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16 January 2025

The Committee Secretary Australia-UAE Comprehensive Economic Partnership Agreement Joint Standing Committee on Treaties PO Box 6021 Parliament House Canberra ACT 2600

Via Email: <u>JSCT@aph.gov.au</u>

### **Re:** Australia-UAE Comprehensive Economic Partnership Agreement (CEPA)

Grain Trade Australia (GTA) welcomes the opportunity to make this submission to the Australia-UAE Comprehensive Economic Partnership Agreement (CEPA).

#### 1.0 About GTA

GTA is a national association and is the focal point for the commercial grain industry within Australia. The role of GTA is to provide a framework across industry to facilitate and promote the trade of grain. GTA facilitates trade and works to provide an efficient, equitable and open trading environment by providing leadership, advocacy, and commercial support services to the Australian grain value chain. GTA Members represent over 95% of all grain storage and freight movements made each year in Australia. Over 95% of the grain contracts executed in Australia each year reference GTA Grain Trading Standards and/or Trade Rules.

GTA has established the Australian Grain Industry Code of Practice. All GTA Members are required to adhere to this Code of Practice. GTA Members are drawn from all sectors of the grain value chain from production to domestic end users and exporters. GTA has over 295 organisations as members. Member enterprises range from regional family businesses to large national and international trading/storage and handling companies involved in grain trading activities, grain storage, processing grain for human consumption and stock feed milling. A list of GTA Members is attached.

## 2.0 Introduction

The Australian grain industry<sup>1</sup> is a major economic contributor in regional Australia and to export revenue, with annual industry value in 2023/24 forecast (excluding rice) to be a record \$43.6 billion at the farm gate and \$22.5 billion of exports<sup>2</sup>. The grain industry is one of the highest value industries in the agriculture sector contributing more than 52% of Australia's total farm product industry value annually.

The industry achieved record summer and winter production in 2023/24 at 51.2 million tonnes following two prior large crops of 73.6 million tonnes in 2022/23 and 68.0 million tonnes in 2021/22.

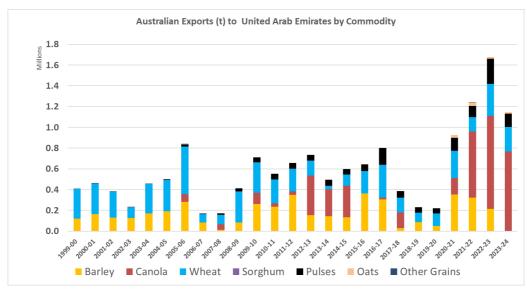
Trade is vital for the Australian grain industry and regional communities, with the Australian grain industry being highly export oriented with 65 -75% of grain production exported. The Australian grain industry is well positioned to supply markets such as the UAE. The UAE is Australia's largest trade and investment partner in the Middle East, offering many opportunities for the Australian grain sector.

### 3.0 The UAE – further opportunity for the Australian grain industry

GTA supports CEPA as the UAE-Australia relationship is important for many reasons and CEPA presents a unique opportunity to deepen and strengthen trade and economic ties. The UAE is a significant market for a range of cereal grains, oilseeds, oilseed meals, pulses and other grain products. CEPA has the potential to significantly grow the grain trade to the UAE positively contributing to UAE's grain and food sector.

<sup>&</sup>lt;sup>1</sup> Grains include wheat, coarse grains, oilseeds, oilseed meals and pulses

<sup>&</sup>lt;sup>2</sup> Source: ABARES, 2024



### Figure 1 – Australian Grain Exports to United Arab Emerites (million tonnes)

Source: ABS

Figure 1 highlights the range and tonnage exported to UAE over the past 25 years. GTA believe there is opportunity to grow both the range and tonnage traded with UAE.

GTA supports a comprehensive and high-quality trade agreement with the UAE that provides improved market access outcomes for grain and grain products.

The CEPA will boost opportunities for the Australian grain industry and support growth and trade opportunities for the UAE. This may include the importation of Australian grain to UAE for transhipment or value adding to the product.

The inclusion of a "sustainability" chapter in the CEPA is considered an important development in evolving FTAs to meet future issues potentially impacting trade. GTA supports this inclusion as it recognises the role that agriculture can play in addressing important global issues such as food security, climate resilience and environmental outcomes. GTA recognising that a sustainable approach should be aligned with the individual country environment and that a 'one-size-fits-all' approach is not supportive to facilitate trade nor support the delivery of global desired outcomes.

GTA also supports the recognition of the role of rules-based and market-orientated agricultural trade in supporting global food security and improved environmental outcomes.

