

The Impact of Biofuels on Commodity Markets

Early Bird Discount Register by 18 July

Assess the consequences for the food and animal feed industries of rising biodiesel and ethanol production

23-25 September 2008, The Renaissance Hotel, Brussels

Speakers

- Hilkka Summa**
DG AGRI, European Commission
- Keith Davies**
Glencore Grain, UK
- Paul Braks**
Rabobank International, The Netherlands
- Karim Salamon**
SUCDEN, France
- Dr John Atkin**
Syngenta Crop Protection AG, Switzerland
- Mohd. Jaaffar Ahmad**
Malaysian Palm Oil Board, UK
- Johann Marihart**
AGRANA Beteiligungs AG, Austria
- Dr Lutz Guderjahn**
CropEnergies AG, Germany
- Dr Andreas Schütte**
Fachagentur Nachwachsende Rohstoffe, Germany
- Leonardo Bichara Rocha**
International Sugar Organisation, UK
- David Leishmann**
US Mission to the EU, Belgium
- Corrado Pirzio-Biroli**
European Landowners Association, Belgium
- Joseph Sherman**
International Ethanol Trade Association, Brazil
- Anna Rath**
Ceres Inc, USA
- Dr Dimitri Rylko**
Russian Institute for Agricultural Market Studies (IKAR), Russia
- Dr Jan Hinrichs**
FAO, Italy

Conference Chair

Paul Temple
National Farmers Union, UK

- Assess prospects for a review of European policy on promotion of first and second generation biofuels
- Analyse projections for global biofuels production
- Gain an insight into the food industry's response to soaring commodity prices
- Examine the impact of increasing biofuel demand on patterns of agricultural production
- Optimise procurement strategies based on trends in specific biofuel feedstock markets: grain, sugar and edible oils
- Assess the impact of sustainability requirements for biofuels production on future levels of feedstock demand
- Examine the potential of non-food feedstocks to minimise pressure on commodity markets
- Assess the implications of the increased feedstock competition for animal feed producers and the knock-on effects for the meat and livestock industry

Pre-Conference Seminar

Commodity Price Risk Management

23 September 2008, The Renaissance Hotel, Brussels

Protect your profit margins and optimise your purchasing strategy

Led by



Organised by the publishers of

Agra Europe The Public Ledger

Supported by

Agra CEAS
Consulting

EO.LICHTS

AgraFNP

Register online at www.agra-net.com/bcm

The Impact of Biofuels on Commodity Markets

Wednesday 24 September 2008

8.15 Registration and Welcome Coffee

9.00 **Opening Remarks from the Chair**

Paul Temple

Vice President

NFU, UK

9.10 **Reviewing the Biofuels Directive - Developing a Policy Framework for Next Generation Biofuels**

- Impact assessment of existing biofuels policy
- Projections for meeting future targets
- Policy response to commodity market developments
- Optimising science and technology policy to ensure developments in next generation biofuels
- Examining targets for 2010 and beyond

Senior Representative

DG TREN, European Commission

9.40 **Examining the Impact of the EU Strategy for Biofuels on Agricultural Policy**

- Incorporating renewable energy policies and incentives into existing agricultural policy
- Competition for land use and the abolition of set-aside
- New income opportunities for rural areas
- The role of DG AGRI in the food versus fuel debate

Hilkka Summa

Head of Unit, Bioenergy, Biomass, Forestry and Climatic Changes

DG AGRI, European Commission

10.10 **Developing a Framework for Global Biofuels Trade**

- Existing global trade patterns
- Current policies and trade barriers
- Prospect for further trade liberalisation
- Will further biofuels trade ease pressure on regional feedstock supplies?

