

Interactive Breakout Roundtables



AQUAFEEDS
A New Equilibrium

BREAKOUT ROUNDTABLE SESSION GUIDE

One of Asia's biggest weaknesses is the fragmented nature of our value chain. We do not act, and individual segments are weaker on their own. Despite the lack of non-integration, we have to build alliances to act in a *de facto* integrated manner.

Objective:

In this year's breakout session, the objective is to have the feedmillers act as major force to create these alliances. The 1.5-hour interactive session will involve group participation of all attendees to openly discuss and present ideas on: **"Working along the value chain to improve efficiency, traceability and sustainability"**

Modus operandi:

Participants will break into their assigned groups of 10-12 pax per table (each with a Roundtable Leader) to present their views, concerns and derive priority areas for improvement and changes. The three groups are:

- G1: Feedmillers & Farmers (FF)
- G2: Feedmillers & Processors (FP)
- G3: Feedmillers & Feed Ingredient Suppliers (FIS)

Note to leaders: Immediately appoint a scribe/secretary to note down salient points and write these down as you go along. Avoid last minute write-up.

Time schedule

All participants will have 1.5 hours to:

- a) Openly bring out issues and challenges as we strive towards improvements in feed efficiency, traceability and sustainability along the supply chain & develop some implementation strategies and KPIs
- b) Discuss challenges on traceability, transparency & criteria for sustainable feeds in Asia (FF) and for sustainability (FP and FIS).

HERE ARE SOME SUGGESTED AREAS FOR DISCUSSION FOR THE GROUP BELOW BUT DISCUSSION SHOULD NOT BE LIMITED TO THESE.	
Feedmillers & Farmers	<ul style="list-style-type: none"> • Cost of feed/kg of produce vs feed price • Feed density vs stocking density • Requirements for early-stage nutrition • Important criteria for feed other than price • Feeding efficiency and autofeeders • Traceability, transparency & criteria for sustainable feeds
Feedmillers & Processors	<ul style="list-style-type: none"> • Cost of feed/kg fillet vs feed price • Feeds and fillet quality/shrimp colour & taste • Acceptance of novel ingredients • Premium pricing & branding • Conveying retailer demands • Traceability, transparency & criteria for sustainability
Feedmillers & Feed Ingredient Suppliers	<ul style="list-style-type: none"> • Acceptance of novel ingredients • Functional feeds for shrimp/fish health • Experiences in formulation • Top dressing versus factory made feeds • Improving early-stage nutrition • Traceability, transparency & criteria for sustainability

- The breakout roundtable session will begin at 11:00 hrs and end at 12:30 hrs (Day 2).
- Names of participants according to their group of choice will be posted on whiteboards in the foyer.
- Names of Roundtable Leaders will be posted at the top of each list.
- Roundtable Leaders – take your seat at the designated table, with your names on a tent card.

**See next page for deliverables.*

Deliverables: Please complete the following table for each group (SAMPLE)

Industry Groups:

- G1: Feedmillers & Farmers (FF)
- G2: Feedmillers & Processors (FP)
- G3: Feedmillers & Feed Ingredient Suppliers (FIS)

Current issues and challenges	Strategies & KPIs