3rd STEEL SCRAP & RAW MATERIALS Conference

ASIA
SCRAP | BILLETs | HRC | FERRO ALLOYS

第三届钢铁废料与原料会议

11-12 SEPTEMBER 2017 | AVANI RIVERSIDE, BANGKOK (THAILAND)
The global steel trade is staring at transformation. On one hand Chinese scrap is threatening to alter the global scrap trade dynamics on the other we have countries like Pakistan, Bangladesh, Vietnam & Indonesia which are riding the consumption wave. South East Asia has embarked on unprecedented infrastructural growth. While the new Indian metal recycling policy is gearing up to alter the scrap import dynamics and steelmakers are looking out for most cost effective way of producing steel with definite value addition.

**Focus Areas / 重点领域**

**CHINA: How will China Impact the Dynamics of Global Scrap & Steel Market?**

With Chinese government ordering closure of scrap fed mills, the likelihood of scrap reaching the international trade market from Chinese shores cannot be ruled out. What will happen next, let’s evaluate it through the prism of ground realities and experts’ views. Lets also assess the opportunities such a scenario presents and the threats it pose’s.

**PAKISTAN: Will Pakistan Become Second Largest Scrap Importer in Asia?**

Riding on increased demand of finished steel and presence of steel melting capacities, scrap imports to Pakistan has increased sharply in the year 2016. Will the boom in Pakistan's steel sector sustain? Is the current demand fueled by the CPEC or the other steel consuming sector’s are on a sustained consumption spree?
BANGLADESH: Will Bangladesh Double its Steel Consumption by 2022?

For the past few years Bangladesh witnessed spectacular growth. Is the growth story continuing or it has tapered off. What are the key growth drivers of this emerging economy?

INDIA: Impact of Metal Recycling Policy on Imported Scrap. Rising Steel Export from India.

Promulgation of metal recycling policy is keenly awaited. How will it impact the scrap trade dynamics in India? Rising Indian steel exports: will it sustain?

SHIP BREAKING: Will Ship Breaking Remain a Scrap Feeder?

How will the low Chinese steel prices, increasing scrap supply and environmental norms impact the ship breaking industry and consequently the scrap supply.

SE ASIA: Will SE Asia Remain Import Dependent or Increase Steel Production?

The infrastructural push has fuelled the demand for steel in South East Asia. It is worth exploring whether in future this region will be reliant on imported steel or enhance its production capabilities to meet the demand.

GLOBAL SCRAP SUPPLY: How Will the Scrap Supply Dynamics Shape Up in 2017-18

The global seaborne trade of scrap stands at 84 million tons with the top three exporters being USA, European Union and Japan. Presumed increase in demand of steel in US and Japan coupled with the uncertainty of Chinese scrap supply is likely to impact the global scrap trade. What will be the quantum of disruption needs to explored and understood?

COST EFFECTIVE STEEL MAKING: How Steelmaking can be Made more Cost Effective?

With IF route being one of the most emission generative, the EAF route being energy consuming and BOF route being less scrap intensive, what are the technological advancements which can make the steelmaking process more cost effective.
Speakers / 音箱

Dr. Gerald Wimmer
Vice President Converter Steelmaking, Primetals Technologies
Gerald works at Primetals Technologies in the centre of competence for converter steelmaking in Linz. He is responsible for converter steelmaking covering hot metal treatment, LD converter as well as AOD converter projects. Gerald holds a Ph.D degree for mechanical engineering as well as a master degree for international economics. Gerald will be addressing the conference on “How to increase scrap charge rate to 50% from 18-20% in Basic Oxygen Furnaces”.

Dr. Paul Butterworth
Research Manager - Steel Raw Materials, Steel Costs & Thermal Coal, CRU Analysis
Paul has the overall responsibility for CRU’s analysis of the steel raw materials markets, including iron ore, metallurgical coal, metallurgical coke and ferro-alloys. Paul has 26 years’ experience in the steel industry, in a range of strategic, business development, planning and technical roles. Paul holds an MBA from Warwick Business School, a Ph.D in Theoretical Chemistry and a BSc. Honours Chemistry degree from Manchester University and is a Chartered Chemist and Member of the Royal Society of Chemistry. Paul will be addressing the Impact of Chinese Scrap on Steelmaking Profitability, Iron ore Demand, Steel Production and Exports at the conference.

