

DUBAI PULSES 22

10-12 MAY

RUSSIA-UKRAINE

4 INDUSTRY LEADERS SHARE THEIR INSIGHTS INTO THE WAR'S IMPACT ON PULSES

SHIPPING & LOGISTICS

6 KEY PLAYERS ON THE SHIPPING CRISIS

CURRENCY DEVALUATION

THE EFFECT ON NATIONS ACROSS THE GLOBE

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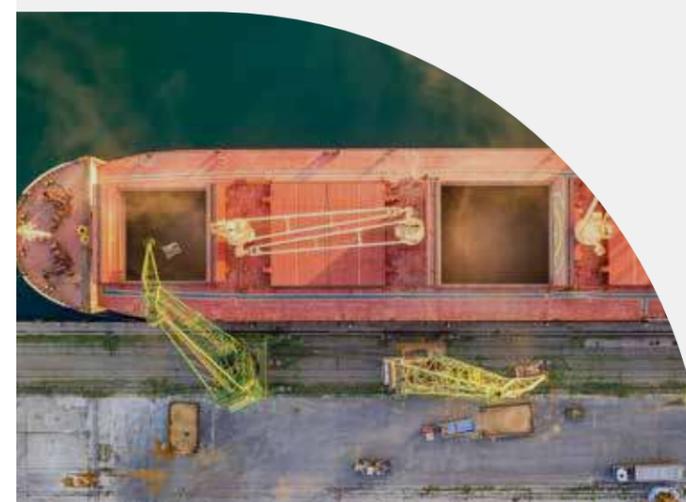
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- Broad Beans
- Rice

- White Beans
- Black Beans
- Green Peas
- Yellow Peas
- Green Mung Bean
- Light Speckled
Kidney Bean

Grains

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- Jerish
- Wheat (Hard-Soft)
- Feed Wheat
- Feed Corn
- Barley

Other Products

- Flaxseed
- Sesame Seed
- Blue Poppy Seed
- Popcorn



WELCOME!

Hello to all and welcome to the **Pulses 22 e-magazine**. It's my pleasure to share it with you. This e-magazine represents both a digital guide to the convention and a way to showcase the amazing work the GPC team has been doing this year. Over the past year, we've dedicated a considerable amount of effort to both expand and improve the information we share with you, our members. From Trade Talks with key industry players to profiles of emerging companies in the pulse protein sphere, we've made it our mission to provide you with a wealth of knowledge to help you learn more about our industry.

As we find ourselves reunited after such a long pause, the challenges we've faced these past two years have been thrown into sharp focus. Our industry, like so many others, has been rocked by a number of issues that have forced us to flex our versatility and adaptability muscles. Within this period of uncertainty, we've had some amazing moments of innovation and connection that have been fundamental in getting us through such a turbulent time. Reflecting on this, I am heartened to recognize the dynamic nature of our industry, which is ever-evolving and constantly surprising. It gives me a sense of hope and inspiration to look upon the wealth of opportunities we have and

brings me to a subject that is close to my heart, which I'd like to touch upon in this letter.

It's no secret that agriculture and trade are traditionally male-dominated. We'd need a whole book to get to the bottom of why and how that came to be, but the one thing for certain is that there are many places for women in these industries. I am living proof of that fact and, as I look around, I am delighted to see it reflected in a growing number of women now leading our professional space. It was particularly clear at this year's UN FAO World Pulses Day webinar, which was populated by an amazing number of female voices, of which I was proud to be one. Among them, Dr. Ngozi Okonjo-Iweala, head of the World Trade Organization, Dr. Naoko Yamamoto, Assistant Director General at the World Health Organization and our own GPC Young Professionals Representative, Tala Mobayen.

I cannot underestimate the importance of gender equality in trade and agriculture. From the micro to the macro, championing diversity and equal opportunities allows for new ideas and perspectives and keeps things ever-evolving. We cannot continue to cultivate the flexibility and innovation that is our industry's greatest strength if we do not allow for the participation of all. Those of us

who grew up in farming families (of which we are many) can surely remember our mothers, aunts, grandmothers and sisters all participating in the day-to-day running of the farm. The women we welcome, and have welcomed, into our industry are those mothers, sisters and daughters and are ready to bring their perspective and knowledge, just as they always have. As my friend and fellow farmer Anna Brieger said in her 2021 Pulse Pod interview: "Women have always worked in farming; they just weren't given a seat at the table. Now, we're very much in there."

I encourage you to wholeheartedly embrace the gender evolution in our industry; to approach it with curiosity, humility and, most importantly, compassion. It is not easy to enter into a room in which you're the only woman. But it is an excellent exercise in courage. One thing I can assure you about a woman working in agriculture or trade: she is fearless.

The pulse industry is innovating at an impressive rate with new applications and technologies in a constant state of development. We're coming up with ways to mitigate climate change, malnutrition and food insecurity simply by putting our combined knowledge and expertise to the service of innovation. This is the infinite potential of



evolution, having the power to eradicate inequality and ensure equal access for all, improving lives with good-quality food, clean air and water or education and opportunity.

We are already witnessing the incredible impact of women leaders at the head of global organizations such as WTO and WHO, not to mention in other industries across the world. And this is just the beginning. We've only just taken a seat at the table; wait until we really get started.

Throughout this e-magazine, you will encounter insights and perspectives from the many women we have interviewed on our Pulse Pod. It is my honour to play a small part in raising up their voices.

Kind regards,

Cindy Brown
GPC President

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BREXIT

3 industry leaders on how the political rupture affected business

In January 2021, the UK's decision to leave the EU became official, causing trade complications and supply chain issues in both the UK and the continent. Combined with ongoing logistical issues across the globe, it made for some tricky business.



"In regards to the UK and Brexit, there has definitely been an impact. The other day I read that there is an 80,000 truck driver shortage in the US, that's a big number, and the UK is facing similar shortages. After Brexit, many Eastern European truck drivers returned home. So, the impact has been felt when it comes to moving goods from the farmlands to the processing plants. Similarly, the same difficulties are being experienced with not being able to find free containers to move goods from the port, and I've heard from colleagues that there's big congestion at Felixstowe port. It's a big issue for the English market."

Karim Asaad
Brooks & Kempton



"Brexit has definitely affected all businesses within the association [Pulses UK], and our members will have seen different changes. More broadly, currency has been one change that has affected most people. Initially, Brexit firmed up the pound and it helped us all regarding exports however now it's flattened back out and there's not so much of an advantage. On top of that, the pandemic and Brexit have meant that there's been a lack of seasonal labour. We rely on this because we have a classic agricultural cycle. There are peaks and troughs and in the peaks we need more labour and they just haven't been able to come in this year. That's partly due to Brexit and partly Covid-19 restrictions as well. Although we have EU equivalence with some products, customs and paperwork have caused delays for both imports and exports. There's a lot of red tape, more than ever before. So, while it's not a prohibitor for trade, it certainly restricts things. Overall I think, in the agricultural trade, everyone just sort of got on with it. For years, Brexit was hanging over us, but many tried to Brexit-proof things, especially talking from the perspective of the company I work for. We were ready for it when it happened and had contingencies in place. Ultimately, it hasn't limited anything our business has been able to do. We still trade with the same people in Europe, there's just more of a paperwork trail. I think that's what the membership would say, too."

James Maguire
Pulses UK



"The biggest challenge of Brexit for AGT Poortman, at the time, was not knowing what the outcome was going to be until the eleventh hour. When you're trying to plan while being in the dark, it is challenging. As a company, we basically planned for the worst and put procedures in place that would allow our supply chains and overall business to be as uninterrupted as possible. We have warehouses on the continent in Rotterdam and an office in Spain, so there are certain things they can do for us from there. With these plans in place, our business has been largely uninterrupted by Brexit, although there's definitely extra bureaucracy and costs. Every truck that we move from the UK to the EU or vice versa has two sets of customs clearance and two lots of clearance charges. It's extra work and not without its challenges, but we've been able to overcome them for the most part."

Dan Holben
AGT Poortman



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AUSTRALIA

3 predictions for the future of the country's pulses market

Its vast agricultural landscape encompasses a miscellany of growing conditions, each with its own unique challenges and opportunities. With increasing investment into fractionation and a drive for self-sufficiency and improved traceability from farm to fork, it looks like pulses are poised to step into the spotlight Down Under.

1.

"The seasonal conditions have certainly been challenging, but it's in the growers' mindset to be able to deal with that. I think they would probably agree that they'd rather have more rain than less because even if they can't get the ideal crop this year, the moisture will stay in the soil for next year. Or, in certain parts of the country, when they have a summer cropping program, they can use the moisture for that. There's a saying we have here, "there's money in mud," so, as devastating as floods are, they do recharge soil moisture and can carry crops through for almost two years sometimes. It's definitely been a challenging time for Australian farmers, but they are made tough."

Nick Goddard
Pulse Australia

2.

"Three or four years ago, Australia was in a horrific drought; there are lake beds you used to be able to walk on that are now 60 meters underwater. So, we've gone from very little water to substantial amounts of water, and that brings challenges with diseases, so there's a big push for more resilient crops. Another trend is that, with North America having such a poor crop, it's going to lead to more self-reliance. Even though we're a main producer, Australia buys a lot of peas and lentils, sometimes out of Canada - especially the more niche products. But, I think we're going to start seeing the market be more accepting of Australian products as well as growers who will be more accepting of growing them because they can probably get a bit more of a premium."

Tom Burgess
FTA

3.

"In the last few years, we've really struggled to find laborers to come into our factories and farms. There's been a real shortage. We used to have a lot of backpackers and individuals who went through the Pacific Island scheme - which allows Australian businesses to hire workers from Pacific islands - but, obviously, that's all been halted and there are also no migrants coming in at the moment. Some of the government subsidies early in 2020 probably didn't help the labor situation either. So we've had some real problems. The last month has probably been the worst part of the pandemic for us. Ultimately, skilled labor is in high demand and labor shortages are an issue across all industries. We will have to continue to adapt to the changing environment, and farms are constantly looking to introduce further agtech into their operations to help them do this."

Andrea Brodie
PB Agrifood

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BEAN SHORTAGE IN BRAZIL

A 40% REDUCTION IN PRODUCTION AND WHAT IT MEANT FOR THE INDUSTRY



The 2021 Brazilian bean crop saw a large, unprecedented decrease in production. Being a major player in the global market, this had far-reaching ramifications across the industry. Here's what members had to say in their Pulse Pod interviews.

“

Well, [Brazil] bought just about every Argentinian bean they could! We don't really have any competition on a global scale right now because Argentina is pretty much sold out and they'll only plant in February and harvest in May. There really aren't any other black beans available to the world except for North America this fall, so it's going to be a tight market.”

Dan Sturt
DW Sturt & Co.

“

The most challenging cost rise has definitely been in fertilizers as Brazil is around 90% dependent on imports of fertilizers. Now, with the war in Ukraine, every farmer is concerned about the possibility of not getting the fertilizers from their Russian providers. Historically, fertilizer prices have always been high but if you look at the future markets for the upcoming season, the prices are going to remain high. That's a concern.”

Carla Mayara Borges de Lima
Fazenda Nova Geração

“

Speaking from a broad perspective, Brazil's bean production has indeed fallen off in 2021. However, thanks to the great effort of Brazil's entire pulse supply chain, exports should actually remain at the same level as in 2020. Originally, we had hoped to surpass last year's export level, but because of high freight rates and the limited capacity of shipping lines, we are unable to properly supply some markets. This year's drought took us all by surprise and caused a lot of damage. It impacted bean production intended for both the domestic and export markets. In the case of green mung beans, for instance, 40% of the crop was lost this year. Not a lot of people seem to know this, but Brazil has not been self-sufficient in black beans for many years and there is no telling when we will become so. This means we have been importing black beans for domestic consumption for years and that will likely continue into the foreseeable future.”

Pietro Schisler
Arbaza

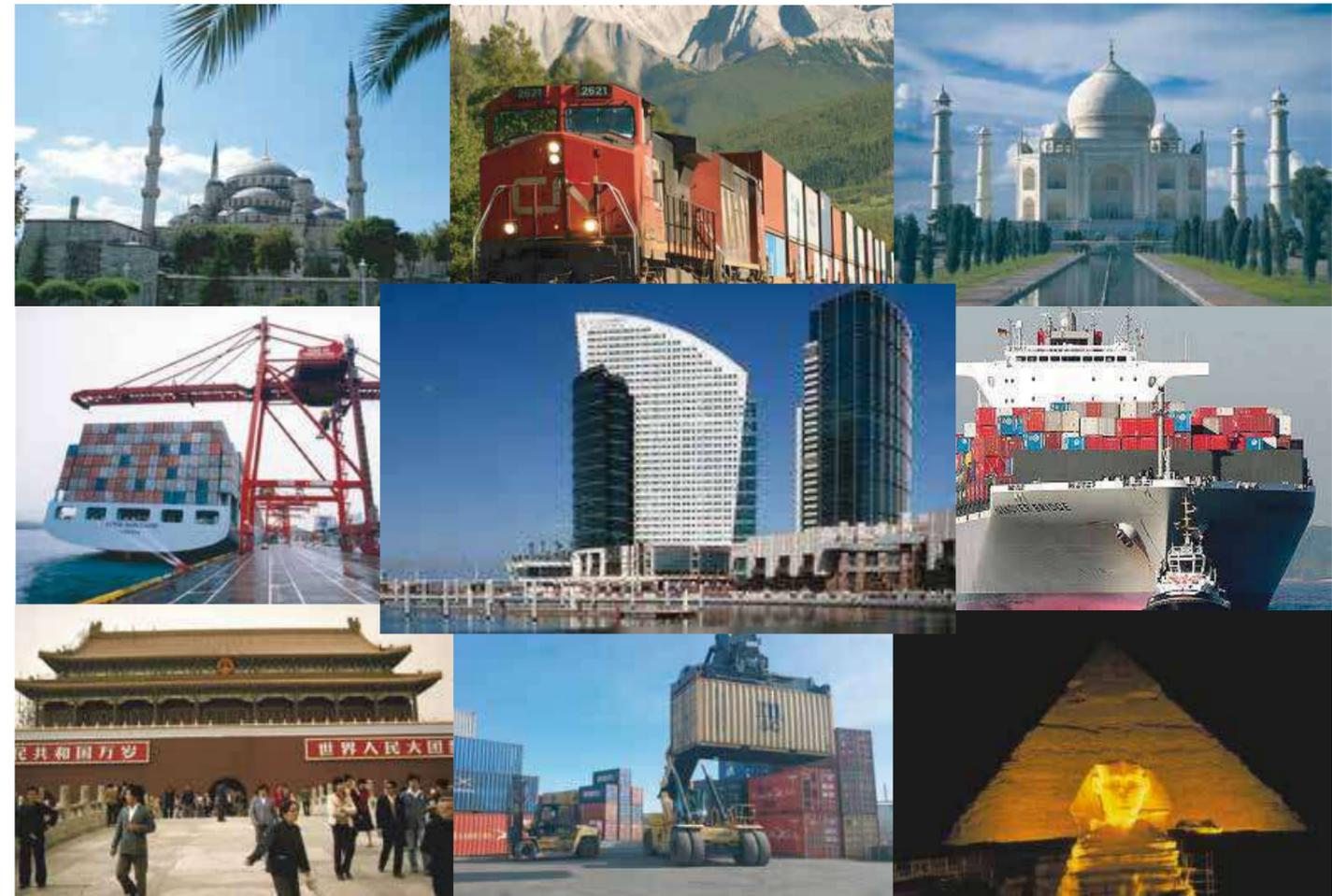
“

Looking at the future of bean production in Brazil considering the competition with soy and corn...This year there was a small drop in the production area, due to the high return of these other crops. Bean future contracts are not often made, especially in Rio de Janeiro, so the producer always ends up organizing himself according to profitability, which can mean he often chooses to plant soy or corn instead of beans. That being said, I don't see any cause for concern; even if production does drop, crops tend to be cyclical.”

