

**GLOBAL
GRAIN
EVENTS**



GLOBAL GRAIN

ASIA 12-14 March 2013
Shangri-La Hotel, Singapore



The premier event in the Asian grain calendar

Platinum sponsor



Gold sponsor



Silver sponsor



Bronze sponsor



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Supporters



CONFIRMED SPEAKERS

Simon Bentley, General Manager, **Invenio Holdings**

Vijay Iyengar, Managing Director, **Agrocorp**

Phil Coffin, Australian Grains Trading General Manager, **Louis Dreyfus**

Emily French, Managing Director, **ConsiliAgra**

Philippe Chalmin, Professor, **Paris-Dauphine University**, General Editor, **Cyclope Commodity Yearbook**

www.globalgrainasia.com



GLOBAL GRAIN EVENTS

The number one grain event serving the Asia-Pacific region will return to Singapore in March. This event is now in its 5th year and continues to grow. In 2012 the conference attracted over **400 delegates from 40 countries.**

This is a must-attend event for Asia-Pacific grain and oilseeds trade professionals. It provides the perfect platform to strengthen your address book whilst hearing the views of international experts on the most important regional opportunities and challenges. Join us again in the **Shangri-La in March 2013.**

KEY FEATURES FOR 2013

Grain Network

Get in touch with delegates before the conference: our Global Grain Messenger System gives you the chance to email other registered delegates prior to the event. This is an ideal opportunity to set up important business meetings at the event in advance.

Register early to ensure instant access when it goes live.



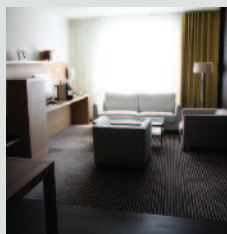
Networking Lounge

A dedicated meeting area with reserved seating. In order for you to conduct business, space has been set aside in the conference hotel.



Meeting Suites

A limited number of business suites are available at the conference venue. They have been configured to allow you to host client meetings in a private setting. Suites can be booked as part of sponsorship packages or group delegate bookings.



Separately bookable risk management workshop

This is the continuation of the popular pre-conference workshop that has been conducted in past years for attendees of global grain.

Benefits of Attending

HEAR from leading players where the world grains market is heading and the impact on importers and exporters

ASSESS global economic scenario and currency movement and trends

GAIN insights from leading importers/buyers on how they manage volatility in the grains market

ANALYSE performance of dry bulk freight market

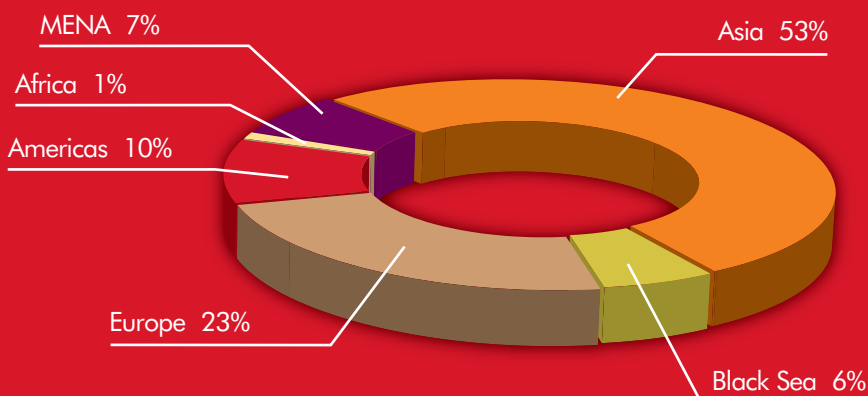


Sponsorship & Exhibition stands

Global Grain Asia provides an efficient platform to promote your business to the key players involved in grain financing, risk management and logistics. We offer a variety of promotional opportunities via sponsorship, advertising and exhibiting. Please note that these opportunities are limited in number.

For full details including rate cards contact **Melissa Kroc** at mkroc@ggrain.com or tel **+44 (0) 207 779 8545**

Delegate Geographic Breakdown





PRELIMINARY AGENDA

Analysing the global macroeconomic drivers of global grain markets

- How does the price of the US dollar impact the fundamentals of commodity markets globally?
- Where will interest rates go over the next 12 months? How long will QE3 last? How does the current policy impact interest rates?
- Examining the impact of the European economic crisis on the region and the impact on grain and oilseed consumption
- Top macro-economic, financial and geopolitical issues for commodity traders to track

Philippe Chalmin, Professor, Paris-Dauphine University, General Editor, **Cyclope Commodity Yearbook**

