

The agricultural trade and market opportunities between Australia and Taiwan

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Presentation Outline



The introduction of TSC

The agricultural trade between Australia and Taiwan(Current Situation)

The agricultural market opportunities between Australia and Taiwan(vision)

Taiwan Sugar Corporation(TSC)-1

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◆ State-owned company

- ◆ Eight Businesses: Sugar, Animal Industry, Agriculture, Biotechnology, Marketing, Hypermarket, Petroleum and Leisure
- ◆ Land Development
- ◆ Fully Supply Sugar in Taiwan, Though Sugar Is an Open Market
- ◆ Help Stabilize Food Material Price: Sugar, Pig, Soybean oil

◆ Vision of TSC

- ◆ A Benchmark Enterprise in Both Green Industry and Health Industry
 - ◆ Green Industry: clean, safe, environmental-friendly and recycled services and products
 - ◆ Healthy Industry: physical-mental health

Taiwan Sugar Corporation(TSC)-2

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- ◆ The amount which Sugar Business Division of TSC purchases raw sugar from Australia recently five years (from 2011 to 2015) is 334,000 MT and the sum of money is USD 163,594,760.
- ◆ The average amount of purchase a year is 66,800 MT and the average amount of money is about USD 32,718,952.

Taiwan Sugar Corporation(TSC)-3

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Total Land Area
50,406.85 hectare

Land Use in Agriculture
37,373.16 hectare

Land for Other Purpose
13,033.69 hectare

SugarCane Farm
13,098.89 hectare

Other Crop Farm
24,274.30 hectare

The agricultural trade between Australia and Taiwan (Current situation-1)

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	Taiwan exports of agricultural products to Australia(Top 10)	
	Quantity (ton)	Value (1,000 USD)
Grains and their products	12,119	31,259
Flowers and seedlings	857	10,805
Vegetables and their products	5,247	7,690
Fruits, nuts and products	2,527	4,883
Sugar and its products	1,397	3,998
Tea and its products	483	3,059
Potato	1,147	1,840
Tobacco and its products	148	1,261
Planting seeds, and fruit bud	10	706

The agricultural trade between Australia and Taiwan (Current situation-2)

