

UniMerchants Grain Academy 2017
Innovations in cereal trade

AGENDA

Thursday, 01.06.2017

09:00-10:00 Registration for the conference

10:00-10:30 **UniMerchants Academy opening and introduction of lecturers and sponsors**

10:30-11:45 **Fundamental and technical analysis**

Krzysztof Chodorowski, Piotr Murdzek, Compentia

- Influence of fundamental data on the commodities markets
- Currency market and commodities market
- Commodity markets mutual relations
- Principals of technical analysis
- Trend analysis
- Selected formations of technical analysis

11:45 - 12:00 Coffee break, Hotel check-in

12:00-13:30 **European Union and the Global Market**

Andrée Defois, Stratégie Grains / Tallage

- What crop perspectives and main supply/demand trends in EU for the coming harvest?
- What place for the EU in the global market for the coming season?
- What place for EU and Poland in the global market for the coming season?

13:30-14:15 Lunch

14:15-15:30 Understanding Basis - Risk Management in Poland
Gabriel Walker, RJ O'Brien

- General market outlook - US and Europe
- The use of paper markets in global commodities
- How could the Polish companies benefit from Futures for risk management

15:30-16:45 Technical Analysis

Clement Gautier, Horizon Soft Commodities

- Presentation on the French market, with particular emphasis on its structure, functionality and production capacity.
- General information on Technical analysis and its role in our markets.

16:45-17:00 Coffee break

17:00-18:00 Workshop on Risk Management in Poland

Piotr Ejtminowicz, Good Grains

- Price basis
- The use of basis in cereal trade
- Trading game - simulation of cereal trade
 - with the use of tools available in the market
 - bonus analysis /price basis/

18.30 -23.00 Official dinner

Friday, 02.06.2017

07.00 - 11.00 Breakfast (for hotel's guests)

untill 12.00 Room check-out