The Australian Farm Institute’s Future Trade Opportunities for Australian Agriculture Conference is being held at the Hotel Realm in Canberra, on Wednesday 10 June and Thursday 11 June, 2015.

During the last 12 months Australia has negotiated trade agreements with Korea, Japan and China, has upgraded negotiations with India, and is also heavily involved in the Trans-Pacific Partnership Agreement with 12 other nations. These agreements, when finalised, are likely to result in substantial new opportunities for Australian agriculture particularly in the growing markets of Asia.

Despite the welcome progress, much work still needs to be done by policy-makers to complete these agreements, and past experience shows that the real opportunities and shortcomings of negotiated agreements only become evident when they are finalised and operational. It will also take time for the agriculture sector to become fully conversant with the opportunities that are available, and to establish the relationships and supply chain arrangements that will be required. Nevertheless, the successful completion of three major trade agreements provides a very important opportunity for Australia’s agriculture and food sector to expand into new markets.

The Future Trade Opportunities for Australian Agriculture Conference will provide industry participants and policy-makers with a clear understanding of the agricultural trade opportunities that are now becoming available.
Future Trade Opportunities for Australian Agriculture
Australian Farm Institute Conference – Registration Form

Registrations close Monday, 11 May 2015 – Online bookings now available

NOTE: Each delegate attending the Conference is required to complete a separate Registration Form

Mail: Australian Farm Institute, Suite 73, 61 Marlborough Street, Surry Hills NSW 2010 AUSTRALIA
Fax: 61 2 9699 7270 Email: info@farminstitute.org.au Phone: 61 2 9690 1388

Personal Details:
Mr / Mrs / Ms / Other: __________________________ Name: ____________________________________________
Position: ____________________________________________________________________________________
Organisation: _________________________________________________________________________________
Address: _____________________________________________________________________________________
Town/City: __________________________________________ State: __________________________ Postcode: ___________
Country: __________________________________________ Email: __________________________________________
Telephone: ______________________________ Fax: _________________________________________________

Member Registration:
☐ Full Conference Registration (Conference and Dinner): $1045 per attendee
Includes Conference Dinner and Conference attendance – Wednesday, 10 and Thursday, 11 June.
☐ Conference Registration (Conference Only): $990 per attendee
Wednesday, 10 and Thursday, 11 June (includes lunch) – excludes Conference Dinner.
☐ Conference Dinner Registration (Dinner Only): $132 per attendee
Includes a three-course dinner with beverages (Wednesday, 10 June).
☐ Become a Member (new members only): $297 per annum
Membership includes subscription to the Institute's quarterly Farm Policy Journal, Research Reports and access to Institute seminars.

Non-Member Registration:
☐ Full Conference Registration (Conference and Dinner): $1287 per attendee
☐ Conference Registration (Conference Only): $1177 per attendee
☐ Conference Dinner Registration (Dinner Only): $154 per attendee
* All prices are GST inclusive.

Venue and Accommodation:
Hotel Realm, 18 National Circuit, Barton ACT 2600
We have negotiated a special conference rate for delegates at the Hotel Realm of $250 per night (room only), this rate is subject to availability.
For reservations please contact the hotel directly, by phoning (02) 6163 1888 or email reservations@realmprecinct.com.au, quoting the reservation code ‘0306FARMIN_002’.

Payment Options (please select one of the following):
☐ Online, go to www.farminstitute.org.au to register
☐ I have transferred the amount of $ _______________ Please use full name or invoice number (if applicable) as reference
by EFT to: BSB: 032 002, Account number: 41 2830, Account Name: Australian Farm Institute Limited, Bank: Westpac – Royal Exchange branch
☐ Charge my credit card for the amount of $ _______________ Please use full name or invoice number (if applicable) as reference
Card No: ____________ / ____________ / ____________ / ____________ Expiry Date: ____________ / ____________
Visa ☐ Mastercard ☐ Diners Club ☐ American Express
☐ I enclose my cheque for $ _______________ made payable to Australian Farm Institute Limited ABN 29 107 483 661

If cancellation of your Conference Registration is necessary, please contact info@farminstitute.org.au or phone 02 9690 1388. Cancellations on or before Monday, 11 May 2015 will be charged a penalty of 50% of the Registration Fee. There will be no refunds for cancellations received after Monday, 11 May 2015 or for delegates who do not attend the Conference; however, Conference Registration is transferable at any time without penalty.
Wednesday, 10 June 2015

9.00 – 10.30 am  SESSION 1: Trade outlook
Australian agriculture is largely an export-dependent sector, with around 60% of what’s produced each year (in value terms) sold internationally. Over the last decade, Australia’s annual share of world export value of agricultural products has declined from 4.5% to 3.5%. This session will consider whether recent developments in free trade agreements with major export partners will be the key for reversing this trend by unlocking Australian agriculture’s export potential.