Maurício Bortolanza
Kicaldo

40% of the mung beans crop was lost in 2021

90% Brazil's dependence on fertilizer imports



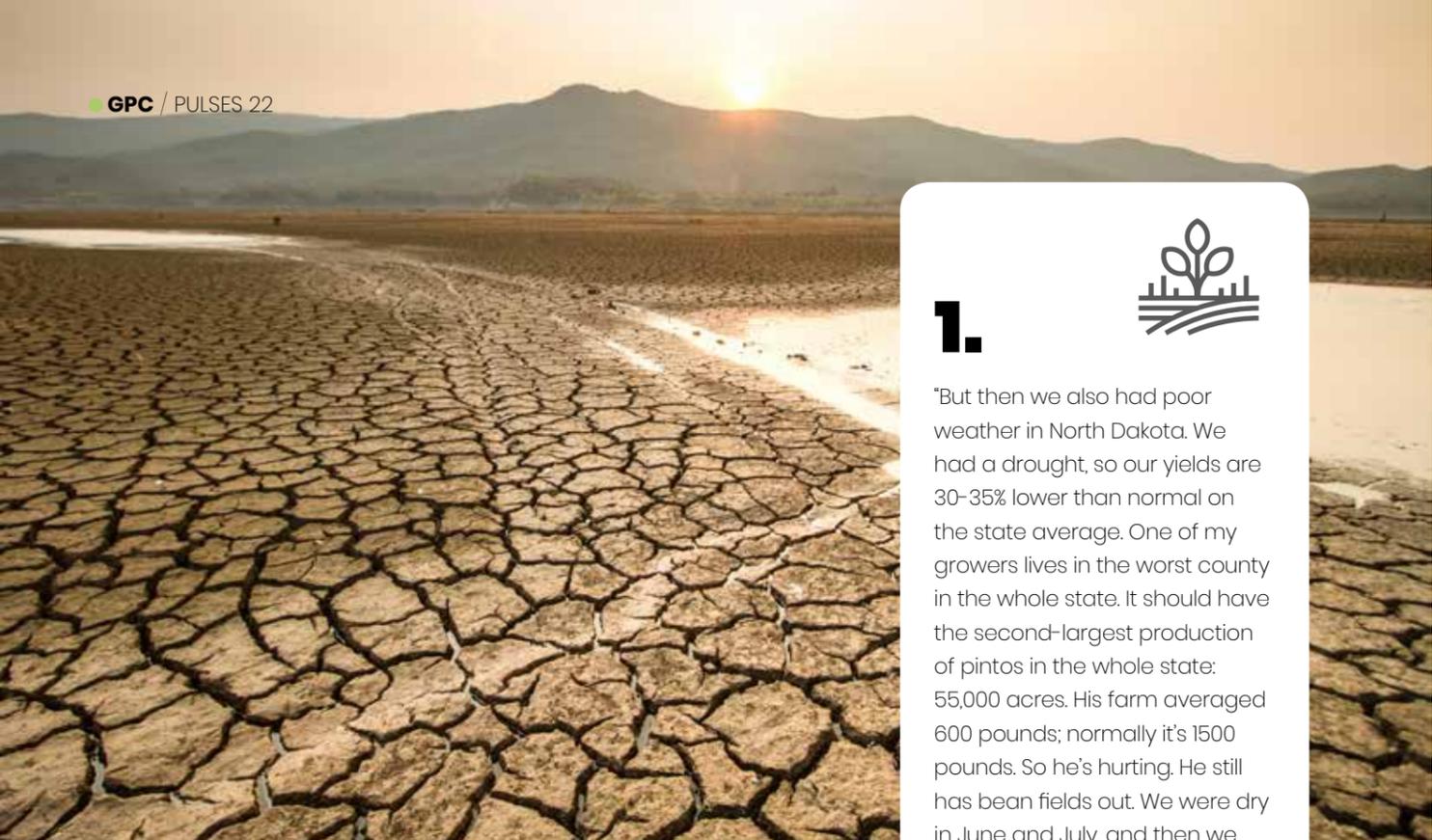
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NORTH AMERICAN DROUGHT

THE CONSEQUENCES OF ONE OF THE WORST DROUGHTS IN RECENT HISTORY

In 2021, North America suffered extreme drought conditions, making for a short crop in one of the world's most important pulse-producing regions. Coupled with the pandemic and the logistics crisis, this had an effect on global pulses trading that is still being felt today. 5 industry experts share their experiences.

1.



"But then we also had poor weather in North Dakota. We had a drought, so our yields are 30-35% lower than normal on the state average. One of my growers lives in the worst county in the whole state. It should have the second-largest production of pintos in the whole state: 55,000 acres. His farm averaged 600 pounds; normally it's 1500 pounds. So he's hurting. He still has bean fields out. We were dry in June and July, and then we got rain. We had these plants that were going "Well, do we shut off? Do we die?" And then they got some rain, and they said "Oh, this is great! Let's grow some more!" So he had plants here that are dead and ready to harvest, and plants over here that have put more pods on and are green. But he can't go into the field and cut them, because that would mess everything up. So he's been waiting, but now the temperatures have come down and the plants won't finish as quickly. He still has 500 or 600 acres out, and they're probably going to be rubbish by now because they're getting rain. So climatic change, yes. This was I think the driest year in history in North Dakota. Or at least in the last forty years. California is dry; they have no water. We're seeing things in the last five years that we've never seen before. High grain prices, business weird, no movement. There are just some strange things."

Samuel Peck
Jack's Beans

2.



"In terms of price trends, if the rest of the world has normal conditions and crops this year, I would say that price trends in the United States will probably move towards the lower levels. This is because we've recently experienced the largest drought I've seen in my career. Obviously, you get pockets of drought from time to time, but this was across the Pacific Northwest, which is typically our region for chickpeas, green peas, and pardina lentils. Montana, our largest pea and lentil producing state, and western North Dakota experienced unprecedented drought. Our supplies, which have been dwindling over the last couple of years, are going to be tight. I predict that most of the lentils and peas will be gone by July. The US will be a net pea importer this year as opposed to a net exporter, and pardina lentils will largely be gone as well. Chickpeas have seen subdued demand this year, so I suspect there'll be more chickpeas around than people had anticipated earlier in the year."

Jeff Van Pevenage
Columbia Grain

4.



"This year, the big driver, Canada has a drought and that's actually a problem because Canada having a drought takes too much production out of the total supply. Australia is our little pimple, squeeze it, pop it, hurts a bit, crying. Canada is big, we are losing serious production that can't be obtained anywhere else."

Mostyn Gregg
Agrocorp

3.



"The smaller USA production has brought prices back to where they were a few years ago in the domestic marketplace. It has also kept most of the production within USA domestic markets, with few exports. Forward contracts are always honored within the USA industry, domestic & export, which helps create assurance for customers purchasing USA-origin product. Selling the farmer short is a practice rarely, if ever, used within the USA trade. Our hallmark as an industry is partnering with our growers, so we can assure our end customers that, after a contract is signed by both sides, the product will be delivered."

Mike Anderson
Anderson Northwest

5.



"Montana suffered more than anywhere else. And they didn't get any rain or much snow in winter, so there's no snow cover on the ground - a total lack of moisture. It's going to make yields very poor - green lentils, chickpeas, green & yellow peas are going to be heavily affected by Montana's conditions. The drought will change how farmers market; they won't do any forward contracts so that will make things more difficult. Chances of a large crop are very slim in these conditions. Western North Dakota is also pretty poor but Eastern North Dakota [where a lot of edible beans are grown] is in a better condition."

Ryan Van Pevenage
Columbia Grain

COVID-19

HOW THE PANDEMIC SHAPED MARKETS FOREVER

In 2020, the world was rocked by the COVID-19 pandemic and now, more than two years on, we are still feeling its impact across food supply chains. With disruptions in labour, the shipping and logistics crisis and rising inflation, food insecurity became a burning issue in countries across the globe. Agriculture, like all industries, was severely affected and the consequences for the pulse industry were significant. Industry leaders reflect on the crisis.



"During the lockdown, canned vegetables performed well. Consumers preferred products with a long shelf life, and this had a positive effect on consumption. The internal demand for canned products has reached more than satisfactory levels after years dominated by a fall in demand."

Giovanni De Angelis
ANICAV



"Well, every year in the dry bean business has something new to offer because beans and pulses are growing in almost every country in the world. Somewhere, sometime there's always a hiccup: drought, over or under production. Every year has its own changing market. Maybe the rise of the new Covid variant could bring some changing demand - like when Covid first started, there was a lot of pent-up demand in the beginning but then all of a sudden it kind of crashed after the initial emergence of demand. Nobody really knows what to expect because we kind of went back to normal but if the variant continues to increase, we'll probably see an increased demand."

John Ferguson
Ferguson Bros



"Regarding consumption trends, people are starting to show a renewed interest in beans. We've spent some time trying to tell people that there's so much you can do with them; they're so versatile. There are so many different kinds, so many different flavours and functionalities. I think the pandemic opened the door to that, and I think that door is going to stay open, hopefully forever. People didn't stop eating beans once the pandemic eased up. This has given us the momentum to move more into the area of innovation. It has let the industry know there's an appetite out there for bean ingredients, and people are very interested to learn more. For example, people are looking into bean flour to make bread. It's gluten-free, no GMOs, it's sustainable, it's healthy. People are also looking into making desserts from beans, using black beans, red beans, and pinto beans to make brownies. It's given a boost and momentum to the idea of innovating with beans and exploring what we can do with them. There's so much, and we're right at the beginning of that continuum, so I'm excited to see where it goes."

Rebecca Bratter
USDBC



"Over the last 18 months, we've experienced an increased domestic demand for our products, so we have less reliance on export markets. I said ten years ago that I thought the US would eventually focus most of its production toward domestic markets and COVID has certainly made people more aware of the power of pulses creating strong demand. The pandemic pushed people to think more about health and wellbeing, so it's not surprising that people are starting to care more about where their food comes from, and this isn't limited to people but also their pets."

Jeff Van Pevenage
Columbia Grain



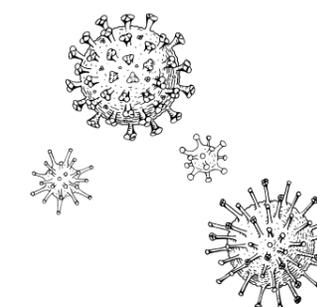
"When the Covid disruptions are factored in, business has evolved quickly and dynamically recently. Demand needs have swung wildly from foodservice to retail grocery and now back again. Covid disrupting logistics and creating supply chain issues has definitely caused a large set of headaches but also brought unique opportunities. One of my favorite sayings is that opportunities abound in all situations."

Mike Anderson
Anderson Northwest



"I would say that when Covid hit, we saw an unprecedented rise in domestic demand. People were at home, they were stocking up on shelf-stable foods that they could prepare themselves, they weren't going out to eat. They were also looking for healthy choices. And, of course, meat prices have gone up and, when people are home more, they learn to cook other things than what they're used to. We've had good demand domestically this year. I don't think it's at the level it was last year but it's still good, steady demand for black beans, pintos and kidney beans."

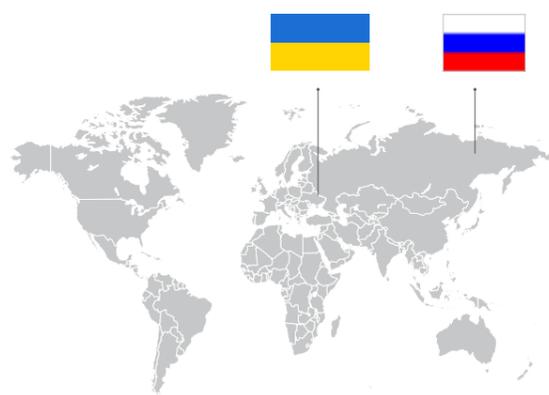
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RUSSIA-UKRAINE

4 INDUSTRY LEADERS SHARE THEIR INSIGHTS INTO THE WAR'S IMPACT ON PULSES

In February 2022, Russian forces invaded Ukraine in a move that has sent shockwaves through the agricultural industry, namely because it effectively took two of the world's biggest wheat and fertilizer producers out of action. This has been reflected in rising prices of fuel and wheat across the world and is putting further strain on already tight food systems. The impact on pulses has not been insignificant given the creation of more difficulties in shipping and logistics and increased competition for land against other commodities that are now priced extremely highly. GPC members share their views on the situation.



50% probably less, is the expectation for the Ukrainian crop this year

600 hundred thousands of tons is the estimated pulses production in Ukraine

150 millions or more of tons is the cereal and pulse production in the Black Sea



ONE

"I think it's very difficult to tell how great an effect this will have on Ukraine. How long this goes on for, we'll find out. I think, as we wade into April, the chances of getting a crop out of Ukraine continues to diminish. Ukraine is the smaller player of the pulses in the Black Sea between Russia and Ukraine. I think we will be working here with an assumption that crop production will be 50% at best, probably less - they have other issues to deal with, which are far greater than those we have here today. We will see how that pans out from the Russian point of view. I think the pea crop will be around unchanged year on year. There's no reason why they shouldn't plant it. The ruble today at 105 makes imported soy meal extremely expensive. So I think we could see an increased usage of pulses in Russia for feed, which will reduce the exportable surplus. The peas that generally come out first come from the southern side of Russia, the Rostov area, Krasnodar. Today, I would look at the current protein calculations in Russia and I think that it's a difficult conversation to consider bringing the price back down again but the peas have a unique point - we see feed and we see human consumption use on peas. By reducing the usage for feed, we can increase the usage for human consumption and that's why the protein relevance to canola meal, soy meal, sun meal and potentially DDGs is a very important question. I think on the new 2023 pea crop, I see Europe coming out to play again. I think we will have a crop in the Baltics and in Canada, assuming they get the crop planted and see some moisture, I think we will see a rebound in Canadian exports from the drought-stressed production we saw this year. Again, it comes down to the price relevance for feed. If peas become too cheap, we will see usage for feed that will reduce the usage and the availability of human consumption elsewhere. There are peas about, it's just a price relationship. And I think we can no longer look at peas as just a cheap angle where you can just buy them at any price. I think Russia will come out and play as exporters, I think we will find a way to work with them to bring their cargo onto the market. But I can't see that happening anytime soon."

