue for professional drivers and consumer alike.

In the last 4 years SmartCap has managed to secure several Tier 1 corporate mining customers such as Anglo American, Rio Tinto, BHP and Antofagasta Minerals. In a resource industry downturn, SmartCap has managed grow more than 200% in past financial year with majority of sales coming from Chile, America, Mongolia, Canada, South Africa and Mongolia.

At SmartCap we are united in our mission to save as many lives as possible by creating the most accurate and reliable products in the fatigue space. While our primary focus has been the resource industry, we recognise the massive potential in the transportation industry across the world. With our latest wearable product conforming to the 'Anywhere.Anytime' theme we are also working with a multitude of other industry verticals such as tunnelling, construction, Oil & Gas, Utilities and many more across the world.

With active trials with 4 of the top transportation companies as well as a trial with the Department of Transport (DOT) in the US, SmartCap is well positioned to make great inroads in to the US transportation market. SmartCap will continue it's efforts to export our products and solutions with our key focus for the next 12 months being Americas and Europe.





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## **ST AIDAN'S ANGLICAN GIRLS' SCHOOL**

St. Aidan's Anglican Girls' School is a prestigious Preparatory-Year 12 (P-12) educational institution in Brisbane that is renowned for developing young women as empowered leaders. With over 40% of our girls achieving an Overall Position (OP) of 1-5 in 2015, St. Aidan's has attracted international students from the Asian market – particularly with students from China.

Over the last 12 months St. Aidan's implemented an international business and strategic marketing plan to target overseas markets and increase international student enrolments. St. Aidan's has effectively established relationships with China, Hong Kong, Japan, Thailand, Taiwan and Korea. Strong relationships with these markets has led to a 350% growth in enrolments for the international study program. The current 54 international students account for 7% of the total school population.

The school's attendance at international trade events, conferences, and school visits have been key factors for the programs continued growth in enrolments. Success in the Chinese market has spurred a need to diversify export activities to other key markets. In 2016-2017, marketing activities will be concentrated to the Indian, Indonesian and European market. Furthermore, the school has designed a program aimed at achieving sustainability for year-on-year international enrolments by maintaining 50-55 international students and a homestay target of 70 households within the local catchment.

## **Statseeker Pty Ltd**

Statseeker is a global provider of innovative network monitoring solutions for the Information Technology (IT) Enterprise and Operational Technology (OT) market space, retailers, Industrial Automation and process manufacturers worldwide. Our software allows companies to identify critical issues in their network, isolate what needs work with confidence and fix problems instantly.

Statseeker has been designed as an end-to-end software solution, delivering network and business performance benefits to our customers. Our software is the world's only network performance monitoring technology that combines speed, scale and value. This enables organisations to supercharge their network monitoring speed, optimise their network performance and scale their network as demand dictates, while optimising their network costs. Our Network Infrastructure Monitor delivers real-time visibility right to the edge of the network, installs in minutes and delivers value immediately as it discovers a network of up to 1 million interfaces in less than an hour. This is considered best in class solution.

Statseeker software is deployed in over 22 countries and routinely utilised by Fortune 100 firms around the globe. Our product strengths, integrity and high levels of customer service have facilitated our continuous growth and global expansion. We have a strong and expanding client base from a number of industries that include government, military, banking, education, manufacturing, aviation, telecommunications, publishing, automotive and health.

## **Stockyard Pty LTD**

A family business established by Robin Hart A.M.; Stockyard Pty Ltd, part of the Kerwee Group, was established with the vision to provide premium Australian beef to international customers. Fast-forward 58 years, and Stockyard is now the most reputable and most awarded producer and global supplier of premium branded Australian beef – whilst still remaining a family owned and operated company.

Over the past year, Stockyard has successfully committed to growth and innovation in their exporting activities. Some of Stockyard's current export markets including Japan, the Middle East, Korea and South East Asia, have all experienced considerable export growth over the 2015/2016 financial year averaging at 33%.

