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7th WORLD SugarTrade

SINGAPORE
29 - 30 Sept 2009
Goodwood Park Hotel

“Will Sugar Fundamentals Remain Bullish ?”
“Sourcing for finance in current liquidity crunch”

Rabobank International
NewEdge
Sucden India Pvt
HSBC
The Baltic Exchange

Deutsche Bank
Nexant Asia Ltd
Barlow Lyde & Gilbert LLP
Indonesia Refined Sugar Assoc
Asian Development Bank

Thai Roong Ruang Group
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Day 1 - Tuesday, 29 September

08:00 Registration & Morning Coffee

09:00 Chairman's Introduction

09:10 **Sugar Market Fundamentals**

- global demand/ supply balance
- prices and global fundamentals
- analyzing the factors driving sugar prices and global trade in sugar
- how has credit crunch affected the market – understanding the role of sugar in the overall economic environment and what the cost of oil means to the sugar prices

Oscar Tjakra, Senior Analyst
Rabobank International

09:45 **Brazil's Sugar/Ethanol Supply Equation**

- effect of the credit crunch on Brazil's sugar industry
- can Brazil still raise output to fill up global production deficit ?

Michael McDougall, Senior VP
NewEdge

10:20 Discussion followed by Coffee

11:00 **India – Production Outlook**

- Swinging from a net exporter to a net importer
- How much sugar stocks left? How much will they import

Yatin Wadhvana, Managing Director
Sucden India Pvt

11:30 **Economic Outlook for Global Trade**

- impact of global downturn on trade flows
- restrictions on credit and higher cost of financing - how will producers stay competitive?
- outlook for Asia

Prakriti Sofat, Economist
Global Banking and Markets
HSBC

12:00 **Commodity Price Risk Management and How to Survive the Growing Price Volatility in the Markets**

12:30 Discussion followed by Lunch

14:00 **Bulk Shipping Freight Market - What Happened ?**

- what are the important factors affecting future freight levels in the bulk sugar trades ?

Philip Williams - Manager, Asia-Pacific
The Baltic Exchange

14:30 **Role of Banks in Supporting and Financing Sugar Trade Strategies**

- Impact of the global liquidity squeeze on banks
- Currency fluctuations on structured commodity finance
- What bank risk appetite can be expected over the next year?
- Understanding the factors affecting price of sugar and where it will go next year
- What should banks do to mitigate risk and provide financing structures that will meet client needs?
- What structures can banks offer ?

John McNamara
Structured Commodity Trade Finance
Deutsche Bank AG Amsterdam

15:00 **Round Table Discussion of Sugar Traders**

- Reacting to the Credit Crisis & Implications on Sugar Trade

Yatin Wadhvana, Managing Director
Sucden India Pvt

15:30 Discussion followed by Tea

16:00 **Implications of Oil Price Volatility on the Energy Market**

- what will happen to ethanol demand / supply, what is the outlook for the future

Connie Lo, Senior Consultant
Energy & Chemicals Consulting
Nexant Asia Ltd

16:30 **EU Sugar Regime**

- Contraction of Production - Shifting from exporter to world largest importer

John Ireland, Head of Research
ED & F Man Sugar Ltd

17:00 **Force Majeure - Common Issues of Dispute Arising in the Sugar Trade**

Patric McGonigal
Head of International Trade Team

Marine, Energy & Trade
Barlow Lyde & Gilbert LLP

17:30 Discussion followed by Close of Day 1

1800 - 1900 hrs. Networking Reception
for all Speakers & Delegates

You Will Network With

- White / Raw Sugar Manufacturers
- Sugar Refiners
- Agriculture Cos
- Agriculture & Trade Policy Enforcers
- Sugar & Commodity Traders/ Brokers
- Grain Manufacturers/ Traders
- Sugar Equipment Suppliers
- Bankers/ Analysts
- Renewable Energy Cos
- Food & Beverage Cos