Will Watchorn
Viterra

TWO

"Talking primarily about production areas in Canada and the US, what we're seeing for production - just taking the bean side out of the pulse matrix -, is that we're having a very serious time convincing growers that that they should be planting pulses, as in dry beans. We cannot compete in prices at this point with corn and soybeans or wheat as far as what growers can produce. So we are going to see a decrease in acres this year, which of course is going to push up the price again, as I discussed, but growers have to be able to have the same value coming back to their land that they can from other crops. And that's the battle that we face in times like this. So we won't see as many acres of beans being produced. The situation in Ukraine will lead to price increases for pulses worldwide. And that's a serious point. Especially as we look at a crop that is so important to so many people and people who are in a economic strata that need to have affordable food. But as we talked about with inflation, there are two questions to ask: When will we see this come back down? And how can we combat it? Well, if we have super growing conditions, and we produce better yields, that would be one aspect. But really, it has to be based on the price of oil. And once oil starts to come back down again, we'll see some of our crop prices the same, unless there's major weather events. But that's I think what we're looking at. I'm not certain about that in other parts of the world. But that's the view from here."

Cindy Brown
Chippewa Valley Bean and President of GPC

THREE

With the new crop in the Black Sea, we should understand one thing: this conflict is going to have a big impact in world cereal production and pulse production because the numbers we are talking are very big - more than 150 million tons of product. So, this will have a big effect, but it's clear that in the Black Sea, there are three problems: one is Ukraine - whether they will have access to the ports and, if they don't, then they need the help of the EU. They would need a means of exporting over land and this will be very difficult for them now. Today they are reaching one small port through a river into the Ukraine side. So, this is one of the problems we're facing. Secondly, we have to look at what will happen in Russia: how payments will be affected and how we will overcome this. We have experience of this from different conflicts, like during the Iraq war and also in Iran - we have a lot of exercise of the payment, but there will still be some problems there. Now, the new problem is that there are so many mines in the Black Sea and if somebody gets the vessel and owners want to go - even at a very high price -, it's a question of whether you will be able to get insurance or not. This will be a big problem. Now, they are talking about nearly 1000 sea mines but we don't know for sure how many there are in the Black Sea. So there will be a lot of problems that will occur in this region. We have to prepare ourselves. And then there's the impact of this on the new crop. In Russia, there are no production problems: they have fertilizer - actually, they are exporting a lot of fertilizer and they have land. The problem they have is they are going to have a spare parts problem because of all the embargoes during production. But, at the end of the day, there will be production in Russia - the problem will be how they will export. Ukraine will have an issue but Ukraine pulse production volumes are not very high - they only grow about 600,000 tons of peas. But the impact on the other items will increase - there will be some problems with corn and oilseeds - and this will affect the market and have an impact on new crop intentions. Farmers will rethink what to produce and what kind of rotation they use this year in their crop. Whether this will be good or bad for the pulse industry, we will only know after seeing the new seeding intentions in North America. In Europe, too, intentions will likely change."

Huseyin Arslan
AGT

FOUR

"While growers are indeed trying to carry out sowing in full, there is almost certain to be a reduction in a variety of pulse hectares this year due in part to fighting in areas where those crops would normally be sown. Current estimates are that, from last year, the 2022 pea crop will be down from 242,000 to around 100,000-110,000 hectares, the bean crop will reduce from 49,000 to 40,000 hectares, chickpeas will drop from 10,600 to 5000-6000 hectares, and lentils will decrease from 6200 to 1500-2000 hectares."

Antonina Sklyarenko
Ukraine Pulse Association President



CURRENCY DEVALUATION

FLUCTUATING GLOBAL CURRENCIES AND THE EFFECT ON NATIONS ACROSS THE GLOBE



Economies are naturally capricious. Members of the pulse industry are more than used to working with (or in spite of) currency changes and economic difficulties and have become rather expert on the subject as a result. In this section, key players share their insights on currency devaluations across the world and the consequent impact on the pulses industry.

THE DIFFICULTIES OF PREDICTING CURRENCY

Like trying to predict the weather, making guesses about which way a currency will go will always remain exactly that: guesses. As Rav Kapoor explained in the GPC's Ask The Experts CEO webinar, the currency game is a risky one.

"If you go to any currency guru, they will say they can predict the currency but, in real life, nobody can actually predict what's

going to happen because there are so many external factors and variables to understand if you want to know which way a currency is going to go. And there is no one question which is a fit for all, there are different segments of the world where different techniques or different strategies could be applied. In the developed world, you have risk mitigation tools, where you can hedge the currency and the premiums are not that

significant. So, that is the strategy I would suggest in the developed world where currencies are stable. The other side is there are some natural hedges which you create [in developing economies]: some natural import/export hedges, which you have to create because those currencies are not hedgible and if you do not have both the legs, it becomes very difficult to manage the per US dollar pricing of those currencies. Going to

India and some other countries, there is a mechanism of natural hedges and then there is a mechanism of hedging some on the exchange. Because, at the end of the day, the pricing risk between the depreciating and appreciating currencies is quite significant - it depends on which side of the coin you are: import or export. What I would suggest to any members or young members coming up is not to speculate on currency if you cannot manage the financial risks of that currency. No matter whether it's natural hedges or hedging - do not go into that situation. And with current oil prices and the volatility we are seeing in the market, it's an impossibility for any algorithm or any currency expert to predict which way the currencies are going to go. The other thing which I would indicate to everyone is that we are witnessing a significant foreign reserve deficit in certain major consuming countries. And I think that is one big challenge for the pulses industry; we really need to be very cautious and help our members overcome this big hurdle. Because, if that hurdle persists, then neither international trade nor the WTO will be able to promote market access to different consuming and producing countries."

Rav Kapoor
ETG



ARGENTINA
Handling trade in a country rocked by currency devaluation, dollar inflation and different exchange rates is no mean

feat. Luckily, our members are no stranger to challenges. Here, Argentines share their experience of working within such a chaotic economic situation.

"When I think of everything we've been through... At times, it was madness. We have seen so many, often opposing, situations. I think we just ended up normalising the madness... It's a typical trait of ours! At one time, just before a big crisis, I saw our currency devalue 30% in the time it took me to walk 8 blocks. This was at the time when all the exchange houses had posters outside with the prices on ... it was very shocking. Things change all the time and that is something that affects the entire globe. Look at shipping: sea freights were always a stable option for Argentina, often cheaper than land freight, and now it's the complete opposite. We also have to deal with the asymmetries that occur in Argentina when there is a very rapid devaluation process, which then makes exporting companies lower their costs very quickly or when the opposite occurs and the dollar loses twenty, thirty or forty percent in a year against inflation, as is happening currently, and generates a price and cost inflation of forty percent per year in dollars. When we talk about this interest rate in dollars, nobody understands anything ... We try to understand it, even without logic or reason. At the end of the day, it's about keeping companies going and being profitable, at least at the most basic level, since all of these situations ultimately affect the

overall revenue of companies in the industry. You have to live with the market you're in, even when it doesn't always allow you to do what you need."

Sergio Raffaeli
Wenstrade SA

"The Blue Dollar [the black market exchange rate for the US dollar] just moved past the \$200 mark the day before the elections and today it's still around that, more or less. To give you an idea, I export and they send me the payment for the product in US dollars - I'm then obligated within five days to exchange that into Argentine pesos, at an exchange rate of approximately 100 pesos to the dollar. Then you have the blue dollar, which you can buy at 200 pesos. So, in Argentina where we have problems with devaluation and inflation it's important for me to buy stock quickly. It's difficult for exporters to buy stock at the 100 peso rate of exchange because when you talk to the producers they are offering prices closer to the 200 peso exchange rate. Having these two exchange rates makes things incredibly complicated. There is at least the FOB price estimate given by the government. Without this, people would always choose to price their goods closer to the higher rate."

Ramiro Berraz
Legumbres Argentinas



TURKEY
When a large player in the pulses industry is rocked by a currency crisis, it has far-reaching consequences across



the industry. The lira situation in Turkey is no exception.

"The lira crisis is affecting a lot of import-export businesses across Turkey and causing inflation in domestic markets. From an export perspective, there is a short-term advantage to a weakening lira; in theory, it reduces the prices of our pulses to buyers around the world. But I don't think this is a sustainable strategy."

Mert Hazar
Arbel



PAKISTAN

High inflation has made trading conditions in Pakistan difficult, to put it lightly. Add to this a quickly depreciating currency combined with a slowly growing economy and you've got some challenging economic circumstances.

"It's been a very difficult year for traders. The high rate of inflation is due to a large trade deficit and a rapidly depreciating currency: the Pakistani rupee has lost 70 percent of its value (against the US dollar) in the last three years. And in 2021 we've seen a lot of volatility. For importers, an unpredictable currency can

be catastrophic, particularly at a time when disruptions to the global supply chain mean that our shipments are taking longer to arrive. Let's say we book an order of yellow peas from Canada in September, which is due to arrive in around 60 days (by November). In that three month period, however, we can see exchange rates shift, which means that by the time the order arrives, the economics of the trade can look very different, as the price we projected to pay (in rupees) looks very different. Since May 2021, traders across Pakistan have been experiencing this phenomenon and it's impacting people quite a lot."

Hunain Khatri
SS Indenters



SRI LANKA

Due in part to currency devaluation, among other factors, Sri Lanka went through a serious food crisis in August/September 2021, with large price increases and supply shortages for essential foods.

"The main cause of the broader economic disruption is Covid-19. Two of our key sources of earnings were badly affected

by the pandemic: tourism and remittances from overseas workers. The lockdown meant that we had almost no foreign visitors. And a lot of overseas workers were forced to return home, as economies around the world shut down. So our economy shrunk by nearly 4 percent last year and the central bank's reserves shrunk by nearly 75 percent, putting tremendous pressure on our foreign currency. At the same time, we're being hit by disruption throughout the global supply chain. Freight prices are very volatile. And with a lack of dollars, it's hard for us to absorb that uncertainty and pay increased prices. We had a situation recently where there were 1,000 containers full of lentils, sugar, onions, potatoes and other products unable to enter our ports because of a lack of dollars to pay for the goods. Exporters from around the world are also reluctant to ship goods without a confirmed letter of credit, which our local banks cannot provide. So a combination of these factors is feeding through to real price increases for Sri Lankan consumers."

Mahmud Abdel Cader
Pulses Splitting and Processing Industry Sri Lanka



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SELF-SUFFICIENCY

KEY THEMES SHAPING THE MOVEMENT

If the challenges of the last two years have taught us anything, it's that change is the only constant. With that in mind, there has been a noticeable shift towards increased self-sufficiency in many countries across the globe with the view to provide more security and stability in national and international food systems. In our Pulse Pod interviews from the past year, we've identified 4 key themes driving the trend.



1.



WORKING AROUND THE SHIPPING CRISIS

The shipping and logistical issues that have ravaged the industry since the outbreak of the COVID-19 pandemic have brought with them many challenges - but, in challenges, we can find opportunities. With many nations forced to look at alternative export routes, the self-sufficiency movement is being driven by innovation and versatility when it comes to transport.



I believe that Brazil will achieve self-sufficiency and will increasingly be a supplier of pulses to the world. We'll also see a growth in consumption in neighbouring countries, for example Chile has been an exceptionally important case in recent years and, to a lesser extent, Uruguay. The new realities of ocean freight will also bring us closer to some markets and remove others. It is a complex issue that is very difficult to predict and it will not begin to be resolved until well into next year."

Sergio Raffaeli
Wenstrade SA

2.

TAKING CONTROL OF PRICES

In countries with a focus on exports, such as Australia, the move towards self-sufficiency is an appealing prospect, not in the least because of the increased control over prices it allows for.



Australia produces about 6% of the world's pulses but we're focused on a few pulses that are in high demand: chickpeas and lentils. There's a very aggressive market for those crops and we were slowly becoming a smaller player on the global market, a price taker not a setter. The tariffs set the tone for that and we lost market responsiveness."

Professor Brent Kaiser
University of Sydney



It has been an interesting decade to be in the pulse industry, as new innovation has stretched demand and changed supply flows. The USA pulse industry is a great example of this, as we have really shifted from using the domestic market as a small hedge against exports as our main market focus, to almost the exact opposite now with the export market now being a small hedge against the dominant domestic market."

Mike Anderson
Anderson Northwest

3.

CAPITALIZING ON NEW OPPORTUNITIES

Plant protein is today's buzzword in pulses with industry members stepping in on all sides to get their slice of the pie. Outsourcing fractionation is costly and counter-productive in terms of sustainability, which is why many countries are making efforts to cultivate their own plant protein industries. Starting from scratch may be daunting but the investments and resources are there and the rewards are certainly worth the work.



The goal is to build our own plant protein industry in Australia and make it sustainable enough to feed into the markets that are ours to participate in, particularly South East Asia. However, it requires a whole new secondary industry to be built from scratch because, although we have companies that build plant protein-based foods here in Australia, they import all their protein from Canada, the US and China. At the same time, we're growing 3 million tons of grain that gets sold for \$500 a ton but if it was a protein ingredient, it would sell for much more."

Professor Brent Kaiser
University of Sydney

4.

SLOW AND STEADY

The path to self-sufficiency may be clear, but it is a long road that requires a global shift and will, as a result, take much work. However, the signs are there that countries are moving, slowly but surely, towards this new reality.



Do I see European self-sufficiency becoming a reality? Yes, but it will take years. Chickpea production has been boosted—easily doubled—in the last three or four years. This has happened in France and Italy. And Russian chickpea production is also developing strongly. In France, there's a real drive to boost chickpea, lentils - mostly green - and bean production."

Henk van Leeuwen
Cogeser

EMERGING MARKETS

2 COUNTRIES GAINING INTEREST ON THE GLOBAL STAGE

One of the pulse industry's greatest strengths is its dynamic quality. Unpredictable it may be but this has the advantage of always keeping you on your toes. It's exciting to know that the industry is ever-evolving and that new players are ready to enter on all sides. Let's take a look at two of the most promising new markets coming onto the scene.

FACTS & FIGURES

BOLIVIA

- **Current pulses production:** more than 70 thousand tons per year

- **All year round production:** A unique climate that varies across the country"

UZBEKISTAN

- Growing butter beans, red kidney beans, red mung beans and other new varieties of pulses

- Government reimbursing 50% of transport costs in an effort to increase exports

- Government also covers the expense of obtaining international certifications, such as ISO, FCCS 22000 and organic

1.

With its unique climate and strategic geographical position, Bolivia is poised to shake things up, especially when it comes to dry beans.

"In the early years, Bolivia was just starting to learn about bean cultivation; consumption in the country was quite low, and still is to this day. Yields were low and we didn't have a great hold on the market. Over the years, however, Bolivia found an attractive market in neighbouring Brazil and gradually increased its planted area and production volumes with Brazil as the largest buyer. We now produce more than 70 thousand tons per year. Bolivia currently produces all year round. Today, Bolivia supplies beans to countries such as Colombia, Venezuela, Costa Rica and Japan but I believe we can further increase our producing areas and reach new markets. Bolivia has a unique climate which varies across the country and gives it an advantage when it comes to growing crops. The great obstacle that we are currently facing is the exchange policy: the Bolivian peso has not oscillated against the dollar for several years and this directly affects the final value. An example is Brazil, where in 2014 the national currency went from 0.50 cents to 0.25 cents and this meant that Bolivian exporters received half the value of previous years since the final value of the product is calculated in Brazilian reais and not in weight. At this moment, it is worth it because beans are expensive in Brazil and even with the change it is still paying off, but Bolivia has suffered at least for three or four years for this reason. Our market is very discreet, but it has a lot to offer. We are developing new varieties and I am confident that we will be able to offer good quality beans at competitive prices. I think that in a few years you'll be hearing about our products in India, the Middle East and even Europe. We're initially aiming for quality over quantity. Bolivia is a small country compared to Brazil, for example, which is a great supplier, and our intention is to expand and not compete."

