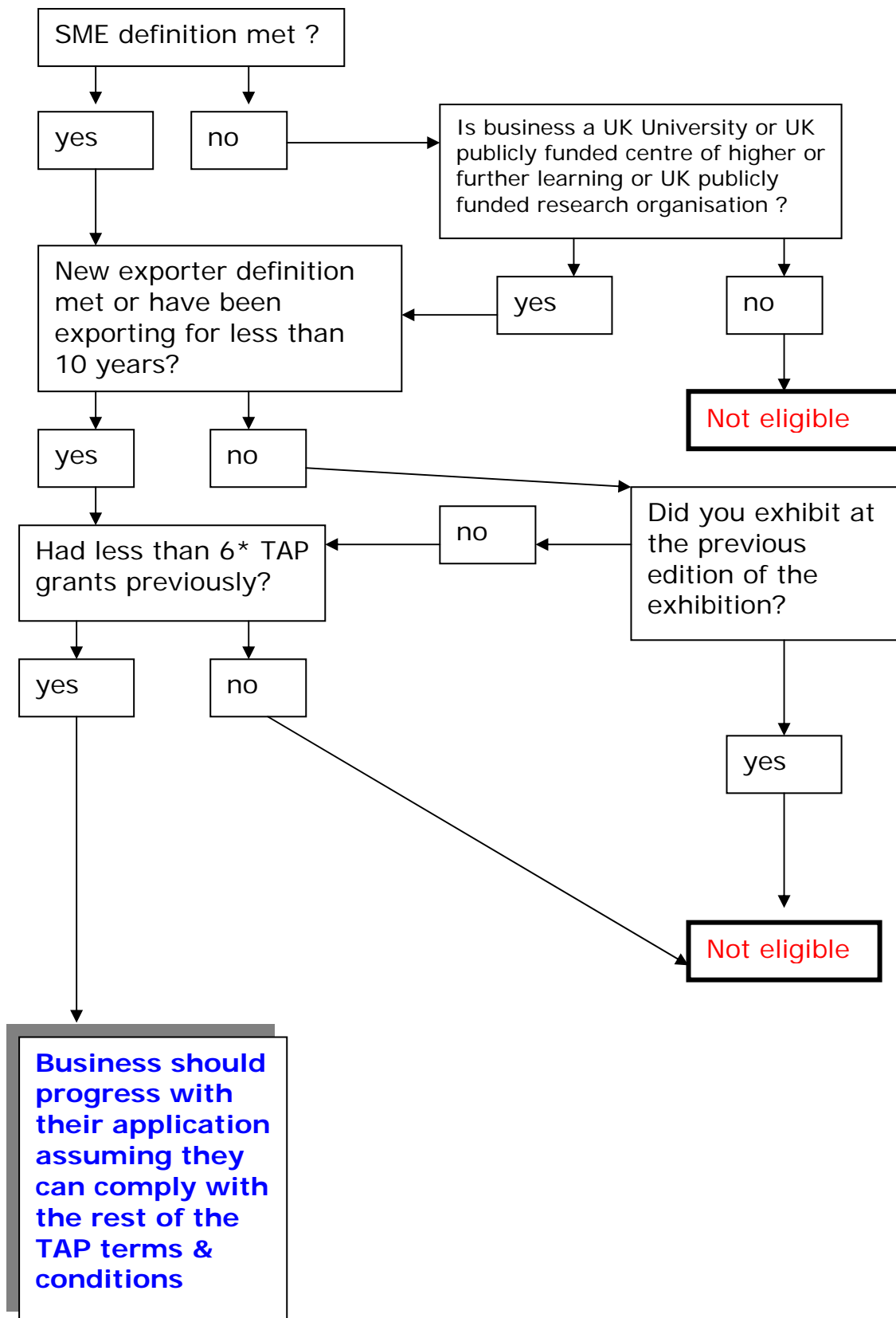


Tradeshaw Access Programme (TAP) – **2011-12** Eligibility Criteria
 (To be read in conjunction with the TAP Terms & Conditions)



* 6 grants must involve more than one market

Tradeshaw Access Programme (TAP) – **2011-12** Eligibility Criteria (To be read in conjunction with the TAP Terms & Conditions)

Definition for Small and Medium Sized Enterprise

Has less than 250 employees.

Has an annual turnover not exceeding € 50m, or an annual balance sheet total not exceeding € 43m.

Is independent, i.e. **not more** than 25 % of its capital or voting rights are owned by one enterprise, or jointly by several enterprises, which fail to meet any of the above points at a and b, although this threshold may be exceeded in the following two cases:

(i) if the business is held by public investment corporations, venture capital companies or institutional investors, provided no control is exercised either individually or jointly over it;

(ii) if the capital is spread in such a way that it is not possible to determine by whom it is held and the business can legitimately declare that 25% or more of it is not owned by one enterprise or jointly by several enterprises falling outside the definition of a 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).