

The Australian Grains
Industry Conference

Asia 2024



CONFERENCE

PROGRAM



5 March 2024

Jakarta, Indonesia

7 March 2024

Shanghai, China

www.ausgrainsconf.com/asia



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WELCOME

to the Australian Grains Industry Conference Asia 2024

The Australian Grains Industry Conference

Asia 2024



RECONNECTING & BUILDING **VALUE**

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Welcome to AGIC ASIA - 2024



On behalf of Grain Trade Australia (GTA), welcome to **AGIC Asia 2024**. It is exciting to be in person in Jakarta, Indonesia and Shanghai, China to attend AGIC Asia and have the opportunity to interact - face to face - with our delegates, customers and friends.

We are pleased to showcase the Australian grain industry to you, the end users and trade counterparties of Australian grain. Over many years we have run AGIC Asia events in Singapore, Indonesia, Thailand, Hong Kong, China, Vietnam, Philippines and now again in China and Indonesia. We held virtual conferences during Covid pandemic om 2020,2021 and 2022. It is great to have such wonderful support for AGIC Asia and to meet with the customers of Australian grain.

RECONNECTING & BUILDING VALUE is the theme of AGIC Asia 2024. We are here to reconnect. We know strong business relationships are built on confidence and trust. AGIC conferences have an important role in networking and understanding the people you do business with.

We strongly believe there is value for our customers from Australian grain and through the quality assurance that is evident at every stage of the Australian grain supply chain. This is encapsulated in the Australian Grain Industry Code of Practice. It is also noteworthy that Australia is the only grain exporting nation that has such a Code.

The active participation in AGIC Asia by the grain marketers that operate in Australia is a clear demonstration of the importance that the members of Grain Trade Australia place in ensuring that their customers receive grain that suits their functional requirements as detailed in contractual undertakings.

For the 2023/24 season the current official Australian Government (ABARES) estimate for production stands at 49.1 million tonnes (MT), with exports forecast at 37.6 MT. This follows the record crop of 73.6 MT in 2022/23. Australia's human consumption and animal feed sectors have grown to be over 17 MT. ABARES estimate of industry value for 2023/24 is a record \$A 20.5 billion and export value at \$A 19.8 billion.

You will hear more details about the quality and condition of the 2023/24 crop directly from our commercial storage operators and trade.

GRAINS AT A GLANCE ¹	2020/21	2021/22	2022/23	2023/24	5 yr
Crop production (MT) ¹	59,876	68,046	73,608	49,143	53,316
Industry Value \$Am FOB ¹	19,916	28,210	32,809	20,492	22,510
Domestic Demand	16.78	15.60	16.71	14.59	17.28
Exports (MT)	33,477	45,029	53,570	37,758	37,329
% Containers	10.3	8.6	8.1	9.9	11.8
Export Value \$Am FOB ¹	13,046	23,708	30,924	19,828	17,060

Source: ABARES, USDA

¹ Excludes Rice

As part of AGIC Asia, GTA will lead 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 have increased 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 2024 AGIC Roundtable sessions will be held in Jakarta and Beijing and are supported by the local Australian Government staff.

I would like to thank everyone involved in AGIC Asia 2024 - our speakers and GTA staff. These people have worked very hard to put together such an engaging program. Thankyou also to the Australian Government, the Embassies in Jakarta and Beijing and Austrade for their significant input and support.

We are fortunate that our sponsors give us their unwavering support. Without our sponsors, we would not be able to bring you AGIC events! Please show your support for them as well.

We also welcome your input and feedback during the formal proceedings and during the scheduled breaks, and we encourage everyone to mix and network during the day.

On behalf of the Australian grain industry, I wish to thank you for taking the time out of your schedule to attend AGIC Asia and I look forward to meeting as many of you as possible.

Yours sincerely,

Andrew Goyder
Chair, Grain Trade Australia



Atas nama Grain Trade Australia (GTA), selamat datang di **AGIC Asia 2024**. Senang rasanya bisa hadir langsung di Jakarta, Indonesia dan Shanghai, Tiongkok untuk menghadiri AGIC Asia dan berkesempatan berinteraksi - secara langsung - dengan para delegasi, pelanggan dan sahabat AGIC.

Dengan senang hati kami memersempahkan industri biji-bijian Australia kepada Anda, para end user dan mitra perdagangan kami. Selama bertahun-tahun, kami telah menyelenggarakan acara AGIC Asia di berbagai negara seperti Singapura, Indonesia, Thailand, Hong Kong, Tiongkok, Vietnam, dan Filipina. Tahun ini, kami hadir kembali di Tiongkok dan Indonesia. Di tengah pandemi Covid, kami masih berhasil mengadakan konferensi virtual pada tahun 2020, 2021, dan 2022. Kami sangat mengapresiasi dukungan luar biasa untuk AGIC Asia dan kesempatan bertemu dengan pelanggan biji-bijian Australia.

RECONNECTING & BUILDING VALUE adalah tema AGIC Asia 2024. Kami untuk membina kembali hubungan antara Anda dan AGIC dengan kesadaran bahwa hubungan bisnis yang kokoh dibangun di atas keyakinan dan kepercayaan. Konferensi AGIC memainkan peran penting dalam membangun jaringan dan memahami para mitra bisnis Anda.

Kami yakin sepenuhnya bahwa para pelanggan memperoleh nilai tinggi dari biji-bijian Australia, didukung oleh jaminan kualitas yang terbukti di setiap tahap rantai pasokan. Komitmen ini tercermin dalam Kode Praktik Industri Biji-bijian Australia, yang menjadi landasan kami. Penting untuk dicatat bahwa Australia adalah satu-satunya negara pengekspor biji-bijian yang mengadopsi dan menerapkan Kode tersebut.

Partisipasi aktif di AGIC Asia oleh para pemasar biji-bijian yang beroperasi di Australia merupakan menunjukkan betapa pentingnya peran anggota Grain Trade Australia dalam memastikan bahwa pelanggan mereka menerima biji-bijian yang sesuai dengan kebutuhan fungsionalnya sebagaimana dirinci dalam perjanjian kontrak.

Untuk musim 2023/2024, perkiraan produksi resmi Pemerintah Australia (ABARES) saat ini mencapai 49.1 juta ton (MT), dengan perkiraan ekspor sebesar 37.6 MT. Angka ini tercapai setelah rekor panen sebesar 73.6 MT pada tahun 2022/2023. Sektor konsumsi manusia dan pakan ternak di Australia telah tumbuh lebih dari 17 MT. Perkiraan nilai industri ABARES pada tahun 2023/2024 mencapai rekor AUD 20.5 miliar dan nilai ekspor sebesar AUD 19.8 miliar.

Anda akan mendapatkan informasi lebih lanjut tentang kualitas dan kondisi panen 2023/2024 langsung dari operator penyimpanan komersial dan perdagangan kami.

