

Premier of Queensland's
EXport Awards
2025



Applicant Handbook 2025

**TRADE +
INVESTMENT
QUEENSLAND**



**Queensland
Government**

About

Celebrate exporting excellence

The Premier of Queensland's Export Awards (Export Awards) are one of the state's most prestigious business accolades, celebrating the continuing success of Queensland's \$134.7B export industry.

As Queensland's highest export honour, the Export Awards celebrate the innovation, creativity, passion and drive across 15 award categories and are a testament to the sustained success of Queensland's export industry.

Returning for the 35th year in 2025, the Export Awards proudly showcase that Queensland businesses are leading the way in exporting high-quality products and services around the world to meet a growing global demand.

Trade and Investment Queensland (TIQ) proudly lead the Export Awards, which run in collaboration with Austrade and the Australian Export Awards.

Submitting an application to the Export Awards is a straightforward process that involves gathering readily available information that demonstrates your company's exporting success and showcases your expertise.

Key dates

Please note the key dates of application opening and closing dates*.

Date	Milestone
Tuesday 29 April	Applications open
Friday 13 June	Applications close
June – July	Judging
Late July	Finalists announced
Friday 10 October	Premier of Queensland's Export Awards Dinner
Wednesday 26 November	Australian Export Awards Gala

*Dates are subject to change.

National award categories

There are 14 national categories. Queensland winners of the following categories progress as finalists to the Australian Export Awards.

Agribusiness, Food and Beverages

For outstanding international success in the field of manufactured foods, beverages or agricultural products.

This includes primary production, forestry and fisheries and related services or technology.

Creative Industries

For outstanding international success in any creative industry.

This includes music, visual and performing arts, fashion, design, film and television, digital media and content, animation, software and games, festival and event production, writing and publishing and creative services.

e-Commerce

For outstanding international success selling goods or services to customers overseas via e-Commerce, including cross-border e-Commerce and online sales.

This includes sales to business (B2B), consumer (B2C) or government (B2G) via own website, online marketplaces and other e-Commerce channels.

Emerging Exporter

For outstanding export achievement by a business which has been exporting for three years or less.

This includes established and new businesses in any industry.

First Nations Exporter

For outstanding international success by a First Nations business.

This includes First Nations businesses operating in any industry, who have been exporting for 3 years or more.

International Education and Training

For outstanding international success in the field of education and training.

This includes higher education, vocational education and training, transnational education, online learning, curriculum development and EdTech.

International Health

For outstanding international success in the fields of health, medical or wellbeing.

This includes biotechnology, biosecurity, medical technology, digital health, e-health, aged care, disability, complementary health, pharmaceuticals and related services.

Manufacturing and Advanced Materials

For outstanding international success in manufacturing, engineering or advanced materials development.

This includes advanced manufacturing and materials technologies, engineering, design and production.

Professional Services

For outstanding international success in the field of professional services.

This includes legal, accounting, administration and support services, business management and consultancy, marketing services, franchising and licensing, engineering, financial and insurance, market research, translation services and tourism and business events.

Regional Exporter

For outstanding international success by a regional business.

This includes businesses whose head office or majority of operations are based in a non-metropolitan location.

Resources and Energy

For outstanding international success in the resources and energy sectors.

This includes businesses involved in the production, processing or value adding of extractive resources or the provision of energy or resources related equipment, services or technology.

Small Business

For outstanding international success by a small business.

This includes businesses with total annual turnover not exceeding A\$10 million.

Sustainability and Green Economy

For outstanding international success in the Green Economy.

This includes the provision of green economy technology or capabilities such as environmental solutions, clean energy, sustainable materials, renewables, waste and water management, green building, smart cities or businesses committed to sustainable business practices.

Technologies

For outstanding international success in the field of information technology, digital technologies, software, hardware or digital services.

This includes solutions utilising cloud-based platforms, artificial intelligence, machine learning, Internet of Things, augmented reality, autonomous systems, robotics, quantum, virtual reality, data collaboration and management tools, fintech, cyber security and/or blockchain with civilian, defence, space and/or other industry applications.

Queensland award category

There is one Queensland only category. The winner of this category does not progress as a finalist to the Australian Export Awards.

