

**Grain Silos & Flour Mills** 

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# 

"When will stability return to the agri-commodities sector?"

Organization **Cargill International SA** Agrocorp International Pte Ltd **General Authority for Supply** Commodities (GASC) **Touton Far East Pte Ltd Olam International Limited** GrainCorp Limited Swiss Re Viterra **Agricultural Management Company** Pty Ltd **BULOG** Indonesia Clarkson Asia Pte Ltd SGS Group Management Ltd **ANZ Banking Ltd** Sabio Pronostico P/L The Islamic Bank of Asia **Toepfer International Asia Pte Ltd** Malayan Flour Mills Berhad Peter Cremer (Singapore) GmbH **Charoen Pokphand Enterprise** Co. Ltd The State Trading Corporation of India Ltd PT Japfa Comfeed Indonesia Tbk Holman Fenwick Willan Singapore LLP

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# Day 1 - Wednesday, 20 January

- 8:00 Morning registration & coffee
- 9:00 Chairman's Welcome & Introductions Vijay Iyengar, Managing Director Agrocorp International Pte Ltd

# 9:10 World Agriculture & Investment Outlook

- Why the hype?
- · Regions and commodities receiving investment
- Capitalization and consolidation
- Increasing capital flows into agriculture Charlie Blomfield, Managing Director

Agricultural Management Company Pty Ltd

# 9:45 <u>CEO Panel</u> : Challenges of Managing Commodity Business Amid Market Volatility & Uncertainty

Panelists :

- \* K C Suresh, President & Global Head Grains Division, Asia Olam International Limited
- Laurent Delcourt, Managing Director Touton Far East Pte Ltd
- \* Michael Jester, Managing Director Peter Cremer (Singapore) GmbH, Agri
- \* Atul Chaturvedi, CEO (Agri) Adani Group Office
- 10:20 Discussion followed by Networking Refreshments

# 10:50 Is the Recovery for Real ?

- Many economies, particularly in Asia, have rebounded strongly in recent quarters
- But how much of this is sustainable? And what are the risks?
- What can we expect from policymakers in the year ahead?
- Currency movement & oil price forecast Paul Gruenwald, Chief Economist – Asia ANZ Banking Ltd

# 11:15 **Review of Grains Market in India**

- What is the impact of El-nino on 2010 production?
- Will India become an importer?
- Grains logistics review Atul Chaturvedi, CEO (Agri), Adani Group Office

# 11:45 Australia's Grains Market – After the Monopoly?

- · Challenges & future development
- · Port accessibility to all operators
- Freight & shipping delay out of Western Australia Sam Tainsh, General Manager, GrainCorp Limited
- 12:15 Discussion followed by Networking Lunch Sponsored by



13:40 Afternoon Chairman Paul Harrison, Vice President, Agricultural Services SGS Group Management Ltd

### 13:45 Global Weather Pattern & Change

- Future outlook & how much uncertainty to expect?
- What is the impact of El-nino on crops yield & quality?

Bob Hansen, Managing Director, Sabio Pronostico P/L

# 14:15 Global Wheat Market

Frederik Groth, Vice President Toepfer International Asia Pte Ltd

# 14:45 **Panel Discussion : Challenges Facing** Flour Millers

- Consistency of quality
- Expectations from suppliers Panelists: Teh Wee Chye, Managing Director Malayan Flour Mills Berhad
- 15:15 Discussion followed by Networking Refreshments

# 15:45 Indonesia's Rice Industry & its Challenges

Mohammad Ismet Director for Planning & Business Development **BULOG Indonesia** 

# 16:15 The 'Black Sea' Grain Pool –

### the New Leader in Grains Export?

- What are the pitfalls & challenges?
- Competitiveness of black sea grains in the world market
- Will the Black Sea region continue to remain a low quality grain supplier?
- Logistical constraints