Sebagai bagian dari AGIC Asia, GTA akan memimpin delegasi industri Australia dalam sesi Meja Bundar yang melibatkan lembaga Pemerintah setempat dan sektor perdagangan. Tujuannya adalah untuk memperkuat hubungan industri dan mendukung pengembangan kepentingan perdagangan bersama. Sesi Meja Bundar ini telah membuka peluang dalam memfasilitasi perdagangan, akses pasar, dan promosi, yang berkontribusi pada peningkatan pengembangan kebijakan perdagangan dan komunikasi antara industri di Asia dan Australia, baik pada tingkat komersial maupun teknis.

Pada tahun 2024, sesi Meja Bundar AGIC akan diadakan di Jakarta dan Beijing dan didukung oleh staf lokal Pemerintah Australia.

Kami ingin mengucapkan terima kasih kepada semua pihak yang terlibat dalam AGIC Asia 2024 - pembicara dan staf GTA. Mereka semua telah bekerja tanpa lelah untuk menyusun program yang begitu menarik. Kami ucapkan terimakasih atas dukungan dan masukan yang sangat berarti dari Pemerintah Australia, Kedutaan Besar di Jakarta dan Beijing serta Austrade.

Kami sangat beruntung atas dukungan yang tak tergoyahkan dari para sponsor kami. Acara-acara AGIC ini tidak dapat kami persembahkan kepada Anda tanpa mereka. Kami mohon dukungan Anda bagi mereka juga.

Kami juga menyambut baik masukan dan umpan balik Anda selama acara dan selama saat rehat telah dijadwalkan, dan kami harapkan semua orang untuk berbaur dan membina jaringan sepanjang berlangsungnya acara.

Atas nama industri biji-bijian Australia, kami ingin mengucapkan terima kasih karena Anda telah berkenan meluangkan waktu dari jadwal Anda untuk menghadiri AGIC Asia dan saya berharap dapat bertemu dengan Anda semua.

Hormat Kami,

Andrew Goyder
Ketua, Grain Trade Australia



我谨代表澳大利亚粮食贸易协会，欢迎各位来到 **2024 年澳大利亚粮食行业论坛会亚洲区会议**。我非常激动能够亲临现场，有机会在印度尼西亚雅加达和中国上海和我们的代表团、客户以及朋友们进行面对面的互动。

我们很高兴可以向各位同行、澳大利亚粮食的终端用户以及贸易对手展示澳大利亚粮食行业。多年来，我们分别在新加坡、印度尼西亚、泰国、中国香港、中国大陆、越南、菲律宾主办了澳大利亚粮食行业论坛会亚洲区会议。今年有幸再次在中国和印度尼西亚举办。在新冠疫情流行的 2020 年、2021 年和 2022 年期间，我们举办了虚拟会议，因此很高兴今年得到各位对澳大利亚粮食行业论坛会亚洲区会议的大力支持，使我们可以和澳大利亚粮食客户会面。

重建联系、共创价值 是 2024 年澳大利亚粮食行业论坛会亚洲区会议的主题。我们深知牢固的贸易关系建立于信心和信任的基础之上，因此，我们相信本届论坛会可以在与各位重建联系、增进业务往来人员的互相了解方面发挥重要的作用。

我们坚信澳大利亚粮食以及澳大利亚粮食供应链的每一个环节的品质保障为我们的客户所带来的价值。这些保障都被纳入了《澳大利亚粮食行业行为准则》之中。更值得注意的是，澳大利亚是唯一具备此类行业行为准则的粮食出口国。

澳大利亚粮食营销商对于本届论坛会的积极参与，清楚地表明了澳大利亚粮食贸易协会会员对于确保客户获得与合同具体承诺、且功能匹配的粮食的重视。

根据澳大利亚政府（农业资源经济局）目前的官方预测：继 2022/23 产季 7260 万吨的创纪录产量，2023/24 产季的产量预计为 4860 万吨，预计出口量为 3670 万吨。澳大利亚食用粮食和动物饲料需求上涨至 1700 万吨以上。澳大利亚农业资源经济局预计 2023/24 产季粮食行业价值将达到创纪录的 195 亿澳元、出口价值为 194 亿澳元。

就 2023/24 产季粮食的品质和状况，您可直接通过我们的商储运营商和贸易商获得更具体的信息。

作为论坛会亚洲区会议的一部分，澳大利亚粮食贸易协会将带领澳大利亚行业代表团参与与当地政府机构和贸易相关的圆桌会议环节，以加强行业关系以及支持贸易互惠互利的发展。圆桌会议增加了贸易便利化、市场准入和推广的机会，从而改善了贸易政策的制定以及亚洲和澳大利亚各自行业在商业和技术层面上的沟通。

本届论坛会的圆桌会议将分别在雅加达和北京举行，由澳大利亚驻当地的政府官员支持。

我希望在此感谢所有参与本届论坛会的各位---论坛会演讲者和协会工作人员，感谢大家非常努力地组织安排各项活动。同时，也感谢澳大利亚政府、驻雅加达和北京的大使馆、澳大利亚贸易投资委员会的大力支持和投入。

我们非常幸运能获得赞助商一直以来对我们的鼎力支持。如果没有他们的支持，就没有澳大利亚粮食行业论坛会的各项活动！也恳请各位向他们表达您的支持。

同时，我们鼓励各位在会议期间积极互动交流，也欢迎您正式会议以及会场休息期间向我们提出意见与反馈。

我谨代表澳大利亚粮食行业，感谢您在百忙之中参加澳大利亚粮食行业论坛会亚洲区会议，非常期待与各位在会场见面！

致礼

安德鲁·戈尔德
澳大利亚粮食贸易协会主席

AGIC Asia Sponsors



Grains Australia is proud to be supporting AGIC ASIA 2024 - Australian Grains Industry Conference.

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Indonesia Conference Program

