

**The Australian Grains  
Industry Conference**

**Asia 2025**



CONFERENCE

**PROGRAM**

**4 March 2025**

Bangkok, Thailand

**6 March 2025**

Shanghai, China

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**GRAIN TRADE  
AUSTRALIA**

# WELCOME

to the Australian Grains Industry Conference Asia 2025

**The Australian Grains  
Industry Conference**

**Asia 2025**



Shaping the Future through  
**Quality, Insight, Confidence**

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## Welcome to AGIC ASIA - 2025



On behalf of Grain Trade Australia (GTA), welcome to AGIC Asia 2025. It is exciting to be in person in Bangkok, Thailand and Shanghai, China to attend AGIC Asia and have the opportunity to meet and interact 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 Thailand. It is great to have such wonderful support for AGIC Asia and to meet with the customers of Australian grain.

**Shaping the Future through Quality, Insight, Confidence** is the theme of AGIC Asia 2025. We are here to engage and connect. 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 captured 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 2024/25 season the current official Australian Government (ABARES) estimate for production stands at 59.0 million tonnes (MT), with exports forecast at 39.3 MT. Australia's human consumption and animal feed sectors have grown to be over 17 MT. ABARES estimate of industry value for 2024/25 is a \$A 23.4 billion and export value at \$A19.5 billion.

You will hear more details about the quality and condition of the 2024/25 crop directly from our commercial storage operators and trade.

GRAINS AT A GLANCE <sup>1</sup>	2020/21	2021/22	2022/23	2023/24	2024/25	5 Yr
Production	59,876	68,046	73,622	51,493	59,028	62,413
Industry Value (FOB)	19,916	28,210	33,140	21,607	23,438	25,262
Domestic Demand	16,900	15,869	16,538	16,552	16,485	16,469
Exports	33,492	45,061	53,585	43,688	39,260	43,017
Export Value (FOB)	13,046	23,708	30,924	22,467	19,549	21,939

Source: ABARES, USDA

<sup>1</sup> 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 2025 AGIC Roundtable sessions will be held in Bangkok and Beijing and are supported by the local Australian Government staff.

I would like to thank everyone involved in AGIC Asia 2025 - our speakers and GTA staff. These people have worked very hard to put together such an engaging program. Thank you also to the Australian Government, the Embassies in Bangkok 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

# ต้อนรับสู่ AGIC ASIA ปี 2025

The Australian Grains Industry Conference  
Asia 2025



ในฐานะตัวแทนของ Grain Trade Australia (GTA) หรือ องค์การการค้าธัญพืชออสเตรเลีย ผมขอต้อนรับทุกท่านเข้าสู่งานประชุมอุตสาหกรรมธัญพืชออสเตรเลีย ทวีปเอเชีย หรือ AGIC Asia 2025 ผมรู้สึกตื่นเต้นเป็นอย่างมากที่ได้เข้าร่วมงานประชุม AGIC Asia ด้วยตนเองที่กรุงเทพฯ ประเทศไทย และ เชียงใหม่ ประเทศจีน รวมถึงมีโอกาสพบปะและสร้างปฏิสัมพันธ์กับผู้ร่วมงาน ลูกค้า และพันธมิตรของพวกเขา

เราเชื่อมั่นอย่างยิ่งที่จะนำเสนออุตสาหกรรมธัญพืชของออสเตรเลียต่อทุกท่าน ทั้งผู้ผลิตผลิตภัณฑ์ และคู่ค้าธัญพืชออสเตรเลีย เราได้จัดงานประชุม AGIC Asia ตลอดหลายปีที่ผ่านมาทั้งในประเทศสิงคโปร์ อินโดนีเซีย ไทย ยองกง จีน เวียดนาม และฟิลิปปินส์ ซึ่งในครั้งนี้เราเลือกจัดงานที่ประเทศไทยและไทยอีกครั้ง เราได้รับการสนับสนุนอย่างยอดเยี่ยมมาสำหรับงาน AGIC Asia และได้พบกับลูกค้าธัญพืชออสเตรเลีย

**กำหนดอนาคตผ่านคุณภาพ ความรู้ และความเชื่อมั่น** คือ ธีมของงาน AGIC Asia 2025 ในครั้งนี้ โดยเราตั้งใจให้ทุกคนมีส่วนร่วมและได้เชื่อมสัมพันธ์ เราตระหนักดีว่าความสัมพันธ์ทางธุรกิจที่เข้มแข็งเกิดจากความมั่นใจและความเชื่อมั่น งานประชุม AGIC จึงมีบทบาทสำคัญที่ช่วยสร้างเครือข่ายและความเข้าใจกับคนที่คุณทำธุรกิจด้วย

เราเชื่อมั่นอย่างมากว่าธัญพืชของออสเตรเลียมอบคุณค่าให้แก่ลูกค้าของเรา ผ่านการรับประกันคุณภาพที่ปรากฏชัดเจนทุกขั้นตอนตลอดห่วงโซ่อุปทานการผลิต แนวทางนี้ปรากฏในคู่มือแนวปฏิบัติของอุตสาหกรรมธัญพืชออสเตรเลีย ซึ่งออสเตรเลียเป็นประเทศส่งออกธัญพืชแห่งเดียวของโลกที่มีแนวปฏิบัติดังกล่าว

การมีส่วนร่วมอย่างแข็งขันของนักการตลาดธัญพืชที่ดำเนินธุรกิจให้ออสเตรเลียต่องาน AGIC Asia เป็นข้อพิสูจน์ชัดเจนว่าสมาชิกขององค์กรธัญพืชออสเตรเลียให้ความสำคัญกับการยืนยันให้แน่ใจว่าลูกค้านั้นจะได้รับธัญพืชที่ตรงตามความต้องการใช้งาน ตามรายละเอียดที่ระบุในสัญญาซื้อขาย

สำหรับปี 2567/2568 นี้ รัฐบาลออสเตรเลียโดยกรมเศรษฐกิจเกษตรและทรัพยากร (ABARES) ประเมินว่าจะมีผลผลิตอยู่ที่ 59.0 ล้านตัน ซึ่งคาดการณ์จะส่งออกที่ 39.3 ล้านตัน ภาคการบริโภคของประชาชนและอาหารสัตว์ของออสเตรเลียได้เติบโตขึ้นจนมีปริมาณมากกว่า 17 ล้านตัน กรมเศรษฐกิจเกษตรและทรัพยากรของออสเตรเลีย (ABARES) ประเมินว่ามูลค่าของอุตสาหกรรมสำหรับปี 2567/2568 อยู่ที่ 23,400 ล้านเหรียญออสเตรเลีย และมูลค่าส่งออกอยู่ที่ 19,500 ล้านเหรียญออสเตรเลีย