Women in International Business

Recognising the outstanding achievement in international business by a woman, or group of women, either through developing or leading an international enterprise, or through their contribution as a senior leader in an enterprise.

The award particularly focuses on achievement in international markets, as well as an ongoing commitment to international trade relations.

Exporter of the Year

The Premier of Queensland's Exporter of the Year is selected from the winners of the national awards categories.

Eligibility criteria

Applications are invited from businesses that meet the following criteria. Please check the guidelines below before starting your submission.

Business

Eligible businesses must:

- earn foreign income
- hold an active Australian Business Number (ABN)
- operate as a separate business if part of a larger organisation
- maintain appropriate business ethics and demonstrate a commitment to legal obligations including anti-bribery laws and laws to combat modern slavery, both in Australia and overseas markets.

Ineligible businesses include:

- Government entities as defined in the “A New Tax System (Australian Business Number) Act 1999” are not eligible, except where they are registered education and training providers.
- sponsors of a state or territory Export Awards program or the Australian Export Awards program are not eligible to apply.

Products or services

Eligible exported products or services must include significant (at least 50%) Australian content or value-add. This may include product or services:

- made in Australia from Australian primary products
- made overseas, mainly using Australian primary products
- made in Australia from Australian and imported components
- elaborately transformed in Australia
- made overseas using substantial Australian value-add, intellectual property (IP) or know-how, including design
- delivered in Australia to foreign individuals or entities
- delivered overseas using substantial Australian value-add, IP or know-how.

Financial

Eligible applicants must:

- demonstrate delivery of net foreign economic returns to the Australian economy in terms of profit repatriation and employment in Australia
- provide three years of export income, unless they are applying for the Emerging Exporter Award which requires up to three years of export income

Applicants that are unable to provide actual export income for the 2024-25 financial year must provide a genuine estimate that support their demonstrated export efforts.

Applications containing incomplete financial details will not be assessed.

Applications

The Awards program operates as a two-stage process:

- Stage 1: A business applies to their home state or territory Export Awards program, where they are judged on their selected national and state-based categories (where applicable).
- Stage 2: A business that wins a national category in their home state or territory progresses to judging as a national finalist in the Australian Export Awards.

A business can only submit one application; it must be in the state or territory Export Awards program where the business' head office is located or where the majority of operations are established.

Applications are only accepted online via the Export Awards application portal.

Previous winners

Past Australian Export Award national winners are eligible to apply, except for inductees in the Australian Export Awards national [Hall of Fame](#).

Where a business is a state or territory Hall of Fame inductee, they should check with their State or Territory Awards Coordinator for eligibility criteria.

Category-specific criteria

A business can apply in one or more of the 14 national categories and/or the one Queensland category.

Winners at the state or territory Export Awards will only be eligible to progress as a national finalist in one national category.

Some states and territories include additional award categories that are not recognised as part of the Australian Export Awards. Winners in a state or territory award category are not eligible to progress as national finalists.

The following Award categories, which are not sector specific, have specific or additional eligibility criteria:

- **Emerging Exporter:** a business which has been exporting for three years or less is eligible to apply for this award.
- **First Nations Exporter:** a business which is at least 50% Indigenous owned, in line with the Australian Government's Indigenous Procurement Policy. First Nations or Indigenous businesses applying for the First Nations award must be able to demonstrate they meet the eligibility threshold. In line with the Australian Government's Indigenous Procurement Policy, evidence may include:
 - Recognition with Supply Nation on the 'Indigenous Business Direct' public register (as 'registered' or 'certified').
 - Recognition by the 'Office of the Registrar for Indigenous Corporations (ORIC)'.
 - Recognition by the First Australians Chamber of Commerce and Industry (FACCI), Indigenous Chamber of Commerce within a businesses' home state or territory, or Australian Indigenous Chamber of Commerce.
 - Recognition by Indigenous Business Australia, or an Indigenous Business and Employment Hub, under the National Indigenous Australians Agency (NIAA).
- **Regional Exporter:** a business with a non-metropolitan Head Office or majority of operations is eligible to apply for this award.
- **Small Business:** a business with total annual sales not exceeding A\$10 million is eligible to apply for this award.

