

THE AUSTRALIAN GRAINS INDUSTRY CONFERENCE 2016



Featured Speakers

Keith Pitt

Assistant Minister to the Deputy Prime Minister

Keith Pitt was born into a local farming family in 1969. By that time, the Pitt and Roebuck families had been part of the Wide Bay-Burnett community for two generations. Educated at Kepnock State High School in Bundaberg, Keith undertook an electrical apprenticeship and was named Queensland Electrical Apprentice of the Year. He went on to complete a Bachelor degree in computer and electrical engineering at the Queensland University of Technology. Keith's first full time job was at Fairymead Sugar Mill. Keith and his wife Allison purchased their first cane farm in 1998, followed by a second farm in 2004. Keith established the Australian Safety & Training Alliance in 2002, going on to train over 10,000 local students from more than 1,000 businesses. Due to the demands of their growing business, both cane farms were sold. Keith's family continues to grow cane and run a substantial harvesting business. An active member of the Hinkler community, Keith was a surf lifesaver for over ten years. Through his business, Keith supported a wide variety of local community groups and events. Keith also plays touch football and enjoys fishing when holidaying at the family's Woodgate holiday home. In September 2013, following the retirement of long serving MP Paul Neville, Keith was elected to represent the Hinkler Electorate in the Australian Parliament. He is currently a voting member on two Parliamentary Joint Standing Committees: Infrastructure and Communications, and Privileges and Members' Interests. In February 2016, Keith became the Assistant Minister to the Deputy Prime Minister, Barnaby Joyce, taking responsibility for a range of policy areas such as natural resource management and the Landcare program, soil health, animal welfare, rural skills and central Queensland water. He is a member of the Parliamentary Friends of Surf Life Saving, Parliamentary Friends of Rugby League, Parliamentary Friends of Primary Producers.



Jaala Pulford

Victorian Minister for Agriculture

Jaala grew up in Castlemaine and in 2006 was elected, at the age of 32, as a member of the Victorian Legislative Council representing the Western Victoria Region. Jaala was appointed Minister for Agriculture, Minister for Regional Development and Deputy Leader of the Government in the Legislative Council on 4 December 2014 following the election of the Andrews Labor Government.



Emma Alberici

Journalist/Presenter

Emma Alberici is the presenter of ABC1's Lateline Program. Prior to taking up her latest role, Emma spent four years as the Europe Correspondent for the ABC based in the UK.

She arrived in London just as Lehmann Bros was collapsing and as the world began questioning every accepted orthodoxy attaching to global financial markets. For someone who had spent most of the previous two decades as a business and finance journalist, it was a case of right place, right time.

Emma worked at the Nine Network and did her cadetship at News Limited's Herald Sun Newspaper.

The daughter of a greengrocer, born and raised in Melbourne by migrant Italian parents, Emma has been a finalist three times in the Walkley Awards for journalistic excellence. She is the author of three editions of The Small Business Book.

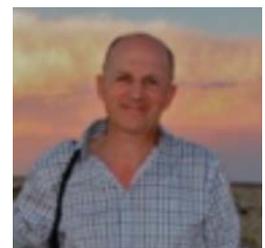


Tim Lee

Landline

In a career spanning more than 25 years journalist Tim Lee has travelled to nearly every part of Australia and many overseas countries exploring and reporting on rural issues for ABC Television, Radio and Online. Tim grew up on a cattle and sheep farm at Bushy Park, north of Sale, in East Gippsland. After university, he spent his early career in Gippsland as a television reporter and rural broadcaster for ABC radio. His work with the ABC includes ABC News, the Country Hour and "Australian Story." Since 2001 has been a reporter for the award-winning rural and regional current affairs program "Landline". Tim's work has won many media prizes, including a Melbourne Press Club Quill Award, Rural Press Club of Victoria Awards and a United Nations' Media Peace Award.

A keen historian, he has published several books on Australian history including "Wanganella and the Merino Aristocrats" which charts the development of Australia's wool industry. Tim's current book "The Long Paddock," with photographer Andrew Chapman celebrates the lives and deeds of drovers on the nation's public stock routes.



