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## TRT RICE PARTNERS 2016

# GLOBAL RICE MARKETS AND OUTLOOK 2016/17

14 APRIL 2016, SHERATON DUBAI MALL OF THE EMIRATES HOTEL, DUBAI, UNITED ARAB EMIRATES

- **FOR THE FIRST TIME!** Workshop sessions – GLOBAL MARKETS AND TRENDS IN FOCUS
- **TARGETED** at exporters, traders and destination buyers and the broader service providers across the rice supply chain
- **NETWORKING** aimed at providing information, as well as informal setting for valuable time with key members of the trade
- **Price Forecast, Risk Management and Market Insights** at the top of the agenda
- **ATTRACTIVE PRICE** – from USD 200 per person, this forum delivers an excellent opportunity for executives at all levels to gain from information presented, and the opportunities gained from meeting members of the rice trade

Following the success of TRT Rice Network series of events as well as a series of workshops featuring TRT and partner organizations with the focus of improved trade information, exchange and peer networking, the 14th of April 2016 will see the team from The Rice Trader and Bühler deliver a special forum aimed at growing our interest in the markets surrounding the Middle East, while providing valuable insights on key origins like India, Pakistan, Thailand, and Vietnam. We will also examine market verticals like fragrant rice, parboiled rice, basmati rice, and broken rice (fragrant and white broken) to deliver insights both from regional movements of rice to a more specific study of market verticals which are fast becoming an important value proposition to the global rice trade.

**The TRT Rice Partners 2016** is a forum that aims to address key issues, identify opportunities, as well as to give attendees a genuine report on the realities of doing business in a new era of rice trading. Volatility in the Euro, Dollar, and Rupee, as well as the state of global economies, oil and related markets, in addition to the choices available to buyers and the forces that impact these decisions will be the focus on an agenda that aims to shed light on the shape of rice markets in 2016/2017. Business is the main focus of this forum.

**W** eak Monsoon hits Indian rice production in 2015/16, water scarcity leads to weak rice production in Thailand for 2015/16! Vietnam reveals drought and salinity issues affecting rice production in 2016! In the past 12-18 months, we have heard about the onset of El Niño and weak production data from India, Indonesia, Philippines and Thailand, just to name a few of the world's leading rice producers (and exporters). We have also seen record rice purchases from China, Q4 2015 import decisions from Indonesia and the Philippines which aimed to address weakness in rice production due to dry spells. 2016 has already seen rice prices rise from the lows of 2015, as production of rice is expected to be stressed at 3 of the big-5 exporters in India, Thailand and Vietnam. There are concerns over supply, which have up to now been left largely unaffected by a weak global economy that saw 2015 led by weakness in China, weakest oil prices in some 30 years and a commodity bear market that left very little positivity in the market.

Today's market sees oil prices creep back up (\$40 per barrel as we write this), as commodity markets show some signs of life and even the dollar has weakened to aid rice prices over the last 3 months.

This one-day forum is built on the platform of information exchange as the team at TRT and Buhler will reveal the latest on markets and technology while providing an excellent opportunity for networking at an opportune time, as Vietnam's winter-spring crop hits markets, as Thailand's second crop and stock auctions are factored in, while India and Pakistan look towards the Middle East for fresh demand, while one eye is also on India's upcoming monsoon.

The agenda will focus on:

- Global markets and price trends
- Vertical markets and key shifts within specialty markets
  - Fragrant rice
  - Parboiled rice
  - Basmati rice
  - Broken rice
- Middle East and African markets in focus
- The Global rice export machine – Thailand, India, Vietnam, Pakistan and the U.S
- PLUS! From our partners
- Composite Paddy Milling solutions for the Middle-East & Africa continent
- New rice technology specific to the Middle East and Africa (MEA) region.

**THE RICE TRADER – PARTNERS Series** is a new offering from the TRT that complements the weekly reports, and the annual conferences with an agile, business network focused series of gatherings that aim to shed light on key markets, as well as less exotic destinations, with one key focus – BUSINESS KNOWLEDGE. Dubai, UAE is the choice venue for 2016. The forum provides an informal setting for delegates and guests. The main aim is to provide business intelligence and valuable peer networking opportunities. The agenda is more practical, featuring actual stake holders and players across the rice supply chain who will share their experiences, as well as reveal the opportunities and challenges of engaging in rice trading activities in these markets.

**REGISTER TODAY!** Join the largest and still growing network of rice professionals seeking to maximise opportunities and minimize risk. Join our growing clientele – Email [subra@thericetrader.com](mailto:subra@thericetrader.com) or [peggy.hutsell@thericetrader.com](mailto:peggy.hutsell@thericetrader.com) for details on daily, weekly and more in-depth reports on the global rice markets.

