



GRAIN UKRAINE 2021 PROGRAM

4 June

9:00–10:00 Registration of participants and morning coffee

10:00–10:05 Opening of the Conference and welcome speech by Andriy Stavnitser, Co-owner of TIS Terminal Group

SESSION 1. Future Grain

Moderators:

Larysa Mudrak, Chairman of the Supervisory Board of the Ukrainian Cultural Foundation, CEO of Family Business Network Ukraine, President of Win Win Communications

Andriy Dligach, Doctor of Economics, Chairman of Advanter Group, Co-founder of the Center for Economic Recovery

10:05–10:30 «Strategy of the agricultural market development for the next 10 years»
Interview with Roman Leshchenko, Minister of Agrarian Policy and Food of Ukraine

We'll consider the following issues:

- Shaping an effective strategy of the industry development for the next 10 years
- Functioning of the ministry: goals and strategies
- Progress of land and agrarian reform
- Implementing full-fledged agricultural insurance
- Solving the problem of irrigation and attracting investments for such projects
- Dealing with challenges in biosafety and food quality.

10:30–11:15 Panel discussion «Launching the land market: challenges and long-term prospects for business, investors and the economy»

We'll consider the following issues:

- Challenges for the land market launch: economic impact of this launch and the need for further market liberalization. Reform of the State Geocadastre, legislative innovations concerning regulations of land relations and decentralization in the land sphere, the All-Ukrainian referendum on the sale of agricultural land
- Will the land market opening make it possible to form market prices for the lease and purchase of land, as well as to use agricultural land as collateral
- What financial instruments will be of help in the process of launching the land market
- What can Ukrainian farmers and foreign investors finally expect

Speakers:

– **Roman Leshchenko**, Minister of Agrarian Policy and Food of Ukraine

– **Yevhen Osypov**, CEO of Kernel

– **Dmytro Lyvch**, Advisor to the Prime Minister (on pro-bono basis) in the Secretariat of the Cabinet of Ministers of Ukraine, Head of Analytics at EasyBusiness, Head of Analytics Department of the Center for Economic Recovery

– **Olga Balytska**, Head of Land Resources and Real Estate Practice, PwC Legal Ukraine

– **Ivan Miroshnichenko**, investor, public figure, politician

11:15–11:45 Coffee break

SESSION 2. Export potential of Ukrainian grain in the new season

Moderator: Natalia Mykolska, non-executive member of the Supervisory Board of Ukrhydroenergo PJSC, Co-founder of Trade+ Center at Kyiv School of Economics, SheExports and TechUkraine platforms

10:45–12:05 «SSUFSCP as a gateway to grain exports»

- How does Ukraine plan to address challenges in biosecurity and food quality in the long term
- How long will it take to fully harmonize Ukrainian and European legislation in such spheres as plant health, food and feed safety

Speaker: **Vladyslava Magaletska**, Head of the State Service of Ukraine for Food Safety and Consumer Protection

12:05–13:00 ➤ Ukraine in the world and in the region: challenges and opportunities

- **Financing export operations**
- **Phytosanitary norms of the EU and Ukrainian exports. How can exporters minimize their costs for setting up a product verification system for the absence of prohibited chemicals**

Speakers:

- **Taras Vysotskiy**, Deputy Minister of Economic Development, Trade and Agriculture
- **Taras Kachka**, Deputy Minister of Economic Development, Trade and Agriculture
- **Vladyslav Sedyk**, First Deputy Head of the State Service of Ukraine for Food Safety and Consumer Protection
- **Arina Korchmaryova**, Vice President of Cotecna Inspection S.A. (Black Sea and Baltic regions)
- **Olga Trofimtseva**, Chairman of the Assembly of Agrarian Chambers of Ukraine
- **Gennadiy Khelemskyy**, Head of Structured Trade Finance at JSB 'UkrGasbank'

13:00–13:15 «Climate Challenges for Ukrainian Grain»

- How to tackle the irrigation problem
- How attract investments for irrigation projects
- What new technologies can be used to trap soil moisture
- How to use the experience of other countries to grow more drought-tolerant crops

Speaker: **Mykhailo Malkov**, Coordinator of Development Programs of the Food and Agriculture Organization of the United Nations (FAO) in Ukraine

13:15–14:30 *Lunch time*

14:00–14:15 **Showroom during the lunchtime «How can the blockchain technology change the agro-trading industry? Use of blockchain outside of cryptocurrencies, tokenization of assets and issues of agro-trading digitalization»**

Speaker: **Filipe Pohlmann Gonzaga**, COO Cerealia

SESSION 3. Trade Panel

14:30–14:40 «Promising markets for the season of 2021/2022 and their peculiarities»

Speaker: **Bohdan Kostetskiy**, Operational Partner of Barva Invest trading and analytical company

- 14:40–15:20** ➤ Black Sea grain: trends in the main sales markets (European Union, Africa, Asian markets).
➤ How to strengthen the position of Ukraine in the main sales markets.

