# Australian Trade and Investment Commission (Austrade)

# ENTITY RESOURCES AND PLANNED PERFORMANCE

## AUSTRALIAN TRADE AND INVESTMENT COMMISSION (AUSTRADE)

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### AUSTRALIAN TRADE AND INVESTMENT COMMISSION (AUSTRADE)

#### Section 1: Entity overview and resources

#### 1.1 STRATEGIC DIRECTION STATEMENT

The Australian Trade and Investment Commission (Austrade) is the Australian Government's promotion agency for international trade, and for attracting productive foreign investment to Australia. Austrade's purpose is to deliver quality trade and investment services to businesses to grow Australia's prosperity. It does this by supporting Australian business across all industries, at all stages of their international journey. More specifically, Austrade helps them capitalise on international opportunities and understand risk. Australian businesses that succeed internationally, and productive investment that is attracted to Australia, contribute to the growth of Australian prosperity.

Austrade uses its badge of government to connect Australian business to the world and the world to Australian business. In some of its overseas locations, Austrade also delivers consular and passport services on behalf of the Australian Government to Australian citizens overseas.

#### Austrade's outcomes are:

- to contribute to Australia's economic prosperity by promoting Australia's export and other international economic interests through the provision of information, advice and services to business, associations, institutions and governments; and
- the protection and welfare of Australians abroad through timely and responsive consular and passport services in specific locations overseas.

A more detailed description of Austrade's purpose and how it intends to achieve it is set out in the corporate plan and strategy. Austrade's 2019–20 Corporate Plan will cover the four year period to June 2023.

The international economic environment continues to be marked by a high level of political and policy uncertainty. Economic conditions in Australia's major export markets and investment sources are broadly favourable, despite indications of a slowdown in demand from China. Recent shifts away from free trade in some of Australia's largest trading partners are also concerning. The uncertainty that characterises export markets, coupled with sustained high levels of geopolitical risk, also have an impact on the environment for attracting productive international investment into Australia.

To overcome these challenges, Austrade uses its international network and expertise to gather market information. It transforms this data into authoritative intelligence and advice for its clients: Australian exporters and businesses seeking to expand internationally, potential overseas investors into Australia and overseas businesses that would like to buy Australian products. The rapidly changing environment, and clients' evolving needs, mean that Austrade is constantly revising what it offers clients, and how it operates.

In line with the Austrade Strategy 2018-2022, over the four year period commencing FY2019-20, Austrade's objectives are to:

- increase trade and investment outcomes: help clients with exporting and international expansion, and help attract productive foreign investment into Australia:
- **increase awareness of Australian capability**: work with clients and partners in priority industry sectors to promote Australian capability internationally;
- **enhance client services**: broaden Austrade's reach, and design and implement services that maximise clients' experiences and Austrade's value-add;
- **partner for success**: collaborate, co-design and deliver seamless export and investment services;
- **embrace digital first**: deliver services and operations through intuitive, client-focused, and integrated digital platforms which optimise efficiencies, information dissemination and collaboration;
- **expand Austrade's policy influence:** inform and influence policy that supports positive trade and investment outcomes; and
- **develop Austrade's workforce and capability**: build Austrade's talent and capability to deliver outcomes effectively and efficiently.

Austrade will assist clients by connecting Australian businesses to overseas opportunities, and work with them to achieve commercial outcomes. Austrade will also help its clients by providing financial assistance for exporters through programs like the Export Market Development Grants scheme, and by supporting Australia's regional exporters through the TradeStart network.

Austrade will work with tourism operators and state and territory partners to strengthen Australia's tourism industry. This includes investing in nationally and regionally iconic tourism projects to promote Australia's international tourism interests, create jobs and diversify local economies. The development of iconic tourism products aligns with the current Tourism 2020 strategy and Austrade's continued development of the next long term tourism strategy, Beyond Tourism 2020.

Austrade will work with partners across industry and government to develop and implement a compelling, unifying and future focused nation brand for Australia that reinforces our global reputation as an internationally competitive investment destination, a great place to visit, a quality provider of education and a trusted exporter of premium quality goods and services.

Austrade will strengthen its client service delivery by enhancing the services it provides, including the introduction of a universal service offering to broaden its reach. The delivery of Austrade's services will be improved by integrated digital platforms that will make the best use of the information it holds, and improve organisational efficiency.

Austrade will develop its use of agile working models and human-centred design to deliver outcomes effectively and efficiently. Austrade will also contribute to economic diplomacy and protect the welfare of Australian citizens abroad through timely and responsive consular and passport services in specific locations.

#### 1.2 ENTITY RESOURCE STATEMENT

Table 1.1 shows the total funding from all sources available to the entity for its operations and to deliver programs and services on behalf of the Government.

The table summarises how resources will be applied by outcome (government strategic policy objectives) and by administered (on behalf of the Government or the public) and departmental (for the entity's operations) classification.

For more detailed information on special accounts and special appropriations, please refer to *Budget Paper No. 4 – Agency Resourcing*.

Information in this table is presented on a resourcing (that is, appropriations/cash available) basis, whilst the 'Budgeted expenses by Outcome' tables in Section 2 and the financial statements in Section 3 are presented on an accrual basis.