Eligible applications

Eligible applications must meet the following criteria to enter the awards:

- a business can only submit one application

- an application must be submitted in the state or territory Export Awards program where the business' head office is located or where the majority of operations are established
- an application is only accepted online via the Export Awards application portal.

Judging criteria

This is how the judging panel will assess and weight your answers.

Areas of focus include:

- Clear demonstration of sustainable competitive advantage.
- Export success and growth potential.
- Leadership and innovation in international business and marketing.
- Commitment to diversity, inclusion, sustainability or positive social impact.
- Value and contribution of exports to business expansion.
- Overall commitment to growth in international business.

Section 1 – Business details

[0% weighting – this section does not attract a score]

Section 2 – About your business, products and services

[0% weighting – this section does not attract a score]

Applicants should ensure their business overview is clear and factual

Section 3 – Your business story

[25% weighting including national category responses – Section 5-18]

4.1 Applicants should tell a compelling story about what makes their business unique, outstanding, inspiring and innovative.

4.2 Applicants should provide a clear example of their export success.

Section 4 – National Awards category selection

[0% weighting – this section does not attract a score]

Section 5-18 – Category specific questions

Applicants should respond to the category specific questions, including demonstrating what makes their business successful internationally. Responses should relate clearly to the category.

Section 19 – International marketing, social impact and sales

[40% weighting]

19.1 Applicants should highlight their international marketing strategies, with examples of how that has helped achieve export growth.

19.2 Applicants should clearly demonstrate the business or community value and impact of any diversity, inclusion, sustainability or social impact initiatives. Examples related to international business should be highlighted where applicable.

19.3–19.4 Applicants should supply accurate data for three financial years (with the exception of the Emerging Exporter category). Based on this data, judges will consider:

- exports as a proportion of total revenue
- export value, and year-to-year percentage change in value, over the last three years or since the applicant commenced exporting
- total export revenue from key markets, and diversity of export markets.

Section 20 – Business management

[25% weighting]

20.1–20.2: Applicants should demonstrate sufficient resourcing and investment in staff development, to support current and future export growth.

20.3: Applicants should demonstrate a clear understanding of a range of international business risks, and sound strategies in place to mitigate these risks.

20.4–20.9: Applicants should clearly outline their financial position and include accurate data to support this.

Based on the information and data provided, judges will consider:

- soundness of financial strategy and planning to support international growth in the coming year
- a sound financial base (cash, assets and other revenue sources) to support export activity.

Section 21 – Future export plans

[10% weighting]

21.1 Applicants should demonstrate a clear plan and business commitment to achieve ongoing international business growth over the next three – five years.

Application preview

Please see below the questions that will appear in the online portal. All questions must be filled in at the advised word limit.

Tips for applying

- * Indicates a mandatory question.
- Regularly save your online application as you submit responses.
- Applicants can access and edit their submissions until Friday 13 June 2025.
- Don't leave it to the last day to submit your application.

Responding to questions

Read the questions and plan your responses before starting your online award application.

When preparing your responses, consider the following:

- Judges may not be aware of your business, its products, services and successes. Include these details in your responses.
- Focus on your international business success, emphasising your achievements in the current financial year (2024-25).
- Use the financial data requested to validate your responses.
- Use examples to tell your story and demonstrate your success.
- Answers can be presented in bullet point form.
- Prepare your responses paying attention to the scoring and weighting of each section.
- Ensure you prepare an individual response for each question. Do not duplicate responses.

Please note, all financial information provided in your application will be treated as commercial-in-confidence.

One last tip

Ask a trusted person with no detailed knowledge of your business to review your application.

Section 1 – Business details

This section does not attract a score. Score weighting 0%.

Question 1

Business address and year of establishment.

- Provide preferred business name. This will be used in website content, digital and print marketing collateral, plus any trophies or certificates etc.
- Provide details of your business's parent and subsidiary businesses
- Year business established
- Year commenced exporting
- Business address (where the majority of operations are established)
- Postal address
- First Nations place name (What traditional/ First Nations land is your main business located on e.g. Ngunnawal)
- Federal Electorate for your main business address

Question 2

Head of business

- Salutation
- First Name
- Last Name
- Position
- Phone
- Email

Question 3

Export Awards program and media contact

- Salutation
- First Name
- Last Name
- Position
- Phone
- Email

Question 4

Website and social media.

