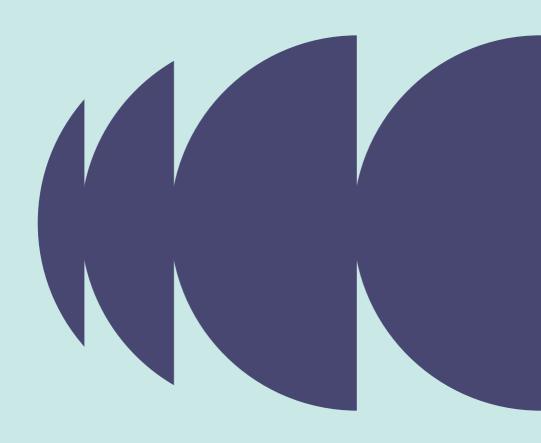
The Governor of Victoria **Export Awards 2023**





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MESSAGE FROM THE GOVERNOR OF VICTORIA



As Governor of Victoria, it is a pleasure to welcome you this evening to celebrate the achievements of the 2023 nominees.

These vital endeavours are at the heart of Victoria's economic success, and I commend those recognised for the creativity and resilience demonstrated

It is a pleasure to see the diversity of Victoria's exporters reflected in this year's entrants and I look forward to seeing what each of them does next.

Congratulations to all winners and best of luck in the national awards.

Margarel barder

Her Excellency Professor the Honourable Margaret Gardner AC Governor of Victoria

THE GOVERNOR OF VICTORIA EXPORT AWARDS 2023 CATEGORIES

AGRIBUSINESS, FOOD AND BEVERAGES

For outstanding international success in the field of agricultural products, services or technology including farm production, manufactured foods and beverages, forestry, fisheries.

CREATIVE INDUSTRIES

For outstanding international success across all creative industries including music and performing arts, film, television and radio, software and interactive content such as VR and AR, writing, publishing and print media, architecture and design and visual arts, including fashion design.

eCOMMERCE

For outstanding success in selling goods or services to customers overseas via an electronic network. Includes cross-border eCommerce and online sales

EMERGING EXPORTER

For outstanding export achievement in any industry sector which has been exporting goods or services for three years or less.

INTERNATIONAL EDUCATION AND TRAINING

For outstanding international success or learner/student experience in the field of education and training services, expertise and curriculum including vocational training.

INTERNATIONAL HEALTH

For outstanding international success in medical, healthcare, biotechnology fields for products, technology, equipment, or services. This includes eHealth, digital health, MedTech and Aged Care services.

MANUFACTURING AND ADVANCED MATERIALS

For outstanding international success in manufacturing, engineering and/or advanced materials development.
This includes production of consumer products.

RESOURCES AND ENERGY

For outstanding international success in the production, processing, value adding of extractive resources or provision of equipment, services or solutions related to the mining, oil and gas, and renewables industries.

PROFESSIONAL SERVICES

For outstanding international success in the professional business services including legal, accounting, administration and support services, business management, marketing services, franchising and licensing, engineering, financial and insurance, market research and translation services

REGIONAL EXPORTER

For outstanding international success whose head office is based in a non-metropolitan location

SMALL BUSINESS

For outstanding international success with total annual sales not exceeding \$10 million.

SUSTAINABILITY AND GREEN ECONOMY

For outstanding international success in environmental solutions, clean energy innovation, materials and energy efficiency, renewable energy, waste and water management, green buildings, smart cities and R&D collaboration.

ADVANCED TECHNOLOGIES

For outstanding international success in the field of information technology (IT), digital technologies, software, hardware or digital services including solutions utilising cloud-based platforms, artificial intelligence, machine learning, IoT, augmented/virtual reality and/or blockchain.

VICTORIAN-SPECIFIC

AWARD CATEGORIES

GLOBAL VICTORIA WOMEN

For outstanding success by a Victorian woman or women involved in international business.

VICTORIAN EXPORTER OF THE YEAR

The Victorian Exporter of the Year Award recipient will be selected by the State judge from the winners of the 13 national categories.

The Governor of Victoria Export Awards 2023 Winners

AGRIBUSINESS, FOOD AND BEVERAGES



Pacific Sea Urchin Australia

Established in 2018, Pacific Sea Urchin (PSU) works with Australian sea urchin divers and processors to produce the best quality of sea urchin roes in Australia.

From the moment the sea urchins are harvested, to the final stage of packaging, every step of the process is carefully monitored guaranteeing the products meet the highest standards of quality.

