

Ultimate guide to exporting

Exporting can be a profitable way to grow your business, spread your risks and reduce your dependence on the local market. Use this guide to learn how to start an export business, understand the exporting process and set yourself up for success.

Get a tailored export guide

The exporting process can be difficult to navigate, especially when it's different for each sector. To help you understand how your business can start exporting from Australia, we've customised this guide for different sectors.

Select industry

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This information is not specific to a sector

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1. Learn the basics

Understand the export essentials and work out if your business is ready to expand overseas.

2. Start planning



Learn where the best export opportunities are for your business.

3. Develop your market entry strategy



Work out the best way to get your product or service into a new market.

4. Work out your costs and pricing



Know your costs and develop a pricing strategy so you can be competitive in international markets.

5. Prepare contracts



Learn how to develop clear and effective contracts with your international partners.

6. Manage your finances



Find out about loans, finance and payment methods.

7. Plan your freight and logistics



Find out what you need to do to get your products to overseas buyers.

The Go Global Toolkit has been such a reliable resource at our fingertips. It meant we can do more of the work ourselves, and save our consultant dollars for the tricky parts.

— Paul Saeki, CEO, Northern Australia Aboriginal Kakadu Plum Alliance (NAAKPA)

How easy or difficult was it to find what you were looking for today?

Very easy

Fairly easy

Neither easy or difficult

Fairly difficult

Very difficult

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