Tuesday 5 March 2024
Shangri La Hotel, Jakarta, Indonesia

8.15am - 9.00am	Registrations & badge collection
9.00am - 9.30am	<p>MCs: Stephen Thompson - Partner, HFW Sydney & Adam Richardson - Partner, HFW Singapore</p> <p>Opening/welcome</p> <ul style="list-style-type: none"> • Industry Welcome - Andrew Goyder, Chair, Grain Trade Australia • Australian Government Welcome - Steve Scott, Deputy Head of Mission to Indonesia
9.30am - 10.10am	<p>Keynote: Australian Grain Update - Quality Assurance to capture value by connecting supply with demand</p> <ul style="list-style-type: none"> • Pat O'Shannassy, CEO, Grain Trade Australia - QA frameworks & supply/demand drivers
10.10am - 10.40am	Morning tea break - Sponsored by <i>Fletchers International</i>
10.40am - 11.05am	<p>Keynote: Australian Farmers Perspective - Building the bridge from farm to consumer</p> <ul style="list-style-type: none"> • Simon Tickner, Grain Producer, Horsham, Australia
11.05am - 11.35am	<p>Keynote: Potential of Indonesia - Aligning products & demographics</p> <ul style="list-style-type: none"> • Franciscus Welirang, Director, PT Indofoods; Chair, APTINDO • Dr Desianto, Chair, Indonesian Feed Processing Association
11.35am - 12.00pm	
12.00pm - 1.00pm	Lunch break - Sponsored by <i>Fletchers International</i>
1.00pm - 2.00pm	<p>Plenary: Australian crop quality - 2023/2024</p> <ul style="list-style-type: none"> • Chooi Sun Leong, Lead-Grain Quality, CBH Grain - WA Quality & Outlook • Michael Jester, Asian Trading Director, Graincorp - East Coast Quality & Outlook • Derek Robjohns, GM Supply Chain, Viterra - SA Quality & Outlook <p>Live Panel discussion - Practical issues in sourcing and exporting Australian grain Facilitator: Michael Wood, Principal - Rural Logic & Deputy Chair, Grain Trade Australia</p>
2.00pm - 2.30pm	<p>Grains Australia overview and AEGIC Introductions</p> <ul style="list-style-type: none"> • Richard Simonaitis, CEO, Grains Australia <p>Technical Plenary 1: Maximising value of Australian grain - Soft wheat opportunities</p> <ul style="list-style-type: none"> • Siem Siah, Grain Research Scientist - AEGIC
2.30pm - 3.00pm	Afternoon tea break - Sponsored by <i>Fletchers International</i>
3.00pm - 3.45pm	<p>Technical Plenary 2: Maximising value of Australian grain - Accessing health benefits of oats in our daily diets</p> <ul style="list-style-type: none"> • Sabori Mitra, Senior Research Scientist - Oats - AEGIC
3.45pm - 4.00pm	Closing comments - Andrew Goyder, Chair, Grain Trade Australia
4.00pm - 6.00pm	Meet and engage with fellow local & international delegates at the AGIC Asia networking Function

Please note all times are Local Times. Program is subject to change

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AGIC Asia 2024 – Indonesia

“MEMBANGUN HUBUNGAN KEMBALI & MENINGKATKAN NILAI”

The Australian Grains Industry Conference
Asia 2024



Tanggal: 5 Maret 2024 – Jakarta, Indonesia

Harap diperhatikan bahwa semua waktu adalah WIB. Program dapat disesuaikan.

Lokasi: Shangri-La Hotel, Jakarta

8.15 Registrasi & pengambilan ID Tag

9:00 **Pembawa Acara:** Stephen Thompson – Partner, HFW Sydney & Adam Richardson – Partner, HFW Singapore

Pembukaan/Sambutan

- Sambutan Industri - Andrew Goyder, Ketua, Grain Trade Australia
- Sambutan Pemerintah Australia – Steve Scott, Deputy Head of Mission untuk Indonesia

9.30 **Keynote: Informasi Terkini Australian Grain– Jaminan Mutu untuk menangkap nilai dengan menghubungkan pasokan dengan permintaan.**

- Pat O'Shannassy, CEO, Grain Trade Australia – Kerangka kerja QA & pendorong pasokan/permintaan

10.10 **Rehat pagi – Disponsori oleh Fletchers International**

10.40 **Keynote: Menjembatani antara pertanian ke konsumen**

- Simon Tickner, Grain Producer, Horsham, Australia

Keynote: Potensi Indonesia – Penyelarasan produk & demografi

11.05 • Franciscus Welirang, Director, PT Indofoods; Chair, APTINDO

11.35 • Dr Desianto, Chair, Indonesian Feed Processing Association

12.00 **Makan siang – Disponsori oleh Fletchers International**

13.00 **Sesi pleno: Mutu panen Australia**

2023/2024 Mutu Panen Australia

- Chooi Sun Leong, Lead-Grain Quality, CBH Grain – *Mutu dan Prakiraan untuk Australia Barat*
- Michael Jester, Asian Trading Director, Graincorp – *Mutu dan Prakiraan untuk Pesisir Timur*
- Derek Robjohns, GM Supply Chain, Viterra – *Mutu dan Prakiraan untuk Australia Selatan*

Diskusi Panel – *Permasalahan teknis untuk pencarian sumber dan mengekspor biji-bijian Australia*

Fasilitator: Michael Wood, Principal - Rural Logic & Deputy Chair, Grain Trade Australia

14.00 **Gambaran Umum Biji-bijian Australian dan Perkenalan AEGIC – Richard Simonaitis, CEO, Grains Australia**

Pleno Teknis: Memaksimalkan nilai biji-bijian Australia – Peluang soft wheat

- Siem Siah, Ilmuwan Peneliti Biji-bijian - AEGIC

14.30 pm **Rehat sore– Disponsori oleh Fletchers International**

15.00 pm **Pleno Teknis 2: Memaksimalkan nilai biji-bijian Australia – Mengakses manfaat kesehatan dari oat dalam diet sehari-hari.**

- Sabori Mitra, Ilmuwan Peneliti Senior – Oats - AEGIC

15.45 pm **Penutupan** – Andrew Goyder, Chair – Grain Trade Australia

16.00-18.00 pm **AGIC Asia Networking – Disponsori oleh Robinson Grain**

(Bertemu dan berinteraksi dengan rekan-rekan delegasi lokal dan internasional pada Acara Networking AGIC Asia.)

**Premium quality.
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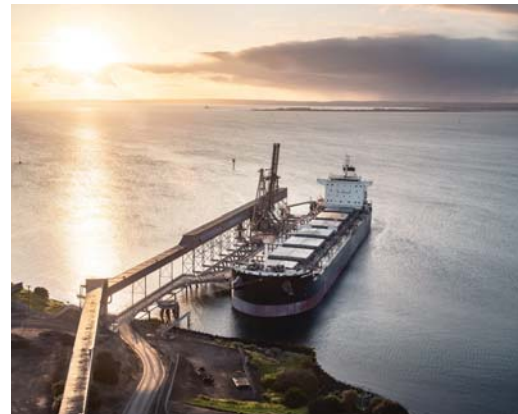
With desks in Sydney, India, Ukraine, Canada, Singapore, Vietnam, Thailand, China, India and the UK, we execute grain and oilseed deliveries across the world.

Our 160+ inland receival sites and eight ports across Australia and Canada operate on the strictest quality control systems to ensure you get exactly what you paid for.

GrainCorp Human Nutrition is a boutique producer of sustainable edible fats and oils, with growing exports into the Asia-Pacific region of our Pin and Peel baking range.

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Let's talk about how we can help.