คุณจะได้ฟังรายละเอียดเพิ่มเติมเกี่ยวกับคุณภาพและเงื่อนไขของผลผลิตปี 2567/68 โดยตรงจากผู้ดำเนินการจัดเก็บธัญพืชเชิงพาณิชย์และภาคการค้าของเรา

## ตลาดธัญพืชในภาพรวม<sup>1</sup>

	2563/64	2564/65	2565/66	2566/67	2567/68	5 ปี
การผลิต	59,876	68,046	73,622	51,493	59,028	62,413
มูลค่าอุตสาหกรรม (FOB)	19,916	28,210	33,140	21,607	23,438	25,262
ความต้องการในประเทศ	16,900	15,869	16,538	16,552	16,485	16,469
การส่งออก	33,492	45,061	53,585	43,688	39,260	43,017
มูลค่าการส่งออก (FOB)	13,046	23,708	30,924	22,467	19,549	21,939

แหล่งข้อมูล: ABARES, ABS, USDA. <sup>1</sup> ไม่รวมข้าว

ในงานประชุม AGIC Asia นี้ องค์การการค้าธัญพืชออสเตรเลีย (GTA) จะเป็นผู้ดำเนินและผู้แทนอุตสาหกรรมออสเตรเลียในการประชุมโดยกลมร่วมกับหน่วยงานภาครัฐและภาคการค้าในแต่ละประเทศ เพื่อเสริมสร้างความสัมพันธ์ในอุตสาหกรรมและสนับสนุนการพัฒนาผลประโยชน์ซึ่งกันและกัน การประชุมนี้จะช่วยเพิ่มโอกาสในการอำนวยความสะดวกทางการค้า การเข้าถึงตลาด และการส่งเสริมการค้า ซึ่งส่งผลให้เกิดการพัฒนาขยายการค้าและการสื่อสารที่ดีขึ้นระหว่างอุตสาหกรรมของเอเชียและออสเตรเลีย ทั้งในเชิงพาณิชย์และเชิงเทคนิค

ในปี 2568 การประชุมนี้จะกลม AGIC จะจัดขึ้นที่กรุงเทพฯ และปักกิ่ง โดยมีเจ้าหน้าที่รัฐบาลออสเตรเลียประจำท้องถิ่นคอยสนับสนุน

ผมอยากขอขอบคุณทุกคนที่มีส่วนร่วมในงานประชุม AGIC Asia ปี 2568 ทั้งวิทยากรและเจ้าหน้าที่จากองค์การการค้าธัญพืชออสเตรเลีย (GTA) ทุกคนทำงานอย่างหนักเพื่อจัดงานที่เปิดโอกาสให้ทุกท่านมีส่วนร่วมในนี้ ผมยังต้องขอขอบคุณรัฐบาลออสเตรเลีย สถานทูตออสเตรเลีย ณ กรุงเทพฯ และปักกิ่ง และสำนักงานการพาณิชย์และการลงทุนออสเตรเลีย (Austrade) ที่ได้มอบข้อคิดเห็นและให้การสนับสนุน

เราโชคดีอย่างยิ่งที่สปอนเซอร์ของเราสนับสนุนเราอย่างต่อเนื่อง หากปรากฏจากซึ่งสปอนเซอร์แล้ว พวกเราคงไม่สามารถจัดงาน AGIC สำหรับทุกคนในครั้งนี้ได้! ได้โปรดสนับสนุนเหล่าสปอนเซอร์ของพวกเราเช่นเดียวกัน

เราเปิดรับข้อคิดเห็นจากทุกท่านตลอดงานทั้งในช่วงที่มีการบรรยายและช่วงพัก นอกจากนี้ เราอยากขอเชิญชวนให้ทุกท่านทำความรู้จัก แลกเปลี่ยนพูดคุยและสร้างเครือข่ายตลอดวัน

ในนามของอุตสาหกรรมธัญพืชออสเตรเลีย ผมอยากขอขอบคุณทุกท่านที่สละเวลามาร่วมงาน AGIC Asia โดยที่ตัวผมเองหวังว่าจะได้พบปะกับทุกท่านมากที่สุดเท่าที่จะเป็นไปได้ครับ

ด้วยความเคารพอย่างสูง

แอนดรู กอยเดอร์  
ประธาน องค์การการค้าธัญพืชออสเตรเลีย (GTA)

# 欢迎莅临2025澳大利亚谷物产业大会亚洲峰会

The Australian Grains Industry Conference  
Asia 2025



亲爱的朋友们，我谨代表澳大利亚谷物贸易协会（GTA），向出席澳大利亚谷物产业大会亚洲峰会（AGIC Asia）的每一位致以最热烈的欢迎！能够踏上泰国曼谷与中国上海的土地，亲身参与这场盛会，与在座的各位尊贵代表、重要客户以及朋友相逢畅谈，我们满心皆是难以言表的激动与欣喜。

我们非常荣幸，能向各位澳大利亚谷物的终端用户和贸易伙伴，展示澳大利亚谷物产业的风采。多年来，亚洲澳大利亚谷物产业大会亚洲峰会（AGIC Asia）在新加坡、印尼、泰国、中国香港、越南、菲律宾成功举办，如今，盛会再度落地中国和泰国。AGIC Asia一路收获鼎力支持，让我们能与各位客户相聚，这是我们莫大的荣幸！

**“品质为基、洞察为翼、信心为帆，共塑未来”**是2025年澳大利亚谷物产业大会亚洲峰会（AGIC Asia）的主题。我们齐聚于此，展开交流，建立联系。我们深知，稳固的商业关系建立在信心与信任之上。AGIC系列会议在人脉搭建以及增进对商业伙伴的了解方面，发挥着重要作用。

我们坚信，澳大利亚谷物能为客户创造价值。澳大利亚谷物供应链的每一环，都有着过硬的质量把控，这份品质保障完整体现在《澳大利亚谷物行业业务规范》里。值得一提的是，澳大利亚是全球唯一拥有此类规范的谷物出口国。

