



GLOBAL GRAIN

ASIA 11-13 March 2014
Shangri-La Hotel, Singapore

The premier event in the Asian grain calendar



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- **Greg Harvey**, Managing Director and Chief Executive, **Interflour Holdings**
- **Paul Harrison**, Vice President, **SGS**
- **Franciscus Welirang**, Director, **PT Indofood Sukses Makmur Tbk**, and Chairman, **Indonesian Flour Mills Association**
- **Janina Lam**, Research Department, **Howe Robinson Shipbrokers**
- **Daniel Hofstad**, Risk Management Consultant – Eastern Europe / Black Sea Region, **International FC Stone Ltd**
- **Rajiv Biswas**, Chief Asia Economist, **IHS**
- **Dr. Neoh Soon Bin**, Managing Director, **Soon Soon Group**
- **Wesley Uhlmeier**, Vice President – Export Trading, **Archer Daniels Midland**
- **Frederico Humbert**, General Manager, **Gavilon Brasil**
- **Mohamed Riyal**, CFO, **Serendib Flour Mills (Pvt) Ltd.**
- **Francois Dotta**, Head of Merchant Finance, Director, **Eurofin Asia**
- **Mark Goodger**, Senior Director of Global Trade Finance Division – Singapore, **Mizuho Bank Ltd**
- **John Baker**, CEO, **First Agriculture Holdings**
- **Jasper Van Schaik**, Head of Trade & Commodity Finance, Singapore, **Rabobank International**
- **Pablo Altuna**, Senior Group Manager – Trade, **Toepfer**
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- **Vijay Iyengar**, Managing Director, **Agrocorp**
- **Tim Martin**, Trading Manager, **Vitol**
- **Ozan Ozturk**, Managing Director, **Agrozan Commodities DMCC**
- **Mandeep Singh Bindra**, Head of Procurement, Grains, **Emirates Grain Products Co, IFFCO Group Company**
- **Gary Stanford**, President, **Grain Growers of Canada**
- **Christopher Swart**, Partner, **Holman Fenwick Willan LLP**
- **Joel Lou**, Chief Executive Officer, **Just Commodity Software Solutions**

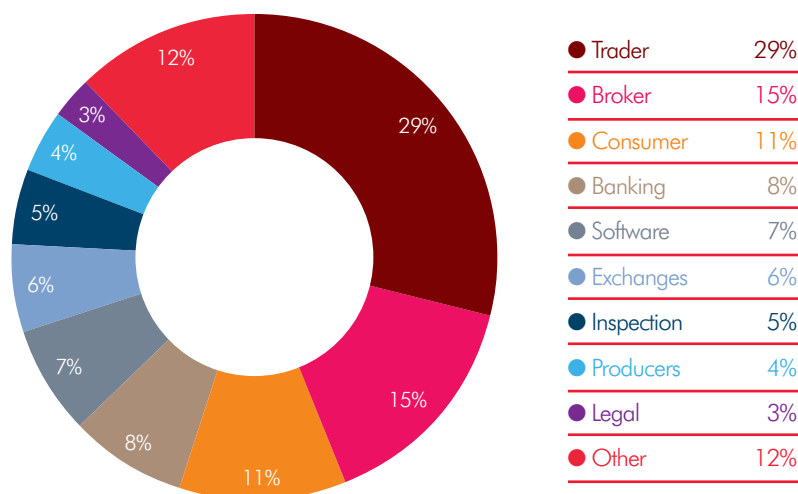


GLOBAL GRAIN ASIA

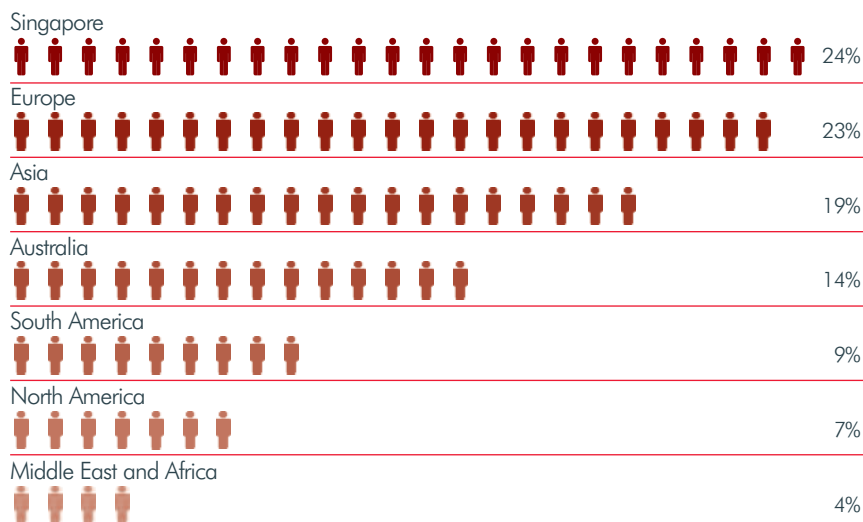
11-13 March 2014 Shangri-La Hotel, Singapore

