

WHERE THE MARGIN IS

9th International Conference
for agricultural producers
and suppliers of agricultural
inputs and services

February 1-2, 2018
Moscow, Radisson Slavyanskaya Hotel

ikar.ru/wherethemarginis

Организатор конференции:



Организационные партнеры:



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Post-release, February 5, 2018

The 9th International agricultural conference WHERE THE MARGIN IS 2018

The 9th traditional International agricultural conference "Where the Margin Is" took place on 09 February 2017 in Moscow in the hotel Radisson Slavyanskaya, please look at ikar.ru/wherethemarginis

The organizers would like to express heartfelt gratitude to all the sponsors, partners and participants of the conference. Among them the gold sponsors of the conference: [EuroChem](#) and [Rostselmash](#), the silver sponsors: [Syngenta](#) and [CLAAS](#), and the other sponsors: [Swiss Re Corporate Solutions](#), [INTL FCStone Financial Inc.](#), and [VSK Insurance House](#). The sponsor of "Jazz style evening" – [TRIO Group of Companies](#). The conference was held in the partnership with the [Union of Russian Agribusiness Associations](#), [the Russian Sugar Union](#) and under support of the [Ministry of Agriculture of the Russian Federation](#) and ASTI Group - the exclusive operator of [VIV Russia](#) exhibition.

The conference was attended by representatives of the Presidential Experts' Directorate, the Ministry of Agriculture of Russia and the Ministry of Economic Development of the Russian Federation, the Central Bank of the Russian Federation, Vnesheconombank, executives of industry associations in European and Russian agribusiness, specialists in agriculture of the world leading countries: the USA, Germany, the Netherlands, Delegation of the European Union to Russia and others.

The overall number of the attendees went beyond 400. "The land bank" of the farmers participated in the Conference exceeded, as in the previous year, 6.5 million hectares as of arable land.

The event was attended by agricultural sector representatives from more than 14 countries from CIS and far abroad: Canada, Denmark, Germany, Italy, Iran, Lithuania, Singapore, Spain, Switzerland, the Netherlands, the United Kingdom, the USA, Turkey, and Ukraine, and from 38 regions of Russia: Moscow, S. Petersburg, Krasnodar, Stavropol, Altai and Primorsky Krai; Amur, Belgorod, Bryansk, Volgograd, Voronezh, Kaliningrad, Kirov, Kurgan, Kursk, Leningrad, Lipetsk, Moscow, Nizhny Novgorod, Novgorod, Novosibirsk, Omsk, Orenburg, Orel, Penza, Rostov, Ryazan, Sverdlovsk, Samara, Saratov, Smolensk, Tambov, Tver, Tula, Tumen, Yaroslavl Oblasts; the Republic of Tatarstan, the Udmurt Republic and others.

The conference was attended by **representatives of leading Russian agroholdings and independent agricultural producers**: Agrokultura, Agrosila, Management Company ASB, Cherkizovo, Concern Pokrovsky, Trade House Dominant, IDAVANG Agro, Plodorodie, Sovkhoz imeni Kirova, Agroholding "STEPPE", Sucden (Russia), TH Razdolie, Rusagro-Center, Rusagro-Invest, Russkij Dom, Group of Companies TRIO, SP Vyazovo, AFG National, SPK "Volochnovo", Agroteh-Garant, Agrofirma Mtsenskaya, Okskaya Poultry farm, RZ Agro / Russkaya Zemlya, Start, Corall LLC, Amuragrocentr Co.Ltd, Vorobievka Agro, Kuban's Agricultural

Technologies, MC Tavros, Prioskolie, AgroTerra Logistica, Cherkisovo Pork, EkoNiva-APK Holding LLC, Agroholding LTD, TH AgroGard LLC, BIO-TON, RAV Agro Pro LLC, Stud farm Yubileiniy, Agroholding Energomera, TH «Solar Products», Tambovsky Bacon, Agricultural Credit Cooperative Garant Kubani, Bashkir-Agroinvest, SPOSSK Prikubanskiy, Oktyabrskoe (Tambovskaya obl.), Agronefteprodukt (Krasnodar Krai), Yug Rusi, APK Konek Gorbunok, Doronichi Agricultural Holding and others.

Manufacturers of means of production for agricultural sector: EuroChem, Rostselmash, Syngenta, CLAAS, Amity Technology, ADAMA RUS, BASF, Dow AgroSciences, John Deere Agricultural Holdings, Inc., KUHN VOSTOK, LILIANI, Monsanto Rus, Agrorus & Co, AVGUST, Amazone, Lindsay International RUS LLC, KWS Rus, GSI-Cimbria, FMRus, PhosAgro-Region, DuPont and others.

Service providers for agricultural sector: CME Group, Klever JSC, SGS Vostok Limited, Control Union LLC, SOJAM RU, TBI LLC, TBI-Service LLC, Russian Agricultural Bank, MCB Capital LLC, Ernst & Young LLC, Kontakt (InterSearch Russia), Novorossiysk Grain Terminal LLC, Cotecna Inspection (Vostok) and others.