- Website (format e.g. www.businessname.com.au)
- LinkedIn
- X (formerly Twitter)
- Instagram
- Facebook
- YouTube

Question 5

Other background information:

- Are you a First Nations business? (must be at least 50% owned by Indigenous persons) (Y/N)
- Are you a women-led business? (independently or jointly) (Y/N)
- Are you a first time Export Awards applicant? (Y/N)
- How did you hear about the Export Awards?

Section 2 – About your business, products and services

This section does not attract a score. Score weighting 0%.

Question 1

Describe your business in 30 words or less – make it your best elevator pitch. This will be used in promotional material.

Question 2

Tell us more about what you do, including:

- what your business does
- what products or services you sell
- what problem your business solves
- which countries you export to.

Tip: This will be used for promotional purposes. Keep it simple and factual. Consider using bullet points for clarity (maximum 300 words).

Section 3 – Your business story

This section, including national category responses (Section 5-18), has a score weighting of 25%.

Question 1

Tell us the story behind your business (maximum 300 words)

Tip: Consider the following:

- The motivation or idea behind your business.
- What makes your brand, products or services, intellectual property and operations unique and competitive.
- Your key export markets and customers, and how that has changed in the past three years.
- Your key business achievements in the past three years.
- Public awards or recognition your business has received.
- Where you're seeing growth – new or existing markets, sales, development and commercialisation, etc

Question 2

Describe one outstanding international business outcome in the past year (maximum 200 words)

Tip: Include quantitative results and consider the following in your response:

- what was the impact on your bottom line?
- did it allow you to hire more staff?
- did it expand into new markets?
- did you find new customers?

Section 4 – National award category selection

This section does not attract a score. Score weighting 0%.

Question 1

Select all categories that you wish to apply for.

You will need to answer a specific question tailored to each national category that you select.

- Agribusiness, Food and Beverages
- Creative Industries
- e-Commerce
- Emerging Exporter
- First Nations Exporter
- International Education and Training
- International Health
- Manufacturing and Advanced Materials
- Professional Services
- Regional Exporter
- Resources and Energy
- Small Business
- Sustainability and Green Economy
- Technologies

Note: Select state or territory-based award categories (where applicable) at the end of the application form (section 22).

Sections 5-18 – Category specific questions

Only the questions applicable to your chosen national category/ies will be displayed.

Tip: Tailor your response to each selected category. Consider what you've done in the past year that showcases your business' competencies, leadership and innovation.

Section 5 – Agribusiness, Food and Beverages

Agribusiness, food and beverages category applicants only (maximum 300 words).

Thinking about your business in the agribusiness, food and beverages sector, tell us what

makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider product, service or technology innovation, supply chain improvements, and research and development.

Section 6 – Creative Industries

Creative industries category applicants only (maximum 300 words).

Thinking about your business in the creative industries sector, tell us what makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider product innovation, cultural exchange, technology, service, and design.

Section 7 – e-Commerce

e-Commerce category applicants only (maximum 300 words).

Thinking about your business in e-Commerce, tell us what makes your business successful online and internationally, and what you've done to ensure it has a sustainable future. Consider innovation in platforms, tools, payments, UX and customer engagement.

Section 8 – Emerging Exporter

Emerging exporter category applicants only (maximum 300 words).

Thinking about your business as an emerging exporter, tell us what makes your business successful internationally, and what you've done to address challenges and ensure it has a sustainable future. Consider measures such as customer identification, market access, technology, or product innovation.

Section 9 – First Nations Exporter

First Nations exporter category applicants only (maximum 300 words).

Thinking about your First Nations exporting business, tell us what makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider product innovation, market diversification, customer identification or marketing.

Section 10 – International Education and Training

International education and training category applicants only (maximum 300 words).

Thinking about your business in the international education and training sector, tell us what makes your business successful internationally, and what you've done to ensure it contributes positively to the international student experience. Consider partnerships, product or service innovation, market diversification and use of technology.

Section 11 – International Health

International health category applicants only (maximum 300 words).

Thinking about your business in the international health, medical and wellbeing sector, tell us what makes your business successful internationally, and what you've done to ensure your business has a positive impact. Consider partnerships, product or technology innovation, research and development, and patient outcomes.

