

**The Australian Grains
Industry Conference**

Asia 2023



CONFERENCE

PROGRAM

7 March 2023

Ho Chi Minh City, Vietnam

9 March 2023

Manila, Philippines

www.ausgrainsconf.com/asia



Hosted by:



**GRAIN TRADE
AUSTRALIA**

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WELCOME

to the Australian Grains Industry Conference Asia 2023

**The Australian Grains
Industry Conference**

Asia 2023



RECONNECTING & BUILDING
VALUE

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**GRAIN TRADE
AUSTRALIA**

Increasing value for users of Australian grain across the world

AEGIC is a not-for-profit organisation that can help you optimise the value of Australian grain.

Our experts work with you to identify the grain quality attributes you need to make the best possible products for your consumers. This information helps the Australian grains industry breed, grow, classify and supply grain that meets your needs.

Contact AEGIC today to find out how we can increase value for you.

AEGIC helps by

- > **EMPOWERING** you with technical training, information and in-market support to enable you to optimise the value of Australian grain.
- > **IDENTIFYING** your future grain quality requirements so Australian grain continues to meet your needs.
- > **INNOVATING** to develop new products and technologies to support your use of Australian grain.

The benefits of AEGIC's work flow to everyone...



from processors and manufacturers who get more value from using Australian grain



to the consumers around the world



who enjoy superior food and beverage products made from Australian grain



Welcome to AGIC ASIA - 2023

The Australian Grains
Industry Conference
Asia 2023



On behalf of Grain Trade Australia (GTA), welcome to AGIC Asia 2023. Following three years of “virtual” AGIC Asia events it is exciting to be in person in Ho Chi Min City, Vietnam and Manila, Philippines to attend AGIC Asia and have the opportunity to interact - face to face - with our delegates, customers and friends.

We are pleased to be able to once again showcase the Australian grain industry to you, the end users and trade counterparties of Australian grain. Over many years now we have run AGIC Asia conferences in Singapore, Indonesia, Thailand, Hong Kong, Vietnam, China and now again in Vietnam and for the first time in the Philippines. It is great to have such wonderful support for AGIC Asia and to meet with the customers of Australian grain.

While Covid 19 interfered with all our lives and economies and restricted global travel, we were able to maintain contact with our customers by successfully conducting virtual AGIC Asia conferences in 2020, 2021 and 2022. At last year's event we had over 650 delegates from 25 countries to learn and gain information about the Australian grain supply chain and Australian grain.

RECONNECTING & BUILDING VALUE is the theme of AGIC Asia 2023. 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 2022/23 season the current official Australian Government (ABARES) estimate for production stands at 66.4 million tonnes (MT), with exports forecast at 48.6 MT. This follows the record crop of 67.4 MT in 2021/22. Australia's human consumption and animal feed sectors have grown to be over 17 MT. ABARES estimate of industry value for 2022/23 is a record \$A 28.4 billion and export value at \$A 27.1 billion.

You will hear more details about the quality and condition of the 2022/23 crop directly from our commercial storage operators and trade.

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 2023 AGIC Roundtable sessions will be held in Hanoi and Manila and are supported by the local Australian Government staff.

I would like to thank everyone involved in AGIC Asia 2023 - 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 Hanoi and Manila 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

An Australian industry leader

Established in 1933, CBH Group is owned and controlled by 3,500 Western Australian grain growing businesses.

We receive and export 90% of Western Australian grain production and are currently investing in our supply chain to nearly double monthly export capacity to 3 million tonnes by 2033.

Discover more at cbh.com.au



AGIC Asia Sponsors

The Australian Grains
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Asia 2023



Australian Export Grains Innovation Centre



AUSTRALIA-VIETNAM 50TH ANNIVERSARY

Australia and Vietnam celebrate the 50th anniversary of diplomatic relations in 2023.

Australia and Vietnam have a strong and enduring relationship, underpinned by our Strategic Partnership. February 2023 will mark 50 years of bilateral relations between our two nations.