Mirko Geremia
Safras Corretora de Cereais

2.

Excellent growing conditions, good government support and a drive to cultivate new varieties: the Uzbek pulses market has plenty to offer.

"We have a lot going for us. In Uzbekistan, the climate conditions are perfect for growing pulses and the quality of our pulse products is very good. Uzbek companies are working to take advantage of this and meet the demand of the European market. This includes growing new varieties of pulses, like butter beans, red kidney beans, red mung beans and others. At the same time, the government is also undertaking efforts to increase pulse exports. It reimburses as much as 50% of the transportation costs of pulse exporting companies and also reimburses the costs of participating in international exhibitions. Additionally, the government covers the expense of obtaining international certifications, such as ISO, FCCS 22000 and organic. Furthermore, in 2021 the government decreased the production of cotton by 30% in order to invest in the pulse sector. Every year, Uzbekistan is winning over more and more of the international pulse market. I believe the pulse industry will play a big role in the development of the country moving forward. Ten years from now Uzbekistan may become one of the biggest pulse producers in the world."

Fuzayl Boboev
Sofia Agro



BEYOND SOY

THE 5 MOST EXCITING PLANT-BASED PROTEIN START-UPS FROM THE PULSE POD

Gone are the days when soy was the only alternative to animal-based proteins. Welcome to the new era of plant-based protein in which pulses are playing a star role.



1.

PEAS OF HEAVEN

"When I have one of our plant-based hot dogs at a 7-Eleven here in Sweden, it tastes the same as, or even better than, the meat hot dog. It tastes more nutritious. It's about 10 times better for the environment, and it costs the same. It's those times that I think we'll be able to help people make a convenient switch to plant-based. If you want to make a clean product, you need to start with the best ingredients possible for the end product. And from our point of view, it's really good if an ingredient doesn't have a lot of flavor of its own, because if it does, then you have to put something else in to balance that. You can start having to add in a lot. Peas are really good from an environmental perspective, for the products we're trying to produce and for positioning them to be accessible to everyone. Over 50% of people in Sweden identify as flexitarian. From what we can see, flexitarians are driven by climate first and health second to eat more plant-based products. The community is generally bigger among women, and it increases in size with lower age groups."

Lucas Karlsson and Latif Andersson

Co-Founder and COO of Peas of Heaven, a Swedish manufacturer of plant-based meat alternatives based in Gothenburg.

2.

TIPTOH

"Milk from yellow split peas can be produced locally for us in northern Europe because you can grow peas here. Also, there are no allergens and it has a good quantity of protein, too: a bit less than soy, but still quite high. It was also all the other advantages of yellow split peas, like their place in crop rotation and their ability to fix nitrogen in the soil. Tiptoh has the same nutritional value as cows' milk along with important vitamins and minerals. You can drink it straight like milk, use it in pastry or savory cooking or even foam it for your coffee."

Louis Curtil

One of the founders of the new Belgian pea milk brand Tiptoh.

3.

PILK

"[My business partner and I] thought we'd try to set the example for others around us and move to a plant-based diet. We stopped eating meat pretty easily. But we kept getting stuck when it came to alternatives for our teas and coffees. It was especially hard for me because I'm also a big curd fan — I used to have it with a lot of my meals. But I just couldn't find any alternatives. So it was that personal experience that led us to notice a gap. We started speaking to other people around us trying to go on the same journey and we thought there was an opportunity there. So we set about trying to create an affordable plant-based milk alternative for the Indian market. We saw this as an engineering problem: why are there no good quality, affordable plant-based milk alternatives in India? The ones which we could find were not quite right; the taste was nutty or the texture was slimy; when you tried to mix them with tea or coffee, they were separating out. So we studied the literature and one of the key issues we uncovered was the structure of plant proteins. They lack the nine essential amino acids that the body requires, so they are incomplete from a nutritional perspective. So that was the first thing. We tried to create a chemical base that actually gave us nutritious milk. From our research we discovered that wholly grain-based milks were never going to give us a complete protein profile. Grains have a limited amount of lysine, which is an amino acid. Pulses do have this but they lack another key amino acid called methionine. But mixing them in a certain ratio can give you a complete protein profile. The plant-based dairy market is worth, I would say, around \$25 million (USD). That's tiny compared with \$60 billion of the organised dairy market. But we see huge potential for growth. From our consumer outreach and market research in Mumbai and Pune, we've found that people are receptive to the idea of a plant-based milk. There's also good consumer awareness. A recent study by GFI found that 75 percent of people living in Tier 1 cities — places like Delhi, Mumbai, Chennai, Hyderabad, and Pune — who are consuming dairy milk are also quite aware of plant-based milks. And they recognise the health and sustainability benefits of this alternative."

Kanish Gupta

Co-Founder of Pilk, a plant-based milk start-up based in Mumbai, India.



4.

NOTCO

“One of the great drivers of NotCo was to make products that were both nutritious and delicious. At that time, the plant-based food market basically didn’t satisfy any of the needs of consumers in terms of the actual experience of the food they provided. That was where the opportunity lay: not only in appealing to veggies and vegans but meat eaters, too, by offering a better sensory experience so that they will happily opt for a plant-based option.

The consequence of a plant-based option like ours is both a better diet and greatly reduced environmental impact when compared with food derived from animals. That was really our starting point as a company but, in the end, we are not as much a food company as much as we are a food tech company; what we’re really interested in is creating technology that allows us to make even better products. When using an AI algorithm, it has the advantage of learning from the vast feedback it receives, as well as by trial and error, constantly making correlations between data that would be impossible to recreate manually. All this means that you’re able to understand the otherwise unimaginable value and function of certain ingredients, and the attributes they can bring to a product. It makes our products original, but also lets us move closer to the qualities of animal products. Why do we use pulses? In the end, they are the best source of plant protein that exists in the world and have healthy interactions with the microbiota of the soils, fixing nitrogen and enriching the soil so that our products have a better concentration of protein. Over the years, one of the biggest criticisms of the vegetarian diet was a lack of high-quality protein, which makes the protein in our base ingredients so important. Pulses dominate in that area of the market.”

Rodrigo Contreras

Head of Research at NotCo, a Chilean company using AI to develop plant protein products.

5.

OMNI

“There seemed to be renewed attention on health during the pandemic. People became much more conscious of what they were eating and what they were feeding their dogs. More broadly, the pandemic was a great time for reflection and allowed many people to look at our relationship with the planet and find ways to become more eco-aware. These factors were really strong tailwinds for us because our products are made with healthy ingredients and, compared to some of the meat products out there, our pet food is more environmentally sustainable too. We ended up developing a proprietary protein blend including soya, potato protein, lentils, peas, microalgae, and yeast. It was a very intentional combination and one that is quite unique. If you look at some of the other alternative dog foods, often they use just one or two hero protein sources. These dog foods may have enough protein to meet the 18% minimum requirement, but it’s critical to ensure they have the essential amino acids too. By using pulses in dog food, you’re offering dogs a novel protein source, and hopefully improving the chances of their bodies being more receptive to these ingredients. The other thing that people don’t realize is that pulses aren’t just a great source of protein, they’re also packed full of micronutrients. So, it’s a case of two for the price of one – you’re getting both protein and lots of other components that dogs need to thrive, too.”

Dr. Guy Sandelowsky

Founder of Omni, a UK-based company making plant-based dog food with pulses as a star ingredient

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Jeff Van Pevenage, CEO, Columbia Grain

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LUPIN POWER

4 BRANDS UNLEASHING THE POTENTIAL OF THE LUPIN BEAN

Welcome to a world in which Chief Lupinologist is now a job title. This often-overlooked pulses, which is a staple in bars across Portugal and Italy, has come into the spotlight due to its high protein and fibre contents and super versatility. Our Pulse Pod writers spoke with three different companies creating amazing new things with the humble lupin.



THE LUPIN CO

"When we started, many people knew about lupins as a nice flower that grows in the garden but weren't aware of them being a high-quality, nutritious food. So, the first hurdle we had to cross was addressing questions such as 'What is a lupin and what do I do with it?' We decided to start with lupin flakes, which are really versatile. Then, we started to blend the lupin flakes and launched a bunch of premix products, including a protein cookie, a powder and a muesli, and they've been tremendous. We also want to get into the standard staples, too, for example, pasta and snack foods - the things that are a big part of everyone's lives. We're starting up commercial-scale tempeh manufacturing from lupins in our factory, too. I've been to see so many tempeh manufacturers in Indonesia to understand how these artisans make fermented foods. They've been doing it for such a long time and only now in Western culture are we really understanding the benefits of precision fermentation. So, we'll definitely be seeing the fermented foods category grow - we're expecting it to grow in excess of 40-45% annually."

David Feinberg
Chief Lupinologist at The Lupin Co., an Australian company creating snacks and ingredients from lupin beans.

SKINNYBIK

"A lot of Australians don't know what lupins are. They think it's a disease - they think you mean lupus! Australians get about 30% of their calories from discretionary foods, such as biscuits, cakes, and alcohol, and there's a lot of scope there to improve someone's diet. So, I set out to make a healthy, functional biscuit in line with the Mediterranean diet principles to help Australians reduce their calorie intake. I was also very aware that a lot of Australians don't know how to cook legumes, and many people also think they taste terrible; because of that, I had the idea to put legumes into a snack food and to hide them so people wouldn't even know they were eating them. It was a bit of a sneaky approach, like hiding vegetables in bolognese. Lupin flour is a functional ingredient, and is the hero ingredient in my innovative recipes. Our current range includes four flavors, and I'm also launching a new gluten-free version. Our chocolate flavor is the most popular, but we also have orange and poppyseed, cranberry and coconut and butterscotch. Our gluten-free version will be lemon and white chocolate chip flavor."

Antigone Kouris
Founder of Skinnybik an Australian company pioneering in the fight against unhealthy snacking in Australia and using lupins to do it.

TARWI

"Being from Portugal, I was already very familiar with lupin beans because they're something you're given to snack on when drinking a beer and they're also sold in supermarkets in big buckets preserved in brine, but no one really knows that much about them. So, I started doing some research and I was fascinated by what I learnt. They have a protein content of 45% - double that of any other pulse - and contain three times more potassium than bananas, three times more iron than kale and three times more fiber than oats. I couldn't believe that the UK, a country so ahead in the plant-protein landscape, wasn't aware of this. In my research, I also discovered that the production of lupin beans has actually been on the decline - due, in part, to lack of awareness and demand. The majority of lupin bean production actually goes to animal feed as it's much cheaper than soy. Our idea was to take the lupin beans as they are but change how they're sold. Instead of putting them in a container, we put them in a pouch that can fit inside a backpack. Also, instead of preserving the lupins with lots of salt and additives as they are in Portugal, we decided to use lactic acid in the pouches [...]. That was our first product and we have three variations: one cooked and seasoned with sea salt, one basil-flavored, and one chili-flavored. At the end of last year, we also introduced our own version of hummus: 'lummus'. Hummus is highly consumed in the UK and Europe but our idea was to swap out chickpeas and leverage the power of lupin beans instead. Our dips have half the calories and half the fat of traditional hummus - they also have a very low carb count and are high in protein and fiber."

Cata Gorgulho
Owner of British company Tarwi, whose mission is to popularize the lupin bean in the UK.

LUPIN PLATFORM INC.

"Lupin as a crop dates back a few thousand years; lupini seeds were actually found in the tombs of Ancient Egyptians. The Greeks then domesticated the beans, introduced them to the Romans and, from there, they became a primary source of protein and nutrition for Roman soldiers. Meanwhile, across the Atlantic, the Pre-Incans of South America domesticated lupins, making them a staple crop of the Incan empire. Today, lupin is found all around the world: the Mediterranean, Australia, South America. Now, for the first time, this ancient tradition has been brought to Canada.

In terms of growing, we're cultivating sweet lupin rather than lupini beans, which have a high alkaloid content and require heavy treatment to make them fit for human consumption. Sweet lupins, in contrast, have a very low alkaloid level, even compared to other peas and beans, so the process is minimal. Production-

wise, on the B2B side, we have protein flours, concentrates, and isolates as food ingredients, and lupin meal which is ideal for feed. We're still experimenting with what we can make from lupin; we've tried dairy alternatives, tofu, even coffee. It's an ongoing process, and something we're still discovering, but it's definitely an exciting crop to work with; the possibilities are endless. For example, in the plant-based meat alternatives market, our lupin is the ideal choice. It has substantially less flavor and less color than other bean or pulse products, so it requires less masking. If you're looking to add protein to a product, lupin is a great option."

Tristan Choi
from the Lupin Platform Inc, part of a \$7.3 million project funded by Protein Industries Canada working to make the lupin bean Canada's next staple crop.

Lupini seeds were actually found in the tombs of Ancient Egyptians



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ALL THINGS CHICKPEA

5 INSIGHTS ABOUT MODERN CHICKPEA TRADE

As head of Exports at one of Sinaloa's most important chickpea traders, Sahid Hernandez has a lot to say about the modern chickpea trade. Agro Servicios a Productores del Valle is known around Mexico and internationally as Terminel and is a company with a long-standing reputation after many years in the local market. Since its foundation in Guasave, Sinaloa in 1970, Terminel has gained a wide circle of trust and now works with around 4500 farmers. It started trading chickpeas in 2019. The full interview will be published on the Pulse Pod.

1.

THE 21/22 MEXICAN CHICKPEA HARVEST

"Last year we had just enough to satisfy demand because we had carryover from the previous year, but this year there will be no carryover from last year. There will be around 80,000 tonnes to export, which is a sizeable reduction because normally the demand would be around 140,000 tons. It's already possible to see the effect in the market as, at the end of harvest in 2021, we had prices of around \$1500 CFR and right now the prices are floating around \$1650 CFR. This price increase isn't just for the quantity of chickpeas that are available but also because of the prices in international freight and shipping. I was talking with a Turkish client recently who was worried about the price of chickpeas and I told him that the one thing he can be sure of is that the price isn't going to go down as, if we have to buy at a higher rate, the price is going to be more expensive. The prices of shipping can also fluctuate but, in the end, those costs just have to be absorbed."

2.

TERMINEL'S MOST IMPORTANT MARKETS AND HOW THEY'VE SHIFTED OVER THE YEARS

"As I only started in 2019, I had the task of going back through the years and understanding the chickpea export market. In 2016, Algeria was the main importer of Mexican chickpeas, with Turkey in second place and Spain in third place. In 2017 the roles changed: Turkey was first, Algeria was second and Spain third. Turkey and Algeria tend to change their positions. What we can say for certain is that Turkey has had the greatest increase in demand for chickpeas."

4.

TRACEABILITY AND EU PESTICIDE REGULATIONS

"For the moment, things are going quite slowly as this is all very gradual. In fact, here in Terminel we are looking at the ISO 22000 certification, which is something that goes in hand with the improvement of food security. There is still a lot of talking to be done with farmers, but in the end the farmers go with the demand, so they have definitely started to adapt to the new demands."

3.

CHICKPEA CONSUMPTION IN MEXICO

"Yes, it is. Around 90% is exported, and the remaining 10% is of the smaller chickpeas that we use here. Consumption is low despite having a vegetarian population of around 20% (*The total non-meat eater figure rises to 28% when including vegans - the highest in Latin America). It's something that happened slowly over time but perhaps isn't as obvious as it is in Europe. Here, those types of habits are very new, and the pandemic was a huge catalyst for people to be healthier. The high numbers of vegetarians is very interesting in terms of chickpea consumption because in any vegetarian or vegan meal you can use chickpeas as an ingredient because they're low in calories, very high in protein and a healthy substitute for the nutrients usually taken from meat."