Mr. Philip Hoffman
Chairman, Hoffman Iron and Steel
Philip has sound knowledge of steel scrap trade dynamics of both US and South East Asian market. Rising through the ranks from the lowest level, In 2008 he started Hoffman Iron and Steel for trading containerized scrap from the US west coast to Asia and providing consulting for scrap suppliers and major steel mills in the US, Turkey and Asia. Philip has a representative office in Ho Chi Minh City & works closely with its Southeast Asian steel mills. Philip will be expressing his views on the possibility of Vietnam becoming next Turkey in terms of scrap imports.
Mr. Hussain Agha  
Executive Director, Agha Steel Industries, Pakistan

Spearheaded by Mr. Hussain Agha, Agha Steel is one of the fastest growing steel companies in Pakistan with annual steel production capacity of half a million ton. Enthused by the CPEC, Agha Steel Industries Ltd is planning Pakistan's biggest-ever private sector initial share sale this year to help boost output. A recipient of best performing CEO award he holds a Masters in Business Administration from McCallum Graduate School of Business at Bentley University. A steelmaker par excellence, Mr. Agha will be providing insights about Pakistan's steel industry and the raw material requirements to fuel the growth in this sector.

Dr. Steven Vercammen  
Expert Metals & Mining, McKinsey, Belgium

Steven is responsible for the "Steel Service Line", as part of the global Basic Materials Institute (BMI) within McKinsey & Company. This covers, amongst other topics, the overall global market dynamics throughout the steel value chain, from steelmaking raw materials down to product processing and fabrication. Recently, his focus has been on the scrap market dynamics: pricing, trade and supply/demand. Steven has recently written an article on the "Growing importance of scrap in China". He holds a PhD in Materials science and Engineering. In the conference, Steven will be covering the long term view on Chinese scrap dynamics and the implications for the steel and scrap industry in China and beyond.

Md. Imtiaz Uddin Chowdhury  
Head – Supply chain management, BSRM Group

Mohammad Imtiaz Uddin Chowdhury is the Head of Supply Chain Management at BSRM Group (Bangladesh), one of the largest Steelmakers in Bangladesh. Mr. Chowdhury has been instrumental in developing SCM at BSRM. Mr. Chowdhury holds an MBA degree from University of Chittagong. In the conference Mr. Chowdhury will be throwing light on "Will Bangladesh double its steel consumption by 2022".
Indicaa Group, one of the largest suppliers of containerized recyclables in the world. Indicaa commands a significant share in the world trade of containerized scrap metal. The company currently trades in nearly 1.3 million tonnes of scrap metal & other recyclables annually. Mr. Garg will be joining the panel & will discuss the "How will scrap supply dynamics shape up in 2017-2018".

Mr. Zain Nathani
Managing Director, Nathani Group of Companies

Zain Nathani is Managing Director of Nathani Group of Companies one of the oldest and largest Indian companies involved in the Ferrous Scrap business. Mr. Nathani is also the Vice-President of Metal Recycling Association of India (MRAI) and Vice-President, Ferrous Board, Bureau of International Recycling (BIR). Given his expertise & understanding of the global scrap market he will be moderating the panel discussion in the session on “How will global scrap supply shape up in 2017-2018”.

Mr. Nghiem Xuan Da
Chairman, Vietnam Steel Corporation

Nghiem Xuan Da is the Chairman of Vietnam Steel Corporation; he is also the Vice Chairman of Vietnam Steel Association. Prior to becoming the Chairman Mr. Da served in various capacities including the position of Chief Executive Officer of Vietnam Steel Corporation. He holds a Bachelors degree in Industrial Economics-Mines & Law and a Masters degree in Finance. Mr. Da will address the conference on the topic “Will Vietnam increase its billet production by 2.5 times in 2020?”
Mr. Sanjay Mehta  
Director, MTC Group  
Head of MTC Group & President of Metal Recycling Association of India (MRAI), Sanjay Mehta brings along with him experience spanning more than three decades in Ferrous Metal Scrap trade both at domestic as well as international level. A distinguished member of BIR, ISRI and other national and international recycling associations Mr. Mehta will be throwing light on the proposed Indian metal recycling policy and its impact on scrap imports & scrap processing landscape of India.

