



	<p style="text-align: center;">Grain Ukraine-2018 Program</p> <p style="text-align: right;"><i>Agro titans meet here</i></p> <p>On the crest of a wave: Challenges and risks of the agrarian season 2018/2019</p> <ul style="list-style-type: none"> • What are the positions of the Black Sea grain on the world markets today? • Will the hopes of Ukrainian agro companies for a new season 2018/2019 be fulfilled? • What happens with prices? <p>At the III International Grain Ukraine Conference, we will talk on how key players deal with main market risks and challenges, how the best strategies are created and intended results are achieved.</p> <p>The experts and speakers of Grain Ukraine 2018 will focus on covering the following issues:</p> <ul style="list-style-type: none"> – US-China trade war and its impact on the world grain market. – Change in climatic conditions and prospects for the Black Sea region. – Expansion of sales markets for the Black Sea grain: Key trends and challenges. – Present and future of futures for the Black Sea wheat and corn in the view of key market players. – Solution for the infrastructure problems of Ukraine: Is there a way out of the situation? – Operational efficiency in the agro sphere: The best cases of Ukrainian agro holdings. – Investments in agribusiness: What are the prospects for Ukraine today and in the nearest future? – Innovation agenda: Pitches of agro startups.
September 7. Main stage	
9:00–9:50	Registration of participants and morning coffee
9:50–10:00	Grand opening of the conference
10:00–10:30	<p>Opening speech of officials: Maksym Stepanov, Governor of Odessa region Andrey Stavnitser, CEO of TIS Group of Terminals Olga Trofimtseva, Deputy Minister of Agrarian Policy and Food of Ukraine on European Integration</p> <p>Special topic “Export Potential of Ukraine”. Olga Trofimtseva, Deputy Minister of Agrarian Policy and Food of Ukraine on European Integration</p>

10:30–11:45	<p>SESSION 1. “GRAINS MARKET: UKRAINE AND THE WORLD” Moderator – Nikolay Gorbachov, President of Ukrainian Grain Association.</p>
10:30–11:15	<p>“ANALYTICS-2019: FORECASTS VS REALITY”</p> <p>Block participants: “World grains and oilseeds markets in 2018/19 – Quo vadis?”. Miriam Morath, Senior Economic Analyst, International Grains Council (UK) “US-China trade war – Opportunities for the Black Sea region?”. Zsolt Vincze, Senior Vice President, R.J. O’Brien (US) “Global economic trends and their impact on agrarian business: What to expect and what to prepare for”. Oleg Ustenko, Executive Director, The Bleyzer Foundation</p>
11:15–11:45	<p>PANEL DISCUSSION “GRAIN TRADE: HOW TO SQUEEZE THE MOST OUT OF THE SEASON 2018/2019”</p> <p>Block participants: “Peculiarities of crop 2018 and issues on the way to progress”. Vasile Varvaroi, General Manager of the Danube region/ Ukraine, Cargill “Destination markets for grains from the Black Sea region in 2018/19 marketing year”. Vladimir Osadchuk, General Manager, COFCO Agri Ukraine</p>
11:45–12:15	<p>Coffee break</p>
12:15–14:00	<p>SESSION 2. “SALES MARKETS EXPANSION FOR THE BLACK SEA GRAIN AND NEW INSTRUMENTS” Moderator – Ivanna Dorichenko, Managing Director at TRADAIDE (UK).</p>
12:15–13:00	<p>PANEL DISCUSSION “PECULIARITIES OF WORK IN THE REGIONS WHICH ARE PROMISING FOR UKRAINE”</p> <p>Block participants: Hazem Saker, Senior Trader, Promising International Trading Co. DMCC (UAE) Roman Rusakov, Black Sea Trader, Olam International Oleg Levchenko, CEO of GrainCorp Ukraine LLC</p>
13:00–14:00	<p>PANEL DISCUSSION “NEW TRENDS IN PRICING AND HEDGING OF RISKS FOR THE BLACK SEA GRAINS”</p> <p>Block participants: “Present and future of futures and options on the Black Sea wheat and corn”. Jeffry Kuijpers, Executive Director, CME Group (UK) “Black Sea Pricing – Use of Platts’ price assessment both in physical and futures markets”. Alexandre Bobylov, Senior Pricing Specialist of the Department of Agriculture at EMEA, S&P Global Platts (UK)</p> <p>Topics for discussion: – How do these instruments work today? What are the pitfalls in their use? – How do market players see the future of these instruments?</p> <p>Jeffry Kuijpers, Executive Director, CME Group (UK) Alexandre Bobylov, Senior Pricing Specialist of the Department of Agriculture at EMEA, S&P Global Platts (UK) Matt Ammermann, Commodity Risk Manager – Vice President Eastern Europe/ Black Sea Region, INTL FCStone Financial Inc. FCM Division (US) Aleksandr Solovey, CEO of Spike Trade Group</p>

