

# AgriForum

## FAR EAST AND SIBERIA 2017

Vostock Capital's International Investment Forum and Exhibition

Organised by: Vostock Capital

Endorsed by: Ministry of Far East Development, Russia

26-27<sup>th</sup> of April, Vladivostok, Russia.

DAY 1: 26<sup>th</sup> of April, Wednesday

08:00 Registration, coffee and networking.

09:00 Welcoming Speech

09:20 Guest Economic Presentation: *Macroeconomics and Future of Agrarian Industry in Russia and in the Far East and Siberia in light of current geopolitical developments.*

### 09:40 SESSION 1

#### STRATEGIC PANEL: PLANTS OF THE GOVERNMENT, AGRARIAN PRODUCERS AND INVESTORS. MACROECONOMICS AND INVESTMENT CLIMATE. *WHAT'S IN STORE?*

- **Government strategy** to support and develop agrarian industry in the current geopolitical climate. New Economic Policy in the region to sustain **national and regional food security**.
- What's in the Targeted Programme on Sustainable Agrarian Industry Development for the Russian Far East & Siberia? What is being planned with regards to social infrastructure?
- Creating **industrial parks** - are there success stories? Creating **wholesale distribution hubs** - what are they?
- **Eastern Hopes**. What are international **investors' and importers' plans**? Tendencies to create and **localise** their production lines in Russia. Examples of **successful cooperation with Asian investors** (China, Korea, Japan). Establishing international cooperation funds.
- Redefining **geographical exporting** priorities, developing **new supply chains** within Russia and in the regions. What are the updates? What are the plans on **substituting imports** from countries where the Russian import shares are decreasing?
- Pricing, short- and long term forecasts on supply and demand on agrarian products in Russia and abroad. Implications for Far East & Siberia.
- **Territories of Accelerated Growth (TAGs)** in the Russian Far East and Siberia. What are the latest updates?
- *People are everything!* How to develop and implement successful policies on attracting and retaining qualified agrarian personnel? What is being done to decrease the outflow of manpower from regions?

- 11:00 Questions & answers
- 11:15 Networking Coffee Break
- 11:15 **EXCLUSIVE PRESS CONFERENCE:** for press and heads of Government, agrarian producers, investors and associations.

## 11:30 SESSION 2

### LEADERS DEBATE - LIVE: GOVERNMENT, AGRARIAN PRODUCERS & INVESTORS.

*Amongst participants: heads of regulatory bodies, international and Russian investors, heads of agrarian producing companies and holdings, cooperatives. This session is a debate.*

- Special focus: rules on **federal budget agrarian subsidies distribution**. How and which regions will be subsidised on some or all of their costs?
- **TAGs** or dams? Updates on how **territories of accelerated growth** are developing in the Far East & Siberia? Why are they attractive and how are they different from standard special economic regions?
- Geographical **remoteness**, cumbersome **geological** formations to **develop transport corridors** in the region - how these and other challenges are dealt with to develop agrarian industry including fish farming in the Far East & Siberia?
- Are there any opportunities or incentives to localise international production in the region? Are there non monetary mechanisms to attract technologies?
- **Agrarian R&D:** are there any funds for agrarian research? And what research is being done?
- What can be done with regards to the **costs of transporting equipment** to the Far East & Siberia?
- **Competing** with agrarian producers from **neighbouring Asian countries**. What does the future hold?
  - to attract investors?
  - to not only produce, but also refine?
  - to compete with imports successfully?
- **How**
  - to establish and develop production of new agrarian products in Russia?
  - to monitor produce that is imported through sea ports?

12.45 LUNCH

## 14:00 SESSION 3

### PRESENTATIONS OF AGRARIAN INVESTMENT PROJECTS IN THE RUSSIAN FAR EAST & SIBERIA. HOW TO GET SUPPORT FROM FEDERAL AND LOCAL GOVERNMENT?

