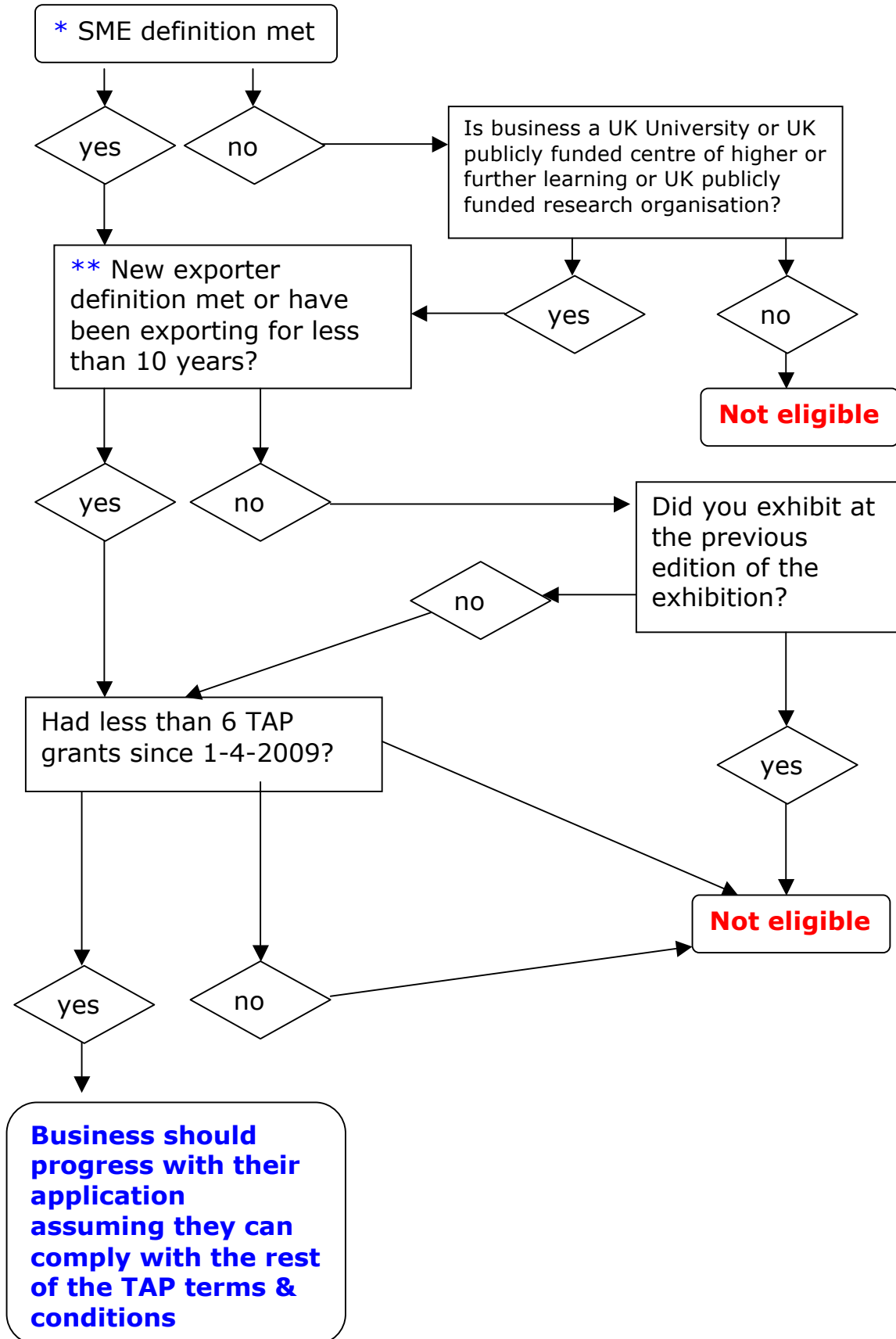


Tradeshaw Access Programme (TAP) **2017-18** Eligibility Summary  
 (To be read in conjunction with the TAP Terms & Conditions)



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\* Definition for Small and Medium Sized Enterprise

- a) Has less than 250 employees.
- b) Has an annual turnover not exceeding € 50m, or an annual balance sheet total not exceeding € 43m.

DIT reserves the right to review the eligibility of businesses that are distinct and independently operated but are part of or owned by an organisation itself larger than an SME.

\*\* Definition for New Exporter

During the past 12 months less than 10% of turnover resulted from proactive exports (i.e. sales to new overseas customers that have been actively identified by the business) **and** no more than 25% of turnover resulted from a combination of proactive and reactive exports. (Reactive exports would normally result from unplanned approaches from potential overseas customers and from UK-based third parties, or from overseas responses to UK-focused web sites).

\*\*\* Priority Markets

Brazil	Mexico	Taiwan
China	Qatar	Thailand
Colombia	Russia	Turkey
Egypt	Saudi Arabia	UAE
India	Singapore	Vietnam
Indonesia	South Africa	Hong Kong
Malaysia	South Korea	