



# Latin American Market Entry Accelerator Program

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The Australia Latin America Market Entry Accelerator Program will build the innovation partnership and capital flows between Australia and its Latin American trading partners. In particular, the initial focus of the Program is proposed to be with Chile and there are opportunities to expand that out to other Latin American nations in time.

The Program is a practical way to build knowledge and connections that will enable future trading and investment opportunities to develop.

This Program will focus on high-tech industries and opportunities and serve to diversify both the economic activities within both countries and the trading relationship between them.

The Program is based on the proven model in Australia to drive commercialisation of innovative technology companies through sourcing, mentoring, profiling and providing local and international introductions to investors, partners and customers.

## Award Categories

The Program is open to technology companies that have market potential in Latin America in the following industries:

**AGRITECH      ENERGY**  
**MINING        WATER**

## Company Eligibility

A company entering the Program will need to comply with the following eligibility criteria:

- A technology-focussed Australian registered company with a product or service solution applicable to one of the eligible Technology Categories of Mining, Agriculture, Energy or Water.
- The company owns or has exclusive beneficial rights to the key Intellectual Property that provides the technology solution.
- It is an SME with less than 200 employees.

## Company Commitment

- Companies entering the Program will commit to the following should they be shortlisted as a Finalist:
- Attend all mentoring and pre-trip briefings.
- Prepare and submit its 'International Market Entry Plan' on schedule.
- Participate in the trade mission to Santiago in April 2018 including covering all of their own flights and accommodation costs.
- Participate in future Program Alumni activities where possible and provide guidance and assistance to Finalists in future years.

## Company Benefits

- Australia companies entering the Program will have access to extensive mentoring and connections in both Chile and Australia. For a company looking to expand into global markets, this program will provide a roadmap of how to succeed, connections to fund, partner and buy the solutions, profiling to key industry participants and ongoing support as a member of the Program Alumni.
- Expected outcomes for companies include:
- Accelerated time to market;
- Robust Business Model and Strategic Plan for new market entry;
- International operations; and

Shortlisted Finalists in each category will be announced in early February. Each Finalist will win a place on the mentoring and accelerator program and will join the trade mission to Santiago in April 2018.

## More Information:

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