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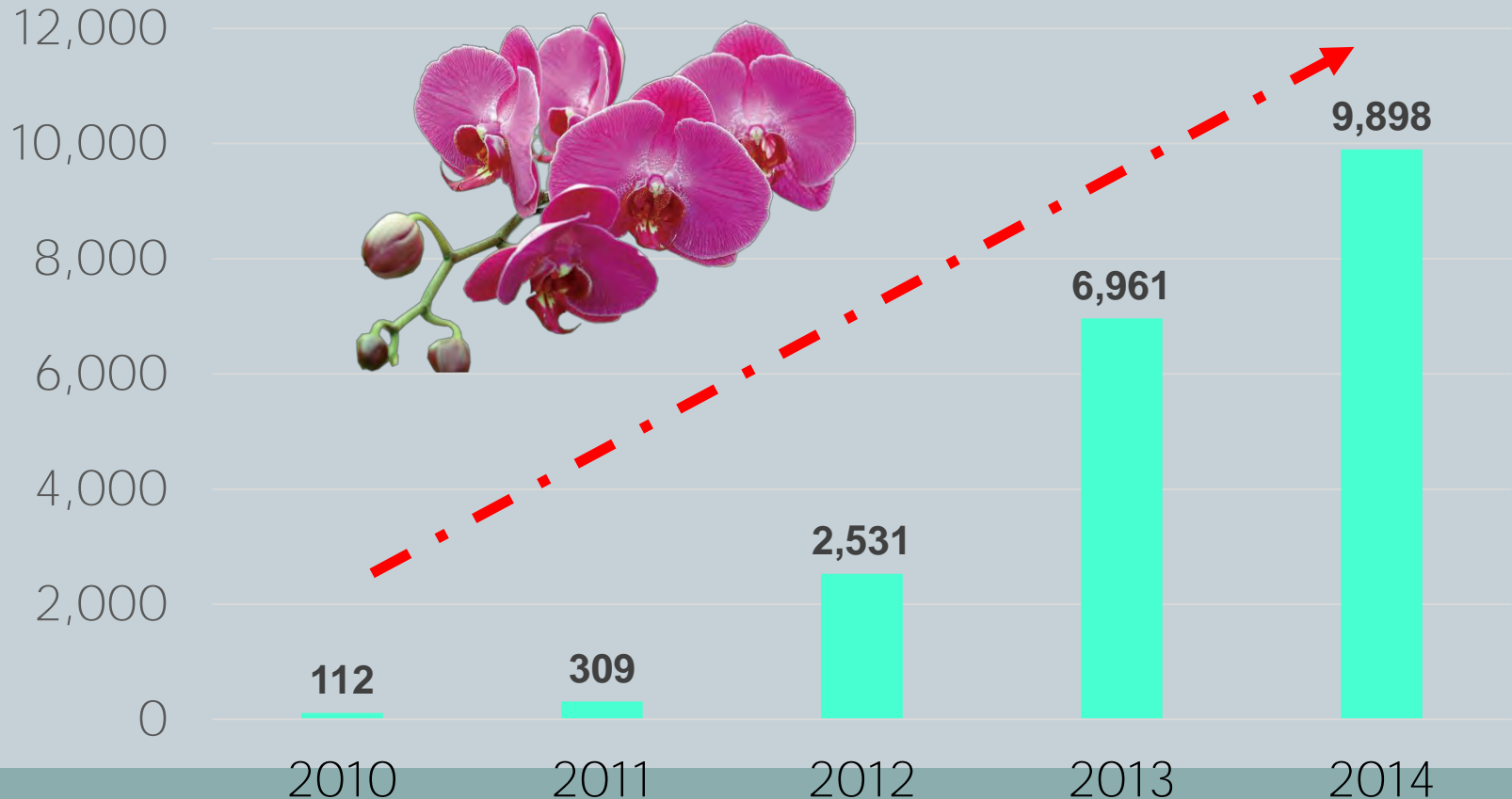
	Australia exports of agricultural products to Taiwan(Top 10)	
	Quantity (ton)	Value (1,000 USD)
Grains and their products	620,349	264,360
Fruits, nuts and products	53,058	160,772
Sugar and its products	219,186	85,443
Other agricultural products	5,704	29,806
Cotton	7,700	16,297
Vegetables and their products	18,413	11,492
Oil seeds and flour	5,936	5,432
Red beans and their products	3,598	4,199
Planting seeds, and fruit gemma	2,326	3,858

The agricultural market opportunities between Australia and Taiwan(vision-1)

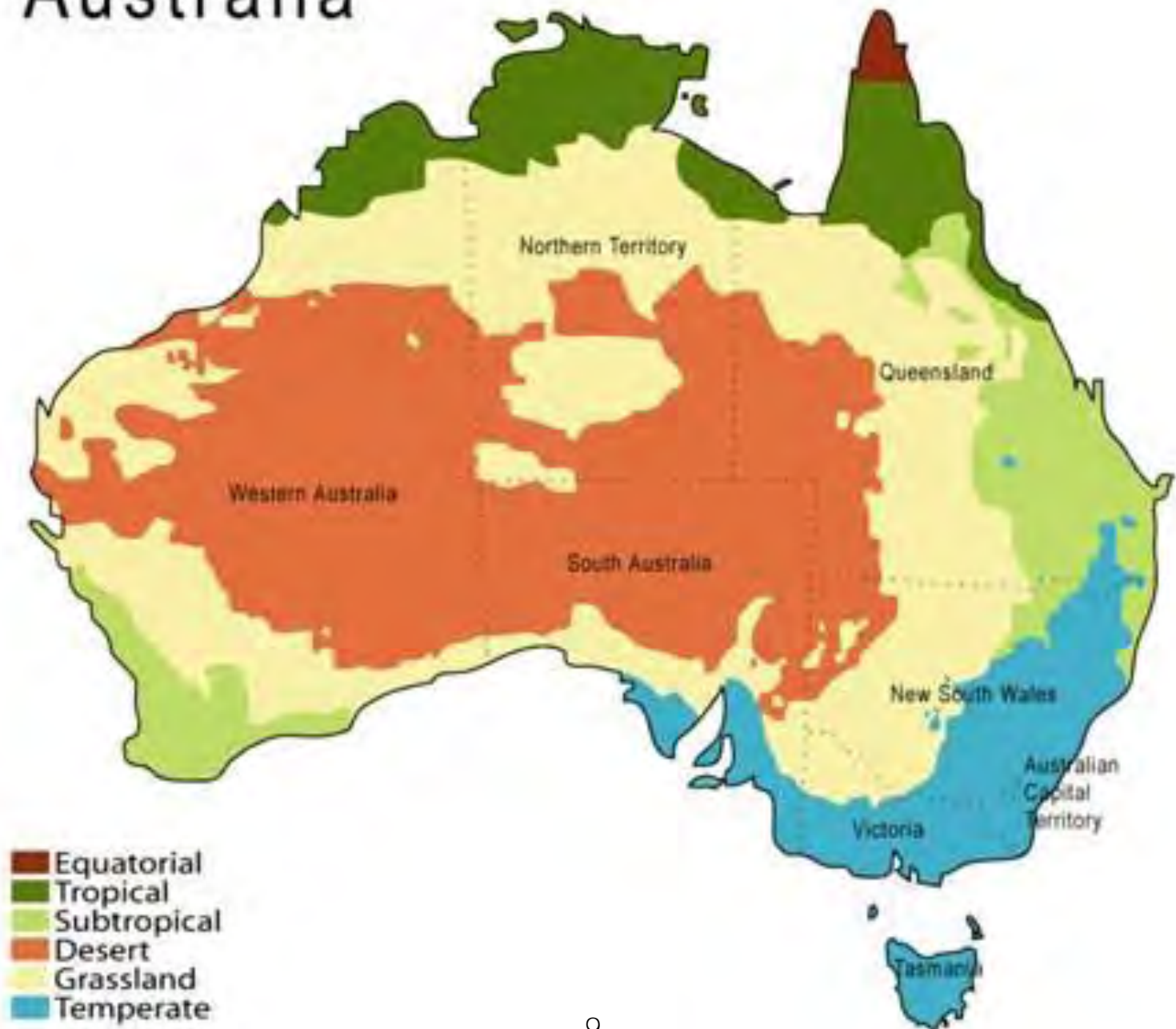
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Taiwan exports of Orchid to Australia