在澳大利亚深耕业务的谷物营销商们踊跃投身亚洲澳大利亚谷物产业大会亚洲峰会（AGIC Asia），这有力彰显出澳大利亚谷物贸易协会（GTA）成员对保障客户权益的高度重视——他们力求客户收到的每一粒谷物，都能精准契合合同条款里详尽规定的功能需求。

在2024/25年度，澳大利亚政府官方机构（澳大利亚农业资源经济与科学局，ABARES）目前预估澳大利亚谷物产量为5900万吨，出口量预计为3930万吨。澳大利亚谷物用于人类消费和动物饲料的总量已超过1700万吨。据澳大利亚农业资源经济与科学局估算，2024/25年度澳大利亚谷物产业价值达234亿澳元，出口价值为195亿澳元。

您将直接从我们的商业仓储运营商和贸易商那里，了解到更多关于2024/25年度作物的品质和状况的详细信息。

## 谷物概览<sup>1</sup>

	2020/21	2021/22	2022/23	2023/24	2024/25	5 Yr
产量	59,876	68,046	73,622	51,493	59,028	62,413
产业价值 (FOB)	19,916	28,210	33,140	21,607	23,438	25,262
国内需求	16,900	15,869	16,538	16,552	16,485	16,469
出口量	33,492	45,061	53,585	43,688	39,260	43,017
出口额 (FOB)	13,046	23,708	30,924	22,467	19,549	21,939

数据来源: ABARES, ABS, USDA. <sup>1</sup> 不包括大米

作为AGIC Asia的重要环节，澳大利亚谷物贸易协会（GTA）将率领澳大利亚行业代表团，出席由当地政府机构与贸易界共同参与的圆桌会议，以加强行业间的联系，推动共同贸易利益的发展。这些圆桌会议为促进贸易、拓展市场准入和推动市场推广创造了更多机会，从而在商业和技术层面，促进了亚洲各国与澳大利亚相关产业之间贸易政策的完善和沟通交流。

2025年，亚洲澳大利亚谷物产业大会亚洲峰会（AGIC Asia）的圆桌会议将在曼谷和北京举行，并得到了驻地澳大利亚政府工作人员的大力支持。

在此，我衷心感谢所有投身本次会议的人员，无论是带来精彩分享的发言嘉宾，还是忙碌在幕后的澳大利亚谷物贸易协会（GTA）工作人员，他们全力以赴，精心筹备，才让这场会议如此精彩。同时，也诚挚感谢澳大利亚政府、驻曼谷和北京大使馆，以及澳大利亚贸易投资委员会（Austrade）的大力支持。

我们很幸运，赞助商给予了我们坚定的支持。没有他们的支持，我们就无法为大家举办AGIC Asia系列活动！在此，也恳请大家多多支持我们的赞助商。

在正式议程期间以及规定的休息时间，我们欢迎大家提出意见和反馈。同时，我们鼓励大家在活动期间多多交流，拓展人脉。

我谨代表澳大利亚谷物行业，诚挚感谢大家百忙之中抽出时间出席本次大会，期待与更多朋友碰面交流。

致以诚挚的问候，

Andrew Goyder  
澳大利亚谷物贸易协会主席



Grains Australia is proud to be supporting AGIC ASIA 2025 - Australian Grains Industry Conference.

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## Thailand Conference Program

Tuesday 4 March 2025

SO / Bangkok Hotel, Bangrak, Bangkok, Thailand

8.15am - 9.00am	<b>Registrations &amp; Badge collection</b>
9.00am - 9.25am	<b>MC:</b> Stephen Thompson, Partner, HFW Sydney & Adam Richardson, Partner, HFW Singapore <b>Opening/Welcome</b> <ul style="list-style-type: none"> <li>• <b>Industry welcome</b> - Andrew Goyder, Chair, Grain Trade Australia</li> <li>• <b>Australian Government Welcome</b> - Dr Angela Macdonald PSM, Australian Ambassador to Thailand</li> </ul>
9.25am - 9.45am	<b>Keynote: Australian grain update - Quality Assurance to capture value by connecting supply with demand</b> <ul style="list-style-type: none"> <li>• Pat O'Shannassy, CEO, Grain Trade Australia</li> </ul>
9.45am - 10.15am	<b>Keynote - Australian Supply &amp; Demand</b> <ul style="list-style-type: none"> <li>• Ole Houe, CEO, IKON Commodities</li> </ul>
10.15am - 10.45am	<b>Morning tea break</b> - Sponsored by Fletcher International
10.45am - 11.15am	<b>Keynote: The Economic World we live in - today</b> <ul style="list-style-type: none"> <li>• Khoon Goh, Head of Research, Asia - ANZ</li> </ul>
11.15am - 12.00pm	<b>Keynote: Local Industry perspectives</b>
12.00pm - 1.00pm	<b>Lunch Break</b> - Sponsored by Fletcher International
1.00pm - 1.45pm	<b>Australian Crop Quality 2024 / 2025</b> <ul style="list-style-type: none"> <li>• Chooi Sun Leong, Lead - Grain Quality, CBH Grain - WA Quality &amp; Outlook</li> <li>• Michael Jester, Asian Trading Director, GrainCorp - East Coast Quality &amp; Outlook</li> <li>• Julie O'Dea, Quality &amp; Inventory Manager, Viterra - SA Quality &amp; Outlook</li> </ul>
1.45pm - 2.10pm	<b>Live panel discussion - Practical issues in sourcing and Australian grain</b> <ul style="list-style-type: none"> <li>• Michael Wood, Principal - Rural Logic &amp; Deputy Chair, Grain Trade Australia</li> </ul>
2.10pm - 2.30pm	<b>AEGIC introduction:</b> Richard Simonaitis, CEO, Grains Australia <b>Technical Plenary 1 - Maximising value of Australian grain - Swine feed for SE Asia</b> <ul style="list-style-type: none"> <li>• Lesley Nernberg, Lighthouse AgriSolutions for AEGIC</li> </ul>
2.30pm - 3.00pm	<b>Afternoon tea break</b> - Sponsored by Fletcher International
3.00pm - 3.30pm	<b>Technical Plenary 2 - Building Value Through Innovation - Aquaculture</b> <ul style="list-style-type: none"> <li>• Leo Nankervis, James Cook University for AEGIC</li> </ul>
3.30pm - 3.50pm	<b>Grain testing - quality assurance and market demands</b> <ul style="list-style-type: none"> <li>• Kristian Just, National Sales Manager, Symbio Labs</li> </ul>
3.50pm - 4.00pm	<b>Closing comments</b> <ul style="list-style-type: none"> <li>• Andrew Goyder, Chair, Grain Trade Australia</li> </ul>
4.00pm - 6.00pm	<b>AGIC Asia Networking function - Sponsored by Robinson Grain</b> <ul style="list-style-type: none"> <li>• Meet and engage with fellow local &amp; international delegates, speakers and sponsors</li> </ul>

