

Handshakes Business Matching Program

Beef Australia 2018 in collaboration with its principal partners, the Australian Government Department of Agriculture and Water Resources, the Queensland Government, Meat & Livestock Australia and the Rockhampton Regional Council welcomes International and Australian businesses to participate in the Beef Australia 2018 Expo Business Matching Program – Handshakes.

The Beef Australia Expo is Australia's largest beef expo with over 90,000 visitors expected to attend. Handshakes provides the opportunity for International companies to meet face-to-face with Australian enterprises across the beef supply chain with a view to establishing business relationships.

Who is eligible?

Companies across the Australian beef supply chain

- Currently or planning to conduct international business activities
- Seeking an international investor

International companies wishing to

- Learn about the Australian Beef Supply chain
- Seeking opportunities to trade with or invest into the Australian beef industry

Why should I come?

Participating in Handshakes will give you the opportunity to:

- Learn about the industry and opportunities for trade and investment with it through attending the Handshakes seminars series
- Identify possible new business opportunities, partners and investors to grow your business

Benefits of participating in Handshakes:

The Handshakes Program offers participants the following complimentary benefits from participating in it:

- ✓ Entry to the Qantaslink International lounge facilities, dedicated for networking and meeting with other Handshakes participants
- ✓ Access to the Beef Expo for international participants
- ✓ A Smartphone app for business matching with other participants and providing details of the Handshakes Program of events
- ✓ Handshakes Seminar Series of seminars, supported by HSBC, on the Australian Beef Industry and Trade and Investment opportunities
- ✓ Invitations to networking receptions following each of the Handshakes seminars and the International Welcome reception

Handshakes Schedule

	Morning	Afternoon	Evening
Monday 7 May	<p>10am - 11:30 am</p> <p>Introduction to the Australian Beef Industry & opportunities for trade, supported by HSBC</p> <p>in James Lawrence room 1 includes catered break for attendees to interact</p> <p>This seminar includes an overview of the Australian beef industry, its structure, key organisations, the beef supply situation, beef & live cattle demand and trade opportunities ¹.</p>	<p>2.00pm - 3.30pm</p> <p>Investment opportunities in the Australian Beef Supply Chain, supported by HSBC</p> <p>in James Lawrence room 2 includes catered break for attendees to interact</p> <p>Covered in this seminar will be advantages, opportunities and key considerations of Australian beef supply chain investment ¹.</p>	
	Networking and business meetings in the Qantaslink International Lounge	Networking and business meetings in the Qantaslink International Lounge	
Tuesday 8 May	Beef Australia Symposium ² (not included in Handshakes program)		
	Networking and business meetings in the Qantaslink International Lounge		
Wednesday 9 May	MLA Global Markets Forum ² (not included in Handshakes program, tickets are complimentary)		Welcome Reception
	Networking and business meetings in the Qantaslink International Lounge		in Qantaslink International Lounge
Thursday 10 May	<p>10am - 11:30 am</p> <p>Are you Investment ready? – supported by HSBC</p> <p>in James Lawrence room 1 includes catered break for attendees to interact</p> <p>This seminar covers the need for alternative capital sources in Australian Agriculture, includes examples, and key considerations on becoming investment ready.</p> <p>This seminar is targeted to Australian businesses.</p>	<p>Interbreed Judging Parade of Champions</p> <p>(not included in Handshakes program, FREE event – part of Beef Australia program)</p>	
	Networking and business meetings in the Qantaslink International Lounge	Networking and business meetings in the Qantaslink International Lounge	
Friday 11 May	Networking and business meetings in the Qantaslink International Lounge		

Additional activities at the expo - Monday 7 May to Friday 11 May

Various lunches and dinners (including by International Chefs), seminars and property tours will also be held during the expo. Refer full Beef Australia program for details – www.beefaustralia.com.au

1. Free entry to international visitors, sign up when you register for Handshakes or as an International visitor

2. Tickets necessary and available at www.beefaustralia.com.au/tickets