Whilst they are focusing on expanding exports within the current markets, Stockyard are coupling this with the implementation of new technologies that will improve efficiency and product quality. Furthermore, to meet the increased demand, the Kerwee Feedlot has been approved to expand from 11,100 head to 20,200 head. Both initiatives will provide an excellent foundation for growth over the next 12-18 months.

Stockyard will also continue to implement its marketing strategy by considering new partnerships, participating in trade missions, industry events and in market promotions, and striving for recognition of its superior brand and product. Stockyard is driven to continue fostering strong relationships with our distributors, importers and end users all over the world by providing high levels of customer service and the highest quality products.

## **Taurus Mining Solutions**

Taurus Mining Solutions is a Joint Venture between BBA and BAE Engineering based in Mackay, Queensland. The company was established with the sole purpose of giving the mining industry an alternative option to existing OEM and aftermarket suppliers of Truck Bodies, Mass Excavator Buckets and large Dozer Blades. We pride ourselves on providing innovative designs that are outside of what has traditionally been manufactured and sold into global mining and quarry markets.

The designer of the Taurus products has over 40 years in the mining industry and having held senior plant roles with responsibilities for major mining equipment maintenance, production operating costs and bottom line results. This along with the other partners in Taurus, collectively we have more than 160 years combined experience in the mining industry.

Our purpose was to design innovative alternatives of the above products to increase production and reduce all overall operating costs and improve a company's bottom line profits, we have succeeded in doing this with our TAURUS range of products and in particular, our buckets which are exceeding ours and our customers' expectations with production gains and reduced fuel burn per hour using customer supplied and verifiable results.

Our buckets are currently operating in Indonesia where we have sold into mining contractors as well as OEM equipment distributors. Our next target is to expand into the Australian, North American, African, other areas of Asia and Indian markets.



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## **Tritium Pty Ltd**

Founded in 2001 in Australia, Tritium are leaders in electronic energy management technology, focusing on electric vehicles, renewable energy and battery management. Tritium engineer product solutions that solve complex energy challenges. We do it with a creative and ambitious approach, built on an understanding of the details, for forward thinking businesses seeking simple solutions to difficult problems.

Our Vision is to improve our energy future and deliver cleaner, healthier cities.

For over 10 years the world's largest organisations and top universities have turned to Tritium when quality, reliability and performance are critical for the success of their projects. Our products can be found in submarines, UAV's flying at over 40,000ft and even working in the extremes of Antarctica.

Our flagship electric vehicle charging product is operational in 12 countries globally and our customer base includes some of the largest power companies, automotive companies, technology companies and universities. Examples include Google, Facebook, BMW, Stanford University and MIT.

The Tritium team have a proven track record of developing innovative technology, taking it through global compliance processes and bringing it successfully to market. Led by a management team with extensive practical experience, the team is focused on the following key product segments:

- Electric vehicle fast chargers
- Electric vehicle components
- Battery management systems
- Solar car racing components

## **Typefi Systems Pty Ltd**

Typefi is the world-leading provider of single-source automated publishing software, helping people around the world publish their content faster and in more formats.

Typefi's cutting edge, user-friendly platform provides customers – from individuals and small businesses through to global publishers, international organisations and Fortune 500 companies – with the ability to take a single source document and automatically render it in over 30 formats for print, online and mobile in under three minutes with 100% accuracy.

Most customers experience production time savings of 50%-80% following implementation of Typefi, and can expand their product offerings across multiple platforms with minimal increases in production costs.

Founded in 2001 on the Sunshine Coast, Queensland, Typefi quickly expanded to North America and Europe. Currently, 90% of Typefi's customers are based overseas, and include many household names.

Typefi employs 40 people worldwide, with offices in Australia, the Netherlands and Sri Lanka, and staff in the US, UK, France, Romania and Ukraine.