World Grain Outlook for the Present Crop Year and Observations for 2013/14

Continued unpredictable weather, uncertain macro-economic direction, heightened political risk and volatile commodity capital flows make the grain market ever more complex to analyse. This presentation will open the conference by dissecting the various supply and demand factors for the present and forthcoming campaigns

Emily French, Managing Director, **ConsiliAgra**

Heads of Trade & Commodity Finance panel: Assessing bankers views of soft commodities in the region

Prior to the conference some of the most influential lenders in the industry will outline their views of the market. The moderator will gather these thoughts and use them to structure a fast-paced debate amongst industry leaders

Origination panel discussion: Analysing the production environment in the world's key producing regions

A series of short presentations will be followed by a panel discussion featuring regional trade experts discussing developments and prospects for the key international origins. With international trade in grain increasing and a number of markets growing in importance, competition is set to increase. Tradeflows are continuing to evolve and over the next 12 months traders will need to adjust their approach to grain origination.

- An emerging global powerhouse: Is the infrastructure in Brazil developed enough to allow enough grain to be shipped out?
- How is the wave of consolidation impacting export out of Australia?
- Will the U.S. be able to increase land available for farming and continue to increase exports?
- Analysing developments in the Black Sea: Can the black sea be an important supplier to Asia in the long term? What is the potential capacity of the market?

In-depth analysis of Chinese demand for grains and the impact on global prices

- Assessing the latest data from the Chinese harvest
 - How much will demand for corn and wheat continue to grow?
 - Analysing changing diets in China
 - Forecasting Chinese demand for soy bean for the next twelve months
-

The new frontier: With changes in Myanmar and Vietnam increasing exports, could this part of the region become a major exporting market?

- Once the top exporter of rice in the world, Myanmar's rice exports now account for a negligible share of the world market. With Myanmar opening up, will it overtake Thailand as an exporter?
 - Will Myanmar become an importer for feed?
 - What are plans for expansion in Myanmar
 - How is Vietnam increasing exports of rice? An update on the rest of the region
-

Analysing the consequences of biofuel policies on palm oil and other agricultural products

- How the special nature of biofuel demand has distorted the balance in the oilseeds sector between different crops
 - Price links created by biofuel policies
 - Which crops do biofuels have the strongest impact on?
 - What is the chance of a change of policy?
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Outlining developing export patterns from India: What crops can India export?

- Addressing quality concerns for Indian wheat, is Indian wheat 'value'?
 - Analysing logistical issues with exporting from India? How can this be improved?
 - After bumper harvests in India, what is the political attitude towards exporting? Will India's government change its policy of hoarding grain in response to global shortages?
 - Where is India looking to export? How will this develop in the coming years?
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Soybeans market outlook: Trends in the global soybean market

- Supply vs. demand for soybean globally
- Will Chinese consumption continue to increase in the coming months?
- Comparing production of soybeans to other oilseeds

Note: Global Grain Asia reserves the right to alter the venue, timings and/or speakers





Agriculture Investors: Analysing the impact of funds in Asia and globally on soft commodity markets

- Where are investors seeing opportunities in this market?
- Building a diversified portfolio: How do agriculture investments fit within the broader portfolio?
- An assessment of the pros and cons of 'money men' entering this market, does speculation artificially increase food prices? Liquidity vs. speculation
- How widely are algorithms used in this market? What type are being used by investors?

Simon Bentley, General Manager, **Invenio Holdings**

Trader panel: An assessment of the concerns and opportunities facing traders

- What are the key grain markets that the panellists are focusing on, which regions and commodity type?
- Evaluating the current price environment from a mix of market participants
- Where are traders sourcing their grain? How has this changed in the past 12 months? How do they expect this to change going forward?
- Dealing with volatility: How are traders hedging their positions? Do traders expect volatility to remain high?
- How is consolidation impacting the funding environment?

Vijay Iyengar, Managing Director, **Agrocorp**

Phil Coffin, Australian Grains Trading General Manager,
Louis Dreyfus

Rice market outlook: Drivers of the world rice trade today, the key issues for the next 12 months

Assessing markets globally but also looking at the impact of Indonesia's self-sustainability drive

Assessing the demand for grain in South Korea

- How is a changing diet in South Korea impacting demand?
- Have government policies reduced dependency on imports?
- Analysing demands for domestic milling wheat, are government targets for domestic production realistic?
- Assessing the impact of the U.S-Korea Trade Agreement

Feed and flour millers panel discussions: Analysing conditions for millers in the region

- Improving margins in a tough environment
 - How are global issues such as food security impacting millers?
 - Regional consumption vs. production
-

Ocean freight: How diversifying the fleet will present grain traders with increased choice of vessel designs and sizes