*Federal and local governments formulate new **favourable conditions** for **existing and potential new investors**. Which sectors of the agrarian economy and at which stages of the supply chain **opportunities to develop your business** are created? Who can count on financial support from local governments? What are the selection algorithms of the investment projects for such support? Heads of the state regulatory bodies will:*

- **present investment projects** on building new and modernising existing agrarian complexes, farms (*cattle breeding, crop farming, building green houses, barns and warehouses for dry products, refrigerator warehouses, refining facilities*), volumes of needed investments, prioritisation for regional economies
  - demonstrate and explain **requirements for participation in tenders**

describe **investment climate** and potential in the regions (Far East & Siberia)

- ✓ Sakha, Yakutia
- ✓ Amur Region
- ✓ Kamchatka Region
- ✓ Khabarovsk Krai
- ✓ Buryatiya
- ✓ Irkutsk Region
- ✓ Tuva
- ✓ Magadan Region
- ✓ Krasnoyarsk Krai
- ✓ Novosibirsk Region
- ✓ Omsk Region
- ✓ Tomsk Region
- ✓ Tyumen Region
- ✓ Chukotka Autonomous Region
- ✓ Jewish Autonomous Region
- ✓ Khanty Mansy Autonomous Region

15:15 Questions & answers

15:30 Networking Coffee Break

## 14:00 SESSION 4

### INNOVATIVE FARMERS & TECHNOLOGY & EQUIPMENT LEADERS: challenges and opportunities.

- **MEET INNOVATIVE FARMERS:** presentations from international innovative farmers on the processes and technologies they use to revolutionise their business. **What can be used in Siberia and Far East?**
- Considering modern day political and economic developments, how successful are the attempts to **purchase necessary equipment** from countries of the **Asia Pacific Region**?
- **Quality** of equipment purchased and produced in the Asia Pacific Region? Requirements and conditions.
- **Localising equipment production in Russia:** case studies. Are there clear and fair rules to get the status **"made in Russia"**? Are international equipment producers ready to work with **local suppliers**?
- What equipment and which technologies are used for elevators, milling complexes and warehouses?
- Are there **effective dealership** networks in the region?
- **Prices for equipment and technology** - forecasts, discounts, are there any? Custom duties.
- Biological and ecological security.

#### ROAD SHOW - LIVE TECHNOLOGIES!

**Fast and Furious!** Companies producing equipment and owners of technological innovations will present their innovations. 5 minutes to grab your attention and perhaps change the way you do business forever!

- ✓ Refrigerating technologies and equipment.
- ✓ Milk and feedstock labs.
- ✓ Using alternative energy.
- ✓ Foliar diagnosis
- ✓ Developing irrigation and drainage systems.
- ✓ European technologies on producing vegetables in protected grounds.
- ✓ GMO – progress or danger?
- ✓ Production of drum tyre type sprinkling systems. Pipes for sprinkling type irrigation quick-release coupling for farms.
- ✓ Frontal roto-rainers.

17:15 Questions & answers

17:30 Networking Coffee Break

## 17:45 SESSION 5

### CHAMPAGNE ROUND TABLES – LABORATORIES OF IDEAS

*Parallel round table debates - a great chance to brainstorm and socialise intimately and informally with international and Russian heads of producers, contractors, state authorities and experts. Each Round Table will be coordinated by moderators. Participants can move freely between the round tables. The debates are under Chatham House Rules. Use this opportunity to come face to face with those who are in charge and ask your questions!*

- ✚ **CROP FARMING, GRAINS & OILS:** R&D, crop-protection agents. Selection and substitution of imports, innovations, quality control.
- ✚ **CATTLE BREEDING:** increasing competitiveness, equipment, **meat refining. Horse and deer breeding.**
- ✚ **DAIRY & MILK.**
- ✚ **HOW TO PREPARE AND RETAIN YOUNG MANPOWER** in the agrarian sector in the Far East & Siberia?
- ✚ **FISH & SEA FOOD FARMING.** Quotes of catch, governmental support, bottlenecks. Developing marine culture and improving rules & regulations.
- ✚ **EXCLUSIVE NICHE: fur peltries, soybean, rice.** Creating new comprehensive herbicide to protect rice fields.

19:00 COCKTAIL RECEPTION

DAY 2: 27<sup>th</sup> of April, Thursday

09:00 Coffee

## 09:30 SESSION 6

### PRESENTATIONS & DEBATE: INVESTMENTS, FINANCING & LEGISLATIVE FRAMEWORK

- What **prevents investors** from going strong in the Russian Far East & Siberia? Is there any **return on investments**?
- How to increase production - access to **long and inexpensive credit lines**. Growth of interest rates and what can serve as a collateral for creditors? What lies ahead in 2016?
- What are the perspectives of **international debt finance** for agrarian projects and fish farming projects in the region?
- What kind of **subsidising, state guarantees and tax holidays** are being created? **Quotes of catch** - issuance, timelines, rules.
- Regional **collateral funds, venture funds, PPPs** (private public partnerships) - success stories.
- State Fund on Far East Development: how help is distributed.
- Sberbank AST's "**fish auction**" - first steps. Economic analysis, supply and demand forecasts and pricing.
- What fate awaits a **new law on veterinary**? How will this influence cattle breeding projects in the regions? Electronic veterinary documents and **penalty system** - do they work?
- What are plans and updates on **state interventions and purchases** and on **decreasing fuel prices** for agrarian producers? What are the land rent benefits? Will income tax decrease? Are there any allowances for the access to utilities infrastructure?
- **Special focus: crop insurance.**

