



April 24, 2025

# BLACK SEA GRAIN. KYIV

GROW, TRADE, EVOLVE. TOGETHER



The background features a repeating pattern of stylized yellow and white floral or geometric motifs, resembling traditional embroidery or folk art. These motifs are arranged in a grid-like fashion, creating a sense of depth and texture. The overall color palette is light, with shades of yellow, white, and blue.

AGENDA

KYIV

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## GREETINGS OF ORGANIZER



**Sergii Feofilov**

Director General  
UkrAgroConsult



Dear Friends,

On behalf of the organizing team I'm pleased to welcome you to the 23rd International Conference BLACK SEA GRAIN.KYIV!

UkrAgroConsult remains faithful to its mission of counseling business that feeds the world, providing comprehensive agricultural market analysis of the Black Sea & Danube region, as well as industry events for the global leaders of the grain and oilseeds market.

Our previous event, BLACK SEA GRAIN.EUROPE-2025, 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, processing, 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!

Best regards

## GREETINGS OF GENERAL SPONSOR



**Victor Casan**  
Executive Manager  
Abbey Commodities DMCC



Dear Participants, Guests and Partners of the Conference,

Abbey Commodities DMCC welcomes you to the opening of the 23rd International Conference "BLACK SEA GRAIN. KYIV-2025"! Since 2004, this global forum has been a steadfast beacon for the agricultural sector of Ukraine. As a General Sponsor, we are sincerely pleased to support its resilience and continuity.

First of all, I would like to thank the conference's inspirer and organizer, UkrAgroConsult. Your hard work in the field of professional market analysis is a true support in these difficult times.

The year 2024 was extremely challenging for Ukraine's agricultural sector due to weather and economic hardship, but most of all — the war. However, we have proven that we are capable of adapting to new conditions and the key to a worthy response to these challenges lies in awareness and unity.

That is why the "BLACK SEA GRAIN. KYIV-2025" Conference holds special significance. We have gathered to discuss the state of agricultural exports, how they are affected by global events and strategies for maintaining duty-free trade and building efficient logistics. In addition, we will analyze competition in the processing industry and in the grain and oilseeds market, as well as overcoming margin-related challenges. The speakers will also share insights into digital transformation of agri companies, including implementation of CRM and AI systems.

Networking is another important mission of this Conference. For many years, it has been a unique platform for meeting with partners, exchanging business ideas, and building new connections.

I am confident that working together, we will overcome any challenges. Strong roots are the foundation of resilience and growth. By combining the experience and knowledge gained at BLACK SEA GRAIN. KYIV we will be able to develop and restore Ukraine's agricultural sector.

I wish everyone inspiration, productive work and new opportunities!

## GREETINGS OF SPONSOR



**Tatyana Shuster**  
Business Development  
Director  
QSS Global S.A.



On behalf of QSS Global SA, I am delighted to welcome all the participants of the BLACK SEA GRAIN. KYIV-2025! We are honoured to be a Sponsor of this event.

We are 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, 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 and the Black Sea and Danube regions in general, constantly expanding and strengthening our presence in Eastern Europe, supporting local partners and ensuring the highest level of services in often very challenging circumstances.

In current volatile market, it is very beneficial to get exclusive grain and oilseeds sector analytics and insights from the industry's top experts as well as have an opportunity to meet and network with the industry leaders.

I would like to thank the UkrAgroConsult for bringing all the key industry players together despite and in spite all the challenges.

I hope this conference will be beneficial to you all, we look forward to connecting with you.

## GREETINGS OF SPONSOR



**Eugene Doroфеев**

Country Manager  
AmSpec Ukraine



Welcome to BLACK SEA GRAIN.KYIV-2025 Conference — a premier gathering that AmSpec Ukraine is always proud to support as a dedicated partner.

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- Inspection: On-site evaluations at all stages of the agricultural supply chain—from farms to processing facilities. These inspections include crop condition assessments, maturity evaluations, and verification of production processes to ensure compliance with specified standards.
- Certification: Issuance of official certificates verifying that agricultural products meet the quality and safety benchmarks set by regulatory authorities and certifying organizations. This includes organic, fair trade, and sustainability certifications.

A Heartfelt Thank You

To our valued clients, partners, and colleagues—your continued support makes our shared vision of a safer, more sustainable world possible.