- Analysing the ongoing trends in the global freight market
- How the modernisation of the fleet will result in operational savings
- Forecasting freight rates over the next few years



GLOBAL GRAIN ASIA

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REGISTRATION RATES

Before 14 December 2012

US\$1,495 Delegates 1 and 2

US\$1,445 Delegates 3+*

After 14 December 2012

US\$1,695 Delegates 1 and 2

US\$1,645 Delegates 3+*

*Applicable for delegates from the same company registering at the same time

METHODS OF PAYMENT

PLEASE SIGN THE FORM IN ORDER FOR REGISTRATION TO BE PROCESSED

Signature:

Date:

- To make a payment by credit card, please call **Asia +852 2912 8038**
UK +44 20 7779 7222 or visit **www.globalgrainasia.com** to book
and pay online
- I would like to pay by bank transfer.**
Option only available before 12 February 2013.

Note: Full bank details will be emailed to you with your booking confirmation. When paying by bank transfer, please ensure that you transfer enough funds to cover the full price of your purchase, plus any bank charges you may incur.

IMPORTANT: Please make sure you quote your full invoice number, details can be found on your invoice.

Global Grain Events standard terms and conditions apply.

Visas are the responsibility of delegates

Fees: The conference fee includes attendance to all sessions, refreshments, welcome receptions and lunches.

Accommodation: The fee does not include accommodation. A limited allocation of rooms has been reserved at the conference hotel. Delegates will be sent an accommodation booking form along with confirmation of registration. This form should be completed and returned to the hotel.

VAT: If your organisation is tax registered within the European Union please provide your company

VAT number:

Please tick if you are not registered for sales tax.

EASY WAYS TO REGISTER

Online: **www.globalgrainasia.com**

Credit Card Booking Hotline: **Asia +852 2912 8038**
UK +44 20 7779 7222

Logistical enquiries: **+44 (0) 20 7779 8320**

Fax: **+44 (0) 20 7779 8294**

Email: **info@ggrain.com**

Address: **Global Grain Events (A Euromoney Trading Company), Nestor House, Playhouse Yard, London, EC4V 5EX, UK**

VENUE



Shangri-La Hotel, Singapore

22 Orange Grove Road, 258350, Singapore

T: (65) 6737 3644

Booking your accommodation:

Upon registration, delegates will receive an accommodation booking form by email to be completed and returned direct to the hotel.

If your details above are incorrect please amend them here

PLEASE COMPLETE IN BLOCK CAPITALS

(Mr/Miss/Mrs/Ms/Dr)

Family Name:

First/Given Name:

*Delegate Email:

*Administrator Email:

Position in Company:

Company Name:

Address:

Postal/Zip Code:

Country:

Tel: +

Fax: +

What is your company's main business activity:

*Delegates must provide their email address in order to receive booking confirmation and access to the delegate messenger system.

DATA PROTECTION NOTICE

The information you provide on this form will be used by Euromoney Trading Ltd and its group companies ("we" or "us") to process your order and deliver the relevant products/services. We may also monitor your use of the website(s) relating to your order, including information you post and actions you take, to improve our services and track compliance with our terms of use. Except to the extent you indicate your objection below, we may also use your data (including data obtained from monitoring) (a) to keep you informed of our products and services; (b) occasionally to allow companies outside our group to contact you with details of their products/services; or (c) for our journalists to contact you for research purposes. As an international group, we may transfer your data on a global basis for the purposes indicated above, including to countries which may not provide the same level of protection to personal data as within the European Union. By submitting this order, you will be indicating your consent to the use of your data as identified above. Further detail on our use of your personal data is set out in our privacy policy, which is available at www.euromoneyplc.com or can be provided to you separately upon request.

If you object to contact by telephone , fax , or email , or post , please tick the relevant box. If you do not want us to share your information with our journalists , or other companies , please tick the relevant box.

BOOKING CONDITIONS

Registrations can only be confirmed upon receipt of payment or proof of payment and discounted fees will only apply when payment is received within the offer period. If you are not able to attend, a substitute delegate will be accepted. Cancellations must be received in writing 28 days prior to the event to qualify for a full refund less US\$200 administration fee. It may be necessary for reasons beyond the control of the organisers to alter the content, timing and venue. In the unlikely event of the conference being cancelled or curtailed due to any reason beyond the control of Global Grain Events, or it being necessary or advisable to relocate or change the date and/or location of the event, neither Global Grain Events, nor its employees will be held liable for refunds, damages and/or additional expenses which may be incurred by delegates. We therefore recommend prospective delegates arrange appropriate insurance cover.