Section 12 – Manufacturing and Advanced Materials

Manufacturing and advanced materials category applicants only (maximum 300 words).

Thinking about your business in the manufacturing and advanced materials sector, tell us

what makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider design, product or technology innovation, research and development, and industry diversification.

Section 13 – Professional Services

Professional services category applicants only (maximum 300 words).

Thinking about your business in the professional services sector, tell us what makes your business successful internationally, and what you've done to ensure you deliver outstanding service. Consider product, technology or service innovation and client outcomes.

Section 14 – Regional Exporter

Regional exporter category applicants only (maximum 300 words).

Thinking about your business as a regionally based exporter, tell us what makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider service, product or technology innovation and supply chain measures.

Section 15 – Resources and Energy

Resources and energy category applicants only (maximum 300 words).

Thinking about your business in the resources and energy sector, tell us what makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider product innovation, technology, research and development, industry and market diversification.

Section 16 – Small Business

Small business category applicants only (maximum 300 words).

As a small business exporter, tell us what makes your business successful internationally, address challenges and what you've done to ensure it has a sustainable future. Consider partnerships, product or service innovation, market diversification and use of technology.

Section 17 – Sustainability and Green Economy

Sustainability and green economy category applicants only (maximum 300 words).

Tell us what makes your business successful internationally, and how you contribute to environmental sustainability. Consider service, product or technology innovation, waste and water management, your carbon footprint or your business operations.

Section 18 – Technologies

Technologies category applicants only (maximum 300 words).

Thinking about your business in the technologies sector, tell us what makes your business successful internationally, and what you've done to ensure it has a sustainable future. Consider research and development, product innovation, industry, or market diversification.

Section 19 – International marketing, social impact and sales

This section has a score weighting of 40%.

Question 1

Tell us about your international marketing strategies (maximum 300 words). Include the following information:

- What international marketing strategies you have employed to grow your export business?
 - Consider how you are leveraging new marketing or PR channels, addressing cultural diversity in marketing content, digital marketing campaigns, rebranding.

Question 2

Highlight any diversity, inclusion, sustainability, or social impact initiatives that your business has implemented, particularly as it relates to your international business (maximum 200 words).

Tip: Consider the following:

- demonstrated commitment to ethical or sustainable sourcing
- staff disability or mental health training or support programs
- diversity and inclusion policies
- corporate social responsibility or not-for-profit commitments.

Question 3

To validate the information, you have provided in other questions, submit your total sales revenue from domestic and export sales, and foreign revenue from export sales only, for the past 3 financial years.

Tip: Consider the following:

- if you report figures on a calendar year basis all data should reflect actual figures. Otherwise, careful estimates will be accepted for the current financial year (2024/2025)

\$AUD	Total sales revenue (from domestic & international sales)	Total foreign revenue/export sales	% change in exports from previous year	Foreign revenue/export sales as a % of total revenue
2022/2023	\$	\$		
2023/2024	\$	\$		
2024/2025	\$	\$		

Question 4

Key export markets (countries)

Submit your foreign revenue from export sales to each of your key export markets over the past three (3) financial years.

Tip: Consider the following:



- in the table provided, you can add figures for up to 10 countries
- figures should be in AUD\$.

Export/International markets	AUD\$		
	2022/2023	2023/2024	2024/2025
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
Total foreign revenue/export sales from key markets	\$	\$	\$

Section 20 – Business management

This section has a score weighting of 25%.

Question 1

Human Resources – Provide the total number of employees over the past three years. Identify the percentage % of employees employed in Australia.

Question 2

How have you developed and supported your staff to succeed in international business? (maximum 200 words)

Tip: Consider the following:

- training and development
- mentoring
- relocation or secondment
- recruitment and retention
- language or cultural competency
- diversity.

Year	2022/2023	2023/2024	2024/2025
Number of employees			



% employed in Australia			
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Question 3

Outline the key risks you face in your international business, and what risk management strategies you have in place (maximum 300 words).

Tip: Consider the following risks:

- supply chain
- regulations
- inflation
- exchange rate
- reputational
- geopolitics.

Question 4

Outline your key capital and operational investment priorities that will support your export business plans for the next three (3) years (maximum 150 words).

