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GLOBAL GRAIN 2012 asia



SINGAPORE 13th -15th March 2012 Shangri-La Hotel

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Day 1 - 13th Mar 2012, Tuesday

DIARY OF EVENTS

08:30 CME Workshop Registration
09:00 - 17:00 CME Workshop Starts
12:00 onwards Global Grain Asia On-site registration
14:00 Exhibition Opens
18:00 - 20:00 Evening Reception



Pre-Conference Risk Management Workshop

Important notice:

Only registered conference delegates may attend this workshop.

Program:

08:30 Registration
08:45 Welcome & Introductions
09:00 **Introduction to Futures** (Novices only)
Richard Jelinek, Associate Director
CME Group Market Education & Development
09:45 **Option Terminology Review**
(Novices & those needing a refresher)
Richard Jelinek, Associate Director
CME Group Market Education & Development

10:30 **Price Risk Management Simulation**
Richard Jelinek, Associate Director
CME Group Market Education & Development
11:15 Break
11:30 **Option Pricing & Introduction to the Greeks**
Richard Jelinek, Associate Director
CME Group Market Education & Development
12:00 **Option Risk Management Strategies for the Commodity Buyer**
Richard Jelinek, Associate Director
CME Group Market Education & Development
13:00 Lunch
14:00 **Introduction to Calendar Spread Options & Weekly Options**
Richard Jelinek, Associate Director
CME Group Market Education & Development
14:30 **Implementing CME Group products into "YOUR" Risk Management Program**
Terrance Wood, Director, Head of Commodity Risk Management, INTL FCStone
15:15 Break
15:30 **Introduction to Bursa Malaysia Derivatives**
Suresh Maniam, Head, Business Devt
Bursa Malaysia Derivatives
16:15 **Summary & Resources**
Nelson Low, Director
CME Group Agricultural Commodities & Alternative Investment Products
17:00 Adjourn
18:00 Evening Reception

Note: This workshop is targeting the Novice and Intermediate level student of risk management.

Day 2 - 14th Mar 2012, Wednesday

DIARY OF EVENTS

08:00 Global Grain Asia Registration
09:00 Conference & Exhibition start
17:30 Conference Close for the day
18:00 - 20:00 Evening Reception

08:00 Networking / Morning Refreshments
08:45 Conference Opening
Patrick Savage, President, Gafta
09:15 **World Grains Outlook for the Present Crop Year and Observations for 2012/13**
Unpredictable weather, uncertain macro economic direction, heightened political risk and volatile commodity capital flows make the grain market ever more complex to analyze. Dan Basse will dissect the various supply and demand factors and give his views for the present and forthcoming campaigns.
Dan Basse, President, AgResource
10:00 **Soybeans: the case for a bull market in 2012**
Rising urbanization and per capital income in China have translated into higher caloric intake, which in turn has driven Chinese demand and consumption of soybeans up at a dramatic pace. Abah Ofon, director of soft commodities research at Standard Chartered Bank, will decrypt the case for a soybean bull market in 2012. Fundamentals in the US, Brazil and China; an extensive review of farm costs will be reviewed, together with the impact of La Niña weather conditions on soybean yields in Latin America.
Mr. Abah Ofon, Director - Commodities Research (ags and softs), Global Research
Standard Chartered Bank
10:30 Coffee break
11:00 **Panel: How to improve deteriorating margins in the milling and feed industry?**
Arif Widjaja, Senior Vice President, Head of Trading
PT Japfa Comfeed
Mr. Greg Harvey, Group CEO, Interflour Group Pte Ltd

11:30

Ocean Freight Market Outlook

Understanding the direction of the dry bulk market is like solving a Rubik's Cube. One can't make sense of the puzzle until all underlying are factored in: Iron ore and coal supply and demand, shipbuilding & ship-scraping to name a few. What role will grain trades play in the evolution of the dry bulk market? Peter Kerr Dineen is the chairman of Howe Robinson, one of the world's biggest independent ship brokers. Howe Robinson recently moved its corporate headquarters from London to Singapore as freight volumes expanded eastwards. Mr. Peter Kerr-Dineen, Joint Chairman, [Howe Robinson](#)

12:00

How to hedge business uncertainty with legal certainty

Legal certainty through well drafted, precisely worded clauses is one of the most effective "hedges" against business uncertainties - whether economic, political or acts of God. In addition Cases, Laws and Regulations can change at an accelerated pace and legal awareness and contractual clarity can go some way to assisting. Chris Swart and Brian Perrott, partners in the Trade and Energy department at Holman Fenwick Willan, will explore these themes affecting the commodities trade and will point out the specific legal issues that one must consider when contracting today. These will include Sanctions, Piracy, Bribery Act, Force Majeure, Inspection certificates
Mr. Chris Swart, Partner, [Holman Fenwick Willan LLP](#)
Mr. Brian Perrott, Partner, [Holman Fenwick Willan LLP](#)

