

The Australian Grains
Industry Conference

Asia 2019



CONFERENCE
PROGRAM

5 March 2019 - Jakarta, Indonesia

7 March 2019 - Shenzhen, China

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WELCOME

to the Australian Grains Industry Conference Asia 2019

The Australian Grains Industry Conference Asia 2019



AGIC Asia 2019 - Indonesia, Jakarta

Venue: Shangri-La Hotel, Jakarta Indonesia
No.Kav 1, Kota BNI, Jl. Jend. Sudirman,
RT.10/RW.9, Karet Tengsin, Kota Jakarta Pusat,
Daerah Khusus Ibukota Jakarta 10220, Indonesia

AGIC: Tuesday 5th March 8.30am - 6.00pm
AEGIC Workshop: Monday 4th March 10.00am - 6.00pm

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AGIC Host Organisations



Grain Trade Australia (GTA)

Grain Trade Australia is a national trade organisation and has over 270 member organisations ranging from regional family businesses to large national and international trading/storage and handling companies. The role of GTA is to provide a framework across Industry to facilitate and promote the trade of Australian grain. GTA plays its part in the value chain by providing core products of Trading Standards, Contracts, Trade Rules, Arbitration and Dispute Resolution, Professional Development and advocacy for Market Access.

GTA's grain trading standards and contracts are used across the Australian grain industry. GTA Members operate within all sectors of the grain industry in Australia, as well as related commercial activities such as banking, communications, grain advisory services and professional services.



Australian Oilseeds Federation (AOF)

The Australian Oilseeds Federation is the peak industry body for the Australian oilseeds value chain that covers consumers of food, feed and industrial products. AOF members are responsible for production, marketing, shipping, processing and export of oilseeds and oilseeds products.

The AOF promotes the development of the industry and supports its growth through providing services to members, facilitating linkages between participants and encouraging the industry to work together for the betterment of all. The AOF also works closely with relevant government departments to grow and develop the export opportunity for seed, oils and meal.



Pulse Australia

Pulse Australia is the peak industry body that represents all sectors of the pulse industry in Australia, from growers and agronomists, through to researchers, merchants, traders and exporters. Pulse Australia is a not for profit, non-political organisation dedicated to the growth of the pulse industry in Australia, with exports playing a core role in that growth.

Pulse Australia acts as the focal point for liaison between the industry and government departments, both domestically and internationally, in areas such as pulse receipt and export standards, market access, tariffs, quarantine and other trade issues.

Pulse Australia's role in the development of a profitable and sustainable pulse industry will become more critical with the anticipated rapid growth in global demand for quality protein for human consumption.



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Indonesia Conference Program

Tuesday 5 March 2019

Shangri-La Hotel, Jakarta Indonesia

8.30am - 9.00am	Registration and Arrival tea & coffee
9.00am - 9.30am	MC: Stephen Thompson & Peter Murphy, Partner, HFW Opening/welcome Andrew Goyder, Chair, Grain Trade Australia Mr Gary Quinlan AO, Australian Ambassador to Indonesia
9.30am - 10.15am	Customer perspectives Franciscus Welirang, Director, PT Indofood Sukses Makmur Tbk and Chairman, Indonesian Flour Mills Association <i>Trends in the Indonesian flour milling sector</i> Dr Desianto, Chairman, Feed Millers Association GPMT <i>Trends in the Indonesian feed milling sector</i>
10.15am - 10.30am	Australia Department of Foreign Affairs & Trade Alison Duncan, Minister-Counsellor (Economic) Australian Department of Foreign Affairs & Trade <i>IA-CEPA delivering benefits for Indonesia and Australia</i>
10.30am - 11.00am	Networking morning tea break
11.00am - 1.30pm	William Syers, Distribution Director - Grains, Bunge Asia Pte Ltd <i>Asian demand outlook</i> Rosemary Richards, Trade & Market Access Manager, Grain Trade Australia <i>Working together to build cooperation and facilitate trade plus DAWR NTM video</i> Australian crop quality Hannah Janson, Head of Profarmer and Australian Crop Forecasters <i>Australian S&D and Australia's grain supply capacity</i> Abid Ahmed, Marketing Manager International, CBH Grain <i>2018/19 Australian crop quality: Western region</i> Andrew Vroland, Director Trading, Glencore Agriculture <i>2018/19 Australian crop quality: Southern region</i>
1.30pm - 2.30pm	Networking lunch break
2.30pm - 4.00pm	Australian grain – improving nutrition for feed and food Siem Siah, Senior Grains Research Scientist/Project Manager, AEGIC <i>Applications of Australian wheat for cakes, cookies and crackers</i> Tim Walker, Consultant, AEGIC <i>Barley and sorghum for chickens</i> Steve Little, Consultant, AEGIC <i>Australian feed grains: Barley and canola meal for cattle</i>
4.00pm - 5.00pm	Pat O'Shannassy CEO Grain Trade Australia <i>Australian grain value proposition for customers</i> Panel discussion – How Australia regains market share in Indonesia Panelists: Australian traders and Indonesian flour millers
5.00pm	Close - Pat O'Shannassy CEO Grain Trade Australia
5.00pm-6.30pm	Networking function

