

6th Annual

# Miami Sugar Conference

September 8-10, 2019 | The Four Seasons Hotel Miami | Miami, Florida



## Features of This Year's Conference

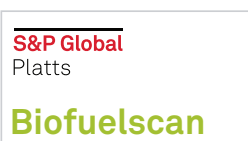
- Hear updates on regional supply and markets and new directions for the regional sugar industry
- Meet with sugar producers, sugar mills, traders, investors, and buyers, all in one place
- This year's agenda features panel discussion and interaction – a more dynamic event inviting you to participate in discussion and ask questions
- A networking app allows you to view the agenda, attendee list, and presentations from your phone or a computer
- Special discounts are available this year for groups and for sugar producers/sugar mills – see the back page for details

**Simultaneous translation available, English-Spanish.**  
**Traducción simultánea disponible, inglés-español.**

## Sponsored by:



## Supporting by:



## Hear from the Leading Sugar Mills, Traders, and Producer Associations

- José Orive, **International Sugar Organization**
- Andrés Galindo, **ED&F Man**
- Mike Levitz, **Glencore Agriculture**
- Ben Fessler, **C. Czarnikow Sugar**
- Edgar Herrera, **LAICA**
- Gerardo Guillén, **Honduras Sugar Producers**
- Julio Arroyo, **Sugar Association of El Salvador**
- Juan Carlos Fernández, **AICA**
- Frank Jenkins, **JSG Commodities**
- Leticia Phillips, **UNICA**
- Jack Roney, **ASA**
- Fabio Meneghin, **Agriconsult**
- Felipe Ferraz, **RCMA Sugar**
- Pablo Sherwell, **Rabobank**
- Christophe Armero, **Grupo Beta San Miguel**
- Ekaterina Tsyplakova, **Wilmar International**
- Maria Lopez, **Avenzza**
- Kiran Wadhwana, **Comdex India**
- See inside for full information and a detailed agenda

**Register  
Now**

www.spglobal.com/sugarmiami  
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800-752-8878 (toll free)  
+1 212-904-3070 (outside USA & Canada)

## Day 1: Sunday, September 8, 2019

5:30 Welcoming Networking Reception

6:30 Close of Day One

## Day 2: Monday, September 9, 2019

7:45 Conference Registration and Networking Breakfast

8:45 Chair's Welcome and Opening Remarks  
**Patricia Luis-Manso**, Head of Sugar Analytics,  
**S&P Global Platts**

9:00 **PANEL DISCUSSION** Global Outlook: Where is the World of Sugar Heading?

- Global balances and trade flows
- Key factors impacting prices
- Dynamics of sugar production and exports
- Responding to the consumption slowdown
- Perspectives from Brazil, Europe, India, China, and Thailand
- Efforts of the Global Sugar Alliance to manage growth in exports
- Implications of the WTO case against India

**Moderator: Maria Nunez**, Senior Sugar Analyst,  
**S&P Global Platts**

**José Orive**, Executive Director,  
**International Sugar Organization**

**Ekaterina Tsyplakova**, Sugar Analyst, **Wilmar International**  
**Kiran Wadhwa**, Owner, **Comdex India Ltd.**

10:30 Networking & Refreshment Break

11:00 **PANEL DISCUSSION** Regional Outlook: What is Moving the Markets?

- Trading perspectives on Central American sugar
- Destinations for Central American sugars
- Market dynamics including China, South Korea, intra-regional
- Will Africa be a new important market for Latin American sugar?
- White/refined sugar versus raws
- Incentives for changing the product mix
- NAFTA's impact on the region

**Moderator: Patricia Luis-Manso**, Head of Sugar Analytics,  
**S&P Global Platts**

**Andrés Galindo**, Head of Raw Sugar Trading, **ED&F Man**  
**Mike Levitz**, Head of Sugar Trading Americas,  
**Glencore Agriculture**

**Ben Fessler**, Market Analyst, **C. Czarnikow Sugar Inc.**  
**Leticia Phillips**, North American Representative, **UNICA**

12:30 Networking Luncheon

2:00 **PANEL DISCUSSION** Regional Supply Dynamics

- How will export availability develop from Central America in the current price environment?
- What are the incentives?
- Productivity evolution and comparisons with other regions
- Diversification: Progress and challenges
- A growing role for ethanol?

**Moderator: José Orive**, Executive Director,  
**International Sugar Organization**

**Juan Carlos Fernández**, President, **AICA**

**Edgar Herrera**, Executive Director,

**Costa Rica Sugar Producers Association (LAICA)**

**Gerardo J. Guillén**, Executive Director,

**Honduras Sugar Producer Association**

**Julio Arroyo**, General Manager,  
**Sugar Association of El Salvador**

3:30 Networking & Refreshment Break

4:00 The US Sugar Industry and the New NAFTA Agreement

- The state of sugar demand and supply
- US producers and sustainability
- Challenges of sugar imports
- New features of regional trade agreements
- US and Mexico sugar production and markets

**Frank Jenkins**, President, **JSG Commodities**

**Jack Roney**, Director, Economic and Policy Analysis,

**American Sugar Alliance**

5:00 M&A Outlook for the Sugar Industry in Latin America

- Sugar's competitive landscape
- Consolidation in the sugar industry
- New players in the market
- History of deals and current debt situation of Brazilian mills
- Future directions in Brazil and in Latin America