### **4.0 Conclusion**

GTA supports the comprehensive trade agreement between the UAE and Australia which has potential to offer significant benefits for both countries, notably in the agricultural and grain sectors.

The UAE is an existing and important market for Australian grain and the CEPA will further enhance and support trade in this market.

We also believe this agreement is important in supporting/leading further trade cooperation with other Middle East nations, and in helping ensure that free trade agreements are fit for purpose and evolve to meet emerging trade impacting issues such as sustainability.

We thank you for the opportunity to make this submission and congratulate the Government on this important trade agreement.

Please do not hesitate to contact GTA should you have any queries or require any assistance in relation to the CEPA.

Yours faithfully,

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Pat O'Shannassy CEO, Grain Grade Australia

# GRAIN TRADE AUSTRALIA

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rdinary Member	A1	CBH Group	Ben Macnamara	www.cbh.com.au
		GrainCorp Australia	Robert Spurway	www.graincorp.com.au
		Viterra Australia	Philip Hughes	www.viterra.com.au
			3	
	A3	Cargill Australia	Zsolt Kocza	www.cargill.com.au
	A3	Cargin Australia		www.corgin.com.ou
			1	
	A4	ADM Trading Australia	Darryl Borlase	www.adm.com
		Arrow Commodities	Dominic Vanzella	www.arrowcom.com.au
		Australian Grain Export Pty Ltd	Tim Martin	www.australiangrainexport.com.au
		Bunge Agribusiness Australia	Stephen Bennett	www.bunge.com
		Louis Dreyfus Company Emerald Australia	David Johnson	www.ldc.com
			5	
	B1	CHS Broadbent	Steve Broadbent	www.broadbentgrain.com.au
		George Weston Foods	Michael Schmidt	www.gwf.com.au
		Manildra Group	Peter Sloan	www.manildra.com.au
		Riordan Grain Services	Jim Riordan	www.riordangrains.com.au
			4	
	B2	Centre State Exports	Jeff Voigt	www.centrestateexports.com.au
		ETG Commodities	Peter McMeekin	www.etgworld.com
		Inghams Enterprise Pty Ltd	Matt Clarke	www.inghams.com.au
		J K International Pty Ltd	Sandeep Mohan	www.jki.com.au
		Ridley Agriproducts	Reagan Stroud	www.agriproducts.com.au
		Riverina (Australia)	Jon Mulally	www.riverina.com.au
		Wilmar Trading (Australia) Pty Ltd	Matt Albion	www.wilmargavilon.com
		willing maung (mustialia) Pty Ltu		www.wiinaigaviion.com
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	B3	Allied Pinnacle	Brett Duczmal	www.alliedmills.com.au
		Brahman Commodities	Michael Aikman	www.brahmancommodities.com.au
		Cofco International Australia	Sarah Pan	www.cofcointernational.com
		Demeter Grains	Barry Mansfield	www.demetergrains.com.au
		K M & W M Kelly & Sons	Matt Kelly	www.kellygrains.com.au
		Quadra Commodities	Robin Cassar	www.quadra.com
		Qube Logistics (SB) Pty Ltd (T/A Qube Agri)	Jeremy Brown	www.gube.com.au
		Robinson Grain Trading	Adam Robinson	www.robinsongrain.com.au
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	CI	Agracom	Joe Hallman	www.agracom.com.au
		Agrisk (Market Check)	Brett Stevenson	www.marketcheck.com.au
		AGT Foods Australia	Michael Brittain	www.agtfoods.com/australia
		Associated Grain t/a Agrocorp Processing Australia	Russell Darbey	www.agrocorp.com.au
		Australian Food & Fibre Processing	Peter Webb	www.australianfoodandfibre.com.au
		Australian Fresh Milk Holdings (AFMH)	Jill Smith	www.afmh.com.au
		BFB Pty Ltd	Shane Bird	www.bfb.com.au
		Blairs Produce Company	Sean Blair	crt.com.au/store/blairs-produce-company/
				www.boolah.com.au
		Boolah Farms Pty Ltd	Stuart Tighe	
		Castlegate James Australasia Pty Ltd	Kevin O'Brien	www.castlegatejames.com.au
		COPRICE	Hugo Steinfort	www.coprice.com.au
		Darwalla Milling Co Pty Ltd	Gary Heidenreich	www.darwalla.com.au
		DDT Holdings		www.ddtholdings.com.au
			Rajeev Saraff	
		Deckert Group Pty Ltd	Chris Deckert	www.deckerts.com.au
		Esperance Quality Grains Pty Ltd	Neil Wandel	www.esperencequalitygrains.com
		Fletcher International Exports	Joe Masters	www.fletchint.com.au
		Fodder Link Pty Ltd	Cameron Angel	www.fodderlink.com.au
		Hanlon Enterprises	Chris Coates	www.hanlonenterprises.com.au
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		Hazeldenes Chicken Farm	Marcus Dingle	www.hazeldenes.com.au
		IGH Commodities	Brad Bryant	www.igh.net.au
		Inari Australia	Karan Singh	www.inariaustralia.com.au
		Irwin Stockfeeds	Bryan Irwin	www.irwinstockfeeds.com.au
		Itochu Australia Ltd	Ayush Rajvanshi	www.itochu.com.au
		Jerilderie Grain Storage & Handling	David Barlow	www.jgsh.com.au
		Laucke Flour Mills Pty Ltd	Roger Laubsch	www.laucke.com.au
		Lawson Grains	John Marshall	www.lawsongrains.com
		LPC Trading Pty Ltd	Simon Langfield	www.lpctrading.com.au
		Malteurop Australia Pty Ltd	Eric Fisher	www.malteurop.com/en/australia
		MC Croker	Jason McPherson	www.crokergrain.com.au
		MSM Milling Pty Ltd	Peter MacSmith	www.msmmilling.com.au
		Namoi Cotton Ltd	Nathan Hunter	www.namoicotton.com.au
		Pentarch Agricultural Pty Ltd	James Whiteside	www.pentarch.com.au
		Premium Grain Handlers P/L	John Orr	www.pgh.com.au
		Queensland Cotton Corporation	Ashish Govil	www.qcotton.com.au
		Reid Stockfeeds Pty Ltd	Ian Reid	www.reidstockfeeds.com.au
		Rex James Stockfeed	Natasha Davies	www.jamesstockfeed.com.au
		Rivalea (Australia) Pty Ltd - Animal Nutrition	Andrew Philpotts	www.rivalea.com.au
		Riverina Oils & Bioenergy	Krissy Campbell	www.riverinaoils.com
		Riverina Oils & Bioenergy SunPork Farms Feed Mills	Krissy Campbell Mark Young	www.riverinaoils.com www.sunporkgroup.com.au