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The CBH Group is an integrated grain storage, handling and marketing co-operative owned and controlled by more than 4,000 Western Australian grain growing businesses. With over 90 years' experience in grain handling and marketing for wheat, barley, canola, oats and lupins – we provide first-class, multi-origin grain supply to our customers. On average we trade 9 million tonnes annually through our offices located in Australia, Hong Kong, Japan and Russia

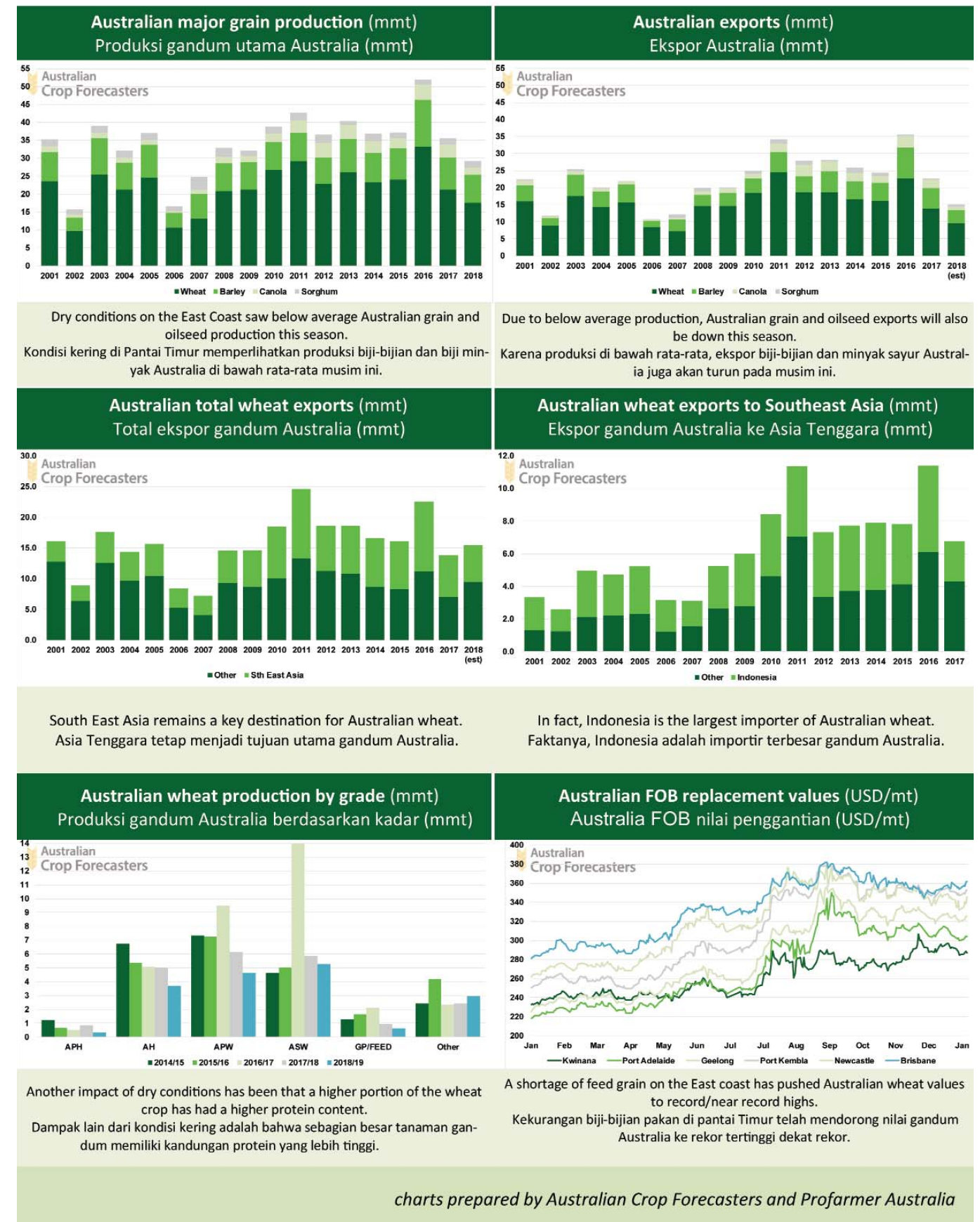
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The Australian Grains
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Australian grains in profile
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Increasing value for users of Australian grain across the world

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...