Unit:1000USD



Australia



The agricultural market opportunities between Australia and Taiwan(vision-2)

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Export fresh and chilled mushroom not a strong option.

Australia has high labour and other input costs:

Potential Asian export destination can produce Mushrooms much more cheaply.

Mushrooms are a relatively highly perishable and short shelf-life product:

Efficient and refrigerated export would be costly.

Export Mushroom Growing Substrate might be feasible.

ScatoPlus

Australia



Phase one: Mixing raw materials
、 Primary fermentation
Phase Two: Pasteurisation 、
Secondary fermentation



delivery period

SPAWN RUNNING(FOR 14 – 24 DAYS)

Taiwan



**Growing 、 Flushing
Harvesting**

Imports of fresh and chilled mushroom in Taiwan

UNIT:TON 、 1000USD

Country	100		101		102		103	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Japan	0	2	5	-	-	0	0	
Malaysia	-	19	50	40	104	131	341	

Mushroom demand showing consistent growth in Taiwan.

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The agricultural market opportunities between Australia and Taiwan(vision-3)

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Seasons are reversed between Australia and Taiwan



The Food Supply Situation in Taiwan

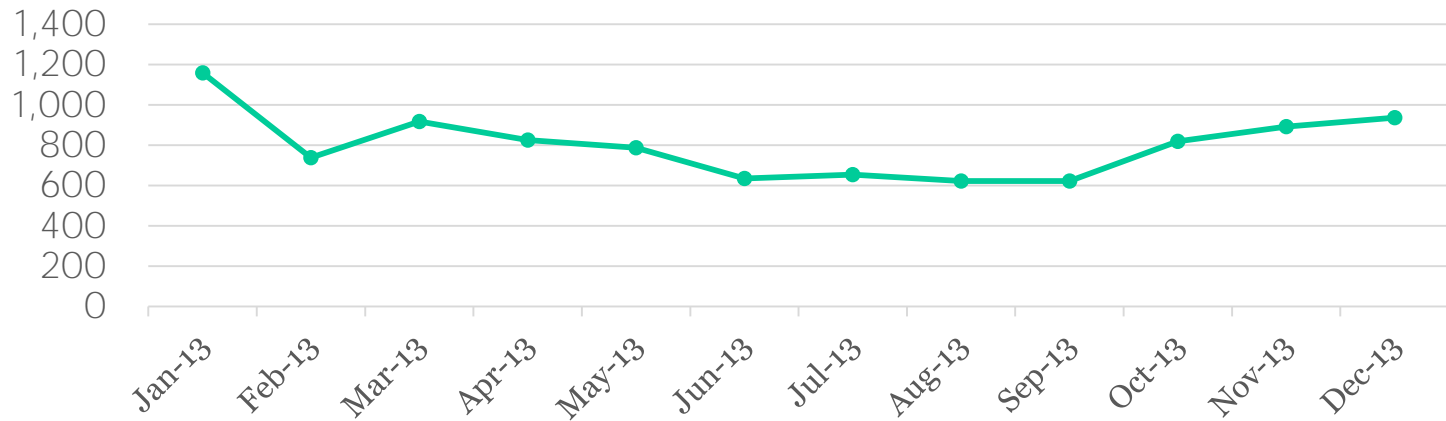
Food Self-supply Structure of Taiwan in 2014