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สถานที่: โรงแรม SO/ Bangkok - 2 ถนนสาทรเหนือ เขตบางรัก กรุงเทพฯ

กำหนดการเป็นเวลาที่ห้องที่และอาจมีการเปลี่ยนแปลงได้

8:15 น.	ลงทะเบียน & รับประทานอาหาร
9:00 น.	พิธีกร: สตีเฟน ธอมป์สัน พันธมิตร HFW ชิดนีย์ และ อดัม ริชาร์ดสัน พันธมิตร HFW สิงคโปร์ เปิดงาน/กล่าวต้อนรับ • กล่าวต้อนรับจากภาคอุตสาหกรรม - แอนดรู กอยเดอร์ ประธานองค์กรการค้าธัญพืชออสเตรเลีย (GTA) • รัฐบาลออสเตรเลียกล่าวต้อนรับ - ดร.แอนเจลา แม็คโดนัลด์ PSM เอกอัครราชทูตออสเตรเลียประจำประเทศไทย
9:25 น.	หัวข้อ: อภิเสกสถานการณ์ธัญพืชออสเตรเลีย - การประกันคุณภาพเพื่อสร้างมูลค่าผ่านการเชื่อมโยงระหว่างอุปทานและความต้องการ • แพท โจ ชานนาสซี CEO องค์กรการค้าธัญพืชออสเตรเลีย (GTA)
9:45 น.	หัวข้อ - อุปสงค์และอุปทานของออสเตรเลีย • โจเล อู CEO IKON คอมโมดิตี
10:15 น.	พักรับประทานของว่างช่วงเช้า - สนับสนุนโดยเฟลตเชอร์ อินเตอร์เนชันแนล
10:45 น.	หัวข้อ: เศรษฐกิจโลกที่เราอาศัยอยู่ทุกวันนี้ • คุณ โจ หัวหน้าฝ่ายวิจัยเอเชีย ANZ
11:15 น.	หัวข้อ: มุมมองจากอุตสาหกรรมท้องถิ่น
12:00 น.	พักรับประทานอาหารกลางวัน - ใ้บริการสนับสนุนจากเฟลตเชอร์ อินเตอร์เนชันแนล
13:00 น.	คุณภาพของธัญพืชออสเตรเลีย 2567/2568 • ชุย ชน เลียง หัวหน้าฝ่ายคุณภาพธัญพืช ธัญพืช CBH คุณภาพและภาพรวม WA • ไมเคิล เจสเตอร์ ผู้อำนวยการการค้าอาเซียน GrainCorp คุณภาพและภาพรวมฝั่งตะวันออก • จูลี โอ เดย์ ผู้จัดการฝ่ายคุณภาพและสินค้าคงคลัง คุณภาพและภาพรวมฝั่ง Viterra - SA
13:45 น.	วงเสวนา - ประเด็นที่เกิดขึ้นจริงในการจัดการธัญพืชออสเตรเลีย • ไมเคิล วูด ประธาน รุรัล ลอจิสติกส์ และรองประธานองค์กรการค้าธัญพืชออสเตรเลีย (GTA)
14:10 น.	ประชุมเชิงเทคนิค 1 - การผลักดันให้ธัญพืชออสเตรเลียมีมูลค่าสูงสุด - อาหารสุกรสำหรับเอเชียตะวันออกเฉียงใต้ • เลสลีย์ เนิร์นเบิร์ก ไลท์เฮาส์ อากริฟิเชิลส์ สำหรับ AEGIC
14:30 น.	พักรับประทานของว่างช่วงบ่าย - สนับสนุนโดยเฟลตเชอร์ อินเตอร์เนชันแนล
15:00 น.	ประชุมเชิงเทคนิค 2 - การสร้างมูลค่าผ่านนวัตกรรม • ลีโอ นานเคอร์วิส มหาวิทยาลัย เจมส์ คูก สำหรับ AEGIC
15:30 น.	การทดสอบธัญพืช - การประกันคุณภาพและความต้องการของตลาด • คริสเตียน จัสท์ ผู้จัดการฝ่ายขายระดับชาติ ซิมไบโอ แล็บส์
15:50 น.	กล่าวปิด • แอนดรู กอยเดอร์ ประธาน องค์กรการค้าธัญพืชออสเตรเลีย (GTA)
16:00 น.	เน็ตเวิร์กกิ่ง AGIC - สนับสนุนโดยโรบินสัน เกรน • พบปะและพูดคุยกับผู้เข้าร่วมงาน วิทยากร และสปอนเซอร์ระดับท้องถิ่นและระดับนานาชาติ
18:00 น.	