AEGIC is an initiative of the Western Australian State Government and Australia's Grains Research & Development Corporation

aegic.org.au

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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.

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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



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.

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Glencore Agriculture

Glencore Agriculture is one of the largest buyers and exporters of Australian wheat, barley, canola, pulses, sorghum and cotton. We buy directly from growers with accumulation across WA, SA, Vic, NSW and Qld. Using our world-class marketing, storage and logistics network, with ISO 22000 accredited bulk storage systems and container packing facilities across Australia, we supply customers in Australia and overseas, including food and beverage manufacturers, animal feed manufacturers, consumer product processors, local importers and distributors and government purchasing entities. We are the largest importer of protein meals into Australia and supply product to a range of feed manufacturers and customers.

www.glencoreagriculture.com.au



ASC

50 years inspection and laboratory services for export and import of grains, pulses, oilseeds, meals and edible oils. Australian Superintendence Company (ASC) provides independent inspection and laboratory testing services. ASC's network of experienced local, quality inspectors provides Australia wide coverage and our laboratory is committed to ensuring accurate and timely analytical services.

ASC staff actively establish, implement and maintain our quality management systems that are involved in all facets of our inspection and laboratory services. ASC's commitment to quality provides clients, consumers, regulators and accreditation bodies, with the assurance that services and results are timely, reliable and accurate. Worldwide confidence.

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Australian Crop Forecasters & Profarmer Australia

Australian Crop Forecasters and Profarmer Australia empower agribusiness to make informed decisions with independent and timely information on the Australian grains industry.

For over 30 years Australian Crop Forecasters have been the leading provider of crop supply and demand information services. Profarmer provides market leading and timely price data and independent analysis. The businesses serve clients across the grains supply chain, from inside the farm gate through to traders and consumers in domestic and offshore markets.

For more information on available services or to request sample reports please visit www.cropforecasters.com.au or us at information@australiancropforecasters.com.au

AGIC Indonesia Speakers



Gary Quinlan AO

Australia's Ambassador to Indonesia

Mr Quinlan is a senior career officer with the Department of Foreign Affairs and Trade (DFAT). He was formerly Deputy Secretary and Australia's Senior Official to ASEAN and to the East Asia Summit. He was Australia's chief negotiator with Timor-Leste on maritime boundaries. He has served as Principal Adviser to the Prime Minister on Foreign Affairs, Defence and National Security, and has held senior positions in DFAT responsible for North Asia, the Americas and Europe.

He has previously served overseas as Ambassador and Permanent Representative to the United Nations, New York; Australia's Representative on, and President of, the United Nations Security Council; Deputy Head of Mission, Australian Embassy, Washington; and High Commissioner to Singapore.

Mr Quinlan Holds a Bachelor of Arts (Hons) and an Honorary Doctor of Letters from the University of Newcastle.



Abid Ahmed

Marketing Manager International, CBH Grain

Mr Abid Ahmed is the Marketing Manager – International for CBH Grain Pty Ltd. and as head of export marketing Abid is responsible for all CBH Grain marketing activities globally with focus on MENA & Indian subcontinent. Regional marketing managers responsible for South East Asia, North Asia & East Asia report to him. Abid has over 15 years' experience and joined CBH over an year ago relocating from UAE where he worked for 8 years with one of largest food & beverages group AGTHIA PJSC as head of procurement managing over 1 Mln MT imports of various grains.



Dr. Desianto Budi Utomo

Chairman, Feed Millers Association GPMT

Dr. Desianto Budi Utomo got his PhD degree in poultry physiology and nutrition from The University of Edinburgh in a joint research with The Roslin Institute, Scotland, UK in 1996; he was also undertaking an M.Phil. research in poultry nutrition after completing his M.Sc Taught Course in Tropical Animal Production and Health (TAPH) from The Centre for Tropical Veterinary Medicine (CTVM) of the University of Edinburgh, Scotland, UK in 1992. Before joining Charoen Pokphand Indonesia (CPI) in 1997, he was a lecturer and researcher at the Faculty of Veterinary Medicine - University of Airlangga for twelve years.

He started joining CP Indonesia as R&D Manager for the Division of Feed Technology, He has been then holding various positions in the division afterwards, including as the Nutritionist Coordinator for CP Group of Indonesia. He is currently the Vice President - Feed Technology Division; as well as the Government and Academic Liaison Officer for CP Indonesia. Part of his job was providing technical supports and also serving to Research Committee of CP Group of Indonesia.

