



7 September, 2018

Program of Grain Ukraine–2018

Agro titans meet here

On the crest of a wave: challenges and risks of the agrarian season of 2018/2019

The agrarian market is entering the new season of 2018/2019. Will the hopes of Ukrainian farmers be fulfilled? What are the positions of Ukrainian grain on world markets today? How to make the season fruitful? At the 3rd International Conference 'Grain Ukraine' we will talk on how the key players deal with main risks and challenges of the market, how the best strategies are born and excellent results are achieved.

The experts and speakers of Grain Ukraine-2018 will cover the following issues:

- What factors are critical and which of them can affect the market in the nearest future?
- Where is the price moving? How to manage price risks today? What changes are possible in the nearest future?
- What is going on with supplies and contracts?
- How to monitor the performance of contracts? How to avert controversial issues?
- What are the positions of Ukrainian grain during this season?
- How to bypass current infrastructure restrictions?

9:00–10:00

Registration of participants and morning coffee

10:00–10:30

Opening speech:

Maksim Stepanov, Governor of the Odessa region

Andrey Stavnitser, CEO 'TAS' Group of terminals

Olga Trofimtseva, Deputy Minister of Agrarian Policy and Food of Ukraine on European Integration

Special topic "Export Potential of Ukraine": Olga Trofimtseva, Deputy Minister of Agrarian Policy and Food of Ukraine on European Integration

10:30–12:00	SECTION 1.GRAINS MARKET: UKRAINE AND THE WORLD
10:30–11:00	<p>ANALYTICS-2019: FORECASTS VS REALITY</p> <p>Moderator is currently being negotiated</p> <p>Ukraine in the world and the region: what is going on in the main sales markets:</p> <ul style="list-style-type: none"> – world trends and forecast refinement. – trends of the Black Sea region. – internal Ukrainian trends and updated forecasts for the grain season of 2018/2019. <p>Participants of the block:</p> <p>Miriam Morath, Senior Economic Analyst at the International Grains Council. Great Britain about global trends</p> <p><i>Analysts of the companies and research agencies about the Black Sea region and Ukraine.</i></p> <p>Special topic: Change in climatic conditions and global prospects for agriculture:</p> <p>Mikhail Malkov, coordinator of programs for the development of the Food and Agriculture Organization of the United Nations (FAO) in Ukraine</p>
11:00–12:00	<p>PANEL DISCUSSION “GRAIN TRADE: HOW TO MAKE THE MOST OF THE SEASON 2018/2019”</p> <p>Moderator – Nikolay Gorbachev, President of the Ukrainian Grain Association</p> <p>Overview of the main markets for Ukrainian grain: what are the prospects for the season in Asia, North Africa, the Middle East:</p> <ul style="list-style-type: none"> – How can Ukraine strengthen its position in the main sales markets? – How to efficiently deal with market risks and threats (macro- and microeconomic factors, grain quality standards, phyto-sanitary standards, requirements for Ukraine, etc.) <p>Special topic “Competition”: Agrarian reforms in Argentina: what is the conclusion Ukraine can draw from the steps that its competitor made?</p> <p>Jesús María Silveyra, Undersecretary of Agricultural Markets at Ministry of Agriculture, Argentina</p>
12:00–12:30	Coffee break

