



17 - 19 November 2020

Agenda at a glance

Supported by





Hotel Times	Session Times	Global Delegate Connections	Virtual Activities	Sponsored Workshops	Virtual Times
Geneva time (CEST)	Main Hotel Auditorium	Hotel Parallel Stream & Digital Meeting Room	Digital Meeting Rooms	Hotel Parallel Stream & Digital Meeting Room	Worldwide
17th NOVEMBER 2020 – MILLERS DAY					
09.00-11.00	Flour Panel	Indonesian (buyers)	Virtual Tour Experience	Risk Management Workshop	Far East Asia
11.00-13.00	Feed and Veg Oil	Indian pulse (buyers)			India & Central Asia
13.00-15.00	Alternative Protein		Pre-arranged 1-2-1 introductions		Black Sea & Middle East
15.00-17.00	New Protein Panel			Cryptocurrency Workshop	Latin America
17.00-19.00	Cocktail Party	Networking with the Americas	Cocktail making classes		North America
18th NOVEMBER 2020					
09.00-11.00	Keynote Session				Far East Asia
11.00-13.00	Trading Trends	Sub-Saharan Africa		Risk Management Workshop	India & Central Asia
13.00-15.00	E-commerce (IGC)		Virtual Tour Experience	Satellite Mapping Seminar	Black Sea & Middle East
15.00-17.00	Weather, Freight & Inspection	Brazil (suppliers)	Pre-arranged 1-2-1 introductions		Latin America
17.00-19.00	Cocktail Party	Canadian Grain (suppliers)		AgriCensus "Pasta" Workshop	North America
19th NOVEMBER 2020					
09.00-11.00	Black Sea #1	Philippines (buyers)	Pre-arranged 1-2-1 introductions		Far East Asia
11.00-13.00	Black Sea #2				India & Central Asia
13.00-15.00	Market of Markets			Sberbank	Black Sea & Middle East
15.00-17.00	Risk Management		Virtual Tour Experience	Risk Management Workshop	Latin America

17th NOVEMBER 2020 – MILLERS DAY

Hotel Delegate Times	SESSIONS	Topics and Themes	Speakers	Virtual Delegate Times
09.00-11.00	Market Fundamentals for the European Flour Sector	<ul style="list-style-type: none"> Analysis of the industry demand & supply Has COVID-19 introduced structural changes in the European supply chain? Producers challenges: milling margins, extraction rates, and consumption patterns 	Gunhan Ulusoy, Ulusoy Un	Far East Asia
11.00-13.00	Overview of the EMEA Animal Feed Market Analysis of the Animal Feed and Vegetable Oil Sectors in Europe	<ul style="list-style-type: none"> Overview of the European animal feed industry and grain consumption outlook Analysis of the European oilseed market: how market fundamentals correlate to futures and cash prices How has ASF impacted grain consumption 	Harm de Wilde, Cefetra Nick Major, FEFAC Rami Taieb, USGC <i>Speaker TBC, USSEC</i>	India & Central Asia
13.00-15.00	The Evolution of Alternative Food Overview of the Plant-Based and Insect-Based Protein Sector	<ul style="list-style-type: none"> Brief chronological overview of new protein manufacturing, analysis of market size and growth potential The protein gap and its impact on grain consumption Targeting consumers: food packaging and marketing communication 	Kelley Fitzpatrick, Nutriscience Solutions Jean-Yves Chow, Mizuho Bank	Black Sea & Middle East
15.00-17.00	Mapping Out Opportunities in the New Protein Sector How New Sources of Protein Impact Food Processing	<ul style="list-style-type: none"> Overview of the latest scientific developments: managing costs of production while enticing consumption growth Capital, technology and IP: what are the foundation blocks of successful start-ups? How traditional trading houses can take advantage of the growth in new protein sector? 	Dalal AlGhawas, Big Idea Ventures Jean-Yves Chow, Mizuho Bank Saurabh Bajaj, Proterra Investment Advisors Mohit Upadhyay, HM Agro Ventura Andrew Ive, Big Idea Ventures <i>Speaker TBC, USSEC</i>	Latin America & North America
17.00-19.00	Cocktail Party			