The company's state-of-the-art processing factory ensures every sea urchin is handled with care and precision, resulting in the freshest and most flavourful sea urchin products available.

Offering premium quality, HACCP certified Australian Sea Urchin for importers and distributors worldwide, the PSU team sells its product Australia-wide and export to Hong Kong, Macau, Singapore, the USA, Malaysia and Japan markets.



Global Indigenous Management

Global Indigenous Management is a business focused on concept development and creation of Indigenous global content for fashion runways, installations, activities, music, film projects, cultural events, and productions.

For the past 12 years, the company has delivered and facilitated independent fashion runway events and productions as part of Melbourne Fashion Week, Melbourne Fashion Festival and for corporate and government partners.

Global Indigenous Management also create, facilitate and deliver fashion bootcamp programs for disadvantaged communities, focusing on personal development and engagement activities.

The company is now expanding into the fashion retail sector with its own signature brand featuring First Nations designs from across the globe. Providing a large international team of First Nations event specialists, creatives and artists that can turn an event into something spectacular and uniquely special, Global Indigenous Management presents First Nations storytelling at its finest.



Lash Therapy Australia

Lash Therapy Australia specialises in natural beauty and formulates its products to be safe and made from natural ingredients.

The company was created by three best friends who noticed a gap in the market for eyelash growth products during Melbourne's 2020 lockdown when beauty salons were closed and eyelash extensions quickly falling off.

Fast forward to 2023 and business growth has been exponential – not only in sales and customers – but in opportunities and experiences. Lash Therapy products have been sent to over 140 countries worldwide, turning a \$4,000 investment into a multi-million dollar business in just over 2 years.

After its rapid growth, the company secured a retail deal with Costco and its products are stocked across Australia and New Zealand.

Lash Therapy recently onboarded onto Amazon in the USA and were featured on a billboard in Times Square New York.



Booby Tape International

Launched in 2018 by Victorian sisters Bianca and Bridgett Roccisano, Booby Tape has become a globally recognised brand and multimillion-dollar success story.

As the world's first skincare brand designed specifically for breasts, Booby Tape is purposely designed to lift and hold in place without a bra. Booby Tape is soft, latex-free, hypoallergenic and gentle on the skin.

With the help of skin-care experts, the company has since launched a range of organic, vegan décolletage and breast care products including masks, scrubs, lotions, with many more products on the horizon.

With a strong presence in major pharmacy and retail outlets Australiawide, Booby Tape currently export their products across the globe to the USA, Canada, Germany, Slovenia, Mexico, Costa Rica, South Africa, the United Kingdom, the Netherlands, Lithuania and Denmark.

INTERNATIONAL EDUCATION AND TRAINING



Melbourne Polytechnic

Melbourne Polytechnic is a leading Victorian Technical and Further Education (TAFE) institute and has operated in the international sphere since 1995.

Its core business is to design, develop, deliver, assess and evaluate training programs for a wide range of clients from industry, as well as the private and government sectors.

At present, Melbourne Polytechnic delivers quality transnational education throughout Asia in partnership with fifteen institutions, with a growing diversity of countries and delivery models.

The company proudly works closely with Victorian and Australian government agencies and in-country representatives to develop its international footprint.

Bringing deep institutional knowledge and a diverse and talented team to the business of international education, Melbourne Polytechnic deliver training to China, Hong Kong (SAR), Sri Lanka, Indonesia, Vietnam, and South Korea.

INTERNATIONAL HEALTH



SDI Limited

SDI is a world leader in the research, development, manufacture and marketing of specialist dental materials. These dental materials include dental restoratives (tooth fillings) and tooth whitening, along with associated complementary products.

The World Health Organisation's Global Burden of Disease report (2019) revealed that tooth cavities are the most common health condition worldwide, affecting 2 billion people.

SDI strives to improve oral health by continuously developing products that subscribe to the notion of 'Minimal intervention dentistry'. This relatively new dentistry frontier focuses on prevention and patient comfort by eliminating drills and reducing treatment time. Simply put, SDI products help dentists provide easier, faster and longer lasting smiles to their patients.

Sold to dentists in over 100 countries worldwide, 90% of SDI's sales are to overseas markets, with fully owned subsidiaries located in the USA, Germany and Brazil.

MANUFACTURING AND ADVANCED MATERIALS



AW Bell

AW Bell is a supplier of quality casting solutions globally.