# CONFERENCE AGENDA

		<b>April 24</b>
08.30		<b>REGISTRATION &amp; WELCOME COFFEE</b>
10.00		<b>CONFERENCE OPENING</b>
		<b>Vitalii Koval</b> , Minister of Agrarian Policy and Food of Ukraine <b>Sergii Feofilov</b> , Director General, UkrAgroConsult
10.15 – 11.30		<b>DISCUSSION PANEL</b> <b>Crossroads and Shifts in Agricultural Export Regulations 2024-2026</b> Moderator - <b>Mykola Gorbachov</b> , President of Ukrainian Grain Association <b>Vitalii Koval</b> , Minister of Agrarian Policy and Food of Ukraine <b>Olena Voloshyna</b> , Head of the International Finance Corporation (IFC) in Ukraine <b>Volodymyr Slavinskyi</b> , Director on Trade, NIBULON, Ukraine <b>Pavlo Huzyr</b> , Head of alternative sales channels, Agro Factory, OTP Bank <b>Sergii Feofilov</b> , Director General, UkrAgroConsult
11.30 – 12.00		<b>INTERVIEW</b> <b>Leadership in The Era Of Change: Who Will Shape The New Reality</b> <b>Taras Kachka</b> , Deputy Minister of Economy - Governmental Trade Envoy for Ukraine Moderator - <b>Mykola Gorbachov</b> , President of Ukrainian Grain Association
12.00 – 13.00		<b>DISCUSSION PANEL</b> <b>Export Storm. Market Navigation, Margins and Competition of Grains &amp; Oilseeds</b> Moderator - <b>Sergii Feofilov</b> , Director General, UkrAgroConsult <b>Valerii Tkachov</b> , Deputy Director, Department of Transportation Technology and Commercial Work of JSC 'Ukrzaliznytsia' <b>Yuriy Sharapaev</b> , CEO, Prime Grain Oil <b>Dmytro Kazanin</b> , Director and Owner, Logistics Company TEUS <b>Svitlana Nikitiuk</b> , Head of Agro Division, Epicentr K Group <b>Vasyl Stupak</b> , Trader, OKKO Agrotrade <b>Oleksandr Terziiev</b> , Key Account Manager, Division of Commerce, Grains and Oilseeds Purchasing, Kernel <b>Nataliya Levkonyuk</b> , Head of DAP/CPT Desk, Atria Brokers
13.00 – 14.00		<b>NETWORKING LUNCH</b>



# CONFERENCE AGENDA

14.00 - 14.20	<b>PRESENTATION</b> <b>Brazil, Argentina, Mercosur: Grain and Oilseed Production, Trade Forecasts</b> <b>Adriano Lo Turco</b> , Senior Market Analyst, Agroconsult, Brazil
14.20 - 14.40	<b>PRESENTATION</b> <b>Agribusiness Potential of the Black Sea &amp; Danube Region 2025/26. Trends &amp; Challenges</b> <b>Maksym Kharchenko</b> , Analyst, UkrAgroConsult
14.40 - 15.45	<b>DISCUSSION PANEL</b> <b>Strategic Growth for Ukraine's Processing Chain - From Field to Market</b> Moderator - <b>Kostyantyn Tkachenko</b> , Chief editor, Latifundist.com  <b>Kateryna Kuzmina</b> , Head of Procurement and Sustainable Development, AB InBev Efes Ukraine <b>Sergiy Zhyvytsya</b> , Head of Agricultural Department, Harveles <b>Andrii Druziaka</b> , Agricultural Market Expert <b>Valentyna Grechka</b> , Partner of INTELEVRAZ Investment Company and Strong Energy Investment Fund <b>Maksym Vynokurov</b> , CEO, Agroprosperis Trade <b>Taras Pasazhko</b> , Director of Strategy and Organizational Development, VITAGRO
15.45 - 16.45	<b>DISCUSSION PANEL</b> <b>Digital Transformation in Agribusiness – Trends, Challenges and Opportunities</b> Moderator - <b>Ivan Dogadaev</b> , Director, Agronizer and AgroUser, Ukraine  <b>David Burton</b> , Senior Advisor, Agriculture and Food, Tony Blair Institute for Global Change <b>Denys Kuprash</b> , Co Founder AI MyChatBot, Ai My Community, Maybutne Consulting <b>Bohdan Kruhlyk</b> , CEO, FRENNDT <b>Andrii Smal</b> , Founder, ItJa and SAPRIT <b>Yaroslav Smakota</b> , CEO and founder of AgroApp agro startup, Shareholder of Activitis fintech company and WEAGRO online service
16.45	<b>CLOSING REMARKS</b>
17.00	<b>EVENING COCKTAIL &amp; NETWORKING</b>





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Працює у сфері транспортної логістики України з 2014 року. Ми забезпечуємо доставлення вантажів усіма видами транспорту, перевалку та зберігання зернових і добрив у портах Великої Одеси та Дунаю, а також оформлюємо всю необхідну документацію.

