

# world grainstrade SUMMIT

SINGAPORE / 17-18 Feb 2009  
 Goodwood Park Hotel Singapore

**“How the regional business is evolving amid  
 volatile supplies & changing climate”**

Noble Group Ltd  
 Agrocorp International  
 Pte Ltd  
 Nexant Asia  
 FAO Regional Office for Asia  
 and the Pacific  
 AWB Ltd  
 HSBC  
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 Co. Ltd  
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 Exchange Pte Ltd (SMX)  
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Ministry of Agriculture,  
 Forestry & Fisheries (MAFF)  
 Export Trading Group  
 Setareh Flour Mills  
 Noble Chartering Ltd  
 Standard Chartered Bank  
 TTET Union Corporation  
 Bunge Agribusiness  
 Singapore



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## Day 1 - Tuesday, 17 February

- 08:00 Registrations & Refreshment
- 09:00 Chairman's Welcome Remarks
- 09:10 **World Grains Market – Positioning Asia For The Future**  
*Diego Barbero, Head of Grains, NOBLE GROUP LTD*
- 09:45 **Round Table Discussion : How to Align the Business to Move Forward?**  
*Panelist:*
- *Frederik Groth, Vice President TOEPFER INTERNATIONAL ASIA*
  - *Vijay Iyengar, Managing Director AGROCORP INTERNATIONAL PTE LTD*
  - *Chris Nikkel, Director – Risk Management Asia BUNGE AGRIBUSINESS SINGAPORE*
- 10:20 **Riding Out the Storm**
- Global economic outlook
  - Asia – how far down?
  - Global currency forecast
- Prakriti Sofat, Economist, HSBC*
- 10:50 Discussion followed by Networking Refreshment
- 11:20 **Producing More And Conserving More – How Can We Do Both?**  
*Gerald Steiner, Executive Vice President Sustainability and Corporate Affairs MONSANTO COMPANY*
- 11:50 **Long-Term Prospects For Agriculture & Major Commodity Groups : World Agriculture Towards 2030**
- Demand and production Of wheat, rice & coarse grains
  - Demand and production of oilcrops, vegetable oils & products
  - Demand and production of livestock commodities
  - Diversion of food grains towards energy crops
- Dr. Kinlay Dorjee, Economist  
FAO REGIONAL OFFICE FOR ASIA AND THE PACIFIC*
- 12:20 **Global / Asia Rice Trade Flow & Market Outlook**  
*Rajeev Raina, Senior Vice President & Head Rice Division, OLAM INTERNATIONAL LIMITED*

- 12:50 Discussion followed by Networking Lunch  
*sponsored by*
- 
- 14:10 Afternoon Chairman's Introduction
- 14:15 **Review of the Global Biofuels Development**
- Update on latest market developments
  - Factors impacting the global biofuels industry - are there links to the crude oil prices?
  - Challenges of maintaining industry competitiveness amidst increasing market uncertainty
  - Effect of anticipated biofuels developments on the agricultural industry
- Clive Gibson, Principal NEXANT ASIA*
- 14:45 **Corn Market Outlook In China**
- Demand/supply projection
  - Substitution trends from Corn to Wheat
  - Biofuels development & its impact on China's corn market
- Gu Lifeng, GM - Corn Division & Deputy GM COFCO LOGISTICS & TRADING CO. LTD*
- 15:15 **Australia's Wheat Supply and Its Global Impact on Trade**
- AWB Operations Overview
    - Grain acquisition
    - International marketing plan
  - Australian Wheat marketing has changed forever....
    - Australian wheat market
    - Competition increasing
    - Our new competitors
  - Wheat production
    - Australia / World wheat production & consumption
  - A world of opportunity
    - Global demand for grains is trending at a faster rate than supply
    - Grain food use consumption
  - AWB future focus
- Gordon Davis, Managing Director AWB LTD*
- 15:45 Discussion followed by Networking Refreshment