18th NOVEMBER 2020

Hotel Delegate Times	SESSIONS	Topics and Themes	Speakers	Virtual Delegate Times
09.00-11.00	<p>Keynote session – Grain Trade Projections 2021 and Beyond</p>	<ul style="list-style-type: none"> • 2020 crop in numbers • The challenges ahead: Macroeconomics concerns & COVID-19 • How trade restrictions can impact trade volumes and forecast for the season 2020-2021 	<p>Dave Hightower, The Hightower Report Emily French, ConsiliAgra Maximo Torero Cullen, UN's FAO</p>	Far East Asia
11.00-13.00	<p>Trading Houses: What Dictates the Pace of Change?</p> <p>The Impact of COVID-19 on Grain Trade</p>	<ul style="list-style-type: none"> • The impact of COVID-19 on food supply chains • Digitalisation of trading: Restoration or Revolution? • Observations on the global patterns of grain consumption 	<p>Kunal Kundaje, OLAM Ksenia Bolomatova, UGC Josef Schmidhuber, UN' FAO <i>Speaker TBC, Cefetra</i></p>	India & Central Asia
13.00-15.00	<p>E-Commerce: Lesson from COVID-19 and Beyond (IGC Members panel)</p> <p>Blockchain Technology in Grain Trading</p>	<ul style="list-style-type: none"> • How public-private sector collaboration facilitates global trade • The development of new administrative procedures with the support of digitalisation and e-commerce • What are the distinctive features of digital technologies in grain trading 	<p>Arnaud Petit, International Grain Council <i>Speaker TBC, FOAG</i> <i>Speaker TBC, TMO</i></p>	Black Sea & Middle East
15.00-17.00	<p>2020 Crop Quality 2020</p> <p>Weather Modelling Assessment 2020-2021</p> <p>Freight Market Update</p>	<ul style="list-style-type: none"> • Overview of the 2020 crop quality in the major producing regions • Weather impact on the major planting regions • Dry bulk shipping supply and demand, and the impact of trade wars on freight rates and routes 	<p>Arina Korchmaryova, Cotecna</p>	Latin America & North America
17.00-19.00	Cocktail Party			

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Hotel Delegate Times	SESSIONS	Topics and Themes	Speakers	Virtual Delegate Times
09.00-11.00	Black Sea grain market Outlook	<ul style="list-style-type: none"> The winners and losers from the 2020 crop Trade volumes, patterns and routes for the 2020-2021 trading season How export restrictions and stockpiling affect trade in the short and medium term 	Gert Bosscher, Copenhagen Merchants Nikolay Gorbachov, Ukrainian Grain Association Dmitro Furda, Nibulon Christina Serebryakova, Atria Brokers Yuryi Fefilov, Alegrow	Far East Asia
11.00-13.00	Black Sea Logistics	<ul style="list-style-type: none"> Update on recent and new infrastructure projects Measuring the investment appetite for logistics facilities in the Black Sea Analysis of Black Sea transport infrastructure 	Ivanna Dorichenko, Tradeaide Dmitro Furda, Nibulon	India & Central Asia
13.00-15.00	Quantifying Risks in Grain Trading	<ul style="list-style-type: none"> Pricing geo-political risks in grain trading How grain traders price the risk of global crises? Managing currency volatility and counterparty exposure 	Marc Ostwald, ADM ISI	Black Sea & Middle East
15.00-17.00	A Market of Markets: The growing Need for Regional Derivatives	<ul style="list-style-type: none"> Strategic hedging mix for grain futures, are OTC products sufficiently used? Is the emergence of regional trading patterns generating regional premiums? Update on new contracts introduced or being considered by the major exchanges 	Tim Worledge, AgriCensus Noha Faase, AB-InBev Arnaud Soulais, SCB Group	Latin America & North America