**Fabio Meneghin**, Director, Grains, Sugar and Biofuels,

**Agriconsult**

**Felipe Ferraz**, Director, Brazil, **RCMA Sugar**

6:00 Networking Wine & Cheese Reception

7:00 Close of Day Two

**Day 3: Tuesday, September 10, 2019**

- 8:00 Networking Breakfast**
- 8:45 Chair's Welcome to Day Three**  
**Patricia Luis-Manso**, Head of Sugar Analytics,  
**S&P Global Platts**
- 9:00 Sugar Production and Exports in Mexico**  
 – Mexico's sugar industry and the new NAFTA  
 – State of sugar export markets  
 – Productivity and private sector production of sugar  
**Christophe Armero**, Director of Exports,  
**Grupo Beta San Miguel**
- 9:30 Ethanol and Gasoline: Market Dynamics and Relationships**  
 – Update on ethanol production  
 – Ethanol and gasoline prices – A macro view  
 – Ethanol and sugar in Brazil and in Latin America outside Brazil  
**Claudio Galimberti**, Head of Demand and Refining,  
**S&P Global Platts**  
**Beatriz Pupo**, Sugar and Biofuels Analytics,  
**S&P Global Platts**
- 10:30 Networking & Refreshment Break**
- 11:00 The Sugar Industry in Colombia**  
 – Productivity and technical advances  
 – Advances in sustainability  
**Maria Lopez**, General Manager, **Avenzza**
- 11:30 Responding to the Sugar Consumption Slowdown**  
 – Measuring the decline of consumption  
 – What is moving the consumer transition  
 – What are producers in the region doing?  
 – Understanding the causes in order to prepare a response  
 – The role of the food industry moving forward  
**Pablo Sherwell**, Regional Manager, North America FAS,  
**Rabobank**
- 12:00 Close of Conference**

Agenda subject to change.

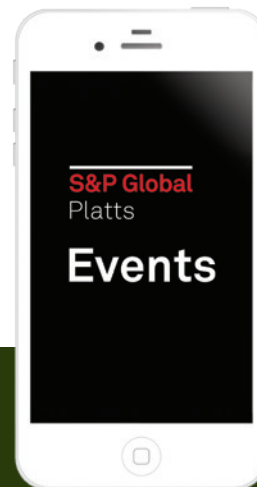
Please visit [www.spglobal.com/sugarmiami](http://www.spglobal.com/sugarmiami) for updates.

**Maximize Your Networking Opportunities**

**S&P Global Platts 6th Annual Miami Sugar Conference** offers you an excellent opportunity to maximize your 2019 marketing dollars through these sponsorship opportunities:

- ✓ Cocktail Reception Host
- ✓ Breakfast Host
- ✓ Luncheon Host
- ✓ Branded Product Giveaways
- ✓ Exhibitor

To learn more about sponsorship and exhibit opportunities, please contact **Martin Falkenberg**, Business Development Manager, at **+1 857-383-5630** or email him at [martin.falkenberg@spglobal.com](mailto:martin.falkenberg@spglobal.com).

**Executive Sponsor:**


## Download the Conference Networking App!

By using the app, registered attendees gain advance access to the delegate list and have the ability to send messages, exchange contact details, and schedule meetings using a smartphone, tablet, or laptop. The app also gives you the most up-to-date agenda, the ability to view speaker presentations onsite, and essential, real-time event notifications.

6th Annual

# Miami Sugar Conference

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Connecting Sugar Buyers, Producers  
and Traders in the Americas

S&P Global  
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Salem, NH 03079

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Registration Fee*	Early Bird Discount Rate	Standard Commercial Rate	Sugar Grower/Gov't Discount Rate
Conference	\$1,195	\$1,495	\$595

\*The conference registration fee includes breakfasts, luncheon, reception, refreshments, and post-conference documentation. Payment in full is required for attendance. If payment or proof of payment is not received before the start of the event, our staff will require a credit card guarantee to allow entry. We do not accept cash payments. **All onsite registrations will be charged an additional \$100.** All prices are stated in USD.

#### Discount Accommodations

A limited number of rooms have been reserved for S&P Global Platts 6th Annual Miami Sugar Conference participants at The Four Seasons Hotel Miami at a discounted rate of **\$199/night + tax** for a City View King, single or double occupancy. These rates apply for the nights of Sunday, September 8 through Tuesday, September 10, with the option to lengthen your stay up to 3 days prior and 3 days after the event dates (subject to hotel availability). The discounted rate will be available until **Monday, August 19, 2019**—or until the groupblock is sold-out, whichever comes first. Reserve by calling +1 305-358-3535 (direct). **Be sure to mention that you are attending S&P Global Platts Miami Sugar Conference in order to receive the discounted rate.**

†Contact S&P Global Platts Conferences if you have any physical access or dietary restrictions.

#### Discounts\*

**Early Bird Discount**—Register by August 9, 2019 to save \$300 off your registration fee.

**Team Discount**—Your organization may send 1 executive FREE for every 2 delegates registered at the Standard Commercial Rate for the Conference. All registrations must be made at the same time to qualify. This discount cannot be used retroactively on existing registrations. Rate only available by phone or email.

**Sugar Grower/Government Discount**—Verification may be required. Rate only available by phone or email.

\*Discount or promotional offers cannot be combined and must be applied at the time of original registration.

#### Substitution & Cancellation

Your registration may be **transferred** to a member of your organization up to 24 hours in advance of the conference. Cancellations must be received in writing on or before **Friday, August 9, 2019** (30 calendar days from the event start date) in order to be refunded, less a \$195 administrative charge. No refunds will be made after this date. In the event of non-attendance, the full invoice fee will be payable. **In case of conference cancellation, S&P Global Platts liability is limited to refund of the conference registration fee only.** S&P Global Platts reserves the right to alter this program without prior notice.

**Attire**  
Business



#### Venue

The Four Seasons Hotel Miami  
1435 Brickell Avenue  
Miami, Florida 33131 USA  
Main Phone: +1 305-358-3535  
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