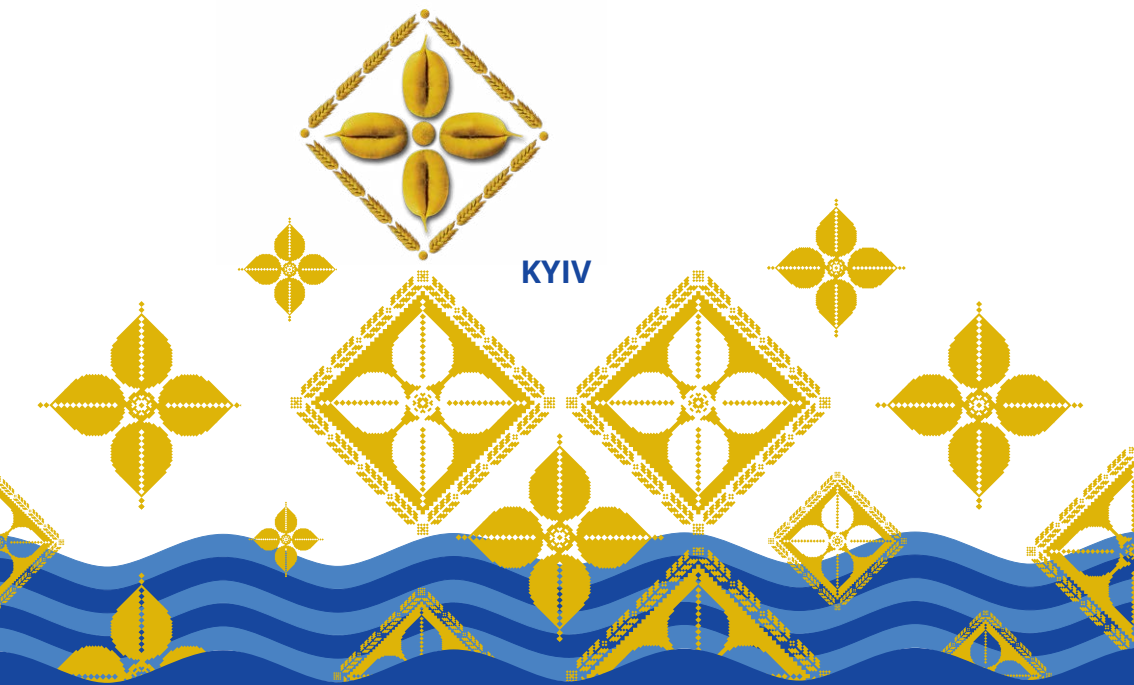




April 18, **2024**

BLACK SEA GRAIN. KYIV

AGENDA



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21 International Conference **BLACK SEA GRAIN.** KYIV





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years

MARKING A MILESTONE



GREETINGS OF ORGANIZER

Dear Friends,

On behalf of the organizing team I'm pleased to welcome you to the 21st International Conference BLACK SEA GRAIN.KYIV.

This year is special, as our team celebrates the 30th anniversary of UkrAgroConsult. We remain faithful to our mission of consulting the business that feeds the world, providing comprehensive agricultural market analysis and Black Sea Grain events for the global leaders of the grain and oilseeds industry.

Our previous event, BLACK SEA GRAIN.EUROPE, held in Prague in February, became a key market platform for strategic discussions, encouraging closer cooperation between Ukrainian and European operators, exploring new ways of doing grain business and responding to the ongoing market change.

Today, we continue to search for the right solutions in Ukrainian agricultural market, paying close attention to the prospects for the next crop, land market, recovery and investment trends, logistics in the Black Sea and Danube regions, the impact of EU agricultural policy, as well as the outlook for global demand for Ukrainian grains and oilseeds.

I sincerely thank all Conference Delegates, Speakers, Sponsors, and Partners for participation and professional exchange – together we stand for the recovery and development of agricultural Ukraine.



Sergiy Feofilov

Director General
UkrAgroConsult





GREETINGS OF GENERAL SPONSOR

Dear participants, guests and partners of the conference!

Abbey Commodities DMCC is pleased to welcome you to the 21st International Conference "BLACK SEA GRAIN. KYIV-2024". We are proud to continue to be a part of this significant event as a General Sponsor and active participant. Our presence here confirms the immutability of our values and commitment to the development of the Black Sea agricultural sector.

First of all, we would like to express our gratitude to UkrAgroConsult for its tireless work and ability to organize this forum despite all the challenges. Your work is an example of resilience and commitment.

