



# GRAIN IN THE TIME OF CHAOS

Exploring new pathways for promoting  
Ukrainian grains worldwide



GRAIN  
UKRAINE

INTERNATIONAL  
GRAIN  
CONFERENCE

30–31.05

Kyiv

## ABOUT THE CONFERENCE

2

The GRAIN UKRAINE conference is an international industry platform for dialogue between the largest representatives of the agricultural market, heads of agri-food companies, commercial and investment banks, as well as technological trendsetters in the agricultural sector. The latest trends in the agricultural market, as well as the development of sustainable business models and the introduction of technological agricultural innovations are discussed there.

THE GRAIN UKRAINE CONFERENCE  
IS A HIGH-QUALITY DISCUSSION FORMAT  
INVOLVING KEY PLAYERS  
OF THE GLOBAL AGRICULTURAL  
MARKET AND PROVIDING A HIGH LEVEL  
OF NETWORKING.



# FIGURES AND FACTS

## EXISTS SINCE 2016

### **GRAIN UKRAINE means:**

- The best Ukrainian speakers, international experts and key players as its participants.
- A unique format and atmospheric venue.
- Two eventful days dealing with the grain market analysis and the development of agro-processing.
- Spacious exhibition area and evening informal networking with top market players.

## WHAT THE CONFERENCE-2024 HOLDS:

### 50+

speakers — experts in trade, logistics, finance, etc. who work in the agricultural market.

### 500+

participants — top officials from the grain market, logistics business, food market and financial sector.  
**We bring together representatives of business, government, and opinion leaders.**

Two Important  
Content Tracks  
of 2024

Grain Ukraine  
and Food  
Market.

Unique evening  
networking  
program

Networking with  
agricultural leaders  
to strengthen business  
ties.

Exhibition area

We invite logistics companies, suppliers of equipment for agricultural producers and agro-processors, banks, law and insurance companies to showcase their potential at our event.



## FROM THE FOUNDER OF GRAIN UKRAINE

« You won't believe it, but analysts are forecasting that 2024 will be an extremely difficult year for the agricultural market. Perhaps only Ukrainians will feel irony in this sentence.

Prices at decade-lows, a record harvest of the last season, a logistics gap, and a huge brain drain of personnel. What else have we not seen over the past two years? This year, only the sunflower won't go down – as we sell oil, not raw materials. Value-added products, domestic processing – we do repeat this mantra every year, but we have never faced the risk of European markets closing!

This year at Grain Ukraine we are launching a separate large subtopic called the Food Market. Thanks to the valorous Ukrainian Armed Forces, this year we have unblocked exports by sea, and 'imports' of international speakers as well – there are going to be several important foreign guests at the conference.

The main theme of Grain Ukraine 2024 is the search for new ways amid complete uncertainty. Even a chaotic world that got completely bogged down in its political preferences and levels of confusion needs something to eat every day. That's our job, and we are all trying hard to do it under constant shelling, without ports and with Poland's border blocked.

So let's celebrate this result at Grain Ukraine in Kyiv and discuss what to expect next.

**Andriy Stavnitser**

co-owner and CEO of TIS port,  
founder of Superhumans







Today we are inviting you to Grain Ukraine, a platform that brings together those people who sincerely care about the future of Ukrainian grain. Here we share our best practices, inspire each other, and look for common solutions. In this chaos we find ourselves, we find our strength in unity, we find our path to victory.

Come to the conference to hear stories of small victories and big expectations, and to see the power of joint action, to feel support and hope. The Ukrainian agrarian community is our strength, and all together we are invincible!

When Churchill was asked “What are we fighting for?”, he replied “When we stop fighting - then you will know”. We already know our answer: we are fighting for our lands, for our families, for the future of our country. We are fighting for bread on the table in every single corner of the world.

For centuries, seeds sown by caring hands of farmers have been growing into millions of tons of grain. Every year, we see the incredible power of bread in its fight against chaos and we get inspired by this power.

