



# GrainsWorld

## Conference & Expo 2024

December 18-19, 2024 | Eros Hotel, Nehru Place, New Delhi



### GRAINSWORLD AWARDS 2024



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# GRAINSWORLD CONFERENCE & EXPO 2024

18 - 19 December 2024 | Eros Hotel, Nehru Place, New Delhi

The Grains World Conference 2024, organized by the Indian Chamber of Food and Agriculture with support from the International Grains Council, was held in New Delhi. This two-day global event brought together key figures from the agro-industry to discuss the future of cereals, pulses, grains, and millets. The conference addressed challenges in grain production and trade, focusing on sustainable solutions to ensure access to safe and nutritious food worldwide. Discussions spanned global supply chains, trade policies, market trends, and eco-friendly practices, highlighting innovative strategies to mitigate climate change's impact on food systems. Grains World 2024 fostered collaboration and insights to shape a more secure and sustainable global grains industry.



## INAUGURAL SESSION

The inaugural ceremony began with a warm gesture as bouquets were presented to the dignitaries, honoring their presence and contributions to the event. This was followed by the traditional lighting of the lamp, symbolizing an auspicious and bright beginning to the event..This meaningful sequence of events highlighted the importance of the occasion and the esteem held for the distinguished guests.

**Mr. Suresh Prabhu, Chairman of ICFA**, commenced the event by setting an insightful and forward-looking tone,



highlighting the vital role of grains in global food security. He emphasized the challenges farmers face, especially in developing countries, due to climate change, water scarcity, and market pressures. Stressing the need for sustainable practices and strong public policies, he called for global collaboration to address these issues. He assured that insights from the event would be shared with governments and stakeholders to drive meaningful solutions for global agriculture.

**Mr. Deepak Pareek, Convenor of GGPC**, thanked the dignitaries and delegates from 18 countries for their



participation in the event and assured that the insights from the conference would be shared with governments, including India, for actionable outcomes. He emphasized the importance of agriculture, which supports 3.8 billion livelihoods and feeds the global population. He also envisioned Grains World becoming an annual platform for generating innovative ideas and solutions for a better future.

**Mr. Ashwani Bakshi, CEO of ICFA**, welcomed participants to the event and thanked international delegates from countries like Zambia and Brazil for their support.



He acknowledged the leadership of Dr. M.J. Khan, and highlighted ICFA's mission to advance India's food and agriculture sector through policy, research, and collaborations. He emphasized the conference's focus on key grains like rice, wheat, millets, and pulses, fostering discussions on industry opportunities and challenges. He concluded with optimism, wishing success for the event and its collaborations.

**H.E. Mr. Mariano Agustin Caucino, Ambassador of Argentina**, expressed gratitude at Grains World 2024 for the platform to share his message. He marked 75 years of strong bilateral ties between Argentina and India, founded on mutual trust and benefit. Highlighting Argentina's role as a key supplier of soybean and sunflower oil to India, he emphasized their robust trade relationship. He also noted growing collaborations in lithium and energy sectors,



reflecting expanding partnerships. Concluding his address, he extended warm holiday greetings, for Christmas and New Year.

**Shri Pasha Patel, Chairman of the Maharashtra Agriculture Private Commission,** emphasized the



impact of global warming on agriculture, citing that a 1.5°C temperature rise results in a 5,000 crore loss, and a 2°C increase causes a 6,400 crore loss. He warned of a 40% reduction in food grain production after 2030 due to climate change. Referring to the IPCC report, he highlighted that rainfall, which once lasted 100 days, will now occur in just 52 days, challenging agriculture. He called for sustainable practices, especially promoting bamboo usage in India.

**Ariana Guedes de Oliveira, Foreign Affairs Advisor for Mato Grosso, Brazil,** expressed gratitude for being part of the conference and thanked ICFA for the invitation. She highlighted the diverse Brazilian delegation, including



sectors like soybeans, corn, cotton, and trade associations, and emphasized India's significant opportunities for Brazil. She noted Brazil's need for agricultural equipment and technology and expressed hope for future collaboration. She concluded by wishing success for the conference.

**Marcelo Schunn Diniz Junqueira, Vice President of SRB,** expressed his pleasure in attending the event and



announced the signing of an MoU between SRB and ICFA to strengthen ties between farmers in Brazil and India. He invited collaboration opportunities between Brazil, India, and other regions like Asia and Africa and concluded by expressing enthusiasm for continued discussions and partnerships.



