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Committee Secretary
Standing Committee on Agriculture
Parliament House
Canberra ACT 2600

31st May 2024

Dear Committee Members,

DP World Submission to the Inquiry into Australian Agriculture in Southeast Asian Markets

I am writing to provide insights and recommendations regarding the role of Australian agriculture in Southeast Asian markets, focusing on how the Australian Government can support the agriculture and food industries in leveraging partnership opportunities within the region. This includes new and improved market access, streamlining trade systems, and supporting the industry to identify and build market opportunities.

The Australian Government can enhance market access and trade systems by negotiating trade agreements to reduce tariffs and non-tariff barriers, making Australian agricultural products more competitive in Southeast Asia. Simplifying and harmonizing trade regulations can expedite the export process and reduce administrative burdens on exporters. Additionally, offering financial support and insurance options can mitigate risks associated with exporting to new markets.

Implementing more flexible biosecurity agreements that allow for destination changes can mitigate sales risks. Supporting allowances for storing goods in tranship hubs can extend sales times into Southeast Asia. Furthermore, providing government assistance during biosecurity issues, rather than resolving them through commercial means alone, can ensure smoother trade processes. Collaborating with global shipping lines to encourage direct calls to Southeast Asian destinations can also be beneficial.



Identifying new and emerging opportunities and challenges for the Australian agriculture industry is crucial. Conducting comprehensive market research can help identify consumer preferences, emerging trends, and competitive landscapes in Southeast Asia. Developing programs to prepare Australian exporters for entry into Southeast Asian markets, including training on cultural nuances and business practices, can enhance their readiness. Assisting exporters in navigating complex regulatory environments and providing tools and resources for managing risks associated with exporting can address key challenges. Sharing export data to promote and identify trade trends, focusing on electronic documents for exports, and removing physical document requirements can ease the execution of sales.

Public-private partnerships can facilitate joint ventures between Australian and Southeast Asian companies, enhancing market penetration and sharing expertise. Organizing trade missions to Southeast Asia can build networks, explore opportunities, and foster relationships with local businesses and government officials. Advocacy for policies that support the interests of Australian exporters and improve trade relations with Southeast Asia is essential. Hosting forums and conferences to bring together stakeholders from government and industry can help address key priorities.

Supporting Southeast Asia's food security towards 2040 can be achieved through ensuring a steady and reliable supply of Australian agricultural products to the region, contributing to regional food security. Promoting the use of sustainable farming practices that enhance food security and environmental sustainability is also vital. Forming strategic alliances with key stakeholders in Southeast Asia can build resilient food supply chains, and investing in capacity-building initiatives can enhance the agricultural capabilities of Southeast Asian countries, supporting their long-term food security goals.

DP World operates advanced port facilities in both Australia and Southeast Asia, including major ports such as DP World Brisbane, DP World Sydney, and DP World Melbourne in Australia, and key locations in Southeast Asia such as DP World Laem Chabang and Manila. These ports and integrated logistics solutions offer Australian exporters a competitive edge through efficient port operations, end-to-end supply chain solutions, and advanced technologies such as blockchain and AI. DP World's strategic partnerships and market intelligence capabilities further enhance our ability to support Australian exporters by providing valuable insights and facilitating smoother export processes and compliance with regional regulations.

In conclusion, leveraging the strengths of DP World and strategic government support can significantly enhance the role of Australian agriculture in Southeast Asian markets. We look forward to collaborating with the Committee to develop effective strategies and support mechanisms to achieve this goal. For any further questions, please contact Blake Tierney, Head of Corporate Affairs, Oceania at DP World. He can be reached at _____ or via email at _____

Yours sincerely,

Nicolaj Noes,
Executive Vice President - Oceania