

2017 Premier's NSW Export Awards Finalists

EXECUTIVE SUMMARIES TABLE OF CONTENTS

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1. Freelancer.com of Sydney

Ten-time Webby award-winning Freelancer.com is the world's largest freelancing and crowdsourcing marketplace by total number of users and projects posted. Over 25 million registered users have posted more than 12 million projects and contests to date in over 1,000 areas as diverse as website development, copywriting, aerospace engineering and manufacturing.

Freelancer.com has a huge international reach with 53 regional websites, 28 supported currencies and we are also available in 34 languages in 247 countries, regions and territories.

The company also owns Warrior Forum, the world's largest online Internet Marketing forum with over 1.2 million users globally. More than 10 million postings have been made on the forum since it was founded back in 1997.

In 2015, Freelancer acquired Escrow.com, the leading provider of secure online payments and online transaction management for consumers and businesses on the Internet, having safely processed over US\$3.0 billion in transactions.

Freelancer also runs Australia's largest technology and start-up conference called StartCon (formerly Sydstart) that took place last November in the Royal Randwick Race Course with over 3k attendees.

Freelancer.com's global headquarters is in Sydney, with offices in London, Buenos Aires, Vancouver, San Francisco, Manila and Jakarta.

Website: www.freelancer.com

2. Zifam Pinnacle of Smithfield

Zifam is an Australian pharmaceutical company offering a wide range of nutraceuticals and herbal products manufactured under stringent quality standards at CMPS Australia.

Established in 1997, Zifam Pinnacle sought to provide superior pharmaceuticals and nutraceuticals to diverse countries around the world at affordable prices. With the mantra of an improved quality of health for all at the helm and exporting to 36 countries around the world, Zifam has enhanced countless lives through its policy of lower cost pharmaceuticals to those who need them. As a fulfillment of this philosophy, Zifam launched their natural supplements and upstanding quality products, when they acquired their first manufacturing plant in Sydney, Australia in 2000. Zifam Pinnacle now leads the way in the standard of manufacturing through the acquisition of a number of prominent machines unique to Australia. This level of accomplishment has established Zifam's ability to lead their industry in all facets including new product concepts, quality, and price.

We are a 100% export driven company.

Website: www.zifampinnacle.com

3. Spectrum Message Services of Clunes

Spectrum Message Services is a privately owned small Australian business, active in the fin tech industry that derives all of its revenue from exports. Its MoneyGuard interactive mobile alerting system is used by a number of large international financial institutions to alert their cardholders of transactions occurring with their cards. Spectrum was able to sell this product in Canada, Mexico, Switzerland, Poland, Hungary, Croatia, Slovakia, Serbia and Malta. The main breakthrough for the

company was to team up with ACI worldwide, one of the largest providers of financial switching and fraud management software. ACI became a global reseller of the Spectrum product, giving them access to some of the world's largest financial institutions, such as Canada's third largest bank. Currently in excess of 15 million cardholders around the world receive SMS and push alerts from Spectrum's systems. In the FY1617 financial year Spectrum was able to raise its exports by over 40%. We are a 100% export driven company.

Website: www.spectrummessage.com.au

4. Lively Linseed Products of Mullalely

Lively Linseed Products is a family owned Australian company established in 2007.

Linseed is grown on our farm which is located on the rich Liverpool Plains, and is manufactured into a range of nutritional supplements and biscuits.

We grind the whole linseed to a coarse flour to release it's nutritional properties and then mix it with organic fruit and other healthy ingredients to produce four flavour variants.

Our products have won awards at both Sydney and Hobart Fine Food Shows, all our products are gluten free and GMO free and can be added to any meal to increase nutritional quality.

High in omega 3 and fibre our products are sought after by the health conscious consumer.

Our products are available Australia wide, we currently export to Hong Kong, China, Taiwan and Singapore. We are the only Australian company exporting linseed to China. Our approach to export is unique in that we do not have an importer or agent we deal directly with high end supermarkets in our target markets.

Careful brand positioning has proven a winning formula in our export success, taking the business from just 14 international outlets in 2014 to over 300 in less than 2 years, plus listing with two E-Commerce businesses.

Website: www.livelylinseed.com.au

5. Virbac Australia of Milperra

Virbac is an independent pharmaceutical company exclusively dedicated to animal health. It is the eighth largest animal health company in the world, with a leadership position in segments for livestock, horses and companion animals. In Australia Virbac is a local manufacturer, R&D centre and the global Virbac equine export lead, primarily to Asia and the Middle East.

Despite softening equine markets and the increasing cost of regulatory compliance in target markets, the Export team has leveraged local successes and added its expertise in developing longstanding customer relationships to grow turnover 11% in 2016 with a 3 year CAGR above 16%.

In addition the organisation manufactures unique and specialised implants, developed in Australia, for reversible control of fertility in male dogs. These implants are exported in large volumes to Europe - where the preference is to maintain dogs and not surgically castrate. Our products are used widely by veterinarians in many countries for management of reproduction in zoo animals.

As one of the last remaining global organisations manufacturing animal health products in Australia, Virbac also produces for the Asian pet therapeutic market, which is growing exponentially with the expansion of the middle classes and burgeoning pet ownership.

Website: www.virbac.com.au

6. Show Pony Group of Sydney

Jane Lu started Showpo in 2010 no experience in fashion or retail and has never received external funding - she was actually in some serious travel and personal debt when she first started. As a result, Showpo has been run as a very lean company with its main focus on social media marketing. Showpo currently have over 2.2M followers between Instagram and Facebook.

Showpo has become one of the fastest growing, multi-award winning Australian e-retailers with an online following that many in digital industries can only dream about.

In 2017 Showpo hit a \$43 million run rate with sales occurring in over 60 countries. Showpo's increasing overseas sales, particularly in the US market, resulted in the opening of a US based warehouse to add season specific ranges, increase time to market, and faster delivery to the customer.

Showpo has become an Australian success story with a huge international footprint, which is still rapidly growing.

Website: <https://www.showpo.com/>

7. Health Projects International of Milsons Point

Health Projects International (HPI) is a leading global health consultancy firm, specialising in the provision of a full spectrum of health planning and design services for health system and facility development projects. The rapid growth in demand for healthcare is driven by population growth and ageing, as well as the changing disease profile from infectious to chronic health conditions. This has resulted in increasing health expenditures putting the sustainability of health systems at risk worldwide. HPI has identified a need for innovative, scientific approaches and data-driven solutions to tackle emerging health system and infrastructure issues, which remain responsive to the needs of the population. The firm's major clients include health regulators and government agencies, development banks, philanthropic funds, investment corporations, and public and private healthcare providers, enabling the intelligence and practices within each sub-sector to inform planning of other components of the health system. HPI's judicious expansion to multiple international locations and execution of a well-conceived export strategy continues to deliver growth and profitability to the company. This has not detracted from the firm's values of promoting equitable access to health services, sustainability in development of infrastructure and educating the industry through freely-available guidelines. High quality outputs and commitment to understand and deliver to the needs of its clients ensures it continues to be regarded as one of the world's leading healthcare planning and design firms.

Website: <http://www.hpi.net.au/>

8. UAV Vision of Port Macquarie

Security in a modern world has become of utmost importance. Governments and security firms are constantly looking for new ways to conduct surveillance to defeat ever more sophisticated threats. One area that is growing rapidly in this sector is the provision of real time video surveillance footage. It is a significant achievement for an NSW SME to be a major player in the world market in this space. Port Macquarie based UAV Vision, has grown over the last 10 years from supplying cinematography systems to supplying state of the art surveillance grade camera systems in over 30 countries. UAV Vision designs, tests, manufactures and supports gimballed camera systems. These small, lightweight cameras are fitted to unmanned and manned aircraft, surface vehicles and stationary installations. The cameras supply video footage in the visible and infrared spectrum both day and night with zoom levels up to 60X. UAV Vision's products provide technology suitable for civilian and military applications. UAV Vision continues to innovate to stay ahead of the competition for small gimballed camera systems worldwide.

Website: www.uavvision.com

9. Australian Institute of Company Directors of Sydney

For more than a decade, the Australian Institute of Company Directors (AICD) has played a key role in strengthening global governance in our region, and beyond. As the world's largest directors' institute, we have an influential network of 41,000 members in 76 countries across Asia, the Pacific, the Middle East, Europe and America. We contribute to the development of global governance standards as a founding member of Global Network of Directors Institutes (GNDI) and through strong partnerships with the Australian Government.

Since commencing our international operations, we have provided world class governance education to more than 1,000 directors and senior executives from across the world, including Indonesia, Fiji, PNG, New Zealand, Hong Kong, Singapore, Myanmar, Thailand, Sri Lanka, Saudi Arabia and the UAE. Our governance programs have strengthened Australia's reputation for stable governance, helping attract direct foreign investment and improving the stability of governance in our region.

We are deeply committed to the mission of strengthening global governance through our international operations. We have a new board-approved International Strategy 2018-20, a newly appointed Head of International, and a newly formed and growing international team. Our business plan is sustainable and is supported by a tailored marketing strategy in priority countries.

Website: <http://aicd.companydirectors.com.au/>

10. MSM Milling of Manildra

MSM Milling is a vertically integrated, 100% Australian family owned oilseed crushing, oil refining, packaging and stockfeed manufacturing operation based in Manildra in the heart of the NSW farming belt.

MSM Milling controls the whole supply chain, from contracts with farmers who plant canola seed through to delivery of the oil and stockfeed products to domestic and international customers.

Located on main railway and road links to ensure seamless access to export markets, with all export documentation completed by in-house export staff MSM provides oil in bulk to some of Australia

and the world's largest food manufacturers, food service customers and fast food restaurants, including KFC and Simplot.

Investment in a new \$800,000 packing line has enabled expansion into the retail sector and establishment of our own brand auzure.

auzure celebrates our unique sustainability chain and provenance story.

Investment in a new feedmill adds value to the canola meal stream, providing quality high protein stockfeed to Australian and international farmers.

MSM Milling purchases seed from more than 1,000 farmers and provides them with valuable market intelligence and competitive pricing.

Owned and operated by two farming brothers Bob and Pete Mac Smith in partnership with the Manildra Group. The brothers started the business on the family farm 25 years ago.

Continual reinvestment in the plant has fuelled a 500-fold growth in turnover since the business started in 1991.