## Day 1 - PANEL DISCUSSION

### *Panel Discussion 1: Global Pulses Outlook, Trends, and Challenges:*

#### Panelist:

- **Moderator : Mr. Deepak Pareek**, Convenor of GGPC
- **Ankush Jain** – Business Head, Olam Agri
- **Hiten Kataria** – Partner, Sunraj Group
- **Prasenjit Gorai** – Regional Commercial Head, ETG
- **Tanmay Kumar Deepak** – Head of Research, AgriWatch



The panel discussed that government intervention is essential to boost liquidity in the market and address critical challenges. A major issue lies in the lack of accurate agricultural data, which requires modern tools like remote sensing to bridge the gap between official productivity figures published on government websites and actual on-ground realities. Logistics challenges and currency depreciation further contribute to price spikes of up to \$30–40. Additionally, concerns over declining germination rates for gram compared to the previous year, while lentils remain consistent, highlight the need for focused efforts to enhance agricultural outcomes.

## Day 1 - PANEL DISCUSSION

### Panel Discussion 2 : Policies and Regulations in Agriculture

#### Panelist :

- **Moderator: Mr. Deepak Pareek**, Convenor of GGPC
- **Shri Siraj Hussain** – Former Joint Secretary, Department of Food and Public Distribution
- **Shweta Saini** – Founder & CEO, Arcus Policy Research
- **Bimal Bengani** – Director, Bengani Group
- **Arvind Betigeri** – Regional Food Fortification Advisor – Asia and the Pacific, United Nations World Food Programme



The panel discussion addressed critical challenges in food security and agricultural sustainability. It highlighted the unpredictability of policies in India and the responsibility of surplus-producing nations to contribute to global food security. The discussion also shed light on the predominance of subsistence farming, with 86–89% of farmers managing small landholdings and households allocating 45% of their budgets to food. The urgency of balancing land scarcity, improving yields, and addressing export deficits was emphasized, alongside insights into successful food assistance programs, which procured over 3 million tonnes of food in 2023, reaching 152 million people globally.



## Day 1 - PANEL DISCUSSION

### Panel Discussion 3 : Trade and Market Development

#### Panelist :

- **Moderator: Mr. Deepak Pareek**, Convenor of GGPC
- **Tarun Shridhar** - Director General, ICFA
- **Mr. John Mulongoti** – Permanent Secretary, Ministry of Agriculture, Zambia
- **Arnaud Petit** – Executive Director, International Grains Council
- **Dr. Azam Pasha** – CEO, Maalexi



The panel discussed the challenges and opportunities in improving global trade and exports. While production has grown significantly, there is still much work needed to increase our share in global markets. To boost trade, better logistics, transportation, and financial systems are essential, along with creating spaces for regular meetings, conferences, and events. The discussion also highlighted Zambia as a top producer and exporter of seeds, with intra-African trade steadily growing.

In his Keynote Address, Mr. John Mulongoti, Permanent Secretary of Zambia's Ministry of Agriculture, emphasized Zambia's agricultural potential, with 46 million hectares of arable land, of which only 14-15% is utilized. He highlighted the Farm Block Program, offering 1 million hectares and incentives like duty exemptions and work permits to attract investment. With a young workforce and access to regional markets, he invited Indian businesses to invest in Zambia through farming or joint ventures.

## Day 1 - PANEL DISCUSSION

### *Panel Discussion 4: Global Wheat & Rice Outlook, Trends, and Challenges*

#### Panelist:

- **Moderator: Mr. Deepak Pareek**, Convenor of GGPC
- **Garima Jain** – Deputy CEO, LDC
- **GK Sood** – Agri Evangelist
- **Nitin Gupta** – Senior Vice President, Olam Agri
- **Rajiv Yadav** – COO, Agrocorp India



The panel discussed India's position in global trade, emphasizing its delicate yet pivotal role in international linkages. For rice, 2025 was highlighted as a promising year, with a target of 25 million tonnes set to boost exports. Concerns were raised about the impact of excessive Minimum Support Prices (MSP) on market dynamics, calling for balanced policies. The discussion also shed light on Africa's agricultural market, which is heavily influenced by Ukraine and Russia, underlining the need for India to strengthen its presence in the region.