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China Conference Program

Thursday 7 March 2024

Jing-An Shangri-La Hotel, Shanghai, China

8.15am - 9.00am	Registrations & badge collection
9.00am - 9.30am	<p>MCs: Stephen Thompson - Partner, HFW Sydney & Nick Poynder- Partner, HFW Shanghai</p> <p>Opening/welcome</p> <ul style="list-style-type: none"> • Industry Welcome - Andrew Goyder, Chair, Grain Trade Australia • Australian Government Welcome - HE Scott Dewar, Australian Ambassador to China
9.30am - 10.10am	<p>Keynote: Australian Grain Update - Quality Assurance to capture value by connecting supply with demand.</p> <ul style="list-style-type: none"> • Pat O'Shannassy, CEO, Grain Trade Australia - QA frameworks & supply/demand drivers
10.10am - 10.40am	Morning tea break - <i>Sponsored by Fletchers International</i>
10.40am - 11.30am	<p>Keynote: Australian Farmers Perspective - Building the bridge from farm to consumer</p> <ul style="list-style-type: none"> • Simon Tickner, Grain Producer, Horsham, Australia
11.30am - 12.00pm	<p>Keynote: China</p> <ul style="list-style-type: none"> • Representative from China National Association of the Grain Sector (CNAGS) <p>Keynote: China Feed industry sector</p> <ul style="list-style-type: none"> • Lu Yonglin, Director, Information Department - China Feed Industry Association (CFIA)
12.00pm - 1.00pm	Lunch break - <i>Sponsored by Fletchers International</i>
1.00pm - 2.00pm	<p>Plenary: Australian crop quality - 2023/2024</p> <p>Facilitator: Michael Wood, Principal, Rural Logic & Deputy Chair, GTA</p> <ul style="list-style-type: none"> • Chooi Sun Leong, Lead-Grain Quality, CBH Grain - WA Quality & Outlook • David Cui, Australasian Trading Manager, Graincorp - East Coast Quality & Outlook • Derek Robjohns, GM Supply Chain, Viterra - SA Quality & Outlook <p>Live Panel discussion - Practical issues in sourcing and exporting Australian grain</p>
2.00pm - 2.30pm	<p>Grains Australia overview and AEGIC Introductions</p> <ul style="list-style-type: none"> • Richard Simonaitis, CEO, Grains Australia <p>Technical Plenary 1: Maximising value of Australian grain - Soft Wheat Opportunities</p> <ul style="list-style-type: none"> • Siem Siah, Grain Research Scientist - AEGIC
2.30pm - 3.00pm	Afternoon tea break - <i>Sponsored by Fletchers International</i>
3.00pm - 3.25pm	<p>Technical Plenary 2: Maximising value of Australian grain - Barley in Chinese swine rations</p> <ul style="list-style-type: none"> • Megan Edwards, Nutritional Consultant to AEGIC
3.25pm - 3.45pm	<p>Special Address: Sustainable Supplies - Canola & products</p> <ul style="list-style-type: none"> • Rosemary Richards, President, Australian Oilseeds Federation
3.45pm - 4.00pm	Closing comments - Andrew Goyder, Chair, Grain Trade Australia
4.00pm - 6.00pm	Meet and engage with fellow local & international delegates at the AGIC Asia networking Function

Please note all times are Local Times. Program is subject to change

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Fletcher International Exports Grain Division is a state-of-the-art facility adding another dimension to the range of services available to Fletcher's global network of customers. Accumulating, storing, containerising and exporting all grades of wheat, barley, pulses and canola along with cotton lint and cottonseed.

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Contact Us

2024 澳大利亚粮食行业论坛会 – 中国区日程

“重建联系、共创价值”



日期: 2024 年 3 月 7 日 – 中国
 请注意所有的时间为当地时间、日程可能有变。
 地点: 中国上海静安香格里拉大酒店

上午 8:15 注册、领取名牌

上午 9:00 主持人: 斯蒂芬·汤普森 – HFW 悉尼律所合伙人, 尼克·波因德 – HFW 上海律所合伙人
 开场/欢迎致辞

- 行业欢迎致辞 – 安德鲁·戈尔德, 澳大利亚粮食贸易协会主席
- 澳大利亚政府欢迎致辞 – 吉斯德阁下, 澳大利亚驻华大使

上午 9:30

主题演讲: 澳大利亚粮食最新动态 – 品质保障, 并通过连接供需获取价值

- 帕特·奥沙纳西, 澳大利亚粮食贸易协会首席执行官 – 品质保障框架及供需驱动因素

上午 10:10 早茶歇 – 由弗莱切国际出口有限公司赞助

上午 10:40 主题演讲: 当地经济增长因素与市场驱动因素/战略合作

- 澳大利亚农民的视角 – 搭建从农场到消费者的桥梁 – 西蒙·蒂克纳, 澳大利亚霍舍姆粮食生产商

上午 11:30

主题演讲: 中国展示 – 贸易、麦芽、面粉加工

- 中国粮食行业协会 (受邀)

主题演讲: 中国饲料工业部门

- 卢永林 (音译) – 中国饲料工业协会 (中饲协) 信息部部长

中午 12:00 午餐 – 由弗莱切国际出口有限公司赞助

下午 1:00 全体会议: 澳大利亚农作物质量

2023/2024 产季澳大利亚农作物质量

- 崔新良 (音译), CBH 粮食有限公司作为质量主管 – 西澳质量与展望
- 崔大卫, 澳大利亚谷物集团澳亚地区贸易经理 – 东海岸质量与展望
- 德里克·罗布约约翰斯, 维特发公司供应链总经理 – 南澳质量与展望

现场小组讨论 – 澳大利亚粮食采购及出口的实际问题

主持人: 迈克尔·伍德, 澳大利亚粮食贸易协会副主席、农业逻辑负责人

下午 2:00

澳大利亚粮食有限公司概述与澳大利亚出口谷物创新公司介绍 – 理查德·西蒙奈蒂斯, 澳大利亚粮食有限公司首席执行官

技术性全体会议 1: 澳大利亚粮食价值最大化 – 软质小麦的机会

- 暹·希亚, 澳大利亚出口谷物创新公司谷物研究科学家

下午 2:30 午茶歇 – 由弗莱切国际出口有限公司赞助

下午 3:00 技术性全体会议 2: 澳大利亚粮食价值最大化 – 大麦用于中国猪饲料日粮

- 梅根·爱德华兹, 澳大利亚出口谷物创新公司营养顾问

下午 3:30

特别演讲: 可持续供应 – 油菜籽及产品

- 罗斯玛丽·理查兹, 澳大利亚油籽联合会主席

下午 3:45

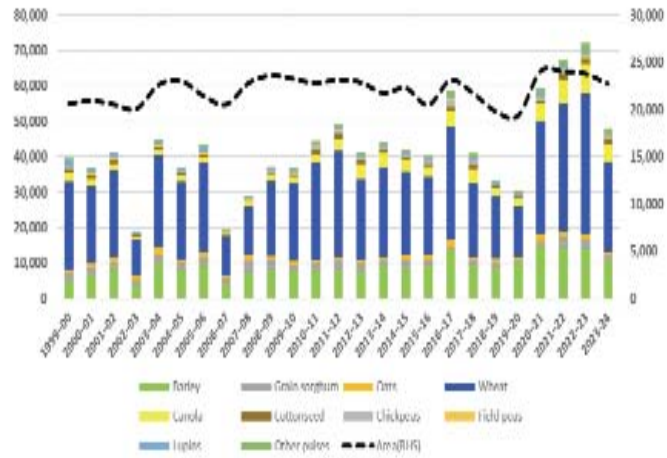
总结发言 – 安德鲁·戈尔德 – 澳大利亚粮食贸易协会主席

下午 4:00 – 6:00 论坛会亚洲区社交网络活动 – 罗宾逊粮食贸易公司赞助
 (通过论坛会社交网络活动与会场本地及国际代表会面交流)

