



# Fertilizer Latino Americano 2023

Sunday, 29<sup>th</sup> January



Sustainability Partner

**14:00 Registration Open**

*Sponsored by Anglo American*



**18:00 Registration Reception**

*Sponsored by Sulphur Mills*



Monday, 30<sup>th</sup> January



Sustainability Partner

**07:30 Registration**

*Sponsored by Anglo American*



**07:30 Exhibition opens**

*All day coffee sponsored by Ma'aden*



**09:15 Opening remarks**

**09:20 Markets overview panel - Focus on nitrogen, potash and phosphates markets**

**Moderator: Jennifer Willis-Jones**, Senior Markets Editor, Nitrogen, CRU

**Shruti Kashyap**, Head of Nitrogen, CRU

**Logan Collins**, Markets Editor, Potash, CRU

**Maurício Fortuna**, Research Analyst, CRU

**10:15 How to Adjust Fertilizer Recommendations in Time of High Fertilizer Prices**

**Moderator: to be confirmed**

**Luís I. Prochnow**, Diretor Geral, Nutrição de Plantas Ciência e Tecnologia, NPCT

**10:35 Nutrient use efficiency**

**Augusto Meneses**, Vice President LatAm and Vice President of International Specialty Strategy, Verdesian Life Sciences

**10:50 Break**

*Sponsored by Ma'aden*



**11:20 Panel discussion – Sustainability**

**Moderator: Juan Brihet**, Senior Consultant, Consulting, CRU

**Nico Pinkowski**, CEO, Nitricity

**Miguel A. Taboada**, Profesor Regular Titular Ded. parcial Edafología Facultad de Agronomía, UBA

**Cassidy Million**, Director Ag Science, Heliae® Agriculture

**12:20 Panel discussion - Gas, blue & green ammonia and biofuels**

**Moderator: Thomas Monducci**, Upstream Officer, International Finance Corporation

**Claudio Nascimento**, General Manager, CF Industries



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**Mauricio Medici**, Licensing Manager/Area Sales Manager, Stamicarbon

**Shruti Kashyap**, Head of Nitrogen, CRU

**José Firmo**, CEO, Porto do Açú

**Luiz Fustaino**, Investor Relations Officer, Unigel

**12:30-15:00 Lunch**

*Sponsored by OCP*



**18:00 Welcome reception**

*Sponsored by Verdesian Life Sciences US LLC*



**Tuesday, 31<sup>st</sup> January**



*Sustainability Partner*

Agri-Nutrients

**08:00 Registration**

*Sponsored by Anglo American*



**08:00 Exhibition opens**

*All day coffee sponsored by Ma'aden*



**09:00 Finance and investment in the Latin American fertilizer markets**

**Moderador: María Fernanda Gonzalez Sanjuan**, Gerente Ejecutivo, Fertilizar Asociación Civil

**Stan Bharti**, Chairman, Brazil Potash

**09:20 Panel discussion - Regional highlights**

**Moderador: María Fernanda Gonzalez Sanjuan**, Gerente Ejecutivo, Fertilizar Asociación Civil

**Flavia Bohone**, Agriculture and Fertilizer Editor, Argus Media

**María Fernanda Gonzalez Sanjuan**, Gerente Ejecutivo, Fertilizar Asociación Civil

**Enrique Hahn Villalba**, CEO, Sustentap

**Patricio Gutierrez**, Regional Director Innovation, R&D, Dole Food Company

**Mario Suffriti**, Commercial Director, Profertil S.A.

**Ramiro Samaniego Montiel**, CEO & Founder, Organitec Fertilizantes SA

**10:30 Break**

*Sponsored by Ma'aden*



**11:00 Nutrient budget in Brazilian Fertilizers**

**Moderator: James Sinden**, Sales Manager, JSA Limited

**Jose Francisco da Cunha**, Director, Tec Fertil Agroconsultoria e Negócios

**Luís I. Prochnow**, Diretor Geral, Nutrição de Plantas Ciência e Tecnologia, NPCT

**11:20 Panel discussion - Brazilian Fertilizer policies and markets**

**Moderator: Luís I. Prochnow**, Diretor Geral, Nutrição de Plantas Ciência e Tecnologia, NPCT

**Bruno Caligaris**, Former Coordinator, Brazilian Fertilizer Plan

**Carlos Vilhena**, Partner, Pinheiro Neto Advogados

**Frederico Bernardez**, President, ABREFEN

**12:20 Examining the role of ESG in access to project and trade finance**

**Moderator: James Sinden**, Sales Manager, JSA Limited



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**Kelly Johnson**, Senior Investment Officer, International Finance Corporation

## 12:40 Financial Solutions for Fertilizer Industry

**Pedro Paulo Dias**, Economist, Former Secretary of Geology,  
Mining and Mineral Transformation, Brazilian Ministry of Mines and Energy

## 13:00 Brazilian logistics

**John Sinden**, Senior Partner, JSA Limited

## 12:30-15:00 Lunch

## 18:00 Gala Reception

*Sponsored by Quest*



Wednesday, 1<sup>st</sup> February



Sustainability Partner

## 08:30 Registration

*Sponsored by Anglo American*



## 08:30 Exhibition opens

*All day coffee sponsored by Ma'aden*



## 09:00 Title to be confirmed

**Moderator: María Fernanda Gonzalez Sanjuan**, Gerente Ejecutivo, Fertilizar Asociación Civil  
**Speaker to be confirmed**

## 09:20 Soft commodity market outlook

**Bruno Fonseca**, Senior Economic Analyst for the farm input market at  
Rabobank Brazil, RaboResearch Food & Agribusiness

## 09:40 Keynote Panel discussion: Global fertilizer markets

**Moderator: Juan Brihet**, Senior Consultant, Consulting, CRU  
**Armelle Gruère**, Fertilizer Demand Program Manager, IFA  
**Gordon McKenzie**, President and CEO, Canpotex  
**Chaitanya Kosaraju**, Sr Director, Global Ammonia and International Sales, Nutrien  
**Alexander Chumakov**, COO, Fertilizers, Ameropa  
**Maria Antip**, Market Analyst, OCI

## 10:30 Break

*Sponsored by Ma'aden*



## 11:00 Focus on speciality fertilizers, bio stimulants and digital farming

**Moderator: Marcel Barbier**, Monty's Plant Food Company  
**Gustavo Branco**, Managing Director, Haifa South America  
**Matías Ruffo**, Director Agronomy Latin America & Southern Africa, Koch Agronomic Resources  
**Jonas Hipolito**, Diretor de Estratégia e I&D, Biotrop  
**Fabio Vale**, Senior Agronomist LATAM, ICL  
**Luciano Canellas**, Associate Professor, Darcy Ribeiro State University of North Fluminense



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**Douglas Guelfi**, Professor, Universidade Federal de Lavras - Departamento de Ciência do Solo  
**Magda Bergmann**, Pesquisadora em Geociência, CPRM

**12:30-14:30** Lunch

**14:30** Conference ends