CREATING NEW MARKETS FOR RESPONSIBLY GROWN FOOD AND FLOWERS

GLOBALG.A.P. SUMMIT 2018 Conference Program
PRE-CONFERENCE SESSIONS – MONDAY, 5 NOVEMBER

9 a.m. – 9 p.m.
Networking Area

1 – 6 p.m.
(parallel to Round Tables)
Rooms Chincha & Ica

GLOBAL TRADE SESSIONS: THE CHALLENGES OF CREATING (FINDING) NEW MARKETS

Learn from global buyers and sellers where to look for new attractive markets to sell your safe and responsibly grown food. Which new production areas are emerging? Which consumer trends provide opportunities for differentiation? Which new expectations and public forces affect the local and global flow of agricultural products? All GLOBALG.A.P. product categories, Fruit and Vegetables, Crops, Flowers and Ornamentals, Livestock and Aquaculture will be addressed.

1-2 p.m. | Room Chincha
1-2 p.m. | Room Ica
2:15-3:15 p.m. | Room Chincha
2:15-3:15 p.m. | Room Ica
3:45-4:45 p.m. | Room Chincha
3:45-4:45 p.m. | Room Ica

2. Aquaculture: The growth of aquaculture has led to significant changes in how its products are perceived and marketed. How can we attain and maintain consumer confidence.
3. Flowers: Consumers buy floricultural products based on traditions, culture and lifestyle. Buyers require products with consistent quality, price, and added value or a low price. What will the future consumer demand?
4. “Blockchain” is one of the key buzzwords of 2018, with enormous hype around the benefits that this technology can offer. From farm to table: How can blockchain benefit food supply chains?
5. Exporting FV to Asia: While exporting presents many opportunities for producers and exporting companies, it also carries some risk. Asian imports of fresh fruits have increased annually over the last 20 years. How can we tackle the core challenges we face when exporting FV to Asia?
6. The marketplace for fresh fruit and vegetables is becoming increasingly globalized and interconnected. How are retailers operating in Latin America adapting their offers to the new demands of a more discerning consumer?

5 – 6 p.m. | Room Ica
SESSION FOR CERTIFICATION BODIES AND FARM ASSURERS:
Requirements & Business Opportunities with GLOBALG.A.P. Add-ons

1 – 6 p.m.
(parallel to Global Trade Sessions)
Breakout Rooms 1, 2, 3, 4

GLOBALG.A.P. ROUND TABLES: PROPOSALS FOR NEW SOLUTIONS

Participate in another series of GLOBALG.A.P. Round Tables. Members of each technical committee will present new and sometimes controversial proposals for standard updates and seek your expert feedback and opinion. Each topic will be discussed for 30 minutes in a relaxed workshop atmosphere.

1 – 2 p.m.
ROUND TABLES - ROUND 1

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<td>GGN Label</td>
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<tr>
<td>Livestock &amp; Non-GM</td>
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<td>Crops</td>
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<td>Flowers</td>
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### GLOBALG.A.P. SUMMIT 2018 Conference Program

**PRE-CONFERENCE SESSIONS – MONDAY, 5 NOVEMBER**

#### 2:15 – 3:15 p.m.  ROUND TABLES - ROUND 2

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#### 3:45 – 4:45 p.m.  ROUND TABLES - ROUND 3

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#### 5 – 6 p.m.  ROUND TABLES - ROUND 4

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#### 8 p.m.  MEMBER DINNER

**MALI - Museo de Arte de Lima**

For GLOBALG.A.P. Members only!  
Information about the shuttle transport to and from the venue available at the Info Desk.  
**Separate registration necessary!**

**Address:** Paseo Colón 125, Parque de la Exposición, Lima 1, Peru.  
Tel: (+51-1) 20 40000
7 a.m. – 8 p.m.
Networking Area

REGISTRATION DESK OPEN

9 – 10:30 a.m.
Plenary Hall

PLENARY SESSION I

WELCOME & OPENING

OFFICIAL OPENING ADDRESS

FUTURE UNRAVELLED

Our global conference begins with our future. Young farmers and agricultural students share their dreams of a better world and inspire the audience with their fresh ideas and strong commitment. They are keen to do the right thing and to again put agriculture and responsible farming in the center of the transformation of the food sector.

10:30 – 11:30 a.m.
Networking Area

NETWORKING BREAK

Sponsored by Silver Sponsors
Enjoy a warm or cold beverage in the networking area and check out the exhibitors.

11:30 a.m. - 12:30 p.m.
Plenary Hall

PLENARY SESSION II

RESPONSIBLE PRODUCTION MADE SIMPLE – BEATING COMPLEXITY TO CREATE NEW MARKETS

Every year new labels and standards appear. New consumer trends emerge and call for further differentiation and specialization. Regulatory frameworks add more restrictions, yet the toolbox of crop and animal protection products available to farmers is shrinking. The complexity to grow more and more responsible food is becoming seemingly unmanageable. In addition, from a producer point of view, market prices do not reflect this increased complexity. Panelists at this session will address root causes of this growing complexity and offer and discuss approaches that may lead to simplification.