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	W B Hunter Pty Ltd	Stewart Coombes	www.wbhunter.com.au
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	Woods Grain Pty Ltd	Bruce Woods	www.woodsgroup.com.au
	XLD Commodities	John Tuskin	www.xldgrain.com.au
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2	Access Grain Pty Ltd	Wade Humphries	www.accessgrain.com.au
	Adams Australia Pty Ltd	Ian Mack	www.adamsaustralia.com.au
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	Ag Connex Pty Ltd	Geoff Barker	www.agconnex.com.au
	Agmark Commodities	Richard Alcorn	www.agmark.com.au
	Agri Om Australia Pty Ltd	Kishore Bulchandani	www.agriom.com.au
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	Australian Choice Exports Pty Ltd	James Hunt	www.australianchoiceexports.com.au
	Australian Grain Storage	Matt Bailey	www.sunrice.com.au
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	Baker Grain	Richard Baker	www.bakergrain.com.au
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	Defiance Maize Products Pty Ltd	Rodney Walker	www.corson.co.nz
	Direct Commodities	Hamish Robertson	www.directcommodities.com.au
	East Coast Stockfeeds	Stuart Dolden	www.ecsf.com.au
	Ellerslie Free Range Farms Pty Ltd	Maria Sue-Tin	www.dahall.com.au
	ETG Processing Pty Ltd T/A Wimpak	Brock Tait	www.wimpak.com.au
	Excel Farms	Nicholas Paterson	excelfarms.com.au
	Export Import Australia	Dhanesh Kumar	www.exportimportaustralia.com.au
	Export Trading Group Australia Pty Ltd	Shayne Clark	www.etgworld.com
	Fanmac Logisitics Pty Ltd	Chris Fanning	www.fanmacag.com.au
	Feed Central Pty Ltd	Tim Ford	www.feedcentral.com.au
	Findlays Barellan	Neil Findlay	www.findlay.world/about-us
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	Harwood Grains & Stockfeeds	Paul Harwood	www.harwoodgrains.com.au
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	HX Food Group (Aus) Pty Ltd	Dong Zhao	www.hxfoodgroup.com.au
	Jatlee Australia	Sunil Kumar	www.jatleecorp.com
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	Lachlan Commodities Pty Ltd Lane Grain Pty Ltd Mallon AgCommodities Mandala Trading Marina Commodities (Australia) Matthews Transport and Grain Traders Max Grains Pty Ltd Mckenzie Ag Services McNaughts Grain & Fertilizer Pty Ltd Melaluka Trading Pty Ltd Melloa Pty Ltd Nandaly Grain Co-Operative Network Grains Pty Ltd	Tony Cogswell Garry Lane Blake Mallon Jay Saraff Palwinder Singh Neville Matthews Jack Fahy Lachlan Mckenzie Daniel Mcnaught Simon Pritchard Steve Mellington Jon Bucknall Craig Dennis	Iinkedin.com/in/gary-lane-82635b88 mallonag.com.au www.mandalatrading.com.au www.marlinacommodities.com Iinkedin.com/in/neville-matthews-aa592191 www.margrains.com.au www.mchenzieag.com.au www.mchaughts.com www.melalukatrading.com.au www.mellco.com.au www.mellco.com.au www.networkgrains.com.au