The past two years agricultural business has been facing lots of challenges, but thanks to our joint work we have been able to make significant progress. Now, as we look ahead, we see new opportunities for recovery and development.

This year's conference offers a rich program: from exclusive analytics to discussions of macroeconomic trends and long-term forecasts. We will evaluate changes in the land market, the role of the state and the private sector in investment for recovery, and the further development of Ukraine's relations with the EU.

We will also discuss the importance of the Black Sea and Danube regions in global trade, the growing competition for these markets, and how Ukraine can respond to these challenges. We will also touch upon new markets for agricultural products and Ukraine's consolidated negotiating position with its European and Polish colleagues.

"BLACK SEA GRAIN. KYIV-2024" is not just a platform for professional communication, it is a heart that beats concurrently with each of you, fostering strong partnerships and helping us to grow in these challenging times.

Working side by side, we will not only raise the agricultural sector, but also strengthen our country's economy. Believing in our common mission will give us the strength to achieve incredible heights and significant changes.

I wish everyone fruitful work at the conference and new successes in the future!



Julian Godfrey

CEO of Abbey
Commodities
DMCC





GREETINGS OF SPONSOR

Dear Participants of BLACK SEA GRAIN.KYIV-2024,

The years of war in Ukraine have been challenging. The agricultural sector has also faced a number of problems. Occupied lands, mined fields, constant shelling, destruction of logistics, blocking of Ukrainian agricultural products at the borders.

Ukrainian farmers have been demonstrating real heroism for two years now, continuing to work in such conditions. Prometey is pleased to see all the participants of BLACK SEA GRAIN and is ready to share its own business experience.

We are confident that by joining forces, the Ukrainian agricultural sector will not only be able to survive, but also reach a new, much higher international level. We know the true value of Ukrainian land, so we value every centimeter of it and all the fruits it gives us.



Rafael Goroyan

Owner and Chairman
of the Supervisory
Board
Prometey
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GREETINGS OF SPONSOR

Welcome to BLACK SEA GRAIN. KYIV-2024 Conference, a premier event that AmSpec Ukraine is honoured to sponsor. As your dedicated partner in Testing, Inspection, and Certification (TIC), we are committed to providing expertise that contributes to a safer and more sustainable world.

The significance of this event in Kyiv, especially in the challenging conditions of April 2024, cannot be overstated. Located at the heart of the Black Sea region's logistics chains, our team faces daily pressures from safety challenges and rapidly changing rules and conditions. Despite this, we continue unwaveringly with our business operations, strategic investments, and philanthropic efforts, supporting our staff and their families through strenuous schedules and sleepless nights.

At AmSpec, our mission is to deliver professional, reliable TIC services globally, upholding the utmost standards of quality, accuracy, and precision. We are working steadfastly toward a brighter future, firmly believing in the resilience and prosperity of Ukraine and its industries, state, and economy. We are proud to be your TIC partner during these times of hardship and transformation.

Together, we look forward to celebrating a peaceful, triumphant era for Ukraine.



Eugene Dorofeiev

Director

AmSpec





GREETINGS OF SPONSOR

On behalf of QSS Global SA, I am delighted to welcome all the participants of the 21st International Conference "BLACK SEA GRAIN.KYIV", an event we are honored to sponsor this year.

QSS Global SA is an international fully-certified leader in providing inspection, testing, verification and certification services for agricultural and metallurgical industries. With headquarters in Switzerland and numerous branches worldwide, including our large division in Ukraine, we are able to professionally, efficiently and cost-effectively meet a wide range of customer requirements, using the latest technologies to simplify the processes.

In spite of the war, we remain very active in Ukraine, constantly readjusting our operations to the new threats, risks and demands, expanding and strengthening our presence around the Danube and Black Sea regions, supporting local partners and ensuring the highest level of services in often extremely difficult circumstances.

In current volatile environment, it is vital to have an opportunity to discuss in person the emerging trends, existing problems and effective solutions for the agricultural sector, and grow a network of likeminded industry professionals.

Therefore, I would like to express my deep gratitude to the UkrAgroConsult team, who successfully continue to gather together our industry's main players despite these challenging times.

I hope this conference will be beneficial to you all, and I am looking forward to connecting with as many of you as possible.