This anniversary is an opportunity not only to reflect on our achievements over the past five decades, but to look to the future of our ever-deepening friendship and partnership. The slogan for the year is *"People, Partnership, Prosperity"*.

Throughout the year focus will be on all aspects of Australia-Vietnam relations - from education, agriculture, trade and investment and tourism to climate cooperation, skills, innovation and equality. The 50th anniversary demonstrates the strength of our relationship and highlight new and emerging areas of cooperation and collaboration as we celebrate our shared passions and our cultures.

The 50th Anniversary logo was selected by Australia's Ambassador to Vietnam, Andrew Goledzinowski and Vietnam's Ambassador to Australia, Nguyen Tat Thanh, from over 70 entries. The logo creates a 5-point Vietnamese star using the boomerang, an internationally recognised symbol of Australia.



50th ANNIVERSARY
AUSTRALIA VIETNAM

Connecting you with sustainable, traceable and quality-controlled agricultural products.

We buy **direct from growers** and have accumulation offices across Australia, offering local knowledge and strong relationships.

Quality management is integrated into every stage of our operations, with all grain tested at least four times before export.

Our **extensive network** enables us to efficiently deliver a range of commodities to end-use customers.



We believe in the power of connection.

viterra.com.au

Vietnam Conference Program

The Australian Grains
Industry Conference
Asia 2023



Tuesday 7 March 2023

Sofitel Saigon, Ho Chi Mihn City, Vietnam

8.45am - 9.30am	Registrations & badge collection
9:30am - 10.40am	MCs: Stephen Thompson, Partner HFW, Sydney Adam Richardson, Partner HFW, Singapore Opening/welcome <ul style="list-style-type: none">• Industry Welcome - Andrew Goyder, Chair, Grain Trade Australia Australian Government Welcome <ul style="list-style-type: none">• His Excellency Mr Andrew Goledzinowski, Australia's Ambassador to Vietnam Keynote: Australian Grain Update - Quality Assurance to capture value by connecting supply with demand. <ul style="list-style-type: none">• Pat O'Shannassy, CEO, Grain Trade Australia - <i>QA frameworks & supply/demand drivers</i>
10.40 am - 11.10am	Morning tea break - Sponsored by Fletchers International
11.10am -11.40am	Keynote: Local Economic Growth Factors and Market Drivers <ul style="list-style-type: none">• Khoon Goh, Head of Research - Asia, ANZ - <i>Asian demand drivers</i>
11.40am - 12.00pm	Keynote: Vietnam Grain Users Perspective <ul style="list-style-type: none">• David Whitehead - <i>Grain drivers for Vietnam processors</i>
12.00pm - 1.00pm	Lunch break - Sponsored by Fletchers International
1.00pm - 2.10pm	Plenary: Australian crop quality Facilitator: Michael Wood, Principal - Rural Logic & Deputy Chair, GTA 2022/23 Australian crop quality <ul style="list-style-type: none">• Chooi Sun Leong, Grain Quality Lead, CBH Grain - <i>WA Quality & Outlook</i>• Michael Jester, Asian Trading Director, Graincorp - <i>East Coast Quality & Outlook</i>• Derek Robjohns, GM Supply Chain, Viterro - <i>SA Quality & Outlook</i> Live Panel discussion - Practical issues in sourcing and exporting Australian grain
2.10pm - 2.30pm	Technical Plenary 1: Maximising value of Australian grain - Using Australian feed grains to increase animal performance and profitability while reducing greenhouse gas emissions <ul style="list-style-type: none">• Dr Steve Little, Technical Consultant, AEGIC
2.30pm - 2.45pm	Afternoon tea break - Sponsored by Fletchers International
2.45pm - 3.25pm	Technical Plenary 2: Maximising value of Australian grain - knowledge to extract stronger returns <ul style="list-style-type: none">• Jack King, Manager Barley & Oat Quality Program, AEGIC - <i>Malt Barley</i>• Dr Ken Quail, CEO, AEGIC - <i>Wheat Grist Optimisation</i>
3.25pm - 3.50pm	Keynote: Developments in the Beer market in Vietnam & across Asia <ul style="list-style-type: none">• Sudip Sinha, Executive Director- Senior Analyst, Rabobank Singapore
3.50pm - 4.05pm	Market Access, Grain Classification & Technical Information - Grains Australia Ltd <ul style="list-style-type: none">• Dr John Ackerman, GM Market Access, Grains Australia Limited Closing comments - Andrew Goyder, Chair, Grain Trade Australia
4.05pm	AGIC Asia Networking & Wine Tasting Function - Sponsored by Robinson Grain 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

