



# GRAIN IN THE TIME OF CHAOS

EXPLORING NEW PATHWAYS FOR PROMOTING  
UKRAINIAN GRAINS WORLDWIDE



GENERAL  
SPONSOR



GENERAL  
SPONSOR



OFFICIAL  
PARTNER



SPONSOR



SPONSOR



GENERAL INFORMATION  
PARTNER



INFORMATION  
PARTNER

## PROGRAM OF GRAIN UKRAINE CONFERENCE 2024

**Theme of the year – Grain in the time of Chaos:  
Search for new (political, economic and logistical) ways to promote  
Ukrainian grain in the world**

### 30 May. 'Parkovy' Convention and Exhibition Center

**9:00 Registration of participants and welcome coffee**

**10:00 Opening of the conference and welcoming address from the organisers**

#### **SESSION 1. Strategic challenges for the Ukrainian grain market**

**10:05 On-stage interview "What is the impact of the 'Grain from Ukraine' initiative on global food security"**

**Interview with Marianne Ward**, Country Director World Food Programme Ukraine  
**Interviewer – Sergii Fursa**, Deputy director Dragon Capital

**10:40 "War in Ukraine. Overview of commodity markets and macro factors".**

**Jonathan Grange**, Partner at Sunstone Brokers

- Changing trends of the global balance
- Changing the export geography of key players
- Global logistics challenges
- Growing influence of geopolitics on global trade

**11:20 Opening remarks to the panel discussion. Olha Trofimtseva**, agriculture expert, former Minister-at-Large at the Ministry of Foreign Affairs of Ukraine

### **11:30 Panel discussion "Prospects for European integration of the Ukrainian agricultural sector"**

- Is it possible to reduce the influence of political factors on the economic interests of the EU countries bordering Ukraine?
- Is there a win-win solution for Ukraine's European integration that takes into account the interests of each country?
- How to build a constructive course of action for the process of integrating the Ukrainian agricultural sector with the EU countries?

**Moderator – Olha Trofimtseva**, agriculture expert, former Minister-at-Large at the Ministry of Foreign Affairs of Ukraine

#### **Participants:**

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

**Martin Teplý**, Managing Director of HaBeMa Futtermittel GmbH & Co. KG

**Olena Kovalova**, Agropolicy Expert in EU Project "Institutional and Policy Reform for Smallholder Agriculture (IPRSA)"

**Helen Fairlamb**, agri-finance consultant

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

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

**12:20 Introduction to the panel discussion. Bohdan Kostetskiy**, Operational Partner of Barva Invest trading and analytical company

### **12:20 Panel discussion "Local challenges of Ukrainian agricultural producers during the war: how to overcome regional imbalance"**

- Survival of frontline areas: priority directions of support. Are all current measures effective? What is missing?
- Taxation of mined land is a burden for farmers in frontline regions. Discussing and generating effective solutions.
- Concessional financing. The way it's intended and how it works in reality. Shortcomings of current regulations and ways to improve them.
- How to compensate for logistics costs for frontline areas and to prevent misuse?
- The State Agrarian Register (DAR) system and assistance to the affected regions. The importance of creating a separate category in the DAR system for the purpose of supporting frontline areas.

**Moderator – Bohdan Kostetskiy**, Operational Partner of Barva Invest trading and analytical company

#### **Participants:**

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

**Taras Vysotskyi**, Acting Minister of Agrarian Policy and Food of Ukraine

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

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

**13:20 Lunch**

### **SESSION 3. Trade panel**

**14:20 "Trends of Ukrainian grain exports in 2024". Svitlana Malysh,** Agricultural Price Assessments Manager, Black Sea Agriculture Markets Senior Analyst at Refinitiv

**14:35 Panel discussion "Ukrainian grain: prospects for strengthening positions in international markets"**

- Changing export geography of key players in the global and Ukrainian markets
- Shifting the lever from sellers to buyers
- The impact of the logistics component on price volatility and supply sustainability
- Prospects for commodity and forward price increase in 2024

**Moderator – Svitlana Malysh,** Agricultural Price Assessments Manager, Black Sea Agriculture Markets Senior Analyst at Refinitiv

#### **Participants:**

**Jonathan Grange,** partner at Sunstone Brokers

**Andrii But,** Head of Foreign Commerce, AGROTRADE Group

**Vadym Miroshnichenko,** manager of trading department at Cargill

**Oleksandr Holovin,** Commercial Director for Ukraine, Kernel-Trade

**Dmytro Furda,** Senior Trader at Tiryaki Group

**15:30 Coffee break**

### **SESSION 4. Logistics panel**

**16:00 Introduction to the panel discussion. Oleksandr Solovey,** Co-founder and Commercial Director of Spike Brokers

**16:15 Panel discussion "Export revolution: creating an alternative to the sea on Ukraine's western border"**

- Exports by land and their dynamics. What was and will be the allocation of traffic between road and rail.
- Dry port: where is transshipment better – in Ukraine or on the European side?
- The difficulty of crossing the border with Ukrainian wagons - where is the bottleneck?
- Has the export market in Western Ukraine started taking shape? What is the target audience and why is it needed?
- What is needed to form a market? Supply and demand? Critical mass of market participants? Logistics infrastructure for trade? Trade customs and practices (pre-MATIF trade)?
- Problems of integrating Ukrainian exports to Europe? Barriers and obstacles of today and tomorrow?