Joseph Sherman

Executive Director

IETHA, Brazil

10.40 Questions

10.50 Refreshments

11.20 **Developments in the Global Bioethanol Market**

- Current and projected levels of bioethanol production and consumption worldwide
- Status report on production capacity across the world - what already exists and what more can we expect?
- Projections for feedstock sources and availability

Dr Lutz Guderjahn

COO

CropEnergies AG, Germany

11.50 **Global Biodiesel Production and Consumption Trends**

- Examining current trends in supply and demand
- Production capacity by region
- Availability of feedstock supply
- Import and export patterns on the global biodiesel market
- The impact of alternative energy crops on biodiesel market growth

12.20 **The Food Industry Perspective - Dealing with Soaring Prices of Raw Materials**

- Fundamental and speculative elements of soft commodity prices
- Energy prices as a main driver of the soft commodity boom
- Ability of the food industry to translate costs to prices
- Do high prices cure high price?

Johann Marihart

CEO, AGRANA Beteiligungs AG

Vice President, CIAA

President, CEFS, Austria

12.50 Questions

13.00 Lunch

14.30 **Alternative Energy Crops - A Solution to Increasing Demand for Biofuel Feedstock and Rising Commodity Prices**

- Jatropha, sorghum, algae and lignocellulosics - what is being used and where?
- Comparing the efficiency of new feedstock sources against traditional energy crops in terms of yield and cost of production
- Opportunities for maximising the potential of non-agricultural land

Anna Rath

VP Commercial Development

Ceres Inc, USA

15.00 **The Economics of Biofuel Production**

- Examining the relationship between feedstock price, biofuel demand, oil prices and food prices
- Will biofuels continue to be commercially viable if production increases?

15.30 Questions

15.40 Refreshments

16.10 **Can Certification Schemes Ensure Sustainable Production of Biofuels within the EU?**

- Primary objectives of a certification system
- Establishing criteria for sustainability of biofuels
- Biomass Sustainability Certificates and GHG Sustainability Certificates and the Book and Claim System
- The role played by government incentives
- Will sustainability requirements create a ceiling for EU biofuel production?

Dr Andreas Schütte

Managing Director

Fachagentur Nachwachsende Rohstoffe (Agency for Renewable Resources), Germany

16.40 **Changing Patterns of Agricultural Production, Urbanisation and Climate and their Impact on Arable Land, Farm Incomes and Prices**

- The impact of increased feedstock demand on land allocation
- Deciding which market to grow for - outlook for agricultural production and agricultural trade in the future
- The role of the CAP in the food versus fuel debate
- The impact of a booming biofuels industry on water supplies

Corrado Pirzio-Biroli

Chairman, Consultative Committee

European Landowners Organisation

CEO, RISE Foundation, Belgium

17.10 Questions

17.20 **Closing Remarks from the Chair**

17.30 **Networking
Cocktail Reception**



Register online www.agra-net.com/bcm

24-25 September 2008, The Renaissance Hotel, Brussels

Thursday 25 September 2008

8.30 Welcome Coffee

9.00 Opening Remarks from the Chair

Paul Temple

Vice President

NFU, UK

9.10 The Impact of Increasing Biofuel Production on Sugar Markets

- Opportunities for EU sugar beet producers to switch from out-of-quota sugar to ethanol production
- Ethanol production and global sugar surplus stocks
- Current proportions of global sugar production destined for biofuel purposes
- Impact of growing biofuel demand on global sugar prices

Karim Salamon

Economist

SUCDEN, France

9.40 Developments in Grain Markets

- Analysis of market trends - production, consumption levels and prices for corn
- Outlook for acreage of feedstock required to meet biofuel targets in 2010

Keith Davies

Director

Glencore Grain, UK

10.10 The Global Palm Oil Industry - Ensuring Sustainability in the Face of Growing Demand

- Current and projected production and consumption levels
- Analysis of import and export patterns
- Examining usage - food versus fuel
- Managing plantations to ensure sustainability and environmental responsibility

Mohd. Jaaffar Ahmad

General Manager for Europe

Malaysian Palm Oil Board, UK

10.40 Questions

10.50 Refreshments

11.20 Increasing Demand in Major Oilseeds Markets

- Examining trends in supply and demand for rapeseed and soy
- Analysis of market prices
- Impact on global trade flow patterns