Gordon Bacon

CEO, Pulse Canada

Gordon Bacon is CEO for Pulse Canada and is also CEO of the Canadian Special Crops Association, an organization that represents processors, exporters and brokers of all pulses and other crops like mustard. The association's mandate is to contribute to the profitability of the Canadian pulse industry by delivering innovative solutions that improve efficiencies and increase the value of pulse production, processing and marketing. When successful, Pulse Canada's efforts will ensure that different market segments recognize pulses as healthy, sustainable and functional food products, leading to increased worldwide demand for Canadian pulses. Direction and funding for Pulse Canada is provided by Alberta Pulse Growers, Saskatchewan pulse Growers, the Manitoba Pulse Growers Association, Ontario Bean Growers, and the Canadian Special Crops Association. Before joining Pulse Canada 19 years ago, Gordon was Director of Market Development at the Canadian Wheat Board (CWB). He has also served as Senior Policy Advisor to the Minister of State, Grains and Oilseeds in Ottawa; and in various roles with federal and provincial departments of agriculture.



Jack A. Bobo

Senior Vice President, Chief Communications Officer, Intrexon Corporation

Jack Bobo serves as the Senior Vice President and Chief Communications Officer for Intrexon, a synthetic biology company developing revolutionary solutions to the world's most pressing problems - in food, energy and health. He has significant expertise in the analysis and communication of global trends in biotechnology, food and agriculture to audiences around the world. He has worked extensively to improve the messaging and understanding of science and technology to help address global challenges related to climate change, sustainability, and food security. In 2015 he was named by Scientific American as one of the one hundred most influential people in biotechnology today. He joined Intrexon from the U.S. Department of State where he worked for thirteen years, most recently as Senior Advisor for Food Policy following his positions as Senior Advisor for Biotechnology as well as Chief of the Biotechnology and Textile Trade Division. Through these key roles Mr. Bobo was responsible for global outreach to foreign audiences and senior foreign officials across a variety of issues and led or participated in bilateral trade discussions and negotiations.



Richard Goyder AO

CEO, Wesfarmers

Richard joined Wesfarmers in 1993 and has held a number of commercial positions in Wesfarmers' Business Development Department including General Manager. In 1999 Richard was Managing Director of Wesfarmers Dalgety Limited, which subsequently became Wesfarmers Landmark Limited, a position he retained until his appointment as Finance Director of Wesfarmers Limited in 2002. He assumed the role of Managing Director and Chief Executive Officer on 13 July 2005 after holding positions of Deputy MD and CFO. In 2007, Richard transformed Wesfarmers with the successful acquisition of the Coles Group of companies. At more than \$19 billion, this purchase was, and remains, the biggest transaction in Australian corporate history. Wesfarmers is now a top 10 Australian company, it has more than 500,000 shareholders and with a workforce of more than 200,000 people is the country's largest private sector employer. Richard joined the Board of Wesfarmers Limited in 2002 and is a director of a number of Wesfarmers group subsidiaries. Outside of his Wesfarmers group board commitments, Richard is an Australian Football League Commissioner, and a director of the Business Council of Australia, and the University of Western Australia Business School Advisory Board. Richard was appointed as Chairman of the Australian B20 (the key business advisory body to the international economic forum which includes business leaders from all G20 economies) in February 2013. He is also a member of the Centre for Workplace Leadership Advisory Group, a Council Member of the Australian Business and Community Network and an Advisory Council Member of the Juvenile Diabetes Research Foundation. He is a Fellow of AICD.



David Hightower

Principal, The Hightower Report

David is a founding principal of The Hightower Report, a commodity research and information firm specializing in high quality futures research and analysis for individual investors, brokers, commercial producers, farmers and end users. The Hightower Report publishes one of the most widely read daily commodity wires in the world and has become a highly utilized industry consulting service. The Chicago Mercantile Exchange has sent Mr. Hightower to Europe, South America, India and China to promote Agricultural futures trading, to introduce electronic trading and to educate foreign governments and traders on advanced risk management techniques. David is also a regular keynote speaker for Futures Clearing Merchants. David has regularly appeared on CNN, Bloomberg Television and ONN.tv and is often cited in Wall Street Journal, Futures Magazine, Reuters and many other industry publications. He has conducted extensive work with regulatory agencies, exchanges and other industry players on a wide range of research and trading projects. David's infectious enthusiasm shines through and has made him a highly sought-after speaker for industry events. Some of his recent speaking engagements have been for ADM Investor Service, Charles Schwab, RJ O'Brien & Associates, Global Grains Inc., HighQuest Group, and the US Grains Council.



David Jackson

Head of Oilseeds Research, LMC International Ltd

David studied Economics at Cambridge University before working in the City of London as an analyst. He subsequently spent five years working on agricultural projects in southern Africa before joining LMC International, where he has worked extensively in many commodity sectors, including oilseeds, sugar and cereals, and their extension into biofuels. He is currently a Director of LMC International, and heads their Oilseeds and Oils and research team.