Mr. Manish Sarda  
Director-International Business, Sarda Energy & Minerals, India  
Actively involved in the Indian Manganese Alloys Industry for more than 17 years, Manish Sarda has been instrumental in globalizing the Indian Ferro Alloys Industry and promoting Ferro Alloys of Indian origin in more than 65 countries. He heads the commercial operations of Sarda Energy & Minerals Ltd whose annual ferro alloys capacity is more than 2Lac ton and is the largest producer of manganese alloys in India. Currently focused on overall development of Sarda Metals and Alloys Ltd. Manish will be enlightening the conference on “How Malaysian ferro alloys will impact global trade”.

Mr. Subhendu Bose  
MD, Dufierco Asia, Singapore  
Managing Director of Dufierco, one of the Asia’s largest Steel Trading Firm, Subhendu has a very sound understanding of Asia Pacific Steel Market. Armed with rich experience of working for world’s top steelmaker he holds Bachelors degree in technology and Masters in Business administration, Subhendu will address the conference on “How Growth of Steel Market in South East Asia pan out in future”.
Mr. Siddharth Banerjee  
Vice President, Danieli  
Siddharth is Vice President of Danieli and is responsible entire business across product line (from iron making to finishing). Siddharth will be speaking on how to make long and flat steel products in a cost effective manner.

Mr. Jamie Dalzell  
Senior Trader, G M S, Singapore  
Jamie has been with GMS since 2009, working out of the Dubai, Shanghai and now Singapore offices. His role is to conduct negotiations for the purchase and resale of vessels for recycling into the Indian sub continent and China / Turkey and to date he has concluded over 400 deals, an increasing number of which are being sold for green / responsible recycling.

Mr. Gaku Ito  
Deputy General Manager, Tokyo Steel  
Gaku has rich experience of over 23 years in international steel business division of Tokyo Steel. He is the first section chief of the Steel Sheet Development section. Gaku will be making a presentation on Future of Japanese Scrap Demand and Supply at the conference.
Mr. Simone Severo  
Sales Manager, SMS Group S.P.A., Italy  
Engaged with Electric Steelmaking Special Products at SMS Group, Simone’s main focus is on melt shop equipments and specific solutions aimed to increase efficiency and safety. Simone has long experience in engineering, project management and technical sales support. He will be speaking on a tool for efficient and consistent electric arc furnace operation.

Mr. Rajiv Mangal  
President & CEO, Tata Steel Thailand PLC, Thailand  
President & CEO of Tata Steel Thailand PLC, Rajiv has sound understanding of Thailand’s steel industry. Widely experienced in manufacturing, planning, marketing & sales of steel, Rajiv holds Bachelor of Engineering in Metallurgy and a Post Graduate Diploma in Business Management. At the conference Rajiv will be throwing light on “Opportunities arising in Thailand’s Steel Industry”.

Mr. Fazal Ahmed  
CEO & CFO - Amreli Steel, Pakistan  
Chief Executive Officer and Chief Financial Officer at Amreli Steels Limited. Mr. Ahmed has been Associated of Amreli Steels Limited since 2008. As a member of senior leadership team, he acts as an advisor to the divisional heads, evaluating and assisting them with their financial goals.
Schedule / 时间表

**DAY I** 11 SEP 2017, BANGKOK

**14:00 to 15:00 hrs**
Registrations

**15:00 to 17:00 hrs**
Session I: Technical Workshop

- How to decrease operating costs of Electric Arc Furnace
  **SPEAKER:** Simone Severo – SMS Group, Italy
- How to increase scrap charge rate to 50% from 18-20% in Basic Oxygen Furnaces
  **SPEAKER:** Gerald Wimmer PRIMETALS, Austria
- How long and flat products can be made more cost effectively
  **SPEAKER:** Siddhartha Banerjee – DANIELI, India
- FINEX Technology: Future of low cost steel making
  **SPEAKER:** Gerald Wimmer PRIMETALS, Austria

