



30 September 2011

ACT'S TOP EXPORTERS FOR 2011 ANNOUNCED

Canberra Business Council congratulates the ACT's top exporters for 2011 announced at the ACT Chief Minister's Export Awards Presentation Lunch on 29 September 2011.

Aspen Medical was named the 2011 ACT Exporter of the Year and Glenn Keys from Aspen was also inducted into the ACT Export Hall of Fame. Aspen Medical has demonstrated how local businesses can succeed despite the rising Australian dollar and economic downturn globally, growing its exports by almost 30 per cent in the last financial year.

Canberra Business Council CEO, Ms Chris Faulks, said the Export Award winners demonstrated just how dynamic and successful the exporting community in the ACT and region continues to be in exporting goods and services around the globe.

"The quality of the businesses entering the awards, the range of countries they export to and the continued growth of exporting revenue being generated for the ACT is extremely impressive", Ms Faulks said.

Exports make an important contribution to the ACT's economy. The export of services (which in 2009-10 accounted for 99.6% of exports from the ACT) increased by 8.8% to \$1.1 billion. There was also significant growth in the 'Other Business Services' category (mainly technical and R&D), which increased 32.8% to \$166 million in 2009-10.

The 2011 Export Award winners are:

ACT EXPORTER OF THE YEAR FOR 2011

Hall of Fame Award

Large Services Award (total annual sales >\$15 million)

Information and Communication Technology Award

Small to Medium Services Award (total annual sales < \$15)

Small Business Award (total annual sales < \$3 million)

Microbusiness Award (employing less than 5 people)

Minerals and Energy Award

Emerging Exporter Award (exporting for three years or less)

Emerging Exporter - Highly Commended

Emerging Exporter - Highly Commended

Arts and Entertainment Award

ASPEN MEDICAL

Aspen Medical

Aspen Medical

eWAY

Noetic Group

Recruitment Systems Pty Ltd

Lipotek Pty Ltd

Sentinel Pty Ltd

QuintessenceLabs Pty Ltd

mHITS

IE Asia Pacific

Benjamin Shine Studio

"Canberra Business Council is proud to be associated with these Awards and to deliver them on behalf of the ACT Government", Ms Faulks said. "The ACT Government's support for exporters has contributed to the achievements of local exporters and the success of the Awards Program."

The ACT Chief Minister's Export Awards are part of the Australian Export Awards. ACT Award winners will now progress as national finalists in the 49th Australian Export Awards which will be announced at a gala dinner in Brisbane on 8 December 2011.

The 2011 ACT Chief Minister's Export Awards were sponsored by the Centre for Customs and Excise Studies, Commonwealth Bank, ACT Exporters' Network, Austrade, Canberra Business Council, Export Finance and Insurance Corporation, Inland Trading Co (Aust) Pty Ltd, Hyatt Hotel Canberra, Meyer Vandenberg, Sentinel Pty Ltd, Staging Connections, Canberra Times and Why Worry Internet Solutions.

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2011 ACT CHIEF MINISTER'S EXPORT AWARD WINNERS

2011 ACT Exporter of the Year

2011 Large Services Award for outstanding export achievement in a recognised services industry such as the consultancy, fashion, finance, insurance, engineering, legal, health, design, community, sports, events and tourism sectors with total annual sales of \$15 million or more.

ACT Export Hall of Fame Award. The Hall of Fame Award is given in recognition of an ACT business which has provided long term contributions to the ACT exporting community and promoted the ACT on the global stage. This Award is only granted when there is a deserving recipient.

Aspen Medical

Aspen Medical was founded in March 2003, and provides complete healthcare solutions for customers, supplying whatever is required to meet customer and patient needs including people, facilities, equipment, consumables, pharmacy products, procedures or any combination to deliver the highest quality health services.

Aspen Medical's first three contracts were exports: in the UK in 2003 and 2005, and the Solomon Islands in 2004. Since 2005 Aspen Medical has won further business in the UK, US, Timor Leste, the Middle East and Indonesia, and opened offices in the UK, USA and Canada. 2010-2011 has proved to be a phenomenal year for Aspen, and its best export year to date.

The other 2011 Award winners were:

- **Small to Medium Services Award** recognising outstanding export achievement in a recognised services industry such as the consultancy, fashion, finance, insurance, engineering, legal, health, design, community, sports, events and tourism sectors with total annual sales of less than \$15 million.:

Noetic Group

The Noetic Group, established in 2001, provides professional services to government and to the infrastructure, energy and resources sectors in Australia and overseas through five subsidiary companies. Their services cover strategy and knowledge consulting services to all levels of government, specialist consulting services to the US Government national security sector, infrastructure consulting services and delivery of 'best in class' solutions to public and private infrastructure organisations in Australia and Asia; general consulting services in PNG; and enterprise risk and regulatory consulting services in Australia and overseas. Noetic has grown from 2 to 45 full time staff and 200 subcontractors, with annual revenue growth over \$7m.