5.

THE FUTURE

"We are interested in organic growth, working alongside farmers, using our expertise to make the best assessments of the harvests. When clients ask us for information on the harvests, we will provide our clients with the real, daily information straight from the source. For me, one of the core values of Terminel is always maintaining and developing the long-term relationships that we have with our clients. Traceability is also very important to us, as I mentioned, and we will be working to ensure the best certification for traceability so that our European clients can feel secure in the product they receive."





PULSE-BASED SNACKS

3 COMPANIES USING PULSES TO FIGHT AGAINST UNHEALTHY SNACKING

1.

NAT NACK

"What I can say is that obesity is a pandemic that no one is trying to treat. There is an organization called Red Papaz, which works mostly in primary schools in order to improve the diets of the children who attend them. They've achieved some great things: removing carbonated drinks from the canteens and substituting the traditional unhealthy snacks for newer, healthier ones, for example. We've started working with them so that they're able to bring us along with them to schools whenever they need us. We specialize in ensuring that our snacks contain a minimal amount of ingredients and that those that we do have are natural and healthy. We want to make things as

clean as possible by using only natural flavorings and only three ingredients. A majority of the other products in the market use many more ingredients as well as preservatives that have a negative impact on people's health. In the end, the main reason we chose pulses is the nutritional value they bring to products – they have high levels of protein, iron, fiber and vitamins. They're an essential part of any diet, and ideal if you're vegan or coeliac."

Sebastian Montoya

Co-founder of Nat Nack, a Colombian pulse-based snack brand.

2.

KIZ

"The idea came to me around the time my daughter was around two years old. She had a couple of playmates around the same age who had serious allergies to nuts, soy and lactose, so I started doing a bit of research into different ingredients like pulse flours and different types of cereals. From there, I started to make my first products, which were biscuits made from chickpea flour, quinoa flour and rice flour. They were a huge hit! So I decided to transform this into something bigger and that's when I had the idea for breakfast cereals. Why pulses? Well, all the snacks that were free from nuts and wheat around the time we started were good, but pretty limited in terms of nutrition, so the idea of Kiz was to create products that were low in calories but also extremely nourishing. We chose to use pulses so as not to have to add protein and fiber via more artificial means, and they took the form of a breakfast cereal because it's easy to eat. We realized that by combining the pulse flours with cacao, we had a cereal that people loved and was three times better for you nutritionally than regular."

Francisca Vera Vilches

Owner of Chilean company Kiz, which produces chickpea cereal for kids.

3.

RULE BREAKER

"I would go into the health-food store, spend a lot of money, and hope to find something sweet that also had the things that I wanted health-wise: gluten-free, good clean ingredients, no GMOs, etc. I was disappointed over and over, so I decided to try baking some treats for myself. As a health journalist, I know how incredibly nutritious pulses are. I switched from black beans to chickpeas only because chickpeas are kind of like the tofu of pulses; they take on any flavour, and they're not too beany in taste. You don't have to do quite as much work to get the beaniness out. And I was determined to make something that just about everyone could eat, although there are actually some people with chickpea allergies, unfortunately. I feel really proud to have chickpeas as our first ingredient, because they're so nutritious and also so sustainable; we feel really good about that. We've made them the center of all of our products now and going forward."

Nancy Kalish

Owner of Rule Breaker, a New York-based brand of brownies, blondies and snack bites made with chickpeas as the main ingredient.

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CONVENTION GUIDE

It's time to get situated at Pulses 22. This guide has everything you need to make the most out of the convention and maximize on networking, sharing ideas and reconnecting with the pulses community.

 **TUESDAY, MAY 10 / DAY 1°**



| | |
|----------------------|--|
| 07:30 | GPC Finance Committee Meeting |
| 09:30 | GPC Executive Committee Meeting |
| 10:00 – 18:00 | Registration |
| 14:00 | Dubai Jebel Ali Port Tour |
| 14:00 | GAFTA International Pulses Committee Meeting |
| 19:00 | Welcome Reception |

 **WEDNESDAY, MAY 11 / DAY 2°**

| | |
|--------------|--|
| 8:00 |  Special Invitation Breakfast – India Outlook Featuring NAFED Dignitaries: |
| | <ul style="list-style-type: none"> ● Dr Bijender Singh, Chairman, Ex Member of Legislative Assembly (MLA) ● Dr Sunil Kumar Singh, Vice Chairman, Member of Legislative Council (MLC) ● Dr Chandra Pal Singh Yadav, Chairman Kribhco and Senior Director, Nafed, Ex Member of Parliament ● Sh Rajbir Singh Panwar, IFS, MD, Nafed ● Sh Sunil Kumar Singh, Additional MD, Nafed |
| 10:00 | Opening Ceremony |
| 10:35 | Pulse Innovation Panel (Government of Saskatchewan) |
| 11:20 | DP World – Reimagining Agri Supply Chain – Raveen Guliani |
| 11:40 | Red Lentils Panel Session Sponsor: Armada Foods Moderator: Farhan Adam / Marina Commodities Analyst: Brian Clancey / STAT Panelists: Fethi K. Sonmez, Armada Foods (Turkey) / Anurag Tulshan, Esarco Exim Pvt. Ltd (India) / Mostyn Gregg, Agrocrop (Singapore) / Hunain Khatri, SS Indenters (Pakistan) / Umang Bagaria, Mandala Trading (Australia) |
| 12:45 |  Buhler Group – Alexandra Londono Baderschneider |
| 13:00 | Lunch |
| 14:00 | Mung Bean/Pigeon Pea/Urad Panel Session Sponsor: Samba Foods Moderator & Analyst: Sunil Patwari Panelists: Iuri Bruns, Samba (Brazil) / Shyam Narsaria, Arvee International (Myanmar) / Samir A. Esmail, Afrisian Ginning (representing Africa) / Hadi Doni, Doni and Company (Pakistan) / Krishnendu Sayta, Shri Commodities (India) / Abbos Botirov, Global Export (Uzbekistan) |
| 15:05 | Featured Speaker: Mr. Sunil Kumar Singh (NAFED) |
| 15:25 | Featured Speaker: Tim McGreevy (USA Pulses) |
| 15:40 | Dry Peas Panel Session Sponsor: Delta Corp Shipping Moderator: Cem Bogusoglu / Delta Corp Shipping Analyst: Brian Clancey Panelists: Faisal Anis Majeed, Bombi’s Group (Pakistan) / Antonina Sklyarenko, Pulse Ukraine / Quinton Stewart, Viterra (North America) |
| 16:25 | Featured Speaker: Gordon Bacon |
| 16:40 | Green/Brown Lentils Panel Session Sponsor: Mellow Trading |

| | |
|--------------|---|
| | Moderator: Loveraj Rai / ETG (Canada) |
| | Analyst: Brian Clancey / STAT |
| | Panelists: Gonzalo de la Cierva, Legumbres Miau (Spain) / Jeff Van Pevenage, Columbia Grain (North America) / Sophie Nivagne, Ciacam Samson Cherqui (France) |
| 17:25 | VIP Speaker: Vivek Agrawal |
| 17:35 | Announcements & Daily Sponsor Recognition |

 **THURSDAY, MAY 12 / DAY 3°**

| | |
|--------------|--|
| 8:45 | GAFTA: Update on Contracts |
| 10:00 | Opening of Day, Opening of General Assembly and Recognition of Sponsors |
| 10:20 | Digitalization of Trade. Varun Dinodiya / DCX |
| 10:40 | Kabuli Chickpeas Panel Session Sponsor: Global Garbanzo Moderator: Lara Gilmour / Global Pulse Confederation Analyst: Navneet Singh Chhabra / Global Garbanzo Panelists: Jeff Van Pevenage, Columbia Grain (USA) / Neeraj Dhawan, Mega Grain (India) / Andac Kolukisa, Natural Gida (Turkey) / Matias Macera, Desdelsur (Argentina) |
| 11:45 | Sponsor Recognition |
| 12:05 | Featured Speaker: Cosmas Mtesigwa (Tanzania Pulses Network) |
| 12:20 | Desi Chickpeas Panel Moderator: Maulik Maheshwari / Mahashree Group Analyst: Gaurav Jain / AgPulse Analytica Panelists: Mostyn Gregg, Agrocrop (Singapore) / Lalit Pant, Wings Agro (India) / Zirack Andrew, Tanzania Pulses Network / Mitchell Elks, AGT Foods (Australia) / Muhammad Ahmed, AWAM (Pakistan) / Lalit Bangar, Swiss Singapore Overseas Enterprises (UAE) |
| 13:00 | Lunch |
| 14:00 | General Assembly – Business |
| 14:45 | White & Faba Bean Panel Session Sponsor: ADM Edible Bean Specialties Moderator: Pierfrancesco Sportelli / Kelley Bean (US) Panelists: Ivan Martin, Alimar (Argentina) / Lika Khoptyanets, Agroleader, Orion Roy-Wright, ADM (North America & Europe) / Atef Tadros, TK & Danny (covering Egyptian Alubia and Faba) / Edao Abdi Washo, Edao International Trading (Ethiopia) / Peter Wilson, Wilson International Trade (covering Australian Faba) |
| 15:55 | Speaker – TBA |
| 16:10 | Speckled and Color Beans Panel Session Sponsor: U.S. Dry Bean Council Moderator: Randy Duckworth / Global Pulse Confederation Panelists: Sam Peck, Jack’s Bean International (USA) / Felipe Sandoval, Be Grait (Mexico) / Pietro Schisler, Arbaza (Brazil) / Edao Abdi Washo, Edao International Trading (Ethiopia) / Matias Macera, Desdelsur (Argentina) |
| 17:15 | Announcement of 2023 Convention Location Final Recognition of Sponsors and Closing |
| 19:00 |  Cocktail |
| 20:00 | Gala Dinner |

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SPEAKERS PROFILE



Abbos Botirov
Global Export

Graduated at Management Institute of Singapore (MDIS), he started career at Ministry for Foreign Trade of the Republic of Uzbekistan. Then, as a Head of Export Department of Agricultural Products at Ministry, he supervised the whole Uzbekistan Export Potential of Agriculture. Nowadays, he is Director of Export at Global Export, which is leading producer, and exporter of pulses in Uzbekistan.



Alexandra Londoño Baderschneider
Bühler AG, Head of Segment Pulses, Business Area Milling Solutions

Alexandra Londoño is the global Head of Bühler's pulses and local grains business segment. For the past eight years, she has contributed greatly to the development of the group's strategic business fields, identifying major trends, anticipating customer needs in several processing areas, and driving innovations.



Andac Kolukisa
Natural Gıda

Dr. Andac Kolukisa is the Managing Director of a four-generation family-owned agribusiness, Natural Gıda A.S., in Turkey. The company primarily focuses on processing red lentils, chickpeas, and white beans. Further, Natural Gıda is an exporter of pulse crops to over 45 countries. Andac graduated with a degree in Manufacturing Systems Engineer in Sabanci University, Istanbul and Jonkoping University, Sweden. He holds a Master of International Business at Hult International Business School in San Francisco, where he completed a global rotation to University College of London and Fudan University, Shanghai. Andac also holds a PhD in Finance at Mersin University. Dr. Andac served as a Coordinator for GPC Young Professionals (GPCYP) and currently serves as Executive Committee member of GPC, as well as the Chair of GPC Communication Committee.



Antonina Sklyarenko
Ukraine Pulse Association

Antonina Sklyarenko is President of Ukraine Pulse Association since the foundation in 2015 till now. She has a bachelor's degree in Government Finance from National Economic University. She worked in the Ukrainian Agrarian Confederation, as Director of AVAS trade LTD., and as Advisor to the Chairman of the Board and control government contracts of the public joint stock company State Food and Grain Corporation of Ukraine. From 2017 she is member of the group on the development of cereals and pulses in the Ministry of Agrarian Police and Food of Ukraine, and from 2018 she is member of board of Executive Committee of GPC.



Anurag Tulshan
Esarco Exim/ IPGA

Anurag is the Managing Director at Esarco Exim Pvt Ltd, a fifth-generation international brokerage company involved in international brokerage of agri products with special emphasis on pulses. He is very passionate about pulses and has been in this trade for the last 25 years. Anurag serves as one of the Regional Vice Presidents on the board of GPC and is also the Chair of the Pulses Committee at GAFTA, London. He has served as a Council Member of GAFTA from 2018 to 2021. He is also on Executive Committee of IPGA (India Pulses & Grains Association), which is the India nodal body for pulses trade and industry.



Atef Tadros
TK & Danny

Atef Tadros founded TK & Danny in 1996. The company is involved in growing and trading of fresh produce and brokerage of dried food and special crops. TK & Danny's expertise in the MENA region, and the excellent connections with companies in all different parts of the world that have been well maintained throughout the years: this enables them to provide adequate and educated consultancy when it comes to trade in our commodities. TK & Danny's mission is to clarify and facilitate operations between both the suppliers and the buyers.



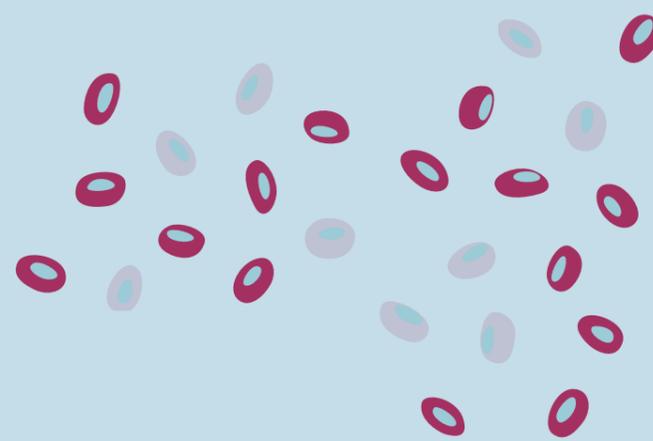
Bijender Singh
NAFED, Chairman

Born in an agriculturist family, Dr. Bijender Singh is MA. (Ph. Edu.), Ph.D. Shri Singh imbibed the will to serve the people through cooperatives from his young days. He is holding the position of the President, Delhi State Cooperative Bank for a long time. He became Chairman of NAFED on May 2019 for the third time. He is representing on the boards of almost all national level Federations, like NCUI, KRIBHCO, NAFSCOB, and Banks Federation. He also was Chairman of NCCF. He is one of the senior and most experienced cooperators in the country to have distinction of being elected in the Board of almost all major national level Cooperative institutions.



