



GEN(20/21)Webinar.5/1  
Restricted

4 April 2021

**IGC Grains – MED-Amin webinar  
2021 grains market prospects for the Mediterranean region**

The webinar co-organised by the International Grains Council (IGC) and MED-Amin (CIHEAM Montpellier) will be held on **Wednesday 5<sup>th</sup> May 2021** via zoom from 13.00h-16.30h (UK time). It is free to attend for IGC and MED-Amin members and invited guests.

**NB: English/French interpretation will be available.**

**Background**

Mediterranean countries, notably from North Africa, are highly reliant on global wheat and barley markets. Those countries and the Middle-East represent more than 30% of total wheat imports, making them the main importing regions for wheat (including durum) and barley.

Despite sufficient supply in global wheat and barley markets, the Covid-19 crisis impacted the grains trade system by shifting the demand calendar as well as initiating new export restriction measures to secure the stability of domestic markets.

These changes forced Mediterranean countries to diversify their origins, sometimes far from their usual supply sources. Therefore, a better understanding of the methodology, calendar and information published by the major exporters from the North and South Hemispheres would help Mediterranean countries to develop adequate strategies to enhance food security and also develop their domestic markets as well as their resilience towards external drivers.

The seminar will be an opportunity to share early information about the harvest forecast, methodology, information on quality, and a calendar for establishing potential export availabilities for milling wheat, durum wheat and barley.

**Objectives**

The IGC and MED-Amin see an opportunity to increase dialogue and cooperation between countries by sharing pre-competitive information on markets for market transparency.

**Audience:**

- IGC and MED-Amin members;
- Government representatives from Mediterranean countries including public offices and similar organizations, their technical teams in charge of production and crop monitoring and of supply (purchases) and market monitoring;
- IGC and MED-Amin Secretariats

**2021 Grains market prospects for the Mediterranean region  
Draft Agenda**

**13:00 – 13:10<sup>1</sup>:** Introduction: *Arnaud Petit, IGC Executive Director*

**Moderator :** *Elen Lemaître-Curri, Deputy Director of CIHEAM Montpellier*

**13:10 – 14:10: GLOBAL GRAINS MARKET AND MEDITERRANEAN AREA PERSPECTIVES**

**Global wheat and barley markets and prospects 2021/22**

*Amy Reynolds, Senior Economist, IGC*

*Miriam Morath, Senior Market Analyst, IGC*

**Mediterranean production 2021 early forecast**

*David Gasc, MED-Amin Coordinator (CIHEAM Montpellier)*

*Giacinto Manfredi, Scientific Officer, European Commission Joint Research Centre (EC-JRC).*

**FAO: Crop estimates in Black Sea area**

*Dmitry Prikhodko, Senior Economist, FAO Investment Centre.*

**14:10 – 15:15 PRESENTATION BY EXPORTERS (INCLUDING DISCUSSION Q&A WITH IMPORTERS REPRESENTATIVES)**

**Ukraine:**

*Oleksandr Zhemoyda, Director of Department for Bilateral and Multilateral Trade Agreements, Ministry for Development of Economy, Trade and Agriculture*

**Russia: Preliminary results of the 2020/21 season (production, export, quality). Forecast for 2021/22**

*Julia Koroleva, Director, FSI "Centre of Grain Quality Assurance", Russia*

**France:**

*Marc Zribi, Head of Grains and Sugar Unit, FranceAgriMer*

**Serbia: Serbia Grain Market**

*Sunchitsa Savovich, Serbia Grains Association Managing Director*

**Moderator:** *Arnaud Petit, IGC Executive Director*

**15:30 – 16:30 PRESENTATION BY EXPORTERS (INCLUDING DISCUSSION Q&A WITH IMPORTERS REPRESENTATIVES)**

**USA: U.S. Wheat Outlook**

*Ian Flagg, Vice President, Europe, Middle East and North Africa, U.S. Wheat Associates*

**Canada: Canadian Market Outlook**

*Daniel Ramage, Director Market Analyst and Trade, Cereals Canada*

**Argentina: Understanding the Argentinian Wheat & Barley Production: Figures and Dates from a Buenos Aires Grain Exchange Perspective**