12:30 – 2 p.m.
Networking Area

NETWORKING LUNCH

Sponsored by Gold Sponsors
Enjoy a buffet lunch served in the networking area.

2 – 3 p.m.
Plenary Hall

BREAKOUT SESSIONS 1

1A - GETTING READY FOR FSMA

Fruit and vegetable producers that want to sell their produce to the US market are beginning to implement the Food Safety Modernization Act (FSMA) produce rules, both within the US and outside. GLOBALG.A.P. has developed a special FSMA Add-on for its GLOBALG.A.P. IFA Standards that enables GLOBALG.A.P. certified producers to demonstrate that their food safety measures and practices are in line with FSMA requirements. Panelists in this session will explain major requirements and share first-hand experience about using the GLOBALG.A.P. solution.

Breakout Room 1

1B - STOP FOOD FRAUD

While the spread of HACCP and Good Agricultural Practices (G.A.P.) is beginning to reduce the occurrence of food safety threats, retailer analyses of food authenticity have revealed that the level of food fraud is still very high. The primary production sector is not exempt from food fraud. This session will address initial experiences with food vulnerability assessments and discuss possible solutions to introduce effective measures to stop food fraud originating from primary production.

Breakout Room 2

1C - AGRICULTURAL EDUCATION FOR A SUSTAINABLE FUTURE

A large number of innovations in agriculture are a product of academic research and development carried out by young minds aiming to develop efficient, sustainable and ecological farming solutions. To support these developments, we continued the Young Academics Program. Watch the winning presentation and meet our panelists, consisting of young Peruvian farmers and academics, who will discuss agricultural education today and how it can best prepare young farmers for a sustainable future.
Breakout Room 3

**1D - WOMEN LEADERSHIP IN AGRICULTURE**
The statistics clearly show that even if the role of women in agriculture is considered fundamental, the sector still need to empower women and establish stronger female leadership. The panelists in the session will share the challenges and opportunities to introduce gender flags all along the supply chain. What women need in the agriculture sector is not a strategy of affirmative actions: as their knowledge and expertise are already well-known, they just claim the place in the sector - from production to supermarkets - that they deserve. GLOBALG.A.P. is developing criteria that could be verified during a certification process to indicate the level of women empowerment on certified farms and farmer groups.

3 – 4 p.m.
Networking Area
**NETWORKING BREAK**
Sponsored by Silver Sponsors
Enjoy a warm or cold beverage in the networking area and check out the exhibitors.

4 – 5 p.m.
Breakout Room 1
**2A - ZERO RISK PROMISED?**
Food safety experts and scientists know about the non-existence of zero risk in the food sector. However, consumer brands strive to reduce legal and reputational risks towards zero. The panelists will discuss new approaches to risk assessments used in supply chains and how certification standards should adapt to offer effective complementary solutions.

Breakout Room 2
**2B - ONE HEALTH – ANTIMICROBIAL RESISTANCE IN ANIMAL PRODUCTION**
In September 2016 the United Nations launched their global strategy on antimicrobial resistance (AMR). GLOBALG.A.P. was invited to witness the launch. Countries are developing their national strategies to fight AMR. GLOBALG.A.P. has joined the concept of Private Public Partnership (PPP) solutions in order to engage the private sector addressing one of the world’s largest threats to human health. The session will present first pilot approaches and panelists will discuss possible roles of standards like GLOBALG.A.P.

Plenary Hall
**2C - THE POWERHOUSE OF PERU**
Peruvian agriculture has shown tremendous growth over the past years during which exports have risen by double-digit rates. Panelists will discuss challenges and opportunities of Peruvian agriculture to maintain that level of growth and offer insights into new trends, products, and services including Peruvian Superfoods that will keep Peru in a leading position.

Breakout Room 3
**2D - UPScale EXPERTISE**
Developing and upscaling local expertise to encourage farmers to adopt safe and responsible practices and to connect them to national and international markets is becoming the key to a successful transformation. The experiences from a growing number of donor-funded capacity building projects have been used as ingredients for updated classroom and on-farm training concepts developed in cooperation with the International Finance Cooperation (IFC) of the World Bank Group. Panelists will share latest models to upscale expertise in rural communities and discuss success factors for effective training.

8 p.m.
Huaca Pucllana
**CONFERENCE DINNER**
with G.A.P. Awards Winner Ceremony on stage.
For information and application, visit www.globalgap.org/gapawards

The conference dinner must be booked separately and costs 120 euros.
Information about the shuttle transport to and from the venue available at the Info Desk.

