

8th GPCA Fertilizer Convention Program

New Beginnings - Return to Growth

Day 0: Tuesday, 26 September 2017

12:00 - 17:00 **Registration opens**

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14:00 – 17:00 **Leaders of Tomorrow: Students seminar**

18:00 – 19:00 **Welcome reception**

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Day 1: Wednesday, 27 September 2017

08:00 - 09:00 **Registration opens**

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Welcome coffee

09:00 - 09:10 **Opening address**

Dr. Abdulrahman Jawahery, Chairman, International Fertilizer Industry Association (IFA) and President, GPC

09:10 – 09:20 **Welcome address**

H.E. Shaikh Mohamed bin Khalifa bin Ahmed Al-Khalifa, Minister of Oil, Kingdom of Bahrain

Session 1: Energy and feedstock - Is the market stabilizing?

09:20 - 09:40 **Key note address: Threats and opportunities in the Phosphates market**

Khalid Al-Mudaifer, CEO, Ma'aden

09:40 - 10:00 **The GCC fertilizer industry's landscape – growth dimension and challenges**

Dr. Abdulwahab Al-Sadoun, Secretary General, GPCA

10:00 - 10:20 **Strategic natural gas markets – fertilize as a monetization strategy**

10:20 - 10:40 **Panel discussion and Q&A**

10:40 - 11:10 **Networking Break**

Session 2: Global and regional mega trends

- 11:10 - 11:30** **Impact of global protectionism on fertilizers trade**
Dr. Dimitrios Dimitriou, *Managing Consultant*, Nexant's Energy and Chemicals Advisory
- 11:30 - 11:50** **How to look at fertilizer distribution in main markets for GCC producers?**
Laurent Lemarchand, *Partner, Head of Ag and Fertilizer Industries*, Corporate Value Associate
- 11:50 - 12:10** **Sustainability in Agri-Nutrients: Linking business and innovation**
Prof. Peer Ederer, *Director*, HUGIN Center at Zeppelin University
- 12:10 - 12:30** **Panel discussion and Q&A**
- 12:30 - 14:00** **Networking lunch**


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Session 3: Specialty fertilizers - Diversification options for the GCC

- 14:00 - 14:20** **Micronutrients enriched urea**
Robert Smulders, *VP, Maire Tecnimont Innovation Center*, Stamicarbon
- 14:20 - 14:40** **NPK compound fertilizer - Diverse applications**
- 14:40 - 15:00** **Sulfur enhanced urea - produced in Uhde Fertilizer Technology (UFT) fluid bed granulation plants**
Speaker from thyssenkrupp Industrial Solutions AG
- 15:00 - 15:20** **Panel discussion and Q&A**
- 15:20 - 15:50** **Networking break**

Session 4: Protecting the environment and resolving technical challenges

- 15:50 - 16:10** **DeNOx: A QAFCO case-study**
Speaker from QAFCO
- 16:10 - 16:30** **Green technology for desulphurization and denitrification with ammonium sulphate by product**
- 16:30 - 16:50** **CO2 removal process optimization**
Shomit Haldar, *Business Development Manager - Middle East*, Dow Oil, Gas and Mining
- 16:50 - 17:10** **Panel discussion and Q&A**
- 19:00 – 21:00** **Gala dinner**

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09:00 - 09:20 Global market overview

Charlotte Hebebrand, *Director General*, International Fertilizer Association (IFA)

Session 1: Major demand markets - Who is driving growth?

09:20 - 09:40 Africa market overview

Oliver Hatfield, *Director Fertilizer Research Team*, Integer Research Ltd

09:40 - 10:00 India market overview

Satish Chander, *Director General*, the Fertiliser Association of India

10:00 - 10:20 Brazil and Latin America market overview

10:20 - 10:40 Panel discussion and Q&A

10:40 - 11:10 Networking break

Session 2: Major supply markets - Is competition increasing?

11:10 - 11:30 Russia - Obstacles and opportunities - Should this be export opportunities to/from FSU?

11:30 - 11:50 North America market overview

11:50 – 12:10 China market overview

Peter Huang, *CEO*, China National Chemical Information Center (CNCIC) Consulting

12:10 - 12:30 Panel discussion and Q&A

12:30 - 12:45 Closing remarks

Dr. Abdulwahab Al-Sadoun, *Secretary General*, GPCA

12:45 – 14:00 Networking lunch

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