**Moderator – Oleksandr Solovey,** Co-founder and Commercial Director of Spike Brokers

**Participants:**

**Daniele Marcomin**, Consultant at Agribusiness di Covolato

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

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

**Oleksandr Shatailo**, co-owner and director of Balk-Trans

**Pavlo Pyltiai**, Director of MVC Service Ukraine

**17:00 Introduction to the panel discussion. Mykola Gorbachov**, president of the Ukrainian Grain Association (UGA)

**17:10 Panel discussion “How military risks affect maritime logistics”**

- The only way for Ukrainian grain
- How to optimize the cost of logistics
- How to increase the sustainability of sea routes during the war
- Prospects for the development of the Danube River
- Freight security and insurance

**Moderator – Mykola Gorbachov**, president of the Ukrainian Grain Association (UGA)

**Participants:**

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

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

**Vladyslav Bielakh**, Deputy CEO of PJSC Ukrainian Danube Shipping Company  
**Terminal representative**

**18:10 Evening program at Grain Ukraine**

## 31 May. 'Parkovy' Convention and Exhibition Center

**10:00 Morning coffee**

### SESSION 4. Investment panel

**11:00 Panel discussion "Investment prospects of agricultural companies during the war"**

- Critical shortage of capital during the war: how can this problem be solved?
- Zero appetite of foreign investors for us: what should be changed to get the problem moving?
- What prevents the emergence of attractive investment projects

**Moderator – Sergii Fursa**, Deputy director of Dragon Capital

**Participants:**

**Mykhailo Granchak**, Managing Director, Investment Banking at Dragon Capital

**Serge Honcharevich**, founder and managing partner of Capital Times

**Sergiy Tsivkach**, Managing Partner in Ukraine of the American investment company Chicago Atlantic

### SESSION 5. Finance panel

**11:50 Panel discussion "Where to find funding for farmers"**

- Financing of high-risk areas during the war
- Where to get funds right now
- Trade and financial lending for farmers
- Financing of processing programs

**Moderator – Hlib Vyshlinsky**, Executive Director of the Centre for Economic Strategy

**Participants:**

**Anna Lebedynets**, associate director, senior banker of the agribusiness department of the EBRD

**Oleksandr Prykhodko**, Agricultural Market Development Manager, USAID AGRO Program

**Alla Biniashvili**, Member of the Management Board, responsible for the Corporate Business Direction

**Rodion Morozov**, Acting Chairman of the Board of Ukrgasbank

**Ksenia Guseva**, Head of Agroclient Management Department at OKKO

### SESSION 6. Food market

**12:40 Introduction to the panel discussion. Rodion Rybchynskyi**, Director of the Union Millers of Ukraine

**12:50 Panel discussion “Prospects of grain consumption by Ukrainian food companies”**

- Domestic and foreign consumer – which of them has the prospect of increasing consumption?
- Uniqueness of military conditions – which industries have shown the best results during the war.
- External/internal obstacles to development.
- Industry development prospects for 3-5 years. Is there a prospect of long-term domestic contracts with a manufacturer? Forward contracts? Can farmers be supported by prepayments? Or with special conditions (seeds)?
- What should be done on behalf of business and what should be done by the state?

**Moderator – Rodion Rybchynskyi**, Director of the Union Millers of Ukraine

**Participants:**

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

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

**Yana Kavushevsk**a, Acting Chairwoman of the Board of the National Association of Sugar Producers of Ukraine “Ukrtsukor”

**13:40 Lunch**

**SESSION 7. Land market during the war**

**14:40 Presentation of the Land Bank. Vitaliy Koval**, Chairman of the State Property Fund of Ukraine

**15:00 Introduction to the panel discussion. Kostiantyn Tkachenko**, editor-in-chief of Latifundist.com

**15:10 Panel discussion “Land of Ukraine: market, risks, demining”**

- What is going on after the land market has been fully launched. Pricing and goals of investors in different regions
- Risks and threats to the development of land assets during the war
- Land demining programs: centralization or separate programs, operators and conditions

**Moderator– Kostiantyn Tkachenko**, editor-in-chief of Latifundist.com

**Participants:**

**Andrii Usenko**, CEO and co-founder of Tvoje Kolo, a passive land investment company

**Andriy Demianovych**, Founder and CEO of Feodal

**Mykhailo Rizak**, Director for Interaction with Public Authorities at Nibulon LLC

**16:00 End of the event**

*\*The program can be supplemented and specified.*