Join Grain Ukraine to become stronger together, to go through tough times together. Our unity is the key to success!

Kateryna Konashchuk, Olena Neroba,  
Trend&Hedge Club





# THE MAIN PROGRAM OF GRAIN UKRAINE

The content program of this year will address the theme 'Grain in the Time of Chaos'. We keep on discussing the biggest local and global challenges for the Ukrainian agri-food sector and looking for growth points in the trade of Ukrainian grain.

## Food market within Grain Ukraine

Which industries show the most positive trend in the consumption of agricultural products? What are the prospects for the development of value-added products in the next 3-5 years?

We will discuss new challenges and prospects for Ukrainian food companies **during the special section "Food Market"**.

# FROM THE PROGRAM COMMITTEE

## GRAIN IN THE TIME OF CHAOS



Iryna Bondarenko

producer of Grain  
Ukraine Conference



Kateryna Konashchuk

partner of  
Trend&Hedge Club



Olena Neroba

partner of  
Trend&Hedge Club

We live in the time of global chaos. Uncertainty about the future is growing, and political factors are increasingly influencing the global grain market and supply chains.

In 2024, the key topic of the event will be the search for new (political, economic and logistical) ways to promote Ukrainian grain in the world.

We invite all the players of the agricultural market to the largest business agro platform in Kyiv, where we will discuss the most important topics of the agricultural sector.

**See you at  
Grain Ukraine 2024!**

### Among other important topics of the event:

- How Ukraine can win on the agricultural front and overcome regional imbalances.
- Pressure of increasing global production and carryover balances: will demand catch up?
- Global challenges of logistics routes and volatility of transportation costs.
- Changing export geography of key global and Ukrainian market players.
- Prospects for European integration of the Ukrainian agricultural sector and challenges in building relations with neighboring EU countries.
- The global climate agenda: a unifying goal or a bone of contention for the EU and the world.
- Ukraine's land assets and liabilities: what are the prospects for restoring agricultural lands.
- Transformation in action: how the Ukrainian agricultural sector is meeting the challenges of wartime.
- What are the immediate prospects for investment in the Ukrainian agricultural sector during the war?
- Development of agro-processing industries: expectations, reality and financing.

## 30 MAY

### **Session 1: Strategic challenges for the Ukrainian grain market**

- Prospects for European integration of the Ukrainian agricultural sector
- Growing influence of geopolitics on global trade

### **Session 2. Local challenges for Ukrainian agricultural producers during the war**

- Survival of frontline areas
- Concessional financing: is it possible to meet conditions?

### **Session 3: Trade panel discussion**

- Changing export geography of key players in the global and Ukrainian markets
- Shifting the lever from sellers to buyers

### **Session 4. Logistics panel**

- Crisis of global maritime logistics
- The sea route in Ukraine: overcoming the blockade. What's next?
- Dry terminals: how to solve problems at the border. Outlook for 2024

## 31 MAY

### **Session 5. The food market**

- Development of agro-processing industries: expectations, reality and financing

### **Session 6. Financing and investments in the agricultural sector**

- Near-term prospects for investments in the Ukrainian agricultural sector
- Where to get funds for development

### **Session 7. Land market during the war**

- Land market for legal entities: impact on the agricultural sector development
- Land assets and liabilities of Ukraine: prospects for the restoration of agricultural areas