UNIT:%



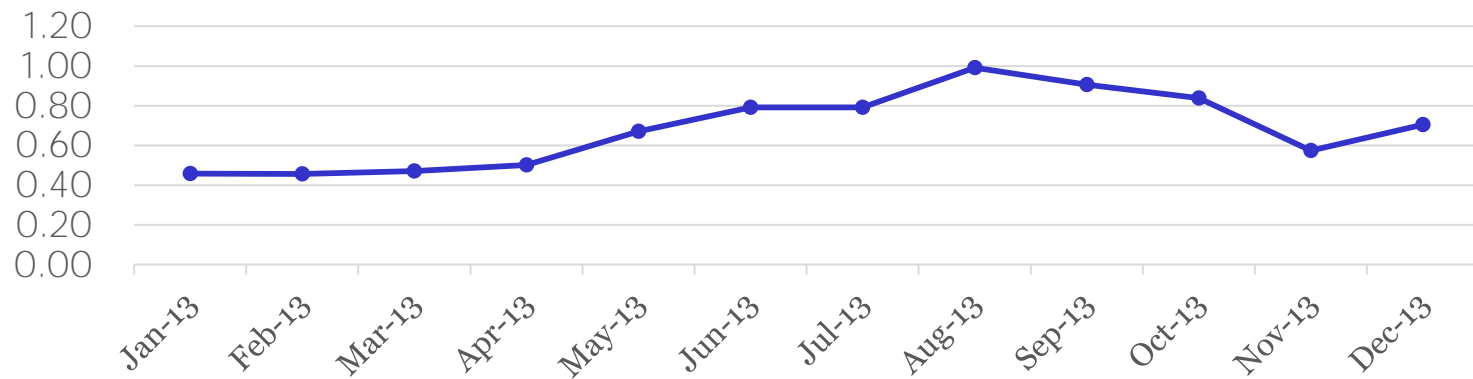
Vegetables transaction information in Taiwan,2014 (Quantity)

UNIT:ton



Vegetables transaction information in Taiwan,2014 (Unit Price)

UNIT:USD







Vegetable Import from Australia 、 New Zealand and U.S.-1

Carrots

UNIT:TON 、 1000USD

Country	102			103			104.7		
	Quantity	Unit Price	Value	Quantity	Unit Price	Value	Quantity	Unit Price	Value
Australia	353	0.63	224	378	0.54	205	14	0.64	9
New Zealand	750	0.35	266	314	0.82	259	391	0.80	313
U.S.	171	1.30	223	105	1.75	184	45	1.78	80

Potato

UNIT:TON 、 1000USD

Country	102			103			104.7		
	Quantity	Unit Price	Value	Quantity	Unit Price	Value	Quantity	Unit Price	Value
Australia	560	0.64	357	566	0.63	358	630	0.56	355
New Zealand	559	0.84	470	291	0.91	264	133	1.13	150
U.S.	65,214	1.00	65,265	58,251	1.07	62,438	22,981	1.21	27,698