Bill Greuer
Protein Industries Canada (PIC)

Bill Greuel is currently the CEO of Protein Industries Canada, an organization focused on the growth of Canada's plant-based food industry. Bill was born and raised on a mixed farm near Bruno, Saskatchewan, and has, since he can remember, been involved and employed in agriculture. After completing a BSA and MSc at the University of Saskatchewan, Bill joined Zeneca Seeds where he helped bring to market the world's first canola hybrids. In his time with Zeneca Seeds, Bill also served as the Product Development Manager for Latin America where he worked to introduce canola into crop rotations in Brazil and Paraguay. In 1999, Bill joined the Saskatchewan Ministry of Agriculture as the Oilseed and Transgenic Crop Specialist, later becoming the Manager of Research and Development where he delivered Saskatchewan's Agriculture Development Fund. In 2008, while completing his MBA at the University of Regina, Bill joined BASF as the Clearfield Trait Intellectual Property Manager. He worked six years for BASF ending his tenure there as the Canadian Market Manager for Functional Crop Care, BASF's combined inoculant and seed treatment business. In 2014, Bill returned to the public service, serving first as the Executive Director of the Crops and Irrigation Branch, and later as the Assistant Deputy Minister of Regulatory and Innovation for the Saskatchewan Ministry of Agriculture. It was in his role as ADM that Bill learned about and became involved in the development of Protein Industries Canada, becoming the organization's first CEO in 2018.





Brian Clancey
STAT

Brian Clancey has been involved with the pulse industry since there were less than 5,000 acres of lentils grown in Canada. His involvement started with a weekly newsletter, followed by several years working as an export grain trader during the 1980s, specializing in pulses. Those years saw the introduction of Laird and Eston lentils as well as maple and marrowfat peas, the first pea exports to India, the development of the feed pea industry, and creation of both the Saskatchewan Pulse Growers and Canadian Special Crops Association. In 1988, he founded STAT, which has evolved from a weekly print newsletter to an internet renowned source of current trade data, pulse market news, and analysis.



Cem Bogusoglu
Delta Corp

Cem Bogusoglu is the Head of Pulses Trading at Delta Corp which is a customer centric logistic and supply chain platform, providing transportation of bulk commodities, asset management along the supply chain and Fuel Supply services. Delta Corp seeks to navigate high-growth and niche markets with an adventurous spirit of discovery. With this perspective, Delta has started pulses trading in 2021. With his almost 20 years in the pulses industry, Cem has served in several different management positions, including global head of pulses trading, agricultural project management, pulses processing factory management and head of trading. After he was graduated from Gaziantep University Food Engineering Department in 2003 where he was playing guitar and singing for his tuition, his experience in the international pulses industry has progressed after becoming a member of GAFTA Pulses Committee in 2015 and joining the GPC Executive Committee in 2018. To reinforce his management skills and knowledge he has also completed an MBA Essentials course at LSE in 2020.



Cosmas Mtesigwa
Elements Limited, Managing Director,
and Tanzania Pulses Network,
Chairman

Cosmas Mtesigwa Bulala is the Chief Executive of Elements Limited, a commodity trading and food processing company in Tanzania. He previously worked for the MeTL Group in Tanzania, Uganda and later as Country Manager for its Zambia operations. Cosmas is a Certified Procurement and Supplies Professional and holds a Master of Business Administration (MBA) from Coventry University. He is the founding Chairman of the Board of Tanzania Pulses Network (TPN) and serves in the Board of the Eastern Africa Grain Council (EAGC)



Devendra Gupta
Agrocorp

Devendra Gupta has had a very enriching and rewarding career spanning Africa, Middle East and Europe across various agricultural commodities. Devendra's expertise in Enterprise Control, Business Strategy, Plantation Economics, Supply Chain Management & Processing has enabled him to build sustainable and scalable businesses globally. A career spanning 15 years encompassing, farm-gate procurement in Africa, destination processing & marketing in Middle East, Devendra loves to deploy his analytical approach honed during his days working as a Scientist with Indian DoD in Commodity Trading. A certified Rainforest Alliance professional, Devendra leads Agrocorp International's business initiatives in Africa, Middle East & Europe across Pulses, Nuts and Oilseeds.



Edao Abdi Wosho
Edao International Trading

Edao International Trading is an Ethiopia-based company engaged in export of Agri commodities (pulses, oil seeds and spices), all Ethiopian. The company is established back in 2007 by an entrepreneur who has an extensive experience working in international NGOs at various senior positions. The company is the first of its kind to be certified for ISO 22000-2005 and Food Safety Management System (FSMS)- HACCP from ISOQAR.



Faisal Anis Bumbia
Bombi's Group

Faisal Anis Bumbia, COO, Bombi's Group, joined in his family business after completing BS in Accounting and Finance and MBA in Finance from IoBM. He is Founding Member and Coordinator of GPC Young Professionals (GPCYP) and currently serving as Managing Committee Member of GPC representing GPCYP. He is currently serving as Deputy Convener for the Rice Standing Committee of FPCCI (Federation of Pakistan Chamber of Commerce and Industry) representing the Rice Exporters Association of Pakistan (REAP). And as General Secretary and Treasures for Young Rice Exporters Association of Pakistan (YREP). Faisal has played key roles in different associations as well for which he was recently awarded the Appreciation Shield by H.E Dr Arif Alvi, President of Islamic Republic of Pakistan in 2020.



Farhan Adam
Marina Commodities

Farhan Adam is the Chief Executive of Marina Commodities Inc, part of the Marina Group based in Toronto, Canada. The company was established in 2002 and is engaged in trading and exporting pulses from all over the World including oilseeds, sugar and various other commodities. Marina Group is involved in Textiles Distribution, Real Estate Development and Agri-Exports. As the CEO, Farhan oversees the commercial and administrative activities of Marina Commodities including research and development of new markets and products –both for origination and sales. Having a global presence, it gives a unique advantage as a one stop shop for all customer's needs providing them with different origins and products at the same time.



Felipe Sandoval
Be Grai

Felipe Sandoval is a professional consultant, market analyst and trader in the pulse industry. He is from Guasave, Sinaloa, México. Graduated with a degree on Marketing from ITESM Campus Monterrey, Mexico in December of 1998, he has been trading pulses and other dry grains since 2007, operating in domestic and international markets. As a broker he has developed market and sales strategies in Mexico and abroad for Mexican companies and as well for foreign companies exporting to Mexico. He travels around the main production areas of pulses and visit every month the biggest importers and wholesalers in Mexico. He has planned and attended many domestic and international trade shows as well as been speaker for the US Dry Bean Council Congress in Mexico from 2011 to 2020.





Fethi K. Sonmez
Armada Foods

Industrialist, international trader, Agribiz entrepreneur, innovation and tech enthusiast, Fethi K. Sonmez is CEO and Chairman of Armada Foods, Mersin, Turkey. Armada Foods, that is operating also in US and one of the largest food companies for pulses products in Mersin, is engaged in the business of producing, processing, importing and exporting of conventional and organic pulses and grains such as Bulgur, Whole red lentils, Red split/football lentils, Chickpeas, Green lentils, sesame seeds, wheat and feed corn. Armada Foods is one of the important regional (MENA and Europe) companies in Pulses and Bulgur. Armada is the market leader in packaged pulses in Europe both for conventional and organic products and the biggest dry pulses supplier to Turkish food retail market as private label.



Gaurav Jain
AgPulse Analytica

Gaurav Jain has fourteen years of experience in analyzing global agriculture markets. After working for variety of companies in India and UAE, he started AgPulse Analytica in 2020 with a vision to provide benchmark S&D numbers for the Pulses Markets. The company has developed an AI based yield model, successfully predicting the crop size of pulses, grains and oilseeds in major producing regions. In its first year of operations, AgPulse is proud to be the knowledge partner of companies in more than a dozen countries and its clients include farmers, processors, millers, exporters, importers and brokers. He is a regular contributor to GPC, TEM, AgFlow and Refinitiv.



Gonzalo de la Cierva
Legumbres Miao

Born in Madrid in 1986, he was raised in a family of pulses industry businessman and women. Nowadays Operations Manager of Industrias Racionero S.A., a company with more than 50 years in the industry that has been a pioneer in pulses retail packaging during the 1970s and 1980s for the Spanish market. After leaving his hometown at a young age, Gonzalo worked in different countries in Europe, becoming fluent in English and French. In 2011 returned to the family business with high expertise and motivation and, after obtaining his Masters of Business Administration in Escuela Europea de Dirección y Empresa in Madrid, rapidly showed interest in the core of the business, pulses imports, exports and key accounts.



Gordon Bacon
Global Food Systems Committee, Chair

Gordon Bacon served as the inaugural CEO of Pulse Canada from 1997 to 2021. He was also the CEO of the Canadian Special Crops Association before stepping down from these positions in March 2021. Gordon has been active on the Executive of the GPC since 1999 and was on the Committee coordinating plans for the development of 2016 International Year of Pulses. Most recently he has served on the Market Access Committee, and the Bylaws Committee. In his current role as the Chair of the Global Food Systems Committee he was asked to speak at the United Nation's Food System Summit meeting in Rome in July 2021. Gordon has had a long career in market development in both the wheat industry and the pulse industry and his professional career included time as Senior Policy Advisor to the Minister of Agriculture in the Government of Canada. Gordon's career recognition includes being presented with the Queen Elizabeth Diamond Jubilee Medal in 2012 and in 2021 The Canadian Western Agribition recognized him as one of the top 50 most influential people in Canadian agriculture. In November of 2021 Gordon was inducted into the Canadian Agriculture Hall of Fame.



Hadi Doni
Doni and Co.

Hadi Doni is involved with Sales & Trading at Doni and Company since the last 7 years. Hadi graduated with an Honours Economics and Accounting degree at Wilfrid Laurier University in Canada. After graduation Hadi worked at Mitsubishi Fund Services as a Fund Accountant. He also attained a CPA, CMA designation from CPA Ontario.



Hunain Khatri
SS Indenters

Hunain Khatri graduated from university of Karachi and has over a decade's experience of trading in chemicals & crops. He is currently heading SS Indenters as Managing Director that deals in trading of pulses, beans, and oil seeds. Since the foundation of SS indenters, he has been able to help company reach to the topline. He aims to grow the business more in pulses and grain sectors by helping his clients to source the best crops from the best trading houses of the world.



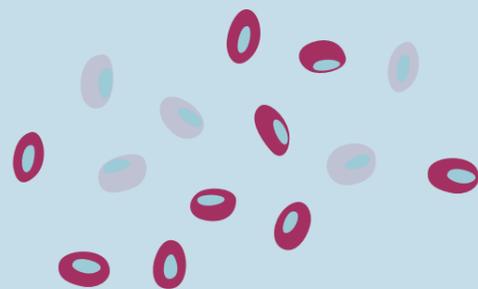
Iuri Bruns
Samba

Founder and Partner of Samba Foods, Iuri Bruns entered the pulses and other specialty crops business thanks to his mom Lilian, who was a successful businesswoman in pulses in Brazil in the 1980's. She instigated him to take the family know-how to the international trade. Since then Iuri has been striving to provide the best service in the business, always looking to build long term relationships and, also, add some value to the industry. He has participated in various projects that successfully opened new origins for products such as Green Mung Beans, Black Matpe, Red Bamboo Beans, Blackeye Beans, Adzuki Beans, Light Speckled Kidney Beans, Dark Red Kidney Beans, Navy Beans, Popcorn, Peanuts, and Sesame Seeds.



Iván Martín
Alimar

Graduated as Agronomic Engineer in 2014 (Universidad Nacional de Salta), and Master on Business Administration obtained in UCASAL Argentina, Ivan Martín is the Commercial Manager of Alimar S.A. The company is located in Salta Province, Argentina, and dedicates to the production, processing and commercialization of pulses, mainly beans from own production. Alimar has a long experience on pulses market, being one of the largest Argentinian exporters of beans, and having presence in the most important destinations around the world.





Jaine Chisolm Caunt
GAFTA, General Director

Jaine Chisholm Caunt was appointed Director General of GAFTA in 2014. She is also the current Chair of the Federation of Commodity Associations. Jaine was the Chair of the International Agri-food Network (IAFN) which co-ordinates the work of the Private Sector Mechanism (PSM) at the UN Committee on World Food Security from 2015-2017. Jaine was Secretary General of the Tobacco Manufacturers Association from 2011 to 2014 and was previously the Director of Stakeholder Relations and Policy for Cogent, the skills body for the UK's science-based and process manufacturing industries from 2006 to 2011. She is a board member of two European Trade Associations in the agri-commodity sphere, COCERAL, and CELCAA. She is also a board member of two international bodies, the International Agri-food Network, and the International Grain Trade Coalition. Jaine Chisholm Caunt was awarded an OBE in the Queen's New Year Honours 2022 for services to promote International Free Trade.



Jeff Van Pevenage
Columbia Grain

Jeff Van Pevenage has been part of the Columbia Grain Intl. LLC team for 32 years. He is entering his 6th year serving President and Chief Executive Officer. Jeff has experienced time physically working in the grain elevators, trading wheat, durum, oats, pulses, oilseeds, managing regions as a Vice President and primarily focuses on Leadership and building an organization that will be a better place when I leave it. He has spent time in Washington, Idaho, Montana and now Oregon. Jeff was educated in accounting at the University of Washington and has his degree in Agricultural Business Economics from Washington State University. He believes firmly in cultivating growth within his organization will make a better business for CGI customers.



Krishnendu Sayta
Shri Commodities

Krishnendu Sayta is a Member of the Executive Committee of the Indian Pulses & Grains Association, and a Partner at Shri Commodities. He is also an independent advisor to companies on GAFTA related matters. Shri Commodities is a family business founded by Hitesh Sayta and is engaged in brokerage of food ingredients. Krishnendu has been active in the business since 2017. Before joining the business, Krishnendu was a practicing lawyer, and was admitted to the Bar Council of India and the New York Bar. Krishnendu graduated with a BLS.LLB. degree from Government Law College, Mumbai. Subsequently, he obtained an LL.M. degree from the University of Pennsylvania and a Certificate in Business & Law from the Wharton School of Business. He has also completed his Company Secretary Course with the Institute of Company Secretaries of India (ICSI).



Lalit Bangar
Swiss Singapore Overseas Enterprises

Mr. Lalit Bangar, a Chartered Accountant, is Sr. Vice President and Head Agri (Beans & Pulses) at Swiss Singapore Overseas Enterprises Pte. Ltd., a USD 5 Bn. International Commodity Trading company which is part of USD 48 Bn. Aditya Birla Group. After being in Singapore for over 17 years he moved to Dubai, U.A.E. in early 2015. With career spanned over 36 years, he has great passion for the pulses industry. He has many years of enriching experience in international Pulses trade from various origins to various destinations and has been a known speaker on various international pulses forums. He is easily approachable and enjoys networking with people.



Lalit Pant
Wings Agro

Lalit Pant is a Pulses Trader at WingsAgro/Viterra India Private Limited. He has been part of commodities trading for over 10 years starting out with cotton and eventually moving to pulses. A post graduate in business administration, he has a keen eye for analytics and loves the volatility of international markets. Apart from being one of the market leaders in pulses trading, Viterra now has interests in pulses milling and marketing of finished goods, Lalit is a core team member responsible for this endeavour.



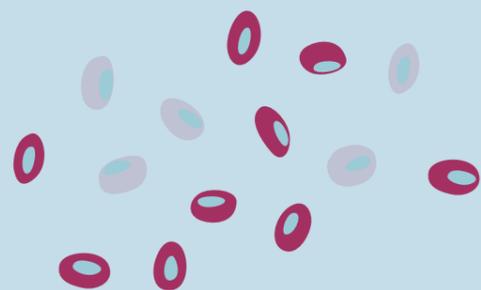
Lara Gilmour
Global Pulse Confederation

Lara Gilmour joined the GPC in July 2021 and is Editor of the Pulse Pod. Together with the Communications Department, she plans, writes and edits the pulses news and industry interviews that arrive in your inboxes every week.