# AMONG THE SPEAKERS OF THE EVENT



**Petr Krogman,**  
owner of Agromino, president of  
Czech-Ukrainian Chamber of Commerce



**Oleksandr Gaydu,**  
Chairman of the Committee on Agrarian  
and Land Policy of the Verkhovna Rada  
of Ukraine



**Taras Kachka,**  
Deputy Minister of Economy –  
Trade Representative of Ukraine



**Taras Vysotskyi,**  
First Deputy Minister of Agrarian Policy  
and Food of Ukraine



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



**Yuriy Vaskov,**  
Deputy Minister for Communities, Territories  
and Infrastructure Development of Ukraine



**Olha Trofimtseva,**  
expert in agriculture, ex-ambassador  
at large of the Ministry of Foreign Affairs  
of Ukraine



**Ruslan Sakhautdinov,**  
Head of the Chornomorsk Sea Port  
Authority



# AMONG THE SPEAKERS OF THE EVENT



**Valeriy Tkachov,**  
Deputy Director of the Commercial  
Department at Ukrzaliznytsia JSC



**Oleksandr Shatailo,**  
Co-owner and Director at Balk-Trans LLC



**Vladyslav Bielakh,**  
Deputy Director for Economics and Finance  
at Ukrainian Danube Shipping Company



**Taras Golub,**  
Member of the Board of the European-  
Ukrainian Cooperation and Development  
Council (EUCCD)



**Oleksandr Buyukli,**  
Executive Director of the First Ukrainian  
Agricultural Cooperative



**Oleksii Pakhomov,**  
Head of Grain Division  
at Olam Ukraine



**Andrii But,**  
Director of Foreign Trade Department  
at Agrotrade Group



**Serhii Fursa,**  
Deputy Director at Dragon Capital



# AMONG THE SPEAKERS OF THE EVENT



**Bohdan Kostetskyi,**  
Operating Partner at Barva Invest,  
trading and analytical company



**Rodion Rybchynskyi,**  
Director at the Union of Millers  
of Ukraine



**Arsen Didur,**  
Executive Director at the Union of Dairy  
Enterprises of Ukraine



**Oksana Yurchenko,**  
President of the Association of Ukrainian  
Pig Breeders



**Yana Kavushevskaya,**  
acting Chairman of the Board  
at "Ukrtsukor"



**Serhii Honcharevych,**  
Founder and Managing Partner  
at Capital Times



**Serhii Tsivkach,**  
Managing Partner, Ukraine  