10.30 – 11.00 am  Morning tea

11.00 am – 12.30 pm  SESSION 2: North Asia
The North Asian region is a dominant export market for Australian agricultural products, with over 40% of total agricultural exports from Australia destined for this region on an annual basis. In 2010/11, China displaced Japan as Australia’s leading export partner for agricultural products. This session will examine whether recent trade negotiations in this region will deliver further opportunities for growth in Australian agricultural exports, with specific industry reference to dairy and wool.

12.30 – 1.30 pm  Lunch

1.30 – 3.00 pm  SESSION 3: ASEAN and South Asia
ASEAN and the South Asian region includes some of the largest and fastest growing country populations in the world. Many of the countries in this region also display relatively low per capita consumption of agricultural products. This session will review regional trade access conditions, convey future demand prospects for food and discuss the competitive trading environment and export risks for agricultural products such as wheat.

3.00 – 3.30 pm  Afternoon tea

3.30 – 5.00 pm  SESSION 4: Americas
The region of the Americas is largely self-sufficient for most agricultural products, with some of the world’s largest agricultural producers and exporters dominating regional markets. Nonetheless, the value of Australian agricultural exports to the region grew from US$1 billion in 1996 to around US$3 billion in 2013, with around 55% of the current trade value involving Australian beef and wine exports. This session will provide an overview of regional trade access arrangements in the Americas region and include industry case studies on Australian beef and wine exports.

6.00 – 7.00 pm  Drinks

7.00 pm  DINNER: The myths and realities about the dining boom
The potential of a ‘dining boom’ for Australian agriculture driven by the increasing wealth of Asian middle classes has generated optimism for some participants in the agricultural sector. However, there are some concerns that the opportunity will go begging due to shortcomings in market access arrangements, supply chain infrastructure, industry productivity and the availability of finance for agricultural businesses. The dinner speaker will provide an agriculture industry perspective on the myths and realities of the dining boom.
Thursday, 11 June 2015

9.00 – 10.30 am  SESSION 5: Europe and the Middle East
The European Union (EU) and Australia have discussed the potential for a free trade agreement which could potentially benefit Australian agricultural exports for products such as beef and lamb. However, tough clauses by the EU on human rights, democracy and the rule of law are likely to present ongoing stalemates in these negotiations. Australia’s trade negotiations with the Gulf Cooperation Council in the Middle East were also stalled due to concerns for some tariff arrangements such as those impacting on the car industry. This session will discuss the trends in agricultural trade in Europe and the Middle East and present industry case studies that examine market access arrangements for live animal exports and sheep meat products from Australia.

10.30 – 11.00 am  Morning tea

11.00 am – 12.30 pm  SESSION 6: Commodity trading and finance
The world trade of agricultural products is currently worth around US$700 billion annually. For agricultural commodities such as grains, around 20% of total world demand of these products annually is made possible by export trade. There are various products and services, such as trade advice, trade insurance and trade finance that Australian businesses can access when looking at opportunities in export markets. This session will include presenters with first-hand knowledge of the products and services offered to Australian businesses that are looking to participate in international trade.

12.30 – 1.30 pm  Lunch

1.30 – 3.00 pm  SESSION 7: Future trade opportunities and risks
Little real progress was made in securing multilateral trade agreements at the World Trade Organization (WTO) level or bilateral agreements with Australia’s major trading partners over most of the past decade, but during the last 12 months Australia has negotiated trade agreements with Korea, Japan and China, and also upgraded some other negotiations. This session will involve discussion about future trade opportunities stemming from these trade negotiations as well as the potential risks.

3.00 – 3.30 pm  Afternoon tea

3.30 – 4.30 pm  CLOSING PANEL
An expert panel will review the main lessons emerging from preceding conference sessions, and answer the critical question: Can agricultural trade fill the economic gap left by the mining sector?

4.30 pm  Conference close