#### **13 April 2016 – PRE-CONFERENCE REGISTRATION**

4pm to 6pm – for delegates to register & pick up materials

#### **14 April 2016 – PLENARY SESSION**

8.00am Registration and Coffee\*

9.00am Chairman's welcome  
Jeremy Zwinger, President and CEO  
The Rice Trader

9.10am Changing Dynamics of the World Rice Trade

- Global supply and stocks in focus – Tightness ahead
- Thai stocks: are they enough to balance the market in 2016?
- Oil Prices and the Global Markets

Jeremy Zwinger, President and CEO  
The Rice Trader

Focus on Global Vertical Markets

- Basmati rice markets in focus
- Fragrant rice markets – the rise of African demand for fragrant rice

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\* early registration only required for delegates who have not pre-registered  
Important: delegates who have pre-registered can come later (before 9am start of meeting) Please wear the badges presented upon registration for identification purposes.

- Parboiled rice and the importance of Nigeria demand
- Broken rice: African demand dominance of broken rice trades

V. Subramanian, Vice President  
The Rice Trader

10.15am Composite Paddy Milling solutions for the Middle-East & Africa Regions

Amit Mahajan, Bühler India

11.00am Questions and Answers followed by Networking Coffee Break

11.30am Global Developments at Origin: India, Pakistan, Thailand & Vietnam export performance and key characteristics that will impact global markets

- India's second consecutive weak monsoon
- Thailand's drought affected rice crop and the potential on offer from old stock auctions
- India's basmati and non-basmati rice market performance: basmati supported by strong supply and availability while non-basmati sales face up to global competition
- Pak export competitiveness drives non-basmati rice exports to new heights while basmati exports struggle in the heat of Indian competition

V. Subramanian, Vice President  
The Rice Trader

New Rice Technology for the Middle East and Africa Region

Sujit Pande, Bühler

12.30pm Questions and Answers followed by Networking Luncheon

2.00pm Key Middle East Markets in Focus

- Iran and the new opportunities from a sanction free market for rice
- Iraq and its recent decisions on origins: U.S. and South America win as Asia loses out on sales to Iraq

- Saudi Arabia's growing appetite for basmati rice
- Turkey's growth and link to border trades within the Middle East
- UAE as a growing point for transshipment; rise in risk tends to lead to rise in role in Middle East
- Yemen's erratic but growing appetite for basmati rice and parboiled rice

3.00pm Questions and Answers followed by Networking Coffee Break

3.30pm Rice Trade Outlook: Global Rice Prices, Trading activities and how trade is positioned for the remainder of 2016

V. Subramanian, Vice President  
The Rice Trader

5.00pm Questions and Answers followed by Networking Reception

5.00pm- Networking Reception

7.00pm Join delegates, speakers and sponsors for an all-important networking session that will allow buyers to meet sellers, an opportunity to re-connect with industry peers, and for some informal information on the business of rice trading at a cocktail reception that delivers a social occasion where attendees can get to know one another.

## TRT RICE PARTNERS 2016

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## HOTEL CONTACTS AND INFORMATION

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## TRT Contact

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## Company and delegate information:

### Delegate 1

Name Dr/Mr/Ms: \_\_\_\_\_

Job title: \_\_\_\_\_

Email: \_\_\_\_\_

### Delegate 2

Name Dr/Mr/Ms: \_\_\_\_\_

Job title: \_\_\_\_\_

Email: \_\_\_\_\_

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

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State: \_\_\_\_\_

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Tel: \_\_\_\_\_

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Email: \_\_\_\_\_

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Country: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

REGISTRATION FEES (for registration and payment by)	Before 7 April 2016	After 7 April 2016
	USD 200 per delegate	USD 300 per delegate
REGISTRATIONS CLOSING DATE: 10 April 2016 ("spot registrations" are subject to space and availability.)		
<b>To Register:</b>  Please visit: <a href="http://www.trtriceforum.com">www.trtriceforum.com</a>  OR  email: <a href="mailto:info@thericetrader.com">info@thericetrader.com</a>		

## Disclaimer:

Registration fees do not include accommodation or travel costs. Failure to make payment in advance could result in delays or delegate being barred from attendance. Please consult the organizers if there are delays or requests for payments to be made on-site.

Registration fees include attendance, refreshment breaks, relevant documentation and entry to all conference-related networking functions.

If you are unable to attend, a substitute delegate will be welcome in your place. Registrations cancelled less than two weeks before the event must be paid in full.

## Hotel Information, VISA & Reservations:

Delegates are advised to make hotel reservations early to avoid disappointments from late bookings. Please be sure to check and take necessary actions for any Visa requirements.

VISAS (Important – to attend the conference, a tourist visa is required): Some nationalities are required to get a visa in advance at respective United Arab Emirates consulate or embassy, which may not be available within your own country. For more information please visit the following website for advice:

<http://www.dubai.ae/en/Lists/Articles/DispForm.aspx?ID=134&category=Visitors>

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