

4th Annual

# Kingsman Miami Sugar Conference

Sugar and Ethanol Markets in the Americas

September 11-13, 2017 | JW Marriott Miami | Miami, Florida



## Why Attend?

- Explore the outlook for sugar in key markets in the Americas, with updates on Mexico, Brazil, Central America, Cuba, Ecuador, Colombia, and more
- Understand the impact of India and the European Union on international sugar markets
- Meet with sugar and ethanol traders, sugar producers, investors, buyers, and more from around the globe, all in one place
- Connect before and during the conference using our mobile networking app, plus view speaker presentations as they become available during the event
- Attend the pre-conference Ethanol Markets Seminar and hear from leading industry experts on ethanol in the Americas

## Hear from an outstanding roster of industry experts including:

### Ethanol Markets Seminar

- Todd Becker, President and CEO, **Green Plains, Inc.**
- Ernest Carter, Senior Biofuels Analyst, **FAS, USDA**
- Bruce Pickover, Senior Director, Global Biofuels, **PIRA Energy, S&P Global Platts**
- Johan Martinez, Director, Renewable Energy, **Asocaña**
- Helder Gosling, Commercial Director, **São Martinho**
- Sophie Byron, Managing Editor, Agriculture, Americas, **S&P Global Platts**

### Kingsman Miami Sugar Conference

- Mike Levitz, Director and Head of Trading, Americas, **ED&F Man Sugar Inc.**
- Claudiu Covrig, Senior Agriculture Analyst, **S&P Global Platts**
- Jack Roney, Director, Economics and Policy Analysis, **American Sugar Alliance**
- Mac McLachlan, Vice President, International, **ASR Group**
- Adhir Jha, Managing Director, **Indian Sugar Export Import Corporation**
- Enrique Bojorquez, President, **Sucroliq SAPI de C.V.**
- Pablo Sherwell, Head of Food & Agribusiness Research North America, **Rabobank International**
- Alex Guerra, Director General, **ICC-Guatemala**
- Pedro Arruda, Economist, **International Sugar Organization**
- Fabio Meneghin, Head of Sugar and Biofuels, **Agroconsult**
- Miguel Hernández, Director for Latin America, **Bonsucro**
- Leticia Phillips, North American Representative, **UNICA**
- James Watson, Senior Analyst, Beverages, **Rabobank International**
- Juan Carlos Fernandez, Executive Director, **AICA**
- Miguel Perez, President, **FENAZUCAR**
- Maria Nuñez, Senior Analyst, Sugar, **S&P Global Platts**
- Justin Sander, Broker/Trader, **Glander International Bunkering**
- Tim Worledge, Editorial Director, Agriculture, **S&P Global Platts**

Sponsored by:



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

Para información en español, ver el sitio de internet,  
[www.platts.com/azucarmiami](http://www.platts.com/azucarmiami)

**Register Now**

[www.platts.com/sugarmiami](http://www.platts.com/sugarmiami)  
[registration@platts.com](mailto:registration@platts.com)  
800-752-8878 (toll free)  
+1 212-904-3070 (outside USA & Canada)



**Agriculture**

**Day 1: Monday, September 11, 2017**

**Ethanol Markets Seminar**

- 12:00 Registration for Seminar Attendees**
- 12:45 Chair's Welcome to the Seminar**  
**Sophie Byron**, Managing Editor, Agriculture, Americas, **S&P Global Platts**
- 1:00 The State of the Industry and the Future of U.S. Ethanol**  
**Todd Becker**, President and Chief Executive Officer, **Green Plains, Inc.**
- 1:30 Outlook for World Fuel Ethanol Consumption, Production, and Trade**
- Impact of gasoline markets and future blending on demand growth
  - How important is trade and who are the biggest exporters and importers?
  - The role of China and India ethanol demand, and the impact of China's 30% import duty
  - The inter-play between U.S. and Brazilian ethanol markets
- Ernest Carter**, Senior Biofuels Analyst, FAS, **U.S. Department of Agriculture\***
- 2:15 Ethanol Market Dynamics and New Policy Directions in the U.S.**
- The mix of policy goals and agencies that support U.S. biofuel policy
  - New policy directions from the Federal government impacting biofuels
  - Considering RINS—Are changes on the way?
  - The impact of California's Low Carbon Fuel Standard
- Bruce Pickover**, Ph.D., Senior Director, Global Biofuels, PIRA Energy Group, **S&P Global Platts**
- 3:00 Networking & Refreshment Break**
- 3:30 The Fuel Ethanol Industry in Brazil**
- Building on a history of innovation and growth
  - Price dynamics in a competitive environment
  - Export growth and the market for fuel ethanol
- Helder Gosling**, Commercial Director, **São Martinho**
- 4:00 Economics of Sugar and Ethanol in Colombia**
- Making the case for fuel ethanol in Colombia
  - How much is needed to meet domestic demand?
  - Opportunities to expand production for international markets
- Johan Martinez**, Director, Renewable Energy, **Asocaña**
- 4:45 Close of Seminar**