Website: www.msmmilling.com.au ; www.auzure.com.au

11. Flora & Fauna of Galston

Flora & Fauna is based in Galston NSW and we are very passionate about living ethically and using natural alternatives. We seek to source the best natural, organic vegan skin care, make up, body, home and fashion products out there whether it is from Australia or beyond. We have a huge range with over 3,000 products and nothing is tested on animals.

Our purpose is to change the way we shop by educating and only offering products that are vegan, ethically sourced and cruelty free. We aim to be a zero waste business by sourcing and creating plastic free products that are ethically made and offering a recycling solution so that 100% of products sold at Flora & Fauna are recyclable and we have as minimal footprint on the environment as possible. We are very focused on leading the way in terms of a retailer. We are very proud of our partnerships with Where Pigs Fly Farm Sanctuary and TerraCycle.

We launched in late 2014 and have grown significantly in the first two years and now have a run rate to turn over \$6m in 2018. Our main markets outside of Australia are: New Zealand, Hong Kong, UK and US and our international growth has outstripped our existing growth to be 13% of our business.

Website: www.floraandfauna.com.au

12. Fettayleh Foods Pty Ltd of Milperra

Established in 2005, Fettayleh Wholesale Meat Supplies Pty Ltd goal is to establish a strong, successful and viable brand in the HALAL Wholesale / Retail fresh and further processed meat SPACE for the domestic and export customer.

With our extensive experience and industry knowledge, we at Fettayleh have created and continue to create a versatile range of products that can meet just about any client's product requirements. The Fettayleh Smallgoods range is manufactured to the highest standards in our new state of the art HACCP, HALAL and EXPORT approved facility.

Our goal is to grow the business beyond our competitors and market expectations (30% >) through expansion and penetration of the domestic marketplace and strategic expansion into the export marketplace.

We aim to reach the potential 1.8 billion Muslim (the vast majority of whom live on our door step) customers from around the world who would otherwise not consume the Smallgoods product due to the limitation of HALAL status in the further processed food industry, in Australia.

Although we are still young in the export space, having started in 2013/2014, our annual growth year has been very reassuring. As a business, we have been delighted by the market reception to our products and the value / recognition the brand is gaining with consumers.

Website: www.fettayleh.com.au

13. Riverina Oils & BioEnergy Pty Ltd of Wagga Wagga

ROBE is the largest food and agri investment of \$150M in the last 10 years in Australia and we are a proud regional company that exports all over the world. The turnover of the company is around \$200M per year. ROBE crushes 200,000 tonnes per year of Canola Seed and refines 84,000 tonnes of Canola Oil annually.

ROBE is the largest Non GM Canola Refinery in Australia ahead of GrainCorp and Cargill. ROBE has established the best quality plant in Asia Pacific and is producing the best quality Canola Oil and Canola Meal. We have become a preferred supplier to leading Food Manufacturers like McCains, Mars, Pepsi Co, Ingham & Baida Feed Mills.

ROBE is the only Non GM Certified Edible Oil Company in Australia and only 2nd approved in the US. We sell 30% of our output in America to Non GM Food Manufacturers.

We recently launched our Wagga Wagga Range Oils in India as a strategic partnership to 20,000 outlets including all major supermarkets. There is a major TV and news print media blitz in leading media channels. We expect this venture to be extremely successful by next year.

Website: www.riverinaoils.com.au

14. Cherub Rubs of Nowra

Cherub Rubs is a wholly Australian owned company producing a range of certified organic skincare products in the pristine city of Nowra NSW. The entire range is manufactured to strict Australian National Organic Standards which applies to both products and manufacturing facility. The company has been exporting to Hong Kong and Macau for over 13 years and it has become the leader for organic skincare products in Hong Kong/Macau. Cherub Rubs services over 500 retailers in Hong Kong, including SASA, Watsons, Guardian, Wing On, Sogo and a Duty Free Shop. The company also exports to Singapore & Malaysia with over 200 stockists and most recently we have expanded into

Thailand and China. Both of these new markets are showing great success with the Chinese market having the potential to double our sales.

Cherub Rubs offers not just wholly natural products but certified organic, free from harmful chemicals or GMO's. Cherub Rubs is recommended by health professionals, providing concerned parents with a safe natural skin care alternative to steroidbased treatments for dry skin conditions. Our products are also certified toxic free and we are members of the Chemical Free Community.

Cherub Rubs products stand out as customers such as mothers groups, nurses, day care centres and other health professionals are provided with basic scientific understanding of the organic ingredients functions.

Cherub Rubs is specially formulated for infants and babies, individuals with sensitive skins, and those predisposed to dry atopic skin condition such as eczema. The concentrations of essential oils used are specifically formulated for the safety of the baby and whole family. With Cherub Rubs you feed your skin with healthy ingredients from nature's table!

Website: <https://www.cherubrubs.com/>

15. Evolution Trustees of Sydney

Evolution Trustees was founded by Rupert Smoker and David Lom who identified a gap in the Australian trustee market for a trustee who is willing to and capable of providing tailored solutions to the ever changing needs of global investment markets.

We are a business servicing Australian and offshore asset managers and institutions with a select range of tailored fiduciary services including corporate trustee, MIT trustee and responsible entity. We hold a full ASIC license to provide RE, trustee, custody services across all asset classes. We are experts in tailoring bespoke solutions for Australian investment structures in a manner consistent with Australian laws and regulations. We are independent and focused on advancing the best interests of the investors whose money we take care of.

Website: www.evolutiontrustees.com.au

16. Next Instruments of Condell Park

Next Instruments specialises in instrumentation for the agriculture and food industries. Our company has developed a range of innovative analysers for measuring protein, moisture, oil and physical characteristics of grains and oil seeds. In the last four years we have launched a world first product that measures protein, oil and moisture in wheat, barley and canola as grains are harvested in a combine harvester. This technology has the potential to disrupt the way grains are tested and to

provide farmers with layers of agronomic information that will increase productivity and profitability. Next Instruments has been exporting its technology around the world for many years. In 2016 and 2017 we have increased our exports to include China, USA, Canada, Mexico, Italy, Thailand, Lithuania, Poland, Bulgaria, Bangladesh and India. We have been able to increase our exports by attending many international conferences and trade shows, promoting our technology and products through electronic, paper and social media. We have appointed several new dealers in Europe and North America and have visited them for training and support.

Website: www.nextinstruments.net

17. Rainman Technology of Brookvale

Rainman Desalination designs and manufactures portable desalination systems that can be easily transported or optionally installed in a boat. Systems are powered by petrol, AC electric, or solar/wind friendly 12VDC. Customers include yacht cruisers going off shore for extended periods, emergency response systems for remote locations, and various commercial applications. Our product philosophy is to simplify the system design as much as possible, but use only the best components in manufacturing. This allows for modest initial price, very high reliability, and low life cycle cost. Rainman is a niche product that must achieve global reach in order to be commercially viable. With our suppliers and customers scattered around the world, we do not consider ourselves an Australian exporter, but a global company that is based in Australia. Establishing a growing network of thirty dealers outside of Australia, we have achieved 116% foreign revenue growth last year and now export 75% of the systems we build. Although we heavily utilise traditional and digital marketing strategies, our strongest international marketing technique is to provide world-class customer service and support to our customers, which leads to significant referral of new customers. Our strongest markets are North America, Caribbean, Europe, Southeast Asia, and Oceania.

Website: www.rainmandesal.com

18. Down Under Enterprises of Double Bay

Built on the worldwide reputation of Australian Tea Tree Oil, Down Under Enterprises (DUE) promotes Tea Tree Oil and native Australian ingredients to Personal, Home, Medicinal and Pet Care manufacturers throughout the Americas, Asia, and Europe (new in 2017). Our Tea Tree Oil is grown and produced on our new plantation, Buhlambar (Aboriginal Bundjalung for "home of tea tree"), and our family's and friends' plantations in Northern NSW, while other oils are sourced from a close network of small growers in Australia. DUE is renowned for providing customer service 'beyond the expected', offering only premium Australian native ingredients, and using technology such as our ERP/CRM/Marketing Automation systems to effectively market and compete against much larger global players. Our email marketing campaigns average a 33% open rate and a response rate of 36% - our customers love us and love hearing from us!

Our customers include the biggest global brands in natural skincare, and we have a strong commercial footprint amongst the Top 50 personal care companies in North America. In FY2017, Down Under made sizable investments in people and systems and developed our world class Buhlambar Plantation producing 30 tons of tea tree oil for export (using free cashflow). This plantation will feature a revolutionary -- and IP protected -- Zero Carbon distillery in 2018.

Website: www.downunderenterprises.com

19. Quickstep Technologies Pty Ltd of Bankstown

Quickstep is an Australian company providing advanced composite manufacturing solutions to the global aerospace, defence, automotive and other advanced sectors. We are the largest independent aerospace-grade composite manufacturer in Australia, partnering with some of the world's largest Aerospace/Defence organisations including: Lockheed Martin, Northrop Grumman, BAE Systems and Marand Precision Engineering.

Quickstep operates from state-of-the-art aerospace manufacturing facilities at Bankstown in NSW and a site for the advanced manufacturing of composite parts and R&D/ process development centre in Geelong, Victoria.

Quickstep generated revenue of ~\$52.6m in 2016/17. We employ 220 people, with 211 staff in Australia and 192 working in NSW. The majority of Quickstep's revenue is attributable to export sales from our Bankstown site.

Quickstep is a global supplier to the JSF (Joint Strike Fighter) program and we manufacture of vertical tail and centre fuselage composite components in Bankstown, NSW. We produce 32 unique composite products for the JSF program and are also the sole global supplier for the C-130J aircraft's wing flap assembly to Lockheed Martin.

Quickstep has seen strong F-35 volume growth in FY2017, meeting all customer delivery requirements. The addition of vertical tail parts in FY2017, has seen our sales growth from \$12m three years ago and we will be leveraging our capabilities to more than double the Bankstown export business in the next three years.

Website: www.quickstep.com.au

20. Glimlife Australia Pty Ltd of Ryadlmere

Founded in Sydney, Australia in 2006, Glimlife is a manufacturer, marketer and distributor of fine quality skin care and health food products. For the FY2016/17, we are pleased to report sales revenue of \$14,338,675, achieving revenue growth of 52% from the prior year. Our products are distributed in Australia, Canada, USA, Vietnam, China, Hong Kong, Macau, United Kingdom, Holland, France and Germany. Our brands are: Glimlife, Honeylife, Poweroll, Male boost plus. Glimlife produces 45 unique Australian made health products. With 2 specialist brands: Honeylife and Poweroll.

