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Media Release – For Immediate Release

Grains Industry Reconnecting & Building Value

RECONNECTING & BUILDING VALUE was the key theme for a gathering of representatives of the grain industry from Australia and SE Asian countries at recent AGIC Asia 2023 events held in Ho Chi Minh City, Vietnam on the 7th of March 2023 and in Manila, Philippines on the 9th of March 2023. After three years of ‘virtual’ events there was a high level of anticipation and excitement to be together again in 2023.

Grain Trade Australia (GTA) Chair Andrew Goyder opened both conferences with a warm welcome to delegates on behalf of the Australian grain industry, conference partners -AEGIC and HFW and sponsors. Mr Goyder noted that “while Covid 19 interfered with all our lives and economies and restricted global travel, AGIC Asia was maintained virtually in 2020, 2021 and 2022 with over 650 delegates from 25 countries in 2022 joining virtually to learn and gain information about the Australian grain supply chain and Australian grain.”

Mr Goyder said “Business relationships are built on the platform of confidence and trust and AGIC conferences have an important role in promoting and supporting the networking, understanding and the camaraderie of the people we do business with”.

“It is important to come together with our customers, to meet and to understand what is important to them and to be able to provide confidence and surety in Australian grain.”

This sentiment was strongly supported throughout the conference with speakers providing insights into the framework, processes, and systems that guarantee grain from Australia will meet the exacting market expectations and processing functional requirements.

Speaker Insights

AGIC Asia provided an impressive line-up of local and Australian speakers with instructive and interesting insights including:

- Asian economic growth factors and market drivers including the importance of trade between Australia and the region and the prospects of increasing demand in consumption of agricultural products.
- The Environmental, Social and Governance credentials of Australia’s grain supply chain supporting the expectations of the market and some of the most important sustainability targets for our customers – the ability to meet chemical residues requirement and traceability.
- Industry to industry and Government to Government collaboration to drive improvements in understanding and harmonization and deliver mutual benefits for both Asian customers and the Australian grain industry.
- Asia’s emergence into middle income status and how it will continue to promote changes in diet and demand profile for imports particularly for agricultural products.
- Australia’s grain production and its supply chain capacity are at record levels and are positioned provide reliable and sustainable grain and grain products to Asia.
- Australia’s proximity, the Australian industry framework and Quality Assurance practices ensure a reliable source of supply.

As part of AGIC Asia, GTA also led Australian industry delegations in Round-Table sessions involving local Government agencies and the trade, to strengthen industry relationships and support the development of mutual trading interests. The Roundtables increase opportunities for trade facilitation, market access and promotion resulting in improved development of trade policy and communication between respective Asian and Australian industries, at both a commercial and technical level.

In 2023 AGIC Roundtable sessions were held in Hanoi and Manila and were well supported by the local Australian Government agencies and staff.

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Photos Available on request