## Day 1 - PANEL DISCUSSION

### Panel Discussion 5 : Global Maize and Millet Outlook, Trends, and Challenges

#### Panelist :

- **Moderator: Mr. Deepak Pareek**, Convenor of GGPC
- **Ashish Chaturvedi** – General Manager, Olam Agri
- **Samyak Pandey** – Editor, Global Biofuels and Agriculture Markets, S&P Global
- **Sanjeeta Kumar** – Founder, OGMO Foods
- **Aromal Jkoshi** – Senior Vice President, Cofco International India Pvt Ltd
- **Sharmila Oswal** – Founder and MD, Gudmom Organics



The panel discussed significant trends and challenges in agriculture and food production. It was noted that India only recently became active in starch imports, starting in 2022. The ongoing conflict between fuel and feed priorities was emphasized, highlighting the competing demands on agricultural resources. The perception of millet was also explored, with countries like Ukraine and the USA still considering it primarily as animal fodder. In contrast, India has recognized millet's health benefits, mandating its inclusion in the Indian Army's diet and promoting it as a "medicine" for better nutrition.

## Day 1 - PANEL DISCUSSION

### Panel Discussion 6 : Digital Technologies in Agriculture

#### Panelist :

- **Moderator: Mr. Deepak Pareek**, Convenor of GGPC
- **Sanjiv Rangrass** – Partner, Capria Ventures
- **Vivek Dhariwal** – Head of Product, Intello Labs
- **Robin Panwala** – Co-founder & CEO, Acuro AI
- **Dr. Filipe Pohlmann Gonzaga** – Managing Director, Bryce SA
- **Stuti Parashar** – Head - Presales (Crop Insurance and Govt. Business), Harvest Global Systems



It was discussed that the farmers need better facilities to make a bigger impact, and digital tools can help improve the farming process. Using the right AI models and smart decision-making can make things more efficient. The trade of B-grade produce generates significantly higher profits compared to C-grade produce, with a substantial gap between the low prices paid to farmers and the much higher prices charged to consumers. Fair pricing and better market access can help solve this issue.



## CEO's Round Table on Policy and Trade

### Panelist :

- **Moderator: Mr. Deepak Pareek**, Convenor of GGPC
- **Ravi Gupta** – Executive Director, Shree Renuka Sugars
- **Sanjay Sacheti** – Country Head - India, Olam Agri
- **Sanjeev Asthana** – CEO, Patanjali Foods
- **Unupom Kaushik** – Managing Director, NCEL
- **Dr. P S Birthal** – Director, National Institute of Agricultural Economics and Policy Research



The discussion highlighted India's rapid progress in its ethanol program, growing from 3.5% to 18% blending in just six years - an achievement that took countries like Brazil 20 years. This success is credited to India's agile policymaking, which has also strengthened its role in global commodity markets. However, frequent policy changes were seen as a challenge, causing market turbulence, supply chain disruptions, and business uncertainty. The panel emphasized the need for more research-based, data-driven policies to ensure sustainable growth and minimize market disruptions.

## Fireside Chat with International Delegates

- **Diego Bertuol** - Aprosoja / MT Administrative Director
- **Jorge Giacomelli** - Aprosoja / MT 2nd Administrative Director
- **Gilson Melo** - Aprosoja / MT Vice President, Western Region
- **Ariana Guedes de Oliveira** - Foreign Affairs Advisor for the State of Mato Grosso to Asia
- **Marcelo Schunn Diniz Junqueira** - SRB (Vice President)
- **Fernando Teixeira** - SRB (Counsellor)
- **Marcos Bellizia** - SRB Director
- **Eduardo Marrey** - Brasil Agro (Executive Manager)



The discussion highlights the potential for India and Brazil to collaborate on agriculture, particularly in technology exchange and sustainability practices:

- 1. Technology Exchange:** Brazil's market-driven agricultural model, with a focus on GM seeds and increased yields, can help India improve its maize and soybean production through shared technologies and sustainable practices.
- 2. Sustainability :** Brazil enforces laws requiring farmers to preserve 20-80% of their land as native forest. Innovations like direct planting without chemicals help maintain environmental sustainability. Both countries can learn from each other's approaches to balance agriculture with environmental conservation.



# GRAINSWORLD AWARDS 2024

The event proudly hosted a prestigious Awards Ceremony to recognize and honor exceptional organizations in the agriculture sector for their remarkable contributions and achievements in the following categories:

CATEGORY	ORGANISATION
Best Global Agriculture Commodity Company - Overall	Olam Agro India Ltd.
Best Global Agriculture Commodity Company - Wheat	Cargill
Best Global Agriculture Commodity Company - Rice	KRBL Limited
Best Global Agriculture Commodity Company - Pulses	Viterra
Best Global Agriculture Commodity Company - Millets	Tata International Limited
Best Global Agriculture Commodity Company - Vegoils & Oilseeds	Adani Wilmar Limited
Best Global Agriculture Commodity Company - Africa	Export Trading Group
Best Global Agriculture Commodity Company - Asia & Pacific	Cofco International
Best Global Agriculture Commodity Company - Europe	Louis Dreyfus Company
Best Global Agriculture Commodity Company - Americas	Bunge
Best Agricultural Commodity Brokerage Firm	MacDonald Pelz Global Commodities
Best Agriculture Commodity Logistics Company	Kiaora Trans Ship Pvt Ltd
Best Practices in Environmental Stewardship	ITC Limited
AgriTech Innovation in Commodity Markets	Acuro
Excellence in Digital Transformation in Agriculture Commodity	Expora
Best Agriculture Commodity Emerging Company	Chokadi Brokers
Best Association - Oilseeds & Edible Oils	Indian Vegetable oil Producers' Association
Best Association - Grains	Wheat Products Promotion Society