**17:00 to 17:30 hrs**
Networking Tea Break

**17:30 to 19:00 hrs**
Session II – Will South East Asia remain import dependent or will increase steel production

- Growth of steel market in South East Asia
  **SPEAKER:** Subhendu Bose – DUFERCO, Singapore

**19:00 to 22:00 hrs**
Cocktail & Networking Dinner

**DAY II** 12 SEP 2017, BANGKOK

**8:00 to 9:00 hrs**
Registrations & Tea

**9:00 to 10:30 hrs**
Session I: How will China impact the dynamics of Global Scrap Trade?

- Growing Importance of scrap in Chinese Market
  - Amount of scrap generation
  - Will BOF’s increase scrap consumption
  - Will Chinese steel production shift from BOF to EAF
  **SPEAKER:** Steven Vercammen – MCKINSEY, Belgium

**Q & A Session**
13:30 to 14:15 hrs
Session III – Will ship breaking remain a scrap feeder?
- Changing face of Global Ship Re-cycling Industry
  - Impact on global scrap trade in 2017-2018
  SPEAKER: Jamie Dalzell – GMS INC, Singapore

14:15 to 16:00 hrs
Session IV: Emerging Markets in Asia – Pakistan, Bangladesh & Vietnam
- Will Pakistan become Asia’s fastest growing and biggest scrap market?
  SPEAKER: Hussain Agha – AGHA STEEL, Pakistan
- Will Bangladesh double its steel consumption by 2022?
  SPEAKER: Imtiaz Uddin Chowdhury – BSRM, Bangladesh
- Will Vietnam become next Turkey?
  SPEAKER: Phillip Hoffman – HOFFMAN IRON & STEEL, Vietnam

16:00 to 17:30 hrs
Networking Break

Q & A Session / Panel Discussion

Impact of Chinese Scrap on
- Steelmaking profitability
- Iron ore Demand
- Factors driving steel prices in recent times
SPEAKER: Paul Butterworth - CRU, China

Networking Lunch

10:30 to 11:00 hrs
Networking Break

11:00 to 12:30 hrs
Session II : How will scrap supply dynamics shape up in 2017-2018
- Global Scrap trade dynamics in 2017-2018
  SPEAKER: Zain Nathani – NATHANI GROUP, India
- New metal recycling policy of India
  - Impact on Indian scrap imports
  - Changes in scrap processing landscape in India
  SPEAKER: Sanjay Mehta – MTC GROUP, India
- Future of Japanese scrap demand and supply
  SPEAKER: Gaku Ito – TOKYO STEEL, Japan

12:30 to 13:30 hrs
Networking Lunch

Q & A Session / Panel Discussion

13:30 to 14:15 hrs
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Networking Lunch

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### Prices
- **DELEGATE KIT SPONSOR**: $4000
  - Two Complimentary Passes
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  - Logo on the Website
  - Social Media Promotions
- **LANYARD SPONSOR**: $2500
  - Two Complimentary Passes
  - Logo on Lanyard
  - Logo on the Website
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- **NETWORKING TEA SPONSOR**: $3000
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- **NETWORKING DINNER SPONSOR**: $7500
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  - Social Media Promotions
- **COMPANY EXHIBITION**: $2500
  - NA
  - NA
  - 3x2 Meters
  - NA
  - NA
  - NA
  - Limited
  - Yes
  - NA

**Note**: The terms and conditions for each sponsorship level may vary. Please refer to the official sponsorship package for detailed information.
Pricing / 价钱

**STANDARD FEE**

$500

- Conference Sessions (2 Days)
- Access to Exhibition Area
- Conference Documents
- Speaker Presentations
- Delegate Kit
- Refreshment, Lunch & Dinner
- Networking & Cocktail dinner

*Valid Till: 5th Sept’17*

**ON-SPOT FEE**

$600

- Conference Sessions (2 Days)
- Access to Exhibition Area
- Conference Documents
- Speaker Presentations
- Delegate Kit
- Refreshment, Lunch & Dinner
- Networking & Cocktail dinner

*Valid Till: 12th Sept’17*

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