Premium quality. Reliable supply.



Across agricultural commodities, food ingredients, animal feed and renewable-energy inputs, we're committed to helping drive your business forward.

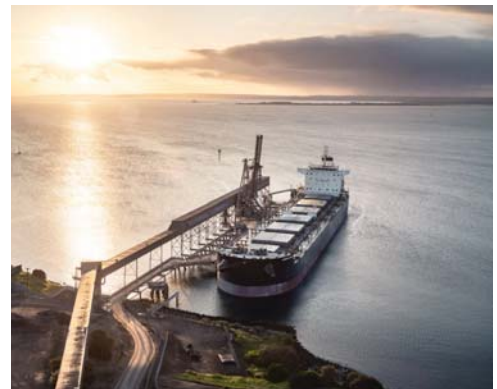
With desks in Sydney, India, Ukraine, Canada, Singapore, Vietnam, Thailand, China, India and the UK, we execute deliveries across the world.

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 Foods 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.

Our innovative, science-based animal supplements lead the way in supporting livestock producers to deliver superior results from their feedlot or farm.

And GrainCorp Agri-Energy collects and processes Used Cooking Oil, canola oil and tallow for upcycling into biodiesel.



There's a GrainCorp vessel on the water somewhere, every day.



Let's talk about how we can help.

Scan to see our business solutions



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Philippines Conference Program

The Australian Grains
Industry Conference
Asia 2023



Thursday 9 March 2023

Sheraton Hotel Manila Bay, Manila, Philippines

8.45am - 9.30am	Registrations & badge collection
9.30am - 10.40am	MCs: Stephen Thompson, Partner HFW, Sydney Adam Richardson, Partner HFW, Singapore Opening/welcome <ul style="list-style-type: none">• Industry Welcome - Andrew Goyder, Chair, Grain Trade Australia Australian Government Welcome <ul style="list-style-type: none">• Her Excellency Ms HK Yu Australia's Ambassador to Philippines (invited) Keynote: Australian Grain Update - Quality Assurance to capture value by connecting supply with demand. <ul style="list-style-type: none">• Pat O'Shannassy, CEO, Grain Trade Australia - <i>QA frameworks & supply/demand drivers</i>
10.40am - 11.10am	Morning tea break - Sponsored by Fletchers International
11.10am - 11.40am	Keynote: Local Economic Growth Factors and Market Drivers <ul style="list-style-type: none">• Khoon Goh, Head of Research- Asia, ANZ - <i>Asian demand drivers</i>
11.40am - 12.00pm	Keynote: Philippines flour milling industry and food sector. <ul style="list-style-type: none">• Ric Pinca, Executive Director, Philippines Association of Flour Millers Keynote: Philippines Feed milling industry and food sector. <ul style="list-style-type: none">• TBC, Philippines Association of Feed Millers Incorporated (invited)
12.00pm - 1.00pm	Lunch break - Sponsored by Fletchers International
1.00pm - 1.15pm	Plenary: Australian crop quality Facilitator: Michael Wood, Principal - Rural Logic & Deputy Chair, GTA 2022/23 Australian crop quality <ul style="list-style-type: none">• Drew Robertson, Barley Manager, CBH Grain - <i>WA Quality & Outlook</i>• Harry Notaras, Australasian Trading Manager, Graincorp - <i>East Coast Quality & Outlook</i>• Derek Robjohns, GM Supply Chain, Viterro - <i>SA Quality & Outlook</i>
1.15 pm - 2.30pm	Live Panel discussion - Practical issues in sourcing and exporting Australian grain
2.30pm - 2.45pm	Afternoon tea break - Sponsored by Fletchers International
2.45pm - 3.50pm	Technical Plenary: Maximising value of Australian grain - knowledge to extract stronger returns <ul style="list-style-type: none">• Dr Steve Little, Technical Consultant, AEGIC - <i>Using Australian feed grains to increase animal performance and profitability while reducing greenhouse gas emissions</i>• Jack King, Manager Barley & Oat Quality Program, AEGIC - <i>Malt Barley</i>• Dr Ken Quail, CEO, AEGIC - <i>Wheat Grist Optimisation</i>
3.50pm - 4.05pm	Market Access, Grain Classification & Technical Information - Grains Australia Ltd <ul style="list-style-type: none">• Dr John Ackerman, GM Market Access, Grains Australia Limited Closing comments <ul style="list-style-type: none">• Andrew Goyder, Chair, Grain Trade Australia
4.05pm	AGIC Asia Networking Function - Sponsored by Robinson Grain 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