At its core, AW Bell is a foundry specialising in investment casting and sand casting, both ferrous and non-ferrous.

Throughout the years, the company has extended its capabilities to include initial design engineering and prototyping advice, tooling, metallurgical services, precision machining, inspection, painting and finishing, and assembly.

AW Bell are also an OEM that designs and manufactures specialised foundry equipment, such as waterblast cleaning systems, cut off machines and shell room dip cells.

In July this year, AW Bell became the first and only titanium investment casting foundry in Australia.

Internationally, the company provides its customers an alternative supplier that offers innovative solutions to their needs with superior delivery times, customer service and technical capabilities.

AW Bell exports its capabilities to major global markets such as North America, Canada, Germany, India and the UK.



Duratray International

Duratray International is a leading global designer and manufacturer of high-efficiency and customised dump bodies for the mining industry's haulage equipment. Currently, there are over 2,000 Duratray dump bodies operating globally, ranging in size from 40 to 400 tonnes for all major truck manufacturers.

Duratray's staple product, the Suspended Dump Body (SDB) is a unique concept in lightweight trays, comprising a flexible rubber wear mat supported by an abrasion-resistant steel frame and high-performance synthetic suspension ropes.

Duratray's latest product, the Smart Tray 4.0, is an advanced automated analytics device that allows customers to make decisions in real-time via data monitoring and alerts, as well as plan preventive maintenance by looking at the history of the data of the dump body and truck.

The company is the only non-Original Equipment Manufacturer of dump bodies based in Victoria.

From its headquarters and manufacturing facility in Bayswater, Duratray exports to 35 countries, including Papua New Guinea, South Africa, China, and Mexico.

PROFESSIONAL SERVICES



INCITIAS

INCITIAS is a leading global engineering and commercial service provider dedicated to facilitating energy transition projects for its clients worldwide.

Having successfully executed over 100 onshore and offshore projects, encompassing the delivery of LNG, green hydrogen, ammonia, carbon sequestration, and sustainable alternatives for conventional oil and gas operations, INCITIAS combines all elements in energy value chains, providing turn-key solutions with unique enabling technologies that may not be readily available in the global market.

Some of the products INCITIAS provide include:

- Techno-commercial feasibility studies, Front End Engineering Design (FEED) and Engineering, Procurement and Construction Management (EPCM) for conventional and alternative fuels.
- Turn-key delivery of near shore and offshore terminals for oils, gases, chemicals and cryogenic liquids.
- Specialised tooling, design and manufacturing for global marine, aviation and energy industries.

Headquartered in Melbourne, with additional offices in Singapore and Hong Kong, INCITIAS operates on a global scale, exporting its products and services to more than 40 countries.



Care Essentials

Care Essentials is a Geelong-based medical device manufacturer, serving the healthcare by developing innovative technology to improve patient outcomes and optimise clinician workflow.

The company's flagship product is the Cocoon™ Convective Warming System (CWS), which is used before, during, and after surgery, to prevent hypothermia, accelerate patient recovery, and aid infection control.

Care Essentials also manufactures medical grade PPE with its N95 respirators being widely used during the pandemic, as well as post-pandemic.

As an ongoing sustainable business, Care Essentials has carved a significant chunk of the respirator/mask market and established its reputation as a leader in innovative, high-quality respirators in the healthcare sector.

Now one of the biggest respirator suppliers in the Australian healthcare sector, Care Essentials is also a key distributor for innovative Infectious Waste Disposal technology which reduces the carbon and infectious waste footprint by a staggering 80%.

Today, Care Essentials exports its products to over 70 countries worldwide including the USA, Japan, the UK, Germany, Canada, New Zealand, Italy, Switzerland, China, and the UAE.

SMALL BUSINESS



Molecule2Market

Molecule2Market is a multinational clinical research organisation (CRO) dedicated to advancing Australia's contribution to the research and development of innovative medical treatments.

With a USA branch established in North Carolina in 2022, its team of highly experienced clinical research professionals work with pharmaceutical, biotechnology and medical device companies to achieve research goals in Australia, the Asia-Pacific region, Europe and the USA.

Each project is led by a consultant with a minimum of 20 years of experience, and its directors leverage over 70 years of combined experience in all facets of clinical trials.

The company offers a viable route for smaller biotechs into Australia compared to the global CROs who are only affordable to larger pharmaceutical companies.

