



## Program Grain Ukraine – 2023

### Topic of the Year – "Ukrainian Agricultural Business: Development in the Context of War"

#### May 30. Intercontinental Hotel

Address: 2A Velyka Zhytomyrska St., Kyiv

9:00–10:00 **Registration of participants and morning coffee**

10:00–10:05 **Opening of the conference and welcoming remarks from the conference founder Andrey Stavnitser**, co-owner of TIS Terminal Group

#### **SESSION 1. Strategic Challenges for the Grain Market of Ukraine**

- War and Food Security in the World
- Security and Reliability of Logistics Chains
- Prospects of Ukraine's Eurointegration in the Agricultural Sector
- Grain Reserves and Expectations for the New Season

10:05–10:25 **An introductory word "Ukrainian Agro Sector: Surviving and Rebuilding"**  
**Oleksandr Gaydu**, Chairman of the Committee on Agrarian and Land Policy of the Verkhovna Rada of Ukraine

10:25–10:55 **Interview "Recovery of the Agro Sector. Insights from Agroholdings"**  
An interview with **Yevhen Osypov**, CEO of Kernel  
Moderation by **Mykola Gorbachov**, President of the Ukrainian Grain Association

10:55–11:10 **Presentation "How the International Grain Market Reacts to the War in Ukraine. Trends and Forecasts"**  
**Jonathan Grange**, Partner at Sunstone Brokers

11:10–12:00 **Panel discussion "Strengthening the Export Potential of Ukrainian Grain in the New Environment"**  
**Moderator: Jonathan Grange**, Partner at Sunstone Brokers

- Supply Chain security (farmer protection)
- Infrastructure improvement
- Product Quality
- Market access / Political support

#### **Participants:**

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

**Oleksandr Zhemoyda**, head of the Department of Trade Agreements and Exports of the Ministry for Development of Economy, Trade and Agriculture of Ukraine

**Maria Osyka**, Director of Agriculture Investments NCH Capital Representative Office in Ukraine

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

12:00–12:30 **Coffee break**

## **SESSION 2. Logistics panel**

- Freight transportation by "Ukrzaliznytsia"
- New dry terminals
- Liberalization of freight transportation in Europe
- Black Sea Grain Initiative: challenges and prospects

12:30–12:40 **Opening remarks "Changes in infrastructure"**

**Yurii Vaskov**, Deputy Minister for Communities, Territories and Infrastructure Development of Ukraine

12:40–13:30 **Panel Discussion "What is happening to the deep ports of Ukraine: challenges of the new time"**

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

- Grain corridor. How the situation affects day to day operations and long-term prospects
- Changes in freight, fleet, and insurance
- Development of Danube Ports

### **Participants:**

**Yurii Vaskov**, Deputy Minister of Development of Communities, Territories and Infrastructure of Ukraine

**Andrey Stavnitser**, co-owner of TIS terminal group

**Vadim Miroshnichenko**, head of the trading department at Cargill

**Mykola Miroshnychenko**, director of logistics and director of "Kernel-Trade" LLC

13:30–14:20 **Panel Discussion "Present and Future of Logistics Chains in Inland Transportation"**

**Moderator: Bogdan Kostetskyi**, Operational Partner of Barva Invest trading and analytical company

- Potential limitations of Eurointegration and consequences for the logistics sector
- Prospects of logistics hubs at the western border
- Eurointegration of Ukrzaliznytsia (Ukrainian Railways)
- Technological solutions in grain logistics

### **Participants:**

**Viacheslav Yeromin**, Member of the Board of JSC "Ukrzaliznytsia" for freight transportation

**Petr Krogman**, owner of Agromino, president of Czech-Ukrainian Chamber of Commerce

**Valerii Krupko**, director at MOST Logistic Terminal

**Boris Prykhodko**, Head of the Financial Solutions Department of Syngenta

**Dmytro Kobzar**, CEO of Mostyska Container Terminal

14:20–15:20 **Lunch Break**

## **SESSION 3. Trading Panel**

- Ukraine and the world: harvest, weather and price expectations for the new season
- Challenges and conclusions from the first trading seasons in wartime conditions
- Competitiveness of Ukrainian grain and prospects in the main sales markets
- How to maintain and strengthen the position of Ukraine in the new realities