*Agustin Tejada, Chief Economist, Buenos Aires Grains Exchange*

**Australia (TBC)**

**16:30 – 16:45 Closing remarks:**

*Pascal Bergeret, Director of CIHEAM Montpellier*

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<sup>1</sup> Time is indicated at UTC+1 (UK local time)

## Introduction to speakers

**Pascal Bergeret** is Doctor in agricultural economics, Montpellier University (1986).

He worked in agricultural research and development programmes in Nepal, Cameroon, and Vietnam. He was Head, environment and sustainable development, for GRET, a French NGO involved in international development work, and was later appointed as Director, Innovation Department, in the French Ministry of Agriculture and Food.

He is presently Director of the Mediterranean Agronomic Institute, Montpellier, one of the four institutes of the International Centre for Higher Agronomic Studies (CIHEAM).

The CIHEAM Montpellier hosts the secretariat of the Mediterranean Agricultural Market Information Network (MED-Amin).

**Ian Flagg** is the Regional Vice President of USW Associates Rotterdam for Europe, Middle East, and North Africa based at the regional headquarters in Rotterdam, Netherlands. Before accepting his current position, Flagg was the Assistant Regional Director in Cairo, Egypt, Regional Director in Casablanca, Morocco, the market analyst at the headquarters in Arlington, VA, and was deputy director of the West Coast, Portland, OR.

**David Gasc** is Engineer in agronomy, Montpellier SupAgro (2005), specialized in international cooperation with a specific expertise on the Mediterranean region, sustainable development of rural territories and agro-ecology. He headed formerly an international NGO dedicated to the management of Mediterranean forests and coordinated several international projects financed by multilateral donors (EU, FAO, GEF).

At the CIHEAM Montpellier, he coordinates the Mediterranean Agricultural Market Information Network (MED-Amin), one of the CIHEAM's networks dedicated to food security and grain market transparency.

**Yulia Koroleva** joined FSI "Centre of Grain Quality Assurance" in 2006, and has been the Director of this Institution since 2015. She is a leading Russian expert on the safety and quality of grain and grain products. A regular speaker at international events dedicated to trading relations and issues of grain and grain products. Yulia Koroleva takes an active part in the development of the export potential of the Russian grain market.

Under the guidance of Yulia Koroleva, the Institution has paid great attention to international cooperation. Work has been organized to analyze and update the requirements of foreign countries for the quality and safety of supplied grain and grain products. FSI "Centre of Grain Quality Assurance" makes a significant contribution to ensuring food security in the Russian Federation, and works to expand the markets for Russian grain.

FSI "Centre of Grain Quality Assurance" has become a member and annually confirms its status in the following international organizations: the Grain and Feed Trade Association (GAFTA), the Federation of Oils, Seeds and Fats Associations (FOSFA), the International Seed Testing Association (ISTA), the Cereals and Grains Association (CGA former AACC International), the International Association for Cereal Science and Technology (ICC), and the International Grain Trade Coalition (IGTC).

**Elen Lemaître-Curri**, agricultural economist, specialised in public policies, joined CIHEAM Montpellier in September 2020 as deputy director. She is seconded by the French Ministry of Agriculture and Food and will support MED-Amin network developments and partnerships. Formerly as an economist at the French ministry in charge of sustainable development, the FAO Investment Centre, and as Director of Plan Bleu for the environment and development in the Mediterranean, she contributed to sustainable development strategies and policies, and active science-decision interfaces in the region.

**Giacinto Manfron** is an agronomist with competences on agricultural systems analysis by means of satellite remote sensing and crop modelling tools. He works as scientific officer for the European Commission's Joint Research Centre (EC-JRC). He is country analyst for the JRC-

MARS unit, aiming in provide timely and independent crop yield forecasts and estimates of agricultural production for the EU and its neighbourhood.