Paul Braks

Commodity Analyst

Rabobank International, The Netherlands

11.50 The Impact of Increasing Feedstock Competition on the Animal Feed Industry

- Examining the price increases in traditional feed ingredients
- The impact of alternative energy crops on availability and usability of biofuel co-products

12.20 Examining the Consequences of Rising Feed Prices for the Meat and Livestock Sector

- The knock-on impact of rising feed prices on poultry and livestock processors
- The potential for using biofuel co-products in animal feed production
- Examining the viability of alternative feed types

Dr Jan Hinrichs

Animal Health Economics Officer

FAO, Italy

12.50 Questions

1.00 Lunch

14.30 Minimising Pressure on Traditional Feedstock Markets with the Help of Technology in Agriculture

- Selective breeding and genetic modification as a means of increasing crop yields
- GM and the animal feed industry - finding a substitute for grain
- Prospects for EU GM policy reviews

Dr John Atkin

COO

Syngenta Crop Protection AG, Switzerland

15.00 Brazil's Sugar and Ethanol Industries

- Prospects for growth in levels of production and demand in the domestic market for Brazilian sugar and ethanol
- Projected levels for sugar and ethanol exports
- Sustainability aspects

Leonardo Bichara Rocha

Economist

International Sugar Organisation, UK

15.30 Questions

15.40 Refreshments

16.10 The Impact of an Expanding Biofuels Industry on US Corn and Soy Markets

- Government incentives for US Biofuel production
- Ethanol production capacity within the US
- Biodiesel production capacity within the US
- Projected levels of feedstock supply and prices
- Percentage directed to fuel versus percentage directed to food
- Meeting increasing demand for biofuel production in the US

David Leishmann

Agricultural Attaché

US Mission to the European Union, Belgium

16.40 The CIS as a Supplier of Feedstock for the European Biofuel Industry

- Market analysis of grain and oilseeds in Russia, Ukraine and Kazakhstan
- Export capacity of raw materials for the EU biofuels industry
- Analysis of the current biofuels industry in the CIS and outlook for future production capacity

Dr Dimitri Rylko

Director General

Russian Institute for Agricultural Market Studies (IKAR)

Russia

17.10 Questions

17.20 Closing Remarks from the Chair

17.30 End of Conference

Sponsorship & Exhibition Opportunities

The Impact of Biofuels on Commodity Markets will attract an audience of senior decision-makers, which will provide you, as a sponsor or exhibitor, with excellent opportunities for meeting potential clients.

A range of Sponsorship and Exhibition packages are available which will help you capture these opportunities and will provide your company with the perfect platform to promote your products and services and to build brand awareness.

For more information and a tailored solution to meet your budget and needs, please contact Sarah Harding on Tel: +44 (0)20 7017 7500
Email: sarah.harding@informa.com

Register by phone on +44 (0)20 7017 7499

Pre-Conference Seminar Commodity Price Risk Management

23 September 2008, The Renaissance Hotel, Brussels

- 8.15 Registration and Welcome Coffee
- 9.00 **Philosophy and Approach to Risk Management**
- Defining risk management goals
 - Philosophical approaches to managing margin risks
 - Margin management arithmetic
 - Delivering shareholder equity via risk management - real life examples
- Questions
- 10.30 Refreshments
- 11.00 **Contracting the Risk Management Function Versus An Internal Risk Management Function**
- Benefit versus costs
 - Off-take and supply agreements (feedstock and co-products)
 - Energy industry versus ag industry dynamics (forward price curve differences)
- Questions

- 12.15 Seminar Lunch
- 1.45 **Alternative Risk Management Tools and Implementation**
- Cash markets
 - Futures and options
 - Basis (logistics and distribution)
 - Over-the-counter
- Questions
- 3.15 Refreshments
- 3.45 **Commodity Price Risk Management Examples by Region: Geographic Realities**
- US case - European case
 - Brazilian case - Asian case
- 4.45 Questions and Closing Comments
- 5.15 Close of Seminar

The **Commodity Price Risk Management Seminar** is specifically designed to give agriculture and food industry executives a detailed business approach to managing price and profit margin risks via strategic market instruments. It is focused on European markets and related instruments and solutions and provides targeted examples and detailed case studies on agriculture markets, exchange rates and evolving trade situations.