Table 1.1: Austrade resource statement — Budget estimates for 2019-20 as at Budget April 2019

Budget April 2019		
	2018-19 (a)	2019-20
	Estimated	Estimate
	actual	
	\$'000	\$'000
Departmental		
Annual appropriations - ordinary annual services (b)		
Prior year appropriations available	52,525	57,169
Departmental appropriation (c)	201,686	202,499
s74 External Revenue (d)	27,400	27,400
Departmental capital budget (e)	14,135	14,188
Annual appropriations - other services - non-operating (f)		
Prior year appropriations available	677	1,401
Equity injection	1,401	535
Total departmental annual appropriations	297,824	303,192
Total departmental resourcing	297,824	303,192
Administered		
Annual appropriations - ordinary annual services (b)		
Prior year appropriations available	4,225	4,225
Outcome 1	140,871	168,650
Total administered annual appropriations	145,096	172,875
Total administered resourcing	145,096	172,875
Total resourcing for Austrade	442,920	476,067
	2018-19	2019-20
Average staffing level (number)	940	1,028

All figures shown above are GST exclusive - these may not match figures in the cash flow statement. Prepared on a resourcing (that is, appropriations available) basis.

<sup>(</sup>a) Annual appropriation amounts appearing for 2018-19 do not include the Appropriation Bills (No. 3) and (No. 4) 2018-2019, as they had not been enacted at the time of publication.

<sup>(</sup>b) Appropriation Bill (No. 1) 2019-20.

<sup>(</sup>c) Excludes Departmental Capital Budget (DCB).

<sup>(</sup>d) Estimated External Revenue receipts under section 74 of the PGPA Act 2013.

<sup>(</sup>e) DCBs are not separately identified in Appropriation Bill (No.1) and form part of ordinary annual services items. Please refer to Table 3.5 for further details. For accounting purposes, this amount has been designated as a 'contribution by owner'.

<sup>(</sup>f) Appropriation Bill (No. 2) 2019-20.

#### 1.3 BUDGET MEASURES

Budget measures in Part 1 relating to Austrade are detailed in *Budget Paper No.* 2 and are summarised below.

Table 1.2: Austrade 2019-20 Budget measures
Part 1: Measures announced since the 2018-19 Mid-Year Economic and Fiscal
Outlook (MYEFO)

		2018-19	2019-20	2020-21	2021-22	2022-23
	Program	\$'000	\$'000	\$'000	\$'000	\$'000
Expense measures						
Supporting Australian Exports						
Administered expenses	1.2	-	20,000	20,000	20,000	-
Departmental expenses	1.1	-	1,000	-	-	-
Total		-	21,000	20,000	20,000	-
Enhancing National Tourism Icons	1.1					
Administered expenses		-	10,000	20,000	20,000	-
Total		-	10,000	20,000	20,000	-
Total expense measures						
Administered		-	30,000	40,000	40,000	-
Departmental		-	1,000	-	-	-
Total		-	31,000	40,000	40,000	-

Prepared on a Government Finance Statistics (fiscal) basis. Figures displayed as a negative (-) represent a decrease in funds and a positive (+) represent an increase in funds.

#### Section 2: Outcomes and planned performance

Government outcomes are the intended results, impacts or consequences of actions by the Government on the Australian community. Commonwealth programs are the primary vehicle by which government entities achieve the intended results of their outcome statements. Entities are required to identify the programs which contribute to government outcomes over the Budget and forward years.

Each outcome is described below together with its related programs. The following provides detailed information on expenses for each outcome and program, further broken down by funding source.

#### Note:

Performance reporting requirements in the Portfolio Budget Statements are part of the enhanced Commonwealth performance framework established by the *Public Governance, Performance and Accountability Act* 2013. It is anticipated that the performance criteria described in Portfolio Budget Statements will be read with broader information provided in an entity's corporate plans and annual performance statements – included in Annual Reports - to provide an entity's complete performance story.

The most recent corporate plan for Austrade can be found at: https://www.austrade.gov.au/ArticleDocuments/1358/Austrade-Corporate-Plan-2018-19.pdf.aspx.

Austrade also has its Strategy 2018–2022 document at: https://www.austrade.gov.au/ArticleDocuments/6513/Austrade-Strategy-2018-2022-Final.pdf.aspx.

The most recent annual performance statement can be found at: https://www.austrade.gov.au/AR-201718/part-2-report-performance/australian-trade-and-investment-commission-annual-performance-statement.html.

#### 2.1 BUDGETED EXPENSES AND PERFORMANCE FOR OUTCOME 1

Outcome 1: Contribute to Australia's economic prosperity by promoting Australia's export and other international economic interests through the provision of information, advice and services to business, associations, institutions and government

#### Linked programs

#### Department of Foreign Affairs and Trade

#### **Programs**

- Program 1.1 Foreign Affairs and Trade Operations
- Program 1.6 Public Information Services and Public Diplomacy
- Program 1.7 Programs to Promote Australia's International Tourism Interests

#### Contribution to Outcome 1 made by linked programs

DFAT and Austrade work closely across a number of areas. This cooperation results in stronger economic ties, and includes the maximisation of trade and investment opportunities for Australia through the promotion of free trade agreements. It also contributes to the projection of a positive image of Australia as a destination for business, investment, tourism and study.

#### Department of Industry, Innovation and Science (DIIS)

#### **Programs**

- Program 1 Supporting Science and Commercialisation
- Program 2 Growing Business Investment and Improving Business Capability
- Program 3 Program Support

#### Contribution to Outcome 1 made by linked programs

The Department of Industry, Innovation and Science co-operates with Austrade on the Government's Global Innovation Strategy, established under the National Innovation and Science Agenda. This includes the Landing Pads and the Inbound Innovation Forum.