**Address:** cuadra S/n, Calle General Borgoño 8, Miraflores, Lima, Peru
Tel: (+51-1) 617 7138 / 617 7148
Breakout Sessions 3

3A - STOP RESIDUE EXCEEDANCE
Integrated Pest Management (IPM) practices have successfully been introduced as an integral part of GLOBALG.A.P. to reduce the use of chemical crop protection products. However, legal requirements to limit the maximum residue levels of pesticides have not fully been harmonized and the agricultural sector has not been successful in completely avoiding occasional incidences of exceedances. With the introduction of consumer labels, retailers and brand owners as well as GLOBALG.A.P. are acquiring more accountability with respect to exceedances.

A number of Residue Monitoring Systems (RMS) have been operating successfully in many markets. The panelists of this session will discuss current challenges and opportunities to stop residue exceedance in the light of new on-site testing kits, the initial introduction of zero residue programs, the harmonization efforts among RMS, and the ability of sharing residue testing data in a responsible way.

3B - LESS AUDITORS ON SITE
Using digitalization to support risk-based auditing

3C - GO FOR SMALL
Group certification is the leading model for introducing quality assurance and reducing cost of certification for small scale farmers. In many countries small farmers have to deal with a number of challenges and require appropriate practical solutions. The panelists will discuss solutions such as contract farming, participative certification models, and intelligent IT solutions.

3D - STOP FORCED LABOR
All over the world, several million workers are considered to be working in forced labor conditions across all industries including child labor. Members of the Consumer Goods Forum (CGF) have adopted a strategy to stop forced labor. GLOBALG.A.P. is contributing to that objective by developing solutions for the primary production sector. With the rapid expansion of the adoption of GRASP, the industry is able to collect data to better assess risks and to develop strategies to rid its supply chains of forced and child labor.

The panelists will explain the current state of the industry, share best practices, and discuss with the audience how the efforts can be increased.

Breakout Sessions 4

4A - FDA RECOGNITION FOR CERTIFICATION BODIES
The US Food and Drug Administration (FDA) has published rules for conformity assessment bodies to conduct formal FDA assessments. Accordingly, CBs may apply for recognition to FDA approved Accreditation Bodies (ABs). The American National Standards Institute (ANSI) is one of the two first FDA-approved bodies. This session will lay out the requirements and procedures for CBs and share experiences of participants in the process.

4B - UNLOCK THE VALUE OF DATA
Data generated by the agriculture sector is becoming ever more valuable, as it provides a foundation for decision-making when it comes to agricultural business development and global food policy decisions. We will explore how, in a shared economy, shared data can move across a collaborative network and how technologies such as blockchain can enable the secure traceability of certifications and other information in supply chains.
GLOBALG.A.P. SUMMIT 2018 Conference Program
CONFERENCE DAY 2 – WEDNESDAY, 7 NOVEMBER

Breakout Room 2

4C - NEW MARKETS FOR RESPONSIBLY GROWN FLOWERS
In 2017 GLOBALG.A.P. introduced its GGN consumer label for certified flowers and ornamentals. In 2018 the first retailers adopted this label for all their European markets. This move created a boost for the market for responsibly grown flowers and was a milestone toward the industry’s 2020 target to transform the sector into a more sustainable and socially responsible industry. The panelists will provide an outlook toward future market developments and identify areas where improvements toward more sustainability might be desirable.

Breakout Room 3

4D - NON-GM CHOICE
The German government developed a Non-GM label (Ohne GenTechnik) in line with EU legislation and licensed this out to the German association VLOG e.V. In 2017/18 German retailers began to introduce a number of products labeled with “Ohne GenTechnik” by VLOG. GLOBALG.A.P. is cooperating with VLOG for the aquaculture, livestock and compound feed manufacturing sector and has published a VLOG recognized add-on. Salmon producers from Norway are among the first GLOBALG.A.P. members to adopt this solution. Panelists will share experiences and discuss opportunities for the Non-GM choice in different markets.

12 – 1:30 p.m.
Networking Area

NETWORKING LUNCH
Sponsored by Gold Sponsors
Enjoy a buffet lunch in the networking area.

1:30 – 3 p.m.
Plenary Hall

PLENARY SESSION III
SUCCESS STORIES – CREATING NEW MARKETS FOR RESPONSIBLY GROWN FOOD AND FLOWERS
Supply chain partners, retailers, and producers from different parts of the world will share their extraordinary success stories and provide them as role models for all delegates to copy.

3 – 4 p.m.
Networking Area

NETWORKING BREAK
Sponsored by Silver Sponsors
Enjoy a warm or cold beverage in the networking area and check out the exhibitors.

4 – 5 p.m.
Plenary Hall

PLENARY SESSION IV
TRANSPARENCY UNLIMITED? THE FUTURE OF FOOD RETAILING
Is there a limit to transparency? In an era where integrity and trust are being challenged, where do we draw the line? And is there a limit to the power of certification when it comes to online selling?

C-level speakers will share their innovative success stories to unlock barriers of traditional markets and supply chains.

5 – 5:30 p.m.
Plenary Hall

CLOSING CEREMONY

5:30 p.m.
END OF CONFERENCE