AGIC Asia Speakers



His Excellency Mr Andrew Goledzinowski Australia's Ambassador to Vietnam

Mr Andrew Goledzinowski AM was appointed Australia's next Ambassador to Vietnam in September 2022.

Mr Goledzinowski is a senior career officer with the Department of Foreign Affairs and Trade and was most recently First Assistant Secretary, Southeast Asia Regional Division.

He has previously served overseas as Australia's High Commissioner to Malaysia; Deputy Permanent Representative to the United Nations, New York; and Deputy Head of Mission, United Nations Permanent Mission, Geneva.

Mr Goledzinowski holds a Bachelor of Laws (1983) and a Bachelor of Jurisprudence (1980) from the University of New South Wales.



Her Excellency Ms HK Yu Australia's Ambassador to Philippines

Ms Yu is a senior career officer with the Department of Foreign Affairs and Trade (DFAT). Immediately prior to this, she was the Deputy Head of Mission and Minister at the Australian Embassy in Japan. From March 2018 to October 2019, she was First Assistant Secretary of the Middle East and Africa Division in DFAT Canberra. Before joining DFAT, she worked in the Department of the Prime Minister and Cabinet (PM&C) for two years, Treasury for 14 years and the Australian Taxation Office (ATO) for 11 years. While in Treasury, she was posted to Japan as the Minister-Counsellor (Economics). She was also seconded to the Korean Government to assist with the G20 presidency in 2010 and awarded a Public Service Medal (PSM) for her work.

Ms Yu holds a Bachelor of Commerce from University of Western Australia, Graduate Diploma of Economics (with distinction) from Australian National University and a Master of Taxation from University of New South Wales.



Sarah Hooper Consul-General, Ho Chi Minh City, Vietnam

Ms Hooper is a senior career officer with the Department of Foreign Affairs and Trade (DFAT) and most recently led DFAT's Western Australia State Office. She has served overseas in New Delhi and Jakarta and as an exchange officer in Brunei.

Ms Hooper holds an Executive Master of Public Administration from the University of Western Australia and a Bachelor of Arts (Asian Studies) from the Australian National University



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.



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).



Stephen Thompson
Partner, HFW, Sydney

Stephen is a commodities partner at HFW, with more than 20 years' experience in the grains industry. His clients include Australian and international grain trading companies, port & rail operators, ship-owners / operators, as well insurers and financiers. Across 19 international offices, HFW has a strong track record of acting for the grains industry and provides a full service to clients from transactional matters to commercial disputes. Stephen is qualified in both Australia and England.