10:30 Questions & answers

## 11.15 PARALLEL SESSIONS: CROP FARMING, ANIMAL HUSBANDRY AND FISH FARMING

### SESSION 7. CROP FARMING. PRESENTATION OF INVESTMENT PROJECTS AND INNOVATIVE SOLUTIONS

- **FAR-REACHING INVESTMENT. SOYA.** Russia's quest for self-sufficiency. Soya cluster in the Amur area – what technologies are needed? Creating a "green corridor" to China. Reprocessing soya into biofuel and plastic; medical industry applications

- **Grain, oilseed, fruit and vegetables** – who will be the main supplier to the Russian Far East? Sorting techniques, storage and processing
- **Greenhouses.** Will greenhouse business in the Russian Far East be viable without government support? Construction of all-year and seasonal greenhouses – what innovative solutions are needed?
- **Water resources** in agribusiness: water supply source centralisation, development of land-improvement complexes. How to expand irrigated lands?
- **How** to acquire adequate technical equipment, to train and motivate people, to harvest forage, to attract investors, to reclaim fallows, to establish processing on top of production, and to **become a successful business?**

- **FOCUS: Compound feed market** – advancement and future of major **investment projects in the region** Construction of compound feed facilities. Compound feed for poultry, fish and livestock farms

- **Vegetable Farming.** Selection and seed industry. Innovative technology of cultivation, harvesting and post-harvesting. Soil fertility recovery systems, pest and disease control, productivity increase techniques
- Strategies of **refrigerating capacity** building, **fruit and vegetable storage construction, wholesale and logistics centres construction, processing development**
- Focus: **manufacturers and suppliers of fertilisers** – strategies and plans

### SESSION 8. ANIMAL HUSBANDRY. PRESENTATION OF INVESTMENT PROJECTS AND INNOVATIVE SOLUTIONS

- **Cattle breeding – how to assure quicker ROI?**  
Development of family livestock farms

**FOCUS: Dairy industry:** cattle barn and sheep farm construction, dairy goat breeding, milk processing

- Development of relations with **end users** of agricultural holding companies: associations and retail chains. **Distribution network setup:** what strategies to be used to assure efficiency?
- **Pig Breeding.** Construction and makeover of pig-breeding farms. What is the timeline for replacing imported content?
- **Horse and Deer Breeding.** Establishing breeding and genetic centres in regions

**FOCUS: Poultry meat and egg production.** Construction of poultry production facilities. Improved profitability strategies

- Building up the forage base. How to develop successfully in difficult climatic conditions?
- Strategies of **refrigerating capacity building, canning plant construction, wholesale and logistics centres construction, processing development**
- Construction of slaughtering and meat-processing facilities (including mobile ones)
- What fate awaits **the new veterinary law**? What will be its impact on livestock projects in the region? Electronic veterinary documentation. Is the penalty scheme really effective?

## SESSION 9. FISH FARMING.

### PRESENTATION OF INVESTMENT PROJECTS AND INNOVATIVE SOLUTIONS

- **Aquaculture and its export** – will shoals of the Russian sturgeon go to Europe or to the Asia Pacific region?

- **FOCUS: Fish Farms.** Construction and makeover of fish farms. How **to optimise processes and improve the efficiency** of fish farm management?

- **Regulatory framework** – what impairs the growth and development of the fishery industry?
- Sberbank-AST online trading platform "prolusion" at the fish section of the auction site (Sakhalin). Situational analysis, supply and demand forecast, pricing
- **Fishing and Seafood.** Industry sustained development, environment, pressure points and growth opportunities. Fish farming: Impediments and aspirations. When will **the fish from the Russian Far East** become affordable for and available to all Russians?
- How does the strategy of agricultural holding companies and business evolve in response to the changing economic environment?
- **Improved Profitability of Fish Farms – Wishful or Substantive?** Cost efficiency in new technologies, developing and using special compound feed to boost production, fishery facilities makeover
- Strategies of **refrigerating capacity building, processing facilities construction, wholesale and logistics centres construction**

12:30 Questions and answers

12:45 Lunch

## 14:00 PARALLEL SESSIONS: INFRASTRUCTURE DEVELOPMENT, REFINING, COOPERATION WITH RETAILERS & OTHER END USERS

### SESSION 10: *FAR & EXPENSIVE?* HOW TO OVERCOME CHALLENGES AND IDENTIFY NEW OPPORTUNITIES: INFRASTRUCTURE DEVELOPMENT

- How can agrarian companies cooperate with local governments and be compensated for their logistics costs? Success stories - Sakha, Yakutia.