Global Grain Asia has established itself as a must-attend event for Asia-Pacific grain and oilseeds trade professionals, attracting over 350 delegates from more than 40 countries in 2013. With the region increasing in importance to participants in the international grain trade, this conference continues to grow. Do not miss this perfect opportunity to improve your network in the Asia-Pacific region whilst hearing the views of international trade experts on regional grain quality requirements and consumption trends and demands.

2013 Attendees by Industry



2013 Attendees by Region



GLOBAL GRAIN LIVE

The New Web App and Website Service

Available **FREE** for all registered delegates. Global Grain Live is the ultimate networking and event management tool, enabling you to get the most from your time at the event. The free-to-download Web App has been redesigned for 2013:

- Browse the delegate list by name, company name or country
- Access the speaker presentations during the event
- Send speaker questions via the chairman – live
- Make connections with and send messages to the 350+ other delegates before, after and at the conference
- Create and update your profile

Available via desk top browsers or on mobile devices running Windows, apple iOS and Android. Make the most of your event experience by planning your meetings in advance and using it live at the event on your mobile device.

“As an Australian grain grower this event was extremely worthwhile to see where we fit in the world of commodity trading”

Lindsay Tuckwell, Grower Advisory Council, CBH Grower Advisory Committee

“Excellent platform for grain traders and players”

TK Sengupta, Managing Director, MMT Transnational PTE LTD



DAY ONE

Tuesday 11th March 2014

14:00-18:00

Best Practices in Global Grain Procurement

The workshop is limited to 40 participants – REGISTER NOW!

FREE for Global Grain Asia 2014 complimentary for conference delegates

Following last year's successful pre-conference workshop, Global Grain Asia and AgFlow are back with a special session specifically designed for the benefit of feed and flour millers in South East Asia and beyond.

This afternoon workshop offers participants a highly practical exposure to selected topics in grain procurement. Experienced physical traders will be presenting actual case-studies. The format will be highly interactive. Participants will be able to throw questions at the speakers, ensuring that the content and contributions are actionable and benefit to all.

Topics include:

- Fine-tuning contracts
- Supply chain risk management
- Financial risk management

2013 Testimonial:

"It was indeed a fantastic workshop, short and detailed enough covering several important topics. The 'contract risk', and the 'price risk' segments were particularly interesting for me"

Division Manager – Finance & Procurement,
PT Cerestar Flour Mills

Click here to apply for registration

or email info@ggrain.com

14:00 onwards

Registration for Global Grain Asia 2014

18:00-20:00

Evening cocktail reception hosted by 

DAY TWO

Wednesday 12th March 2014

08:00 onwards

Registration for Global Grain Asia 2014

09:00 Opening remarks

09:15 World grain outlook for the present crop year and observations for 2014/15

With big crops across the key producing regions, pricing has been pushed down in the past few months bucking the trend of recent years. The presenter will dissect the various supply and demand factors and give views on the key issues impacting the grain trade globally

Emily French, Managing Director, **ConsiliAgra**

10:30 Networking coffee break

11:15 Analysing the current outlook for the world's key origins: Which region is best placed to feed Asia?

This panel will feature regional trading experts as they discuss the key developments and prospects within the key international origins

- Australia:
Don Campbell, Head of Trading, **CBH Group**
- Black Sea:
Laurent Delcourt, Trading Manager, **Quadra Commodities**
- North America:
Wesley Uhlmeier, Vice President – Export Trading,
Archer Daniels Midland
- South America:
Frederico Humberg, General Manager, **Gavilon Brasil**

Moderator: **Jonathan Grange**, Broker, **Vicorus**

12:15 MIR 162: The new red beans?