Vegetable Import from Australia 、 New Zealand and U.S.-2

Lettuce

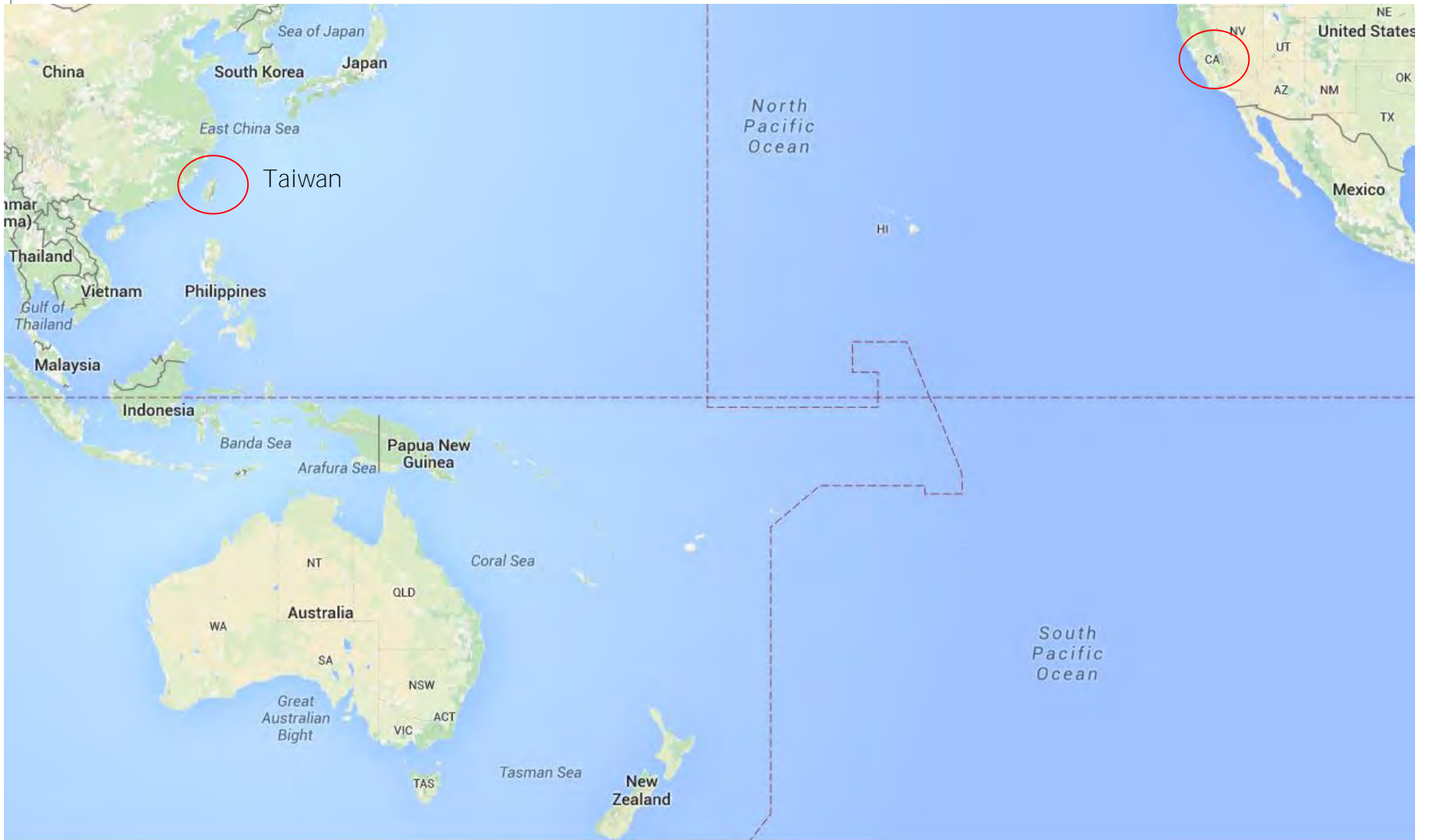
UNIT:TON 、 1000USD

Country	102			103			104.7		
	Quantity	Unit Price	Value	Quantity	Unit Price	Value	Quantity	Unit Price	Value
Australia	-	-	-	-	-	-	-	-	-
New Zealand	0	0.00	1	-	-	-	-	-	-
U.S.	18,328	0.61	11,249	18,358	0.62	11,429	8,062	0.65	5,275

Cauliflower and Broccoli

UNIT:TON 、 1000USD

Country	102			103			104.7		
	Quantity	Unit Price	Value	Quantity	Unit Price	Value	Quantity	Unit Price	Value
Australia	2	1.50	3	16	1.06	17	20	1.05	21
New Zealand	-	-	-	-	-	-	-	-	-
U.S.	13,420	0.73	9,761	12,678	0.73	9,252	6,571	0.74	4,882



Thanks for your attention.