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Centre for  
**Management  
Technology**<sup>®</sup>  
into our 28<sup>th</sup> year

# 3rd world graintrade SUMMIT

**16-17 Feb 2011  
Singapore**

*“Managing price volatility & production risks”*

**Confirmed Speakers:**

- ZEN-NOH
- BNP Paribas
- Emerald Group Australia Pty Ltd
- Barclays Capital
- JP Morgan
- SGS
- Frost & Sullivan
- Clarkson Asia Pte Ltd
- COSUR SA
- Concordia Agritrading Pte Ltd
- Toepfer International Asia
- Interflour Group
- Cargill Australia Ltd
- Asian Development Bank
- FC Stone
- Barlow Lyde & Gilbert LLP
- Olam's Commodity Financial Services Group (Olam International Limited)
- China National Grain & Oils Information Centre
- PT Indofood Sukses Makmur Tbk.
- Seberang Flour Mill Sdn Bhd

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## Day 1 - Wednesday, 16 Feb 2011

08:00 Morning Registration and Coffee

09:00 Chairman's Welcome Remark  
*Iain Lappin-Smith, Head of Soft Commodities, Asia Pacific and Japan  
BNP Paribas*

### 09:10 Panel Discussion: Review of World Grains Market

- Volatility & complexity in the world grains market - impact on importers & exporters
- Changing weather patterns & its impact on supply sources
- Global demand/supply projections & impact on grain prices
- Increase protein consumption & what it means for the grain industry
- Switch to quality wheat & sources of supply

Panelist:

*Frederik Groth, Vice President  
Toepfer International Asia Pte Ltd*

*Andrei Roubailo, Managing Director, ME & AP  
Concordia Agritrading Pte Ltd*

*Geoffrey Barker, Merchandising Manager  
Cargill Australia Ltd*

### 09:45 What Drives Grain Market Convergence?

*Dr. Alain Butler, Senior Advisor on Soft Commodities  
BNP Paribas (Suisse) SA*

10:15 Discussion followed by Networking Refreshment

### 10:45 Global Economic Outlook – Exciting with Risk!

- How's the global economies unfolding?
- Currency movement & trend
- Where's the growth region?
- Will Asia continue to shine?
- Is investment returning to the agri industry?

*Rahul Bajoria, Regional Economist  
Barclays Bank PLC*

### 11:15 Expanding Flour Milling Industry in Asia – Opportunities & Challenges

*Gregory Lloyd Harvey, Group Chief Executive  
Interflour Group Pte Ltd*

### 11:45 Addressing Force Majeure and Prohibition in the Light of the Recent Russian Export Ban on Grain Exports

- Assessing their implications and identifying some of the legal issues and common problems the industry needs to be aware of in the year ahead
- Patric McGonigal, Partner - Marine, Energy & Trade  
Barlow Lyde & Gilbert LLP*

12:15 Discussion followed by Lunch

13:40 Afternoon Chairman  
*Simon Bentley, General Manager - Invenio Holdings  
Olam's Commodity Financial Services Group  
(Olam International Limited)*

### 13:45 Food Security & its Impact on Agricultural Investment

- Agricultural investment update
  - Production risks
  - Cost of production
- Peter W. Rizzo, Managing Director  
FC Stone*

### 14:15 How Long Lived is Biofuels and What is the Impact on Grains Market?

- With high grains prices, will EU continue to push for 15% biofuels blend?
  - Will there be a change in policy to reduce the heat off the grains market?
- Chris de Lavigne, Global VP, Industrial Practices  
Frost & Sullivan*

### 14:45 Australia's Grains Industry Changes - Impact & Opportunities on Asian Buyers

*Mick Cattanach, Managing Director  
Emerald Group Australia Pty Ltd*

15:15 Discussion followed by Networking Refreshment

### 15:45 Japan's Grains Demand & Logistics Challenges

- Managing grains import amid market volatility
  - Sources of supply
  - Changing consumption/trade pattern & impact on grains import
  - Grains pricing system in Japan
  - Acceptance of GM grains
- Mitsutoshi "Micky" Tada, Chief Trader - Grain Sect., Feed & Livestock Production Division  
ZEN-NOH- National Federation of Agricultural Co-operative Associations*

### 16:15 Outlook for Dry Bulk Freight Market

*Ken Michie, Managing Director - Dry Cargo  
Clarkson Asia Pte Ltd*

### 16:45 Food Safety & Implications for the International Grains Industry

*Johny Boerjan, Vice President, Technical Governance  
SGS Group Management Ltd*

17:15 Discussion and End of Day One

1730 -1830 hrs. *Networking Reception*  
for Speakers & Delegates

## Day 2 - Thursday, 17 Feb 2011

09:00 Chairman's Remark  
*Paul Harrison, Vice President, Agricultural Services  
SGS Group Management Ltd*

### 09:05 Overview of Future Rice Demand and Supply in Asia

- ADB approach to restore the trust in trade, and enhance regional rice trade
- ADB's ongoing support for the Asean plus three emergency rice reserve and the possibility that it offers to address volatility of international rice price