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# China Conference Program

Thursday 6 March 2025

Jing-An Shangri-La Hotel, Shanghai, China

8.15am - 9.00am	<b>Registrations &amp; badge collection</b>
9.00am - 9.30am	<b>MC: Stephen Thompson, Partner, HFW Sydney &amp; Nick Poynder, Partner, HFW Shanghai Opening/Welcome</b> <ul style="list-style-type: none"> <li>• <b>Industry welcome</b> - Andrew Goyder, Chair, Grain Trade Australia</li> <li>• <b>Australian Government Welcome</b> - H E Scott Dewar, Australian Ambassador to China</li> </ul>
9.30am - 9.45am	<b>Keynote: Australian grain update - Quality Assurance to capture value by connecting supply with demand &amp; Strategic Partnership Approach</b> <ul style="list-style-type: none"> <li>• Pat O'Shannassy, CEO, Grain Trade Australia</li> </ul>
9.45am - 10.15am	<b>Keynote - Australian Supply &amp; Demand</b> <ul style="list-style-type: none"> <li>• Ole Houe, CEO, IKON Commodities</li> </ul>
10.15am - 10.45am	<b>Morning tea break</b> - Sponsored by Fletcher International
10.45am - 11.00am	<b>Keynote: The Economic World we live in - today</b> <ul style="list-style-type: none"> <li>• Khoon Goh, Head of Research, Asia - ANZ</li> </ul>
11.00am - 12.00pm	<b>Keynote: China Market Update - Meeting Demand</b>
12.00pm - 1.00pm	<b>Lunch Break</b> - Sponsored by Fletcher International
1.00pm - 1.50pm	<b>Australian Crop Quality 2024 / 2025</b> <ul style="list-style-type: none"> <li>• Drew Robertson, Barley Manager, CBH Grain - WA Quality &amp; Outlook</li> <li>• David Cui, Australasian Trading Manager, GrainCorp - East Coast Quality &amp; Outlook</li> <li>• Julie O'Dea, Quality &amp; Inventory Manager, Viterra - SA Quality &amp; Outlook</li> </ul>
1.50pm - 2.10pm	<b>Live panel discussion - Practical issues in sourcing and Australian grain</b> <ul style="list-style-type: none"> <li>• Michael Wood, Principal - Rural Logic &amp; Deputy Chair, Grain Trade Australia</li> </ul>
2.10pm - 2.30pm	<b>Technical Plenary 1 - Maximising value of Australian gain - Swine feed for Chinese market</b> <ul style="list-style-type: none"> <li>• Lesley Nernberg, Lighthouse AgriSolutions for AEGIC</li> </ul>
2.30pm - 3.00pm	<b>Afternoon tea break</b> - Sponsored by Fletcher International
3.00pm - 3.30pm	<b>Technical Plenary 2 - Blending Opportunities for Australian Milling Wheat</b> <ul style="list-style-type: none"> <li>• Ken Quail, General Manager Research &amp; Services, AEGIC</li> </ul>
3.30pm - 3.45pm	<b>Grain testing - quality assurance and market demands</b> <ul style="list-style-type: none"> <li>• Kristian Just, National Sales Manager, Symbio Labs</li> </ul>
3.45pm - 4.00pm	<b>Closing comments</b> <ul style="list-style-type: none"> <li>• Andrew Goyder, Chair, Grain Trade Australia</li> </ul>
4.00pm - 6.00pm	<b>AGIC Asia Networking function - Sponsored by Robinson Grain</b> <ul style="list-style-type: none"> <li>• Meet and engage with fellow local &amp; international delegates, speakers and sponsors</li> </ul>

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## 2025澳大利亚谷物产业大会亚洲峰会议程-中国站

The Australian Grains Industry Conference  
Asia 2025



“品质为基、洞察为翼、信心为帆，共塑未来”

日期: 2025年3月6日

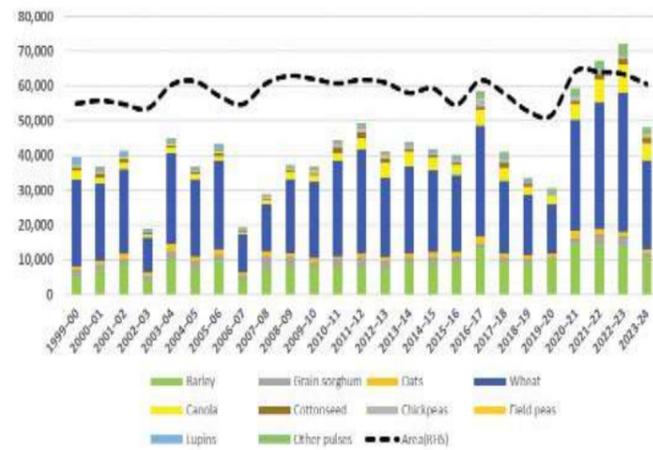
地点: 上海静安香格里拉大酒店 - 上海市延安中路1218号 南京西路静安嘉里中心

日程按当地时间, 或有变动, 敬请留意。

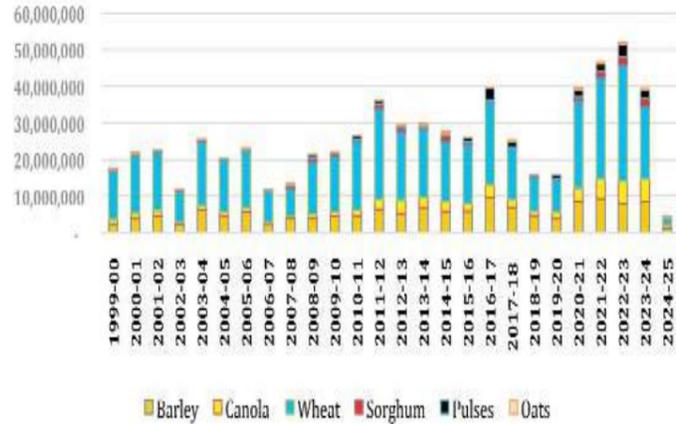
8:15	注册登记与胸牌领取
9:00	主持人: Stephen Thompson, 夏礼文律师事务所悉尼分所合伙人 Nick Poynder, 夏礼文律师事务所上海分所合伙人 开场/欢迎致辞 <ul style="list-style-type: none"> <li>• 行业欢迎致辞: 澳大利亚谷物贸易协会主席 Andrew Goyder 先生</li> <li>• 澳大利亚政府欢迎致辞: 澳大利亚驻华大使 Scott Dewar 阁下</li> </ul>
9:30	主旨演讲: 澳大利亚谷物最新态势——供需对接保品质创价值, 携手战略伙伴谋发展 <ul style="list-style-type: none"> <li>• Pat O'Shannassy, 澳大利亚谷物贸易协会首席执行官</li> </ul>
9:45	主旨演讲: 澳大利亚的供应与需求 <ul style="list-style-type: none"> <li>• Ole Houe, 伊康大宗商品公司 (IKON Commodities) 首席执行官</li> </ul>
10:15am	上午茶歇 - 由弗莱彻国际公司 (Fletcher International) 赞助
10:45	主旨演讲: 我们当下所处的经济世界 <ul style="list-style-type: none"> <li>• Khoon Goh, 澳新银行 (ANZ) 亚洲研究部主管</li> </ul>
11:005	主旨演讲: 中国市场最新动态—满足需求
12:00pm	午餐 - 由弗莱彻国际公司 (Fletcher International) 赞助
13:00	2024/2025年度澳大利亚作物的品质情况 <ul style="list-style-type: none"> <li>• Drew Robertson, CBH谷物公司大麦部经理-西澳作物品质与展望</li> <li>• David Cui, GrainCorp公司澳大拉西亚地区贸易经理-东海岸地区作物质量与展望</li> <li>• Julie O'Dea, Viterro公司质量与库存经理-南澳作物品质与展望</li> </ul>
13:50	专家讨论: 澳大利亚谷物采购中的实际问题 <ul style="list-style-type: none"> <li>• Michael Wood, Rural Logic公司负责人兼澳大利亚谷物贸易协会副主席</li> </ul>
14:10	技术报告与交流1: 实现澳大利亚谷物价值最大化: 面向中国市场的猪饲料 <ul style="list-style-type: none"> <li>• Lesley Nernberg, 澳大利亚出口谷物创新中心灯塔农业解决方案顾问</li> </ul>
14:30	下午茶歇 - 由弗莱彻国际公司 (Fletcher International) 赞助
15:00	技术报告与交流2: 澳大利亚制粉小麦的混合调配潜力 <ul style="list-style-type: none"> <li>• Ken Quail, 澳大利亚出口谷物创新中心研究与服务总经理</li> </ul>
15:30	谷物检测: 质量保证与市场需求 <ul style="list-style-type: none"> <li>• Kristian Just, Symbio Labs全国销售经理</li> </ul>
15:45	总结发言 <ul style="list-style-type: none"> <li>• Andrew Goyder, 澳大利亚谷物贸易协会主席</li> </ul>
16:00-18:00	互动交流与拓展人脉 - 由Robinson Grain谷物公司赞助 <ul style="list-style-type: none"> <li>• 与来自本地及国际参会代表、演讲嘉宾和赞助商会面交流</li> </ul>