Dr. John Ackerman
General Manager Trade and Market Access, Grains Australia

John has over 30 years' experience in the agriculture sector, focused on all aspects, including research, policy development, and industry representation, covering domestic and international elements, including trade and market access matters.

John has only recently returned to Australia having spent the 16 years in Indonesia where he developed a thorough understanding of the many complex factors that drive trade and market access. There, his various roles included that of founding Director of PT Mitra Asia Lestari, a company focused on producing sound research, sustainable business development, and increasing leadership capacity within Southeast Asia's agriculture and fisheries sectors; Regional Manager of Meat and Livestock Australia's SE Asia office where he implemented and managed programs to improve animal welfare matters and to ensure the reopening of the live cattle trade to Indonesia; and he headed up the Australian Department of Agriculture, Fisheries & Forestry office within the Australian Embassy in Indonesia where he successfully achieved recognition for Australia's food safety systems, minimising trade barriers for Australia's billion-dollar grain and horticulture industries.



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AGIC Asia Speakers cont



Khoon Goh

Head of Research-Asia, ANZ

Khoon is the Head of Asia Research for ANZ, based in Singapore. He oversees and co-ordinates the Asia economics and strategy research functions. His particular area of focus is on Asian macro and currencies. Khoon has over 20 years of experience working in various economic and strategy roles across both the public and private sectors. Prior to the pandemic, Khoon actively travelled to market ANZ's views to investor clients, such as central banks, hedge funds and real money; as well as corporate clients. Those meetings have all taken place virtually in the last two years. He is often quoted in the business media and makes regular appearances on radio and television.



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.



Jack King

Barley & Oat Quality Program Manager, AEGIC

Mr Jack King has extensive experience in both domestic and export orientated agribusiness with involvement in grain operations, logistics and commercial sales.

Before joining AEGIC in 2022, Jack spent 10 years in the malting industry where he built practical knowledge of customer technical requirements and their relationship to grain accumulation and value-added manufacturing in the food and beverage industries.

Jack remains focussed on continuing to build value for both the users of Australian barley and oats as well as Australian grain producers through developing value propositions throughout the grain supply chain. An important part of his role is sharing what he learns from customers about their barley and oat quality preferences with the Australian grains industry to help them breed, classify, grow and supply the grain different markets prefer.



Chooi Sun Leong

Grain Quality Lead at 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.



Dr Steve Little

Technical Consultant, AEGIC

Dr Steve Little is an Australian veterinarian with additional qualifications in ruminant nutrition and agribusiness management. Steve has extensive experience providing advice on herd nutrition, reproduction, health and productivity to the farming sector, animal nutrition and health companies, other commercial agribusinesses and public sector research and development organisations.

Having worked for over a decade in field and technical management roles with Australia's largest compound feed manufacturer, Ridley AgriProducts, Steve has a very good understanding of the challenges faced by compound feed manufacturers servicing cattle markets. He has also led or contributed to several industry extension programs in Australia including 'InCalf', 'feed.FIBRE.future', 'Feed2Milk' and 'Cool Cows'.



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AGIC Asia Speakers cont



Harry Notaras

Australasian Trading Manager, GrainCorp

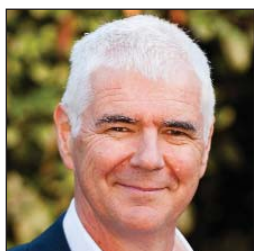
Harry has been at GrainCorp for 15 years and is currently the Australasian Trading Manager, overseeing grower accumulation, trading, and exports from Western and South Australia along with managing key international customer relationships as well as GrainCorp's India & China office. Harry's previous roles held at GrainCorp include working across the Sorghum, Barley, and Wheat desks. Prior to GrainCorp Harry has held a number of trading, procurement and execution roles across Australia and Canada



Ric Pinca

Executive Director, Philippines Association of Flour Millers

Ric M. Pinca has been with the Philippine wheat flour milling industry for 36 years. He joined the Philippine Association of Flour Millers (PAFMIL) as a Communications Assistant in 1987, and steadily moved up the ranks to become the Executive Director in 1994, a position he has held since. Ric represents the wheat flour industry in government and private circles and is mainly responsible in ensuring that the flour millers' concerns are heard and considered in every occasion that issues affecting the industry crop up.