He is currently holding several positions in a wide range of various local and international organizations including Chairman of Indonesian Feedmills Association (GPMT), President of World Poultry Science Association (WPSA) - Indonesia Branch; Vice Chairman of Committee for Poultry Health; and Commissioner of Animal Feed for the Ministry of Agriculture. He is also member of Food and Agriculture Commission for the National Research Council (NRC) for the Ministry of Research and Higher Education. He was Junior VP- for Asia Pacific Federation of WPSA. He used to be the President of Masyarakat Ilmu Perunggasan Indonesia (MIPI). He has been serving as Advisory Boards for Indonesian Veterinary Medical Association (IVMA/PDHI), The Indonesian Association of Animal Nutrition (AINI), and The Indonesian Poultry Veterinarian Association. Dr. Desianto Utomo is also active in delivering lecture for several Universities for Animal Science and Veterinary Medicine subjects. He is also as co-Promoter and Supervisor for several postgraduate students who undertake research in poultry.



Andrew Goyder

Chair Grain Trade Australia & Co-founder and Principal Grain Link WA

Andrew Goyder is a co-founder and principle of the Grain Link WA Pty Ltd business located in Western Australia. Grain Link WA is 20 years old this year. Andrew has also been involved in the Agricultural sector in WA for the past 40 years. He managed the family large mixed farming operations in Broomehill in the late 1970's until 1994 when taking a position with The Grain Pool of WA. Andrew then was SGB (Seed Grain and Biotechnology) Seed Production Manager before taking on State Manager roll in 1998. September 1999 he and two partners established Grain Link which is still operating successfully. Grain Link WA deals with all grain types however does specialise in Oats, Pulses, Wheat and Barley. Andrew is currently the Non-Executive Chairman of Grain Trade Australia (GTA) and had been an active GTA board member for four years prior to that. He has also had many roles within the Grains industry in WA and Australia. He is also an Arbitrator for GTA. Andrew is a member of Australian Institute of Company Directors as well as numerous other organisations.



Hannah Janson

Head of Profarmer and Australian Crop Forecasters

Hannah leads the commercial operation of leading independent grains information businesses Profarmer Australia and Australian Crop Forecasters. Across the two brands, Hannah heads up a team of specialised agricultural commodity analysts to collect, collate and present data relating to pricing, supply and demand for Australian grains. The business services clients across the breadth of the supply chain, from inside the farm gate to offshore consumers. Prior to joining Profarmer in 2012, Hannah worked in several agribusiness banking roles with Westpac.



Steve Little

Consultant AEGIC

Steve is an Australian veterinarian with additional qualifications in ruminant nutrition and agribusiness management. He is an honorary fellow, examiner and past president of the Australian Association of Ruminant Nutrition (AARN) and a past president of the Cattle Chapter of the Australian and New Zealand College of Veterinary Scientists.

Steve has extensive experience as a farm advisor, providing herd nutrition, reproduction, health and productivity advice, and as a consultant to animal nutrition and health companies, other commercial agribusinesses and public sector research and development organisations. He has also led or contributed to several industry extension programs in Australia including 'InCalf', 'feed.FIBRE.future', 'Feed2Milk' and 'Cool Cows'.

Steve has a very good understanding of the challenges faced by compound feed manufacturers servicing cattle markets, having worked for over ten years in field and technical management roles with Ridley AgriProducts, Australia's largest compound feed manufacturer.

Steve is currently a PhD student at the University of Melbourne Faculty of Veterinary and Agricultural Sciences. His research project is related to farm drinking water systems and quality.



Peter Murphy

Partner, Holman Fenwick Willan

Peter specialises in international trade, commodities and shipping litigation and arbitration, acting for and advising a number of large trading companies based in Asia and Europe, banks, charterers, operators, owners, P&I Clubs and other insurers.

His trade and commodities experience includes coal (thermal and metallurgical), metals (iron ore, steel and aluminium), oil/petroleum, cotton and soft commodities (grain, rice, sugar, soyabeans and coffee). In shipping, his experience includes a wide range of charterparty disputes (time and voyage charter), bill of lading and S&P disputes.

He is qualified to practice in both English and Hong Kong Courts and has considerable experience of arbitrations in Hong Kong, London and Singapore. His arbitration experience includes LMAA, ICC, HKIAC, FOSFA, GAFTA, LCIA and CIETAC arbitrations.