Day 2 - Wednesday, 30 September

- 09:00 Chairman's Remarks
- 09:10 **Indonesia Sugar Markets Outlook**
• future export opportunities ?
*Melvin Sakiris Korompis, Chairman
Indonesia Refined Sugar Association*
- 09:40 **Trade Facilitation Program & What is in Store for the Sugar Industry**
*Biao Huang, Investment Specialist
- Private Sector Operations Dept
Asian Development Bank*
- 10:10 Discussion followed by Coffee
- 10:40 **Thailand Sugar Production Outlook**
*Dr. Pichai Kanivichaporn, Advisor
Thai Roong Ruang Group of Companies'
Board of Directors*
- 11:10 **Stevia and Sugar: Nature's Complementary Sweeteners**
*Dorn Wenninger
Corporate Vice President of Supply Chain
PureCircle*
- 11:40 **Africa - Sugar Production Outlook with Focus on East Africa**
*SC Sharma, Regional Director (African Operations)
Mehta Group*
- 12:10 **Can Islamic Financing be a Potential Source of Funding ?**
Speaker to be advised
- 12:40 Final Discussion followed by End of Conference
- 14:00 Lunch

World Sugar Market in Deficit & for How Long ?

The sugar market is heading towards its global deficit for the first time in four years. According to reports, the shortfall is estimated at about 4.4.mln tonnes

Should analysts & traders be bullish about the market for the short term ? Can the sugar market remain in deficit although there is room for absorption of previous surpluses and expected increase sugar output from Brazil ?

With ongoing contraction in the global economy and tight credit markets, it is difficult for the market to have a good grasp of how the sugar demand will change in the next year . What is the adverse effect on lack of financing on future sugar supply ?

How are bankers supporting the industry and providing solutions to meet the clients needs ?

Everyone is watching India & Brazil closely, the two major swing factors.

With the disappearance of India as a sugar exporter, falling freight rates, sharp drop in crude oil prices hence fading interest in ethanol export, all expectations are on Brazil to increase sugar output . However, credit constraints have already affected the industry - the question remains, how prepared are banks in supporting and financing the industry ? What structures can they offer to mitigate their risks ?

If you only need to attend one sugar conference this year, the **7th World Sugar Trade** is the right choice !

With a good mix of topics from sugar fundamentals, trade , freight markets to financing availability, CMT has lined up powerful speakers that will give you a global picture and help you determine where the sugar market stands and its future.

Key highlights

- Brazil - Sugar / Ethanol equation and their production plans
- India - How much will they actually import
Panel Discussions of Sugar Traders on how they are reacting to current economic conditions and tight liquidity market
- Panel Discussion on Bankers and their role in supporting sugar trade
- Sugar market fundamentals and where its heading
- Trade Facilitation program by ADB and what is in store for the sugar industry
- Africa - the emerging star for sugar production
- The challenge of stevia and implications on sugar market

Sign up now for CMT's **7th World Sugar Trade**. With over 10 hours of networking opportunities, this is an important event not to be missed. Register at www.cmtevents.com

7th WORLD SugarTrade

SINGAPORE / 29-30 September 2009



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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)
SGD1795	SGD1495 (MIN SAVINGS OF SGD900)

* 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.

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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\$250++ (Deluxe Single) per room per night inclusive of 1 Buffet Breakfast (subject to room 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
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Email: rmresv@goodwoodparkhotel.com
Cut off Date for Room Booking: 28 August 2009

2nd JATROPHA WORLD AMERICAS

Miami / 3 - 4 Dec 2009

"Strategies to Accelerate the Commercialization of Jatropha Business"

Managing Palm Oil Plantations

Jakarta / 20-21 Jan 2010

"Operational Challenges & Successful Strategies for Palm Oil investments"

"Implementation and management of land settlement schemes"

STEVIA WORLD EUROPE

Frankfurt / 18 Nov 2009

"Flavour masking solutions to smooth Stevia's acceptance in the marketplace"

"Stevia vs other high-intensity sweeteners. What will happen when stevia enters the game?"

"American market experience and consumer perceptions"

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