

# EDG

Enterprise  
Development  
Grant

Today and into the future, companies that thrive are the ones that have strong business foundations and strategies, adopt technology and innovative processes, and grow their overseas presence.

The Enterprise Development Grant (EDG) helps Singapore companies grow and transform. This grant supports projects that help you upgrade your business, innovate or venture overseas, under three pillars:

## 1. Core Capabilities

Projects under Core Capabilities help businesses prepare for growth and transformation by strengthening their business foundations. These should go beyond basic functions such as sales and accounting.

## 2. Innovation and Productivity

Projects under Innovation and Productivity support companies that explore new areas of growth, or look for ways to enhance efficiency, or optimise resource usage to improve their sustainability performance. These could include reviewing and redesigning workflow and processes. Companies could also tap into automation and technologies to make routine tasks more efficient and sustainable.

## 3. Market Access

Projects under Market Access support Singapore companies that are willing and ready to venture overseas. You may tap into the EDG to help defray some of the costs of expanding into overseas markets.

## Core Capabilities

Projects under Core Capabilities help businesses prepare for growth and transformation by strengthening their business foundations. These should go beyond basic functions such as sales and accounting.

### 1. Business Strategy Development

To spur the growth of your company through interventions in business strategies.

### 2. Financial Management

To optimise your company's financial performance in order to support corporate strategy and growth and/or equip your management team with the right competencies so they can be good stewards of your company's assets and

resources.

### 3. Human Capital Development

To strengthen your company's Human Resource (HR) capabilities, so as to support business growth strategies.

### 4. Service Excellence

To improve your company's service delivery by gaining a deeper understanding of customers' needs and decision-making processes.

### 5. Strategic Brand and Marketing Development

To help your company better capture target audiences and markets by differentiating your brand, and your products and services.

## Innovation and Productivity

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Companies could also tap into automation and technologies to make routine tasks more efficient and sustainable.

You are encouraged to innovate and transform your business to create a new business model or innovative products and processes.

#### 1. Automation

To support your company's usage of automation and technology which can result in tangible benefits, significant growth and resource efficiency.

#### 2. Process Redesign

To help your company review existing processes and identify possible areas to improve efficiency and sustainability performance. This is a critical first step before introducing automation or technology.

#### 3. Product Development

To help your company develop innovative technology and products with the end goal of commercialisation.

## Market Access

Projects under Market Access support Singapore companies that are willing and ready to venture overseas. You may tap into the EDG to help defray some of the costs of

expanding into overseas markets.

1. Mergers and Acquisitions (M&A)

To help your company grow through M&A. This may be in the planning, assessment of potential mergers and/or acquisition or post-M&A stage integration.

2. Pilot Project and Test Bedding

To help your company expand into new geographical or product markets by building your track record.

3. Standards Adoption

To help your company adopt internationally-recognised standards and certifications in key industries, as well as in new and emerging sectors. By doing so, your company should achieve outcomes, such as increased business competitiveness locally and internationally, enhanced market access, and/or increased trust in your products and services.

## FREQUENTLY ASKED QUESTIONS

1. **What is the EDG grant current support level?**

From 1 April 2023, SMEs can receive up to 50% support for EDG (sustainability-related projects may be supported at up to 70% from 1 April 2023 to 31 March 2026).

2. **When is the ending date of EDG?**

There is no ending date for Enterprise Development Grant specified at this time.

3. **What is EDG?**

EDG is the abbreviation for Enterprise Development Grant; it is also known as EDG Grant.

4. **What is it about?**

The purpose of the grant is to help develop a company's capability within 3 identified key pillars under Core Capabilities, Innovation & Productivity and Market Access.

5. **What are the supportable areas?**

The areas that EDG grant supports are the following:

1. Core Capabilities

- Strategic Brand\_ & Marketing Development
- Business Strategy Development
- Human Capital Development
- Service\_Excellence
- Financial\_Management

2. Innovation and Productivity

- Product\_Development
- Process Redesign
- Automation

3. Market Access

- Pilot Project & Test Bedding
- Overseas\_Marketing\_Presence [now known as Market Readiness Assistance (MRA) Grant]
- Mergers & Acquisitions
- Standards\_Adoption If your business can benefit from enhancing capabilities in these areas and your company is eligible then speak with a [certified consultant](#) to help you apply quickly.

6. **How much grant can I get?**

Eligible Small and Medium Enterprises (SMEs) in retail and F&B can get up to 70% grant on qualifying costs. SMEs in other sectors can get up to 50% grants.

7. **What is the maximum amount I can apply?**

Technically, there is no cap. However, the amount is directly correlated to your annual turnover. This is strictly based on our experience.

8. **What are the criteria?**

You must be an SME that meets these criteria: • Registered and operating in Singapore • Local shareholding of at least 30% • Be a viable business with track record

9. **What if I come from a big organisation?**

Make sure your organisation or group holdings meet these criteria: • Group sales turnover less than or equal to S\$100 million • Group employment size less than or equal to 200.

10. **Can startups apply?**

In general, startups are not suitable for EDG. You need to show a track record of profitable growth. Startups are supported under another programme known as Startup SG. For more information, [click here for Startup SG's website](#). However, anecdotally, there are cases where startups manage to obtain EDG grants.

11. **What if I am a one-man show?**

If you are a sole proprietor or with less than 3 employees, the chances are reduced when applying for a grant. Consideration is given to companies with plans to expand and hire more staff.

12. **What is the usual process in applying for a EDG Grant?**

- Discuss project with certified consultants or an advisor at SME Centre.
- Receive consulting firms' project proposal outlining the scope of work, cost and timeline.
- Select consulting firm. (Do not sign or pay anything to the consulting firm.)
- Prepare company proposals to build business case. (Our consultants can assist in this area.)
- Apply online at [Business Grants Portal](#).
- Address concerns raised by ESG.
- Receive letter of offer from ESG with exact grant amount and terms.
- Accept letter of offer and notify consulting firm.

**13. What are the common mistakes to avoid?**

These are the common mistakes you should avoid when applying for Enterprise Development Grants: · Including activities not supported under EDG · Consultants who are not certified to handle projects · Incomplete breakdown of costs · Exclusion of productivity outcomes or tangible benefits · Too narrow project scope

**14. Who approves your EDG grant?**

Enterprise Singapore (ESG) will assess the application, determine the feasibility and impact of the project and provide the final approval.

**15. How long will it take?**

It can take anywhere between 4 to 8 weeks for a reply. Clarity of proposal and application can speed up the approval process.

**16. How do I know if I get the EDG grant?**

You will receive a letter of offer which you must accept within a time frame within the business grant portal. Or you will receive a letter of rejection.

**17. What if I failed to get the EDG grant?**

You can appeal by emailing to Enterprise Singapore.

**18. How can I increase chances of approval?**

Your company can work with [experienced consultants](#) to ensure that your application has all correct relevant information. Activities that are vague or appear to non-relevant to the project may cause delays on project approval and may require more information from vendors before the project can be approved.

**19. Where do I apply for EDG?**

Apply directly at Business Grants Portal (<https://www.businessgrants.gov.sg>)

**20. Who can help me to apply for the EDG grant?**

Talk to an advisor at one of the [SME Centres](#) or get a certified consultant. Click here to talk a [certified consultant](#).