- 4:30 Pre-Registration for Kingsman Miami Sugar Conference Attendees**  
(for those not attending the Seminar)
- 5:00 Welcoming Wine & Cheese Networking Reception for Ethanol Markets Seminar Attendees and Kingsman Miami Sugar Conference Attendees**
- 6:00 Close of Day One**
- Agenda subject to change.**  
**Visit [www.platts.com/sugarmiami](http://www.platts.com/sugarmiami) for updates.**

**Download the Mobile Networking App**

**Even Better Networking in 2017**—Download the free mobile networking app to get advance access to the attendee list and exchange contact information and real-time messages with other app users. Using the app ensures you have the most current conference agenda, plus you'll receive available speaker presentations while at the conference. Visit the Networking App page on the website for details.



**Maximize Your Networking Opportunities**

Join **ETG** in showcasing your products and services to senior level decision makers. **Platts 4th Annual Kingsman Miami Sugar Conference** offers you an excellent opportunity to maximize your 2017 marketing dollars through these sponsorship opportunities:

- Cocktail Reception Host
- Breakfast Host
- Luncheon Host
- Networking Break host
- Branded Product Giveaways
- Exhibitor

Lanyards & Name Badges Provided by:



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) for more information.

\* Pending confirmation of schedule

**Day 2: Tuesday, September 12, 2017****4th Annual Kingsman Miami Sugar Conference**

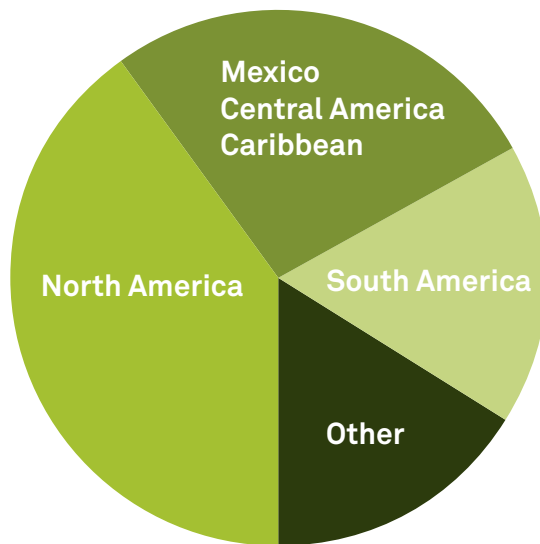
- |  |  |
|--|--|
| <p><b>7:45</b> Conference Registration &amp; Networking Breakfast</p> <p><b>8:45</b> Chair's Welcome and Opening Remarks<br/><b>Tim Worledge</b>, Editorial Director, Agriculture, S&amp;P Global Platts</p> <p><b>9:00</b> Global Sugar Market Overview<br/><b>Mike Levitz</b>, Director and Head of Trading, Americas, ED&amp;F Man Sugar Inc.</p> <p><b>9:40</b> Challenges and Opportunities for the Sugar Industry<br/>– The key factors leading to a deficit or a surplus<br/>– Production forecasts and scenarios<br/>– Continuing growth in world sugar demand<br/>– Who will meet the demand in the next five years?<br/><b>Claudiu Covrig</b>, Ph.D., Sr. Agriculture Analyst, S&amp;P Global Platts</p> <p><b>10:20</b> U.S. Trade Policies Impacting Agriculture, Commodities, and Sugar<br/>– Changes in store for trade policy<br/>– The role and near-term outlook for TRQ (tariff rate quotas)<br/>– Impact of world sugar trade changes<br/>– NAFTA renegotiation on the table?<br/><b>Jack Roney</b>, Director, Economics and Policy Analysis, American Sugar Alliance</p> <p><b>11:00</b> Networking &amp; Refreshment Break</p> <p><b>11:30</b> A New Era for the European Union Sugar Industry and its Impact on the Americas<br/>– EU eliminating import preferences from many sugarcane producers<br/>– The end of limitations on sugar beet production<br/>– Potential for the EU to become a net exporter<br/>– Impact of Brexit on sugar markets and on Britain's sugar industries<br/><b>Mac McLachlan</b>, Vice President, International, ASR Group</p> <p><b>12:00</b> India's Sugar Industry and Sugar Exports<br/>– India's sugarcane crop and impact on the world market<br/>– Will imports increase in 2017-2018?<br/>– Expectations for the sugar crop<br/><b>Adhir Jha</b>, Managing Director, Indian Sugar Export Import Corporation</p> <p><b>12:30</b> Networking Luncheon</p> | <p><b>1:45</b> Mexico's Sugar Industry<br/>– The completion of privatization of the cane sugar industry in Mexico<br/>– State of production<br/>– Markets and the role of NAFTA<br/>– Future challenges related to trade and exports<br/><b>Enrique Bojorquez</b>, President, Sucroliq SAPI de C.V.<br/><b>Pablo Sherwell</b>, Head of Food &amp; Agribusiness Research North America, Rabobank International</p> <p><b>2:45</b> Managing Risk of Climate Impacts on the Sugar Industry<br/>– Understanding the importance of climate variability and change<br/>– El Niño/La Niña patterns and their impacts through droughts and flooding worldwide<br/>– Anticipating and managing the impact<br/><b>Alex Guerra</b>, Ph.D., Director General, ICC-Guatemala</p> <p><b>3:15</b> Networking &amp; Refreshment Break</p> <p><b>3:45</b> Sugar in Brazil—Production, Supply, and Exports<br/>– Economics of the world's leading producer and exporter of sugar<br/>– New strategic partnerships in sugar and ethanol and their impact on the industry<br/>– Logistic advances as the industry consolidates<br/>– Sugar export opportunities in a new trade environment<br/><b>Pedro Arruda</b>, Economist, International Sugar Organization (ISO)</p> <p><b>4:15</b> Logistics and Productivity for Sugar and Ethanol in Brazil<br/>– Information from satellite data about cane aging and renewal<br/>– Sugar production data<br/>    ○ yield<br/>    ○ margins<br/>    ○ supply and demand<br/>    ○ trade<br/>– Cost of production at the mill<br/>– Mill margins and debt<br/>– Long-term perspective for the sector<br/><b>Fabio Meneghin</b>, Head of Sugar and Biofuels, Agroconsult</p> <p><b>4:45</b> Sustainability for the Sugar Industry<br/>– Changes in the expectations of sugar buyers<br/>– A new outlook in the next few years<br/>– How are sugar producers planning to meet the requirements of buyers?<br/>– Examples from Brazil and other countries<br/><b>Miguel Hernández</b>, Director for Latin America, Bonsucro<br/><b>Leticia Phillips</b>, North American Representative, UNICA</p> <p><b>5:30</b> Wine &amp; Cheese Networking Reception</p> <p><b>6:30</b> Close of Day Two</p> |
|--|--|

