

22nd September 2015
Holiday Inn Hotel, Wembley, London

The International Cocoa Organization announces a one-day Conference featuring a dazzling line-up of sector experts who will consider the prospects for the world cocoa market

Set to take place during the week-long September meetings of the producer and consumer country members of the International Cocoa Organization, including the industry and civil society sector Consultative Board, the Cocoa Market Outlook Conference not only offers unparalleled networking opportunities, but also a chance to get first hand a great deal of valuable and practical information.

Attendees will benefit from informed opinion about the cocoa market from well-known and experienced participants from across the globe and from all parts of the value chain. Chaired by respected market analyst Judith Ganes Chase of J Ganes Consulting, the Conference will combine inputs from prominent researchers, economists, statisticians and consultants from the private sector, civil society, and developmental agencies from both cocoa producing and consuming countries.

Discussion at the highest levels will be a feature of the Conference, as major chocolate manufacturers and large-scale cocoa exporters come together with commodities market specialists and experts in speciality chocolate products. The topics will be wide-ranging, taking in the prospects and threats for global supply and demand of cocoa, the profitability of cocoa farming, the latest developments in the cocoa futures markets, business opportunities in cocoa processing and the diverse and buoyant worldwide chocolate market.

Many of the movers and shakers of the cocoa sector will be at the Market Outlook Conference - offering their insights into market issues and what strategies are being considered to deal with them. Can you afford not to join them and benefit from their knowledge of the commercial and political factors that affect the cocoa market?

The full-day Conference will be conducted in English and include full simultaneous translation into French and Spanish, and all delegates will receive the presentations after the Conference. A three-course lunch will be provided for all delegates as an extra networking opportunity.

The ICCO's Market Outlook Conference will be a unique chance to get access to the best minds in the cocoa business.

Join this one-day conference taking place in the same week and venue as the meetings of the International Cocoa Council and other ICCO bodies. This is a unique opportunity to meet with the most recognised analysts of the cocoa and chocolate market and ICCO members and gain a better understanding of cocoa market developments.



Judith Ganes-Chase, Chair
President, J. Ganes Consulting, LLC



Dr. Jean-Marc Anga
Executive Director
ICCO



Edward George
Head of Group Research
Ecobank



Dr. Francis K. Oppong
Deputy Chief Executive (AQ&C)
Ghana Cocoa Board
Ghana



Jonathan Parkman
Head of Agriculture
Marex Spectron



Nira Desai
Deputy Director
CocoaAction
WCF



Jack Skelly
Food Analyst
Euromonitor International



Jerwin Tholen
Director
KPMG Advisory N.V.



Jean-Marie Péléléfanga Coulibaly
Technical Advisor
Cocoa Sector
GIZ/PROFIAB



Francesca Kleemans
Commercial Director
Cargill Cocoa & Chocolate



Please visit
www.icco.org
to download the
registration form.



To register or for more information about the Conference or sponsorship please contact:

Mr. Philippe Pestelle
+44 20 8991 6019
philippe.pestelle@icco.org



The event will be conducted in English with simultaneous interpretation into French and Spanish.



L'événement se déroulera en anglais avec interprétation simultanée en français.



El evento se llevará a cabo en Inglés con traducción simultánea al español.

Tuesday, 22 September 2015

Holiday Inn Hotel, Wembley, London

Draft Programme



08:00am

Welcome Coffee and Registration

09:00am

Welcome Remarks

by **Dr Jean-Marc Anga**
Executive Director, ICCO

**Opening Remarks from the Sponsor
(To be announced)**

**Opening Remarks from the Chair
Judith Ganes-Chase**
President, J. Ganes Consulting, LLC

**GLOBAL COCOA SUPPLY AND DEMAND:
PROSPECTS AND THREATS**

09:30am

**Cocoa supply and demand:
What to expect in the coming years?**

Laurent Pipitone
Director of the Economics and
Statistics Department, ICCO

**Cocoa supply & demand:
Overview for 2015/16**

Euan L Mann
President, Complete
Commodity Solutions Ltd

**Ghana's efforts at sustaining
cocoa production**

Dr. Francis K. Oppong
Deputy Chief Executive (AQ&C),
Ghana Cocoa Board, Ghana

**In the shadow of El Niño: Outlook for
West Africa's 2015/16 Cocoa Season**

Edward George
Head of Group Research, Ecobank

10:45am

Cocoa Break

11:00am

**Could Latin America reclaim leadership
in cocoa production?**

Doug Hawkins
Global Agricultural Research,
Hardman & Co

11:20am

Questions/Discussion

COCOA FARMING PROFITABILITY

11:40am

The long way to a living income

Friedel Hütz-Adams
Senior Researcher, SUEWIND-Institut
and member of the VOICE network