# Australian grains in profile

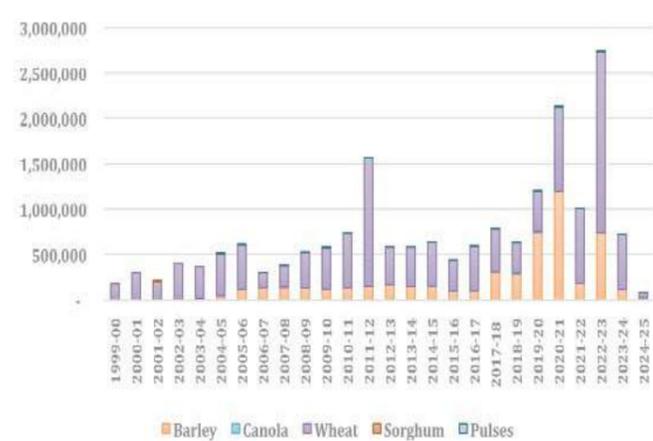
## Australian Production



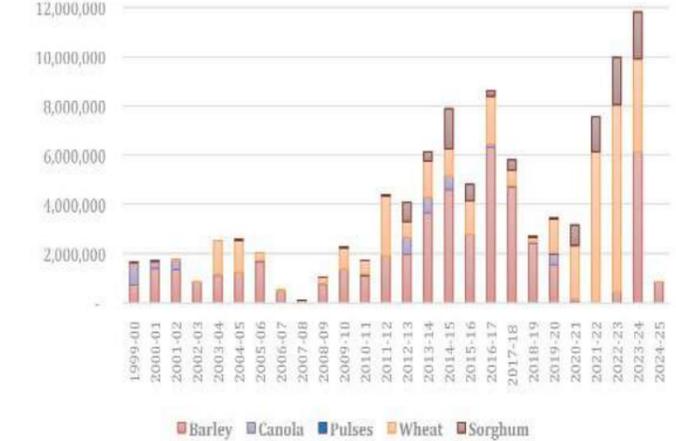
## Australian Grain Exports



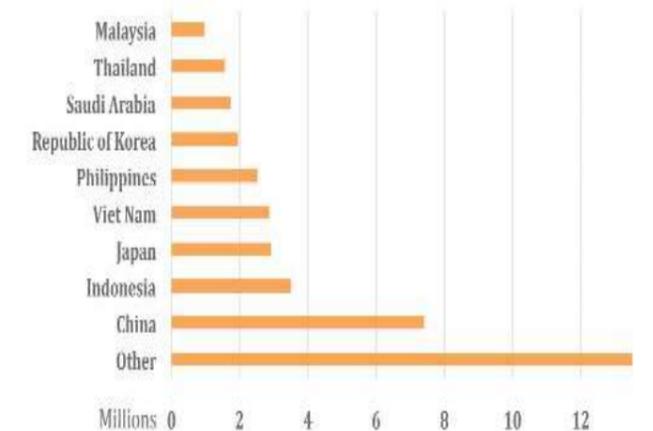
## Australian Grain Exports to Thailand



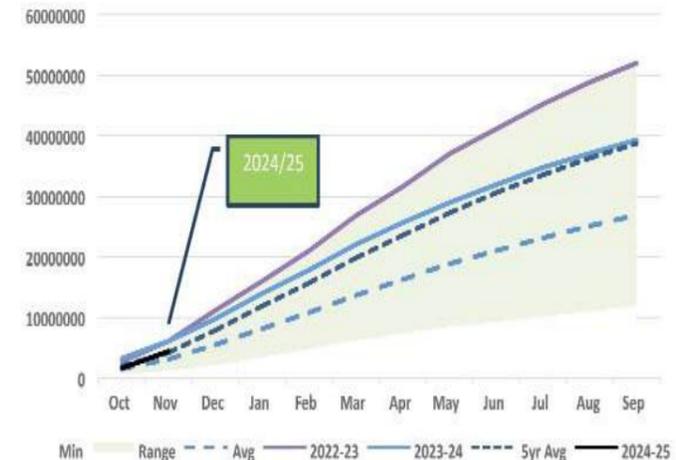
## Australian Grain Exports to China



## Destinations for Australian Grain (5yr)



## Australian Grain Export Pace



# AGIC Asia Speakers



## Dr Angela Macdonald PSM Australian Ambassador to Thailand

Dr Angela Macdonald PSM is a senior career officer of the Department of Foreign Affairs and Trade. Before arriving in Thailand, she served as First Assistant Secretary of Middle East and Africa Division. She has served overseas as Deputy Head of Mission at the Australian High Commission in Kuala Lumpur, Deputy Head of Mission at the Australian Embassy in Kabul and on postings to Brussels and Wellington. In Canberra, Angela worked in the International Division, Department of Prime Minister and Cabinet (PM&C), Crisis Management Branch and Parliamentary and Media Branch in DFAT as Executive Officer to the Secretary of PM&C and Adviser to the Minister for Foreign Affairs. Angela received the Public Service Medal in 2015 for outstanding public service in leading DFAT's Malaysian Airlines flight MH17 Emergency Response team in Ukraine.