Наш вагонний парк налічує 796 одиниць – власних та орендованих вагонів.

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Ми працюємо як в Україні, так і в Європі. Компанія має надійних партнерів у Польщі, Румунії, Словаччині, Угорщині, Болгарії та країнах Балтії, а також у Грузії, Казахстані, Азербайджані та Туркменістані.

У 2024 році TEUS увійшла до рейтингу Forbes Next 250 – переліку компаній, які на роки вперед визначатимуть економічний розвиток держави.



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## ПРОВІДНИЙ МІЖНАРОДНИЙ ТРЕЙДЕР В АГРАРНОМУ СЕКТОРІ!

Компанія «Прайм Грейн Ойл» – міжнародний трейдер в аграрному секторі, що спеціалізується на експорті зернових та олійних культур, а також продуктів їхньої переробки, включаючи олію та шрот.

### Основні види продукції:

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соняшник, ріпак, соя;  
шрот соняшнику, ріпаковий, соєвий.



Щороку ми експортуємо понад **1 млн тонн** агропродукції, яка активно постачається до більш ніж **15 країн світу**, серед яких:



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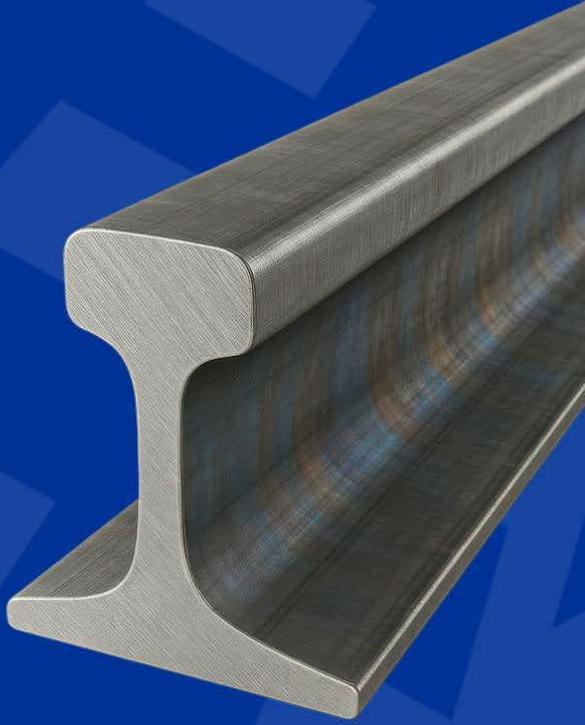


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Ukraine	Breeze Agroinvest LLC	<b>Maryna Avramenko</b>	avramenko.m@newbreezeinvest.com	380679962685
Ukraine	BSS Group	<b>Hanna Prykhodko</b>	e.fokina@bss-ukraine.com	380952022188
Ukraine	BSS Group	<b>Yelyzaveta Fokina</b>	e.fokina@bss-ukraine.com	380951290718
Ukraine	Cargill	<b>Roman Rubanka</b>	romanr_rubanka@cargill.com	380504697910
Ukraine	Cargill	<b>Yana Avramych</b>	Yana_Avramych@cargill.com	380660327905
Ukraine	Cargill	<b>Yevgen Pylyptsev</b>	Yevgeniy_Pylyptsev@cargill.com	3800503313513
Ukraine	CONTINENTAL FARMERS GROUP	<b>Andriy Shafran</b>	ashafran@cfg.com.ua	380673532178
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Ukraine	CRYSTAL ALLIANCE TRADE LLC	<b>Diana Bosikevich</b>	diana.bosikevich@bessarabia-group.com	380674303780
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## LIST OF PARTICIPANTS REGISTERED FOR THE INTERNATIONAL CONFERENCE 2025

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Ukraine	Limited liability company Ukramarine	<b>Dariia Paraskieva</b>	paraskieva@ukramarine.com.ua	380682824481
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## LIST OF PARTICIPANTS REGISTERED FOR THE INTERNATIONAL CONFERENCE 2025

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## LIST OF PARTICIPANTS REGISTERED FOR THE INTERNATIONAL CONFERENCE 2025

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## LIST OF PARTICIPANTS REGISTERED FOR THE INTERNATIONAL CONFERENCE 2025

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## LIST OF PARTICIPANTS REGISTERED FOR THE INTERNATIONAL CONFERENCE 2025

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