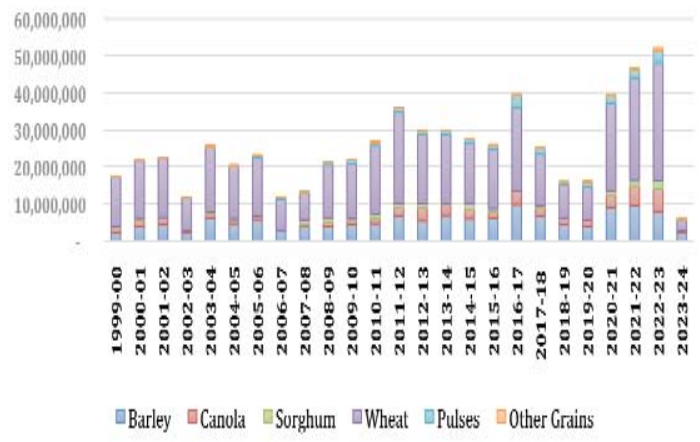
Australian grains in profile



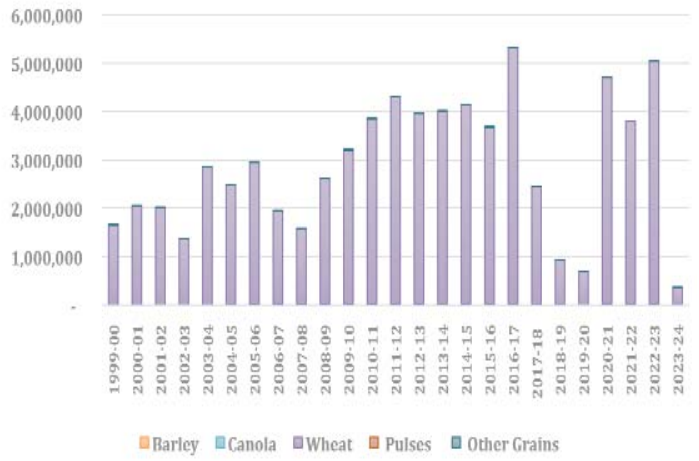
Australian Production



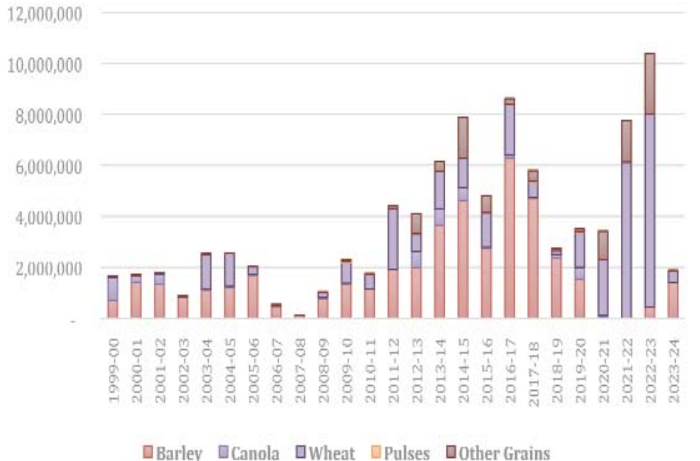
Australian Grain Exports



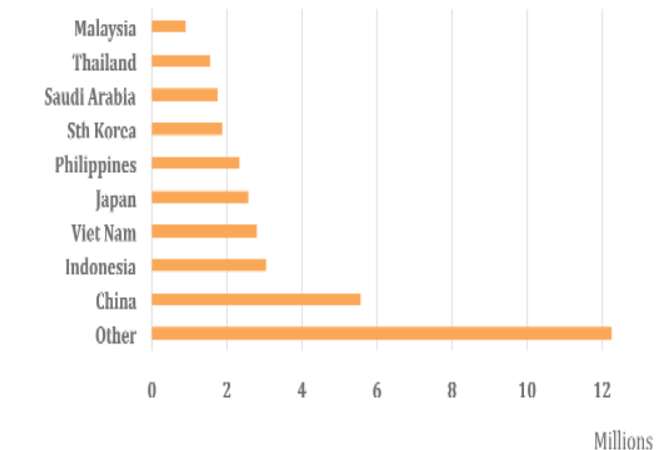
Australian Grain Exports to Indonesia



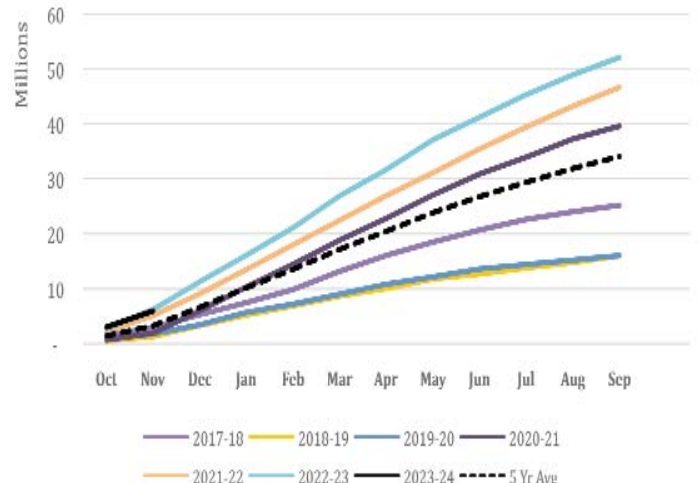
Australian Grain Exports to China



Destinations for Australian Grain (5yr)



Australian Grain Export Pace



AGIC Asia Speakers



Stephen Scott Deputy Head of Mission to Indonesia

Stephen commenced his assignment as Deputy Ambassador at the Australian Embassy Jakarta in June 2021. Prior to this he was Assistant Secretary of the Humanitarian and Refugee Policy Branch since 2015. He has also served as a Senior Adviser on North Asian and North American affairs for Foreign Minister Marise Payne, Acting Chief Innovation Officer and Assistant Secretary of the Consular Policy Branch - where he led the teams for the Egypt, Libya, Christchurch and Japan consular emergency responses in 2011.