HONEYLIFE from the very beginning has been to provide Australian premium bee products that combine the very best of Science & Nature. Utilising natural bio-active ingredients unique to Australia, our premium bee products including Manuka Honey MGO+, Propolis, Bee Pollen and Honey Skin Care.

POWEROLL is a unique blend of native Australian Emu oil and natural essential oils specially formulated to relieve muscle & joint pain. We have introduced a wide range of pain relief products to provide millions of people with fast, long lasting relief. Our product range includes Joint Boost Capsule, Calcium, Vitamin D, Fish Oil, Emu Oil and Emu Oil Patches.

Website: www.glimlife.com.au

21. aussieBum of Leichhardt

16 years young, aussieBum in 2017 marked many milestone moments that have contributed to the company's ongoing international success. The company has significantly increased its local manufacturing capability producing over 1 million garments in Sydney's inner west using fabric knitted in Queensland. The brand has shifted its reputation as a niche boutique apparel brand to become a brand that produces a quality made garment at a price that competes successfully against

the multinational men's underwear brands. The proof is sales exceeding \$1 million dollars within a 72 hour trading period, resulting in over 20,000 international orders over a single weekend. This was achieved by remodelling the back end infrastructure and continuing to produce world class marketing campaigns.

A highlight for the year was developing the world's first 24 Carat gold men's underwear that resulted in worldwide media attention.

Today the company can process over 10,000 unique orders per day and dispatch to customers within 8 hours up to 3,500 unique orders that are picked and packed in-house using custom built processing and shipping software that reduces the physical time that was required in previously.

Website: <http://www.aussiebum.com/>

22. Calix Limited of Pymble

Calix is a multi-award-winning Australian technology company that is developing new processes and materials to solve global challenges.

The core technology is a world-first, patented "kiln" built in Bacchus Marsh, Victoria that produces "mineral honeycomb" - very highly active minerals! - as well as capturing CO2 emissions.

Calix is using these minerals, which are safe and environmentally friendly, to improve waste water treatment and phosphate removal, help protect sewer assets from corrosion, and help improve food production from aquaculture and agriculture without anti-biotics, fungicides and pesticides.

Our export story encompasses both our technology, and our products.

Our technology has been successful over the last 4 years in securing over \$20m in overseas funding for R&D / Piloting projects in energy and industrial CO2 capture and now (in FY1617) advanced batteries.

Our products started being exported in May 2014, with our first 20T container to the Philippines.

On top of building SE Asian exports, in FY1516 we also commenced exports to Europe encompassing both product and technology licensing fees. In FY1617 our exports were worth \$3.67m, a 564% increase over the previous year.

Calix is an unlisted public company 25% owned by staff; all passionate about building a great Australian technology and export business.

Website: www.calix.com.au

23. english language company of Sydney

ELC is Sydney-based private English language college with a long history as an industry leader and innovator in the field of international education. Founded in 2003 by David and Lyn Scott, ELC is a 5 time winner of the prestigious Study Travel Magazine Star Award for Best English Language School in the Southern Hemisphere giving it a worldwide reputation in the field. As well as attracting more

than 15,000 international students over 13 years to study in Sydney, ELC also has a successful campus in Kuala Lumpur, launched in 2012, offering the same Australian produced programs to international students from the ASEAN and MENA regions. We now export our programs to over 75 countries worldwide. In April 2017 we signed a contract with the largest private university in Vietnam to establish a branch of ELC within their main Ho Chi Minh Campus. Launch date is Aug 1st 2017. On top of our 3 main campuses ELC has innovative teacher placement programs operating in countries such as Vietnam, Colombia, Malaysia and China. These programs provide high quality teachers to government schools in these countries to work for a semester as an English teacher. For example, in 2017 ELC will place approximately 350 English teachers to work in Vietnamese public schools and 100 in Thai public schools. After surviving four very difficult first years in which we sustained significant losses, and through many ups and downs over the years, we have overcome the many challenges in our industry to become a market leader recognised throughout the world as the leading independent private English school in Australia. Our Sydney school now has over 600 students from more than 50 countries and our offshore operations are expanding our exporting capacity. Our new school in Ho Chi Minh City will open with 800 students.

Website: www.elc.edu.au

24. studylane Pty Ltd of The Rocks

International education is Australia's 2 largest export earner behind mining - it generated A\$21billion in 2016. Australia is the third largest provider of export education services globally. The market is set to double in the next 8 years. BUT - the international student recruitment industry is heavily paper based, inefficient, fragmented and too often characterised by a lack of transparency, inconsistent student and application quality, poor student information and dubious intermediary (education agent) behaviour.

studylane is an edtech platform, linking international students with education agents and Australian education providers.

studylane is an industry-leading concept that supports the education industry as a whole and drives greater numbers and higher quality international student applications. studylane is poised to revolutionise the industry - to be the only one-of-itskind to support education institutions, education agents and international students through an information-rich and functionally compelling multi sided technology platform.

Website: www.studylane.com.au

25. Utilix Pty Ltd of Sydney

UTILIX is a mobile infrastructure mapping and project management platform specifically designed to provide productivity & safety solutions for organisations involved in underground infrastructure including all utility services & construction. The application's concept is based around a real-time visual presentation of underground services and infrastructure. We are converting out-dated drawings into a user friendly colour-coded, real-time format to mobile phones and tablets. Users can also upload their photos, videos, Geolocation and project documentation in real-time. The Utilix application has developed ground-breaking, disruptive technology that can transfer drawings in seconds.

Website: www.utillix.com

26. Derby Rubber Products Pty Ltd of Silverwater

Derby Rubber Products is an advanced industrial rubber manufacturer based in Sydney. Founded in 1964, Derby Rubber has grown from a manufacturer of small automotive parts to earning an international reputation in niche, custom-made, high resilience products for demanding applications and extreme condition environments.

The company has diversified its markets and capabilities as well as invested in the research and development of new compounds and manufacturing techniques. Consequently, it has enjoyed a steady increase in revenue over the past 10 years.

Overall sales have doubled and exports have tripled and become a substantial part of the business portfolio.

Derby Rubber is the world leader in manufacturing high-performance ballast regulator broom elements which are crucial for sweeping ballast bed rail track installations and refurbishments. A crucial part of our export success in the rail sector was the development of innovative techniques to produce the trademarked Ballastick® range of brooms. These techniques remain unique to Derby Rubber.

Derby Rubber are focussed on high growth markets in Europe and Asia to continue their export growth. We are investing in the research and development of new materials, building customer relationships, production systems, product design, staff training, branding and marketing.

Website: www.derbyrubber.com.au

27. International College of Management Sydney of Manly

For over 20 years, The International College of Management has worked to realize the ambitions of the visionary Australian's who founded it. Our journey so far has validated their courage and vision. ICMS's achievements are remarkable and it is unique as a higher education provider at every level of the organization - its culture, size, location, ownership and organizational structure, management and business model.

ICMS is a private entity in an industry controlled and dominated by the public sector. Yet ICMS is exceptional because it has been built upon the understanding that quality matters and it has been at the forefront of career focused education. This is reflected in our growing number of student enrolments both domestically and internationally.

Our international student population is growing exponentially and now comprises 60% of our student body with over 40 nationalities enrolled on campus. We have expanded into a number of new international markets promoting Australian education through ICMS courses at the highest levels. As a result the organization has created a legacy that continues to be felt in Australia and around the world with many of our Alumni now industry leaders across multiple institutions.

Website: www.icms.edu.au

28. Superbee Honey Factory of Forbes

Superbee Honey Factory is one of Australia's largest packers for both bulk and retail packaged honey. We are seasoned exporters experienced in supplying our products to over 12 countries worldwide, and have the unique distinction of being the only honey factory in Australia with our own themed retail and tourism outlets. Superbee Honey Factory also does a wide variety of privately labelled products both for our domestic and international customers. We are HACCP certified as well as Halal and Kosher certified. We have a detailed Quality Management System incorporated into our daily work environment.

At Superbee we aim to provide high quality and innovative products in order to distinguish ourselves from the rest of the field.

Superbee processes in excess of 1000 tonnes of honey per year and has the facilities to greatly increase this capacity of production.

Our goal is to be Australia's leading privately owned manufacturer of pure Australian Honey, and quality hive products providing outstanding service to a global customer base.

Website: www.superbee.com.au

29. AH Beard Pty Ltd of Padstow

AH Beard are a family owned Australian mattress manufacturer operating since 1899. With six locations across the country, AH Beard are one of the few bedding manufacturers with a truly national distribution network. AH Beard have also been a trans-Tasman company for almost twenty years. However with the recent expansion into China, AH Beard have established a world class, truly global enterprise.

Vast new markets have opened up. Affluent consumers, eager for Australian made products, have been identified. Key reasons for the success in China include:

- A growing middle class with a thirst for imported goods
- A lack of confidence in local Chinese manufacturing
- The use of strategic partnerships incorporating local expertise
- Strong marketing support from Australia
- Precise market research, followed by careful analysis
- Development of products targeted to specific market segments
- Chain of custody of the mattress - from the signature of the craftsman who made it, to Australian and Chinese customs, to the individual store and finally the consumer

Our success in China is drawing interest around the world, with a supply agreement for South Korea nearing completion and our export sales now exceed \$3 million.

Website: www.ahbeard.com

30. Flavourtech Pty Ltd of Griffith

Flavourtech is a privately owned company that designs, manufactures, services and supports specialised food processing capital equipment for the food (fruit & vegetable), beverage (coffee, tea, wine & beer), dairy, flavour and pharmaceutical industries.

The unique technology and innovative applications that Flavourtech has developed over the years allows it to process these products in a very gentle manner through the use of steam alone, and without the use of any chemicals or solvents.

Furthermore, Flavourtech has built on this capability by customising these solutions to fit the specific requirements of customers in different regions across the world. This has necessitated Flavourtech to implement global best practices in its design and manufacturing processes, as well as adopt its sales & marketing strategies to each of the regions it competes in. In fact, as of today, it has conducted business in over 60 different countries, and built up its export business to 90% of annual sales.

