

## **General Eligibility**

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Eligibility for PEMD assistance requires that organizations come under one of the following categories:

- an incorporated business;
- an independent firm of professionals, such as architects or engineers;
- a private-sector, non-sales trade association/organization (for Special Activities and government-planned activities only);
- a Crown corporation, Crown-owned company, or provincial/municipal agency (for government-planned activities only).

Program participants must also be **export-ready**.

- Incorporated businesses and firms of professionals must:
  - be established and operating in Canada and have either sales performance data for at least two years or annual sales exceeding \$100 000;
  - have satisfactory marketing and managerial capabilities;
  - be financially able to successfully complete the project (positive working capital and tangible net worth);
  - have an exportable product or service that meets Canadian content criteria of 60 per cent;
  - be registered (or in the process of registering) with External Affairs and International Trade Canada's World Information Network for Exports (WIN Exports) data bank;
  - have fulfilled reporting and repayment requirements on all previous PEMD assistance.
- Organizations other than incorporated businesses and firms of professionals are considered export-ready if they demonstrate the capability to carry out the project and are registered with WIN Exports.

### **Ineligible Participants and Applicants**

PEMD assistance is not available to:

- educational institutions, their affiliates and subsidiaries;
- applicants who have been consistently unsuccessful in generating export sales as a result of previous PEMD assistance;
- companies that are majority South African-owned as per the following definition: South African beneficial ownership of shares to which are attached more than 50 per cent of the voting rights required to elect a board of directors.