

17 April 2024

Kyiv, Ukraine

EXCLUSIVE SEMINAR

within the framework of «Black Sea Grain. Kyiv 2024»

Commodities trade challenges: cases, advices, solutions



GENERAL INFORMATION ABOUT THE SEMINAR

Date: 17 April 2024

Time: 13:30-18:00

Place: Hotel Intercontinental, Kyiv

Payment: € 100.00, registration required

AGA Partners, a leading law firm in international trade and arbitration, together with **Prospex-Agro**, a commodity brokerage company, will hold a seminar in Kyiv within the framework of « **Black Sea Grain. Kyiv 2024**».

This seminar will be dedicated to **the recent challenges encountered by commodities traders**.

The speakers of the event will cover the latest trends relating to:

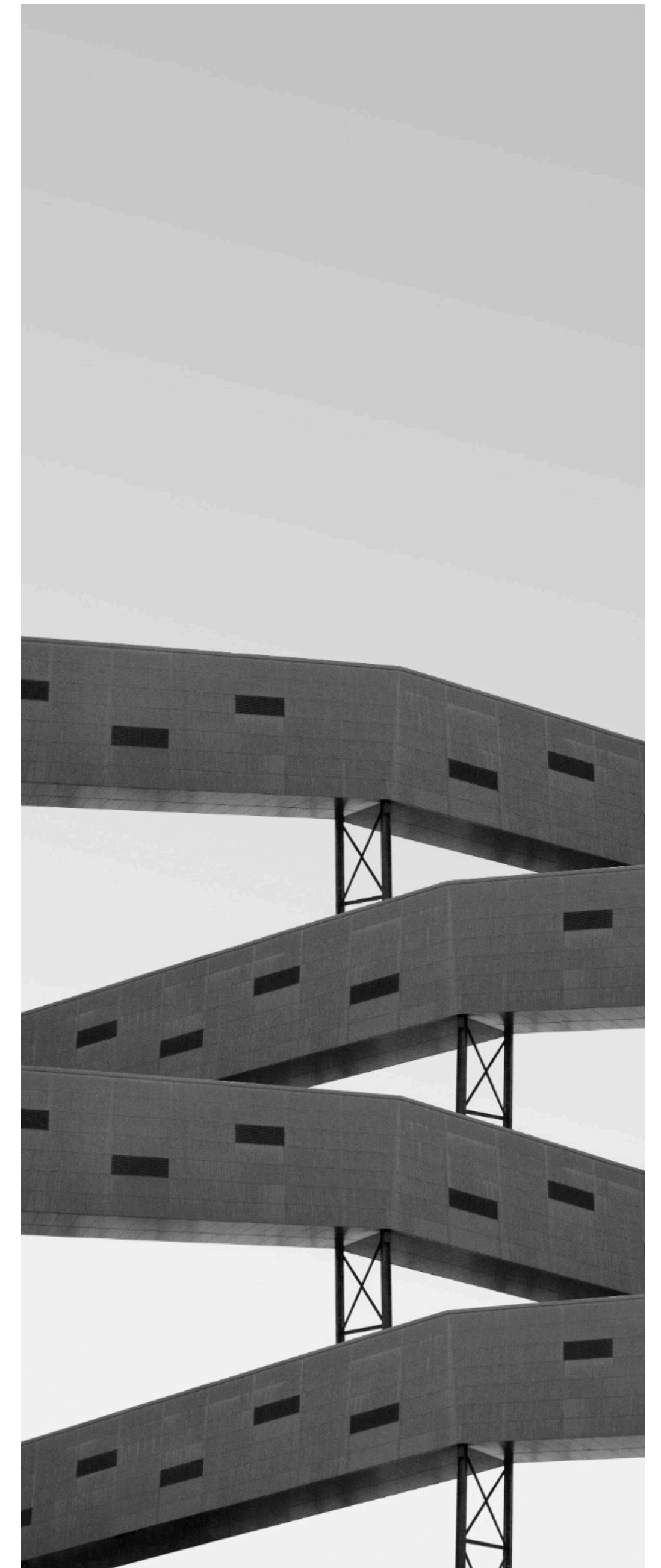
- Most wide-spread **defaults** under commodities contracts
- **Force majeure** events
- Calculation of **losses**

The participants will learn about the common mistakes in such disputes and the possible ways how to avoid them, the consequences of non-fulfilment of commodities contracts under **English law** and many other matters which arise in their everyday trade.