- 16:15 **Grains Shipping Trends & How is the Freight Market Doing?**
- Analysing today's freight trends, volatility & risk
  - Collapse of the dry bulk index & impact on grains shipping
- Benjamin Wilkes, Executive Vice President NOBLE CHARTERING LTD.*
- 16:45 **Grains Production & Export Potential in The Black Sea Region**  
*Simon Bentley, Head of Grains LMC INTERNATIONAL*
- 17:15 Discussion followed by End of Day One

17:30 – 18:45hrs.  
*Networking Reception* for Speakers & Delegates

## Day 2 - Wednesday, 18 February

- 09:00 Chairman's Introduction
- 09:05 **Commodities Risk Management – Issues & Solutions for Asia**  
*Bipin V. Karnik, Regional Business Development Manager - SEAP, SGS SINGAPORE*
- 09:35 **Commodities Trading in Asia**  
*Senior Representative SINGAPORE MERCANTILE EXCHANGE PTE LTD (SMX)*
- 10:05 **An Update on the Role Exchanges Play in the Grain Industry and Safety of Transactions in the Current Financial Crisis**  
*Nelson Low, Head of Commodity Products, Asia CME GROUP*
- 10:35 Discussion followed by Networking Refreshment
- 11:00 **Future Of Japan's Agriculture Market & its Impact on Imports**  
*Tetsuo Ushikusa, Director - Food Security Division MINISTRY OF AGRICULTURE, FORESTRY & FISHERIES (MAFF)*

11:30 **Users / Importer's Round Table Discussion: Measures to Counter Volatility in Commodities Market**

Panelist:

- Tetsuo Ushikusa
- Leon Chen Chao-Liang, Manager - Business Dept  
**TTET UNION CORPORATION**

12:00 **Fund Manager's Perspective on how the Agricultural Commodities Markets is Doing?**

- Importance of grains in their portfolio
- How is the fund industry shaping up?

12:30 Discussion followed by Networking Lunch  
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**CONCORDIA**

13:45 **Grains Market Outlook In Iran**

Mohammad Reza Mortazavi, Chairman, **SETAREH FLOUR MILLS**  
Chairman, **CONFEDERATION OF THE IRANIAN FOOD INDUSTRY**

14:15 **Middle East : Contending with a Dynamic Market**

Abah Ofon, Senior Softs Analyst – Global Research  
**STANDARD CHARTERED BANK**

14:45 **Grains Demand/Supply Outlook In Africa**

- Production & investment outlook
  - Increasing grains demand
  - Logistics & transportation hurdles
  - Viability of a contract & contract execution challenges
- Jean Craven, Group Strategy, **EXPORT TRADING GROUP**

15:15 **Development of Poultry & Animal Feed Market**

- Rising demand & the challenges ahead

15:45 Final Discussion followed by Closing Tea

16:30 End of Conference

**You Will Network With**

- Traders / Brokers • Importers • Flour and Feed Mill Procurement Officials • 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

## Market volatility... Economic crisis... What to expect in 2009?

*"Farm financing crunch hits Argentine grains outlook... The uncertainty caused by the farmer's credit crunch is being aggravated by a recent slide in global grains prices & severe drought across the nation's central crop belt that has already cut forecasts for wheat, corn & sunseed output"* Reuters, 26/9/08

*"Riyadh outsources wheat industry...wheat imports will resume from spring 2009 & wheat production would be phased out completely by 2016."* www.meed.com, 3-9/10/08

*"Russia predicts record grain harvest, plans sales to China"* World-Grain.com, 27/10/08

Credit crunch & the global economic slowdown have seen commodities prices fall from its peak. However, while economic growth is slowing, demand for food & fuel will continue to increase even if producers cut back supplies. Christoph Kampitsch, who helps to oversee USD1.5 billion in hedge funds at Erste Group Bank AG in Vienna, said: "In 9-12 months, soybeans, cocoa, sugar and wheat will recover. People also need to eat." (The Business Times, 8 Oct 2008)

The demand & supply balance of most grains & oilseeds suggest that once this selling is over, prices will bounce sharply back. (22 Oct, Resource News International via COMTEX)

With oil price sliding, how will it change the biofuels program worldwide? What is the impact on agriculture commodities?