Austrade is implementing more business friendly information on different land tenure arrangements, the promotion of northern Australia as investor ready and open for business, and developing pathways to commercialise tropical research opportunities under the White Paper on Developing Northern Australia. The Department of Industry, Innovation and Science oversees implementation of the White Paper.

Table continued on the following page.

#### **Linked programs (continued)**

#### **Department of Education and Training (DET)**

#### **Programs**

• Program 2.7 - International Education Support

#### Contribution to Outcome 1 made by linked program

The National Strategy for International Education, led by the Department of Education and Training, seeks to strengthen the fundamentals of the international education sector and complements Austrade's focus through *Australian International Education* 2025 on enabling the sector's ongoing international growth.

#### Department of Agriculture and Water Resources

#### **Programs**

- Program 1.13 International Market Access
- Program 2.1 Biosecurity and Export Services

#### Contribution to Outcome 1 and 2 made by linked programs

The Department of Agriculture and Water Resources works to achieve the best outcomes for Australian agricultural, fisheries and forestry exports. The Department also undertakes activities to preserve Australia's favourable animal and plant health status, helping maintain overseas markets.

#### Tourism Australia

#### **Programs**

 Program 1 - Supporting Outcome 1 (Grow demand and foster a competitive and sustainable Australian tourism industry through partnership marketing to targeted global consumers in key markets)

#### Contribution to Outcome 1 made by linked program

Austrade provides research and policy support to Tourism Australia's activities of promoting the export of Australian tourism services. These exports contribute to Australia's prosperity.

#### **Department of Defence**

#### **Programs**

• Program 2.1 – Strategic Policy and Intelligence

#### Contribution to Outcome 1 made by linked program

The Government's Defence Export Strategy is being implemented by the Department of Defence through the Australian Defence Export Office. This is providing a whole-of-government coordinated approach to supporting Australian defence industry to grow exports.

Table continued on the following page.

#### Linked programs (continued)

#### Department of Infrastructure, Regional Development and Cities

#### **Programs**

• Program 3.1 - Regional Development

#### Contribution to Outcome 1 made by linked program

The Department of Infrastructure, Regional Development and Cities supports tourism demand-driving infrastructure in Australia's regions through the Government's Building Better Regions Fund.

#### **Budgeted expenses for Outcome 1**

program 1.2

This table shows how much the entity intends to spend (on an accrual basis) on achieving the outcome, broken down by program, as well as by Administered and Departmental funding sources.

Table 2.1.1: Budgeted expenses for Outcome 1

Outcome 1:
Contribute to Australia's economic prosperity by promoting Australia's export and
other international economic interests through the provision of information, advice

and services to business, associations, institutions and government 2022-23 2018-19 2019-20 2020-21 2021-22 Estimated Budget Forw ard Forw ard Forw ard actual estimate estimate estimate \$'000 \$'000 \$'000 \$'000 \$'000 Program 1.1: Promotion of Australia's export and other international economic interests Departmental expenses Departmental appropriation 193,128 192,991 192,145 193,038 195,591 27,400 s74 External Revenue (a) 27,400 27,400 27,400 27,400 Special accounts Services for Other Entities and 128 Trust Moneys Special Account Expenses not requiring appropriation in the Budget year (b) 13,000 15,069 16,500 15,686 15,686 236,045 Departmental total 233,656 235,460 236,124 238,677 Total expenses for program 1.1 233,656 235,460 236,045 236,124 238,677 Program 1.2: Programs to promote Australia's exports and other international economic interests Administered expenses Ordinary annual services (Appropriation Bill No. 1) 140,871 168,650 177,900 177,900 137,900 Administered total 140,871 168,650 177,900 177,900 137,900 Total expenses for

140,871

168,650

177,900

177,900

137,900

Table 2.1.1: Budgeted expenses for Outcome 1 (continued)

s for Out	come i (c	onumuea)		
2018-19	2019-20	2020-21	2021-22	2022-23
Estimated	Budget	Forw ard	Forw ard	Forw ard
actual		estimate	estimate	estimate
\$'000	\$'000	\$'000	\$'000	\$'000
type				
140,871	168,650	177,900	177,900	137,900
140,871	168,650	177,900	177,900	137,900
193,128	192,991	192,145	193,038	195,591
27,400	27,400	27,400	27,400	27,400
128	-	-	-	-
13,000	15,069	16,500	15,686	15,686
233,656	235,460	236,045	236,124	238,677
374,527	404,110	413,945	414,024	376,577
0040 40	0040.60			
2018-19	2019-20			
	2018-19 Estimated actual \$'000  type  140,871 140,871 193,128 27,400 128  13,000 233,656	2018-19 2019-20 Estimated actual \$'000 \$'000  type  140,871 168,650 140,871 168,650  193,128 192,991 27,400 27,400 128 -  13,000 15,069 233,656 235,460 374,527 404,110	2018-19 2019-20 2020-21 Estimated actual \$'0000 \$'0000 \$'0000  type  140,871 168,650 177,900 140,871 168,650 177,900  193,128 192,991 192,145 27,400 27,400 27,400 128  13,000 15,069 16,500 233,656 235,460 236,045 374,527 404,110 413,945	Estimated actual \$'000 \$

the budget year as government priorities change.