The speakers will share **practical insights** from their unique experience gained during +20 years of advising the leading agricultural companies in 500+ London-based arbitration disputes led by our company.

The seminar is based on **the analysis of real cases** with a special focus on the main challenges arising for agribusiness these days.

This event will be held in the format of **interactive communication** between the speakers and the audience during which the participants are encouraged to ask questions and discuss the matters they face in their day-to-day work.



PROGRAM OF THE SEMINAR. 17 APRIL 2024, WEDNESDAY

13:30 - 13:45

Welcome coffee

13:45 - 14:30

CONTRACT FORMATION

Iryna Moroz, Partner at AGA Partners

- Can you conclude a contract verbally?
- Do you need to sign a contract?
- What are the basic terms for a workable contract?
- Your counterparty suspended negotiations. What next?

Case study: *Was there a contract?*

14:30 - 15:15

FORCE MAJEURE: DETAILS MATTER!

Pavlo Lebediev, Senior Associate at AGA Partners

- What should be included in your force majeure clause?
- How should force majeure and war risk clauses be invoked?
- When do you have a right to cancel the contract?
- How to react to a force majeure declaration?

Case study: *Can carriage under the threat of russian invasion constitute force majeure?*

15:15 – 15:45

Yurii Bedenko, Senior Associate at AGA Partners

GOODS, DESCRIPTION, QUALITY, CONDITION

- What are my contractual quality terms: Description/Specification/Condition?
- Quality certificate – final and binding?
- What to do in the case of non-contractual quality?

Case study: *Minor quality defect or not?*

15:45 – 16:00

Coffee break

16:00 - 16:30

Diana Karamanova and Vlada Zhehulska, Commodity Brokers at Prospex-Agro

UKRAINIAN MARKET OUTLOOK: FORECAST. TRENDS. CHALLENGES.

- Crop talks: production, export and demand.
- War challenges: supply, logistics, destination buyers' concerns.
- New season perspectives.

16:30 - 17:00

Iryna Moroz, Partner at AGA Partners

PAYMENT TERMS

- Negotiate your payment terms prudently!
- Tips on how to handle payment delays.

17:00 - 18:00

Trade Insight Blitz: 30 Questions, 60 Minutes

- Dynamic interaction.
- Broad Topic Spectrum.
- Format.

This session is your opportunity to receive targeted advice from specialists, making complex scenarios accessible and understandable. Prepare your questions for a session packed with direct insights and practical guidance.

SPEAKERS



Iryna Moroz

Partner at AGA Partners

A recognized expert in the field of international arbitration, international trade and litigation.

Iryna Moroz has a unique experience in advising clients on all aspects of export/import operations and international cargo transportation. Iryna's extensive expertise in dispute resolution includes complex commercial arbitrations at major arbitral institutions (ICC, SCC, LCIA) and trade and maritime disputes at FOSFA, LMAA and RSA.



Pavlo Lebediev

Senior Associate at AGA Partners

Pavlo specializes in international commercial arbitration, international trade, and cross-border litigation.

His expertise includes representation of the client's interests in high-profile arbitration disputes at GAFTA, FOSFA, LMAA and LCIA. Within the last years, Pavlo has advised the clients on more than 30 arbitral proceedings and enabled them to succeed in the claims amounting to +30 mln US dollars.

Pavlo regularly represents clients in complex settlement negotiations aimed at the efficient resolution of disputes at a pre-arbitral stage. He also handles the contracts of the largest companies in the Black Sea region.



Diana Karamanova

Commodity Broker at Prospex-Agro

Commodity Broker at Prospex-Agro dealing with Oilseeds to the European market with the main focus on Rapeseeds. However, she is also covering MENA markets for grains. Diana performs the market research and does the main analytics in the company.



Yurii Bedenko

Senior Associate at AGA Partners

Yurii Bedenko specializes in international trade, international commercial and investor-state dispute settlement.

Yurii is regularly involved in advising clients on a broad range of international trade, Ukrainian law and English contract law. Yurii was involved in preparing legal opinions to clients with respect to conduct of arbitration proceedings within LMAA, FOSFA, GAFTA, ICAC at the Ukrainian CCI.



Vlada Zhehulska

Commodity Broker at Prospex-Agro

Commodity Broker at Prospex-Agro Company and has been working on the market of Oils and Oilseeds since 2017. Her main field of interest is the Chinese destination, however, she is an active participant of trading to MENA and European destinations as well. Vlada's main goal is to keep clients updated and informed on the latest market changes, and make the interaction between Parties smooth and comfortable.