

**The Australian Grains
Industry Conference**

Asia 2021

Live



3 March 2021

**This year AGIC Asia - now an integral part of the
global calendar - returns as Virtual Event**

UPDATES ON CROP QUALITY | TRADE POLICY
QUALITY PROCESS IN SUPPLY CHAIN | MARKET ACCESS ISSUES
VALUE OF AUSTRALIAN GRAIN

ausgrainsconf.com/asia

ENTRY TICKET - COMPLIMENTARY

(Registration is required prior to the conference)

Proudly hosted by



GRAIN TRADE AUSTRALIA

The Australian Grains
Industry Conference

Asia 2021

Live

Speakers



Andrew Goyder
Chair - GTA



The Hon Dan Tehan
MP - Minister for
Trade, Tourism and
Investment



Gerard McMullen -
Principal, McMullen
Consulting



Pat O'Shannassy
CEO - GTA



**Stephen
Thompson -**
Partner, HFW
Conference MC

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Speakers

Continued



JY Chow
Senior VP, Mizuho
Bank



Lloyd George
AG Scientia



Lyndon Asser
Snr Commercial
Manager - Viterra



Ben Macnamara
COO - CBH Group



Michael Jester
Trading Director
(Asia) -
Graincorp

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Speakers

Continued



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Australian Export Grains Innovation Centre



Dr Sara Grafenauer,
GM - Grains &
Legumes Nutrition
Council



Tony Edwards
ACE Livestock
Consulting



Richard Simonaitis
CEO - AEGIC

AGIC Asia Live 2021 –Program

Confidence Drives Demand

Date: 3rd March 2021

Please note all times are AEDT (Sydney time) and subject to change

Venue: online

(Program subject to change without notice)

12.45pm Registration and Login

1pm (AEST)	MC: Stephen Thompson, Partner HFW
Session 1	Opening/welcome presentations <ul style="list-style-type: none">Industry Welcome - Andrew Goyder, Chair, Grain Trade AustraliaAustralian Government Welcome –The Hon Dan Tehan MP – Minister for Trade, Tourism & Investment Keynote: Quality & Assurance <ul style="list-style-type: none">Gerard McMullen, Principal, McMullen Consulting: <i>Confidence Drives Demand</i>
1.25pm	Keynote: Global impacts and Australian Supply and Demand <ul style="list-style-type: none">Lloyd George, Principal, Ag Scientia Ltd – <i>What’s driving the Aussie market</i>
Session 2	Keynote: Consumer Drivers <ul style="list-style-type: none">JY Chow, Senior VP- Food & Beverage & Agri Sector Coverage Lead Asia Financial Solutions, Mizuho Bank – <i>Development of protein demand in Asia</i>
2.00 pm	Chatroom Networking break (15 min)
2.15pm	Plenary: Australian crop quality 2.15pm -3.00 pm – <i>2020/21 Australian crop quality</i>
Session 3	<ul style="list-style-type: none">Ben Macnamara, Chief Operations Officer, CBH Grain – <i>WA Quality & Outlook</i>Michael Jester, Asian Trading Director, Graincorp – <i>East Coast Quality & Outlook</i>Lyndon Asser, Senior Commercial Manager - Viterra – <i>SA Quality & Outlook</i>
Session 4	<i>3.00-3.20 pm Live Panel discussion (panel facilitator Lloyd George) – Practical issues in sourcing and exporting Australian grain</i>
3.20pm	Chatroom Networking break (15 min)
3.35 pm	Plenary: Maximising value of Australian grain – knowledge to extract stronger returns AEGIC
Session 5	<ul style="list-style-type: none">Tony Edwards, Consultant to AEGIC – <i>Extracting full value of Australian barley for broilers and layers in Indonesia using enzymes</i>Tony Edwards, Consultant to AEGIC – <i>Extracting full value of Australian barley for pigs in Vietnam</i>
Session 6	<ul style="list-style-type: none">Dr Sara Grafenauer, Grain Legume Nutrition Council, <i>Whole grain – a win-win opportunity</i>
Session 7	<i>4.25-4.45 pm Panel discussion - Maximising value of Australian grain (Facilitated by Richard Simonaitis, CEO, AEGIC)</i>
4.45pm	Plenary: Taking it Home – “What did you learn today?” <i>Live Panel Discussion looking at key “take home” points, perspectives from the day’s sessions (Pat O’Shannassy, CEO Grain Trade Australia; Stephen Thompson, Partner HFW; Richard Simonaitis, CEO, AEGIC; Lloyd George, Principal, Ag Scientia); JY Chow, Senior VP Mizuho Bank</i>
Session 8	Closing comments –Andrew Goyder, Chair Grain Trade Australia
5.10 pm Close	

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About our Partners



Australian Export Grains Innovation Centre

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.

aegic.org.au

HFW

- One of the first UK-based firms to expand internationally – been in HK and Paris for 40+ years
- Growth has ramped up considerably in recent years
- 11 international office openings, mergers and associations since 2016 – most recently Monaco and Abu Dhabi
- International revenue grown by more than 75% in past five years and by more than 260% in the past decade
- 61% of firm's revenue now generated outside UK – up from 35% in the past decade
- Firm now has 600+ lawyers across the Americas, Europe, the Middle East and Asia-Pacific

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