

2nd Global Large Scale Farm Forum

30 Nov–1 Dec 2010 / Siem Reap, Cambodia

Held Under the Patronage of
His Excellency Chan Tong Yves
Secretary of State
Ministry of Agriculture, Forestry & Fisheries
The Kingdom of Cambodia

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DAY 1 - 30 Nov 2010, Tuesday

08:00 Registration & Refreshment

09:00 Opening Welcome Ceremony

09:05 Keynote Address :
H.E. Chan Tong Yves, Secretary of State
Ministry of Agriculture, Forestry and Fisheries

09:25 Chairman's Introduction

09:30 **Asia's Food Security Challenge: Opportunities for the Novel Partnership in Agricultural / Land Investments**
• Asia's food security challenges
• Land / agricultural investment for food security
• Need for the novel public / private partnership
• Steps towards building the new food security partnership in Asia - ADB's new initiative and strategy
Dr. Katsuji Matsunami, Advisor, RSOD cum Practice Leader (Agriculture, Food Security & Rural Development), **Asian Development Bank**

10:00 Discussion followed by Networking Refreshment

10:30 **Market Outlook for Soft Commodities / Cash Crops**
• Demand / supply projections & new sources
• Production risks & impact on prices
• "Hot" commodities and regions to invest

11:00 **Agriculture Investment Structure in Cambodia**
• Investment policy and Opportunities
H.E. Mr. Suon Sitthy, Secretary General
Cambodian Investment Board (CIB)
Deputy Secretary General
Council for the Development of Cambodia (CDC)

11:30 **Agricultural Investment Opportunity in Indonesia**
• Mapping out suitable agro-industry for investment
• Opportunities in Papua, Kalimantan and Sulawesi
• Investment policies and regulation
• Land acquisition and utilization policies
• Export-import regulation
• Development of downstream processing sectors
Prof. Dr. Zaenal Bachrudin, Director General of Processing and Marketing of Agricultural Product
Ministry of Agriculture (Directorate General of Livestock)

12:00 **Investment & Farm Management Case Study**
• Business model evaluation : out-growers vs ownership vs leasing
• Farm productivity management for maximum profits
• Risks taken in large scale farming and how to minimize those risks (labor, neighbor (villagers), law and culture shock & etc)
• Tools to control, monitor and evaluate large scale farming operation (eg. Report form, high technology GPS camera, communication + meeting)
Dr. Korn Posayanond, Business Research & Development Manager
Khon Kaen Sugar Industry Public Company Limited (KSL)

12:30 Discussion followed by Networking Lunch

13:45 **Financing Farmland Investment**
• Access to funding & expectations from lenders
• Private / public partnership

14:15 **Risk Management for Agricultural Investment Projects**
• Project finance solutions to farmland investments to manage project's risks

• Case study : new Goji Farm in China
Jian Wang, Farm & Testing Services Lead
SGS-CSTC Standards Technical Services Co. Ltd

14:45 **Investor's Panel: What are Their Requirements & Where / What are They Investing in?**
• Challenges & opportunities
Panellist: Elson Ng, President (Strategic Projects) & Chief Advisor to CEO, **GMG Global Limited**

15:15 Discussion followed by Networking Refreshment

15:45 **Prospect of Large Scale Agri-Farm Investment in Ukraine – Opportunities & Challenges**
• Regional market dynamics & ROI
• Investment framework, Land acquisition & utilization policies
• Export legislation
• Local infrastructure & risk management
Andriy Huta, Member of the Supervisory Board
Mriya Group of Companies

16:15 **Large Scale Agriculture Investment in Africa**
• Business model evaluation
• Farm productivity management for maximum profit
• Downstream value addition & marketing of produce
• Expansion plans
• Challenges & opportunities
Ramakrishna Karuturi, Founder & Managing Director
Karuturi Global Ltd

16:45 **Agriculture Outsourcing in South America: Challenges & Opportunities for Farmland Investments**
• Mercosur farming overview (Brazil, Argentina, Uruguay, Paraguay) - crops / export volumes / markets / competitive advantages in grains, cereals and oilseeds; PEST Analysis (Political, Environmental, Socio-economic, Technological)
• Mercosur farming growth regions, arable land potential, what are regional / foreign investors doing?
• Farming models for investors - buy vs lease returns compared (pros / cons); overview of farm management companies / service provider model, farming networks - case study of Los Grobo
• Issues - logistics/distribution, marketing of crops - detailed analysis of value chain in soybean; non-market factors - institution, regulatory, NGO
• Case study : Singapore listed Company doing corporate farming in Argentina
• Opportunities for possible investment and challenges
Dr. Dave Ramaswamy, Partner, **Allied Venture**

17:15 Close of Day One

DAY 2 - 01 Dec 2010 - Wednesday

09:00 Chairman's Introduction

09:05 **Agriculture Development Prospect in the Philippines**
• What policies & incentives are in place to attract investment?
• Land & Labour cost
• Security - ensuring investors interest
• Domestic demand & market
• Export legislation
Marriz B. Agbon, President
Philippines Agricultural Development & Commercial Corporation

09:30 **Dairy and Agribusiness Investment Outlook in New Zealand**
• Opportunities & challenges
Ross Hyland, Managing Director, **Seales Ltd**

09:55 **Future Prospect for a Cambodian Dairy & Downstream Processing Industry**
Malcolm Pearce, Director, **Lordswood Farms Ltd**

10:20 Discussion followed by Networking Refreshment

10:50 **Agribusiness Investment in China**

11:20 **Legal Issues for Farmland Investments & Resolving Disputes**
• Overlapping claims
• Acquiring land banks or existing farmland
• Management of land settlement schemes
• Structuring shareholding ownership
• When things don't work out - exiting the investment & pitfalls to avoid
Matthew Rendall, Managing Partner, **Sciaroni & Associates**

11:50 **Managing Complexities in Investing in Farmland Business – a Tax Perspective**
• What investors need to be aware of with regards to tax issues, compliance, risk
• Structuring shareholding ownership
Michael Gordon, Partner, Tax And Corporate Services Dept
KPMG Cambodia Ltd

12:20 Discussion followed by Networking Lunch

13:30 **Investment in Industrial Forestry Plantation in Asia – Returns & Challenges**
• Demand / supply projection for industrial forestry
• Carbon for profits & environment
• Risk appetite & returns
• Logistics consideration & potential down-stream value addition
Paul Speed, Manager, Asian Forestry, **New Forests Sdn Bhd**

14:00 **Development Prospect of Bioenergy Crops – Evaluating Jatropha to Leucaena Biomass from a Practitioner's Perspective**
• The Jatropha's promise - how to make it happen?
• Growing woody biomass to meet power demand
• Energy crops investment experience
Chumroen Benchavitvilai, Executive Officer
Bioenergy Development Co., Ltd.

14:30 **Improvement of Farming Practices Relating to Corn Production**
• Critical issue of correct tillage and soil preparation
• Precision farming - corn seed singulation and placement
• Mechanization, yield and the bottom line
Charlie Dee, President, **Dee Implement Inc.**

15:00 Discussion followed by Networking Refreshment

15:30 **Role of Plant Science Industry in Large Scale Farming**
• Next wave of GM events
• Challenges to GM acceptance
• Importance of a GM functional regulatory system
Dr. Siang-Hee Tan, Executive Director, **CropLife Asia**

16:00 **Update & Development of Hybrid Rice Variety**
• Solution to increasing yield

16:30 **Water Resource Management & Solution for Agri-Invest**

17:00 Final Discussion followed by Close of Conference