- CASE STUDIES: project management. Building **green houses, warehouses, logistic centres and other infrastructure facilities** in the region. How challenges are dealt with? Where are **opportunities for contractors**?
- How is the supply chain changing in the agrarian economy in the region considering that the demand for agrarian produce within Russia is rapidly increasing?
- Delivery costs - bringing produce into the region. Are there any benefits or discounts for agrarian producers?
- **Russian Railways** - connecting regions and ensuring **food security** in the Far East & Siberia. What are the plans on **building railways**, are there **financial resources** to back up the projects? What are the timelines of these projects? **Tariff policies**.
- Developing **sea ports** and how do they influence agrarian industry in the region? Building **transportation corridors** - what are the perspectives?
- Building slaughter houses and meat refining facilities (including mobile facilities). What are innovative solutions on building infrastructure facilities on storage and transportation of agrarian produce?
- **Special Focus: fertilizers' producers** and their strategies.

#### HOT REGION: Saha, Yakutia

- "Produce Yakutiya" - what are the updates on this project?
- **Investments into** building green houses, warehouses for fruits and vegetables, horse deer and cow barns, milk refining plants, plants producing alcoholic drinks, bake houses - how can you, as an investor, localise production?

#### HOT REGION: Sakhalin

- Pricing and logistics. Building warehouses, greenhouses and refrigeration facilities.
- **Fish and sea food farming**. Attracting investments. What are development opportunities

## SESSION 11: *FAR & EXPENSIVE?* HOW TO OVERCOME CHALLENGES AND IDENTIFY NEW OPPORTUNITIES: REFINING, COOPERATION WITH RETAILERS & OTHER END USERS

- Agrarian companies: developing successful relations with end users: associations and retailers. Creating marketing and distribution networks: which strategies to use?
- **Cooperating with retailers**: pricing, which produce can get to the shelves - **why and at what cost**?
- RETAILER STRATEGIES: cooperating with agrarian producers, substituting previously imported agrarian products. What needs to happen to motivate large retailers to purchase more from Russian producers?
- Case studies of building new **trade centres and warehouses**.
- Developing **refining industry** in the region - are there any new projects? Building warehouses for refined products. **Smart refining** - will it lead to agrarian independence?
- **Market of compound feed stock** - investment projects in the region. Are they successful and what is their future?

15:15 Questions & answers

15:30 Networking Coffee Break

**"IT'S ALL ABOUT THE PEOPLE!" YOUTH PROGRAMME**

## 15.45 SESSION 12

### DISCUSSION: YOUNG TALENTS OF THE RUSSIAN FAR EAST AND SIBERIA. AGRIBUSINESS ENTERPRISES – ACADEMIA – GOVERNMENT

*Management of agricultural holding companies, farms, suppliers of equipment and services, educational institutions; government officials and majoring in agriculture students and graduates are encouraged to participate in the discussion.*

- **Where to find the right skills?** What skills do the new and existing agribusinesses of the Russian Far East and Siberia urgently need? Replacing seniors
  - **Agricultural and service companies as educational institutions' direct customers?** How does networking between agribusinesses and educational institutions go?
  - Motivation and retention of professionals in the region. **Agribusiness remuneration competitiveness in the region vs the central Russia.** Infrastructure development in rural areas – is the government available to support it?
  - **How to get a job in an agricultural company or at a farm?** What are the hiring requirements of agricultural holding companies, farms and service companies?
  - **FOCUS: Questions to the government**
    - **reduce or abolish taxes** on staff training expenses?
    - **develop a system of preferences** for companies that run extensive student on-the-job training, upskilling and retraining programmes?
    - **implement tax benefits** for businesses that provide free equipment to educational institutions by way of boosting their training facilities?
- Is it possible to**
- Employment. **Target training contracts, apprenticeships and internships, maintenance grants from future employers.** Introduction of mandatory two-year placements after graduation
  - **Labour market monitoring.** Labour market information transparency. **Where should investors look for potential candidates?** Common electronic database of vacancies in the Russian Far East and Siberia – wishful or substantive?

**18:00** *Closing of the Conference*