**Dmitry Prikhodko** has over 20 years of experience in agricultural market analysis and related technical assistance. Following completion of post-graduate studies in 1999 and obtaining his PhD degree in environment and nature protection economics from Lviv State Agrarian University in Ukraine, he worked at U.S. Department of Agriculture's Foreign Agricultural Service as a principal analyst responsible for commodity markets, market access and trade policy negotiations in Ukraine. In 2006, Dmitry briefly headed production, consumption, trade analysis and business development research in a major multinational agribusiness company prior to joining the Investment Centre Division at FAO in Rome in 2007. Since then he has worked on the identification, preparation, implementation support and evaluation of investment projects with focus on grains, oilseeds, sugar, cotton and other sectors, policy dialogue for private sector investment and pre- and post-harvest farm financing instruments. He has worked in the Russian Federation, Belarus, Kazakhstan, Ukraine, Azerbaijan, Georgia, Tajikistan, Turkmenistan, Kyrgyzstan, Serbia, Pakistan and Egypt on under FAO partnerships with the World Bank and the European Bank for Reconstruction and Development.

**Daniel Ramage** is the Director of Market Analysis and Trade Policy for Cereals Canada, where he has led roles focused on market development and trade since 2017. Previously, he worked as a Senior Trade Policy Analyst with the Saskatchewan Ministry of Agriculture, advancing market access priorities for provincial agri-food exports. He has also held the role of Director of Communications with Genome Prairie, leading engagement and outreach efforts to strengthen the regional bioscience cluster. Daniel holds a Bachelor of Commerce (Honours) and a Master of International Trade from the University of Saskatchewan. He also serves as a Board Member for the Canadian Agri-Food Trade Alliance (CAFTA).

**Agustin Tejada Rodriguez** is currently Chief Economist at the Buenos Aires Grain Exchange. As Chief Economist, he is in charge of the departments of Economics, Agricultural Estimates, Technological Prospective and Training. He is also external consultant on agricultural and trade policies at different international organizations and institutions. Mr. Tejada is professor at University of Belgrano, and teaches in postgraduate and graduate courses in different national universities. He has published several articles and papers in journals and magazines. Additionally, he was Chief Economist at INAI Foundation and advisor to the House Committee on Agriculture of Argentina.

Finally, Mr. Tejada has a bachelor degree in Economics from the University of Buenos Aires and postgraduate studies in International Relations at the University of La Plata and Agribusiness at the University of San Andrés. In 2014, he attended to the International Visitor Leadership Program of the United States Department of State, where he studied US economic policies affecting trade and agriculture.

**Sunchitsa Savovich:** After 11 years in the position of Secretary General at the Serbian Grain Association (2009-2020) in June 2020 Mrs. Savovich was promoted by the Managing Board to the position of Managing Director. The Association's main aim is for the advancement of production and export of Serbian grains and oil seeds. The Association represents the majority of companies involved in grain and oil seeds export, trading, quality control and cereals production in Serbia. The Association is focused on data management and developing accurate statistical analysis as a key to advising successful production and trading operations to Serbia Grains Association member companies. Mrs. Savovich has 15 years of experience in world grain markets as a research analyst responsible for International markets section in the Associations publication "Weekly report from the domestic and international markets of grains, animal feed, oil seeds and oils". She is the Editor of several association publications and speaker at both Serbian and international grains and oil seeds sector events.

**Marc Zribi** is since 2017, head of the Grains and Sugar Unit at FranceAgriMer, the French national agency for agricultural and fisheries products. This unit is in charge of data collection, market monitoring, economic analysis and S&D balances making for cereals, oilseeds, protein plants and sugar. Additionnally, the unit implements and pilots specific survey programs such as the French Crop progress weekly report « Céré'Obs » and different surveys about the quality of cereals.

After graduating from Institut d'Etudes Politiques de Paris and from management studies in 1981, Marc Zribi worked 12 years in the banking sector and in the tourism industry before joining the French agricultural administration in 1996. He was then involved in piloting the good functioning of the French grains domestic marketing scheme and related financial matters, in the monitoring of the French wheat milling sector and for both, related legal framework evolutions. In addition, he contributed for France to the EU sugar sector restructuration scheme in 2006-2008. When joining the new State agency FranceAgriMer in 2009, Marc Zribi's tasks focused on price quotations systems management and market monitoring for the fisheries, fruits & vegetables, and meat sectors before being appointed in 2015 as FranceAgriMer's Delegate for the Sugar sector, in charge of market analysis and managing the end of the EU sugar quota regime in France.