**Can cocoa farmers in Côte d'Ivoire
live on their income?**

Jean-Marie Péléléfanga Coulibaly
Technical advisor - cocoa sector,
GIZ/ PROFIAB

**Evaluating the profitability of cocoa
farming for smallholder farmers
in West Africa**

Nira Desai
Deputy Director, CocoaAction, WCF

12:30am

Questions/Discussion

12:45am

Lunch

**RECENT DEVELOPMENTS ON THE
COCOA FUTURES MARKETS**

2:00pm

**Cocoa futures and options markets:
a good fit for industry needs?**

Damien Thouvenel
Cocoa Trader, Sucres & Denrées
(SUCDEN)

Jonathan Parkman
Head of Agriculture, Marex Spectron

2:30pm

Questions/Discussion

**BUSINESS OPPORTUNITIES
IN COCOA PROCESSING**

2:45pm

**Market concentration and
vertical integration**

Michele Nardella
Senior Econometrician, ICCO

**Prospects for cocoa processing
around the World**

Francesca Kleemans
Commercial Director Cocoa,
Cargill Cocoa & Chocolate

3:30pm

Questions/Discussion

3:50pm

Cocoa Break

**THE CHOCOLATE MARKET:
DIVERSE AND BUOYANT**

4:10pm

Juggling Growth Priorities in Chocolate

Jack Skelly
Food Analyst, Euromonitor International

**A taste of the future: trends in the
fastest-growing chocolate markets
and consumers' changing tastes**

Jerwin Tholen
Director, KPMG Advisory N.V.

**A taste-driven chocolate market:
craft producers, direct sourcing
and the economics of flavour**

Martin Christy
Chair of Direct Cacao, Head Judge,
International Chocolate Awards,
VP The Chocolate Way, and Founder
and Editor of Seventy%

5:10pm

Questions/Discussion

5:30pm

Closing Remarks



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ICCO CONFERENCE ON COCOA MARKET OUTLOOK

Please note this is interactive PDF so you can edit it on your computer and send it to us. There's no need to print.

REGISTRATION

Title	First Name	Middle Initial
<input type="text"/>	<input type="text"/>	<input type="text"/>
Last Name	Organization	
<input type="text"/>	<input type="text"/>	
Mailing Address	Phone	
<input type="text"/>	<input type="text"/>	
	Fax	
	<input type="text"/>	
Price	eMail	
<input type="checkbox"/> Standard rate £490	<input type="text"/>	
<input type="checkbox"/> Reduced rate* £250		

*applicable to ICCO government representatives, cocoa farmers and cooperatives and civil society with no commercial activities. The registration fee covers conference materials, lunch and refreshments. No refund will be made to registered participants who fail to attend, but the conference materials will be mailed to them.

✓ SUBMIT THE FORM

✗ CLEAR THE FORM


PAYMENT METHOD


Bank Transfer to Organization's account.
 (All bank charges must be charged to purchaser's account)

Account Name: International Cocoa Organization Special Projects	Sort Code: 12-01-03
Bank name: Bank of Scotland Plc	SWIFT Code: BOFSGB21254
Account Number: 10082361	IBAN: GB49 BOFS 1201 0310 0823 61

When transferring the payment, it is important to request the bank to quote: "Market" plus your name (if payment is made for you only) or the name of your institution (if payment is made for several participants) as your reference as this will enable us to identify your payment when it is received.

For other methods of payment and further information, please contact us.

 Please remember to email your completed **Registration Form**.

 You can print and fax or scan and post your completed **Registration Form**.

 **Mr. Philippe Pestelle**
International Cocoa Organization
Westgate House
(5th Floor)
Westgate Road
London
W5 1YY
UK

 Phone
+44 20 8991 6019

 Fax
+44 20 8997 4372

 eMail
philippe.pestelle@icco.org

 Website
www.icco.org