*Dr. Lourdes S. Adriano, Lead Agriculture Sector Specialist,  
Agriculture, Rural Development and Food Security Unit  
Asian Development Bank*

### 09:35 South American Grains – Outlook 2010/2020

*Freddy Pranteda, Director  
Cosur S.A*

### 10:05 China's Grains Demand & its Influence on the World Market

*Yang Weilu, Senior Economist  
China National Grain & Oils Information Centre*

10:35 Discussion followed by Networking Refreshment

### 11:00 Users/Importer's Panel Discussion : Measures to Counter Volatility in Agri Commodities Market

- Sourcing considerations

Panelist :

*Franciscus Welirang, Director, PT Indofood Sukses Makmur Tbk.*

*Gregory Lloyd Harvey, Group Chief Executive, Interflour Group Pte Ltd*

*Dr. Neoh Soon Bin, Managing Director, Seberang Flour Mill Sdn Bhd*

11:30 **Commodity Risk Management – Issues and Solutions**

Liam Pepper, Vice President, Agri Commodities  
JP Morgan

12:00 **Why is this a Good Time to Invest in Agricultural Commodities?**

• Comparison of Index funds and discretionary funds  
Simon Bentley, General Manager - Invenio Holdings  
Olam's Commodity Financial Services Group  
(Olam International Limited)

12:30 Final Discussion followed by Networking Lunch

14:00 End of Conference

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## “Managing Price Volatility & Production Risks”

The latest assessment of global grain supply and demand for 2010/11 is for some further tightening in the outlook, as the crop forecast is reduced and consumption is placed slightly higher than before.

GMR, 25/11/10

Fears of a global food crisis has swept the world's commodity markets as prices for staples such as corn, rice and wheat rose. World prices of staple food grains are projected to rise from anywhere from 31 per cent to 101 per cent by 2050 as pressure on food supply increases.

A study by the International Food Policy Research Institute suggests that most farmers are challenged adapting to changes in temperatures and rainfall levels. This poses a major consequence to productivity, resulting in more difficulties in managing risk.

With Russia's ban on grains export till July 2011 and Ukraine export quotas limit, how will it change the supply dynamics in global grains trade? Can USA and Europe fill the gap? Will the traditional supply sources from Australia, USA, Canada & South America be able to meet global demand? Where are the alternative sources of grain supply coming from?

### CMT's 3rd World Grains Trade Summit

will bring together leading industry panel to discuss key issues/concerns pertinent to the grains buyers and sellers. This is an event NOT to be missed!

## Multiple Reasons to Attend & Benefit

- Hear from leading players where the world grains market is heading & the impact on importers & exporters
- Assess global economic scenario & currency movement and trends
- Find out from Barlow Lyde & Gilbert issues on force majeure and prohibition in the light of the recent Russian export ban on grain exports
- How changes in Australia's grains industry affect Asian buyers
- Hear about flour market outlook from Asia's leading flour miller - Interflour Group
- BNP Paribas will share with us factors driving grains market convergence
- Gain insights from leading importers/buyers on how they manage volatility in the grains market and sourcing considerations
- Performance of dry bulk freight market
- How long-lived is biofuels and its impact on grains market

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Program details published herein are confirmed as at 9/02/2011. Please visit <http://www.cmtevents.com/main.aspx?ev=110201> for latest information on speakers & topics.

### You will network with

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- Commodity Trade Finance Professionals
- Dry Bulk Shipping Executives
- Milling Technology Vendors and Agents
- Grain Port (Load and Discharge) Officials
- Fumigation and Maritime Services Professionals
- Testing and Certification Professionals
- Food and Feed Industry End-Users
- Industry Buyers
- Commodity Exchange and Risk Management Specialists

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### FEES

The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

	1 Person	3 or more* (from the same company)
Conference Fee	<b>SGD1,995</b>	<b>SGD1,795</b> (MIN SAVINGS OF SGD600)
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Pay on or before 16/1/2011	<b>- SGD250</b>	
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Cut-off date: 17-01-2011

## Biomass Trade & Power Americas

ATLANTA / 23-25 February 2011

*"Pushing Forward Biomass Utilization & International Trade"*

<http://www.cmtevents.com/aboutevent.aspx?ev=110204>

## BiObasedChemAsia

*\*Next Generation Biobased Building Blocks\**

SHANGHAI, CHINA / April 14-15, 2011

*"Building Synergies in Markets, Feedstocks and Technology"*

<http://www.cmtevents.com/aboutevent.aspx?ev=110416>

## 2nd Biomass Trade & Power

ROTTERDAM / 16-18 March 2011

*"Overcoming Hurdles Of Raw Materials Economics, Logistics And Environmental Concerns"*

<http://www.cmtevents.com/aboutevent.aspx?ev=110306>

## Baltic BioPOWER

GDANSK, POLAND / 15-16 June 2011

*"Efficient & Green Solutions in Biomass Power & Heat Generation"*

<http://www.cmtevents.com/aboutevent.aspx?ev=110617>