As a consequence, Flavourtech has now become a more creative, flexible and culturally-aware company as it competes across many different industries in various regions. It is this type of innovative, outward-looking and customer-focused approach that is vital for Australia, if it is to emerge as a key player on the global manufacturing stage.

Website: www.flavourtech.com

31. Aceit Work/Sport/Promo of Wollongong

Aceit is a Wollongong-based team wear company, exporting sport, work and promotional merchandise to the globe. Along with the traditional offerings of design, heat transfers, screen-printing, and embroidery services, Aceit's export success comes from our innovative sublimated sportswear. Our custom designed sportswear can be seen anywhere from local sports fields, to international sporting events.

Focusing on niche sporting markets, we have achieved a 25% increase in export in the last financial year. This success can be linked to our dominance in the UK lawn bowls market, the success of our 2016 historic merchandise contract with Bowls England. The company is now looking to expand into Asia and has commenced work to create an awareness and relationships in the region. This increase demonstrates the creativity and innovation of our small, but dedicated team.

Website: www.aceit.com.au and www.aceitsportswear.co.uk

32. PROUDEX AUSTRALIA PTY. LTD. Of Ryalmere

Proudex Australia Pty Ltd is an international organization in Australian made natural health supplements products. Committed to the highest quality by Australian standards, and offering exceptional value for money, Proudex has supplied markets worldwide for over twenty years. Providing our customers outstanding service and products that meet diverse health and nutritional needs, research and development ensure continuously add value that supports their customers' health and wellbeing.

Website: www.proudex.com.au

33. SHANGHAI DONGHONG PTY LTD of Epping

SHDH is the leading company in wood log exporting from Australian into Asian countries. Established in 2012, growing into a million tonnes exporter in the first year, we aim to deliver the best quality wood and timber products to the world in an environmental friendly way. We developed a long-term relationship with the giant forestry organisations in NSW, which enable us to access to the most various wood species at a sustainable and stable output volume. As a result, SHDH becomes the industry benchmarking in both logs exporting from Australia and sales in Asian countries.

Website: WWW.SHANGHAIDONGHONG.COM.AU

34. HGT Australia Limited / HGT Australia International College of Broadmeadow

HGT Australia Limited, trades as Novaskill a not-for-profit company. It focuses on skill development across a range of Vocational Education and Training areas. HGT Australia has been a leading registered training organisation and group training organisation since 1980 and has been dedicated to assisting students achieve their full potential through the provision of quality training, mentoring and employment services. After 35 years of successful operation within the Australian Vocational Training and Employment sectors an appetite for continued growth and diversification drove successful establishment of HGT Australia International College (Referred to as HGT Australia henceforth) in 2014. It has responded to the Chinese government's aspiration to provide a workforce of 10 million aged carers by 2020 through its innovative partnership in Shanghai, Chengdu, Guangzhou, Nanjing, Shandong and Beijing. HGT Australia's key training services in China include tailored training program, train the trainers-aged care, executive study tour-aged care and health care.

Website: <http://novaskill.com.au/> <http://hgtaustralia.com.au/>

35. Star Combo Pharma Ltd of Smithfield

Star Combo Australia Group ("Group") is comprised of two companies: Star Combo Australia Pty Ltd and Costar Pharmaceutical Laboratory Pty Ltd.

As one of 9 TGA soft gel production licence holders in Australia, the Group is an Australian nutritional products business that develops, manufactures and distributes a range of branded vitamins, and skincare products servicing the domestic as well as growing offshore markets, particularly across Asia. As well, the Company provides OEM facility to other vitamin companies. Currently the revenue split is approximately 70% OEM and 30% branded products.

The Group started from 2004 in Sydney Australia. Since then, the Group has been supplying quality products at great prices, which resulting in double digit growths consistently over the years.

In 2014/2015 financial year, the Company's major shareholder purchased a property at Smithfield NSW comprising 15,000 sqm which will be leased to the Group for initially 20 years at market rate. The Group then invested in the construction of a large, TGA approved production facility including a soft gel capability within the property and started production in October 2015 financial year. This site now not only produces all products of the Group but it also provides packing and warehousing functions. In 2016 financial year, with this new facility fully functioning, and a favourable market condition, the Group has experienced explosive growth both in terms of revenue and profitability.

The Group has been operating efficiently under the management of an experienced team. It has the capacity to increase the production up to 5 times without the need to invest in additional plant and equipment. The Group is ready to adopt the best corporate governance practice and has plans to expand to the next level.

Website: www.starcombo.com.au

36. The Lifestyle Co of Surry Hills

ZEROS launched in 2008 and SUPAWEAR in 2012, both growing and thriving locally and internationally and are now recognised globally for Australian designed men's beachwear, underwear and activewear brand from Australia.

At the beginning I would design the product; find local suppliers, pattern makers and production team. Then organise, plan and book model and photographers for a photo-shoot. I will also did all post production editing and have graphics ready for print and online. Parcels, I packed the night before and was taken to the post office during my lunch-break. This lasted for four years with steady growth every year.

This was all achievable by sacrificing any free time. A sacrifice well worth it.

A slow start because the brand was only funded once I can financially put more money into the business to grow the brand equity. The brand only started to take off in the fourth year when trust was established with our customers. Ever since then, we have been striving to continue to bring our customers a positive and happy experience.

Today we have a small but efficient team to manage production and sales. Our warehouse is now outsourced to 3PL company in Melbourne so we can focus on the strategy and growth. We have distributors, department stores and retailers across the globe.

Website: www.2eros.com and www.supawear.com

37. Polyglot Group of Glebe

Polyglot Group is a leading global boutique consultancy dedicated to helping businesses expand & optimise their operations both locally & across borders.

Founded in 1995 by Corinne Bot, the business has grown from a one woman company to an international brand. With a global footprint spanning over 9 time zones as well as a network of

expert partners across the globe, our sole mission is to ease business growth by breaking through cultural barriers.

We do so by providing tailored and comprehensive solutions in HR Consulting & Outsourcing, Talent Acquisition, Payroll Outsourcing, Translation & Interpreting as well as Business Setup.

Our end to end global expansion solution provides our clients with 1 point of contact and 1 invoice for all of their international needs so they can dedicate their time to their core competencies.

Present in 4 continents, 6 countries & 12 cities and counting as well as speaking a total of 28 languages, we are the ultimate global partner.

Website: www.thepolyglotgroup.com

38. Precision Marketing Holding Pty Ltd of Sydney

Across Asia, we provide tailored insurance marketing and distribution services for our bank, insurance and affinity clients (collectively referred to as 'business partners') who have significant opportunities for direct & digital distribution but often facing channel conflicts with their aligned distributors.

PMAP leverages its Intellectual Property via a suite of specialist marketing and operational services, underpinned by a uniquely configured technology platform (the Campaign Factory).

Our expertise combined with the Campaign Factory functionality allows our partners to acquire, grow and retain customers through simple, relevant insurance product propositions.

The business is supported by global reinsurers who provide funding and re-insurance.

Success is predicated by our interests being aligned with our insurance, reinsurance and retail distribution partners to create collaborative, dynamic, successful long term strategic relationships, and share the financial rewards.

The business model is long-term and sustainable and over time builds a significant embedded value.

At the commencement of the business through extensive field research we identified a massive gap in capability and knowhow in our chosen markets (Japan & Indonesia) and by simply reaching out, leveraging contacts and presenting with confidence our solution to some of the largest corporates in the world we have set a strong foundation for growth.

We are a 100% export driven business with all our sales coming offshore.

Website: www.precisionmarketingapac.com

39. PassMark Software Pty Ltd of Surry Hills

Founded 1998, PassMark Software designs and develops a variety of software and hardware products for global markets. PassMark focuses on providing solutions in the niche area of PC benchmarking and diagnostics. Its unique products provide a streamlined way of measuring the performance of PCs and devices as well as diagnosing faults and problems. Since its inception the company has gained 100,000 customers world wide. As a leading authority in performance benchmarking and testing PassMark also provides consulting services to major IT corporations, big business and government organisations. Its client list includes Symantec, Dell, NASA, Hewlett Packard, CA, FBI and Intel. PassMark built and maintains the world's largest CPU benchmark website, cpubenchmark.net. This site gives users access to CPU benchmark results for over 800,000 systems covering more than 1200 different types of CPUs.

Recently PassMark diversified into the field of digital forensics with its OSForensics product suite. This offering gives law enforcement agencies, business and governments worldwide an end to end solution for detecting and reporting any criminal activity that has occurred on a PC. The product has already contributed to a number of successful prosecutions in the USA. PassMark's products are mostly exported to the USA, but a sizable portion come from the EU. Its penetration of Asian markets (particularly China and Taiwan) has increased in recent years.

Website: <https://www.passmark.com>

40. IELTS Online (Access Macquarie Limited) of Macquarie University

IELTS Online is an online IELTS (International English Language Testing System) test preparation resource, consisting of 3 courses. It was developed at Macquarie University to respond to a growing need of IELTS test candidates unable to attend face-to-face classes or workshops/seminars due to timing, location or affordability reasons.

The content has been created by experienced IELTS tutors and examiners with strong background in course development and deep test knowledge. Using best-practice standards in online teaching and test preparation the goal is to provide test candidates with the skills and knowledge to take the IELTS test with confidence. With detailed lessons, tips, full practice tests and answers, it has everything a candidate needs to get familiar with the test format and test taking strategies.

Over 100,000 test candidates in over 140 countries to date, have used IELTS Online to prepare for their Academic or General Training test and over 90% are happy to recommend our courses to family and friends. The quality of our courses has been recognised, and a global partnership with one of the global co-owners of the IELTS test (IDP Education) was signed in 2014, resulting in IELTS Master being offered to candidates globally through IDP's test centres.

Website: www.ieltsonline.com.au

41. Blowfish Studios of North Sydney

Blowfish Studios is a privately owned business specialising in exporting digital entertainment and game development services, as well as exporting its own computer game software globally. Founded in 2010 by Benjamin Lee and Aaron Grove, Blowfish Studios has consistently created and exported world notable games. The largest success to date is Siegemcraft with over 1.5 million downloads. The game launched in 2011 and has garnered multiple features by some of the most

popular gaming platforms (Apple, Microsoft and Nvidia). Siegecraft has also been the basis for two spin-off products, Siegecraft Defender in 2013 and Siegecraft Commander in 2017. In tandem to its own products, Blowfish serves as a game publisher and has grown their services export business over the last five years to include customers in USA, Singapore and Japan.

