Food and Agribusiness Growth Centre
Food Innovation Australia Ltd
A New Direction for Australia

Entrepreneurs' Infrastructure Programme $85.3 million (2015-16)

Industry Skills Fund $164.2 million (2015-16)

ARC Industrial Transformation Research Programme $50.3 million granted in 2013-14

Austrade

Industry Growth Centres Advisory Committee

Industry Growth Centres

- Advanced Manufacturing
- Food and Agribusiness
- Mining Equipment, Technology and Services
- Medical Technologies and Pharmaceuticals
- Oil, Gas and Energy Resources

Shared Services and infrastructure

- Growth Project Fund
- Commercialising Fund
- Industry Growth IT Network
- Regulatory and cross-sector activities

OUTCOMES

Regulatory Reform
Improved access to global supply chains and international markets
Improved engagement between research and business
Improved management and workforce skills

Role

Catalyst for Growth
1. Industry has the self-confidence, capacity and capability for success

2. A culture of connected and collaborative players

3. Effective government policy and support
What We Do

- Information
- Capabilities & Skills
- Connections
Facilitate Collaboration
Organisational Structure

Chairman and Board
- Dr Mirjana Prica

Managing Director
- Dr Mirjana Prica

Executive Assistant
- Ms Jessica Kendall

General Manager Innovation, Capabilities & Skills
- Dr Barry McGookin

General Manager Stakeholder Relationships
- Mrs Kate Cini

General Manager Market Development
- Mr Najib Lawand

Manager Innovation
- Dr Angus Crossan

Manager Market Development
- Mr Rod Arenas
The Team
Connect to Information

Capabilities

HOW TO USE THIS MAP

Clicking on a state will reveal type and total number of courses available. Clicking the bottom arrow will take you to links relating to your selected state.
Connect to Information
Capabilities

HOW TO USE THIS MAP

Clicking on a state will reveal type and total number of courses available. Clicking the bottom arrow will take you to links relating to your selected state.

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<thead>
<tr>
<th>State</th>
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Click to view course directory
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<th>Course Title</th>
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<td>Bachelor of Exercise and Nutrition Sciences, 3 years full-time</td>
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Connect Industry to Capability & up Skilling Opportunities

ECOMMERCE
RETAIL
CHANNEL READINESS
FOOD SERVICE
EXPORT
Connect Industry to Capability & up Skilling Opportunities

Self Diagnostic Tool

FIAL Export Readiness Workshop - Export Plan Template

1. Name
   Sample
2. Email
   nicole@fdcmi.com.au
3. Position
   Sample
4. Company
   Sample
5. Why Export - Overall Objectives?

5.1. What’s at stake? (Rank your TOP 5 reasons for wanting to export – 1st Top Priority)
   - Increasing profits long term
   - Increasing production volumes
   - Spread market risk - reduce dependence on 1 market
   - Create a sustainable business
   - Lowering unit cost - Economies of scale

6. How big and how fast do you want to grow your international business?
   - Number of countries to be present and profitable: 5
   - Percentage of revenue from exports: 20%
   - Target year to achieve these results: 2020
7. What do you need to do to make this happen?
   - Promote my company on the eCatalogue

Market Opportunity - Where to go?
Connect Industry to Researchers

SME Solution Centre – PHASE I

Innovation Inputs

- $1.64M Investment
- 18 Companies
- 24 Projects
- Training
- Multi-disciplined teams

Innovation Outputs

- >$40M New Sales
- 18 Projects commercialised
- 6 are continuing R+D
- 6 are collaborating with researchers for the 1st time
Connection to Researcher

SME SOLUTION CENTRE

BUSINESSES AND TECHNICAL RESEARCHERS COLLABORATE TO ACCELERATE INNOVATION

Manolo Lopez - Spanish Boutique Beverages
Connection to Researcher

Manolo Lopez - Spanish Boutique Beverages
Connect Suppliers to Markets

ECatalogue
Connect Suppliers to Markets

YARRA VALLEY SNACK FOODS

BRANDS MANUFACTURED IN AUSTRALIA

THOMAS CHUPRA presents Puffs & Holsum Macadamias of the Yarra Valley

CORE PRODUCTS

PRODUCT NAME: Puffs
Australian MRP: $3.99
Aust. Shelf Life: 8 months

PRODUCT NAME: Holsum Macadamias
Australian MRP: $2.99
Aust. Shelf Life: 8 months

SUPPLIER PROFILE

AUSTRALIAN DISTRIBUTION

Thomas Chupra presents Puffs & Holsum Macadamias of the Yarra Valley

UNIQUE SELLING PROPOSITION

- Products are manufactured with the highest quality ingredients
- Products are produced using sustainable practices
- Products are designed to provide health benefits
- Products are suitable for a wide range of dietary needs

PRODUCT TYPES

- Nutri-Nuts
- Holsum Macadamias
- Puffs

PRODUCT FLAVOURS

- Vanilla
- Honey

AUSTRALIAN DETERMINATION

Thomas Chupra presents Puffs & Holsum Macadamias of the Yarra Valley

CERTIFICATIONS

- Export accreditation
- Organic
- Nutri-Nuts
- Holsum Macadamias
- Puffs

EXPORT EXPERIENCE

- Products are available in markets throughout Australia and beyond
- Products are exported through a network of distributors and retailers

EXPORT HISTORY

- South East Asia
- China
- Malaysia
- Philippines
- New Zealand
Connect Suppliers to International Buyers
Thank you

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w  www.fial.com.au
Questions