Steve Jefferies

Managing Director, GRDC

Steve Jefferies is the Managing Director of the Grains Research and Development Corporation (GRDC), commencing on 4 July 2016.

Steve has more than 27 years experience working in the Australian grain industry in business development, strategic planning, leadership, team building, financial management and corporate governance in the private sector.

Prior to his current role with GRDC, Steve was the Chief Executive Officer of Australian Grain Technologies (AGT), Australia's leading wheat-breeding company. Steve is also Chairman of the National End Point Royalty Steering Committee and was previously Chairman of the Australian Wheat Breeders Reference Group. Steve has a Bachelor of Agricultural Science and a PhD from the University of Adelaide.



Mick Keogh

Commissioner, ACCC

Mick Keogh was appointed as a Commissioner of the ACCC in February 2016. Mick will play a key role in the work of the Agriculture Enforcement and Engagement Unit, which has been working to identify competition and fair trading issues in agriculture markets and engaging with a range of key industry groups. He will oversee the ACCC's agriculture work program, Chair the ACCC's Agriculture Board and Agriculture Consultative Committee and play a key decision making role on agriculture matters across the work of the ACCC. Mick has a long and diverse history within the agriculture sector, including as a farm manager, a university researcher, an agribusiness consultant and an agriculture policy advisor. Mick has been Executive Director of the Australian Farm Institute since 2003. In 2011 Mick was appointed Chairperson of the Australian Government Review Panel for drought support measures. He was also Chairman of the Australian Government's National Rural Advisory Council from 2012 to 2015. Additionally, Mick remains involved in family farming interests in southern NSW.



Matthew Smith

Vice President Asia Pacific, Alltech (NZ) Limited

Matthew Smith began his working career on a dairy farm in the United Kingdom before receiving a business law degree from Coventry University and the College of Law, Chester. Working in the feed industry for more than 20 years, 15 of which have been with Alltech, he has travelled extensively in Asia, Europe and North America. Smith relocated from the U.K. to become the general manager of Alltech New Zealand in 2009. In July 2011, he was promoted to the position of director of Asia-Pacific, where he works to ensure that Alltech is fully engaged with the evolving needs of the local feed industries and is well-positioned for proactive work within the rapidly growing Asia-Pacific region, considered to be Alltech's fastest-growing sales market.



Graham Turley

Managing Director Institutional Banking, ANZ

Graham has over 25 years' experience in corporate finance, debt capital markets and relationship banking. Prior to his current role, Graham led ANZ's Commercial & Agri business in New Zealand delivering relationship management to customers with annual turnover ranging from \$2m-\$250m. Graham also held the previous positions of Managing Director Commercial NZ and led ANZ New Zealand's Corporate Finance team. Prior to joining ANZ in 2005, Graham worked at Westpac New Zealand Limited as Associate Director and Director, Corporate Finance. A graduate of Massey University, Graham has a Diploma of Horticulture (Dist) and a Bachelor of Business Studies. He is a Chartered Accountant and a member of the Institute of Chartered Accountants of Australia and New Zealand. He's also a Graduate of the Australian Institute of Company Directors.



Juan Antonio Hinojosa Alatorre

Vicepresidente / Senior Risk Management Consultant

Grupo América Latina INTL FCStone

Juan Antonio Hinojosa began his professional work in AGROASEMEX a government owned entity in which he worked for four years as Head of Office of Agricultural Insurance in the early 90's. In 1995 he was invited by BANRURAL to participate as an advisor to the General Manager on commodity markets. In 1996 he was promoted as Regional Manager specialist on agricultural commodities.

In 1999, Hinojosa joined FCStone based in Kansas City covering in Mexico, Central America and Colombia and working with feed grains, wheat, soybean complex and cattle. In 2003 he joined the Mexican Government as Chief of Staff for ASERCA, an agency of the Ministry of Agricultural and developed the Contract Farming Program known as Agricultura por Contrato, which continues to operate today. In October 2004, he returned as Senior Risk Management Consultant in the Latin America Division of FCStone.

In 2010 INTL FCStone acquired Hencorp Futures and Juan relocated to the city of Miami as Vice President of Latin America Group, creating Risk Management Programs, serving producers and consumers as well.

In 2015, Mr. Hinojosa was recognized, for the third time, as one of the top 10 brokers' world wide of INTL FCStone.

