



Australian Government

export
finance
australia



Image: Department of Defence

Supporting Australian defence exporters

We are Australia's export credit agency. We provide finance to support businesses undertaking direct exports and those in supply chains across a range of sectors, including **advanced manufacturing, engineering and software**.

We enable Australian businesses to take on export opportunities through our loans, bonds, guarantees and, in limited circumstances, equity.

What is a defence export?

A defence export is any defence-specific or dual-use good, or service, exported by the Australian defence industry, including as part of a supply chain, that is intended for a defence or national security end-user.

OUR CRITERIA

A transaction must meet the following for us to provide our solutions:



Australian benefit

Have the necessary level of Australian benefit.



Commercial

Be commercially viable.



Approvals

Have the required defence export permit or in-principle approval from Defence Export Controls.

If the transaction meets these requirements but is not suitable for our Commercial Account, it may be referred to the Government's US\$3 billion Defence Export Facility.

Delivering benefits to Australia

For us to support Australian defence exporters, there must be an Australian benefit, this could be a future or indirect benefit.

The level of finance we can provide is linked to the level of Australian benefit in a project.

What businesses can we support?

We have a track record of supporting Australian defence exporters across air, land, sea and cyber domains to help them win defence contracts overseas. We support businesses of many sizes, from small and medium enterprises to defence primes. We also work collaboratively with other Australian and international financiers to help support defence exports from Australia.

We can provide finance for a range of purposes, including direct exports, supply chain exports, establishing an overseas presence and support for buyers of Australian goods and services.

The Government's Defence Export Strategy

In 2018, the Australian Government launched the Defence Export Strategy to help the defence industry achieve greater export success.

It brings government and industry together to provide end-to-end support for defence exports. This ranges from building export readiness to identifying export opportunities, providing finance and, ultimately, realising export outcomes.

As part of the Defence Export Strategy, we have boosted our support for defence exporters, including through the Government's US\$3 billion Defence Export Facility.

How we could help



Working capital

Boost cash flow to finance against invoices, purchase orders and contracts.



Capital expenditure

Purchase new equipment to expand your export operations.



Contract security

Provide your buyer with security for an export-related contract.

For more information on how we could support your business, visit exportfinance.gov.au/defence

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With these large orders, maintaining cash flow throughout can be a challenge, and that's where the assistance of Export Finance Australia and our bank has been invaluable.”

Mark Scherrer

Managing Director, Ferra Engineering

CUSTOMERS WE'VE HELPED

Austal

Austal is a longstanding Export Finance Australia customer and a global shipbuilder specialising in the construction of defence and commercial vessels.



Opportunity

When the Government of the Republic of Trinidad & Tobago needed financial support to update its aging ferry fleet, Austal won a contract with the help of Export Finance Australia to construct and provide three vessels for Trinidad & Tobago.

How we helped

US\$ 207.25 million

We provided a US\$207.25 million loan to Trinidad & Tobago. This enabled it to purchase one fast ferry and two patrol vessels from Austal.

CEA Technologies

CEA Technologies (CEA) is a manufacturer of world-class radars as well as advanced antenna and communications solutions for civil and military applications.



Opportunity

CEA needed finance to construct an additional manufacturing facility to meet expected growth in export orders and domestic programs.

How we helped

A\$90 million

We provided a A\$90 million loan through the Defence Export Facility to help CEA build its facility and expand operations in Canberra.

Ferra Engineering

Ferra Engineering (Ferra) manufactures and assembles complex aerospace structures and subsystems for commercial and military aviation, as well as other defence industries.



Opportunity

Ferra needed working capital to pay for the substantial upfront costs of materials and labour to deliver a contract with Lockheed Martin.

How we helped

A\$2.7 million

We provided a A\$2.7 million guarantee to Ferra's bank, enabling it to access finance to manufacture weapons bay adaptors for the F-35 Joint Strike Fighter Program.



No one takes on the world alone.

Support is available from other government agencies

Austrade

Austrade works as part of the Defence Export Strategy to advise and support defence exporters, connecting them through its global network with potential opportunities, partners and customers in international markets. Austrade also supports defence businesses in related sectors such as manufacturing.

For more information visit austrade.gov.au



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Austrade

Australian Defence Export Office

The Australian Defence Export Office (ADEO) is a key initiative of the Defence Export Strategy. The ADEO works with the Australian defence industry to achieve export success. It is the focal point for coordinating whole-of-government export support, ensuring the Australian defence industry can meet Australia's defence capability needs now and into the future. The ADEO tailors its assistance to Australian businesses on a case-by-case basis, providing a targeted level of support across all stages of a company's export journey.

For more information, visit defence.gov.au/export/office



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Department of Defence
Australian Defence Export Office

Export Finance Australia

For more information on how we could support your business, contact us on:



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