at Chicago Atlantic



**Alla Biniashvili,**  
Member of the Board at OTP Bank



# WHO WAS PRESENT AT GRAIN UKRAINE 2023

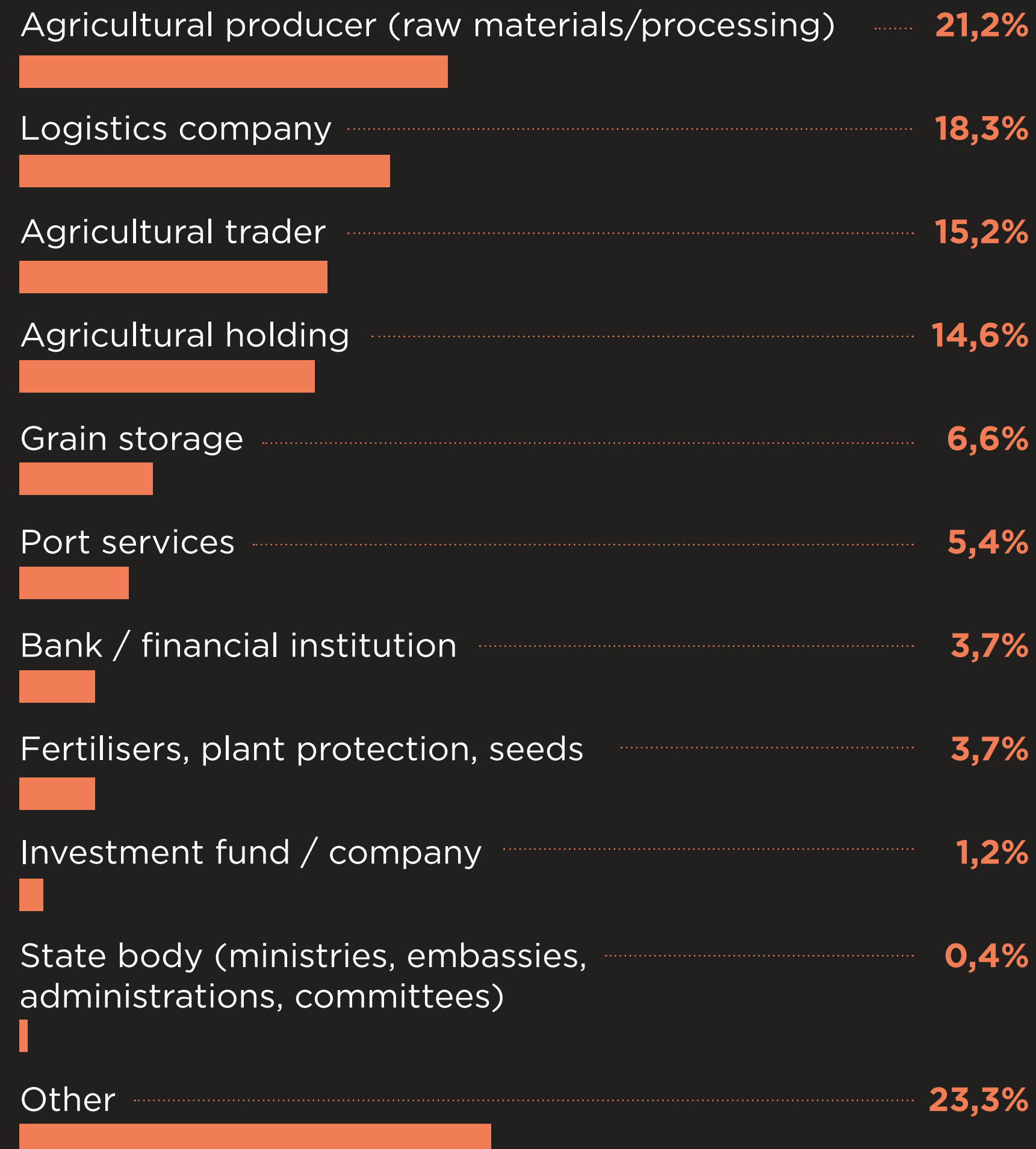
Grain Ukraine gathers a wide range of representatives of the grain and oil market, as well as of related fields.

- Heads of agriholdings – 45 largest grain exporting companies (Kernel, UkrLandFarming, Astarta, Allseeds Group, Prometheus, Nibulon, Agroprosperis, Agrotrade, Vinnytsia Industrial Group, HarvEast, Grain Alliance, etc.)
- Heads of agri-trading companies (Cargill, Glencore, Louis Dreyfus, COFCO, etc.).
- Heads of grain storage facilities (GSU, Zernari, etc.).
- Heads of agricultural companies engaged in deep processing.
- Top executives of logistics companies (Kernel-Trade, First Logistics Company, Trans-Service-1 LLC, BPG Shipping & Kronos Bulkers, etc.)
- Representatives of the Ukrainian Sea Ports Authority.
- Representatives of agrarian and infrastructure committees of business associations: European Business Association, SUP, American Chamber of Commerce in Ukraine.
- First Deputy Chairmen of the Board of banks that finance the agricultural sector (Oschadbank, Ukrgasbank, Ukrsibbank, OTP Bank, etc.).
- Representatives of other countries' embassies in Ukraine (invitations were sent to the US Embassy in Ukraine, the British Embassy in Ukraine, and the Ukrainian-Dutch Business Council). Specialists from these institutions always attend our event.
- Representatives of the Ministry of Agrarian Policy and Food of Ukraine, as well as the Ministry of Economy of Ukraine, the Ministry of Community, Territorial Development and Infrastructure of Ukraine.
- Representatives of Ukrzaliznytsia.
- Representatives of the Kyiv Regional State Administration.
- Representatives of the Verkhovna Rada Committees on Agrarian and Land Policy, Transport and Infrastructure, Finance, Tax and Customs Policy, and Ukraine's Integration with the European Union.
- Representatives of investment funds Dragon Capital, Horizon Capital and SigmaBleyzer Ukraine.
- Representatives of EBRD, USAID, and IFC (online).