Tip: Demonstrate plans both in Australia and in key export markets.

Question 5

Financial results

Is your business an Australian Stock Exchange (ASX) listed company? Yes/No

Question 6

- If your business is an ASX listed company, submit the most recent audited financial report including the auditor's report.
- Where the audited report is more than two financial years old, also provide the most recent un-audited financial results.

Question 7

Financial results

- If your business is NOT an ASX listed company, provide financial reporting data for the past three (3) financial years.
- You will need to identify the organisation's net profit (after tax), assets and liabilities.
- Provide complete financial data sets to ensure the judging process can assess soundness of financial position and business strategy for international growth.
- You can include a brief explanation of any year-on-year changes.

Please ensure that you provide complete financial data sets to ensure the judging process can assess soundness of financial position	2022/2023	2023/2024	2024/2025
	AUD\$	AUD\$	AUD\$



and business strategy for international growth.			
Net profit (after tax)	\$	\$	\$
Assets – current	\$	\$	\$
Assets – non-current	\$	\$	\$
Total assets	\$	\$	\$
Liabilities – current	\$	\$	\$
Liabilities – non-current	\$	\$	\$
Total liabilities	\$	\$	\$
Net worth	\$	\$	\$
Working capital	\$	\$	\$

Question 8

Has your business received state and/or federal government grants to support your export strategy in the past three (3) years? (Y/N)

Question 9

If yes, provide details of the grant amounts and the purpose of the grants.

Year	Grant amount	Purpose of the grant
2022/2023		
2023/2024		
2024/2025		

Section 21 – Future export plans

This section has a score weighting of 10%

Question 1

Outline how you are planning to grow your export business over the next three to five years (maximum 300 words).

Tip: Consider the following:

- strategic planning
- business model
- customer development
- product or service performance
- sales forecasting

- supply chain management.

Section 22 – Attachments

This section has no score weighting – 0%.

Provide the following assets that reflect your business' products, services, culture, and community:

- upload product/service images (three minimum) noting:
 - images may be used in promotional material for the Awards including programs, presentations, and social media activity
 - do not send corporate head shots
 - label each file: your business name_image1, your business name_image2, etc.
 - JPG or PNG, landscape orientation only, minimum of 1MB in size and minimum of 300dpi or above.
- upload business logo:
 - 1 x colour and 1 x reverse (white logo, clear background)
 - Please supply your logos in PNG or JPG and also high-res versions as EPS or AI files.

Queensland only category

Section 23 – Women in International Business

Recognising the outstanding achievement in international business by a woman, or group of women, either through developing or leading an international enterprise, or through their contribution as a senior leader in an enterprise. The award particularly focuses on achievement in international markets, as well as an ongoing commitment to international trade relations.

Question 1:

Name of nominee

Question 2:

Position/Title

Question 3:

How she/they has led and contributed to international export success of the organisation and describe their ongoing commitment to international trade relations (max 400 words).

Start now

We recommend starting your draft early to allow plenty of time to refine and submit your application.

Before you start, we recommend reviewing the award categories, eligibility criteria and the application questions.

We encourage you to visit our website [Success stories](#) page, where you'll find inspiring stories from previous award applicants about the benefits of participating in the program.

When you're ready to apply, head to the Austrade Export Awards portal.

Get in touch

For more information, contact the Trade and Investment Queensland events team at exportawards@tiq.qld.gov.au or visit the Premier of Queensland's Export Awards website at exportawards.qld.gov.au.

Contact

Events and Missions

Trade and Investment Queensland

E: exportawards@tiq.qld.gov.au

W: exportawards.qld.gov.au

Terms of participation

Background

The 63rd Australian Export Awards 2025 Program is organised and run by the Australian Trade and Investment Commission (Austrade) ABN 11 764 698 227, Levels 1-2, Nishi Building, 2 Phillip Law Street, Canberra ACT 2601, Australia.