Vladimir Piastrov

Executive manager
QSS Global





CONFERENCE AGENDA

April 18, 2024

08.30 **REGISTRATION & COFFEE**

10.00 **OPENING. WELCOME SPEECH**

Sergiy Feofilov, Director General, UkrAgroConsult

Taras Vysotskyi, First Deputy Minister of Agrarian Policy and Food of Ukraine

10.15- 11.15 **HARD TALK**

The EU future agricultural policies (Green Deal, Deforestation Law). Impact on the EU and Ukrainian grain and oilseed production and farmer margins

Moderator - **Leonid Kozachenko**, President of Ukrainian Agrarian Confederation

Panelists:

Taras Kachka, Deputy Minister of Economy of Ukraine, Governmental Trade Envoy for Ukraine

Mykola Gorbachov, President of the Ukrainian Grain Association

Volodymyr Pugachov, Executive and Regional Director for Eastern Europe, Donau Soja Association

Oleh Khomenko, Director General, Ukrainian Agribusiness Club

11.15 - 11.30 **PRESENTATION**

Agri sector profitability in wartime. Competitiveness in the world market

Rafael Goroyan, Owner and Chairman of the Supervisory Board, Prometei

11.30 - 13.00 **GLOBAL SESSION**

Global grain and oilseeds market overview. 2024/25 MY forecast for agricultural markets. When will demand recover?

PRESENTATIONS:

China-USA. Strengthening influence of political and geo-economic factors on global trade. Expectations of demand recovery from China? Will trade disputes turn into trade wars?

Wang Hao, Head of Research, North Asian Region, Louis Dreyfus Company





CONFERENCE AGENDA

South America - Potential for growth in grains and oilseeds production. Intensified competition in the grain, oilseeds, and biofuels markets

Adriano Ode Lo Turco, Senior Market Analyst, Agroconsult, Brazil

India's trade policies. Demand forecast for grains and vegetable oils in 2024/25 MY. Ukraine's share in Indian sunflower oil imports, competition of Ukrainian sunflower oil with other origins from the Black Sea region

Guruswamy Chandrashekhar, Economist, Senior Editor and Political Commentator, India

13.00- 14.00

LUNCH

14.00 - 15.00

PANEL DISCUSSION

Logistics as a key factor of competitiveness. Uncertainties and challenges in logistics and trade

Moderator - **Mykola Gorbachov**, President of the Ukrainian Grain Association

Panelists:

Dmytro Kazanin, CEO and owner of TEUS logistics company

Volodymyr Slavinsky, Trade Director of Nibulon

Valeriy Tkachev, Deputy Director of the Commercial Department of Ukrzaliznytsia

Yuriy Skichko, CEO of Hermes Trading





CONFERENCE AGENDA

15.00– 16.00

DISCUSSION PANEL

Ukrainian business continues to invest. New segments, trends and stakeholders in processing industry

Moderator - **Volodymyr Vasylevskyy**, Head of the Investment Office of Ternopil Region

Panelists:

Roman Neyter, Expert on agrarian and land policy, Kyiv School of Economics

Sergiy Nechyporuk, Chief Operating Officer, Vitagro

Igor Novytskyi, Deputy Director for Technical Issues, Urochysche Zhuravske

Ivan Kun, Director general and owner of Interproject GmbH

Pavlo Kozyrev, Head of the Association of Towns of Ukraine

16.00– 16:45

Exclusive from UkrAgroConsult:

Black Sea & Danube market. Insights into the new exporting region. Crop production trends

Panelists:

Sergiy Feofilov, CEO of UkrAgroConsult

Yulia Garkavenko, Head of Analytical Department, UkrAgroConsult

Liza Malyshko, Head of Market Research, UkrAgroConsult

Maksym Kharchenko, Logistics Market Analyst, UkrAgroConsult

17.00

EVENING COCKTAIL - Marking UkrAgroConsult's 30th Anniversary!



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Центральним напрямом діяльності компанії є усунення ризиків клієнта шляхом проведення незалежної інспекції, аналізу та експертизи. Міжнародний сертифікат Bureau Veritas / Inspectorate - гарантія якості та надійності результатів інспекції, приймається трейдерами та банками у всьому світі.

Високий професіоналізм інспекторів, система внутрішньої підготовки та підвищення кваліфікації, високий рівень технічного забезпечення, сучасне лабораторне обладнання та широка мережа офісів, розташованих по всій території України, а також у морських та річкових портах України - це запорука нашого успіху.