## His Excellency, Mr Scott Dewar Australian Ambassador to the People's Republic of China, in Beijing

H E Mr Scott Dewar commenced as Australian Ambassador to China in January 2024. Prior to taking up this role he was Deputy Secretary International and Security in the Department of the Prime Minister and Cabinet. Previously Scott has served in the Department of Defence and the Department of Foreign Affairs and Trade. He has also worked in the Office of the Prime Minister and the Office of the Minister for Defence. His previous diplomatic postings were to Seoul, Beijing and as Consul-General in Honolulu.



## 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.



## Khoon Goh Head of Research, Asia – ANZ

Khoon is the Head of Asia Research for ANZ. He oversees and co-ordinates the Asia economics and strategy research functions in Singapore. His particular area of focus is on Asian macro and currencies. Khoon actively travels to market ANZ's views to investor clients, such as central banks, hedge funds and real money; as well as corporate clients. He is often quoted in the business media and makes regular appearances on radio and television, as well as on industry panels and conferences.

Khoon has over 20 years of experience working in various economic and strategy roles across both the public and private sectors. Graduating with a Master of Commerce (Hons) degree majoring in International Economics from the University of Auckland, Khoon was the Manager in charge of the New Zealand Treasury's Macroeconomic Forecasting Team where he was responsible for producing the official government forecasts that underpin the Budget and key policy decisions. He also served as an Economic Adviser at the Reserve Bank of New Zealand.



## 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



**Ole Houe**  
CEO, IKON Commodities

Ole Houe has been involved in International Trading and Risk Management for more than 15 years in a number of different roles with experience in grain, sugar and steel. Ole has held international trading roles in the steel industry as well as the grain industry, and has lived in the UK, Hong Kong and Australia. Most recently he was Senior Manager with FCStone Australia Pty Ltd heading up their advanced risk management division in Australia. Prior to that Ole was employed by GrainCorp for 7 years in various trading roles.



**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.



**Kristian Just**  
National Sales Manager, Symbio Labs

Kristian Just is the National Sales Manager for Symbio Laboratories and also the Head of Inspections for their subsidiary company Australian Inspection Services Group. Kristian has over 20 years' experience in the agriculture industry working on farms, manufacture of stock feeds and also in the grain export sector. From his background, Kristian has an extensive understanding of grain quality and food safety associated with international grain trade. Kristian holds a Bachelor of Science (Aquaculture) (Hons) from the University of Tasmania as well as a MBA from Queensland University of Technology.



**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.

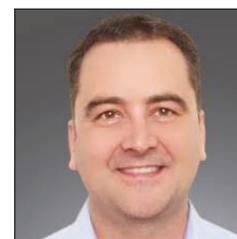


**Leo Nankervis**  
James Cook University

A/Prof Leo Nankervis is an expert in aquaculture nutrition and feed development. He leads the Tropical Aquafeeds Innovations Laboratory at James Cook University, which engages with fundamental research, development and consultancy within the Australian and international aquaculture industries.

With a strong track record of commercial research, development and management within the global aquafeeds industry, A/Prof Nankervis has particular interests in the interface between research and implementation. He brings a diversity of experience, having lived in Australia, Norway and The Netherlands for extended periods and working across the aquaculture industry in 5 continents. Having led large highly skilled research and business groups, A/Prof Nankervis has experience with nutrition, formulation, quality, sustainability, feed safety, communications and feed production technologies in addition to his primary focus of nutrition R&D.

Research interests include using physiology to solve commercially relevant production bottlenecks, raw materials for aquafeeds, nutrient requirements, digestive processes in aquatic organisms, taste and palatability.



**Lesley Nernberg**  
Lighthouse AgriSolutions

Lesley is a poultry and swine nutritionist working with an independent consulting business, Lighthouse Agri-Solutions and in collaboration with FeedGuys Resources. He is mainly responsible for supporting and developing feed industry related business opportunities in Asia with a focus on providing animal nutrition support to animal feed customers and poultry and livestock producers.

Lesley is originally from a beef/grain farm in western Canada and earned his M.Sc in Animal Nutrition from the University of Manitoba where he investigated the use of phytase enzyme.

Lesley started his career in the feed industry working as a nutritionist for Landmark Feeds and Maple Leaf Foods, a large Canadian commercial feed company and poultry and swine integrator/processor - engaging in various roles such as on farm feed sales and support, marketing, tech transfer, and R&D support functions.

He went on to develop international feed industry experience working with commodity-based organizations responsible for the research, promotion, and market development of key feed ingredients.

Lesley then moved to SE Asia in June 2012 where he has taken on roles in the Asian feed industry on a technical and business development perspective working with various distributors premix providers, and feed additive companies, with roles at companies such as Diamond V, Biomin, and ADM over the past 12 years.

Through his past experiences as a feed company nutritionist, and now independently working with Asian distributors, and feed ingredient suppliers, Lesley brings a combination of technical expertise and an applied approach to animal nutrition and animal feeding practices.



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## Julie O'Dea

### Quality & Inventory Manager, Viterra

Julie O'Dea is the General Manager Quality and Inventory for Viterra in Australia. In her role Julie is responsible for overseeing grain quality and food safety requirements throughout the Viterra network from when the commodities are delivered by growers through to the product being loaded onto a vessel. Julie's role also involves engaging with customers, industry stakeholders and government to understand market requirements to ensure market access for South Australian grain. Julie has 20 years' experience within the grain supply chain.



## 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.

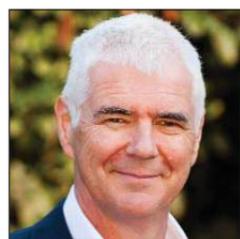
He currently serves as Vice President of the International Grain Trade Coalition and holds a Bachelor's Degree in Agriculture from University of Melbourne, a Post-Graduate Diploma in Applied Finance and Investment and is a Graduate of the Australian Institute of Company Directors (GAICD).