So much of uncertainties on where the market is heading! **CMT's World Grains Trade Summit** will bring together top panel of experts to discuss pertinent issues during volatile times. This will be an excellent opportunity to network with global players & clarify your doubt at one venue.

## Key reasons to attend

- Assess Asia's impact from global economic downturn
- Evaluate factors impacting the global biofuels industry - are there links to the crude oil prices?
- Hear from the experts like **Bunge, Toepfer & Agrocorp** on how to move the business forward.
- Find out the long term prospect for agriculture & major commodity group till 2030 & the diversion of grains to energy crops
- Gain first hand insight from SMX on the launch of the Commodity Exchange in Singapore and find out if the center of commodities exchange will shift to Asia
- CME will provide an update on the role that exchanges play in the grain industry & safety of transactions in the current financial crisis.
- Ascertain the grains demand/supply outlook in **Asia, Middle East/Africa, Ukraine, Iran & Australia**
- Update from Fund managers if agriculture commodities is still a worthwhile investment
- Meet major importers/end-users like **MAFF Japan & TTET Union Corp** to find out how they are responding to market volatility
- Risk Management solutions will be especially important during an uncertain times
- Review the potential for animal feed markets with pending economic slowdown
- Freight rate forecast with the collapse of the dry bulk index

**World Grains Trade Summit** is the ONLY event you need to attend to chart your strategy for 2009 & beyond. Register with your team today at [www.cmtevents.com](http://www.cmtevents.com) for group discount.

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Please fax us the completed registration form

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## HOW TO REGISTER

By Internet: [www.cmtevents.com](http://www.cmtevents.com)  
By Email: [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg)  
By Fax: (65) 6345 5928  
By Tel: (65) 6346 9124

## FEES

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

Conference Fee for 1 Person	Conference Fee for 3 or more* (from the same company)
<b>SGD2,395</b>	<b>SGD1,995</b> <b>(MIN SAVINGS OF SGD1,200)</b>

\* Terms and conditions apply.

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

## PAYMENT

### By Telegraphic Transfer

**Account Name:** Centre for Management Technology  
**A/C No:** 151 - 000585 - 001  
**Bank:** HSBC Singapore  
**Branch:** Marine Parade, Singapore  
**Swift Code:** HSBC SCGS  
TT must include additional SGD20 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.

## CONFERENCE VENUE

CMT has arranged special discounted room rate at S\$ 300++ (Deluxe Single) per room per night including 1 Buffet Breakfast (subject to room and rate availability) for delegates at **Goodwood Park Hotel Singapore**.

Please complete Hotel Reservation Form, which is emailed together with invoice, providing full credit card number and expiry date and fax/email completed form to:

Angelina Tan  
Reservations Manager  
**Goodwood Park Hotel Singapore**

22 Scotts Road  
Singapore 228221  
Tel: (65) 6730 1811  
Fax: (65) 6738 5034  
Email: [rmresv@goodwoodparkhotel.com](mailto:rmresv@goodwoodparkhotel.com)  
Cut off Date for Room Booking: 17 January 2009

Photocopy Registration Form to Preserve Brochure. Copy: Feb 2009

CMT'S 2009 EVENTS

## BiomassWorld

9 - 10 Feb  
JAKARTA

“Commercializing Biomass to Power, Liquid Fuels and Chemicals”

## JATROPHA WORLD Asia 2009

16 - 17 Feb  
KUALA LUMPUR

“Bringing Jatropha Closer to Commercialization”

## 11<sup>th</sup> Asia Cementrade

23 - 24 Mar  
KUALA LUMPUR

“Continuous Boom or Hitting Plateau?”

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