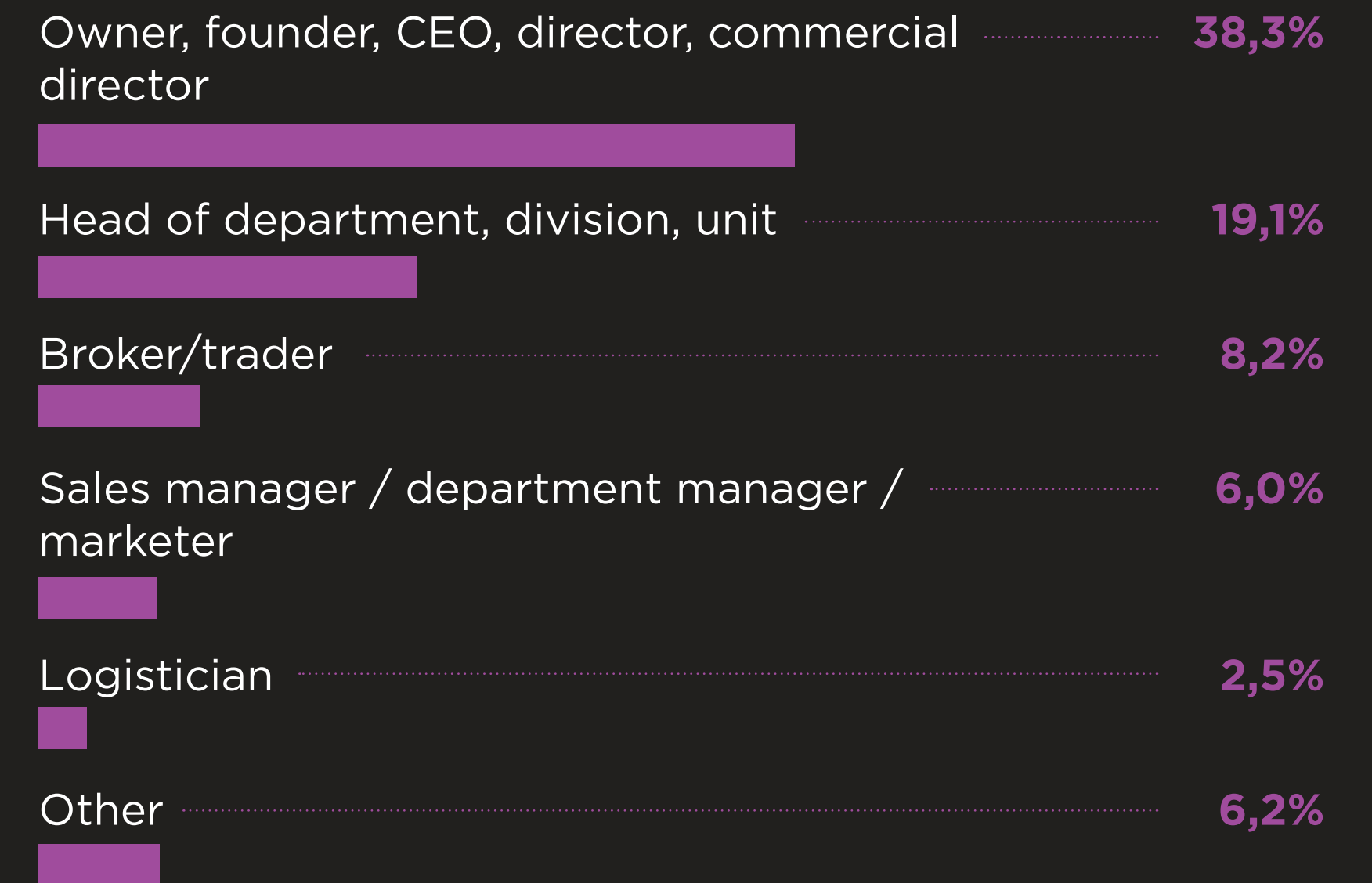




## GRAIN UKRAINE'S AUDIENCE BY INDUSTRY\*



## GRAIN UKRAINE'S AUDIENCE BY POSITION\*



\* Based on the analysis of the list of participants in 2023



# WHAT PEOPLE SAY ABOUT THE EVENT

« Grain Ukraine is the best and biggest conference that gathers leaders of the agricultural market and looks to the future. The exchange of views is highly important for our community. Every year we used to discuss some small peculiarities of market development and conclude that every year was different and unlike the other, but all this has been changed by the war. Our time has changed to "before" and "after". The issues we haven't even thought about, such as open exports and survival for many businesses, is now becoming urgent. It's of paramount importance that this event brings together many participants who are ready to share their thoughts and act together.



**Kateryna Konashchuk,**  
founder and partner  
of Trend&Hedge Club

« We consider such industry events as Grain Ukraine to be highly important for developing the Ukrainian grain market and for fostering regular, civilized, and effective communications within this market. There's no doubt, it's now more crucial than ever, as it enables us to gain emotional support, to feel the colleague's shoulder, to realize our collective strength as Ukrainian farmers and traders, to acknowledge our shared challenges and accomplishments, and that we all have positive prospects for the future.



**Volodymyr Slavinsky,**  
NIBULON's Trading Director

« It's essential for us to engage in such communication, to exchange experiences, and to maintain a forward-looking perspective, regardless of the challenges facing our country. Foreign participants attend this event with a keen interest in understanding the trajectory of our industry – what crops we intend to cultivate, what commodities we plan to trade, and how we envision our logistics routes unfolding.



**Tetiana Alaverdova,**  
Commercial Director of HarvEast

« This year's event is unique as I see a lot of attention from European partners. It's nice to know that not only Ukraine is striving for integration into Europe and European logistics, but we also see interest, demand, and aspiration from European partners.