Dr Ken Qual

General Manager - Research & Technical Services, AEGIC

Dr Ken Qual 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.



Derek Robjohns

General Manager 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.



Sudip Sinha

Executive Director - Senior Analyst, Rabobank Singapore

Sudip is Executive Director at Rabobank Singapore, focusing on Asia's food & beverages sector with a direct remit for South East Asia & India.

Sudip has worked for two decades in research & advisory, conducting business analysis and consumer insight, supporting global food and beverage customers in market entry, new product development, GTM roadmap, pricing model, growth strategy, and brand portfolio restructuring.

At Rabobank, Sudip works with loan products and M&A departments to identify and support transactions in the food & beverages sector. Sudip publishes reports examining key trends and structural shifts focusing on the platform economy and midstream digitalization and is a regular speaker at conferences.



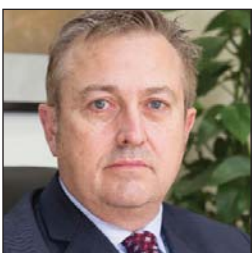
David Whitehead

Chairman, Mavin Group

David has spent many years living and working in Vietnam, has knowledge and deep understanding of business in Vietnam, as well as particular experience dealing with government authorities in provinces throughout the country.

As Chairman of Mavin Group since 2004, David represents the company at the highest level in Vietnam and Australia. Mavin is a vertically integrated Agrifood enterprise with farms, feedmills veterinary medicine labs and food processing throughout Vietnam.

As a member of Auscham Vietnam from 2010 to date, David has held various positions such as Director, Chairman of Hanoi Chapter, and Vice-President during that time. He is a member of a number of committees of the Vietnam Business Forum and has represented Auscham in workshops, conferences and seminars in Vietnam and overseas. He has a strong business relationship with the Australian Embassy and the Australian-Consulate. He also has good relationships with all Business Chambers in Vietnam including AmCham, BritCham and EuroCham.



Michael Wood

Principal Rural Logic & Deputy Chair, GTA

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

Michael holds a Diploma Applied Science (Agriculture)

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Gateway to the Globe

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.

Located in the heart of a major NSW grain production area, the terminal boasts 300,000mt of storage, a 1.5km rail siding and 4 direct-to-port train services per week. Our facility operates as a highly effective export facility, supplying containerised grain to end users, globally.



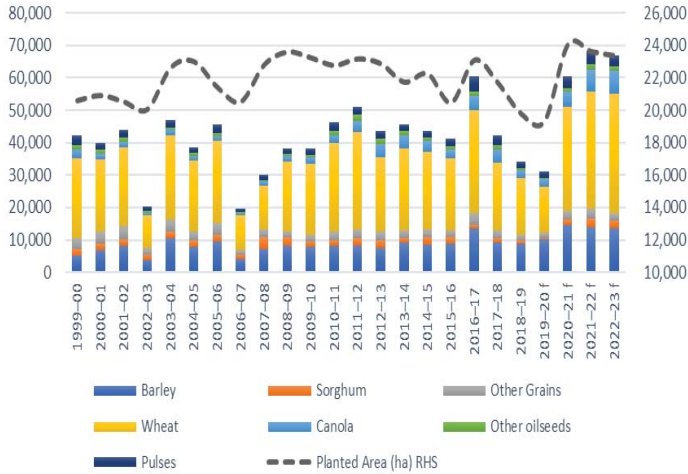
www.fletchint.com.au
joem@fletchint.com.au

