



NATIONAL EXPORT STRATEGY 2019-2020 CRITERIA FOR ACCESSING GRANT FUNDS

1.0 Aim

- 1.1 The National Export Strategy (NES) aims to achieve sustainable economic growth by encouraging exports, competitiveness, value addition and diversification.

2.0 Prioritized Sectors

- 2.1 The NES prioritizes sectors in Fiji that will help increase exports, namely **Forestry, Fisheries, Agro – Business and Manufacturing**. In addition, in 2019-2020 the NES will also encourage applications in the **Tourism, Hospitality, ICT, Financial Service Providers and Energy Development** sectors.
- 2.2 The NES will be targeted at the Micro, Small and Medium Enterprises (MSMEs) that produce export products within the prioritized sectors.

3.0 Criteria for Funding

3.1 General Criteria

Proposals for assistance through the NES must meet the following criteria:

- ✓ Proposals will be invited from business projects in the prioritized sectors;
- ✓ Proposals should demonstrate how exports will commence or increase;
- ✓ Proposals must target increasing exports, value addition, employment creation and diversification;
- ✓ Proposals must show a positive impact on foreign exchange earnings in the medium-term;
- ✓ Proposals must demonstrate benefits to the livelihood of the general population.

3.2 Specific Requirements

- ✓ Proposals must be submitted using the NES online portal at the web address <http://yes.gov.fj/form-view/5>
- ✓ Proposals that require construction works must set clear timelines, provide a copy of Land Title or proof of Land Ownership, City, Town and/or Rural Local Authority Approved Plan, Budgetary Requirements and an Implementation Plan;
- ✓ Project applicants must provide following essential documentations:
 - i. Copy of Birth Certificate;
 - ii. Detailed Business Plan (including project financial statements and projected cash flow);
 - iii. Recent Tax Returns Lodged with FRCS;
 - iv. 2017 and 2018 Audited Accounts;
 - v. Business Registration Certificate;
 - vi. Valid Business License;
 - vii. Company Taxpayer Identification Number (TIN) Letter;
 - viii. Company Tax Compliance Certificate;
 - ix. Latest Business Bank Statement;
 - x. Valid Fiji National Provident Fund (FNPF) Compliance Letter;
 - xi. Valid Export License;
 - xii. Approved Export Premises Certificate;
 - xiii. Police Clearance Report;
 - xiv. Valid Photo Identity (ID) of Director(s)/Proprietor;
 - xv. Export Data for Last 2 Years (Customs Entry/Commercial Invoice of Exports), if applicable;
 - xvi. TIN Letter of Recommended Supplier of Equipment and Machines;
 - xvii. Tax Compliance Letter of Recommended Supplier of Equipment and Machines;
 - xviii. Bank Account Details of Recommended Supplier of Equipment and Machines;
 - xix. Detailed Construction and Local Authority Approval Plan, if proposals are for Construction of Buildings, Warehouse or Processing Facility.
- ✓ Provide relevant Quotations for all activities proposed to be undertaken;
- ✓ Priorities will be given to Proposals that have not received any form of assistance previously from the Fijian Government;
- ✓ Proposals from companies who are on the verge of exporting, should provide market confirmation & confirmed purchase order from genuine buyers;
- ✓ Proposals from Subsidiary Companies of the previously assisted Parent Companies will only be considered on a case-by-case basis;

- ✓ If the proposal exceeds FJ\$100,000, then the applicant will be required to contribute at least one third of the total cost;
- ✓ Company should be at least 51% locally owned. Ownership structures above this threshold will be considered on a case-by-case basis;
- ✓ Companies that are indirectly contributing towards the development of Exports in Fiji will be given consideration for funding on a case-by-case basis. The same eligibility conditions will be applied to these firms;
- ✓ Ministry will only pay for the cost of the equipment's or items to be procured;
- ✓ Those contributing indirectly towards value chain or development of export sector will need to show commitment and proof of connection with the Fijian exporters;
- ✓ The Ministry reserves the right to request for additional criteria as and when required for clarification.

4.0 Exclusions

4.1 The following will not be considered for funding if:

- ✓ Proposals do not impact exports;
- ✓ Proposals for debt financing;
- ✓ Proposals from Project Directors or Proprietor that are deemed bankrupt;
- ✓ Proposals for operational expenditure;
- ✓ Proposals that submit applications without 2017-2018 Audited Accounts;
- ✓ Proposals that have been funded under the NES in the last 3 years.
- ✓ Currently receiving any form of Grant from other Ministries & Departments;
- ✓ Acquisition and licensing of intellectual property rights;
- ✓ Registration of patents, trademarks and designs;
- ✓ Funding for start-ups;
- ✓ Proposals from Government entity or Statutory Organizations;
- ✓ Payment for customs or import duty, value added tax or any other associated fees and charges for clearance of equipment's and items imported from overseas will be the recipient's responsibility.

5.0 Type of Projects Eligible for Funding under NES

5.1 Type of projects eligible for funding are:

- ✓ Procurement of manufacturing machines for value adding;
- ✓ Infrastructure development;
- ✓ Enhancement of Standards and Certifications;
- ✓ Product development for companies on the verge of exporting;
- ✓ Procurement of equipment for diversification purposes; and
- ✓ All projects should be export-related.

6.0 Project Submissions

- 6.1 Those projects interested in obtaining funds are required to submit proposals for the NES Application to the Ministry of Industry, Trade and Tourism.
- 6.2 The Ministry reserves the right to reject proposals that are not submitted within the Specified Criteria.
- 6.3 The Ministry requires the applicant to demonstrate that the proposal is viable and satisfies the above criteria.

7.0 Advertisement

- 7.1 The Expression of Interest will be advertised in the Fiji Sun from Saturday 14 September, 2019. Applications will close on Friday 18 October, 2019.

8.0 NES Mechanism

- 8.1 The procedures undertaken in the selection of projects are as follows:
- i. Internal assessment, Site Visitations by Ministry officials;
 - ii. Scrutiny by the NES Committee (relevant Government and private sector agencies);
 - iii. Submission of recommendations to the Permanent Secretary and Minister for Industry, Trade and Tourism;
 - iv. Ministerial Decision;
 - v. Signing of MOA for Disbursement of Grants;
 - vi. Transfer of grant funds to the respective local suppliers will be done via Electronic Fund Transfer (EFT) and overseas companies will be done through Telegraphic Transfer (TT); and
 - vii. Quarterly Monitoring of Projects.

- 9.0 Proposal Evaluation Template:** - Submit NES Application through an online submission via website <http://yes.gov.fj/form-view/5> clearly marked title as “National Export Strategy Application 2019-2020”.

10.0 Composition of NES Committee

- i. Chairperson – Permanent Secretary for Industry, Trade & Tourism
- ii. Committee Members – Representatives
 - ✓ Ministry of Economy
 - ✓ Ministry of Agriculture
 - ✓ Ministry of Fisheries
 - ✓ Ministry of Forests
 - ✓ Reserve Bank of Fiji
 - ✓ Fiji Development Bank
 - ✓ Fiji Export Council
 - ✓ Fiji Revenue & Customs Service
 - ✓ Department of Immigration
 - ✓ Investment Fiji
 - ✓ Fijian Competition and Consumer Commission
 - ✓ Biosecurity Authority of Fiji
- iii. Secretariat – Ministry of Industry, Trade & Tourism- Economic Unit

END