12:45

Lunch

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14:15

Grain Origination Panel:

With international trade in grains increasing for the 9th consecutive year and deregulation making progress in various key producing countries, competition between various origins is set to rise further. How are international traders going to make advantage of this trend and approach grain origination? This panel will feature regional trade experts analyzing the developments and prospects for each of the top international origins:

Australia:

Mr. Ron Storey, Manager, Grain Information Unit
[Profarmer Grain](#)

Eastern Europe:

Mr. Peter Biermann, Senior Trader, [Soyuz Commodities](#)

Argentina:

Mr. Freddy Pranteda, Director / Grains & Oilseeds Desk,
[Cosur S.A.](#)

North America:

Panelists to be confirmed

15:00

The financing implications of the current supply & demand trends in grains & oilseeds

Mr. John Baker, Head
of Food & Agri Research and Advisory - Asia
[Rabobank](#)

15:30

Weather volatility and food insecurity: how agriculture risk solutions can mitigate the risk

Everybody talks about the weather but not many people offer adequate solutions. Extreme weather conditions have recently led to severe production shortfalls in many key grain markets and triggered export bans. Amid global concerns over food security, risk transfer products are increasingly recognized by insurers, corporations and governments as viable solutions to manage volatility in production. Bernard Belk, Global Head of Agri Corporate Business at Swiss Re, will review the rationale behind risk transfer solutions and provide examples of risk mitigation strategies for actors in the supply chain in the Asia-Pacific.
Mr. Bernard Belk, Global Head Agri Corporate Business,
[Swiss Reinsurance Company Ltd](#)

16:00

Coffee break

16:30

Prospects for Feed mill investments in Asia

Dr. Alex Zhang, Founding Partner
[New Hope Group](#)

17:00

Prospects for Flour mill investments in Asia

Mr. Greg Harvey, Group CEO
[Interflour Group Pte Ltd](#)

17:30

Final Discussion & End of Day One

18:00

Evening Reception

Per Person Fee for Conference:	(SGD)
Full fee for registration after 15th Feb 2012	1895.00
Early Bird Fee - Register & Pay by 15th Feb 2012	1695.00

Risk Management Workshop - 13 March	195.00
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To Register

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Program details published herein are confirmed as at 13/02/2012.
Please visit www.globalgrainasia.com/eventschedule.aspx?ev=120304&
for latest information on speakers & topics.

Day 3 - 15th Mar 2012, Thursday

DIARY OF EVENTS

09:00 Conference & Exhibition Start

12:40 Conference Ends

14:00 Exhibition Ends

08:00 Morning Refreshments

09:00 Chairman's introduction

09:10 **Black Sea Grain Movements into Asian Markets**

The Black Sea-Asia trade route is a major container and bulk market, notably for the transportation of feed and milling wheat. Asia's appetite for grains and the current low prices in the Black Sea create interesting opportunities for international traders. The inconsistency of Black Sea quality and supply however constitute regular logistical challenges. What are the future prospects of this increasingly important trade route for international grain traders? Agrozán will share some of the lessons the company has learnt while operating this container trade flow and share his views on future prospects
Mr. Ozan Ozturk, Managing Director
[Agrozán Commodities DMCC](#)

09:40 **Buying patterns in China's corn markets: Global implications**

Mr. Wei Bin, Grain Analyst
[China National Grain & Oilseeds Information Centre](#)

10:10 **Prospects for grains demand in Korea**

Sung Nak Ki, Analyst, Wheat Purchase Team
[CJ CheilJedang Corp](#)

10:45 Coffee break

11:10 **Rice market outlook – where are prices heading?**

Senior Representative, [Olam International Ltd](#)

11:40 **Adding Value and Sustainability throughout the Supply Chain**

In order to assist in a clean fulfillment of their obligation as a seller or buyer, traders need to know the tools and expertise available within the service industry. Covering the full industry on a global scale, the Agricultural Services division of SCS is ideally placed to showcase relevant best-practices to the audience
Mr. Paul Harrison, VP - Sales & Customer Care,
Agricultural Services, [SGS Group Management](#)

12:10 **Capital flows / Agriculture Funds Performance**

Speaker to be confirmed

12:45 Final Discussion followed by Closing Lunch

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14:00 End of Conference