The Seminar sessions are interactive and involve a positive give-and-take between the participants and our Seminar Leader, who has built up unrivalled expertise in this area over his long career in this sector. The Seminar is an excellent opportunity for beginners, those in need of refreshing a risk management background and especially for senior executives and financial officers.



Your Seminar Leader:

Bruce A. Scherr, Chairman of the Board and CEO. Dr. Scherr has been with **Informa Economics, Inc.** (formerly Sparks Companies, Inc.) since 1987 in several executive capacities, including President and CEO. In addition, he is an Advisor for Metalmark Capital LLC, a private equity fund. Formerly, he was president of Sparks, Jacobs, Scherr, Inc. (SJS), a sister company to Sparks, and president of Agri-Commodities, Inc., an

agriculture consulting firm based in Andover, Massachusetts, which was acquired by SJS. Prior to forming Agri-Commodities, Dr. Scherr was a divisional vice president at Data Resources, Inc., where he developed and utilized for the public and private sectors the first commercially available econometric model for US agriculture. Dr. Scherr received his bachelor's degree from Rutgers University and his master's and doctorate degrees from Purdue University, all in agricultural economics.



Informa Economics, Inc. (formerly Sparks Companies, Inc.) is a world leader in broad-based agricultural and commodity market research, analysis and consulting. The company was founded in 1977 and serves more than 750 firms and institutions worldwide, including leading agribusiness firms, the investment community: hedge funds and major and investment banking firms, national and local governments and international lending and development organisations.

For more information on Informa Economics please visit our website at www.informaecon.com

Online Delegate Networking System



Our Online Delegate Networking System gives you advance access to the list of conference delegates and enables you to contact each delegate and set up meetings before the conference. The Online Delegate Networking System gives you the facility to:

- Send messages directly to delegates before the conference
- Arrange all your meetings in advance
- Maximise the value of your networking time at the conference
- Set up your profile on the Networking System
- Contact delegates after the conference that you did not manage to meet - available up to 3 months after the event

All registered and paid delegates are automatically added to the Online Delegate Networking System and will receive an email with their login details 7 days before the start of the conference.

Register by fax +44 (0)20 7017 7596

**WHEAT IN BIGGEST
ONE-DAY RISE AS PRICE
SOARS TO 25% HIGH**

Financial Times
February 2008

**EU TO SCRAP BIOFUELS
TARGET AMID FEARS OF
FOOD CRISIS**

The Guardian
April 2008

**RECORD GRAIN PRICES
PROVIDE FOOD FOR
THOUGHT**

Financial Times
April 2008

Agricultural experts point to a number of factors as the cause for the recent commodities boom, such as increased demand in Asia, bad weather and poor harvests. However as record prices for cereals, sugar and oilseeds continue to make headlines, pressure is mounting for the European Commission to revise their current inclusion targets for biofuels within the EU in the hope of reducing pressure on traditional feedstock markets and further incentivising the development of second generation biofuels.

Our 3rd annual conference **The Impact of Biofuels on Commodity Markets**, comes at a time when food and animal feed companies need to focus more than ever on optimising their procurement strategies and preparing for the impact which soaring commodity prices could have on their own businesses.

The conference gives you the unique opportunity to hear from both **DG TREN** and **DG AGRI** at the European Commission on their plans for future EU policy and the prospects for a review of the Biofuels Directive. Leading stakeholders from the biofuels industry will share their projections for production capacity and industry experts will give you an insight into developments in second generation technology

and alternative energy crops, allowing you to gauge demand for traditional feedstocks in the coming years.

Representatives from the food and animal feed industries will voice their concerns over increased competition for biofuel raw materials and the impact on the cost of production. As commodity prices reach new heights, hear how these developments could affect your bottom line.