- **Small Business Award** for outstanding export achievement by any business with total annual sales not exceeding \$3 million:

Recruitment Systems Pty Ltd

Recruitment Systems Pty Ltd develops and markets advanced systems for data capture and recruitment operations management to the global recruitment industry. Their core product, known as TRIS Recruitment CRM, helps recruiters effectively manage relationships with their clients and job candidates by better organising key documents and communications. The Canberra-based business was established in 2001 with three employees and achieved its first export sale to New Zealand that year. Recruitment Systems now works with 252 separate recruitment industry clients across a dozen countries including Singapore, Hong Kong, New Zealand, UK, USA and Vietnam. The company now employs 21 staff, a 20% net gain in staff over last year.



- **Information and Communication Technology Award** for outstanding export achievement in the field of information and communication products, technology or services:

eWAY

eWAY was created in 1998 to address the need for an easier way for businesses to accept payments via their websites. eWAY is a payment platform, connecting online merchants to banking networks to accept credit card payments through their website. Payments are processed securely in real-time, with the transaction result returned to the merchant's website within seconds. eWAY's achievements include opening a UK office this year, integration into 160 global shopping cart providers and 450 development houses, and processing over 1.5 million transactions per month and over \$8 billion in transactions.

- **Minerals and Energy Award** in recognition of outstanding export achievement in the production or primary processing of extractive and value-added minerals or energy products, technology, equipment and services to the minerals and energy industries:

Sentinel Pty Ltd

Sentinel Pty Ltd was founded and commenced exporting in 2000. Sentinel designs, installs and manages environmental and water resource monitoring networks. These monitoring station networks continuously record environmental parameters, including air quality, river depths, flow rates and water quality. Sentinel's services are used in projects in Africa, Asia, Australia, the Pacific and South America by small and large mining companies including mining giants such as Newcrest, Barrick, Xstrata and Rio Tinto, as well as many other smaller mining companies. The company employs 15 personnel, has active projects in 10 countries and completed projects in an additional 5 countries. Over 70% of their work is international.

- **Arts and Entertainment Award** recognising outstanding export achievement across all cultural industries including fine arts, performing arts, electronic and on-line entertainment:

Benjamin Shine Studio

Benjamin Shine Studio is a creative studio established in Canberra in late 2008 which focuses on the creative development of ideas for a diverse range of markets, including public and private commissioned mixed-media artworks, fashion collaborations and product design. The studio explores and develops new ways to create unique and desirable works in art and design through sustainable and environmentally-aware methods, such as recycling and upcycling. The artworks and products combine constructional ideas and techniques with technology and craftsmanship, creating original pieces that are visually intriguing and practical in design.

- **Emerging Exporter Award** for outstanding export achievement by an enterprise in any industry sector which has been exporting goods or services for three years or less:

QuintessenceLabs Pty Ltd

QuintessenceLabs Pty Ltd was formed in 2006 out of research at the Australian National University. It develops link encryption and key management products using quantum key distribution to offer the next generation of information security. Their Quantum Security Product Family (QSPF) comprises a suite of products providing key generation, key distribution, key management, and link encryption and embodies technology that is invulnerable to a range of cybersecurity threats and can be used now, and in tomorrow's networks. All members of the QSPF integrate easily into existing infrastructure. Their security architecture incorporates the laws of physics, and in contrast to classical systems, is immune to advances in mathematics and computing offering future-proof information security.

Two other business were recognised in the Emerging Exporter category with Highly Commended certificates - **mHITS**, a developer and operator of a mobile payment technology and services, and **IE Asia Pacific** which provide tailored products and services that essentially improve the safety of civil Air Traffic Control and the detection capability for Defence radars.



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- **Microbusiness Award** recognises outstanding export achievement by an ACT business employing less than five people:

Lipotek Pty Ltd

Lipotek Pty Ltd is a small, privately-owned, biotechnology company established in 2001 to commercialise specific technologies developed by the John Curtin School of Medical Research. Lipotek has developed several platform or enabling technologies for use in a range of human medical applications including the Lipovaxin platform that can be applied to treat cancers, infectious diseases like Tuberculosis, Dengue Fever or for the targeted delivery of pharmaceuticals. They secured their first licence deal with a major UK-based pharmaceutical company in 2009 to co-develop Lipovaxin-MM, a therapeutic treatment product for Malignant Melanoma now being trialed in an Australian hospital.

(Note: The Microbusiness Award is a new ACT-specific category introduced this year to recognise the large number of successful Microbusinesses operating in the ACT that employ less than five people. It was introduced to encourage Microbusinesses that export, but are not yet ready to compete at the national level, and to use the Awards as an opportunity to showcase their export business locally and prepare for entry into national categories in the future.)