State authorities and state agencies: the Ministry of Agriculture of Russia, the Ministry of Economic Development of the Russian Federation, the Central Bank of the Russian Federation, Federal State-Funded Institution «Federal Centre of Quality and Safety Assurance for Grain and Grain products» and others.

The Moderators of the Conference:

- **Korney Bizhdov** - President, National Association of Agricultural Insurers (NAAI);
- **Vasily Ilyasov**, Development Director, Russkiy Gektar JSC;
- **Valery Gachman**, General Director, GRANA CJSC;
- **Dmitry Rylko**, General Director, IKAR LLC;
- **Vitaly Buzu**, General Director, IntTerra LLC;
- **Victor Semenov**, Chairman, Agribusiness Committee of the Russian Chamber of Industry and Commerce / Chairman of the Board The Union of Russian Agribusiness Association «ASSAGROS» / Chairman of the Supervisory Board of Belaya Dacha Group

Following the numerous requests of the participants, the format of the event changed: the conference became a two-day event. The first day of the conference consisted of three round tables.

Session 1. Round table on the agricultural credit system and new banking products for agribusiness

Moderator: **Dmitri Rylko**, General Director, IKAR LLC

Participants:

- **Vadim Shandrov**, Managing Director for Corporate Business Support, Russian Agricultural Bank JSC
- **Yulia Gangan**, Head of Corporate Sales Development of Moscow Region branch Russian Agricultural Bank JSC
- **Oksana Gulyaeva**, Executive Director of the Department of financial institutions, Russian Agricultural Bank
- **Malika Shamatova**, Deputy Head of Corporate Business Development and Strategic Management Department, RosAgroLeasing JSC

Session 2. Round table on the agricultural insurance

Moderator: **Korney Bizhdov** - President, National Association of Agricultural Insurers (NAAI)

Participants:

- **Viktoria Sinitsina**, Senior Analyst Thomson Reuters Commodities
- **Alina Korobova**, Head of Insurance Department agricultural risks of "VSK"
- **Alexandr Artiushin**, Senior agribusiness expert, Swiss Re Corporate Solutions, on the topic «Risk management solutions across the agribusiness chain»

Session 3. Round table on the issues of precision agriculture

Moderator: **Vasily Ilyasov**, Development Director, Russkiy Gektar JSC

Participants:

- **Andrey Dobrynin**, Deputy Director, National Center for Digital Economy, on the topic «Modern digital technologies for solving agribusiness objectives»
- **Denis Usanov**, General Director, ANT, on the topic «System of production processes optimization in crop production»
- **Sergey Karlaschiuk**, Marketing and Sales Director, AgroDroneGroup, on the topic «Methods of yield increasing by using UAVs»
- **Vladimir Voronkov**, Director, Engineering center GEOMIR, on the topic «Information-analysis system «Field history»

On the second day of the conference, the Director of the Department of Economics, Investments and Regulation of the AIC of the Ministry of Agriculture of the Russian Federation **Anatoly Kutsenko** addressed the participants of the Conference with a salutatory word from the RF Ministry of Agriculture.

There were three working sessions and two round tables.

Session 1. Situation and Outlook of the main world and domestic agricultural commodity markets

Moderator: **Mikhail Maltsev**, Executive Director, Fats and Oils Union of Russia

Participants:

- **Anatoliy Kutsenko**, Director, the Department of Agroindustrial Markets Regulation, the Federal Ministry of Agriculture
- **Dmitry Rylko**, General Director, IKAR LLC

Session 2. New Black Sea grain futures contracts on CME in the context of opportunities for speculation, price discovery, and risk management across the vast aggressively growing agribusiness region

Moderator: **Dmitry Rylko**, General Director, IKAR LLC

Participants:

- **Jeffrey McPike**, Manager, Global marketing, McDonald Pelz Global Commodities
- **Stephanie Wilson**, Managing Editor, Agriculture EMEA S&P Global Platts
- **Matt Ammermann**, Commodity Risk Manager – Vice President Eastern Europe/Black Sea Region, INTL FCStone Financial Inc.
- **Ivan Trudnev**, Commercial Director, RZ Agro / Russkaya Zemlya LLC

Session 3. Round table: Precision farming and Big Data in agriculture: new products

Moderator: **Vitaly Buzu**, General Director, IntTerra LLC

Participants:

- **Alexander Belov**, Commercial Projects Development Director, Syngenta LLC
- **Patrick Ghidirim**, Managing Director, AgroTerra
- **Dirk Seelig**, Deputy General Manager, CLAAS Vostok LLC
- **Maksim Seregin**, Head of Sales Department in Russia and the CIS, Regional Director, Russia and CIS, MCC EuroChem JSC
- **Oleg Alexnadrov**, Project manager Rostselmash

Session 4. Round table on the issues of the «Charter» and the taxation in agribusiness

Moderator: **Dmitry Rylko**, General director, IKAR LLC

Participants:

- **Varvara Burlevich**, Head of Department of taxation risks and tax audits of Controlling Division of the Federal Tax Service
- **Nikolay Demyanov**, Deputy General Director, Glencore Agro Ltd.
- **Alexey Podolyakin**, Financial Director, Rusagro Group of Companies
- **Eugenia Uvarkina**, Chairman, Agroindustrial Commission of the Public Chamber, Chairman of the Board, Trio Group of Companies