Mohamed Aboul-Kheir, Senior Trader- World Trading Unit Cargill International SA

### 16:45 Ocean Freight Rates Projection Ken Michie, Managing Director

Clarkson Asia Pte Ltd

17:15 Discussion & End of Day 1

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

# Day 2 - Thursday, 21 January

9:00 Chairman's Remarks Vijay Iyengar, Managing Director Agrocorp International Pte Ltd

# 9:10 Meeting Wheat Demand in Egypt

- Demand/supply projection
- Challenges & future prospect

Gamal Mahmoud Abdel Atief, Economic Researcher General Authority for Supply Commodities (GASC)

9:45 Wheat Demand in Saudi Arabia

HE. Eng. Waleed Elkhereiji, Director General Grain Silos & Flour Mills Organization

- 10:15 Discussion followed by Networking Refreshments
- 10:45 International Buyers' Round Table : Challenges of Grains Purchasing in a Volatile/Uncertain Market
  - Buying mechanism & hedging issues
  - Quality issues
  - Challenges of purchase from different region *Panelists* :
  - \*Willis Cheng, Chairman
  - Charoen Pokphand Enterprise Co. Ltd
  - \*Rahim Khaleel, Marketing Director & Member of the Board The State Trading Corporation of India Ltd
  - \*Arif Widjaja, Senior Vice President & Head of Trading Division, **PT Japfa Comfeed Indonesia Tbk**

# 11:15 China's Soybean Market Review

- Demand/supply projection
- Buying pattern
- Role of China in global grains market

# 11:45 Risk Transfer Solutions for Agriculture Corporates

Roman Hohl, Head of Agriculture Corporates, Director Swiss Re

- 12:15 Discussion followed by Networking Lunch
- 13:30 Global Barley Market Outlook Lyndon Asser, Marketing Manager – Barley Viterra

# 14:00 Islamic Financing Solutions For Grains Trade

- Salient features of Islamic Financing as an alternative funding tool
- Case study of Islamic Financing for Olam International Limited Syed Alwi, Vice President - Corporate Banking **The Islamic Bank of Asia**

### 14:30 Damage, Delay and Market Claims and Dispute Resolution Simon Davidson, Managing Partner

Simon Davidson, Managing Partner Holman Fenwick Willan Singapore LLP

- 15:00 Final Discussion followed by Closing Tea
- 15:30 End of Conference

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# "When will stability return to the agri-commodities sector?"

"Soybean demand surges....China and Taiwan have committed to purchasing huge loads of U.S. soybeans, boosting expectations that export sales will reach a new high. China alone bought \$7.3 billion in U.S. soybeans in 2008 and is expected to nearly double that this year". ST. LOUIS POST-DISPATCH, 18/10/2009

"Rabobank sees upside trend for grain commodities prices" World-Grain.com, 30/10/ 2009

"India, the 2nd largest rice grower, may become a net importer for the first time in 21 years in 2010, potentially sparking shortfalls that sent prices to a record high in 2008, said Samarendu Mohanty, a senior economist at the International Rice Research Institute.... India may import as much as 3 million metric tons next year following adverse weather" Bloomberg, 29/10/2009

Erratic weather patterns, weak US dollar, climbing crude prices and improving economic conditions are factors determining the direction of grains pricing. Where are the various agri-commodities heading and will stability return to the agri-commodities sector?

With the opening of Australia's grains market, how will it change the way business is conducted and will it offer a more level playing field for all parties? Increasingly, Black Sea grains are coming into Asian and Middle East markets, how will it impact traditional suppliers and can the quality measure up?

CMT's **2nd World Grains Trade Summit** brings top industry panel to address current concerns facing the grains industry. Excellent platform to network with global suppliers & buyers!

