

# AGIC Asia 2023 – Vietnam Program

“RECONNECTING & BUILDING VALUE”

The Australian Grains  
Industry Conference  
Asia 2023



**Date:** 7<sup>th</sup> (Vietnam) March 2023 – Vietnam

*Please note all times are Local Times. Program is subject to change.*

**Venues:** Vietnam – Sofitel Saigon, Ho Chi Minh City

**8.45 am** Registrations & badge collection

**9:30am**

**MCs:** Stephen Thompson, Partner HFW, Sydney & Adam Richardson, Partner HFW, Singapore

**Opening/welcome**

- Industry Welcome - Andrew Goyder, Chair, Grain Trade Australia
- Australian Government Welcome – Sarah Hooper, Consul-General in Ho Chi Minh City

**Keynote: Australian Grain Update – Quality Assurance to capture value by connecting supply with demand.**

- Pat O’Shannassy, CEO, Grain Trade Australia - *QA frameworks & supply/demand drivers*

**10.40 am**

**Morning tea break – Sponsored by Fletchers International**

**11.10am**

**Keynote: Local Economic Growth Factors and Market Drivers**

- Khoon Goh, Head of Research- Asia, ANZ – *Asian demand drivers*

**11.40 am**

**Keynote: Vietnam Grain Users Perspective**

- David Whitehead – *Grain drivers for Vietnam processors*

**12.00 pm**

**Lunch break – Sponsored by Fletchers International**

**1.00 pm**

**Plenary: Australian crop quality**

**Facilitator:** Michael Wood, Principal - Rural Logic & Deputy Chair, GTA

*2022/23 Australian crop quality*

- Chooi Sun Leong, Grain Quality Lead, CBH Grain – *WA Quality & Outlook*
- Michael Jester, Asian Trading Director, Graincorp – *East Coast Quality & Outlook*
- Derek Robjohns, GM Supply Chain, Viterro – *SA Quality & Outlook*

*Live Panel discussion – Practical issues in sourcing and exporting Australian grain*

**2.10 pm**

**Technical Plenary 1: Maximising value of Australian grain – Using Australian feed grains to increase animal performance and profitability while reducing greenhouse gas emissions**

- Dr Steve Little, Technical Consultant, AEGIC

**2.30pm**

**Afternoon tea break– Sponsored by Fletchers International**

**2.45 pm**

**Technical Plenary 2: Maximising value of Australian grain – knowledge to extract stronger returns**

- Jack King, Manager Barley & Oat Quality Program, AEGIC, Malt Barley
- Dr Ken Quail, CEO, AEGIC, Wheat Grist Optimisation

**3.25 pm**

**Keynote: Developments in the Beer market in Vietnam & across Asia**

- Sudip Sinha, Executive Director- Senior Analyst, Rabobank Singapore

**3.50 pm**

**Market Access, Grain Classification & Technical Information – Grains Australia Ltd**

- Dr John Ackerman, GM Market Access, Grains Australia Limited

**Closing comments** –Andrew Goyder, Chair – Grain Trade Australia

**4.05 pm**

**AGIC Asia Networking & Wine Tasting Function – Sponsored by Robinson Grain**

*(Meet and engage with fellow local & international delegates at the AGIC Asia networking Function)*