AGIC Indonesia Speakers cont



Pat O'Shannassy
CEO, Grain Trade Australia

Pat is the current Chief Executive Officer of Grain Trade Australia. He has previously been a Director of Grain Trade Australia and a past Director of the Australian Grain Exporters Association (AGEA) and Member of the Commodity Markets Council (USA).

Pat has vast industry experience, having spent more than 20 years in the grains industry in Australia and USA. He has a diverse experience across the entire value chain, with roles in management, grain origination, trading, trade policy and business strategy, gained from working for trade houses, financial institutions as well as customer service and information focused businesses.



Rosemary Richards
Trade & Market Access Manager Grain Trade Australia

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 and strategic development extends across all facets of agri and food businesses. Since commencing her own consultancy and advisory business, Rosemary has assisted a range of public and private companies; industry organisations and government departments develop market and business growth strategies. Rosemary has also been an executive manager for a range of grains industry organisations including the Australian Oilseeds Federation, Australian Bulk Handlers Association and the Australian Grain Exporters Association.

Rosemary has extensive experience in the biotechnology sector including regulatory frameworks, protocol development for handling and marketing biotech crops, market analysis and advocacy. Rosemary works as a consultant to Grain Trade Australia as the Trade & Market Access Project Manager and Manager for the Australian Grains Industry Conference events in Australia and Asia.



Dr Siem Siah
Senior Grains Research Scientist/Project Manager
Australian Export Grains Innovation Centre (AEGIC)

Dr Siem Siah has over 10 years' experience in cereal food manufacturing and research. She holds a PhD and undergraduate degree in food science from Charles Sturt University. Her research focus is on grain and end product quality where she manages projects that aim to add value to the Australian grains by assessing their applications in Asian markets. Her PhD uncovered in-vitro anti-cancer property of faba beans. Her industry experience includes work on commercial product development projects with a focus on wheat noodles, cakes and biscuits, and pulse-based food products.



William Syers
Distribution Director - Grains, Bunge Asia Pte Ltd

William has a technical flour milling background with more than 25 years experience in the Industry and is part of the sixth generation in his family to be involved in flour milling. He worked as a Technical Miller for 11 years involved in Mill Commissioning and Mill design before working with AWB as their Asian Technical advisor & Prima Group as Group Technical head. William joined Bunge in 2007.



Stephen Thompson
Partner, HFW

Stephen Thompson is a partner of Holman Fenwick Willan and based in Sydney. Stephen specialises in non-contentious and contentious international trade matters with a focus on issues concerning the export of bulk and containerised commodities, international carriage of goods, marine insurance, ship sale & purchase and competition aspects relating to access to port and inland transport infrastructure. His clients include major international and domestic suppliers of soft and hard commodities, merchant banks, owners and operators of bulk carriers and users/suppliers of transport infrastructure. Stephen has also been mentioned in Chambers (Asia Pacific).



Andrew Vroland
Director Trading, Glencore Agriculture Pte. Ltd, Singapore

Andrew has recently been appointed Director - Trading for Glencore Agriculture in Singapore, where he is focused on wheat, barley and corn trade within the Asian region. He was previously based at the company's Netherlands office, where he held the position of Manager - Middle East Markets for four years. Andrew commenced his career in the grain industry with AWB in Australia over 20 years ago, where he held a number of senior trading, marketing and leadership roles in Australia, Asia and the Middle East. In 2007, Andrew moved to ABB Grain as Manager International Marketing to build and manage their wheat export business. With ABB Grain's subsequent acquisition by Viterro and Glencore, Andrew's career progressed as Business Manager for wheat and pulses based in Adelaide and Melbourne before taking on his global roles.



Tim Walker
Consultant, AEGIC

Tim Walker is a consultant based in Sydney, working in Australia and the Asian region. Between 1974 and 2009, he held several nutrition, technical and management positions with feed manufacturing and integrated broiler companies in Australia and New Zealand. During this time, he enjoyed a number of short term consultancies in Asia-Pacific and Eastern Europe. More recently, he was engaged in poultry industry R&D management, as a Program Manager with the Poultry Co-operative Research Centre. The focus of his career has been commercial poultry nutrition and feed ingredient procurement. He has qualifications in nutrition (PhD from University of New England, Australia) and management (MBA from Macquarie University, Australia).



Franciscus Welirang
Director, PT Indofood Sukses Makmur Tbk and Chairman,
Indonesian Flour Mills Association

Mr. Franciscus Welirang, 67, an Indonesian citizen, 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 Tungal 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). Mr. Welirang obtained a Higher National Diploma in Chemical Engineering from South Bank Polytechnic in London, UK in 1974.

THANK YOU

for attending the Australian Grains Industry Conference Asia 2019.

We hope to see you in 2020.

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