Average staffing level (number) 903 991

(a) Estimated expenses incurred in relation to receipts retained under section 74 of the *PGPA Act 2013*.

(b) Expenses not requiring appropriation in the Budget year are made up of depreciation expenses, amortisation expenses, make good expenses and audit fees.

Note: Departmental appropriation splits and totals are indicative estimates and may change in the course of the hydrotheory as government priorities above.

Table 2.1.2: Program components of Outcome 1

Program 1.2: Programs to promote Aus			other inte	ernational	
economic interests	oti uliu o oz	iporto uno	ounor mic	Jiliationai	
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual	_	estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
1.2.1 - Component 1: Export Market Develop	pment Gran	ts scheme			
Annual administered expenses:					
Ordinary annual services					
(Appropriation Bill No. 1)	137,900	157,900	157,900	157,900	137,900
Total component 1 expenses	137,900	157,900	157,900	157,900	137,900
1.2.2 - Component 2: Free Trade Agreement	t Promotion	)			
Annual administered expenses:					
Ordinary annual services					
(Appropriation Bill No. 1)	750	750	-	-	-
Total component 2 expenses	750	750	-	-	-
1.2.3 - Component 3: Developing Northern	Australia - p	ositioning	the north as	s a leader ii	n tropical
health					
Annual administered expenses:					
Ordinary annual services					
(Appropriation Bill No. 1)	2,221	-	-	-	-
Total component 3 expenses	2,221	-	-	-	-
1.2.4 - Component 4: National Tourism Icor	ns Program				
Annual administered expenses:					
Ordinary annual services					
(Appropriation Bill No. 1)	-	10,000	20,000	20,000	-
Total component 4 expenses	-	10,000	20,000	20,000	-
Total program expenses	140,871	168,650	177,900	177,900	137,900

#### Table 2.1.3: Performance criteria for Outcome 1

Table 2.1.3 below details the performance criteria for each program associated with Outcome 1. It also summarises how each program is delivered and where 2019-20 Budget measures have created new programs or materially changed existing programs.

Outcome 1 - Contribute to Australia's economic prosperity by promoting
Australia's export and other international economic interests through the
provision of information, advice and services to business, associations,
institutions and government

Program 1.1 – Promotion of Australia's export and other international economic interests

#### Delivery

#### Austrade

- connects export-ready Australian businesses to overseas opportunities and works with them to achieve commercial outcomes
- wins productive foreign investment
- · promotes Australian capability internationally
- works with priority industry sectors to drive sustained long-term growth of Australian exports
- · reduces the time, cost and risk for its clients
- provides authoritative commercial insights and information to help clients make informed business decisions
- informs and influences policy to support positive trade and investment outcomes, including for tourism and international education
- supports Australia's regional exporters through the TradeStart network

#### **Performance information**

Year	Performance criteria (a)	Targets			
2018–19	High level of satisfaction for Ministers, Australian business community, institutions and key partners with Austrade's services.	Forecast: Austrade expects this level of satisfaction to be at least 70%, as measured in surveys and feedback (from 2018–19 PB Statements)			
		Austrade expects this level of satisfaction to be at least 85%, as measured in surveys and feedback (from 2018–19 Corporate Plan).			
2019–20	High level of satisfaction for Ministers, Australian business community, institutions and key partners with Austrade's services.	Forecast: Austrade expects this level of satisfaction to be at least 85%, as measured in surveys and feedback.			
2020-21 and beyond	As per 2019–20	As per 2019–20			
Purposes	The purpose of the Australian Trade and Investment Commission (Austrade) is to deliver quality trade and investment services to businesses to grow Australia's prosperity.				

<sup>(</sup>a) Austrade's 2018–19 Corporate Plan contained 2018–19 targets for this performance criterion that were updated after publication of the 2018–19 Portfolio Budget Statements. These updated targets are used for 2019–20 and the periods thereafter. Austrade's 2018–19 Annual Performance Statement will report against both the target from the PB Statements and that from the Corporate Plan.

Table 2.1.3: Performance criteria for Outcome 1

Program 1.2 – Program	Program 1.2 – Programs to promote Australia's export and other international economic interests					
Delivery	Austrade administers programs that support Australian businesses' engagement in international business. It provides financial assistance for exporters through programs like the Export Market Development Grant (EMDG).					
Performance informat	ion					
Year	Performance criteria (a)	Targets				
2018–19	EMDG recipients report that the receipt of a grant encouraged them to increase their export promotion activities	Forecast: Austrade expects at least 70% of EMDG recipients to report that receiving a grant in 2018–19 encouraged them to increase their export promotion activities				
	Proportion of seminar and roadshow attendees reporting an increased understanding of how to use and benefit from free trade agreements	Forecast: Austrade expects at least 85% of seminar and roadshow attendees to report increased understanding of how to use and benefit from FTAs in 2018–19, as measured by feedback forms.				
2019–20	EMDG recipients report that the receipt of a grant encouraged them to increase their export promotion activities	Forecast: Austrade expects at least 70% of EMDG recipients to report that receiving a grant in 2019–20 encouraged them to increase their export promotion activities				
2020–21 and beyond	As per 2019–20	As per 2019–20				
Purposes	The purpose of the Australian Trade and Investment Commission (Austrade) is to deliver quality trade and investment services to businesses to grow Australia's prosperity.					