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		PB Seeds	Peter Blair	www.pbseeds.com.au
		Pearson's Grain	Darren Pearson	www.pearsonsgroup.com.au
		Peters Commodities	Michael Oxley	www.petcom.com.au
		Pinnacle Grains Pty Ltd	Sonal Vij	www.pinnaclegrains.com.au
		Plum Grove	Rikki Foss	www.plumgrove.com.au
		QS Commodities Pty Ltd	Nick Slipper	www.qscommodities.com
		RP Grain Pty Ltd	Gordon Pulham	randpcarriers.com.au/r-p-grains
		Rural Logic (Aust) Pty Ltd	Michael Wood	www.rurallogic.com.au
		Shannon Bros Bulk Storage Pty Ltd	Clayton Shannon	www.shannonbros.com.au
		Silo Bag Grain (NSW QLD) Pty Ltd	Lesley Kilby	www.silobaggrain.com.au
		Societa Cofica	Dia Ram Sharma	www.societacofica.com.au
		Southern Grain Pty Itd	Tim Gross	www.southernstockfeeds.com.au
		Southern Grain Storage Pty Ltd	Campbell Brumby	www.southerngrains.com.au
		Spagricon Australia	Jiger Kotecha	www.spagricon.com.au
		Standard Commodities Australia Pty Ltd	Elizabeth Bozinoska	www.stancom.com.au
		Sudima Australia	James Garvey	www.sudima.com
		Sun Euro Australia	Tarun Saxena	www.suneuro.com.au
		Tamma Grains Australia Pty Ltd	Kim Packer	www.tammagrains.com.au
		Tiller Commodities Pty Ltd	Brett Cooper	www.tillercommodities.com
		TRC International	Yohan Goonetilleke	www.trcglobal.com.my
		Trentham Grazing Pty Ltd (t/a Godde's Grain & Fertiliser Pty Ltd)	Barry Fisher	www.goddesgrainandfertiliser.com.au
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		Gehrke Grains & Transport Pty Ltd	Julian Gehrke	www.gehrke.com.au
		Hamilton Contracting (NSW) Pty Ltd	Jodie Hamilton	www.hamiltoncontracting.com.au
		Horne Ag Logisitics Pty Ltd	Jeremy Horne	www.horneaglogistics.com.au
		Pacific National (NSW) Pty Ltd	Paul Scurrah	www.pacificnational.com.au
		SEAWAY Intermodal Pty Ltd	Bikash Ram	www.seawayintermodal.com.au
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ter	Medium	Fox Commodities Pty Ltd	Paul Cochrane	www.foxcommodities.com.au
		Grain Brokers Australia	Jeff Winspear	www.grainbrokers.com.au
		Horizon Grain Brokers Pty Ltd	Ash Munro	www.horizongb.com.au
		Pure Grain Network Pty Ltd	Stuart Tighe	www.puregrain.com.au
		Quest Commodities	Jayne Barker	www.questcommodities.com.au
		Rain Agribusiness	Ian Grellman	www.rainag.com.au
		StoneX Financial	Stefan Meyer	www.intlfcstone.com
		Teague Australia Pty Ltd	Tim Teague	www.teague.com.au
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	Sole Operator	A C Grain	Adam Clarke	www.acgrain.com
		Allied Grain Pty Ltd	Angus Wettenhall	www.alliedgrain.com.au
		Cogeser (Australia) Pty Ltd	Robert Luetolf	www.cogeser.com.au
		Farm Tender	Matt Henke	www.farmtender.com.au
		Lotema Pty Ltd	Todd Lees	www.lotema.com.au
		Mallon Commodity Brokering	Ian Mallon	www.mcbrokering.com
		McDonald Pelz Australia	Stuart Richardson	www.mcdonaldpelz.com
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		Perkins Commodity Brokers	Craig Perkins	linkedin.com/in/craig-perkins-9a27211a
		Sunrise Commodities	Scott Merson	www.sunrisecommodities.com.au
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