Website: <http://www.blowfishstudios.com>

42. World Mosaic Pty Ltd of Terrigal

World Mosaic is a regional export success story. Our privately-held education technology company demonstrates that professionals in regional NSW can export local knowledge and innovation. World Mosaic generated \$A250,000 revenue in its first year and \$104,000 of that revenue (42%) was from the export of our professional services and curriculum services, and our software. Our export customers now include education giants UNESCO (France), Chicago Public Schools (the third largest school district in the USA), and IST AB (Swedish 'edtech' giant with 6,000 school customers). Our education content, services and software are now being rolled out to hundreds of thousands of students through these and other anchor export customers in 11 countries. All this is being managed from the NSW Central Coast with contracted US, UK, Shanghai, Canada and GCC (Gulf States) support. We achieved this result through relationships; small strategic investments, and partnerships. First, we developed relationships with edtech peak-bodies in the US, UK, France, Sweden and the GCC, for example, we attended and presented our fresh 'mobile learning' ideas at two UNESCO mobile learning events in Paris. This connected us with high-value prospects who were aligned with our approach and value proposition. We became known internationally as thought-leaders as we introduced constructivist teaching and learning approaches through mobile. We thrilled the market with our new constructivist software, content and training solutions which create a more natural learning experience. We promoted our approach through global social media and UK, US and other international events. Secondly, we invested in and leveraged the development of new and existing education software platforms that support constructivism. NSW iAward-winning mme moe and Yahki are examples. Third, we also assisted other Australian edtech companies with their export actions and that positioned World Mosaic in the global market as a dynamic, connected innovator.

Website: www.worldmosaic.co

43. Steber International of Taree

Steber International is a family owned business, founded in 1946 and operating on the Mid North Coast of NSW. The company is regarded as the premium manufacturer of commercial fibreglass boats and composite components for both domestic and overseas markets.

Our manufacturing plant is on a four (4) acre site with approximately two (2) acres under cover. The facility has designated areas for composite manufacture, construction, fitout, engineering, sheet metal (stainless steel and aluminium) and internal cabinetry, furniture upholstery manufacturing facilities and boat refit area.

Our overall objective is:

- to build commercial and recreational vessels for local, national and international clients that exceed the customer's

expectations while maximising employment opportunities in our local community.

- to continue to grow our refit business that puts new life into a pre-owned vessel utilising our skilled, flexible workforce

- to be an innovative company that continues to put effort and resources into Research and Development.

Website: www.steber.com.au

44. RBK Nutraceuticals of Seven Hills

RBK Nutraceuticals is a TGA / GMP licensed health supplement manufacturer that has been exporting to over 15 countries for the past 20 years.

RBK manufactures & distributes its own brands including; Mother Nest, Blue Gum, True Blue & V-Plus to the world's leading retailers with its main export markets being in Asia. The product range consists of over 100 premium natural health supplements such as Omega 3, Propolis, Multi-Vitamins, Colostrum, Spirulina, Gummy Vitamins and many more. RBK also provides OEM and private label services to export customers.

RBK prides itself on developing long & trusting relationships with its export partners to gain a greater understanding of each market to be able to fully customising each product to exactly meet the requirements of consumers. RBK works closely with its customers providing advertising and promotional support as well as conducting product & sales training seminars around the world.

RBK has enjoyed recent export success by establishing a partnership company in Saudi Arabia with Mothernest products currently available in several major pharmacy chains.

Website: www.rbk.com.au

45. Flying Bark Productions of Camperdown

Flying Bark is Australia's most established full-service animation and creative service studios, specialising in creative development and pre-production of animated and live-action family entertainment. Employing on longer-term (6 months or more) anywhere from 65 - 150 staff at our Sydney-based studio each year, the company's content has sold in over 176 different territories worldwide.

Over the past 3 years Flying Bark embarked on a new business plan to diversify its production service offering to take advantage of shifting international trends, the lower Australian dollar and domestic Government incentives. Mid-way through the shift, the company is experiencing great results.

The mix of production from IP owned (productions in which Flying Bark has equity and future revenue participation) to building a robust production/creative service business is an example of successful diversification and has seen significant expansion in foreign investment, income and improved sustainability in a short space of time.

Website: www.flyingbark.com.au

46. G&M COSMETICS P/L of Taren Point

G&M Cosmetics Pty Ltd specialises in skin health and has been manufacturing and selling to Australian national retailers for 21 years. We are a family business and proudly 100% Australian owned.

G&M prides itself on delivering premium grade skincare products to consumers of all ages in all segments of the market, whilst maintaining the strictest manufacturing standards. G&M products are highly absorbable and suitable for everyday use on the face and body, and feature premium grade natural, iconic Australian active ingredients: Kakadu Plum, Goats Milk, Manuka Honey, Lanolin, Macadamia, Avocado and Emu Oil. Scientific formulas developed and refined over many years & not tested on animals.

After two decades of stability and continued growth as well as establishing a reputation for gentle effective formulations which are great quality and fantastic value for money, G&M Cosmetics is now a powerhouse in the local cosmetics manufacturing landscape. We are now one of the fastest growing skincare brands in Australian supermarkets.

60% of our current company turnover is export (mostly Asia). Asia is a lucrative and steadily increasing market for G&M Cosmetics. We also have a China based company and aim to rapidly increase & expand our global export market in the future.

Website: www.gandmcosmetics.com.au

47. Viper Wire Rope Lubrication of Prospect

Viper Wire Rope Lubrication (Viper WRL) is a division of Lubrication Engineers Pty Ltd. Lubrication Engineers Pty Ltd has been operating since the 1980's, selling lubricants & lubrication equipment. The business was purchased by the current owners, Rodney & Leonie Fitzpatrick in 2007.

The Viper WRL MKII range provides fast, effective and safe grease lubrication of wire ropes, in sizes from 8mm (5/6") to 165mm (6-1/2") in diameter can be automatically greased at speeds up to 2,000mt per hour. The Viper WRL MKII comes in three different sizes:

1. Viper MKII Mini: 6mm to 36mm
2. Viper MKII Mid: 8mm to 67mm
3. Viper MKII Maxi: 50mm to 165mm

Viper WRL supplies the best lubrication equipment for the Oil & Gas Industry along with the Shipping and Marine industry.

There has been many international marketing strategies implemented towards Viper, some of which include:

- Sending our International Viper Sales Manger to the Netherlands, in order to engage and capture the large customer base there.
- Viper brochures and manuals have been made and updated for our customers, additionally they have been translated into numerous languages.
- We have built relationships with key OEM's of wire ropes, cranes and winches plus lubricant companies.

- Created a Viper WRL Facebook, Twitter and LinkedIn Page, which allows us to engage with customers and bring in more leads.

- Created Viper videos.

Viper operates in a direct and non direct business sales model. The majority of sales are through a network of resellers and distributors. Distributors are typically wire rope or lubricant resellers while resellers are ships chandlers / spare parts organizations.

The financial strategy for Viper has been to add a key product group to the Lubrication Engineers Pty Ltd existing business without increasing overheads dramatically, this had worked very well.

Website: www.viperwrl.com

48. Provectus Care Pty Ltd of Milsons Point

Provectus Care is a high-end residential aged care provider specialising solely in boutique residential aged care. Founded in 2001 by Dr Shane Moran, Provectus Care develops and operates Australia's most prestigious aged care facilities across Sydney, Melbourne, the Gold Coast and Canberra. Provectus Care is built upon the ethos that residential aged care should be provided in the finest hotel-style settings that enable the elderly to enjoy their final years in comfort and dignity, while enjoying the highest standards of care available.

Provectus Care (China), a wholly owned subsidiary company of Provectus Care, develops and operates aged care facilities in China based upon the same ethos of quality and renowned care implemented across all the Provectus Care facilities.

Provectus Care (China) works in partnership with some of China's largest and best renowned state-backed companies that provide Provectus Care (China) with access to the best market opportunities, security of investment and enables Provectus Care (China) to develop and operate China's premier aged care facilities.

In 2016/17 Provectus Care entered into partnership agreements with a number of blue-chip state-backed Chinese companies to develop and operate 750 new aged care places in China (a 350% increase to our current Chinese operations).

Website: www.provectuscare.com.au

49. Cog Systems of Newtown

Cog Systems is the leading provider of software for embedded security systems for connected devices on ARM (Mobile, Gateways, and IoT).

To achieve this objective, we enable the concepts of modularity with the fundamentals of security, trustworthiness, robustness, fault tolerance, and adaptability. To provide these features, we leverage technology such as virtualization, formal methods, and 'best in class' 3rd party solutions to deliver a holistic solution that both secures and unlocks the full potential of your device.

Leveraging our D4 Secure Platform, we do the following:

- Deliver embedded security that just works.
- Provide COTS devices at a COTS price.

- Gain defense-grade security for your connected devices with the world's most secure solution.

Introducing Secured by D4 Mobile Solution

- The Premium trusted mobile security platform for all government and enterprise customers. Now available on HTC One A9.

- Reclaim Productivity. Reclaim Privacy.

- Protecting organisations and their users with an unparalleled level of data and system security that enables you to run the applications you want to run, safely and securely.

The Secured by D4 Solution can be customised to run on any connected COTS device (mobile, gateway, and IoT) to meet the individual needs of an organisation.

Website: <https://cog.systems/>

50. CPI of Northwood

Concession Planning International (CPI) Australia is a specialist airport commercial planning consultancy. Our clients are airports and other operators of transport infrastructure, and investors in the sector.

Our core areas of expertise are:

- Airport commercial planning and strategy
- Tender process management and partner selection
- Advertising and digital strategy and planning
- Training and professional development
- Corporate positioning and communications
- Business growth strategies and support.

The majority of our work is commercial planning, working directly for airports to provide advice and expertise to ensure a redevelopment or new facilities to optimises commercial income and delivers a good passenger experience.

We run the industry's only specialised airport commercial training. We've trained over 400 airport industry professionals from around the world since 1997, including over 50 at our Sydney course. The course runs in the UK and Australia.

Website: www.concession-planning.com

51. Doq of Pymont

Established in 2009, doq® is an international marketing agency with a vision to bridge Japan with the rest of the world. As such, doq® caters cross-cultural marketing solutions - development strategies, public and media relations, digital marketing and event planning - to Japanese companies seeking to expand overseas with Australia as a first step.