The Impact of Biofuels on Commodity Markets is your chance to hear expert analysis of trends in supply and demand for sugar, grain and edible oils, allowing you to effectively plan your response to market developments and volatile prices. As farmers continue to react to high demand for biofuel feedstocks, hear first hand how high prices are changing patterns of agricultural production and what implications this will have for supplies of raw materials in the future.

This conference brings together all key stakeholders, making this an unmissable event for buyers, traders, economists, analysts and public policy executives. Make sure you join us in Brussels for this year's conference!

*Feedback from
our previous
conferences on
Impact of Biofuels on
Commodity Markets*

"Interesting speakers and good discussions!"

Sales Manager, **Cargill**

"An excellent two days with some very interesting presentations from a variety of different industries."

European Commodity Manager, **Kellogg Europe Trading**

"Good cross-section of views with excellent presentations!"

Senior Economist, **USDA**

The Public Ledger

Daily and weekly news, analysis and prices for over 700 internationally traded commodities including grains, feed, biofuels, oilseeds, oils & fats, sugar, dried fruit & nuts, seeds & pulses, coffee, cocoa, tea, herbs & spices, honey, waxes & gums and crude drugs. Weekly issue online and in print with daily online prices, graphing tool and online archive.

F.O. Licht's World Ethanol & Biofuels Report

Unique news, analysis and statistics on fuel ethanol, biodiesel, industrial and beverage alcohol with price, production, consumption and trade statistics. Includes regular estimates of world ethanol and world biodiesel production. 24 issues online and in print, plus daily online news and online archive.

Sugar and Ethanol in Brazil

A special study from Agra FNP of the Brazilian sugar cane, sugar and ethanol industries. It contains over 130 tables, charts and graphs including sugar production, sugar exports, ethanol production and sugar beet production. The study includes a listing of over 300 mills with analysis, trade data and industry background.

World Ethanol Markets - the Outlook to 2015

An F.O. Licht study with over 80 tables and charts and expert analysis. Includes outlook to 2015, ethanol trade and its role in the future, world ethanol statistics, trends in production and consumption, key ethanol producers and the major applications of ethanol.

**For your FREE sample copy phone +44(0)20 7017 7500
or email marketing@agra-net.com or check our website www.agra-net.com**

5 Easy Ways to Register



Phone: +44 (0)20 7017 7499



Online: www.agra-net.com/bcm



Fax: +44 (0)20 7017 7596



Post: Agra Conferences
80 Calverley Road
Tunbridge Wells
TN1 2UN, UK



Email: conferences@agra-net.com

CONFERENCE REGISTRATION

Please register the following delegate/s for:
The Impact of Biofuels on Commodity Markets Conference
24-25 September 2008
Commodity Price Risk Management Seminar
23 September 2008

PLEASE WRITE CLEARLY – YOUR NAME BADGE WILL BE MADE FROM THIS INFORMATION

TITLE FIRST NAME FAMILY NAME
1 _____

Position: _____

Business Email: _____

2 _____

Position: _____

Business Email: _____

3 _____

Position: _____

Business Email: _____

Company: _____

Address: _____

Town: _____

Country: _____ Post Code: _____

Phone: _____ Fax: _____

VAT(TVA) No: _____

Type of Business: _____

CONFERENCE FEE

	No	Fee	VAT @ 21%	Total
Conference AND Seminar Early Bird Rate <i>Register by 18 July</i>		€1870	€392.70	
Conference Only Early Bird Rate <i>Register by 18 July</i>		€1375	€288.75	
Seminar Only Early Bird Rate <i>Register by 18 July</i>		€695	€145.95	
Conference AND Seminar Standard Rate After 18 July		€1970	€413.70	
Conference Only Early Bird Rate After 18 July		€1475	€309.75	
Seminar Only Early Bird Rate After 18 July		€795	€166.95	
		Total		

PAYMENT OPTIONS

CHEQUE ENCLOSED made payable to **AGRA INFORMA LTD**

BANK TRANSFER

(please enclose copy of bank transfer with your registration form)