The awardees were applauded for their dedication to excellence, environmental stewardship, and innovation, which continue to inspire progress and sustainability in the sector.



## Day 2 - PANEL DISCUSSION

### Panel Discussion 7 : Global Oilseeds and Veg. Oils Outlook, Trends, and Challenges

#### Panelist :

- **Moderator : Bhavna Shah** - Deputy CEO, N.K. Proteins
- **Dr. Ratan Sharma** - Director, The SoyaCow Centre
- **RK Singhal** - Editor, RK Singhal Live
- **Dr. Sharad Kumar Dwivedi** - Director (Oilseeds), Ministry of Agriculture & Farmers' Welfare
- **Sandeep Bajoria** - CEO, Sunvin Group



The discussion outlines that the oilseed sector in India faces distinct challenges between the crushing and refining industries. Crushing plants are struggling due to competition from DDGS (Distiller's Dried Grains with Soluble), a byproduct of ethanol production from corn, which impacts the sale of oil meal. On the other hand, the refining industry relies heavily on imported oil. Despite these challenges, the sector is making progress in reducing its import dependency, which has decreased from 63% to 57% over the past decade. Soybean remains the most affordable protein source, with its production growing significantly from around 40,000 tons a decade ago to 1.6 million metric tons today.



## Day 2 - PANEL DISCUSSION

### Panel Discussion 8 : Food Processing and Logistics

#### Panelist :

- **Moderator : Mr. Deepak Pareek**, Convenor of GGPC
- **Anand Chandra**, Co-founder & Executive Director, Arya
- **Dushyant K. Tyagi**, CEO, Farmgate Technologies
- **Sanjay Gupta**, MD & CEO, NCML
- **Santosh Kumar Sahu**, CEO & Co-founder, Go Green Warehouses
- **Saurabh Khanna**, MD & CEO, NeRL
- **Aslam Moolji**, Managing Director, Arshad Electronics Pvt. Ltd.



The discussion revolved around the struggle Indian agriculture faces with fragmentation, information gaps, and market disconnection. To address this, creating a connected layer through markets is key. There's also a need for investment in storage infrastructure like warehouses and silos, but scalability and efficiency remain challenges. Public-private partnerships are crucial, particularly for pre- and post-harvest markets. New technologies like plasma technology are being researched to improve efficiency and reduce issues like insect infestations. Minimizing excessive government intervention is essential for smoother sector operation.

## Day 2 - PANEL DISCUSSION

### Panel Discussion 9: Sustainability, Finance, and Innovation in Agriculture Value Chains

#### Panelist :

- **Moderator : Mr. Deepak Pareek**, Convenor of GGPC
- **Naveen Kumar**, Head - Trade & Structured Finance and Supply Chain Solutions, Olam Agri
- **Vishal Narchal** - COO, Sarveshwar Foods
- **Arindom Datta** - Senior Advisor on Sustainability/Agribusiness/Technology
- **Vivek Yadav** - Director, Deloitte
- **Dhruv Sharma** - Principal Investment Specialist - Agriculture & Food Processing, Invest India



The panel discussed the importance of the shift from trading raw or basic commodities to creating value added / sophisticated products, to increase the overall profit in trade. To achieve this, balancing government intervention is necessary; while some areas require it, others should rely more on the private sector. While technology and innovation are crucial, the fundamental challenge lies in determining how many farmers are bankable. The key challenges, agriculture sector faces include financial barriers, operational limitations, and cultural hurdles that must be addressed to enable growth and sustainable development.