Molecule2Market has built strong industry partnerships including as a member of the Association of International Contract Research Organizations (AICROS), enabling the company to provide clinical research services on a global scale.

SUSTAINABILITY AND GREEN ECONOMY



SR Portables

SR Portables is a renewable energy solutions company and global leader in energy storage products.

Renowned for its remarkable innovation and diverse product range, the company is committed to creating a sustainable future by delivering an economical, yet powerful suite of ground-breaking products designed to enhance everyday life.

Light years ahead of the current fossil fuel options, SR Portables range of portable lithium solar generators are environmentally friendly and technically superior. Ranging from hand-held to grid connected products, users can generate energy anywhere, anytime.

The company's state-of-the-art, simple-to-use, and light-weight portable products have proven to be more sustainable and viable, both commercially and technically, than traditional renewable alternatives and current energy backup solutions like diesel generators.

SR Portables export their products to a diverse range of global markets including the Pacific Islands, Singapore, Thailand, India, Sri Lanka, Bangladesh, the UAE, Saudi Arabia, Lebanon, South Africa, Kenya, North America, Canada, the UK, France and Spain.

ADVANCED TECHNOLOGIES



Chemwatch

As a leading provider of comprehensive software solutions for chemical management, Chemwatch is dedicated to creating safer workplaces and protecting human health and the environment. Offering a range of products and services, including the largest SDS database, cutting-edge technology, and ISO certifications, Chemwatch enables businesses to proactively manage chemical hazards and ensure compliance.

Also focusing on ESG and Sustainability areas, Chemwatch align their solutions with the growing demand for responsible practices in the industry and have invested in developing a new platform that leverages advanced technologies, enhancing efficiency, accuracy, and data management capabilities.

In the past three years, the company has expanded their main databases, reached million-level counts, and entered industries such as Aerospace, Agriculture, Automotive, and Hoist, further diversifying their customer base.

Having successfully expanded its customer base, targeting multinational companies in Europe and the USA. Chemwatch's diverse clientele includes global giants such as Volvo, Neste, Atlas Copco, ALDI, Air BNB, and Suncor. They serve prominent players in various industries and several leading pharmaceutical companies.

GLOBAL VICTORIA WOMEN'S AWARD



Victoria Harvey HealthGuard®

HealthGuard® is a pioneering company dedicated to improving individual and public health through advanced hygiene and disease mitigating treatments.

Victoria Harvey joined HealthGuard® 13 years ago and obtaining a law degree in 2019 won her a promotion to Operations Manager with the company.

Seizing an opportunity amidst the pandemic, Victoria collaborated with Melbourne University and the Peter Doherty Institute of Immunity and Infection to conduct testing on textile treatments against the live human strain of SARS-CoV-2, yielding outstanding results that were globally recognised and bolstered HealthGuard's® international recognition.

The company's exponential growth under Victoria's guidance has created new opportunities and enhanced the company's internationally recognised and trusted brand. Working tirelessly with US-based consultants, Victoria has pursued registrations for two highly sought-after anti-microbial products, aiming to penetrate the world's largest consumer market.

With a grand vision for the future, Victoria is actively working towards establishing an office and warehouse in India, further expanding the company's presence in key markets.

VICTORIAN EXPORTER OF THE YEAR AWARD



SR Portables

SR Portables is a global leader in energy storage products renowned for its remarkable innovation and diverse product range. With a strong commitment to sustainability and clean energy solutions, the company has revolutionised the renewable energy sector through ground-breaking technological advancements and a comprehensive, and powerful suite of products.

Their wide range of portable lithium solar generators, ranging from hand-held to grid connected products assure energy independence anytime, anywhere.

Environmentally friendly and technically superior, SR Portables products are light years ahead of the current fossil fuel options, allowing their customers to achieve energy independence while being cost effective and long lasting.

Known for their innovation, convenience and functionality, SR Portables consistently push the boundaries and are committed to creating an economical, yet powerful suite of products that are more sustainable and viable, both commercially and technically, than traditional renewable alternatives and current energy backup solutions such as diesel.

A truly global company, SR Portable export to the Pacific Islands, Singapore, Thailand, India, Sri Lanka, Bangladesh, UAE, Saudi Arabia, Lebanon, South Africa, Kenya, North America, Canada, UK, France and Spain.

Congratulations to the Governor of Victoria Export Awards 2023 Winners

We wish you success at the 61st Australian Export Awards

global.vic.gov.au