Session 5. Round table of the leaders of the key domestic agribusiness associations: Domestic agricultural commodity markets are already saturated or close to saturation. "What's next?" with participation of Evgeny Gromyko, Deputy Minister of Agriculture of the Russian Federation

Moderator: **Victor Semenov**, Chairman, Agribusiness Committee of the Russian Chamber of Industry and Commerce / Chairman of the Board The Union of Russian Agribusiness Association «ASSAGROS» / Chairman of the Supervisory Board of Belaya Dacha Group

Part 1. Participants:

- **Artyom Belov**, Executive Director, National Union of milk producers
- **Yuri Kovalev**, General Director, National Union of pig producers
- **Sergey Korolev**, President, National Union of vegetables and fruits producers
- **Sergey Mironov**, Deputy Chairman, Russian Sugar Union

Part 2. Participants:

- **Sergey Balan**, President, National Association of Exporters of Agricultural Products
- **Alexander Korbut**, Vice President, Russian Grain Union
- **Mikhail Maltsev**, Executive Director, Fats and Oils Union of Russia
- **Oleg Radin**, President, Association of Russian producers of starch and co-products
- **Dmitry Yuriev**, State Secretary - Deputy General Director, United Grain Company JSC

The conference was closed with a nice "Jazz style evening" and wines testing exercise.

We are sincerely grateful to the "Trio XXI" Group of Companies, the sponsor of the concert, for the opportunity to finish the conference on a high jazz note. The musical guest of the evening is a popular group LRK Trio.

The event was supported by leading agricultural and business media: [Thomson Reuters](#), [Interfax](#), [ZOL](#), [ISCO-I.RU](#), [Agroinvestor](#) and others.

For participants convenience we have launched App for our conference "Where the Margin is". Application operates both Russian and English language (IOS and Android).

The Conference "Where the margin is" was spotlighted by:

- Agencies: [Thomson Reuters](#), [Interfax](#), [Bloomberg](#), TASS, RIA Novosti;
- Association of manufacturers and suppliers of food products Rusprosoyuz, The National Union of Grain Producers, the Russian Union of Food Ingredients Manufacturers, Potato Union, National biofuel association, Russian Union of rural youth, Russian Grain Union, Russian Veterinary Association;
- Magazines: Sugar beet, Sugar, APK-expert, Agrobusiness, Point of sale, Khleboproducty, Tsenovik, the Agricultural sector, PERFECT AGRICULTURE, Agroprofi, Agrarnik, Meatmaker, Agrotema, Agricultural Izvestia, International agricultural magazine, Russian vodka, Niva Plus, Agricultural News, Grain Expert, New Agriculture, Krestianin, Kormoproizvodstvo;
- Web resources: [ZOL](#), [ISCO-I.RU](#), zernotrader.ru, furazh.ru, prodportal.ru, meatportal.ru, milkportal.ru, drinkportal.ru, sugarportal.ru, sweetsportal.ru, rybinfo.ru, fruitportal.ru, fatportal.ru, breadportal.ru, coteco.ru, tobaccoportal.ru, promexpo.net, promportal.ru, dairynews.ru, forsmi.ru, goodsmatrix.ru, agroinfo.com, agroyug.ru, oborud.info, agrobook.ru, soyanews.info, ukragroconsult.com, milknews.ru, svetich.info, ya-fermer.ru, helpinver.com, refportal.com, rosfood.info, agrobases.ru, itm.spb.ru, sambros.ru, rusagroug.ru, torgprominfo.com, grainbusiness.ru, sugar.ru, arpoxxi.ru, trcw.ru and others;
- Newspapers: Izvestia, Kommersant;
- TV: Probusinessstv.ru;
- Exhibitions: the Altai fair, Winter grain conference in Belokurikha, Kuban, AgroExpoCrimea, Orenburg-Agro, VIV Russia, AgriTek Astana, Biomass: fuel and energy, Graintek, ProteinTek;
- And other agricultural and business media

Conference's photos: [1](#), [2](#), [Media feedback](#)

We are grateful to all our partners and invite to the conference "Where the margin is 2019" in February 2019.

Materials of the previous conferences "[Where the margin is](#)"

Pay attention to the short reviews from IKAR: results-2017 and prospects-2018: <http://ikar.ru/lenta/523.html>

- cereals - wheat, barley, corn, oats, rye, pulses
- oilseeds - sunflower, soybeans, rapeseed, mustard, linseed, safflower, camelina
- sugar, beets and related markets - pulp, molasses, yeast, beet seeds, starch, molasses, syrups GFS
- cereals - rice, buckwheat, oatmeal, millet
- flour, bran
- greenhouse vegetables - cucumbers, tomatoes
- potatoes and vegetables of open ground - carrots, cabbage, onions, beetroots
- milk and dairy products
- meat - poultry, pork, beef

Please send your questions or call to: www.ikar.ru, p/f: +7-495-232-9007 (ext. 1979), www@ikar.ru