#### 2.2 BUDGETED EXPENSES AND PERFORMANCE FOR OUTCOME 2

Outcome 2: The protection and welfare of Australians abroad through timely and responsive consular and passport services in specific locations overseas

#### Linked programs

#### Department of Foreign Affairs and Trade

#### **Programs**

- Program 2.1 Consular Services
- Program 2.2 Passport Services
- Program 3.1 Foreign Affairs and Trade Security and IT
- Program 3.2 Overseas Property

#### Contribution to Outcome 2 made by linked programs

Where Austrade has overseas locations that complement those of DFAT, Austrade provides consular and passport services to Australians in those locations. DFAT ensures a secure Austrade presence overseas for personnel, assets and information.

#### **Budgeted expenses for Outcome 2**

This table shows how much the entity intends to spend (on an accrual basis) on achieving the outcome, broken down by program, as well as by Administered and Departmental funding sources.

Table 2.2.1: Budgeted expenses for Outcome 2

Outcome 2: The protection and welfare of Australians abroad through timely and responsive consular and passport services in specific locations overseas

• • • • • • • • • • • • • • • • • • • •		-			
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
Program 2.1: Consular Services					
Departmental expenses					
Departmental appropriation	9,342	9,508	9,562	9,617	9,682
Departmental total <sup>*</sup>	9,342	9,508	9,562	9,617	9,682
Total expenses for program 2.1	9,342	9,508	9,562	9,617	9,682
Outcome 2 Totals by appropriation	type				
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
Departmental expenses					
Departmental appropriation	9,342	9,508	9,562	9,617	9,682
Departmental total <sup>*</sup>	9,342	9,508	9,562	9,617	9,682
Total expenses for Outcome 2	9,342	9,508	9,562	9,617	9,682

 Average staffing level (number)
 2018-19
 2019-20

 37
 37

Note: Departmental appropriation splits and totals are indicative estimates and may change in the course of the budget year as government priorities change.

#### Table 2.2.3: Performance criteria for Outcome 2

Table 2.2.3 below details the performance criteria for each program associated with Outcome 2. It also summarises how each program is delivered and where 2019-20 Budget measures have created new programs or materially changed existing programs.

Outcome 2 – The protection and welfare of Australians abroad through timely and responsive consular and passport services in specific locations overseas					
Program 2.1 – Consular and Passport Services					
Delivery  In overseas locations where Austrade has designated consular management responsibilities, Austrade will continue to place a high priority on helping Australians through the delivery of effective consular services, efficient passport services and practical contingency planning, in accordance with DFAT's Consular Services and Passports Client Services charters					
Performance information					
Year	Performance criteria (a)	Targets			
2018–19	Timely and effective delivery of consular and passport services to Australians overseas	Meets DFAT's standards for provision of consular and passport services (from 2018–19 PB Statements)			
		97% of routine passport applications are processed accurately as per Australian Passport Office benchmark (from 2018–19 Corporate Plan)			
2019–20	Effective delivery of consular and passport services to Australians overseas	97% of routine passport applications are processed accurately as per Australian Passport Office benchmark			
2020–21 and beyond	As per 2019–20	As per 2019–20			
Purposes  Austrade helps Australian citizens overseas by providing consular and passport services in designated locations.					

<sup>(</sup>a) Note that the wording of the performance criterion has changed from 2019–20 to exclude the word 'timely', because while Austrade process the applications, the delivery of the passport is to a large extent subject to factors outside Austrade's control. Austrade's 2018–19 Corporate Plan contained 2018–19 targets for this performance criterion that were updated after publication of the 2018–19 Portfolio Budget Statements. These updated targets are used for 2019–20 and the periods thereafter. Austrade's 2018–19 Annual Performance Statement will report against both the target from the PB Statements and that from the Corporate Plan.

#### Section 3: Budgeted financial statements

Section 3 presents budgeted financial statements which provide a comprehensive snapshot of entity finances for the 2019-20 budget year, including the impact of budget measures and resourcing on financial statements.

#### 3.1 BUDGETED FINANCIAL STATEMENTS

#### 3.1.1 Differences between entity resourcing and financial statements

There has been no difference between the resource information presented in the Budget Papers and in Austrade's Portfolio Budget Statements.

#### 3.1.2 Explanatory notes and analysis of budgeted financial statements

An analysis of Austrade's budgeted financial statements, as reflected in the departmental financial statements and administered schedules, is provided below.

#### **Departmental financial statements**

The Departmental financial statements represent the assets, liabilities, revenues and expenses which are controlled by Austrade. Departmental expenses include employee and supplier expenses and other administrative costs which are incurred by Austrade in undertaking its operations.

#### Budgeted departmental comprehensive income statement

This statement provides estimated actual financial results for 2018-19 and the estimated revenue and expenses for 2019-20 and forward years.

Total income in 2019-20 is estimated to be \$229.9 million, which represents nil net change in appropriations from the 2018-19 estimated actual shown at Table 3.1. The nil net change in appropriation is primarily a result of:

- increased funding for promoting Australian exports a net increase of \$1.0 million;
- decreased funding for the Nation Brand a net decrease of \$1.2 million;
- increased savings target for the Foreign Affairs and Trade Portfolio Savings a net decrease of \$0.5 million;
- termination of Australia Week Events funding a net decrease of \$2.8 million;
- increased funding for the Australian Trade and Defence Office in West Jerusalem a net increase of \$0.4 million;

• foreign exchange adjustments – a net increase of \$2.8 million.