Lika Khoptyanets
Agroleader

Lika is working since 5 years in International Agricultural trade business. First year was about Logistics and Documentation, afterwards sales and international trading, especially origins like with South America, East EU and Middle Asia.





Loveraj Rai
ETG

Loveraj joined ETG Commodities Inc. (ETG North America) in September 2013 and has held several strategic positions in the company, including within Finance, Trading, and Operations. He took on the role of COO in April 2019. Loveraj's leadership, professionalism and commitment to innovation have shaped a steady, long-term trajectory of growth and expansion into new markets including various acquisitions along the way. Loveraj holds an Honours Bachelor of Business Administration degree from Wilfrid Laurier University and is a CPA, CMA.



Matías Macera
Desdelsur

Matías Macera is a Trading Manager at Desdelsur SA. He has formed in Marketing & Advertisement at U.C.E.S. (Universidad de Ciencias Sociales y Empresariales) specializing his studies at U.C.R. (University California Riverside). He got into the family business in 2011, today leading not only the trading business but sharing the General Management of the Company.



Maulik Maheshwari
Mahashree Group

Maulik Maheshwari is the Managing Director of the group. He is a graduate in the field of Mechanical Engineering from The Gujarat Technological University and is a commercial pilot's license holder. He is the founder director of Mahashree Agro, a processing company that is focused on converting finest quality African pulses and agriculture products to world standards' consumer products. Under him, Mahashree, a newly established company, has exports to over 20 countries with satisfied customers across. He strongly believes in Africa's potential and is working towards taking African products to the world markets.



Mitchell Elks
AGT Foods

After completing his bachelor of agribusiness at University of New England, Mitchell then Joined AGT under their graduate program. Over the past 6 years, he has gained extensive knowledge of the global pulse market to develop into one of the Sales & Marketing Managers for AGT Foods Australia. AGT Foods and Ingredients is one of the largest suppliers of value-added pulses, staple foods and food ingredients in the world. They buy lentils, peas, beans and chickpeas from farmers around our 40+ facilities located in the best pulse growing regions in Canada, the United States, Turkey, Australia and South Africa and ship their products to over 120 countries around the globe.



Mostyn Gregg
Agrocorp

Head of Pulses at Agrocorp International, Mostyn Gregg has been involved in pulses for the last decade. Originally starting his career in banking and finance, Mostyn moved into Pulses after returning to work at Viterro in a marketing and trading role in pulses. Mostyn spent the next 8 years at Glencore Agriculture based in Melbourne, Australia. Mostyn started working with Agrocorp in September 2019, and has been focused on developing Agrocorp's business in southern Australian markets, with a particular focus on lentils.



Muhammad Ahmed
AWAM

Muhammad Ahmed is the CEO of the AWAM Group of Companies, a family-owned agribusiness company that has been in operation for 45 years. AWAM Group deals in all kinds of grains and has processing facilities to support its business. Ahmed oversees Pulses operations and has successfully grown the business volume for the group, which now stands as one of Pakistan's leading pulse importer and brokerage houses. He is the President of the Pakistan Pulses Importer Association and has been a speaker at various GPC, PPIA and IPGA conferences. He was also part of GPC Executive committee for 8 years.



Navneet Singh Chhabra
Global Garbanzo

Navneet, Director of Shree Sheela International (Global Garbanzo), introduced the pioneer concept of Garbanzo Beans brokerage in the entire pulse industry. The company is entirely focused on single product from all origins across globe, i.e. Garbanzo Beans. With strong belief in learning, he desires to touch every single aspect of Garbanzo's right from the seeding till the consumption with the association of global farmers, traders, wholesalers, retail chains and the end consumers.



Neeraj Dhawan
Mega Grain

Neeraj Dhawan, Director of Mega Grain Trading Co. Pvt. Ltd., is a professional who did MBA from Bajaj Mumbai University into international trade. Seasoned trader having 30 years of experience into Agri commodities, he started his brokerage venture in 2003. Today, apart from other commodities, Mega Grain trades Kabuli Chickpeas around 25000 mt to 30000 mt all over the globe. He is one and only professional who has put his 30 years of experience in developing B2B platform where every buyer seller and broker can easily do trade with the help of professional backup. It is a unique platform where a simple layman will be able to trade internationally with ease.



Orion Roy-Wright

ADM

Orion joined ADM in 2015 as a Merchandizer in their Saskatchewan Pulse Processing Plant, after completing a degree in Economics at the University of Regina. Orion was moved to ADM's Winnipeg office in 2016, where he held several roles trading Pulses, Canola, Soybeans and Flax in the domestic and export markets. In 2020, Orion relocated to Switzerland as Edible Bean Trade Manager. In his current role, Orion is responsible for marketing ADM's Edible Bean portfolio internationally.



Peter Wilson

Wilson International Trade

Peter Wilson is Managing Director of Wilson International Trade, a business focused on providing superior services to global trade, logistics and agribusiness. He has held Board, Executive Management and Senior Trading positions for listed and private International Trading and Logistics companies in Australia and Canada. Peter is a Past Chair and current Board Member of Pulse Australia Limited and he is a Regional Vice President on the GPC's Executive Committee. Peter is a Board Member of Regional Development Australia, which is responsible for determining strategy for the region in the areas of development, sustainability and resilience. He is also an Executive Committee Member of the Royal Agricultural Society of Queensland. Peter holds post-graduate qualifications in Agribusiness from Monash University and has lectured in agribusiness and risk management subjects at the University of Queensland. He maintains a keen interest in a family farming business on the Darling Downs in Southern Queensland.



Pierfrancesco Sportelli

Kelley Bean

Pierfrancesco Sportelli is the International Trading Manager at Kelley Bean Co., one of the largest originators and marketers of dry edible beans in the world. Pierfrancesco brings over a decade of experience in the international pulse and dry dibble bean industry.



Pietro Schisler

Arbaza

Pietro is the Global Account Manager of Arbaza, Brazil. He is a lawyer turned into Sales and B&D with 8 years' experience in North America and China, where he has spent most of his professional career before joining Arbaza where his goal is to help push Arbaza's commodities abroad even bigger and healthier



Quinton Stewart

Viterra

Born in Regina, Quinton Stewart began his career working at Viterra as a summer student in 2003. After having completed his business degree at the University of Regina, he soon joined Viterra full-time as a Grain Merchandiser. Having risen to his current position Mr. Stewart is now responsible for the Canadian Pulse desk. His area of expertise includes Green and Yellow Peas, Red and Green Lentils, as well as Viterra's Manitoba Dry Bean program. Mr. Stewart joined the Canadian Special Crops Association (CSCA) as a Board Member when elected in June 2015. In July 2018, he was appointed to the Pulse Canada Board as a CSCA Representative, where he continues to actively serve to this day.



Rajbir Singh Panwar

NAFED, Managing Director

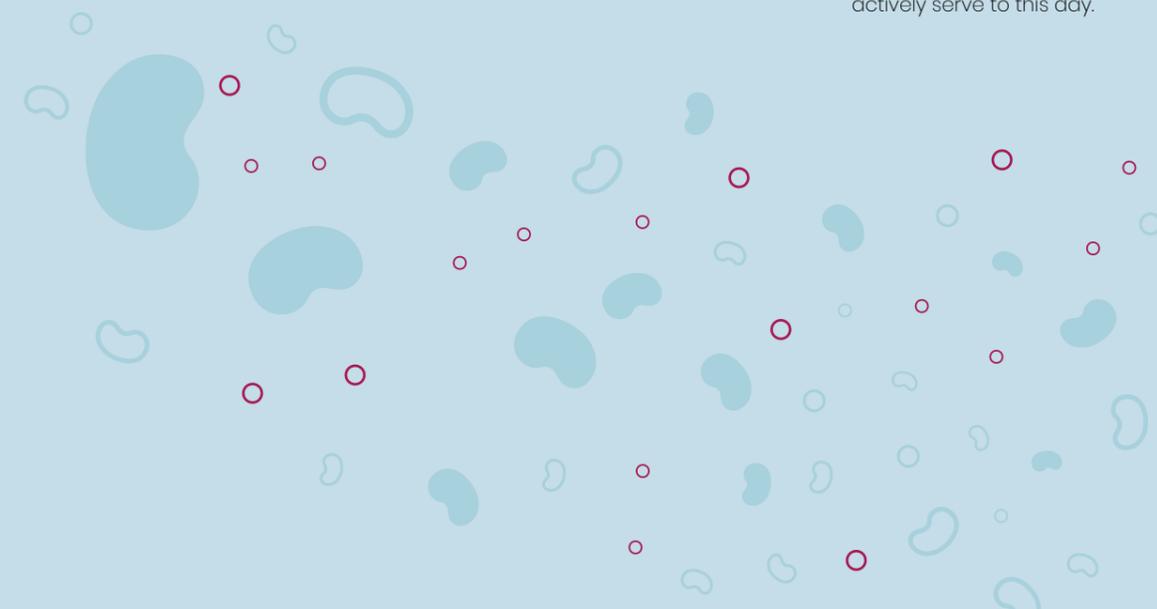
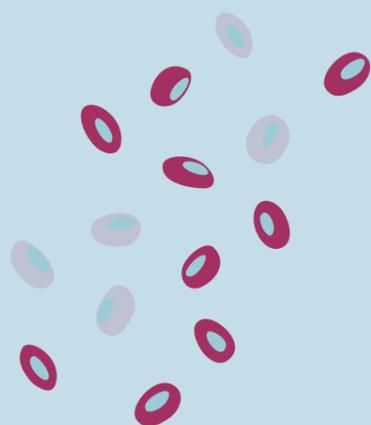
NAFED, Managing Director Shri Rajbir Singh Panwar, IFS, was born on 14th April, 1963 in a farming family in Distt. Hisar, Haryana. He is an Indian Forest Service Officer of 1991 Batch borne on Gujarat Cadre. He holds Post Graduate Degrees in Agriculture, P.G. Degree in Forestry, MPhil. in Social Sciences and Post Graduate Diploma in Public Administration from various reputed Indian Universities. He has received many awards and scholarships during his academics and professional careers including Minister of Environment and Forests Gold Medal for Best Probationer during his professional training at Indira Gandhi National Forest Academy, Dehradun, India. He is a very dynamic officer with 32 years of rich experience of working in Forests, Wildlife and Tourism Departments of Gujarat State and different Ministries in Government of India on central deputation. During his postings in State and Central Government, he has held various important positions and successfully handled major schemes of State Government, Government of India including internationally funded projects. Shri Rajbir Singh Panwar has travelled to several countries and has attended many International Workshops, Study Tours and Seminars on various important issues in Spain, USA, Germany, Brazil, Argentina, Indonesia, Thailand, Vietnam, Uzbekistan, Bangladesh and Kingdom of Tonga to represent Government of India and also visited South Africa and France for comparative study of policies of developed and developing Nations. During his previous tenure as Joint Secretary and Mission Director of Mission for Integrated Development of Horticulture in the Ministry of Agriculture and Farmers Welfare, Government of India, he held the additional charge of Managing Director National Horticulture Board and Chairman Coconut Development Board successfully. Consequent upon his appointment as Managing Director, National Agriculture Cooperative Marketing Federation of India Ltd. (NAFED), he has joined as Managing Director, NAFED on March 29, 2022.



Randy Duckworth

Global Pulse Confederation

Randy Duckworth is Chief Executive Officer of the Global Pulse Confederation (formerly known as CICILS/IPTIC). He holds a bachelor's degree in Business/ Finance and a law degree from Seattle University School of Law. Since graduating from law school Randy has specialized in agricultural association management, international food marketing and food assistance programs. He has overseen marketing, promotion and research activities in over 75 countries and specializes in establishing market linkages between producers, processors, exporters and buyers or food manufacturers. He was formerly a member of the USDA Food Aid Consultative Group. As former Chairman of Protected Harvest - a group that promotes and certifies agriculture production and marketing practices- he has experience in the areas of agricultural productivity and sustainability. Randy is a representative to the International Agri-Food Network (IAFN) and an active member of the UN FAO World Pulses Day oversight committee. He is also a member of the advisory committee to the The Feed the Future Innovation Lab for Legume Systems Research at Michigan State University.





Raveen Guliani

DP World UAE, Head of Business Development

Raveen Guliani is a B2B business developer, marketer & corporate intrapreneur pursuing opportunities to enable global trade. He has 20+ years of management & leadership experience within the maritime, shipping, logistics industry facilitating global trade. He is the Head of Business Development at DP World UAE which includes the port of Jebeli Ali and JAFZA. He joined DP World in 2010 and has led the Trade & Business Intelligence, Business Development, Marketing & Communications functions for DP World UAE during his tenure. Mr. Guliani was previously, the Regional Sales Manager at Dubai Maritime City, Dubai World responsible for sales and business development in Asia Pacific. Prior to that, he has been in a number of commercial & operational roles with Maersk Line within Asia, Middle East & Europe. Raveen has an Executive MBA from the IE Business School & a Post Graduate Certificate in Business from the University of Wales. He also holds a Diploma in Port Management from Lloyds Maritime Academy and is Graduate in Engineering.



Sam Peck

Jack's Bean International

He started career in the bean industry 40 years ago, with the San Francisco based, international trading company, Berger and Company. He has spent the last 25 years traveling extensively throughout of the bean producing world, spending a great deal of time in growing regions of North America, China, Ethiopia and much of South America. He has lived in Dubai, and Peru, and resides presently in the Denver, Colorado area. Four years ago, he left the "pure trading world" to add and manage international marketing for Jack's Bean Company. He markets internationally for three grower/processor operations in the Jack's Bean group in North Dakota and Colorado, (pintos, blacks, small reds, navy and LRK varieties). Also markets overseas for an additional three other bean processing operations in three different US states that handle blacks, cranberry beans, LRK, small reds, and great northern.



Samir A. Esmail

Afrisian Ginning

Samir has been a part of the African commodity trade since 1995. Founder of Afrisian Ginning Ltd, his specialty lies in East Africa (Malawi, Mozambique and Tanzania). Samir has been trading pulses (yellow gram, green mung and pigeon peas) as well as running several cotton ginneries in the region.



Scott Moe

Government of Saskatchewan

Moe was first elected to the Saskatchewan legislature in the 2011 provincial election in the constituency of Rosthern Shellbrook. He was re-elected in 2016. He was elected Leader of the Saskatchewan Party on January 27, 2018 and sworn in as Premier of Saskatchewan on February 2, 2018. Premier Moe was born and raised on a grain farm between Shellbrook and Parkside. He and his wife Krista currently reside nearby in Shellbrook. He was educated at the University of Saskatchewan where he received his Bachelor of Science in Agriculture. He has previously served as Minister of Environment, Minister responsible for Saskatchewan Water Corporation, and Minister responsible for Saskatchewan Water Security Agency. Premier Moe's priorities include a focus on increasing Saskatchewan's exports to create opportunities for people and further grow Saskatchewan's economy. To this end, he created the Ministry of Trade and Export Development with a mandate to sustain and develop relationships with Saskatchewan's current export customers and place an increased emphasis on diversifying our markets worldwide. He has made it a priority to engage with current and prospective trading partners around the world to advocate for Saskatchewan's export industries. Saskatchewan supplies much-needed goods and commodities such as food, fuel, and fertilizer to over 150 countries. Premier Moe is also committed to advancing the economic interests of Saskatchewan through strengthening Saskatchewan's high-quality agricultural, mining, manufacturing, and energy industries that meet the needs of growing markets around the globe with world-leading efficiency and sustainability.