## Day 2 - PANEL DISCUSSION

### ***Panel Discussion 10 : Impact of Climate Change on Food Systems and Bio-Technology in Agriculture***

#### **Panelist :**

- **Moderator : Satyam Shivam Sundaram** - Partner - Strategy & Transactions, EY
- **Shweta Dalmia**, Founder and CEO, Bharat Climate Startups
- **Guru Koppa**, Associate Partner - Climate Change and Sustainability, Microsave Consulting
- **Sonia Balyan**, Scientist, Indian Biological Data Centre
- **Vipin Saini**, CEO, Biological Agri Solutions Association
- **Sanjay Chaudhary**, VP - Strategic & Corporate Affairs, Indogulf Crop Sciences
- **Rajat Srivastava**, General Manager - Regulatory Affairs and IPR, General Crop Science Pvt Ltd



The panel discussed that the central government's role in guiding farmers is limited, as states hold the necessary data and oversee seed varieties for specific crops and regions. A major challenge is the lack of a centralized repository for research data, hindering future innovations. Additionally, while climate change and carbon credit are widely discussed, most farmers remain unaware of these concepts hence greater awareness and grassroots capacity-building are essential. Also, solutions for farmers must directly address their real concerns to ensure relevance and effectiveness.

## Exhibition Highlights

The event featured exhibitions that served as a platform to showcase and disseminate knowledge about the latest advancements in agricultural technology aimed at enhancing productivity, sustainability, and profitability in the sector. The key exhibitors included:

- **Intello Labs** - It offers automated solutions for supply chain management of fresh produce, optimizing operations to increase sales and reduce waste with ease.



- **Perten** - It offers advanced instruments for analyzing the quality of grain, feed, dairy and processed food.





## CONCLUSION

The Grainsworld Conference & Expo 2024 set the stage for meaningful dialogue and actionable insights to propel the grain industry towards a sustainable and technologically advanced future. By fostering partnerships and innovation, the event underscored the collective efforts needed to address the evolving challenges in the sector.

### ***Closing Note by Dr. MJ Khan, Chairman Emeritus, ICFA :***

In his closing remarks, he expressed gratitude for the strong interest Brazil has shown in India, with the highest number of delegations visiting in the last three years. He acknowledged the positive and sincere discussions held during these meetings but noted the need for following:

- 1. Follow-Through :** While meetings are positive and sincere, actions often stall once delegations return to their respective countries. There's a need for institutionalizing efforts to ensure continued momentum.
- 2. Facilitation Agencies :** To convert interest into action, there's a need for service agencies to help companies navigate regulations, market entry, and local partnerships.
- 3. Role of ICFA :** ICFA can play a crucial role in bringing the right agencies to facilitate everything from regulatory clearances to market studies, and help establish local partnerships.



## Recommendations from the GrainsWorld 2024

Based on the insights and discussions held at GrainsWorld 2024, the following key recommendations can be made to address challenges in the grains sector and strengthen global food security:

- 1. Addressing Climate Change:** Promoting the cultivation of climate-resilient crops, adopting sustainable agricultural practices, implementing efficient water management techniques, and raising awareness among farmers about the impacts of global warming and climate change to mitigate its effects on the food and agriculture sector.
- 2. Enhancing Data Accuracy:** Utilizing advanced tools such as remote sensing and artificial intelligence (AI) to improve the reliability of agricultural data and establish a centralized database for informed planning and innovation.
- 3. Strengthening Trade and Exports:** Prioritizing infrastructure and logistics enhancements, aim to achieve export targets (for instance 25 million tonnes of rice by 2025), and foster stronger trade relationships with emerging markets like Africa.
- 4. Promoting Sustainable Farming:** Advocating for the adoption of conservation agriculture and increasing awareness about carbon credits among farmers to encourage environmentally sustainable farming practices.
- 5. Investing in Infrastructure and Technology:** Expanding storage capacities through the development of silos and warehouses and integrating digital tools and AI to optimize efficiency across the agricultural value chain.
- 6. Providing Financial Support to Farmers:** Facilitating access to loans, subsidies, and financial assistance to empower farmers and address operational challenges effectively.
- 7. Scaling Millet Production:** Positioning millets as a global superfood by leveraging their health benefits and climate-resilient properties to encourage wider adoption.
- 8. Establishing Stable Policies:** Advocating for predictable and balanced policies to minimize uncertainties, ensure equitable interventions, and promote sustainable growth in the grains sector.
- 9. Enhancing Awareness and Capacity Building:** Organizing training and capacity-building programs to equip farmers with knowledge about modern technologies, sustainable practices, and strategies for climate adaptation.
- 10. Creating Collaborative Platforms:** Fostering stronger partnerships among government bodies, industry stakeholders, research institutions, and farmers to address challenges, explore opportunities, share best practices, and improve global food security.

These recommendations encapsulate the strategic insights derived from GrainsWorld 2024, offering actionable pathways to strengthen the resilience and sustainability of the global grains sector.



## Glimpses of the Event







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