14:00–15:00	Lunch
15:00–16:30	<p>SESSION 3. LARGE AGRARIAN PANEL “UKRAINIAN AGRIBUSINESS IN SEARCH OF OPERATIONAL EFFICIENCY”</p> <p>Moderator – Andrey Dligach, Director of Advanter Group of companies; co-founder of “Nova Kraina” civil platform.</p> <p>Block participants: “Digitalization and automation of agribusiness and their impact on operational efficiency”. Yevgen Osypov, CEO of Kernel “Operational efficiency: Measuring, managing and dealing with challenges”. Sergiy Bulavin, Vice President of AgroGeneration “Agriculture effectiveness and efficiency”. Anton Yakovenko, CEO of Agroscope International “Farm size and productivity”. Egor Sklyarov, co-founder of "Seim-Agro" company “Sustainable development in agribusiness: New requirements for grain suppliers”. Sanjay Sethi, Director Sustainability, Phoenix Group (UAE)</p>
16:30–17:00	Coffee break
17:00–17:10	Presentation "Container Block Trains Development". Yuriy Krasovskyy , CEO at MTA SERVICE
17:10–18:10	<p>SESSION 4. PANEL DISCUSSION “INFRASTRUCTURAL CHALLENGES: THE RESCUE OF A DROWNING MAN IS THE DROWNING MAN’S OWN JOB” (with the support of proAgro)</p> <p>Moderator – Nikolay Gorbachov, President of Ukrainian Grain Association.</p> <ul style="list-style-type: none"> – How to bypass the 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. – The partnership of the state and private companies to solve infrastructure problems. <p>Discussion participants: Andrey Ryazantsev, Director for Economics and Finance of PJSC “Ukrzaliznytsia” (Ukrainian Railways) <i>The invitation was sent to:</i> Yaroslav Dubnevich, Head of the Verkhovna Rada Committee on Transport Issues Olga Kopiika, Chief Advisor on Legal Issues and Relations with Government of Bunge Ukraine, Cohead of the Logistics Committee of the European Business Association (EBA) Yuriy Shchuklin, Owner of logistic company ZERTEK</p>
18:10–20:00	Free time
20:00–24:00	CUBANA PARTY – CUBA LIBRE! (hosted by Odessa City Food Market)
September 7. White hall	
12:15–13:30	<p>ROUNDTABLE “INVESTMENTS IN THE AGRO SPHERE”</p> <p>Moderator – Vladislava Rutitskaya, Vice President of SigmaBleyzer.</p> <ul style="list-style-type: none"> – Investments in agribusiness: What are the prospects for Ukraine today and in the nearest future? – Investing in the agricultural supply chain: Challenges in financing farms and the logistic pipeline – An investor’s perspective. – Mitigation tools to manage risks and financing costs: From rainfall variability to political

	<p>& regulatory changes.</p> <p>Roundtable participants: Christian Joerg, Director, SALIC (UK) Natalya Zhukova, Head of Agribusiness, EBRD (UK) Jason Pellmar, Regional Manager, Belarus, Moldova and Ukraine, IFC Jean-Jacques Soulacroup, Senior Corporate Banker for the Eastern Neighbouring region, EIB (Luxembourg) Andrii Tsokol, Principal Banker at EBRD</p>
13:30–13:45	<p>“Agrarian receipts – an instrument for hedging risks and securing supplies”. Helen Fairlamb, Project manager of Ukraine Crop Receipts Project, IFC</p>
13:45–14:00	<p>Presentation “Why agriculture needs economic steel solutions?”. Peter Remenyi, Executive Sales Manager for Steel Sheet Piles, ArcelorMittal (Luxembourg)</p>
14:00–15:00	<p>Lunch</p>
15:00–18:00	<p>AGROHUB INNOVATION PANEL (with the support of AgroHub) Moderator – Kirill Krivolap, Partner of Agrohub.</p>
15:00–15:15	<p>“Ukraine – from agro- to AgTech country”. Kirill Krivolap, Partner of Agrohub</p>
15:15–15:30	<p>“Large agribusiness VS start-ups is a myth. MHP accelerator project is about large agribusiness & startups”. Ksenia Prozhogina, HR & Communications Director, agro-industrial holding Myronivsky Hliboproduct (MHP)</p>
15:30–16:30	<p>Agro-startups pitches:</p> <p>Alexandr Maschenko, CEO of Zernovoz.in.ua – platform for fast search of carriers and management of motor transport in agribusiness, and Zernotorg.com.ua – platform for communication of large grain enterprises and farmers</p> <p>Dmitriy Mikhailchuk, Founder of Graintrack – CTRM-program for managing the company-grain trader</p> <p>Oleg Rudkovskiy, Co-founder of Sovtes – SaaS solution for profitable freight management</p> <p>Dmitriy Titarenko, CEO & Founder of Agroport Ukraine – Agroportex.Bio, assistant on the global organic products market</p>
16:30–17:00	<p>Coffee break</p>
17:00–18:00	<p>AGROHUB INNOVATION PANEL (continued)</p> <p>Alex Panfilov, Business Development Director of Aliro Trade – B2B Marketplace for agricultural commodities</p> <p>Sergey Mazurenko, Sales Manager at MobiMill – "Mobile applications as an effective instrument for a modern farmer"</p> <p>Andrey Bobyshev, CEO of Ukraine Commodity Clearing – AgroBrokBot, innovative trading platform for efficient trading</p>
<p>September 8. PlyazhNik Beach-Club</p>	
10:00–17:00	<p>Velvet season with Grain Ukraine</p> <p>The legendary beach relaxing day with various activities, Holi Festival of Colours, music and video shooting. This unique networking will allow you to create close friendly ties.</p>