12:30–13:15	<p>NEW SALES MARKETS AND NEW PLAYERS</p> <ul style="list-style-type: none"> – Peculiarities of work in regions which are new for Ukraine: attention to detail and counterparties. Cases of companies in the markets of Asia. – Look, who’s here. New players in the Ukrainian market. How is it possible to win the competition and by what means?
13:15–14:00	<p>SECTION 2. CONTRACT AND PRICE CHALLENGES</p> <p>PANEL DISCUSSION “THE PRESENT AND FUTURE OF FUTURES FOR WHEAT AND CORN OF THE BLACK SEA REGION”</p> <p>We will talk on why it did not work in 2012.</p> <p>How are new instruments traded now? Who and with what purposes is using them today? What pitfalls are available?</p> <p>What other mechanics could be used?</p> <p>How do market participants see the future of these tools?</p> <p>Discussion participants:</p> <p>Jeffrey Kuijpers, Executive Director of CME Group, Great Britain</p> <p>Representatives ofFCStone</p> <p>Representatives of ‘Spike Trade’</p>
14:00–15:00	<p>Lunch</p>
	<p><i>During lunch - one-on-one meetings and business negotiations</i></p>
15:00–16:30	<p>SECTION 3. LARGE AGRARIAN PANEL “AGRARIAN BUSINESS OF UKRAINE IN SEARCH OF OPERATIONAL EFFECTIVENESS”</p> <p>Moderator: Andrey Dligach, President of Advanter Group of companies, co-founder of Nova Krayina civil platform</p> <p>How to survive in a highly competitive environment? We will talk about the evolution of management decisions in the agrarian business and how agricultural companies work with operational efficiency.</p> <p>Participants of the block:</p> <ul style="list-style-type: none"> – Measurement and management of operational efficiency (Sergey Bulavin, Vice-President of AgroGeneration) – Partnership program as a way to increase profitability: what does the investment in seeding from employees and top managers give? (The invitation was sent to: Igor Osmachko, CEO of Agroprosperis) – Transformation of the distribution model (Anton Yakovenko, CEO of Agroscope InternationalCompany) – Innovation agenda for Ukraine: diagnostics of agro-companies and finding their priority needs (Julia Poroshenko, co-founder of ‘Radar Tech’ technological cluster and founder and project manager of

	<p>AgrohubProject)</p> <p>– Medium-sized farms: sources of efficiency. Speaker is currently being negotiated.</p>
16:30–17:00	Coffee break
17:00–18:00	<p>SECTION 4. PANEL DISCUSSION “INFRASTRUCTURAL CHALLENGES: THE RESCUE OF A DROWNING MAN IS THE DROWNING MAN’S OWN JOB” (supported by proAgro)</p> <ul style="list-style-type: none"> - How to bypass infrastructure restrictions? Mechanisms for solving the main problems: expansion of the port railway stations; construction of grain wagons and traction rolling-stock. - The path of Ukrainian grain to ports: auto, railway, river. Tariffs for transportation VS conditions and quality of services provided. - Partnership of the state and private companies to solve infrastructure problems. <p>Discussion participants:</p> <p>Nikolay Gorbachev, President of UGA</p> <p>Representatives of Nibulon Company</p> <p>Representatives of Ukrzaliznytsia</p> <p>Representatives of the EBA Grain Committee</p> <p>Representatives of TIS</p>
18:00–20:30	Free time
20:30–24:00	Grain Ukraine Party
8 September	<p>Mellow season with Grain Ukraine</p> <p>The legendary beach retreat with various activities and music.</p> <p>This is a unique networking, allowing you to create ties of close friendship.</p>
7 September, WHITE HALL (starts working after lunch)	
14:00–15:00	Lunch
15:00–16:30	<p>AGROHUB INNOVATION PANEL</p> <ul style="list-style-type: none"> – Innovation Agenda – results of the analysis of key projects in 2018 (Kirill Krivolap, partner of Agrohub) – Startup pitches for traders and logistics companies: <ul style="list-style-type: none"> ○ GrainTrack – trader process management system (back-office) ○ Aliro – platform for trading (orders for purchase, sale, auctions, tenders) ○ Tradematic – platform for trading (orders for purchase, sale, auctions, tenders) ○ MobiMill – mobile application for buyers and farmers (optimization of communications, etc.) ○ Agroportex – platform for trading organic products

16:30–17:00	Coffee break
17:00–18:00	ROUND TABLE “TOPICAL ISSUES OF THE AGRARIAN MARKET” <ul style="list-style-type: none">- Protection of the agrarian business: what happens with tax inspections, how to check counterparties, how to deal with fraud and counteract raider attacks.- Traditional and alternative programs for financing the agrarian market.<ul style="list-style-type: none">• Representatives of Ukrsibbank, AVAL Bank, Credit Agricole, EBRD, IFC.