15:20–15:40 **Presentation "What will we trade in the 2023-2024 season?"**

**Victoria Blazhko**, Head of Agricultural Markets Desk in the Black Sea Region, Editor of Argus AgriMarkets publication at Argus Media

15:40–16:30 **Panel Discussion "Ukrainian grain on international markets: has it passed the survival test?"**

**Moderator: Ivanna Dorichenko**, Managing Director of TRADAIDE

- Losses and gains of Ukraine on major international markets in the last two trading seasons
- Demand for Ukrainian grain among international buyers: willingness to wait or money talks?
- New logistics routes and "ground" partners of Ukraine: friends or foes?
- Strengthening Ukraine's positions on key sales markets and expectations for the 2023-2024 season

**Participants:**

**Volodymyr Osadchuk**, CEO of COFCO Agri Ukraine

**Volodymyr Slavinsky**, Director of Trade at NIBULON

**Volodymyr Gumeniuk**, Director at LNZ Export

**Jonathan Grange**, Partner at Sunstone Brokers

16:30–17:00 **Coffee break**

**SESSION 4. Ukrainian Agricultural Business in the Conditions of War: Diversification and Reconstruction**

17:00–18:00 **Panel discussion "Ways to Diversify Agribusiness"**

**Moderator:** Andriy Dligach, founder and CEO of the Advanter Group of companies

- Successful cases of agro holdings diversification during the war
- Prospects of Ukrainian agribusiness for the next two to three years

**Participants:**

**Georg von Nolcken**, Chief Executive Officer of Continental Farmers Group

**Petro Melnyk**, Shareholder and CEO of agro-industrial holding Agricom Group

**Dmytro Zozulia**, Advisor to the CEO, MHP

**Sergiy Savchuk**, Director of development and investment of the Vitagro group of companies

19:00–22:00 **Evening program and charity auction**

*Address: 2A Velyka Zhytomyrska St., Kyiv*



## **May 31. Intercontinental Hotel**

Address: 2A Velyka Zhytomyrska St., Kyiv

- Financing in Uncertainty – Where to Get Money?
- Investing in Business Optimization, Development, and Agroprocessing

### **SESSION 5. Financial Panel**

11:00–11:20 **Presentation "The Path to Ukraine's Recovery and the Prospects of the Agricultural Sector"**  
**Sergiy Fursa**, Deputy director Dragon Capital

11:20–12:15 **Panel Discussion "Where to find money for survival and development?"**  
**Moderator: Kateryna Konashchuk**, Founder and Partner at Trend & Hedge Club

- Global and local financial support for ukrainian agro business
- Mechanisms of support: transparency, control and decentralization
- Sources of available finances

#### **Introduction words:**

**Roman Neyter**, researcher at the Center for Food and Land Use Research, Kyiv School of Economics

#### **Participants:**

**Natalya Budkova-Vytvitska**, Member of the board of Oschadbank  
**Gennadiy Khelemysky**, Head of Structured Trade Finance of Ukrgasbank JSC  
**Tetyana Alaverdova**, Commercial Director of HarvEast  
**Allen Scobie**, Grain Consultant at Allen Scobie Consultancy

12:15–12:45 **Coffee break**

### **SESSION 6. Investments in Deep Processing in Ukraine Special Panel by UkraineInvest**

12:45–14:00 **Moderator: Sergiy Tsivkach**, Executive Director of the Office for Investment Attraction and Support UkraineInvest

- Increasing the role of deep processing in Ukraine

#### **Participants:**

**Lesya Kuzmenko**, Associate Director, Deputy Head of Ukraine, ICA (Industry, Commerce and Agribusiness) EBRD  
**Vitalii Koval**, Head of the Rivne Regional State Administration  
**Oliver Gierlichs**, CEO of Bayer in Ukraine  
**Borys Shestopalov**, co-owner and CEO of the HD-group  
**Yevhen Sadovyi**, Director of Processing of Agricultural Products Astarta-Kyiv

14:00–14:15 **End of the event. Summing up**

*\* The program can be supplemented and clarified.*