Contact Us

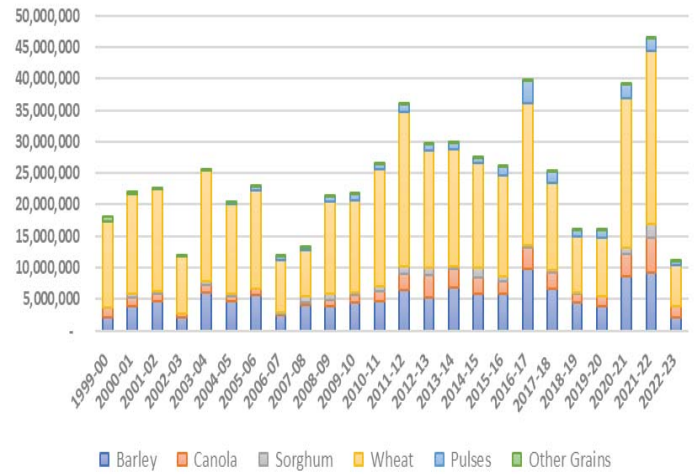
Australian grains in profile



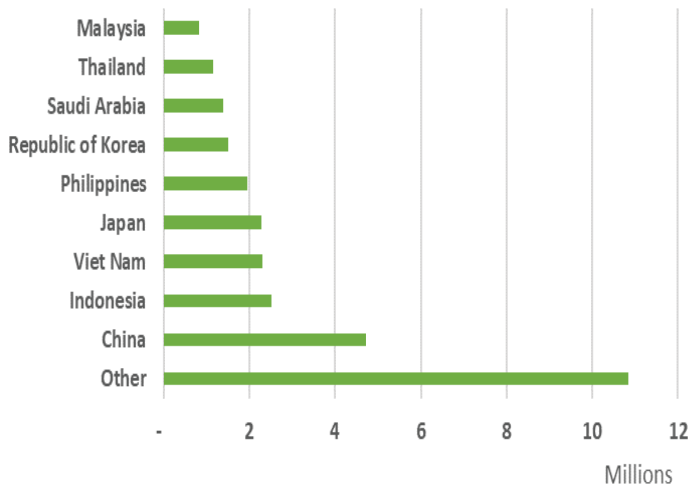
Australian Grain Production



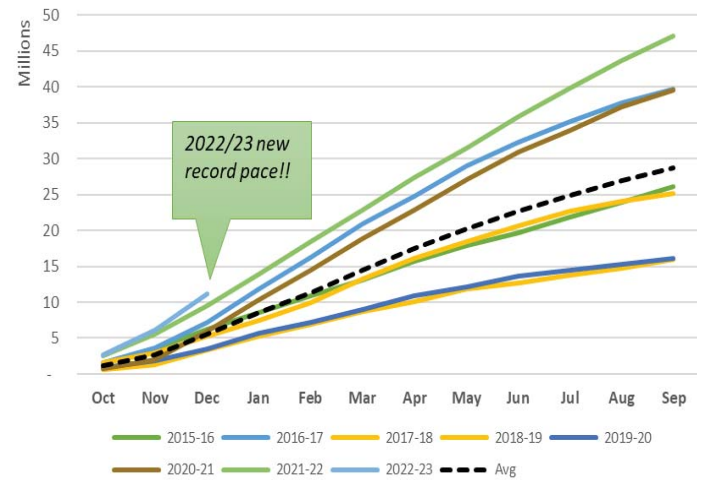
Australian Grain Exports



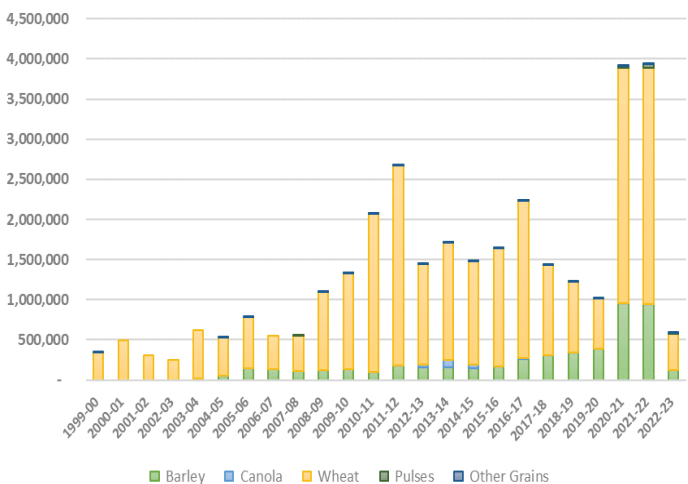
Destinations for Australian Grain (5 yr)



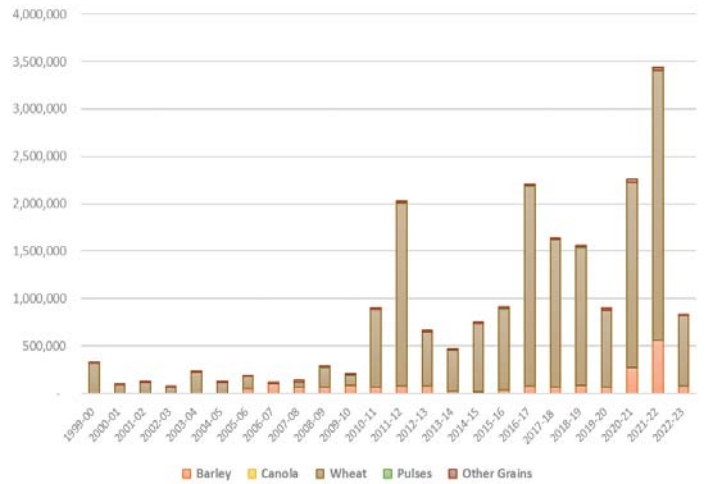
Australian Grain Export Pace



Australian Grain Exports to Vietnam



Australian Grain Exports to the Philippines



AGIC Asia Sponsor Profiles



Grain Trade Australia (Host)

Grain Trade Australia is a proud host to AGIC Asia 2023. 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



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



Holman Fenwick Willan

With offices in Asia Pacific, the Middle East, Europe and the Americas, our international trade and commodities team provide a comprehensive local and international service, reflecting our long involvement in this field. HFW have a strong track record and in-depth understanding of the grains industry. Many of our lawyers have worked in this industry, both prior to and during their legal careers. This gives us the unrivalled experience and expertise our clients find value in. Our clients include local and international producers, trading companies, banks, investment funds, exchanges, governments and their agencies, brokers, insurers, trade associations and ship owners and operators.

www.hfw.com



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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

The CBH Group is an integrated grain supply chain co-operative owned and controlled by approximately 4,200 Western Australian grain growing businesses. We are Australia's largest co-operative and a leader in the Australian grain industry, with operations extending along the grain supply chain from storage, handling and transport to marketing, shipping and processing. Our core purpose is to sustainably create and return value to current and future Western Australian grain growers.

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.

www.viterra.com.au



Grains Australia is proud to be sponsoring AGIC Asia 2023.

Grains Australia generates value for the Australian grains industry by working collaboratively with industry and government to establish market and customer priorities across its core functions.

We assess opportunities and risks, improve customer connectivity with the industry and between commodities, and develop strategies to enhance the profitability and competitiveness of Australian grain.

By bringing together industry functions, we service the connection between what the market wants and what the industry can provide, enabling a value exchange between Australian growers and end-users around the world.

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

grainsaustralia.com.au



AGIC Asia Sponsor Profiles cont



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



CIS - Control Union

Control Union is one of the world's leading inspection companies. Providing efficient and innovative solutions across the globe, minimizing risk in trade and transaction exposure and preventing problems from happening.

www.cis-controlunion.com



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.

www.robinsongrain.com.au



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.

www.grainsaustralia.com.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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