Definitions

- “Information” is defined in clause 11 of these Terms.
- “Intellectual Property Rights” means all intellectual property rights which may subsist in Australia or elsewhere, whether or not they are current or future or registered or capable of being registered, including without limitation in relation to, copyright, designs, trade marks (including unregistered marks), business and company names, domain names, database, circuit layouts, patents, inventions, discoveries, know-how, trade secrets and confidential information, but excluding moral rights.
- “Organisation” refers to the export business in the application.
- “Partners” refers to other Australian Government and State and Territory agencies active in trade promotion, and Program sponsors, supporters and co-presenters working with Austrade to administer the Program.
- “Program” refers to the 63rd Australian Export Awards 2025 Program.
- “Program Site” means Austrade’s www.exportawards.gov.au website for the Program, including the Application submission form linked to the website.
- “Application” refers to the Organisation’s application provided in connection with the Program, including an outline of the situation, complications, solutions and results / outcomes, and may include photo content.
- “Submission Period” refers to the period during which you may submit an application on the Program Site.
- “Terms” refers to these Terms of Participation.
- “You” refers to the individual submitting an application for recognition as a part of the Program.

Application submission

1. By submitting your application using the Program Site you are accepting these Terms.
2. If you are acting for the Organisation, you confirm that you have the authority to make the Application submission under these Terms and to provide the information and give the consents included in it on behalf of the Organisation.
3. You confirm that you have obtained prior consent to the submission of the Organisation business information for the Program.
4. You confirm that you have reviewed and that your Organisation meets the eligibility criteria.
5. Following your submission of the Application through the Program Site, Austrade and/or relevant State or Territory Export Awards program representative will contact the Organisation directly to:
 - make further enquiries in relation to the Application;
 - establish the Organisation's suitability to be featured in the Program;
 - seek further consents or releases;
 - work with the Organisation for the purpose of the Program.
6. Application submission through the Program Site during the Submission Period does not guarantee that the Organisation will be featured in the Program, or entitle you or the Organisation to any form of payment from Austrade or its Partners in relation to the Program.
7. Austrade maintains absolute discretion on deciding on an Organisation's eligibility and whether or how to feature an Organisation in the Program. For clarity, Austrade may choose at any time not to continue featuring the Organisation in the Program without prior notice to you or the Organisation.
8. Austrade may at any time without notice to you or the Organisation make modifications to the Program Site and these Terms at its sole discretion.
9. Austrade and Partners accepts no responsibility for any Application submissions not received for any reason during the Submission Period. No responsibility will be taken for lost, late or misdirected submissions.
10. Austrade does not warrant that the Application submission form will be available at all times during the Submission Period.

Use of information

11. For the purposes of the Program, Austrade and Partners may collect the following information (the “Information”):
 - Organisation’s business details, including business address, core financials, and nature of business;
 - Organisation’s representative contact details, including name, phone number and email address;
 - your name and contact details, including name, phone number and email address;
 - the Application; and
 - any further details or content provided in relation to the Application to support the Program.
12. Austrade and Partners may use the Information to:
 - administer the Program as set out in clause 5 of these Terms;
 - publish and promote the Organisation and the Program using diverse media outlets and media releases, including on but not limited to social media channels, websites, email marketing, YouTube, as well as printed and broadcast media;
 - help promote Australia internationally as an exporter; or
 - generate written case studies for other Australian Government activities.
13. Austrade may share the Information with its Partners for the purposes of the Program and the Partners may themselves:
 - publish and promote the Program using their own media channels; or
 - contact you or the Organisation in relation to the Program.
14. Austrade will make available the Information within Austrade for use for its trade, investment and education promotion purposes.

Privacy

15. As an Australian Government agency, Austrade is bound by the Australian Privacy Principles (APPs) in the Privacy Act 1988 which regulate how Austrade may collect, use, disclose and store personal information and how individuals may access and correct personal information held about them. Austrade is authorised by law to collect your personal information to perform its functions under the Austrade Act.
16. Austrade will collect, store, use and disclose any personal information contained in the Information in accordance with its Privacy Policy for the purpose of exercising the functions and powers of Austrade, including Program administration, and trade, investment and education facilitation. Personal information may be transferred to Austrade’s other offices, including overseas offices, via third party software and may, from time to time, be stored overseas through this process.
17. Where Partners receiving personal information are State and Territory agencies, they will handle such personal information in accordance with the privacy laws applicable to them.
18. If Partners are sponsors, co-presenters, contractors or other private entities, Austrade will require them contractually to handle personal information in accordance with clauses 12 and 15 above.



Trade and Investment Queensland

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