# **E**xtensive Benefits to Attend

- Hear from industry leaders on challenges of managing commodities business amid market volatility & uncertainty
- Assess if the economic recovery is for real & is it sustainable? How will the USD perform moving forward?
- Assess the future of agriculture investments
- Market review of grains including wheat, barley, soybean, corn & rice
- Grains trade financing Have banks' risk appetite improved? Explore alternative options including Islamic financing
- Analysis of China, India, Black Sea Region, Australia & Egypt
- Gain first hand pointers from international buyers on their expectations, challenges, buying mechanism and hedging solutions
- How's the freight market performing and is it rough sailing ahead for shipping companies?
- Impact of hedge and index funds on the commodities market

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### You will network with

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- 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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# GRAIN B.V.

# **Platinum Sponsor**

Glencore and its subsidiaries process, handle and market Wheat, Corn, Barley, Rice, Oilseeds, Meals, Edible Oils and Biodiesel. We are a leading exporter of grain from the EU, Russia, the Ukraine, Kazakhstan, Argentina and Australia. Global markets, particularly on the supply side, are highly fragmented and in many countries we procure grain directly from the farmer. To support these activities our subsidiaries own or operate processing, storage and handling infrastructure.

Our subsidiaries in the UK, Hungary, Poland, Romania, Russia, the Ukraine and Kazakhstan have seventy silos at their disposal with a combined storage capacity of 3.5 million metric tons. Of these, five are port or river elevators.

In the Ukraine, a Glencore subsidiary part owns a Sunseed crushing plant with an annual capacity of 250,000 metric tons.

A subsidiary of Glencore is owner of the Moreno Group in Argentina. Moreno's facilities include interior silos, an export elevator in Bahia Blanca and four Sunseed/Soyabean crushing plants with a combined annual capacity of 1.85 million metric tons.

In Argentina and Uruguay, our subsidiaries own five Rice mills with a combined annual capacity of 400,000 metric tons.

In Brazil, a subsidiary of Glencore is the owner of a soyabean crushing plant with an annual capacity of 350,000 metric tons. In Australia, Paraguay, Russia, Ukraine and Kazakhstan, Glencore farms 300,000 hectares of owned or leased land.

North Africa, the Middle East and Asia are the prime export markets. Marketing efforts and strategy are coordinated from the head office for grains in Rotterdam and implemented through our network of local offices in more than 40 countries.

For further information and inquiries, please contact in Rotterdam:

# **Glencore Grain B.V.**

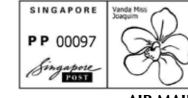
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# SUSTAINABLE Oil Palm Plantations

JAKARTA, INDONEISA | 21-22 Jan 2010

# Policies & Investment Opportunities, Sustainable Guidelines & Plantation Management

### **Confirmed Speakers**

- Governor Central Kalimantan Pemerintahan Provinsi Riau
- Hanafiah Ponggawa & Partners Price Waterhouse Coopers
- Bank Rakyat Indonesia 
   PT Miller Bahroeny 
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- FORDA Nexant Cort Consultants Ltd Control Union
- Certification, Netherlands Gaia Commoditas Forest Products Research & Development Centre, Indonesia
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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	SGD2,395	SGD1,995 (MIN SAVINGS OF SGD1200)
Pay by 25 Nov	SGD2,195	SGD1,795 (MIN SAVINGS OF SGD1800)
Pay by 20 Dec	SGD2,295	SGD1,895 (MIN SAVINGS OF SGD1500)

\* Terms and conditions apply

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# **CONFERENCE VENUE**

CMT has arranged special discounted room rate at \$\$ 280++ (Deluxe SIngle, Kallang Bay View) per room per night inclusive of daily Buffet Breakfast (subject to room and rate availability) for delegates at **The Ritz-Carlton Millenia**, **Singapore**. Please reserve room by completing Hotel Reservation Form, which is emailed together with invoice, providing full credit card number and expiry date & fax/email completed form to:

Shareenjit Kaur, Group Reservations Executive **The Ritz-Carlton Millenia, Singapore** 7 Raffles Avenue, Singapore 039799, Singapore Tel: 65 64345129 Fax: 65 63375190 Email: shareenjit.kaur@ritzcarlton.com *Cut-off date: 21 December 2009* 

**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.