Barclays Bank Plc, Pall Mall Corporate Banking Centre,

PO Box 15161, 50 Pall Mall, London SW1A 1QA, UK

Sort Code: 20-65-82 BIC (SWIFT): BARCGB22

Account: Agra Informa Ltd

Euro Acc. No: 6647 8300 IBAN No: GB17 BARC 2065 8266 4783 00

US\$ Acc. No: 8530 7711 IBAN No: GB89 BARC 2065 8285 3077 11

GBP Acc. No: 3068 2578 IBAN No: GB82 BARC 2065 8230 6825 78

CREDIT CARD

Mastercard

American Express

Visa

No: _____

Expiry date: _____

Name of cardholder: _____

(address if different from above) _____

Signature: _____

Please return the completed form with payment details to:
Agra Conferences, 80 Calverley Road, Tunbridge Wells, Kent, TN1 2UN, UK.
Tel: +44 (0)20 7017 7499 Fax: +44 (0)20 7017 7596
Email: conferences@agra-net.com www.agra-net.com

CONFERENCE DATE & VENUE

23-25 September 2008

The Renaissance Hotel

Rue du Parnasse 19, B-1050 Brussels, Belgium

Phone: +32 2 505 2929

Fax: +32 2 505 2555

www.renaissancehotels.com

CONFERENCE FEE

Early Bird Rate

A special rate of €1870 for the conference and seminar, €1375 for the conference only and €695 for the seminar only + VAT per delegate (or equivalent in GBP or US Dollars) applies to registrations received with full payment by 18 July 2008.

Standard Rate

€1970 for the conference and seminar,
€1475 for the conference only and €795
for the seminar only + VAT per delegate

(or equivalent in GBP or US Dollars). The fee includes lunches, refreshments, cocktail reception and copies of all conference documentation, as available. If you are paying by credit card, the amount will be deducted in GBP.

**Register for both the
Conference and Workshop
and SAVE €200!**

ONLINE NETWORKING SYSTEM

All delegates will automatically be added to our Online Networking System, which will go live seven days before the conference begins. If you are registering more than one delegate, a unique email address is required for each delegate in order for them to be added to the System. If you do not wish to be included, please inform us.

VAT

Belgian VAT at 21% will be added to all registration fees regardless of the delegate's home country, except where delegates are able to meet relevant Belgian VAT criteria (details will be sent with your registration confirmation). Certain EU regulations permit VAT paid in member countries to be reclaimed, for further information on this, contact your local tax authorities.

ACCOMMODATION

Hotel reservations are not included in the conference fee, however, the conference organisers have negotiated a special rate at the conference venue. Details of how to book will be sent to you with confirmation of registration.

CONFIRMATION

If you do not receive your email confirmation before the event, please contact us to confirm that a place has been reserved on:

Tel: +44 (0)20 7017 7499 Fax: +44 (0)20 7017 7596

Email: conferences@agra-net.com

The organiser will not be held liable for non arrival of registration information. All invoices and registrations processed must be honoured in full, unless cancellation has been received under the terms stated below.

CANCELLATION

Refunds will be made for cancellations received in writing before 25 August 2008, subject to a €115 administration charge. It is regretted that refunds cannot be made after this date but substitute delegates are permitted if notified in advance in writing. It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of the speakers.

CANNOT ATTEND?

Of course, nothing compares with being there, but you do not have to completely miss out just because you cannot fit the conference into your schedule. You can purchase the conference proceedings on CD at €545 (including VAT) per copy. Simply tick the box below, return this form together with your payment and your copy will be on its way after the event.

Please send me . . . set(s) of conference papers on CD
@ €545 (including VAT) per set

DATA PROTECTION

The information you provide will be held on a database and may be shared with companies in Informa plc in the UK and internationally. Sometimes your details may be made available to external companies for marketing purposes. If you do not wish to receive other relevant direct mail offers, please write to the Database Manager at the address on this booking form.