Your success Is our measure

MARAND PRECISION

20th March, 2012

Export Credit Arrangements Productivity Commission LB2 Collins Street East MELBOURNE VIC 8003

Dear Sirs,

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Our Company is a SME with growing exports and turnover in excess of \$25m per annum; as such we are vitally interested in the outcome of this review. We have been successful in both winning orders and opening doors to export opportunities in Research, Development and Manufacture of highly technical engineering equipment and components. These activities are represented in the Aerospace, Rail Renewable Energies and Automotive Industries.

We can assure the Commission that from our own experience there is a 'lack of appetite' shown by Australian Financial Institutions to support our Company in some of these activities, which they see as outside their risk profile. These activities are the very activities that the Government is encouraging industries to develop and invest in.

We do not view EFIC as a source of cheap funding – in fact the contrary is true, it is much more expensive than our traditional funding lines, however with many of these projects, it is the ability to secure funds that is critical not two or three points of interest.

Further, in many instances we are up against overseas competition who are strongly supported by their National Credit Agency.

Yours sincerely,

David Ellul Managing Director