Since joining DFAT in 1994, Stephen has served overseas as Deputy Ambassador in the Philippines, Minister-Counsellor Political and Economic Section in Indonesia, Economic Counsellor in China and Second/First Secretary Economic in Malaysia.

Stephen has a Bachelor of Business degree, with honours in Economics, from Curtin University, Western Australia. He has also completed a Leadership in Crisis post graduate course at Harvard's Kennedy School of Government and a Graduate Diploma in Finance and Investment with the Securities Institute of Australia.



Scott Dewar Ambassador to China

Mr Dewar is a senior career officer with the Australian Public Service and was most recently Deputy Secretary, International and Security Group, Department of the Prime Minister and Cabinet. He has previously served overseas as Consul-General in Honolulu and had postings in China and the Republic of Korea.



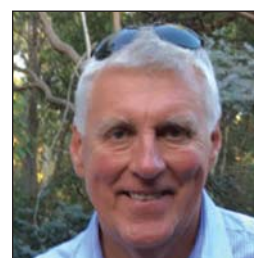
David Cui Australasian Trading Manager, Graincorp

David Cui holds an MBA from The National School of Development at Peking University and is the General Manager of GrainCorp Operations Limited China. David's focus is on building, maintaining, and developing local Chinese demand for Australian, Canadian, and Ukrainian grains and oilseeds that GrainCorp originates directly from farmers. With more than 30 years working in international trade and marketing of major agricultural commodities, David has gained extensive experience in the import & export of major bulk commodities including malting barley, wheat, corn, and rice. David has presented and been a panel member of grain & oilseed forums in China and abroad with his keen insight of supply and demand, policy, price trend of major agricultural commodities and upstream Chinese demand. Previously to GrainCorp David worked for COFCO, ADM, and Toepfer International Asia Pte Ltd.



Megan Edwards Nutritional Consultant to AEGIC

Dr Megan Edwards is an Australian animal nutrition consultant. She completed her PhD at the University of New England, Australia, in the area of weaner swine nutrition. She has worked in the industry for 17 years including 5 years where she was based in Vietnam. She has had the pleasure of working with swine producers, integrators, feedmillers, premix companies, feed additive companies and research groups globally. She has worked throughout Asia, Oceania and Latin America during her career where she has provided feed formulation, technical support, research advice, as well as joining seminars and training workshops as an invited speaker. Megan has a keen interest in immuno-nutrition and functional nutrients.



Andrew Goyder Chair, Grain Trade Australia

Andrew Goyder is a Chair of Grain Trade Australia. He has over 20 years industry experience encompassing grain production, the seed industry and the trade. Previous roles include Regional Manager Southern WA with Grain Pool WA and involvement in the seed industry and export canola industry with SGB Australia.

Andrew is currently Managing Director of Grain Link WA, established in September 1999. Prior to GTA Andrew has a history of representative Committee and Director roles in the West Australian industry including NACMA, CBH and GIWA.

AGIC Asia Speakers cont



Michael Jester
Asian Trading Director, Graincorp

Michael is the Asian Trading Director for GrainCorp Australia based in Singapore. He joined the industry more than 35 years ago and has extensive experience in the grain and feed markets worldwide with special focus on Asia.



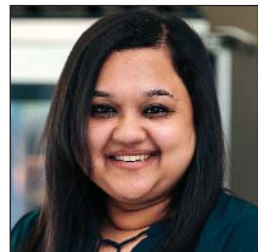
Chooi Sun Leong
Lead-Grain Quality, CBH Grain

Chooi Sun Leong has worked in the Australian Grains Industry since 2010. She is experienced in food formulation, grain quality analysis, food safety management and quality assurance. Chooi Sun is currently the Grain Quality Lead at CBH Grain, overseeing the grain quality for domestic and export markets. She holds a Bachelor of Science in Food Science and Nutrition and an MBA from Curtin University, Western Australia.



Yonglin Lu
Director, Information Department - China Feed Industry Association (CFIA)

Engaged in long-term work such as statistical monitoring and early warning in the feed industry, and promoting major industry events
More than 200 analysis reports and industry reviews have been published in total, including < Analysis of Annual Reports of Listed Companies in the Feed Industry>, < Strategic Thinking on the Development of China's Feed Industry> ect.
Organized nearly 100 meetings on the situation of statistical work, analysis of raw material situation, professional training, association councils, development forums, and other types of meetings
Previously responsible for promoting and reporting on large-scale events of the association, interviewing industry leaders, experts, provincial feed administrative managers, and nearly 100 top 30 entrepreneurs in the feed industry at home and abroad



Sabori Mitra
Senior Research Scientist - Oats - AEGIC

Dr Sabori Mitra is an expert in oat quality research, processing and innovation with more than 10 years' experience in academic and industry-good research.
As Senior Research Scientist - Oats at the Australian Export Grains Innovation Centre (AEGIC), the focus of Sabori's work is to grow opportunities for Australian oats.
Sabori has helped drive the development of new, innovative oat products, such as oat noodles, oat "rice" and other concept foods to help move Australian oats beyond the breakfast table to becoming a premium option for lunch, dinner and snacks.
Sabori holds a Masters of Food Science and Nutrition from India, and a Masters of Food Science and Technology from Curtin University, where she also completed her PhD focusing oat noodle quality.



Pat O'Shannassy
CEO, Grain Trade Australia

Pat is currently the CEO of Grain Trade Australia, which is a leading trade organisation in the Australian grains industry, and provides an industry driven self-regulatory framework to the grains industry.

Pat has vast industry experience in trading, risk management, policy and government relations, having spent more than 25 years in the grains industry in Australia and USA. He has a diverse experience across the entire value chain, gained from working for trade houses, financial institutions as well as customer service and information businesses.

He currently serves as Secretary & Vice President of the International Grain Trade Coalition and holds a Bachelor's Degree in Agriculture from University of Melbourne, a Post-Graduate Diploma in Applied Finance and Investment and is a Graduate of the Australian Institute of Company Directors (GAICD).



Nick Poynder
Partner, HFW Shanghai

Nick is a Partner at global law firm HFW and is head of the firm's Shanghai office. Nick specialises in shipping matters including in charterparty, bill of lading, MOA and shipyard disputes, acting for both Mainland Chinese and overseas clients. He has a strong international arbitration practice with cases under ICC, LCIA, LMAA, SIAC and HKIAC. Nick also regularly advises on insolvency issues and security for finance leasing matters as well as handling disputes over international trade, logistics and commercial matters. Nick is ranked in Chambers China 2024 for Shipping Litigation. Chambers quotes clients as saying, "Nick is a very professional lawyer who has the clients' interests in his mind" and "he is our preferred counsel for cross-border dispute resolution". Nick is also listed as a Shipping expert in Who's Who Legal and named a Leading Individual in the Legal 500 Asia Pacific Guide 2024.



