



# GRAIN IN THE TIME OF CHAOS

EXPLORING NEW PATHWAYS FOR PROMOTING  
UKRAINIAN GRAINS WORLDWIDE



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## PROGRAM OF GRAIN UKRAINE CONFERENCE 2024

**Theme of the year – Grain in the time of Chaos:  
Search for new (political, economic and logistical) ways to promote  
Ukrainian grain in the world**

### 30 May. 'Parkovy' Convention and Exhibition Center

**9:00 Registration of participants and welcome coffee**

**10:00 Opening of the conference and welcoming address from the organisers**

### SESSION 1. Strategic challenges for the Ukrainian grain market

**10:10 On-stage interview "What is the impact of the 'Grain from Ukraine' initiative on global food security"**  
**Interview with Marianne Ward**, Country Director World Food Programme Ukraine  
**Interviewer – Sergii Fursa**, Deputy director Dragon Capital

**10:50 "War in Ukraine. Overview of commodity markets and macro factors".**  
**Jonathan Grange**, Partner at Sunstone Brokers

- Changing trends of the global balance
- Changing the export geography of key players
- Global logistics challenges
- Growing influence of geopolitics on global trade

**11:10 Opening remarks to the panel discussion. Olha Trofimtseva**, agriculture expert, former Minister-at-Large at the Ministry of Foreign Affairs of Ukraine

**11:20 Panel discussion "Prospects for European integration of the Ukrainian agricultural sector"**

- Is it possible to reduce the influence of political factors on the economic interests of the EU countries bordering Ukraine?
- Is there a win-win solution for Ukraine's European integration that takes into account the interests of each country?
- How to build a constructive course of action for the process of integrating the Ukrainian agricultural sector with the EU countries?

**Moderator – Olha Trofimtseva**, agriculture expert, former Minister-at-Large at the Ministry of Foreign Affairs of Ukraine

**Participants:**

**Taras Kachka**, Deputy Minister of Economy – Trade Representative of Ukraine

**Martin Teplý**, Managing Director of HaBeMa Futtermittel GmbH & Co. KG

**Olena Kovalova**, Agropolicy Expert in EU Project "Institutional and Policy Reform for Smallholder Agriculture (IPRSA)"

**Helen Fairlamb**, agri-finance consultant

**Taras Holub**, Member of the Board at the European-Ukrainian Council for Cooperation and Development (EUCCD)

**12:20 Coffee break**

**SESSION 2. Local challenges for Ukrainian agricultural producers during the war**

**12:50 Introduction to the panel discussion. Bohdan Kostetskiy**, Operational Partner of Barva Invest trading and analytical company

**13:00 Panel discussion "Local challenges of Ukrainian agricultural producers during the war: how to overcome regional imbalance"**

- Survival of frontline areas: priority directions of support. Are all current measures effective? What is missing?
- Taxation of mined land is a burden for farmers in frontline regions. Discussing and generating effective solutions.
- Concessional financing. The way it's intended and how it works in reality. Shortcomings of current regulations and ways to improve them.
- How to compensate for logistics costs for frontline areas and to prevent misuse?
- The State Agrarian Register (DAR) system and assistance to the affected regions. The importance of creating a separate category in the DAR system for the purpose of supporting frontline areas.

**Moderator – Bohdan Kostetskiy**, Operational Partner of Barva Invest trading and analytical company

**Participants:**

**Taras Vysotskyi**, Acting Minister of Agrarian Policy and Food of Ukraine

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

**Oleksandr Buyukli**, Executive Director, First Ukrainian Agricultural Cooperative

**Artem Chornomorov**, Member of the Committee on Agrarian and Land Policy of the Verkhovna Rada of Ukraine

**13:50**     *Lunch*

**SESSION 3. Trade panel**

**14:50**     **Introduction to the panel discussion. Mykola Gorbachov**, president of the Ukrainian Grain Association (UGA)

**15:00**     **Panel discussion “How military risks affect maritime logistics”**

- The only way for Ukrainian grain
- How to optimize the cost of logistics
- How to increase the sustainability of sea routes during the war
- Prospects for the development of the Danube River
- Freight security and insurance

**Moderator – Mykola Gorbachov**, president of the Ukrainian Grain Association (UGA)

**Participants:**

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

**Ruslan Sakhautdinov**, Head of Chornomorsk Sea Port Authority

**Vladyslav Bielakh**, Deputy CEO of PJSC Ukrainian Danube Shipping Company

**Anatoliy Sikorsky**, CEO of the Neptune grain terminal of MV Cargo

**15:30**     *Coffee break*

**SESSION 4. Logistics panel**

**16:20**     **Introduction to the panel discussion. Oleksandr Solovey**, Co-founder and Commercial Director of Spike Brokers

**16:30**     **Panel discussion “Export revolution: creating an alternative to the sea on Ukraine’s western border”**

- Exports by land and their dynamics. What was and will be the allocation of traffic between road and rail.
- Dry port: where is transshipment better – in Ukraine or on the European side?
- The difficulty of crossing the border with Ukrainian wagons - where is the bottleneck?
- Has the export market in Western Ukraine started taking shape? What is the target audience and why is it needed?

- What is needed to form a market? Supply and demand? Critical mass of market participants? Logistics infrastructure for trade? Trade customs and practices (pre-MATIF trade)?
- Problems of integrating Ukrainian exports to Europe? Barriers and obstacles of today and tomorrow?