- Regulations and consequences
- Legal implications: termination and damages
- Managing the risks
- Future course and issues

Christopher Swart, Partner, **Holman Fenwick Willan LLP**

12:45 Networking lunch

13:55 Afternoon chairperson's opening remarks

Paul Harrison, Vice President, **SGS**



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14:00 Flour millers perspectives': Outlining the key considerations for some of the region's key flour mills

What drives decisions for consumers and how are they adjusting behaviour to deal with the changing environment? Analysing the suitability of wheat from different origins for each market

Moderator: Greg Harvey, Managing Director and Chief Executive, Interflour Holdings

Franciscus Welirang, Director, PT Indofood Sukses Makmur Tbk, and Chairman, Indonesian Flour Mills Association
Dr. Neoh Soon Bin, Managing Director, Soon Soon Group
Mohamed Riyal, CFO, Serendib Flour Mills (Pvt) Ltd.

14:45 Ocean freight: Dry bulk market fundamentals

- Forecasting freight rates and its impact on the grain business
- Fleet supply & demand balance
- Analysing the continued modernisation of the fleet

Janina Lam, Research Department, Howe Robinson Shipbrokers

15:15 Black sea and doing business with Asia: Dealing with the complexities of this developing relationship

- What issues are black sea exporters facing when selling into Asia?
- How much have exports from the black sea increased in the past three months?
- To what extent is China driving the growth in imports?
- Is this trend expected to continue?

Daniel Hofstad, Risk Management Consultant – Eastern Europe / Black Sea Region, International FC Stone Ltd

16:00 Networking coffee break

16:30 Commodity Finance & Investment panel: Is the financial community effectively supporting the grain industry?

The panel will discuss trends in commodity and supply chain finance in Asia, including the role of investors and alternative sources of capital

Moderator: Rajiv Biswas, Chief Asia Economist, IHS

Francois Dotta, Head of Merchant Finance, Director, Eurofin Asia

Mark Goodger, Senior Director of Global Trade Finance Division – Singapore, Mizuho Bank Ltd

John Baker, CEO, First Agriculture Holdings

Jasper Van Schaik, Head of Trade & Commodity Finance, Singapore, Rabobank International

17:15 Structured Inventory Products (SIP): Analysing the potential impact of banks setting up SIP desks in Asia and what it means for the region's grain market

- How banks in Asia are increasingly willing to (temporarily) own physical commodities
- How can smaller companies benefit from this trend?
- The importance of good warehouse managers, collateral managers and other service providers in this process
- How can these products deepen relationships between banks and clients?

17:45 End of conference day one followed by cocktail reception

DAY THREE

Thursday 13th March 2014

08:30 Refreshments

09:00 Chairman's opening remarks

Greg Harvey, Managing Director and Chief Executive, Interflour Holdings

09:10 Trader panel: Outlining the concerns and opportunities facing traders in Asia

- What are the key grain markets that the panellists are focusing? How has this changed in the past 12 months?
- What risk management strategies are traders using to defend themselves in volatile markets?
- Evaluating the current pricing environment
- What do traders see as the biggest issue that will impact their business in the next year?

Moderator: Joel Lou, Chief Executive Officer, Just Commodity Software Solutions

Michael Jester, Managing Director, Peter Cremer

Vijay Iyengar, Managing Director, Agrocrop

Tim Martin, Trading Manager, Vitol

Ozan Ozturk, Managing Director, Agrozan Commodities DMCC

10:00 Indian wheat update: Examining the latest developments of exporting from India into Asia

Mandeep Singh Bindra, Head of Procurement, Grains, Emirates Grain Products Co, IFFCO Group Company

10:30 Coffee & networking

11:15 Sorghum: Assessing the rapid growth of this market, particularly in China

- What is sorghum being used for?
- Where are the main origins?
- How big can this market get in the next few years?

Pablo Altuna, Senior Group Manager – Trade, Toepfer

11:45 Canadian grain market outlook: Outlining some of the long term opportunities & challenges for the Canadian grain market

- Outlining the role of Grain Growers of Canada
- Who are the main exporters in Canadian grain?
- Who are the main export markets for Canadian grain?

Gary Stanford, President, Grain Growers of Canada

12:15 Close of conference followed by champagne brunch sponsored by