Rosemary Richards
President, Australian Oilseeds Federation

Rosemary is the principal of Bowman Richards & Associates (BR+A), a consulting firm specialising in providing strategic support to agribusiness firms. Rosemary is a passionate senior executive, communicator and industry advocate. Her experience in project management, trade policy and strategic development extends across all facets of agri and food businesses and she works with public and private companies; industry organisations and government departments.

Rosemary undertakes a range of trade policy activities for the grains and food industry and has led work on non-tariff trade measures for both sectors. This has included projects for the Government and industry to support engagement with regional partners including APEC and ASEAN, and support FTA negotiations. She is also a member, representing Grain Trade Australia, on a number of the International Grain Trade Coalition's policy teams. Rosemary is President of the Australian Oilseeds Federation and Deputy Chair of the Cotton Research and Development Corporation.

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Adam Richardson Partner, HFW, Singapore

Adam is a Partner in the Commodities department of HFW's Singapore office with a focus on international trade, commodities and shipping matters. Adam's area of expertise is international arbitration, both ad hoc and arbitrations under the GAFTA, FOSFA, LMAA, ICC, SIAC and UNCITRAL Rules. He also advises on non-contentious matters such as physical commodities contracts (including storage, warehousing, marketing and distribution agreements) and structured trade finance. A regular speaker at commodities and offshore seminars, he has also delivered training on GAFTA, GTA and SCoTA contracts, amongst others.

Adam has completed 3 client secondments: 2 as in-house legal counsel at international trading companies and a further secondment as in-house legal counsel supporting the physical commodity trading desk of an international bank, specialising in structured trade transactions.

Recently Adam was recognised in Asian Legal Business' annual '40 Under 40' list for 2022, which profiles the 40 most accomplished lawyers in Asia under the age of 40. He was also previously ranked as one of Singapore's top 20 most promising legal luminaries aged under 40 (Singapore Business Review, 2018).



Derek Robjohns GM Supply Chain, Viterra

Derek is the General Manager Supply Chain for Viterra in Australia and has over 25 years' experience with the company.

In his role, Derek oversees Viterra's southern Australian grain supply chain, seeking to provide an increasingly efficient service while prioritising safe operations, and connecting grower customers with buyers to meet export demand.



Siem Siah Grain Research Scientist - AEGIC

Dr Siem Siah is an expert grain and food scientist with over 15 years' cereal, food processing and research experience.

Siem's industry experience includes product development focusing on wheat noodles, baked goods, and pulse-based food products.

As Senior Research Scientist at the Australian Export Grains Innovation Centre (AEGIC), Siem adds value to the Australian grains industry by identifying and capitalising on market opportunities, including Australian soft wheat for Asian cakes and cookies, and new Australian hard noodle wheat markets.

Siem holds a PhD and undergraduate in food science from Charles Sturt University, where her research uncovered in-vitro anti-cancer properties of faba beans. She has recently obtained a GradCert Agribusiness with the University of Tasmania.



Richard Simonaitis CEO, Grains Australia

Based in Perth, Richard brings a breadth and depth of industry experience to the role of Grains Australia CEO, having worked for several years in senior management roles in the grains industry and in export-commodity industries.

Most recently, Richard led the Australian Export Grains Innovation Centre (AEGIC) to significant accomplishments including research to support the commercialisation of new oat rice and noodle products, developing soft and cookie wheat supply chains, and delivering valuable business insights into the future outlook for Australian grain.



Stephen Thompson Partner, HFW Sydney

Stephen is a Partner at global law firm HFW, based in Sydney. Stephen specialises in international trade with a focus on soft commodities. His commercial practice includes advising on sale and purchase contracts, charterparties, bills of lading and other sea-carriage contracts, as well as storage, warehousing, and distribution agreements. He also advises on structured trade contracts and project documentation for use in shipbuilding projects. Stephen's contentious practice covers international arbitration, both ad hoc and arbitrations under the ICC, GTA, LMAA, GAFTA, FOSFA, PORAM, SIAC and UNCITRAL Rules, as well as through the Australian and English Courts. He has worked in the Australian grains industry since 2003 starting with AWB and, since deregulation, many of the national and international participants in this trade. Stephen was heavily involved with the industry and its representative bodies during the bulk wheat deregulation process, access to port infrastructure, and national and international markets. Stephen is ranked in Chambers and the Doyles Guide.



Simon Tickner Grain Producer, Horsham, Australia

Simon is the owner of a dry land, broad acre grain farming enterprise, Yellow Grain Pty Ltd based in the Wimmera, Victoria. The business has a strong focus on the grain supply chain, specifically around the production, storage and marketing of cereals, pulses, oilseeds and fodder. Simon has extensive knowledge of modern agronomic production systems, which focus on profit, risk management and sustainability, operating in a highly variable climate.

Simon Tickner served as a GTA Board member of Grain Trade Australia since October 2018.



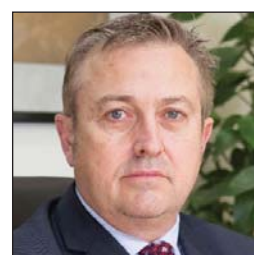
Dr Desianto Budi Utomo Chair, Indonesian Feed Processing Association

Dr Desianto Budi Utomo is a Vice President PT Charoen Pokphand Tbk and Chairman Indonesian Feed Millers Association GPMT. Dr Desianto was also elected as the General Chairman of IKA UNAIR FKH Commissariat for the period 2021-2025.



Franciscus Welirang Director, PT Indofoods; Chair, APTINDO

Mr. Franciscus Welirang was appointed as a Director of PT Indofood Sukses Makmur Tbk since 1995. He heads the Bogasari Group and Corporate Human Resources Division. He concurrently serves as a Vice President Director of PT Indocement Tunggul Prakarsa Tbk (2011-present), Commissioner of PT Unggul Indah Cahaya Tbk (2011-present), President Commissioner of Indofood CBP Sukses Makmur Tbk (2015-present), Chairman of the Indonesian Flour Mills Association (2000-present), Advisory Board Member of the Indonesian Association of Food Technologists (2000-present), Member of the National Steering Committee Global Environment Fund (2003-present), Head of the Permanent Committee on Food Security at the Indonesian Chamber of Commerce and Industry (2008-present), Secretary General of Partnership for Indonesia Sustainable Agriculture (2012-present), Chairman of the Indonesian Public Listed Companies Association (2014-present), Advisory Board Member of Nature Conservancy Indonesia (2014-present), Co-Chair of the Advisory Board to the Association of Philanthropy Indonesia (2015-present), and Advisory Board Member of the Employer's Association of Indonesia. He was previously a President Commissioner of the Surabaya Stock Exchange (2001-2007) and Vice Chairman of the National Consumer Protection Agency (2009-2012).



