

## NSW Exporter of the Year 2016

### **NSW EXPORTER OF THE YEAR**

#### **Winner: Blackmores**

Blackmores exports products to 16 countries and run an ASX 100 company worth \$2.3 billion from Sydney's northern beaches. Blackmores develops and sells a range of vitamins, minerals, herbal and nutritional supplements and Chinese herbal medicine through pharmacies, health food stores, healthcare professionals, mass merchants, supermarkets, distributors, TV shopping channels, and increasingly via ecommerce under five key brands - Blackmores, BioCeuticals, IsoWhey, Pure Animal Wellbeing and Fusion Health. Blackmores has been a successful export company for more than 40 years.

### National award categories

#### **AGRIBUSINESS AWARD**

##### **Winner: SalDoce Fine Foods**

SalDoce Fine Foods develops and manufactures allergen sensitive foods for those with coeliac disease, dairy, nut and egg intolerance, Vegans and those wishing to reduce sugar in their diet. The company started exporting in 2010. They are now selling to 15 countries including: USA, China, India, Hong Kong, Philippines, Dubai.

#### **BUSINESS SERVICES AWARD**

##### **Winner: Incat Crowther**

Incat Crowther is a naval architecture and engineering service business with its core activity designing specialised ships. Incat Crowther has a strong brand both domestically and internationally and is by far the most successful independent design firm in its niche. There are currently 102 large vessels under construction globally to an Incat Crowther design.

#### **CREATIVE INDUSTRIES AWARD**

##### **Winner: Big Bang Sound Design**

For almost 25 years, Big Bang Sound Design has been one of the key creators of soundtracks for major motion pictures both in Australia and Internationally. From humble beginnings working on some of Australia's best loved films such as "Strictly Ballroom" through to our recent international success as the winners of the 2016 Academy Award for Best Sound on "Mad Max: Fury Road".

#### **EDUCATION AND TRAINING AWARD**

##### **Winner: University of Wollongong Enterprises (UOWE)**

UOW ENTERPRISES 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) that has become a leading international provider of academic services including Vocational, Diploma, Degree, Higher Degree Research, Masters and PHD.

#### **ENVIRONMENTAL SOLUTIONS AWARD**

##### **Winner: Calix Limited**

Calix is a multi-award-winning Australian technology company that is developing new processes and materials to solve global challenges. They first started exporting in May 2014 to the Philippines.

#### **HEALTH AND BIOTECHNOLOGY AWARD**

##### **Winner: Blackmores**

#### **DIGITAL TECHNOLOGIES AWARD**

##### **Winner: Soprano Design**

Soprano Design is an award-winning global software design firm. It expanded internationally in 2010 and has since grown into North America, Europe, Southeast Asia, South America and New Zealand. Soprano now earns more than 74% of its revenue outside of Australia.

#### **MANUFACTURING AWARD**

##### **Award: G&M Cosmetics**

G&M Cosmetics are a family business and proudly 100% Australian made & owned. The foundation is the Australian Creams brand, made from iconic Australian active ingredients. The Asian export business is growing rapidly and is now one of the most recognized Australian Skincare brands in China.

#### **MINERALS, ENERGY AND RELATED SERVICES AWARD**

##### **Winner: Consep**

Consep is based in Western Sydney that engineers, manufactures and supplies innovative market leading capital equipment to the global mining and construction industries. In the last financial year Consep generated 51% of revenue from export projects.

#### **E-COMMERCE AWARD**

##### **Winner: Freelancer**

Freelancer.com is the world's largest freelancing and crowdsourcing marketplace by total number of users and projects posted. Over 20 million registered users have posted 9.6 million projects and contests to date in over 900 areas as diverse as website development, marketing, copywriting, astrophysics and manufacturing.

#### **SMALL BUSINESS AWARD**

##### **Winner: Blowfish Studios**

Blowfish Studios is a privately owned business specialising in exporting digital entertainment and game development services, as well as exporting computer game software globally. Blowfish has grown its services export business over the last three years to include customers in the US, Singapore and Japan.

#### **REGIONAL EXPORTER AWARD**

##### **Winner: Cool Off**

Cool Off is a processor of pet food offal for Australia's largest pet food manufacturer. The company expanded its manufacturing capabilities with the launch of Dried & True, the sister company to Cool Off. The company's largest export market is the US.

#### NSW award categories

#### **NSW ASIAN EXPORTER AWARD**

##### **Winner: Arclight**

Arclight Films is a leading international sales company in theatrical, television and home entertainment. Arclight has sold over 300 motion pictures, including the Best Picture Oscar winner Crash, and Golden Globe Best Picture Nominee Bobby. Exports represent 89% of their business.

#### **NSW INNOVATION IN EXPORT AWARD**

##### **Winner: Advanced Spiral Technology**

Advanced Spiral Technology manufactures a hardware and software system named TruHelix. The company is now 100% export driven.

#### **NSW EXPORT SCHOLARSHIP AWARD**

##### **Winner: Life Call Marine Safety**

Life Cell Marine Safety is a start-up company based in regional NSW that has designed and developed Life Cell, a world-first innovative buoyancy device that stores all essential marine safety equipment. The company has already exported the product to Europe.

#### **NSW EMERGING EXPORTER AWARD**

##### **Winner: Open Learning Global**

OpenLearning is transforming the online learning experience by enabling highly engaging, activity-based courses where students learn together. Founded in 2012, there are now over 500,000 students in 180 countries enjoying more than 3,000 courses on OpenLearning.

#### **WESTERN SYDNEY EXPORTER**

##### **Winner: The Smith Family**

The Smith Family turns waste textile raw materials into a product of value and high demand. The Smith Family is a social enterprise that exports a number of recycled products including shoes, handbags and clothing to 15 countries around the world.

#### **ILLAWARA EXPORTER**

##### **Winner: Aceit**

Aceit is a Wollongong based clothing company that has transformed itself into an International company supplying sport, work and promotional merchandise. Aceit has developed its export business in the United Kingdom in the sport of lawn bowls.

#### **NSW WOMEN IN INTERNATIONAL BUSINESS AWARD**

##### **Winner: Barbara Stephen, Flying Bark Productions**

Flying Bark is Australia's most established full-service animation studio, specialising in creative development and pre-production of animated and live-action family entertainment. The company's content has travelled across 170 territories worldwide.

##### **Winner: Louise Watts, HPC Global**

High Performance Coaching work with major organisations around the world who are delighted to be trained, coached and advised by a team of highly engaging Australian women. For ten years they have exported their programs in personal and professional development to every region of the world, helping professionals develop greater presence and confidence.

#### **NSW INTERNATIONAL DEVELOPMENT AWARD**

##### **Winner: PLN Australia (Pacific Legal Network)**

Pacific Legal Network provides legal and business advisory solutions across multiple countries within the Pacific Islands region. Clients range from ASX listed entities, international corporate clients, international donor bodies, and multi-lateral development banks to high net worth family groups. They also provide pro-bono community projects across the region.

#### **NSW EXPORT CHAMPION**

##### **WINNER: Sean Ashby, aussieBum**

Sean Ashby has long been considered a pioneer of the e commerce world. After a successful career in marketing across the entertainment sphere, with a focus on home entertainment and production, Sean embarked on a venture that, at the time, many people believed to be downright crazy: He established an online underwear company that has resulted in one of the most recognised Australian brands in the world. Aussiebum manufactures underwear, swimwear, sports and leisure apparel.