Shyam Narsaria

Arvee International/ OATA Myanmar

Shyam Narsaria, CA, CS and Software Engineer by qualification is the CEO of Arvee International Pte Ltd. He has 20 years of experience in doing import and export of agricultural products such as pulses, rice, sugar, sesame, spices and maize. Having rich customers resources and very high business reputation. Mr. Narsaria is based in Yangon, Myanmar since last 20 years and actively involved in Sales/ Purchase and Market Research & Analysis of Pulses. Before joining Arvee International Pte Ltd. Mr. Narsaria worked with Ernst & Young Kolkata. Shyam is an eminent speaker at various Beans and Pulses platform including IPGA & GPC. Shyam is currently The President of Overseas Agro Traders Association OATA Myanmar.



Sophie Nivagne

Ciacam Samson Chergui

Initially working in the meat trade, Sophie Nivagne became a food purchasing Manager for a European agro-industry group. This is where she happily discovered the pulses world. In order to dedicate herself to pulses, she took the opportunity to join Ciacam, a family owned French company. With expertise on industrial use, she is in charge of international development, both conventional and organic.



Steven Webb

Global Institute for Food Security

Steven joined the Global Institute for Food Security as the Chief Executive Officer in 2019, following a 23-year career with Corteva Agriscience (formerly Dow AgroSciences) in Indianapolis, Indiana, United States. As Research and Development Director of External Technology at Corteva, Steven led many research collaborations with private sector companies, research institutes and universities around the globe. He also led the successful design and build of the company's Omega-9 Health Canola business and has developed and deployed Corteva's external innovation partnership process for driving new products and technologies to accelerate innovation across the seed, crop protection and digital platforms. Steven joined Dow AgroSciences Canada, Inc. in Saskatoon as a Research Scientist in Field Research and Development in 1996, then accepted the role of Product Development Manager in the Nexera™ canola breeding program in 1997—responsible for the registration of the first Omega-9 canola varieties. Relocating to Indianapolis, Indiana in 2000, he became Project Success Leader for Animal Health and Nutrition, leading efforts to demonstrate the technical feasibility of plant-made vaccines, ARC™ biologics and food safety antibodies. He assumed leadership of the Cell Biology Group in 2007, responsible for the implementation of BIO-ETS. In 2009, he led Advanced Technology Discovery, including the effort to develop and deploy the EXZACT™ Precision Platform Technologies in corn, soybeans, canola and wheat. A few years later in 2013, Steven joined the Research & Development Leadership team and the Seeds Global Business team when he became responsible for External Technology, Intellectual Property Development and Early Stage Commercial Assessment activities for Dow AgroSciences. He was also actively engaged in the regulatory and approval process for the Dow/DuPont merger and subsequent establishment of Corteva Agriscience. A visionary and strategic research leader, Steven has over two decades of expertise in developing and managing multidisciplinary enterprises and new business opportunities. He is a University of Guelph, Ontario alumnus, earning a PhD in immunochemistry (1998), a Master's degree in biochemistry (1992) and a Bachelor of Science degree in microbiology (1990) from the institution.



Sunil Kumar Singh

NAFED, Additional Managing Director

Mr. Sunil Kumar Singh, Additional Managing Director, NAFED, has extensive experience of working of more than 23 years both at ground level amongst the Primary Cooperatives of farmers as well with the policy formulators at senior level of the Government. He has deep knowledge of agro commodity market, enabling him to make critical contribution to trade policy and administration. He is credited with many of the concepts guiding the creation and management of buffer of pulses, distribution of pulses in Welfare Schemes and efforts for enhancing the pulse production in India. His initiative to ink the historic MoU with GPC on 12th June, 2019, brought NAFED and GPC together to work in mutual areas of interest, including the celebration of World Pulse Day in 2020 at New Delhi.



Sunil Patwari

Seasons Overseas Group

Mr Sunil Patwari, based out of Singapore, is the Managing Director at Seasons Overseas Group. He has spent the last 27 years successfully managing and growing commodity trading businesses. Prior to founding Seasons Overseas Pte Ltd, Mr. Patwari was the CEO of Export Trading Group for their South-East Asia business, managing a very large revenue. He has also held leadership positions at Adani Wilmar Pte Ltd, Majuko Enterprise (S) Pte Ltd and other large multi-national companies based out of Singapore, Myanmar & India. He has extensive hands-on trading experience across Asia, Australia, North America, South America and Africa and is an eminent speaker in this space contributing actively to industry seminars and forums. Sunil is also a committee member of various associations like GPC, SPFL (Singapore Pulses Federation Limited), and member of OATA Myanmar.



Tim McGreevy

USA Dry Pea and Lentil Council, American Pulse Association, Idaho Pea and Lentil Commission

Tim McGreevy is the CEO of the American Pulse Association (APA), USA Dry Pea and Lentil Council (USADPLC), U.S. Pea and Lentil Trade Association, Idaho Pea and Lentil Commission, Washington Pulse Crops Commission and the Western Pulse Growers Assn. These organizations are tasked with increasing awareness, research, and consumption of US pulse crops. In his role as the CEO of the USADPLC, Tim is responsible for international and domestic market development, research, policy development, and expanding the pulse crop coalition. Tim's work with the APA is focused on initiatives in pulse crop research, school feeding programs and increasing domestic consumption of pulse crops in the US. McGreevy serves as Chairman of the Finance Committee of the Global Pulse Confederation (GPC), an international organization representing the global pulse crop value chain.



Umang Bagaria

Mandala Trading

Umang Bagaria was born in Kathmandu, Nepal. He did his post-graduation in Masters of Business Administration with a major in Finance from UTS in Sydney. He then embarked on his career with Australian banks with a focus on financial markets and derivatives. After that stint in banking, he wanted to try his hand in his family business and hence returned to Nepal to understand and support his family agriculture business of animal feed, pulses processing and solvent extraction. This experience gave him an in depth learning of the agriculture sector, international trading and logistics. He then returned to Australia in 2014 to expand the horizons and started to export grains/pulses from Australia to Nepal and thus started Mandala Trading in 2015.



Varun Dinodiya

DCX

Varun Dinodiya, DCX Pulses, General Manager, has close to 20 years of global commodities industry experience combined with an MBA from London Business School & Masters in Finance from London School of Economics. Coming from a family legacy of agriculture commodities traders, his career has encompassed successful roles in physical trading; launch of a physical trading marketplace globalORE; commodity exchanges incl. Deutsche Boerse in addition to assignments with leading price reporting agencies viz. Fastmarkets, global commodity multinationals Itochu and fintech companies with ambitions to digitize the supply chain.



Vivek Agrawal

JLV Agro

Vivek has 20 years of experience in commodity trading of various agro commodities. He runs his own brokerage house in the name of JLV Agro. With his immense experience, he also writes for major newspapers & represents media for pulses industry. Vivek holds a masters diploma in business administration from the Symbiosis Institute of Management studies, Pune, India.



Zirack Andrew

Tanzania Pulses Network

Zirack Andrew is the Executive Director of the Tanzania Pulses Network (TPN), the National Association of pulses stakeholders in Tanzania since 2017. During his tenure, he has spearheaded changes in a legion of policies in the pulses sector to the delight of many stakeholders. He has linked players with local and international markets and has elevated TPN to a national and regional hub for pulses information. As an Economist and a part-time Market Analyst, with an interest in International Trade, Zirack has been certified by the International Trade Center (ITC) of the United Nations as a trainer on using Market Analysis Tools to identify export opportunities available in the world. He does so to entrepreneurs, the Government of Tanzania and private institutions. Zirack is also a member of the GPC's seven-member Market Access Committee. As a freelance columnist, Zirack writes weekly columns for the Daily News (Tanzania's oldest english newspaper). He uses that platform to educate the public on various matters concerning the pulses sector and the entire agriculture sector. He is also a co-author of the book titled South – South Development Cooperation: Collaborations for Food Security, published by Palgrave Macmillan, London.



IN THE CITY

TOP THINGS TO DO IN DUBAI

Welcome to one of the world's most exhilarating destinations, a glittering city home to golden beaches, record-breaking landmarks and world-class shopping, dining and nightlife. Here are some things to do and places to see during this stay or in your next visit.

1. SHOPPING

Shopping in Dubai is not just about making purchases, it is also about amazing leisure and cultural experiences. Think bartering for silk in a historic souk, picking up hand-crafted trinkets from a local market, meeting a colony of king penguins or coming face to face with one of the world's largest crocodiles. From the vast Dubai Mall and Mall of The Emirates to the bustling Gold, Spice and Textiles Souks, visitors are guaranteed memorable experiences.

2. DINING

Dining in Dubai is not just about filling your stomach, it is about the pleasure of sampling cuisines from the 200 nationalities at home in the city. As a

culinary capital – not only regionally but increasingly globally – Dubai has long caught the attention of Michelin-starred chefs and is home to some of the best taste delights in the world – flavours that can be savoured in plush five-star hotels, in casual cafés or simple roadside eateries. Meanwhile for the night owl, Dubai is about enjoying some of the trendiest and most creative nightspots imaginable in a city that never sleeps.

3. SPORTS AND ADVENTURE

For the sporty type and adventure seeker, Dubai is about sand boarding down a 300ft sand dune, camping in the desert, deep-sea fishing, skydiving above Palm Jumeirah, kite surfing on the Arabian Gulf and playing polo

while riding a camel. It's about experiencing the great outdoors while hiking in the magnificent Hajar Mountains in Hatta, just a short drive out of the city, where you can also mountain bike along breath-taking trails or kayak in freshwater lakes at sunrise.

4. CULTURE

For culture vultures, Dubai is a city that's rich in heritage and increasingly making its mark on the world stage. Looking ahead, a number of culture-focused projects are underway that will greatly enhance Dubai's offering in this area. For example, plans are afoot to enhance the neighbourhoods along the shores of Dubai Creek as part of the Dubai Historical District project. Focused on the city's oldest districts of Shindagha, Bur Dubai, Al Fahidi Neighbourhood and Deira, this initiative will offer visitors a fascinating view of Dubai's history and heritage, particularly around trade, crafts and pearling, complementing existing cultural attractions, such as the Etihad Museum and Saruq Al Hadid Archaeological Museum.

5. ENTERTAINMENT

Covering the genres of art, film, literature, music and comedy, Dubai hosts dedicated festivals and events, all combining to create an exciting year-round calendar with something for everyone – be it concerts by chart toppers such as John Legend, Justin Bieber and Sting, talks and book signing sessions by best-selling authors at the Emirates Airline Festival of Literature, gallery exhibitions displaying works by artists from across the world during Art Dubai, or world movie premieres during Dubai International Film Festival.

6. THEME PARKS

Appealing to both families and thrill-seekers alike, Dubai Parks and Resorts is the region's largest integrated theme park destination, comprising three parks as well as a water park, all within walking distance. Meanwhile, Motiongate Dubai brings to life some of Hollywood's most beloved movies and characters, while Bollywood Parks Dubai is the first theme park based on the sights and sounds of Bollywood. LEGOLAND Dubai

and LEGOLAND Water Park – which feature 15,000 Lego models and more than 60 million Lego bricks – is the only attraction of its kind catering to families with kids aged 2-12, while IMG Worlds of Adventure is another firm family favourite with its four themed zones of Cartoon Network, Lost Valley Dinosaur Adventure, MARVEL and IMG Boulevard.

7. ATTRACTIONS

The Dubai Frame, which offers spectacular panoramic views of the city as well as a glimpse into the UAE's history, consists of two 150-metre high towers connected by a 93-metre glass bridge at the top, with a museum on the ground floor. Meanwhile La Perle by Dragone is the region's first permanent live-action stage show, with more than 450 performances per year in a state-of-the-art theatre that's filled with 2.5 million litres of water. Leisure and dining hubs La Mer, Al Seef and The Yard are three of Dubai's most exciting new lifestyle attractions, with a beachside, cultural and traditional architecture and agricultural theme respectively.

8. RECORD BREAKING HEIGHTS

The Burj Khalifa is the tallest building in the world and a global icon. Truly a feat of engineering, the building represents the conceptual heart and soul of the city of Dubai. At 828m tall, this magnificent structure is located next to The Dubai Mall and its unmatched view can be taken in from a number of observation decks, lounges and restaurants between 124th and 154th floors. Meanwhile, incomparable views of one of Dubai's most talked about landmarks can be found at The View at The Palm. Located 240m high, the observation deck presents never seen before 360-degree panoramas of Palm Jumeirah alongside the sparkling waters of the Arabian Gulf and Dubai skyline in the distance. The View at The Palm is located on level 52 of The Palm Tower, which also houses a café, a creative exhibition that showcases the development of the island, interactive aquarium-themed tunnels and a gift shop.



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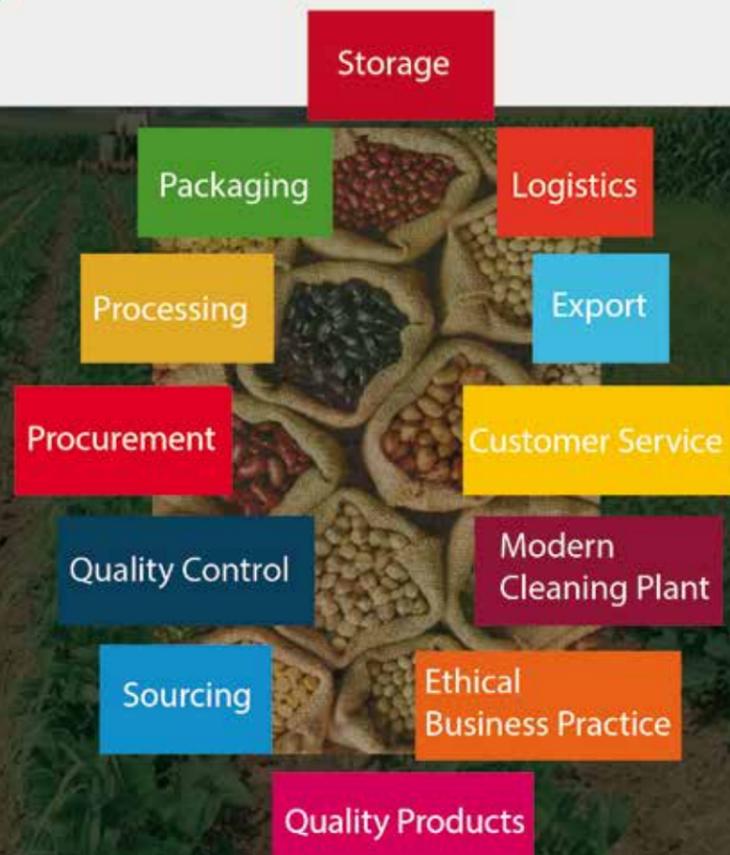
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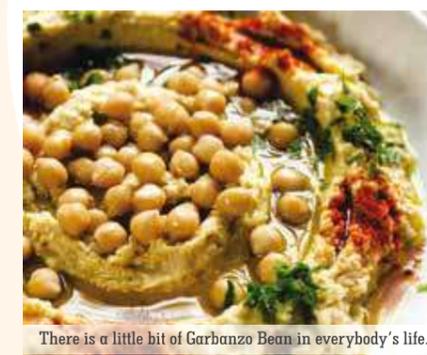
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