Building on its strong reputation, Typefi increased its revenue by 40.6% in the 2015/16 financial year. The company continues to innovate and is firmly committed to increasing its market share in both established and previously unexplored international markets.

## **United Organics**

Based out of Rocklea on the south side of Brisbane, United Organics is passionate about sourcing and distributing some of the highest quality organic groceries and produce to other wholesalers and retailers in Australia and throughout the Asian region.

United Organics have a strong ACO certification – allowing us solid access to many foreign markets that demand respected organic certification – and were thrilled to recently be awarded the Silver Medal at the ACO awards in 2015 – a testament to United Organics' commitment to high quality sourcing of organic produce and groceries.

Our recent focus has been within the Asia-Pacific region, specifically targeting Singapore and Hong Kong. More recently, the business has significantly grown its' export business, with wholesome returns being realised over the last 12 months – having risen from only 2% of total sales to nearly 10% in the last 12 months alone – significant growth.

United Organics is certified in accordance with the Australian National Standard for Organic and Biodynamic Produce and been assessed and certified as meeting the requirements of HACCP and Fresh Care.

## **UQ Business School Executive Education**

UQ Business School Executive Education produces high-performing leaders and high-impact business results by delivering a range of executive education solutions. Our vision is to be recognised as the leading provider of executive education in Australia and the Asia Pacific region.

We offer a range of services, including an executive certificate, a series of open programs, custom programs for organisations, and consultative services. Internationally, our primary focus is on the delivery of custom programs and consultative services.

We leverage the internationally-recognised UQ Business School, which was the first business school in Australia to gain accreditation from AACSB International and EQUIS, and has the number one ranked MBA program in Australia (AFR BOSS Magazine) and in the Asia Pacific (The Economist).

To develop deep and productive relationships, we actively collaborate with industry partners, peak bodies, and affiliate groups, both in Australia and internationally. We pride ourselves on being the most active and industry-engaged executive education provider in the Asia Pacific region. Our goal is also to be the most successful executive education provider in the region.

Recently, we have seen significant growth in demand for our services in international markets – particularly across the Asia-Pacific region, and have procured work in South East Asia and the Middle East.

In 2015/16, despite experiencing a decrease in domestic revenue by 30% due to internal policy changes, we achieved a 60% increase in international revenue.

Our aim is to further develop our executive education platform in a way that engages with industry, both in Australia and internationally, and also positively impacts Queensland and represents Queensland-led education.



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## **Vantaz Group Australia Pty Ltd**

Vantaz has its genesis in management consulting, founded in 2000 by former Big 4 consultants who wanted to bridge a niche gap in consulting services within Chile and greater Latin America. With the deep cultural ethos underpinned by its people and a practical “hands on” approach, our success is based on our personalised approach to client projects. Today Vantaz is a boutique, independent consulting company based in Santiago, with presence in Australia, Peru and USA. Our expansion started back in 2007 when our existing multinational customers in Chile demanded our services in their other operations, locally and internationally.

## **Vyta Buzz Pty Ltd**

Established on the Gold Coast late 2014, Vyta Buzz is absolutely passionate about providing affordable nutrient-rich pro biotic solutions for all animals, including commercial livestock, horses, dogs and aquaculture. Our Dynavyte range of gut health products has been formulated specially to focus on pro biotic gut health and is a problem solver for different animal species in variable environments.

Our strong focus on continuous research and development ensures the Dynavyte range is manufactured in accordance with GMP/APVMA approved manufacturing processes, which are audited annually, and can pass any quality assurance scrutiny. This allows regulated industries such as horse racing and beef production to utilise our highly effective product whilst achieving full compliance with all regulatory requirements.

Vyta Buzz is now instigating ACO and Halal certification, which will vastly increase our export capability across Asia. We look forward to further growth through our export markets as more learn about the quality and effectiveness of our Dynavyte range of products.

Our product range is currently exported across SE Asia and New Zealand.

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