A key stream of revenue is attained by conducting marketing campaigns with governmental entities dedicated to foreign tourism. Despite natural disasters affecting Japanese tourism such as the 2011

earthquake and tsunami, doq® has contributed to the number of Australian visitors to Japan and has grown from having \$100 initial capital to being a multi-million-dollar valued company.

Website: <http://thedoq.com/en/>

52. Soprano Design of North Sydney

Founded in 1994, Soprano Design is an award-winning global software design firm headquartered in Sydney, Australia.

Soprano first expanded internationally in 2010 and has since grown into North America, Europe, Southeast Asia, South America and New Zealand. Soprano now earns more than 75% of its revenue outside of Australia and locates more than 65% of its employees internationally.

Soprano software intelligently integrates with mobile operators and enterprise organisations to facilitate secure, priority mobile messaging between employees, IT systems and consumers in dozens of industries globally. 1000s of businesses and over 30 of the world's largest brands use Soprano to process over 2 billion mobile messages annually.

Soprano's international export competitive advantage is based on a profitable channel partnership model with select mobile network operators (MNOs) who offer distribution to local enterprise and government customers. This enables a lean, specialised team in each region and leverages the resources of channel partners to achieve scale.

In 2016/17 Soprano was again named to Deloitte's Australia Technology Fast 50 and Asia-Pacific Technology Fast 500 lists.

Website: <https://www.sopranodesign.com>

53. Waterman AHW Pty Ltd of Sydney

Website: www.wahw.com.au/

54. Novotech CRO of Sydney

Established in Australia in 1996, Novotech is internationally-recognised as the leading Asia Pacific full service contract research organisation (CRO). Novotech works with clients, leading principal investigators and healthcare professionals, and patients to provide clinical trial management services across all trial phases and therapeutic areas. Privately-owned, Novotech has been instrumental in the success of hundreds of Phase I - IV clinical trials in Australia, New Zealand and the Asia Pacific region.

Initially founded to support the Australian market, Novotech has grown into an Asia Pacific specialist providing clinical trial services to a wide range of international clients. Novotech's business strategy is promote the benefits unique to Australia's clinical trial industry first and its company's services second. Novotech promotes Australia as a key location for both early stage research, as to access Australia's R&D benefits scheme, and as a clinical trial gateway into Asia for later stage research.

This strategic approach has successfully resulted in Novotech undertaking over 500 clinical trials for over 200 clients in Australia.

Following this approach and success, Novotech is internationally known for being a true partner with its clients, amidst a market of larger global competitors.

Website: www.novotech-cro.com

55. Container Rotation systems Pty Ltd of Wetherill Park

In 2009, I received an email from D.P World, Adelaide, inquiring if I knew of a supplier of, or, if my business could manufacture a container rotating device which would allow small to mid tier miners access to export their products from Australia with a minimum of capital outlay. Their idea was to utilise the current Port infrastructure that was all ready in existence.

By using open top style shipping containers they quickly mobilise and demobilise as necessary to capture the growth of the global commodities markets

After many hours of research I realised that there was a potential market for such a device. I search through numerous channels internationally but there seemed to be no current manufacturer of the items required.

I conducted a feasibility assessment, the investment numbers seemed to stack up so I then set off to design a unit, obtain relevant IP protection and went to manufacture. Initially several unit were sold in Australia then in 2011 we began to export globally.

Considering that the system I designed has global potential, I decided to focus the system to work for 2 industries, 1) High value-low volume such as mining concentrates and 2) High Volume-low value such as the food an grain industry.

As the time of writing this application, the company is in the middle of completing the manufacture of our new, 2017 Design, Rotainer Eurospec32 for delivery into Canada and we are currently in the final stages of and order for a batch of specially designed, Rotatable containers with sealed lids for a project in the frozen regions of Northern Canada.

Website: www.containerrotationsystems.com

56. Spokle Group Pty Ltd of Pymont

When a child struggles to communicate, the whole family suffers. WHO estimates 1 in 62 children are diagnosed with Autism Spectrum Disorder and 2% of children in Asia Pacific suffer from disabling hearing loss, which in turn impacts their communication. Yet, skilled professionals in speech pathology are scarce and clinics are concentrated in big cities, which create barriers for thousands of families to access the help they need. Spokle was founded in April 2016 by passionate professionals from Australia and New Zealand to take on this challenge. Within a year we launched Spokle App - a mobile platform to deliver speech therapy to families across 6 countries in Asia Pacific.

Since its launch in March 2017, Spokle App has received over 2000 downloads. It was featured in major newspapers in Indonesia including Kompas and Jakarta Post, as well as the New Zealand Speech Therapy Association newsletter. Last May, Spokle was a guest speaker at a workshop by the Indonesian Speech Therapy Association.

These achievements are driven by our passion, subject matter expertise and favourable market forces - growth of smartphones and the emerging middle class in SEA. We believe these factors

would fuel the momentum to pursue our mission - to bring positive change to the lives of special needs children and their families.

Website: www.spokle.com.au

57. Serendip Organics Pty. Ltd of Alstonville

Serendip Organics/Serendip Plantation continues to be Australia's largest grower and exporter of single estate certified organic macadamia nuts. Serendip Plantation is a small family farm which out of necessity commenced exporting in 2002 due to low interest in organic foods in Australia at the time of organic certification (1993). Our key marketing is supplying single estate certified organic macadamia nuts grown in their natural native Australian habitat. We produce an iconic Australian product. Serendip is located on the clean green Alstonville Plateau northern rivers NSW. In 2002 Europe was not only more interested in organic food than Australia, but their organic industry was fully government regulated. Australia continues to be an unregulated organic market. In 2001 we were informed that the most difficult market for Australian nut exporters was Germany, and this became our target market. Our aim is to provide exceptional level of customer service, high ethical standard at farm and sales level, a good understanding of organics and a quality healthy product.

Since 2002 we have continued to export into Germany, Netherlands, France, United Kingdom. More recently Canada, and in 2016 we commenced exporting into the American market and for 2017 we are entering Hong Kong and Taiwan.

Website: www.serendiporganics.com.au

58. University of Wollongong Enterprises of Wollongong

UOW Enterprises (UOWE) is a highly successful, Australian owned, global provider of higher education. Established in 1993 UOWE is a wholly-owned subsidiary of the University of Wollongong (UOW). UOWE has become a leading international provider of exceptional academic services including Vocational, Diploma, Degree, Higher Degree Research, Masters and PHD, in Dubai, Hong Kong and Australia.

UOWE empowers, through knowledge and education, over 12,000 students at its campuses. We work closely, in each location, to ensure students receive education and training tailored to both local requirements and those of industry.

Our growth and the quality of our services have received recognition in a number of export awards. This coupled, with our exceptional capabilities, also supported our successful expansion into North East Asia, with the major acquisition of the Community College of City University in Hong Kong, mid-2015.

In the past year UOWE has successfully secured sites for the development of new campuses in both Hong Kong and Dubai. This will enhance the quality of student experience to be offered and reinforce UOWE as a market leader.

The year also saw improved performance of each of our services with export revenue increase by 28%, EBITA grow by 8% and profit rise by 7%, with over 3000 graduates.

Website: www.uowenterprises.com.au

59. Shaun Parker & Company of Broadway

Shaun Parker & Company creates, produces and tours innovative dance productions and dance education programs of outstanding quality. Incorporated in 2010, the Company has toured to 17 countries, selling to major international festivals, venues and presenters.

The Company prides itself on having created robust touring models which have resulted in extensive touring overseas.

2016/17 was a year of creative development of new work with our next major work in process and a focus on market development with attendance at key international markets and events in Germany, Taiwan, Canada, Spain, Korea and China.

This sets the groundwork for increased international engagement in 2018 and 2019 and 2020.

The Company has been the recipient of several international arts prizes including the Bearer of Hope Award (Germany), the Banksy Award (NZ), and the Argus Angel Award (UK).

"Shaun Parker & Company continues to redefine Australian dance and identity â€¦ This is a company determined to communicate, and speaks to audiences of all kinds." Sydney Arts Guide.

Website: www.shaunparkercompany.com

60. Saunders International Limited of Condell Park

Saunders International Limited, a market leader in its field of manufacture and installation of bulk storage tanks in Australia.

Over its 65 years of operation Saunders has intermittently undertaken international work, usually as one-off projects and often playing a smaller role than in equivalent Australian projects. At the beginning of 2016/7 we recognised that there were excellent opportunities to build on the excellent reputation we had developed over many years with multi-national customers that we worked with in Australia.

Once we advised those customers of our interest, we quickly found out that there was an opportunity for an Australian business that could deliver quality, reliability and safety. In particular, we found that there was a need for such services for projects in PNG.

In November, our CEO and GM Commercial participated in the Austrade mission to PNG to better understand the challenges and opportunities and to make key local connections.

Since then we have been awarded significant projects from both ExxonMobil and Newcrest group companies with a combined value exceeding \$10m. We have also established a subsidiary company in PNG to under site installation of the tanks and accessories fabricated at our Condell Park workshops.

Website: www.saundersint.com

61. ansarada of The Rocks

Ansarada is a founder led fast growth global technology company. The Ansarada Material Information Platform is the one place for companies to improve how they currently operate and simultaneously get ready for success in any material event.

Ansarada helps advisors and investors identify prospects, raise their potential and nurture them through preparation and execution of deals like debt and equity capital raising, refinancing and M&A.

Established in 2005, Ansarada has helped the world's leading investment banks, private equity houses, legal and accounting advisors and corporates close over 20,000 deals. The data and experience from serving clients in these deals has been used to design sophisticated AI and machine learning tools that remove unnecessary risk, stress and time for companies, investors and advisors when they are preparing for and executing material events.

Ansarada employs 200 people globally and operates out of Sydney, Chicago, London, New York, Amsterdam, Frankfurt, Johannesburg and Hong Kong.

Website: www.ansarada.com

62. PPC Moulding Services Pty Ltd of Villawood

PPC Moulding Services is a privately-owned company and our story begins with the purchase of Moulding Services Plastic in October 2007. We began as a custom injection moulding business supplying plastic moulded components with the primary focus, but not limited to, the manufacture and supply of medical device components and assemblies. Starting in 2007 with 20 employees and a retracting order book, we approached a major customer with a plan and proposal to support us to allow the business a 12-month turnaround. With their support, our hard work, careful planning and support of a small team, we are now a strong and thriving business employing over 250 people, running 3 shifts, supplying quality parts around the world. It is not only local markets, but also international medical device companies from Turkey to Canada that have recognised our quality products awarded us with their awards and accolades. We are committed to increase our export markets by partnering with our existing customers and forging new relationships with new customers to expand our market base.