**Day 3: Wednesday, September 13, 2017**

- 8:00 Networking Breakfast**
  - 8:45 Chair’s Review of Day 2 and Introduction to Day 3**  
**Tim Worledge**, Editorial Director, Agriculture,  
**S&P Global Platts**
  - 9:00 Changing Consumer Preferences Impacting Sweetener Demand**
    - Major shifts in demand for non-alcoholic beverages
    - Understanding consumer attitudes and preferences
    - How changing markets impact the demand for sugar**James Watson**, Senior Analyst, Beverages,  
**Rabobank International**
  - 9:30 Growth, Finance, and Investment for the Sugar Industry in Central America**  
**Juan Carlos Fernandez**, Executive Director,  
**Central America Sugar Association (AICA)**
  - 10:00 Cuba’s Sugar Industry**  
**Maria Nuñez**, Senior Analyst, Sugar, **S&P Global Platts**
  - 10:30 Networking & Refreshment Break**
  - 11:00 Sugar Production in Ecuador**  
**Miguel Perez**, President, **FENAZUCAR**
  - 11:30 Changes in Fuel Costs for Transporting Sugar**
    - The IMO’s low-sulfur fuel standard coming into effect in 2020
    - Impact on marine transportation costs
    - Effect of transportation cost increases on sugar prices and markets
    - Managing risk in commodities impacted by the IMO rule**Justin Sander**, Broker/Trader,  
**Glander International Bunkering**
  - 12:00 Close of Conference**
- Agenda subject to change.**  
 Visit [www.platts.com/sugarmiami](http://www.platts.com/sugarmiami) for updates.