Michael Wood Principal - Rural Logic & Deputy Chair, Grain Trade Australia

Michael has been an active member of the Australian Grains Industry for 30 years. He is the Managing Director of Melbourne-based grain trading and logistics company, Rural Logic. Michael is a Deputy Chair of Grain Trade Australia Board of Directors. Founding Manager (1990) of Stockfeed company James & Son for 10 years. Aust Barley Board Victorian State Manager (5 years) and Grains Manager IMCA Malting Company (2005/2006). Former President of Grains Industry Association of Victoria and has remained on the Committee since 2005.

AGIC Asia Sponsor Profiles



Grain Trade Australia (Host)

Grain Trade Australia is a proud host to AGIC Asia 2024. Grain Trade Australia (GTA) was formed in 1991 to formalise commodity trading standards, develop and publish the trade rules and standardise grain contracts across the Australian grain industry. GTA's role today is to facilitate and promote trade by providing products, services and advocacy for the Australian value chain.

www.graintrade.org.au



Holman Fenwick Willan

With 21 offices spanning Asia Pacific, the Middle East, Europe and the Americas, and a global team of specialist commodities lawyers, HFW has unrivalled expertise within the local and international grains industry. Many of the firm's lawyers have worked in the industry, giving them unique insight into the issues that matter most to clients who include local and international producers, trading companies, banks, investment funds, exchanges, governments and their agencies, brokers, insurers, trade associations and ship owners and operators. HFW brings specialist sector expertise to bear for clients every day, and the firm's corporate and commercial, construction, restructuring and disputes resolution experts help clients to finance, develop and grow their businesses; guard against risks; seek access to new markets; deal with fast-changing international regulations; and resolve disputes.

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Grains Australia

Grains Australia's vision is to be the leader in delivering industry good services that add value to, and are supported by, the Australian Grains Industry. Grains Australia is responsible for delivering Industry good services for, and on behalf of, the Australian Grains Value Chain, by working collaboratively, driving innovation and enabling strategic industry responses to market issues and opportunities.

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adam@robinsongrain.com.au

For over 15 years Robinson Grain Trading has built a reputation as a reliable and trusted business partner across South East Asia. We pride ourselves on delivering quality grain and exceptional service

Exporting Australian Grain to Asia and the World



GrainCorp

GrainCorp

GrainCorp a diversified Australian agribusiness, with integrated operations spanning four continents and a proud history of delivering for our customers for more than 100 years. GrainCorp has offices in China, India and Singapore, connecting growers globally with opportunities across these vibrant markets. GrainCorp also operate a liquid terminal in Shanghai and has representative offices in Thailand and Vietnam.

www.graincorp.com.au



CBH Group

CBH Group is Australia's largest co-operative and a leader in the grain industry globally. Established in 1933, CBH is proudly owned by 3,500 grower members. Quality wheat, barley, canola and lupins are sourced from farms located across Western Australia's grainbelt, connecting customers with some of the purest landscapes in the world. The Group receives more than 90% of WA's grain production through its network and was named the 2023 WA Regional Exporter of the Year.

www.cbh.com.au



Viterra

Viterra's world-leading, fully integrated agriculture network connects Australian growers with domestic and international consumers to supply sustainable, traceable and quality-controlled agricultural products. With our talented people, decades of experience and diverse capabilities, Viterra offers innovative solutions to open up pathways and create value for customers through our supply chains.

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Increasing the value of Australian grains

The Australian Export Grains Innovation Centre (AEGIC) is an independent organisation that helps position Australian grain as the preferred choice in international markets.

AEGIC delivers value by:

- **Understanding** the needs of grain customers.
- **Identifying** and supporting grain market opportunities.
- **Educating** customers on the benefits of Australian grain.
- **Innovating** to develop new solutions and high-value uses.

This helps the Australian grains industry breed, classify, grow and supply grain that markets prefer.

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AEGIC is an initiative of the Western Australian State Government and Grains Australia.



AEGIC's primary beneficiaries are Australian grain growers, but the impact of AEGIC's work spans the whole grains supply chain...



from the grower in Australia, whose grain is valued internationally



to the consumer across the world



who enjoys excellent noodles, baked products and beer made from Australian grain.



AGIC Asia Sponsor Profiles cont



Australian Oilseeds Federation Ltd

The Australian Oilseeds Federation Inc. (AOF) was established in 1970 to represent the common interests of all Australian oilseed industry participants and to promote the development, expansion and improvement of Australian oilseed production.

www.australianoilseeds.com



Chester Commodities

Chester Commodities is an originator of high-quality bulk Australian commodities trading in grain, meals, animal by-products, and niche food products including edible nuts and dairy. Established in 2014, Chester has grown to be one of the Australia's largest exporters of containerised grain & other Agricultural commodities.

www.chestercommodities.com.au



Arrow Commodities

Arrow is a market leader in the trading, export of wheat, feedstocks and many other agricultural commodities. Dozens of Australian and international companies depend on Arrow to keep their businesses running. Whether it's sourcing quality assured products, such as high-protein wheat, exporting grain for feedstock or importing specialised commodities, Arrow is trusted by some of the biggest names in the industry.

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Robinson Grain

Robinson Grain is one of the largest regionally based grain trading operations in Australia. Robinson Grain believe in strong and productive partnerships with our growers. Robinson Grain is a leader in the marketing of grain for the domestic and export market.

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Australian Export Grains Innovation Centre (AEGIC)

AEGIC is a not-for-profit organisation which seeks to increase value for users of Australian grain across the world. Our experts work with users to identify the grain quality attributes they need to make the best possible products for their consumers and optimise the value of Australian grain. This information helps the Australian grains industry breed, grow, classify and supply grain that meets the needs of users. The benefits of AEGIC's work flow to everyone – from the flour miller who gets more value from using Australian grain to consumers around the world who enjoy superior noodles, baked products and beer made from Australian grain. Contact: Danielle Whitfield +61 (0)8 6168 9900, danielle.whitfield@aegic.org.au

www.aegic.org.au



Fletcher International

Fletcher International Exports is one of Australia's most integrated processors and exporters of lamb and sheep meat products. A private, family-owned company, Fletcher International operates two highly efficient processing facilities: one located in Dubbo, New South Wales; and the other near Albany in Western Australia. These two plants have a combined processing capacity of more than 90,000 sheep and lambs per week, which equates to over 4.5 million head per year.

www.fletchint.com.au



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Argus Media

Argus has been bringing transparency to international commodity markets for more than 50 years, and brings the same expertise to the agriculture markets. We provide reliable cash pricing, analysis, and S&D forecasts to support your business needs, whether you are a producer, trader, broker or end-user, focusing on wheat, corn or soybeans or looking at feedstock for biofuels.

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Notes



THANK YOU

for attending the Australian Grains Industry Conference Asia 2024.

We hope to see you in 2025.

The Australian Grains Industry Conference [®]

Asia 2025





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