Website: www.mouldingservices.com.au

63. COzero of Surry Hills

COzero is a dynamic and rapidly growing company that specialises in energy technology developed in-house. A leader in energy efficiency both domestically and internationally, COzero uses its advanced software suite "EnergyLink" to deliver valuable insights into energy usage and savings for our business clients.

COzero has partnered with ENNET, Japan's largest entrant to the newly deregulated electricity market, to localise and rebrand EnergyLink for the Japanese business market. Together with ENNET, COzero is assisting Japanese businesses to understand and improve their energy performance.

COzero is working with Austrade to explore further regions including Singapore, Taiwan, South Korea and other emerging deregulated energy markets.

Website: <https://www.cozero.com.au/>

64. Causmag Ore Company Proprietary Limited of Young

Causmag International is a privately-owned company serving domestic and International market for more than 52 years. It is based in Young, New South Wales (NSW) a small regional town also famous as Cherry Capital of Australia. Causmag produces high grade Calcined Magnesium Oxide products, widely used in Agricultural Industries, stockfeed industries and for many other Industrial applications across the world. The company export sales have been very consistent over the past 5 years, adding revenue up to 0.6 million. Over the years, the company has developed many export opportunities and business relations in countries like Japan, Niger, Singapore, France, Spain, Malaysia, New Zealand etc.

Website: www.causmag.com.au

65. Practice Ignition of Chippendale

Practice Ignition is a global technology startup that originated in Sydney, established in 2011. Our product is an online billing platform built for the accounting industry. It incorporates every aspect of winning and onboarding a new client seamlessly into an accounting firm. From digital contracts, engagement letter creation, digital signing to automatic and ad hoc payment solutions. Practice Ignition takes into account every aspect of the client journey to help save accountants and bookkeepers time and improve their efficiency. Once all the data from the contracts and payments are in the system, it creates a beautiful dashboard of metrics and KPI's that majority of accounting firms do not track or measure.

Practice Ignition was founded by Guy Pearson and Dane Thomas.

Our team of 35 employees are based in 6 countries around the world. Our core markets are the United Kingdom, United States. Our platform is used by 1000's of accounting firms around the world. Processing over 37 million in fees per year.

Practice Ignition's revenue is split between the United States and United Kingdom, with both countries totalling 66% of revenue generated for the business. Recently raising 5 million in venture capital, Practice Ignition's next phase of growth will focus on expanding into international markets. Specifically the United States, United Kingdom and Canada.

Website: www.practiceignition.com

66. Genea Biomedx of Sydney

Established in 2013, Genea Biomedx started life in a world leading fertility clinic known as Sydney IVF (now Genea). With over 30 years of experience, Genea Biomedx has worked hand in hand with embryologists, andrologists, clinicians and nurses to create consistently better outcomes for clinics and their patients.

The Genea Biomedx product suite focuses on automation and standardisation of specialist IVF lab procedures with clinics benefiting thanks to efficient workflow and improved patient outcomes. Any product that we develop is firstly used within our own clinics before that particular product is launched globally making us unique compared to other IVF device companies.

By forming a key distribution channel and partnership with global healthcare and life science giant Merck, Genea Biomedx has established a sales revenue of \$28.8M since being established in 2013 with forecasted growth through expansion into new markets and the launch of new innovative products at \$25.2M for FY17/18.

Website: www.geneabiomedx.com

67. Fin Design + Effects of Sydney

Fin Design + Effects is a unique and boutique Visual Effects Company, founded in 2001. 4 years ago, we saw an opportunity in China, a fast growing Advertising market. A market that was seeking Western talent but distance made the opportunities difficult to convert. We invested the time, the money, the passion and the courage to embark on this foreign market. To introduce our talent and expertise, following our well known reputation into a new culture we were committed to respecting the markets we were growing into. We grew to create long standing relationships by offering solutions creatively and collaboratively. The success of our move helped feed business back into our Sydney establishment helping us smooth the peaks and troughs in our local market.

2 years ago, we made a concerted effort to push into the Hollywood Feature Film industry. We joined Ausfilm and have since been awarded Visual Effects on 3 large Hollywood Feature Films.

Website: <http://www.findesign.com.au/>

68. Pharmako Biotechnologies Pty Ltd of Cromer

Pharmako is a young company making a significant contribution to the Australian Complementary Medicines industry; showcasing innovation around the world, and creating demand for Australian quality.

Pharmako develops and owns Lipid-Based Drug Delivery Systems: AquaCelle is a SMEDDS (Self Micro-Emulsifying Drug Delivery System); CPOs are Compressible Powdered Oils which are SMEPS (Self Micro-Emulsifying Powder System); and LipiSpense, which is the excipient base for Cold Water Dispersible powders Pharmako has run 8 human clinical (pharmacokinetic) trials showing up enhanced bioavailability for lipophilic substances.

An upcoming LT trial is co-funded by the NSW Department of Industry.

Pharmako have showcased this at all the major industry trade shows around the world including:

- Engredea (Anaheim)
- Supply Side West (Las Vegas)
- Vitafoods (Geneva)
- NI/Hi (Frankfurt)
- Gstaad (Austria)
- Bridge2Food (Amsterdam)
- ASEAN Nutraceutical Summit (Singapore)

In our industry, leadtimes can be long, Pharmako is already selling into:

Norway, Spain, Taiwan, the USA and Thailand.

Pharmako has potential customers trialling product in:

The United Kingdom, New Zealand, Hungary, Slovenia, Hong Kong, Germany, Switzerland, Italy, China, Israel and Holland.

This month Pharmako will execute a Supply Agreement with a global FMCG company. We have also signed a Clinical Trial and Supply Agreements with a global Ingredient Supply company.

Website: www.pharmako.com.au

69. Proven Products Pty Ltd of North Albury

Proven Products Pty Ltd with its Ikon Suspension range of aftermarket motorcycle suspension parts has developed and is committed to growing an export presence. Without the benefit of export sales it is impossible to justify the business that is Ikon.

Ikon Suspension has dealers in major western European, Japanese and USA markets. The range particularly targets the developed world kind which accesses a variety of motorcycle market segments all of which in some way are places for discretionary spending where price is less of a driver. Quality, performance and relevant style are strong drivers for Ikon.

Ikon focuses on the enthusiast markets around the world where restoration and customization are popular.

Website: www.ikonsuspension.com

70. Nanosonics of Lane Cove

Nanosonics improves the safety of patients, clinics, their staff and the environment by transforming the way infection prevention practises are understood and conducted.

Founded in 2001, Nanosonics has grown to become one of Australia's largest medical technology companies by market capitalisation.

Exports of the Company's proprietary high level disinfection (HLD) technology to North America, Canada, Europe, New Zealand and other regions represented more than 90 per cent of total sales, which were up 58 per cent in FY2017. The technology safeguards staff and our environment from the dangerous hazards and toxic side effects of traditional disinfection methods.

In addition to a network of distributors, which include leading global brands (GE Healthcare, Miele Professional and Toshiba), Nanosonics has established offices and sells direct in Australia, North America, Canada and Europe.

Adoption of Nanosonics' trophon device for HLD of ultrasound probes is growing strongly and trophon is fast becoming the global standard of care for ultrasound probe disinfection. The system is backed by clinical research confirming its superior efficacy over traditional HLD methods and the system is increasingly referred to in published disinfection guidelines.

Growth in Nanosonics' primary US market in the past year was due to the Company's "go deep and wide" strategy to promote use of trophon in a wide range of healthcare facilities and different departments within those facilities. As well as increasing exports to all markets, Nanosonics diversified into Japan and the Middle East and introduced innovative business models to drive sales in North America and the UK.

Website: www.nanosonics.com.au

71. Vivcourt Commodities Pty Ltd of Potts Point

Vivcourt Commodities Pty Ltd has experienced rapid growth since its inception as an Australian agricultural commodity exporter in March 2015. We have exported a large volume (over 100,000 tonnes) during this period with international sales totalling over AUD 48 million (up to end 2016/17).

We are a new breed of company in the agribusiness sector and bring with us the energy, innovation and commercial knowhow to continue our trajectory to greater success.

We are proud of our achievements to date and are proud to submit our application to the 2017 Australian Export Awards (NSW) and thank you for your consideration of our business.

Website: www.vivcourtcommodities.com.au

72. Darkroom Door of Berkeley Vale

Darkroom Door is an award winning Central Coast company which designs and manufactures an extensive range of art rubber stamps and craft products for the creative arts industry. Founded in 2007 by photographer Rachel Greig and designer Stewart Yule, Darkroom Door is an industry leading brand of art rubber stamps and currently exports to 18 countries worldwide. Their unique product design and commitment to worldwide education in the creative arts has helped secure a USA distributor, which has increased their exports to the USA by close to 300%. To create their original artwork, Rachel travels extensively to photograph different locations to turn these images into rubber stamps. Rachel recently went on safari in Africa to photograph zebra, giraffe, lion and other animals to design African themed rubber stamps which has been one of their most successful product releases to date. Rachel also photographs many Australian locations, taking the Australian landscapes and the beauty of our country to international crafters, who would not have access to these images and products otherwise. Darkroom Door is also dedicated to education and events in the creative arts, this year they held successful art workshops in Japan, USA, UK and Australia.

Website: www.darkroomdoor.com

73. PELORIS GLOBAL SOURCING PTY LTD of Woolgoolga

PGS was established in 2011 in recognition of the growing demand from within China for premium imported foods. PGS has subsequently become recognised by China Customs and Quarantine (CIQ) Bureau as the leading proponent for safe, efficient and rapid border clearance for fresh dairy imports into China.

PGS has now applied its expertise to develop similar rapid border clearance solutions for a range of fresh food categories including meat, seafood, fruit and vegetables. The PGS China market access model provides producers and brand owners with the visibility and traceability necessary to ensure product integrity and process compliance from farmgate to consumer plate.

PGS has its own trading companies in China (Suzhou and Chongqing) and Malaysia (Kuala Lumpur) so as to directly manage the export logistics and border clearance process where supply chain velocity and product condition monitoring are critical factors for fresh food export success. PGS has been successfully managing China fresh milk imports for over three years now with nil shipment non-

compliances. PGS is currently responsible for over 50% of all China fresh milk imports PGS is completely driven by export.