Austrade is receiving funding of \$14.2 million to fund the Departmental Capital Budget which is treated as an equity injection. An additional \$0.5 million of capital expenditure is available from the existing equity injection.

Total estimated expenses for 2019-20 are in line with 2018-19 estimated actual expenses.

#### **Budgeted departmental balance sheet**

This statement discloses the estimated end of year financial position for Austrade. Austrade's budgeted net asset position at the end of 2019-20 of \$64.7 million represents a decrease of \$0.3 million from the 2018-19 estimated actual in Table 3.2.

#### Departmental statement of changes in equity — summary of movement

This statement shows changes in equity resulting from the net impact of movements in accumulated results, assets revaluation and other reserves, and contributed equity.

Total equity at the end of 2019-20 is estimated to be \$64.7 million, a decrease of \$0.3 million.

#### **Budgeted departmental statement of cash flows**

This statement shows the extent and nature of cash flows as a result of Austrade's operating, investing and financing activities. Austrade's cash balance at the end of 2019-20 is estimated to be \$5.5 million.

#### Departmental capital budget statement

This statement shows all planned departmental capital expenditure on non-financial assets, whether funded through capital appropriations, additional equity, borrowings, or funds from internal sources.

#### Departmental statement of asset movements

This statement shows budgeted acquisitions and disposals of non-financial assets during the budget year.

#### Schedule of administered activity

Details of transactions administered by Austrade on behalf of the Government are shown in the following schedules to the financial statements.

#### Schedule of budgeted income and expenses administered on behalf of the Government

This schedule discloses revenue and expenses administered on behalf of the Government.

Administered expenses of \$168.7 million for 2019-20 relate to the EMDG Scheme (\$157.9 million), Enhancing National Tourism Icons (\$10.0 million) and Free Trade Agreement Promotion (\$0.8 million). The EMDG Scheme is comprised of \$151.0 million in grant expenditure and \$6.9 million in expenditure for the costs of administration on behalf of the Government.

#### Schedule of budgeted assets and liabilities administered on behalf of the Government

This schedule identifies the assets and liabilities administered on behalf of the Government.

Total administered assets and liabilities for 2019-20 are estimated at \$0.1 million and \$11.9 million respectively.

#### Schedule of budgeted administered cash flows

This schedule shows cash flows administered on behalf of the Government. All cash received is expected to be expended on the relevant programs.

#### 3.2 BUDGETED FINANCIAL STATEMENTS TABLES

Table 3.1: Comprehensive income statement (showing net cost of services) for the period ended 30 June

the period ended 30 Julie					
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
EXPENSES					
Employee benefits	145,927	147,448	147,448	147,448	147,925
Suppliers	84,071	82,451	81,659	82,607	84,748
Depreciation and amortisation (a)	13,000	15,069	16,500	15,686	15,686
Total expenses	242,998	244,968	245,607	245,741	248,359
LESS:					
OWN-SOURCE INCOME					
Own-source revenue					
Sale of goods and rendering of					
services	24,200	24,200	24,200	24,200	24,200
Rental income	200	200	200	200	200
Other	3,000	3,000	3,000	3,000	3,000
Total own-source revenue	27,400	27,400	27,400	27,400	27,400
Total own-source income	27,400	27,400	27,400	27,400	27,400
Net (cost of)/contribution by					
services	(215,598)	(217,568)	(218,207)	(218,341)	(220,959)
Revenue from Government	202,470	202,499	201,707	202,655	205,273
Surplus/(deficit) attributable to the					
Australian Government	(13,128)	(15,069)	(16,500)	(15,686)	(15,686)
OTHER COMPREHENSIVE INCOME					
Changes in asset revaluation surplus		-	-	-	-
Total other comprehensive income	-	-	-	-	-
Total comprehensive income/(loss)	(13,128)	(15,069)	(16,500)	(15,686)	(15,686)
Total comprehensive income/(loss)					
attributable to the Australian					
Government	(13,128)	(15,069)	(16,500)	(15,686)	(15,686)

Table continued on the following page.

Table 3.1: Comprehensive income statement (showing net cost of services) for the period ended 30 June (continued)

Note: Impact of net cash appropriation arrangements

2018-19	2019-20	2020-21	2021-22	2022-23
\$'000	\$'000	\$'000	\$'000	\$'000
(128)	-	-	-	-
13,000	15,069	16,500	15,686	15,686
(13,128)	(15,069)	(16,500)	(15,686)	(15,686)
	\$'000 (128) 13,000	2018-19 2019-20 \$'000 \$'000 (128) - 13,000 15,069	2018-19 2019-20 2020-21 \$'000 \$'000 \$'000 \$'1000 \$'000 \$'1	2018-19

<sup>(</sup>a) From 2010-11, the Government introduced net cash appropriation arrangements where Bill 1 revenue appropriations for the depreciation/amortisation expenses of non-corporate Commonwealth entities (and select corporate Commonwealth entities) were replaced with a separate capital budget (the Departmental Capital Budget, or DCB) provided through Bill 1 equity appropriations. For information regarding DCBs, please refer to Table 3.5 Departmental Capital Budget Statement.

