



Fertilizers 2018: Eastern Europe, the Baltic States and the Balkans

24-26 January 2018, Radisson Blu Park Hotel, Athens, Greece

10.00 – 11.30 Session 1. **REVIEW OF EASTERN EUROPEAN AND BALKAN MINERAL FERTILIZER MARKET**

*Focus on Bulgaria, Romania, Hungary, Croatia, the Czech Republic
and Greece*

Moderator: Vladimir Todorovic, Vice President, **Elixir Group** / *Serbia*

GREEK FERTILIZERS MARKET

Dr. Nikos Louizos, Director, **Indagro SA** / *Greece*

THE STATE OF FERTILIZER PRODUCTION AND CONSUMPTION IN SERBIA AND CROATIA

Vladimir Todorovic, Vice President, **Elixir Group** / *Serbia*

ASPECTS OF PRODUCTION AND TRADING OF NUTRIENT/SUPPLEMENT MATERIALS

**(FERTILIZERS AND SOIL IMPROVERS) ADAPTED TO SOIL CONDITIONS IN
HUNGARY AND EASTERN EUROPE**

Piroska Pipoly, General Manager, **Fortiso** / *Hungary*

WFM FERTILIZER PRICE ASSESSMENTS FOR EASTERN EUROPE: NECESSITY, ADVANTAGES, METHODOLOGY

Artur Shilo, Deputy Editor, Senior Analyst of Global Fertilizer Market, **WFM (Chem-
Courier)**

11.30 – 12.00 COFFEE BREAK

12.00 – 13.00 Session 2. **POLAND AND UKRAINE – LARGEST FERTILIZER CONSUMING COUNTRIES IN EASTERN EUROPE**



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12.00 – 13.00 Session 2. POLAND AND UKRAINE – LARGEST FERTILIZER CONSUMING COUNTRIES IN EASTERN EUROPE

Moderator: Wojciech Smolarski, Manager-Bulk Commodities, **Polish Agro**

CURRENT STATE OF NITROGEN FERTILIZERS MARKET IN UKRAINE

Zhanna Glushko, Editor, Senior Analyst of Global Fertilizer Market, **WFM (Chem-Courier)**

MINERAL FERTILIZER PROCUREMENT PECULIARITIES IN UKRAINE FROM STANDPOINT OF REGION'S LARGEST AGRICULTURAL COMPANY

Roman Kravets, Head of Procurement, **Astarta-Kiev / Ukraine**

REVIEW OF POLISH MARKET FOR CORE FERTILIZERS

Julia Kryvorot, Senior Analyst of Global Fertilizer Market, **WFM**

Comments on Ukrainian market:

Alexey Dykanyuk, Commercial Director, **Agron**

Oksana Kudlay, Deputy Head of Fertilizers Department, **Eridon**

13.00 – 14.00 LUNCH

14.00 – 15.30 Session 3. CHANGES IN FERTILIZER TRADE INFLOWS INTO EASTERN EUROPE



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14.00 – 15.30 Session 3. CHANGES IN FERTILIZER TRADE INFLOWS INTO EASTERN EUROPE

Moderator: Svetlana Dmytryshyna, Owner, **Easytrading** / *Ukraine*

OCP GROUP DEVELOPMENT PLANS IN GENERAL AND ACHIEVEMENTS/PLANS IN THE BLACK SEA REGION IN PARTICULAR

Faical Lamrini, Strategic Marketing & Business Intelligence Director, **OCP Group** /
Morocco

POTENTIAL AND ALTERNATIVE FERTILIZER FLOWS TO UKRAINE

Svetlana Dmytryshyna, Owner, **Easytrading** / *Ukraine*

TRANSPORTATION NETWORK IN EAST EUROPE: REGIONAL LOGISTICAL ISSUES RELATING TO THE DANUBE WATERWAYS, RAIL SHIPPING AND TRUCKING

Manfred Seitz, General Manager, **Pro Danube Management** / *Austria*

TURKEY'S MARKET POTENTIAL AND NEW REGULATIONS

Gokhan Gedikoglu, Purchasing Manager, **Toros Tarim Sanayi ve Ticaret** / *Turkey*

15.30 – 16.00 COFFEE BREAK

16.00 – 17.00 Session 4. Roundtable Discussion.

EFFECTIVE TOOLS OF RUSSIAN PRODUCERS TO HOLD LEAD AGAINST MULTIPLE FERTILIZERS INFLOWS INTO EEBB REGION (EAST EUROPE, THE BALTIC, THE BALKANS) AND EVEN INCREASE THEIR MARKET SHARES



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Moderator: Zhanna Glushko, Editor, Senior Analyst of Global Fertilizer Market, **WFM**

Participants:

Georgy Eliseev, Head of Planning and Sales Analytics, Head of Planning and Sales Analytics, **Uralchem**

Dmitry Magazanik, Head of Analytical Marketing Department, **EuroChem Trading Rus**

Dmitry Ivanov, Sales Director, **PHOSAGRO BALKANS**

Topics for discussion:

- Russia as key supplier to the region: production status and new projects
- Development of distribution networks by large producers
- Effect of alternative fertilizer flows from North Africa, Central Asia, Turkey and Mexico
- Specific of logistic: transportation by sea, rail, land

19.00 – 21.00 DINNER AND EVENING ENTERTAINMENT

Host Company



International Conference

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10.00 – 12.00 Session 5. DEVELOPMENT POTENTIAL OF REGION'S CONSUMING COUNTRIES – PROMISING OUTLETS FOR CHEMICAL FERTILIZERS

Moderator: Georgiy Eliseev, Head of Planning and Sales Analytics, **Uralchem / Russia**

PROSPECTS OF GROWTH IN AMMONIA CONSUMPTION IN EASTERN EUROPE AND UKRAINE

Georgiy Eliseev, Head of Planning and Sales Analytics, **Uralchem / Russia**

OUTLOOK FOR FERTILIZERS MARKET IN BALTIC STATES: CONSUMPTION OF PHOSPHATE, NITROGEN AND COMPOUND FERTILIZERS

Liga Ruza, Director of Customer Service and Chief Agronomy Expert, **LPKS LATRAPs / Latvia**

ASSESSING CROP NUTRITION IN EAST EUROPE AND TAILORING PRODUCTS FOR INCREASED CROP YIELDS

Olaf Guenther-Borstel, Commercial Director Crop Nutrition East & Southeast Europe Region/CIS, **Yara Poland**

OUTLOOK FOR FERTILIZER MARKET IN ROMANIA: PROSPECTS AND EXPECTED CHANGES

Ofelia Nalbant, Country Manager, **Agrium – Agroport Romania**

12.00 – 13.30 LUNCH

14:00 – 17:00 EXCURSION TO ACROPOLIS