Вантажі що ми інспектуємо:

- Сільськогосподарська продукція (зернові, бобові, олійні культури, олія, продукти переробки);
- Metали та мінерали (вугілля, кольорові метали, сталь, сировина);
- Нафта та нафтохімія (сировина, бензин, біопаливо, нафтопродукти);
- Добрива (мінеральні добрива (хлорид калію, карбамід, аміачна селітра, NPK та інші))

Є членами:

- TIC Council
- Federation of Oils, Seeds and Fats Association (FOSFA)
- Grain and Feed Trade Association (GAFTA)

Послуги які ми надаємо:

- Сюрвеєрські послуги
- Лабораторні послуги (широкий спектр аналізів та сучасне обладнання)
- Підтвердження заставного майна
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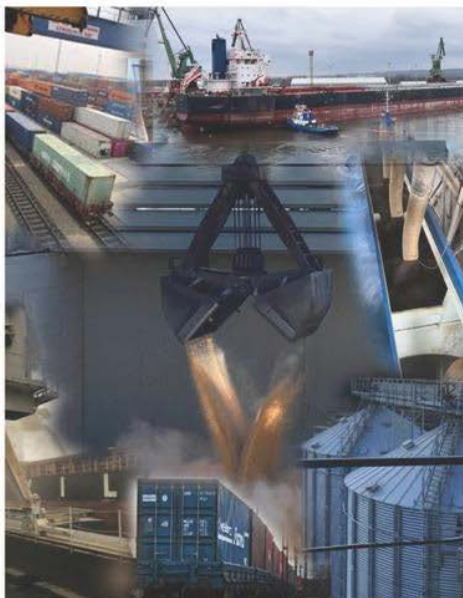
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Brokerage and Supply Chain Management

We are a brokerage and logistics company based in Warsaw that specializes in providing customized supply chain solutions for exporters from Ukraine. Our specialists have experience in agricultural commodities financing, trading and logistics.

Our company in numbers

Ever since the start of the full-scale war in Ukraine, our company has been helped Ukrainian businesses in shipping over **700,000 tons** of agricultural exports via railcars and reloading approximately **10,000 TEU** at the Baltic Sea ports.



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Brokerage

We have a wide network of final buyers.



Working Capital Financing

Our company provides Ukrainian exporters with a variety of tailored services, including brokerage, sales, railroad freight forwarding, customs clearance, transshipment at border and sea ports.

We transport cargo in railroad cars and containers to Baltic Sea ports in Poland, as well as to Western European countries like Germany and the Netherlands.



Contact us for more information on Frontier Logistics services and our team will assist you in determining the right solution for your business.



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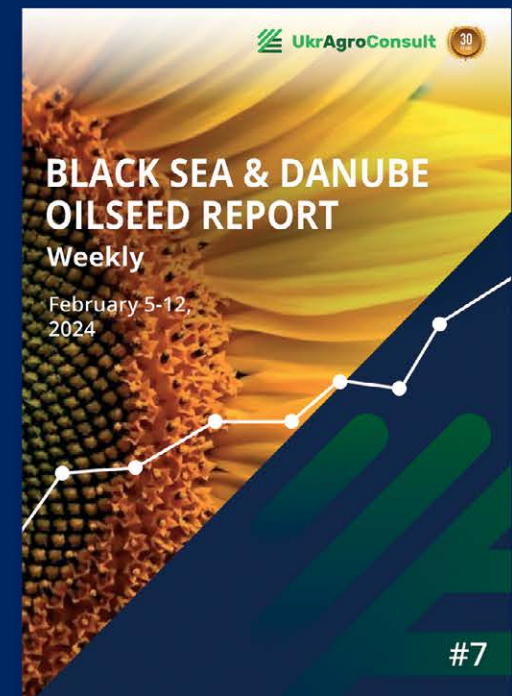
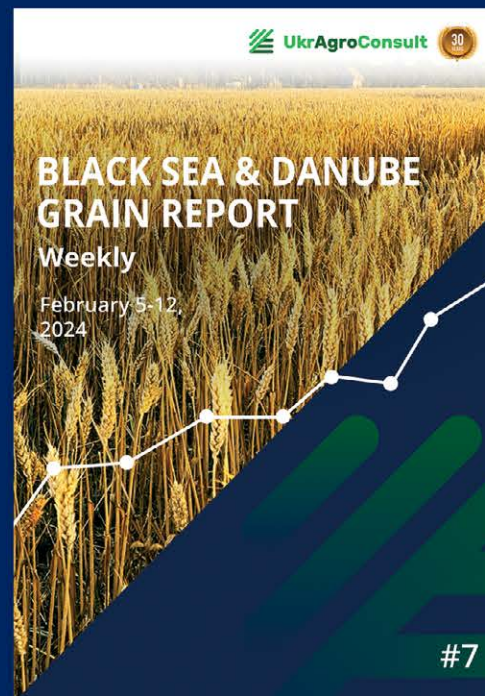


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- Key trends of grain & oilseed market in the Black Sea and Danube region
- Analysis and forecasts for the short - and long-term market development



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