Table 3.2: Budgeted departmental balance sheet (as at 30 June)

Table 3.2. Budgeted departmenta	ii Daiaiice	Sileer (as	at 30 Jul	11 <i>e)</i>	
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
ASSETS					
Financial assets					
Cash and cash equivalents	5,500	5,500	5,500	5,500	5,500
Trade and other receivables	56,334	54,334	54,334	54,334	54,334
Total financial assets	61,834	59,834	59,834	59,834	59,834
Non-financial assets					
Land and buildings	12,411	10,411	8,886	6,418	3,972
Property, plant and equipment	10,470	10,470	8,373	8,212	8,029
Intangibles	29,674	33,328	35,710	36,981	38,375
Other non-financial assets	5,551	5,551	5,551	5,551	5,551
Total non-financial assets	58,106	59,760	58,520	57,162	55,927
Total assets	119,940	119,594	118,354	116,996	115,761
LIABILITIES					
Payables					
Suppliers	13,513	13,513	13,513	13,513	13,513
Other payables	5,207	5,207	5,207	5,207	5,207
Total payables	18,720	18,720	18,720	18,720	18,720
Provisions					
Employee provisions	36,157	36,157	36,157	36,157	36,157
Other provisions	50	50	50	50	50
Total provisions	36,207	36,207	36,207	36,207	36,207
Total liabilities	54,927	54,927	54,927	54,927	54,927
Net assets	65,013	64,667	63,427	62,069	60,834
EQUITY*					
Parent entity interest					
Contributed equity	131,562	146,285	161,545	175,873	190,324
Reserves	33,717	33,717	33,717	33,717	33,717
Retained surplus (accumulated					
deficit)	(100,266)	(115,335)	(131,835)	(147,521)	(163,207)
Total parent entity interest	65,013	64,667	63,427	62,069	60,834
Total equity	65,013	64,667	63,427	62,069	60,834
					_

Prepared on Australian Accounting Standards basis.
\*'Equity' is the residual interest in assets after deduction of liabilities.

Table 3.3: Departmental statement of changes in equity — summary of movement (Budget year 2019-20)

movement (Budget year 2019-2	U)			
	Retained	Asset	Contributed	Total
	earnings	revaluation	equity/	equity
		reserve	capital	
	\$'000	\$'000	\$'000	\$'000
Opening balance as at 1 July 2019				
Balance carried forw ard from				
previous period	(100,266)	33,717	131,562	65,013
Adjusted opening balance	(100,266)	33,717	131,562	65,013
Comprehensive income				
Other comprehensive income	-	-	-	-
Surplus/(deficit) for the period	(15,069)	-	-	(15,069)
Total comprehensive income	(15,069)	-	-	(15,069)
of which:				
Attributable to the Australian				
Government	(15,069)	-	-	(15,069)
Contributions by owners				
Equity injection - Appropriation	-	-	535	535
Departmental Capital Budget (DCB)	-	-	14,188	14,188
Estimated closing balance as at				
30 June 2020	(115,335)	33,717	146,285	64,667
Less: non-controlling interests*	-	-	-	-
Closing balance attributable to				
the Australian Government	(115,335)	33,717	146,285	64,667

Prepared on Australian Accounting Standards basis.
\*The non-controlling interest disclosure is not required if an entity does not have non-controlling interests.

Table 3.4: Budgeted departmental statement of cash flows (for the period ended 30 June)

30 Julie)					
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
OPERATING ACTIVITIES					
Cash received					
Appropriations	201,228	204,499	201,707	202,655	205,273
Sale of goods and rendering of					
services	24,400	24,400	24,400	24,400	24,400
Other	3,000	3,000	3,000	3,000	3,000
Total cash received	228,628	231,899	229,107	230,055	232,673
Cash used					
Employees	145,927	147,448	147,448	147,448	147,925
Suppliers	84,071	82,451	81,659	82,607	84,748
Total cash used	229,998	229,899	229,107	230,055	232,673
Net cash from/(used by)					
operating activities	(1,370)	2,000	-	-	-
INVESTING ACTIVITIES					
Total cash received		-	-	-	-
Cash used					
Purchase of property, plant and					
equipment and intangibles	13,866	16,723	15,260	14,328	14,451
Total cash used	13,866	16,723	15,260	14,328	14,451
Net cash from/(used by)					
investing activities	(13,866)	(16,723)	(15,260)	(14,328)	(14,451)
FINANCING ACTIVITIES					
Cash received					
Contributed equity	15,866	14,723	15,260	14,328	14,451
Total cash received	15,866	14,723	15,260	14,328	14,451
Total cash used		-	-	-	-
Net cash from/(used by)					
financing activities	15,866	14,723	15,260	14,328	14,451
Net increase/(decrease) in cash					
held	630	-	-	-	-
Cash and cash equivalents at the					
beginning of the reporting period	4,870	5,500	5,500	5,500	5,500
Cash and cash equivalents at					
the end of the reporting period	5,500	5,500	5,500	5,500	5,500

Table 3.5: Departmental capital budget statement (for the period ended 30 June)

rabic o.o. Departmental capital i	Jaaget Stat		or time per	ioa ciiaci	a oo oanc
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
NEW CAPITAL APPROPRIATIONS					
Capital budget - Bill 1 (DCB)	14,135	14,188	14,217	14,328	14,451
Equity injections - Bill 2	1,731	535	1,043	-	-
Total new capital appropriations	15,866	14,723	15,260	14,328	14,451
Provided for:					
Purchase of non-financial assets	15,866	14,723	15,260	14,328	14,451
Total items	15,866	14,723	15,260	14,328	14,451
PURCHASE OF NON-FINANCIAL					
ASSETS					
Funded by capital appropriations (a)	1,731	535	1,043	-	-
Funded by capital appropriation -					
DCB (b)	12,135	16,188	14,217	14,328	14,451
TOTAL	13,866	16,723	15,260	14,328	14,451
RECONCILIATION OF CASH USED					
TO ACQUIRE ASSETS TO ASSET					
MOVEMENT TABLE					
Total purchases	13,866	16,723	15,260	14,328	14,451
Total cash used to acquire assets	13,866	16,723	15,260	14,328	14,451

Prepared on Australian Accounting Standards basis.

