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20 March 2012

Export Credit Arrangements  
Productivity Commission  
LB2 Collins Street East,  
Melbourne VIC 8003

**Fax:** Carole Gardner, 03 9653 2302  
**Email:** [exportcredit@pc.gov.au](mailto:exportcredit@pc.gov.au)

Dear Sir/Madam,

## Productivity Commissions 2012, Australia's Export Credit Arrangements

There are some concerns regarding some of the recommendations outlined in the Productivity Commissions report on Export Credit Arrangement.

Our company is a division of an ASX listed company and as a division takes on projects internationally without the ability to leverage the resources of the larger group. We are effectively a small company growing rapidly and generating export opportunities that could not be approached without the support of EFIC.

We fall above the \$25m turnover and we have been exporting similar products for more than a few years. Regardless of this we are creating new export opportunities and growing Australia's ability to export. **We request that the productivity commission not include any expansion of an annual turnover limitation and any restriction to new exporters only.**

Each country we enter is a new market opportunity and in each market we have a need to secure financing for valid projects. Limiting the ability to utilize EFIC funding to 3 times would significantly hamper our ability to grow exports. **We request that the productivity commission not include any limiting of funding for any specific number of instances.**

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EFIC provides funding that cannot otherwise be secured. It directly assists companies deliver exports and generate Australian profits. I believe EFIC has provided a valuable and proven capability to companies like Eco-kinetics and I believe it should be encouraged to maintain and improve its ability to deliver such products.

Sincerely,

Rick McElhinney

Eco-Kinetics Group Pty Ltd