**Who will you meet?**

**Platts Kingsman Miami Sugar Conference** attendees include executives and directors from the leading sugar producers, traders, and buyers in the Americas and worldwide. Past delegations included attendees from:



**Supporting Organizations**



**Join us in Miami for a Great Networking Opportunity. Last Year's Attendees Included:**

ABN Amro	FBC Logistics	MLP Operations
Agiboo	Geosys	Nestle
AICA	Glencore Sugar Trading	Northop
Alpana General Traders	Grupo Santos	Olam International
Alvean	Hivedome	Pantaleon Group
American Process	Honduras Sugar Assn	Prater Industries
ASR	Indian Sugar Mills Assn	Purolite
Argentina Sugar Assn	Industrial Magnetics	Putney Capital
Baltic Control NA	ING Bank	R. Markey & Sons
Banco Modal	Ingenio Azucarero Guabira	Rabobank
Bayer	Ingenio Carmelita	Renuka do Brasil
BioUrja Trading	Ingenio El Angel	Riopaila Castilla
Brown Bros Harriman	Ingenio La Cabaña	S&P Global Ratings
Bunge	Ingenio Magdalena	Savola Group
Caldega	Ingenio Palo Gordo	SGS North America
Cenicaña	Ingenio Pichichi	Shree Ganesh Khand Udyog
CIAMSA	Ingenio Santos	Shree Kamrej Vibhag Sahkari
Cicco Commodities	ISO	Shree Madhi Vibhag
COFCO	Interra International	SocGen
Comdex India	Intertek	Southern Star Shipping
Cia Agricola Industrial Santa Ana	INTL FCStone	Stern Brothers
Control Union	Jefferson Energy	Sucden Americas
Cristobal Colon	Jenkins Sugar Grp	Sucro Sourcing
Crowe Horwath	JSG Commodities	Sucroalcolera de Chira
Dedini Industria	Kempler Energy	Sucroliq
Earth Energy Renewables	Khand Udyog Mandi	US Dept of Commerce
ECOFIN	Lakeview Energy	US Grains Council
Ecuador Trade Office	Lantic Sugar	UNICA
ED&F Man	Ledesma	V&E Trading
Energy Comercial	LMC International	Watson Green
Ethiopian Sugar Corp	Louis Dreyfus	Western States Machine
Evergreen Sweeteners	Maloney Commodity Svs	Wilmar Sugar
Ex-Im Bank	Manuelita	
Fair Trade USA	Misr Import-Export	





# Kingsman Miami Sugar Conference

Sugar and Ethanol Markets in the Americas

September 11-13, 2017 | JW Marriott Miami | Miami, Florida



**Register by August 11, 2017 and Save \$300**

## Why Attend?

- Hear from over 24 expert speakers
- Explore the outlook for sugar in key markets in the Americas
- Understand the impact of India and the European Union on international sugar markets
- Enjoy better networking with three days of events and a mobile networking app
- Attend the pre-conference Ethanol Markets Seminar for in-depth analysis of ethanol production and markets

Simultaneous translation available  
Traducción simultánea disponible

## S&P Global Platts

c/o Gallery LLC  
4 Raymond Ave., Unit 1A  
Salem, NH 03079

PRSR STD  
US Postage  
PAID  
Gallery

## Discount Accommodations

A limited number of rooms have been reserved for Platts 4th Annual Kingsman Miami Sugar Conference participants at the JW Marriott Miami at a rate of **\$179/night + tax** for a standard room, single or double occupancy. This discounted rate will be available until **Tuesday, August 22, 2017**—or until the group block is sold-out, whichever comes first. Reservations can be made by calling the hotel directly at +1 305-329-3500. **Be sure to mention you are attending the Platts Kingsman Miami Sugar Conference in order to receive the discounted rate.**



## Venue

JW Marriott Miami  
1109 Brickell Avenue  
Miami, FL 33131  
Main Hotel Phone: +1 305-329-3500

## Register Now

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

## Registration Fee\*

**Early Bird Discount Rate**  
**Standard Commercial Rate**  
**Sugar Grower/Government Discount Rate**

## Conference Only

**\$1,195**  
**\$1,495**  
**\$995**

## Conference plus Seminar

**\$1,395**  
**\$1,695**  
**\$1,095**

\*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. **All onsite registrations will be charged an additional \$100.** All prices are stated in USD.

## Discounts\*

**Early Bird Discount**—Register by Friday, August 11, 2017 to save \$300 off your registration fee.

**Team Discount**—Your organization may send 1 executive FREE for every 3 delegates registered at the Standard Commercial Rate for the Conference or the Conference plus Seminar. All registrations must be made at the same time to qualify. Please call 800-752-887 (toll free) or +1 212-904-3070 (outside the US and Canada), or email registration@platts.com to receive this discount. Rate not available online.

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

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

†Contact Platts Conferences if you have any physical access or dietary restrictions.

## 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 **Monday, September 4, 2017** 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, Platts liability is limited to refund of the conference registration fee only.** Platts reserves the right to alter this program without prior notice.

## Attire

Business