(a) Includes both current Bill 2 and prior Act 2/4/6 appropriations.

(b) Does not include annual finance lease costs. Includes purchases from current and previous years' Departmental Capital Budgets (DCBs).

Table 3.6: Statement of asset movements (Budget year 2019-20)

Table 3.0. Statement of asset mov				
	Buildings	Other	Computer	Total
		property,	softw are	
		plant and	and	
		equipment	intangibles	
	\$'000	\$'000	\$'000	\$'000
As at 1 July 2019				
Gross book value	16,909	23,623	90,453	130,985
Accumulated depreciation/				
amortisation and impairment	(4,498)	(13,153)	(60,779)	(78,430)
Opening net book balance	12,411	10,470	29,674	52,555
Capital asset additions				
Estimated expenditure on new				
or replacement assets				
By purchase - appropriation equity (a)	535	-	-	535
By purchase - appropriation				
ordinary annual services (b)	1,465	4,000	10,723	16,188
Total additions	2,000	4,000	10,723	16,723
Other movements				
Depreciation/amortisation expense	(4,000)	(4,000)	(7,069)	(15,069)
Total Other movements				
As at 30 June 2020				
Gross book value	18,909	27,623	101,176	147,708
Accumulated depreciation/				
amortisation and impairment	(8,498)	(17,153)	(67,848)	(93,499)
Closing net book balance	10,411	10,470	33,328	54,209

<sup>(</sup>a) 'Appropriation equity' refers to equity injections appropriations provided through Appropriation Bill (No. 2)

<sup>(</sup>b) 'Appropriation ordinary annual services' refers to funding provided through Appropriation Bill (No. 1) 2019-20 for depreciation/amortisation expenses, DCBs or other operational expenses.

Table 3.7: Schedule of budgeted income and expenses administered on behalf of Government (for the period ended 30 June)

Coroninant (ioi tile period cilde)	a co camo	,			
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
EXPENSES					
Employee benefits	5,253	5,253	5,253	5,253	5,253
Suppliers	1,642	1,642	1,642	1,642	1,642
Grants	133,976	161,755	171,005	171,005	131,005
Total expenses administered on					
behalf of Government	140,871	168,650	177,900	177,900	137,900
LESS:					
OWN-SOURCE INCOME					
Total own-sourced income					
administered on behalf of					
Government	-	-	-	-	-
Net (cost of)/contribution by					
services	140,871	168,650	177,900	177,900	137,900
Total comprehensive income/(loss)	(140,871)	(168,650)	(177,900)	(177,900)	(137,900)

Table 3.8: Schedule of budgeted assets and liabilities administered on behalf of Government (as at 30 June)

Government (as at 30 June)					
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
ASSETS					
Financial assets					
Cash and cash equivalents	-	-	-	-	-
Trade and other receivables	92	92	92	92	92
Total financial assets	92	92	92	92	92
Total assets administered on					
behalf of Government	92	92	92	92	92
LIABILITIES					
Payables					
Suppliers	91	91	91	91	91
Grants	9,594	9,594	9,594	9,594	9,594
Other payables	35	35	35	35	35
Total payables	9,720	9,720	9,720	9,720	9,720
Provisions					
Employee provisions	2,178	2,178	2,178	2,178	2,178
Total provisions	2,178	2,178	2,178	2,178	2,178
Total liabilities administered on					
behalf of Government	11,898	11,898	11,898	11,898	11,898
Net assets/(liabilities)	(11,806)	(11,806)	(11,806)	(11,806)	(11,806)

Table 3.9: Schedule of budgeted administered cash flows (for the period ended 30 June)

oo oune)					
	2018-19	2019-20	2020-21	2021-22	2022-23
	Estimated	Budget	Forw ard	Forw ard	Forw ard
	actual		estimate	estimate	estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
OPERATING ACTIVITIES					
Cash received					
Total cash received	-	-	-	-	-
Cash used					
Grant	134,051	161,755	171,005	171,005	131,005
Suppliers	1,642	1,642	1,642	1,642	1,642
Employees	5,253	5,253	5,253	5,253	5,253
Total cash used	140,946	168,650	177,900	177,900	137,900
Net cash from/(used by)					
operating activities	140,946	168,650	177,900	177,900	137,900
Net increase/(decrease) in cash					
held	(140,946)	(168,650)	(177,900)	(177,900)	(137,900)
Cash and cash equivalents at					
beginning of reporting period	75	-	-	-	-
Cash from Official Public Account for:					
- Appropriations	140,871	168,650	177,900	177,900	137,900
Total cash from Official Public					
Account	140,871	168,650	177,900	177,900	137,900
Cash and cash equivalents at					
end of reporting period	-	-	-	-	-