## 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.



## Ken Quail

### General Manager Research & Services, AEGIC

Dr Ken Quail has over 35 years' experience in grain quality, processing and grain food products. He has a vast understanding of flour milling, baking and noodle production and has undertaken significant engagement with flour millers and manufacturers in international markets across Asia and the Middle East as well as the domestic market.

Ken has directed successful research programs with a range of companies in a commercial capacity as well as in collaboration with not-for-profit organisations including Cooperative Research Centres. He has delivered a range of research projects resulting in commercial outcomes including new products, production efficiency gains and testing services. Ken has also developed and delivered grain industry training programs in Australia and internationally.



## 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).



## Drew Robertson

### Barley Manager, CBH Grain

Drew Robertson has worked in the Australian grains industry since 2006 after graduating from the University of Western Australia with a Bachelor of Science in Agriculture degree with first class honours. Drew Robertson is currently the Barley Trading Manager at the CBH Group overseeing the groups domestic and international malting and feed barley marketing and trading activities. He has also been an active participant in industry organisations including the becoming the inaugural chair of the Grains Australia barley council (previously Barley Australia) and a member of the Grains Industry Association of Western Australia barley council. In both of these roles Drew has contributed significantly to industry good functions such as reviewing grain quality standards (Western Australia), accreditation of new barley varieties and rationalisation of malting barley varieties in Western Australian supply chain.



## 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.



## 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 2025. 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](http://www.graintrade.org.au)



## HFW

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 integrates critical functions for the grains industry to enhance competitiveness and profitability by connecting what the market wants with industry capability.

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Grains Australia is an initiative of the Grains Research and Development Corporation (GRDC).

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[www.cbh.com.au](http://www.cbh.com.au)



## 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](http://www.graincorp.com.au)



## Viterra

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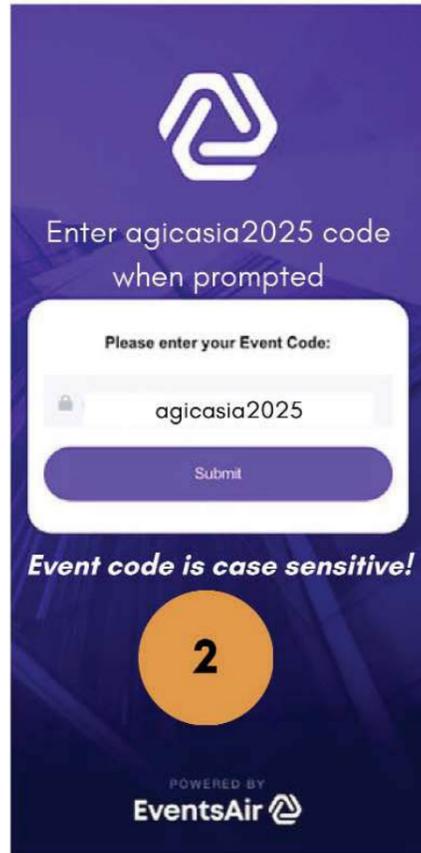


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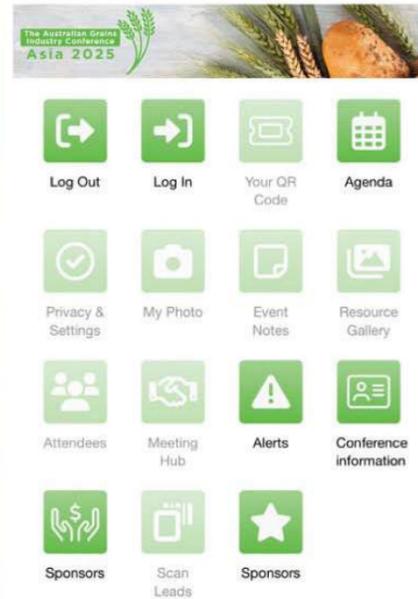


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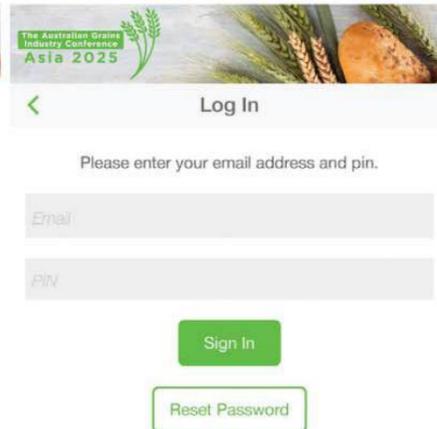
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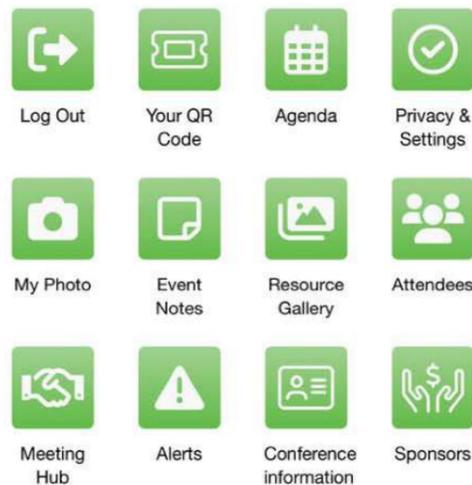
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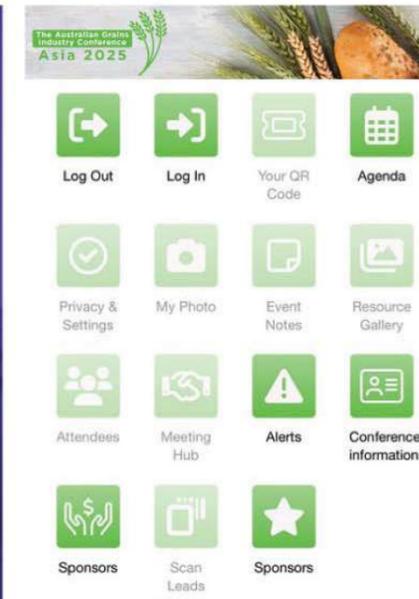


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