Moderator: **Ivanna Dorichenko**, GAFTA Arbitrator, Managing Director of TRADAIDE

Speakers:

- **Roman Rusakov**, Trader of the Black Sea region, Olam International
- **Hazem Saker**, Senior trade officer, Promising International Trading Co. DMCC
- **Bohdan Kostetskiy**, Operational Partner of Barva Invest trading and analytical company

15:20–15:50 Panel discussion «Conclusions made from defaults and lessons for the future»

Moderator: **Mykola Gorbachov**, President of the Ukrainian Grain Association

We'll consider the following issues:

- How to prevent new forward defaults?

Speakers:

- **Tetiana Alaverdova**, Director of Sales Department, HarvEast
- **Ivanna Dorichenko**, GAFTA Arbitrator, Managing Director of TRADAIDE
- **Volodymyr Osadchuk**, CEO of COFCO Agri Ukraine

15:50–16:20 Panel discussion «Trading strategies in terms of price volatility»

Moderator: **Kateryna Konashchuk**, Founder of Trend&Hedge Club

We'll consider the following issues:

- Hedging producer's price risks: wishes, opportunities, reality.
- Sales strategy in the new season: high cost of hedging and basis risk.
- How to promote Black Sea grain futures and reduce basis risks.

Speakers:

- **Sergiy Dobrogorskiy**, Director of Financial Department “Mironovsky Hliboproduct” (MHP)
- **Borys Prykhodko**, Head of Financial Solutions Department, Syngenta
- **Val Sigaev**, Futures Broker and Risk Management Advisor, RJO'Brien

16:20–16:40 *Coffee-break*

SESSION 4. Infrastructure Panel

Moderator: Mykola Gorbachov, President of the Ukrainian Grain Association

16:40–17:20 Panel discussion «Development of ports: what strategy will allow Ukraine to favorably compete in the Black Sea region»

What we will talk about:

- How can Ukrainian ports increase cargo flows and favorably compete with other European ports
- Is it possible to revise port dues and their intended use
- How to create favorable conditions for attracting investments in the ports from private companies. Public-private partnership for port development.

Speakers:

- **Shota Hadzhishvili**, Co-founder and CEO of RISOIL S.A.
- **Raivis Veckagans**, Owner of RV Transport Consulting Company
- **Yuriy Vaskov**, Founder and Owner of Ukrmara Company
- **Filipp Grushko**, Member of the Supervisory Board of TIS Group, Business Development Director of Neptune grain terminal, Founding Partner of SD Capital investment company
- **Viktor Dovgan**, Investment Adviser to the EU Project
- **Anton Zhemerdeyev**, Commercial Director of Maxigrain Ukraine Company
- **Mark Magaletskiy**, Deputy Head of the European Bank for Reconstruction and Development in Ukraine

17:20–17:30 «N`UNIT – new Ukrainian network of intermodal terminals»

*Speaker: Yuriy Krasovski*y, Business Development Director N`UNIT

17:20–17:30 Panel discussion «What's wrong with the law «On internal water transport»

Issues for discussion:

- Background of the problem and provisions of the law Ukrainian players oppose to. How can norms of the law be improved?
- What are the local communities interested in?
- What investments should be made in cleansing systems and facilities on the waterways in order to prevent future environmental problems?

Speakers:

- **Dmytro Lyvch**, Advisor to the Prime Minister (on pro-bono basis) in the Secretariat of the Cabinet of Ministers of Ukraine, Head of Analytics at EasyBusiness, Head of Analytics Department of the Center for Economic Recovery
- **Mykhailo Rizak**, Deputy General Director for Interaction with Public Authorities at Nibulon LLC
- **Yevhen Ignatenko**, Co-founder of Grain Transshipment Company.

19:30–23:00 **Burning Year of Grain Men Party**

Headliner – VV Band and Oleg Skrypka

Address: Buddha Beach, 1 Vice-Admiral Azarov Str., Otrada Beach

5 June

19:30–23:00 Burning Year of Grain Men

Traditional networking in the legendary Odesa Park Residence Club

You'll enjoy informal communication with colleagues and friends, interesting master classes and entertainment, delicious Odesa meals and music. It's a great way to “power up” your batteries and get ready for the new season.

Address: 85 Frantsuzskiy Boulevard