Website: www.peloris.com.au

74. HEMP FOODS AUSTRALIA PTY LTD of Bangalow

Hemp Foods Australia (HFA) is an Australian-owned, award-winning company, located in the Northern Rivers of NSW, producing, developing and marketing hemp seed products. Founded in 2000 by Paul Benhaim, HFA delivers nutritious and healthy hemp seed products for export via an integrated supply chain.

Thanks to our partner's organic & sustainable farming techniques, our product's quality and of course the unique intellectual property developed over the years HFA is successfully competing with international suppliers. HFA is the first and only company to export hemp seed products directly from Bangalow (NSW) to overseas markets.

Our focus is on growing export markets in Asia such as Japan, Korea, Hong Kong and Taiwan and the USA.

Website: www.hempfoods.com.au

75. Momento Hospitality of Bella Vista

Twenty years ago six brothers from Sydney with a passion for craft beer and hospitality started taking small steps towards creating a range of signature Australian craft brews. From a small brewery in the Hunter Valley in 2010, the Colosimo family built a state of the art brewing facility in Northwest Sydney, The Australian Brewery.

An award winning, innovative, company; The Australian Brewery was the first craft brewer to produce in cans in 2012 with the aim to help preserve the quality of beer for export. Unlike other craft breweries in Australia who focus on local distribution, The Australian Brewery has always had an export focus and goal.

Since it's first export in 2014, The Australian Brewery is now distributing it's range of craft beer in 8 different international markets.

The Australian Brewery always does well in competition, in 2017 alone, 5 gold medals have already been won at the two biggest awards in the country. In 2016, Australian Pale Ale and New World Pilsner both won gold medals at the prestigious International Beer Challenge in London.

Website: WWW.AUSTRALIANBREWERY.COM

76. SomnoMed Limited of Sydney

SomnoMed Limited (SomnoMed) is an Australian company based in Sydney which makes and markets a number of treatments for sleep-related breathing disorders including obstructive sleep apnea, snoring and teeth grinding.

Its lead product was designed and developed in Australia and provides medical oral appliance therapy for over 400,000 patients at thousands of clinics in 30 countries.

Its lead product is the SomnoDent, an oral sleep apnea appliance consisting of two dental plates, which look similar to a sports mouth guard.

The product is custom made to fit each patient's mouth and is worn while sleeping to bring the lower jaw forward and open up the airway. The product is designed for the patient who suffers from mild to moderate OSA.

Its main markets are overseas and the business is focused on growing internationally.

In 2014, the business launched two new products in the USA which are designed to benefit dental practitioners and patients.

In 2015, the company invested in a sleep treatment company in Canada.

In 2016 it acquired a business in America which provides assessment and treatment options for people across several US states and where it can fit and supply its unique device directly to patients.

The business is investing in building up to 30 treatment centres across the US.

It is also investing in manufacturing facilities in Asia to ensure it can meet growing demand for its product.

SomnoMed is positioned to become another great Australian medical technology export success story like Cochlear, ResMed and CSL.

Website: www.somnomed.com.au

77. Argyle Hotel Management Group of Ultimo

With more than a decade of experience providing the very best that Australian hospitality has to offer, the Argyle Hotel Group manages 114 hotels and resorts across the Asia Pacific and US \$4.8bn in assets, earning them a reputation as an

Australian icon in China. AHG was established in Australia in 2002 and launched its operations in China in 2005. AHG is the largest Australian hotel management group according to Hotels Magazine 2016 rankings.

Having identified a significant lack of luxury, international-standard hotels in China's 2nd and 3rd tier cities in 2005, AHG focused its business efforts in these areas. AHG has benefitted significantly from this strategic focus and has had continued strong growth and expansion throughout China. AHG operates under a multi-branded business model which comprise of 6 distinct brands - Argyle Grand Hotel, Argyle Boutique, Argyle Resort, Argyle, Ausotel, and Argyle Suites. These brands cover every segment of the market ranging from five star hotels to stylish business hotels and serviced apartments.

AHG has developed best-practice centralised quality control systems and systematised management procedures with strong business units in education, and procurement supply chain systems.

We have combined our international hotel management philosophy and adapted it to each local market that we operate throughout China.

AHG is ranked 61 in the top 325 Hotels of the world ranking according to Hotel Magazine, the American industry authority.

A few notable recognitions AHG has received in the past are; the ACBA Westpac Award for Excellence in the Services category 2016, ACBA Westpac Special Recognition Award 2014, ACBA Westpac Finalist for Social.

Website: www.arglehotels.com

78. GRC Solutions of Sydney

Compliance training is a high growth industry as fines for breaches grow into the billions, governments look to increase regulation, and organisations look to mitigate risk and insure against employee conduct risk issues. Obligations are more onerous and the amount of training required increasing, particularly in highly regulated industries such as financial services and pharmaceuticals. Globally the eLearning industry is said to be worth \$51.5 billion.

Governance Risk & Compliance Solutions (GRC Solutions) is a leading provider of compliance training in the APAC region, with extensive history and award winning technology. We have in excess of 150 clients with approximately 500,000 end users utilising the company's services.

In January 2016, we launched our New York office with unique adaptive eLearning technology. This follows our launch in Singapore in 2014, where we focus on servicing the financial services industry. Banks currently require staff to complete up to 40 hours of mandatory training each year. Adaptive eLearning technology has the capacity to significantly reduce the amount of training hours, improve training outcomes, and save organisations millions of dollars in lost productivity. We also provide consulting and facilitated training. Our current clients include American Express, ANZ, AmBank, Bank of India, BB&T and UOB

Website: <http://grcsolutions.com.au/>

79. Blackmores of Warriewood

Blackmores is Australia's leading natural health company. Founded in 1932, Blackmores has been successfully exporting to Asia for 40 years and now reaches consumers in 17 countries and markets.

In the last 12 months our key achievements have included:

- Growing our Asia sales by 36%
- China grew to be Blackmores' single most important overseas market. In four years we've grown our China business from zero to over \$300 million with sales to Chinese consumers up 71%.
- Advanced our joint venture business Kalbe Blackmores Nutrition expanding across Indonesia with 1,000 points of distribution, a team of 350 staff across 12 cities and launching 30 products.
- Entered Vietnam through a full-service distribution partnership with Mesa Group; established distribution partnerships in Iran and Pakistan with product registrations underway for launch in 2018.
- Actively supported Australian and Asian government bilateral initiatives to support trade and economic engagement with Asia.
- Added 500 more jobs across Asia and Australia.
- Launched 38 new products in our export markets

- Blackmores was appointed a key leadership advisory role to the China Association for Quality Inspection (CAQI), and Peter

Osborne, Blackmores Managing Director, Asia, as Vice Chairman of CAQI's Advisory Committee – the first and only foreign citizen with a CAQI board position.

Website: www.blackmores.com.au

80. PLN AUSTRALIA PTY LTD of Sydney

The Pacific covers one-third of the Earth's surface; it has a disparate population, and it is often economically, environmentally and socially challenging. There are over 15 economies, with national populations ranging from 12,000 to 7 million. For exporters, when the Asia Pacific is mentioned, in truth it is mostly about Asia. We turn this on its head: we put the "Pacific" into "Asia Pacific".

Our focus has always been the delivery of corporate, commercial, financial and legal services.

Our partner firms are indigenous Pacific local firms. Our competitive advantage is that we are not fly-in-fly out expats; we are true partners with our network firms.

In late 2016 we set a new course with an innovative, ambitious and robust international marketing program. We have had extraordinary success with this.

We:

- Are business facilitators.
- Provide a one-stop shop under one brand.
- Facilitate business in and across the region.
- Empower local Pacific law firms with management/capacity enhancement/recruitment/business development/web and social media platforms so that they have access to wider markets.
- Provide pro bono services to businesses that have a positive social impact in the region.
- Champion good governance and transparency through pro bono products such as our regional director's duties guide.

Website: www.pln.com.au

81. ATS of Albury

ATS is Australia's most experienced live fire target system business, dating to the 1950's.

In late 2012 when ATS was acquired it was in decline. The business: comprised nine employees, was focused on providing sub-contractor and basic maintenance services, had only one customer, had no end user engagement, no innovation, no meaningful Defence cooperation had no active business development.

Today, ATS is the dominant provider of full spectrum live fire training systems, providing:

- design input,
- systems development,
- project management,
- installation, operations and maintenance services,
- technical advisory services regarding range management,
- policy formulation, and
- R&D.

Additionally, in the eyes of the ADF, targetry became a "bolt on" accessory and secondary to the civil construction of a range facility. Resulting in:

- suboptimal range designs.
- regressive training practices.
- poor capability and asset sustainment protocols.
- inflexible and unrealistic training.
- soldiers not conditioned for live fire combat engagements.

To reverse the situation, ATS focussed on enhancing the judicious lethality and survivability of the Australian soldier in combat, by:

- understanding the complexities of the modern battlefield.
- applying hard won lessons from Iraq and Afghanistan.
- developing realistic and immersive training.

Delivering:

- realistic targetry effects.
- leading edge range designs.
- enhanced facility management.
- world's best practice combat shooting training

Website: www.ats.com.au

82. Nautitech Mining Systems Pty Ltd of Castle Hill

Established in 2000, Nautitech®, designs and manufactures niche and highly specialized products that are an integral part of underground automation systems, like thermal cameras, underground communication equipment, automated methane monitoring and shutdown. With a focus on research and development (appr. 10% of revenue is reinvested back), company's drive for success is captured in our slogan 'Devoted to Solutions in Hazardous Areas' where every product developed has to do three things as a minimum: improve safety, productivity and has an application in

autonomous mining. 2004 marked the true start of the company with development of their initial product: on-vehicle methane shutdown system.

2011 was a turning point for the company. Faced with a crisis of piling orders, angry customers and appalling delivery and quality performance the choice for the owner was clear: improve or perish. That year we have embarked on a true continuous improvement journey knowing we can not possibly compete on the international markets until we fix and understand our business thoroughly. We now measure anything that moves methodically and six years later the business is highly profitable, growing, with 99% DIFTO and has a failure rate that allowed us to offer double the industry standard warranty period.

Website: www.nautitech.com.au