**Dmytro Kobzar,**  
Director of Mostyska  
Container Terminal

« It's truly heartening to witness everyone gathered here, sharing their emotions and recounting how they navigated through the challenges of the past exceptionally tough year. The opportunity to exchange experiences is invaluable and deeply enriching. I find it immensely satisfying to see the organizers' efforts in spotlighting the most crucial topics for Ukrainian farmers. I thoroughly enjoyed it.



**Hennadiy Helemskiy,**  
Director of Structured Trade Finance  
Department, JSB "UkrGasbank"

« I was pleasantly surprised by the turnout – an overflowing hall with numerous attendees, all engaged and interested. The fact that three-quarters of the hall remained occupied until the end of the event speaks volumes about the exceptional organization and quality of Grain Ukraine. It's evident that Grain Ukraine consistently delivers top-notch experiences.



**Dmytro Zozulya,**  
M&A Advisor to the CEO of MHP,  
Chairman of the Supervisory Board  
of MHP Food Invest



# SPONSORS AND PARTNERS OF THE EVENT



Organizer



SDcapital  
Shuttle Diplomacy

Partner



www.tis.ua

Partner



Easy to deal with

Official sponsor



Content partner



головний сайт про агробізнес

General media partner



головний елеваторний сайт країни

Information partner



Українська зернова асоціація  
Ukrainian Grain Association

Information partner



Information partner



Information partner



аграрне інформаційне агентство

Information partner



Information partner



Information partner



Журнал практичних порад для агрономів

Information partner



Information partner



Information partner



Information partner



Information partner



Information partner



Information partner



Information partner



Information partner





## COST OF PARTICIPATION

### **Good Choice**

from April 11 to April 30

€ 450

### Last Call

from May 1 to May 14

€ 475

### Full Price

from May 15 until the end  
of registration

€ 510

\* All prices without VAT.





SDcapital  
Shuttle Diplomacy



www.tis.ua



CONTACTS:

+38 (067) 975 94 33

[www.grain-ukraine.com](http://www.grain-ukraine.com)

[forum@ideasfirst.info](mailto:forum@ideasfirst.info)