**Moderator – Oleksandr Solovey**, Co-founder and Commercial Director of Spike Brokers

**Participants:**

**Daniele Marcomin**, Consultant at Agribusiness di Covolato srl

**Valeriy Tkachov**, Deputy Director of the Commercial Department of JSC Ukrzaliznytsia

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

**Oleksandr Shatailo**, co-owner and director of Balk-Trans

**Werner Schobel**, Managing Director at MVC service & project management SRL

**17:20** **“Trends of Ukrainian grain exports in 2024”**. **Svitlana Malysh**, Agricultural Price Assessments Manager, Black Sea Agriculture Markets Senior Analyst at Refinitiv

**17:30** **Panel discussion “Ukrainian grain: prospects for strengthening positions in international markets”**

- Changing export geography of key players in the global and Ukrainian markets
- Shifting the lever from sellers to buyers
- The impact of the logistics component on price volatility and supply sustainability
- Prospects for commodity and forward price increase in 2024

**Moderator – Svitlana Malysh**, Agricultural Price Assessments Manager, Black Sea Agriculture Markets Senior Analyst at Refinitiv

**Participants:**

**Jonathan Grange**, partner at Sunstone Brokers

**Andrii But**, Head of Foreign Commerce, AGROTRADE Group

**Vadym Miroshnichenko**, Trading manager at Cargill

**Oleksandr Golovin**, Commercial Director for Ukraine at Kernel

**Dmytro Furda**, Senior Trader at Tiryaki Group

**18:20** ***Evening program at Grain Ukraine***

## 31 May. 'Parkovy' Convention and Exhibition Center

10:00 *Morning coffee*

### SESSION 5. Investment panel

11:00 **Panel discussion "Investment prospects of agricultural companies during the war"**

- Critical shortage of capital during the war: how can this problem be solved?
- Zero appetite of foreign investors for us: what should be changed to get the problem moving?
- What prevents the emergence of attractive investment projects

**Moderator – Sergii Fursa**, Deputy director of Dragon Capital

**Participants:**

**Mykhailo Granchak**, Managing Director, Investment Banking at Dragon Capital

**Serge Honcharevich**, founder and managing partner of Capital Times

**Sergiy Tsivkach**, Managing Partner in Ukraine of the American investment company Chicago Atlantic

### SESSION 6. Finance panel

11:50 **Introduction to the panel discussion. Volodymyr Landa**, Senior Economist of the Centre for Economic Strategy

11:55 **Panel discussion "Where to find funding for farmers"**

- Financing of high-risk areas during the war
- Where to get funds right now
- Trade and financial lending for farmers
- Financing of processing programs

**Moderator – Volodymyr Landa**, Senior Economist of the Centre for Economic Strategy

**Participants:**

**Anna Lebedynets**, associate director, senior banker of the agribusiness department of the EBRD

**Oleksandr Prykhodko**, Agricultural Market Development Manager, USAID AGRO Program

**Alla Biniashvili**, Member of the Management Board, responsible for the Corporate Business Direction at OTP Bank

**Tetiana Korniienko**, Director of SME Business Department of Ukrgasbank

**Ksenia Guseva**, Head of Agroclient Management Department at OKKO+

### SESSION 7. Food market

12:40 **Introduction to the panel discussion. Rodion Rybchynskyi**, Director of the Union Millers of Ukraine

**12:50 Panel discussion "Prospects of grain consumption by Ukrainian food companies"**

- Domestic and foreign consumer – which of them has the prospect of increasing consumption?
- Uniqueness of military conditions – which industries have shown the best results during the war.
- External/internal obstacles to development.
- Industry development prospects for 3-5 years. Is there a prospect of long-term domestic contracts with a manufacturer? Forward contracts? Can farmers be supported by prepayments? Or with special conditions (seeds)?
- What should be done on behalf of business and what should be done by the state?

**Moderator – Rodion Rybchynskyi**, Director of the Union Millers of Ukraine

**Participants:**

**Arsen Didur**, Executive Director of the Union of Dairy Enterprises of Ukraine

**Oksana Yurchenko**, President of the "Association of Ukrainian Pig Breeders"

**Yana Kavushevskya**, Acting Chairwoman of the Board of the National Association of Sugar Producers of Ukraine "Ukrtsukor"

**Sergiy Karpenko**, Executive Director of the Union of Poultry Breeders of Ukraine

**13:40 Lunch**

**SESSION 8. Land market during the war**

**14:40 Presentation of the Land Bank. Vitaliy Koval**, Chairman of the State Property Fund of Ukraine

**15:00 Introduction to the panel discussion. Kostiantyn Tkachenko**, editor-in-chief of Latifundist.com

**15:10 Panel discussion "Land of Ukraine: market, risks, demining"**

- What is going on after the land market has been fully launched. Pricing and goals of investors in different regions
- Risks and threats to the development of land assets during the war
- Land demining programs: centralization or separate programs, operators and conditions

**Moderator – Kostiantyn Tkachenko**, editor-in-chief of Latifundist.com

**Participants:**

**Andriy Usenko**, Co-founder and CEO of Tvoe Kolo

**Andriy Demianovych**, Founder and CEO of Feodal

**Mykhailo Rizak**, Director on Government Relations, Doctor of the Science of Law, lawyer at NIBULON Ltd

**Dmytro Skornyakov**, CEO of the HarvEast Holding

**16:00 End of the event**

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