

2nd Iranian Iron & Steel Conference

26-28 September 2016 | Abbasi Hotel, Esfahan, Iran

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Dr Mehdi Karbasian,
Deputy Minister
and Chairman,
IMIDRO



Dr Bahram Sobhani,
Managing Director,
Mobarakeh Steel

Bringing together Iran and the global ferrous marketplace

Our event returns following an extremely successful launch last year on Kish Island. This year we are going to the Iranian mainland in Esfahan where Mobarakeh Steel play hosts for this global steel event.

There is much to discuss, with sanctions being removed, new projects and investment opportunities planned across Iran and an in-depth look at the central Asian region steel industry.

This event promises to bring together the entire supply chain for the iron and steel industries in Iran and is certainly not one to be missed.

"Excellent event covering valuable insights to Iranian steel market."

Vivek Kapoor, Head of Sales & Marketing, Al Ghurair Group

"The marketplace to create business."

Manfred Tapfer, VP - Global Accounts Middle East, Outotec DMCC



Presentations

Presentations from major Iranian and international companies



Information

In-depth information about plans for Iran's iron and steel industry and the opportunities that exist for Iranian companies



Networking

Numerous networking opportunities including evening reception, networking lunches and numerous refreshment breaks



Technology

Technology focus – showcasing the latest industry advancements plus the opportunity to **visit Mobarakeh Steel's Esfahan Steel Complex**



Guidance

Guidance on conducting business with international companies

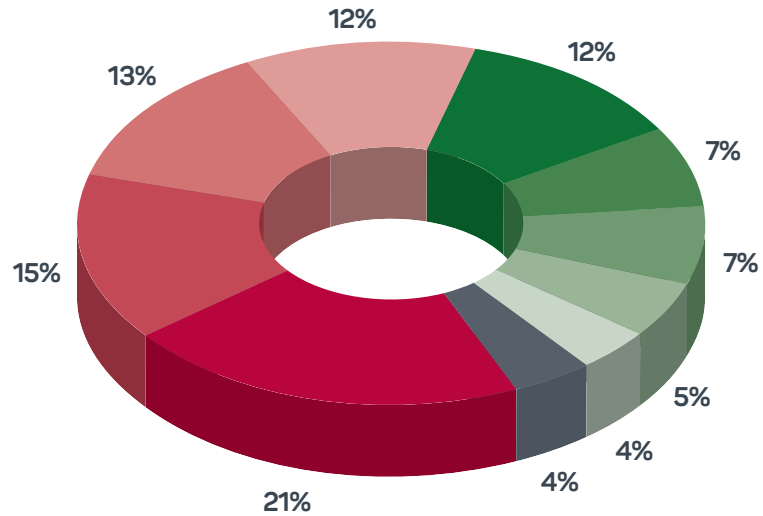


Connect

Connect with delegates before, during and after the event via MB Live: our mobile networking app live.metalbulletin.com

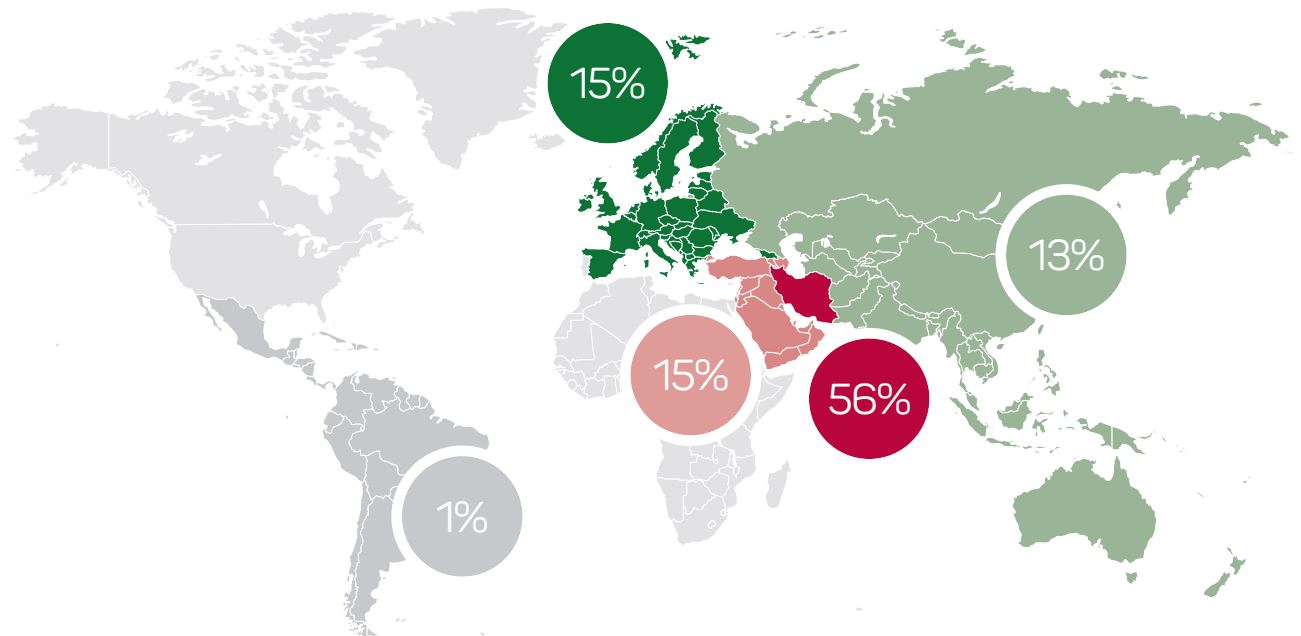
Last year's attendees

392 delegates from these sectors:



- Steel mill
- Plant/Equipment/Engineering providers
- Traders/Service centres
- Iron ore producers
- Other
- Foundry/Forge
- Smelter/Refiner
- Tube & pipe mill /Rolling Mill
- Consultants/Law firms
- Banking/Investment/Fund management
















132 companies across the globe:



"I believe the first Iranian Iron and Steel conference by Metal Bulletin is an excellent start towards a bright future of steel industries in Iran."

Mohammad Hossein Ebtehadj, Commercial Director, Tabarestan Steel Foundry

Including key presentations from:

-  IMIDRO
-  Mobarakeh Steel
-  Khuzestan Steel
-  Steel Authority of India (SAIL)
-  Government of India
-  Borcelik Celik Sanayi
-  IROPEX
-  Metal Bulletin Index
-  SOHAR Port and Freezone
-  Danieli
-  Primetals
-  China National Heavy Machinery Research Institute
-  ARVOS – SCHMIDTSCHESCHACK Division
-  Steel First
-  MCC Capital Engineering & Research Incorporation Ltd.

Agenda

The conference presentations will run from 09:00 27 September to 18:00 28 September

Session I: Keynote

Opening address - IMIDRO

Iran's burgeoning steel industry – returning to the global market

- Steel demand – which sectors are likely to drive steel demand in Iran? How much steel will be required?
- How has international involvement in the Iranian ferrous market changed post implementation day? What major agreements have been signed?
- What investment prospects are there?

Session II: Iranian steel fundamentals

Iranian crude steel capacity and consumption

- Capacity utilisation, quantity and quality – what steel products are being produced in Iran?
- What grades of steel are being imported?
- What makes steel making in Iran so cost effective? What role will the private sector play in ferrous industry growth?
- Predominance of EAF steelmaking - to what extent are we likely to see an increase in scrap consumption?

Iranian ferrous exports – what, where and how much?

- What regulations are in place for Iranian exporters? What specifications must be met for an Iranian company to export their products?
- How much iron ore, DRI and steel is currently exported? How much could potentially be exported in the future?

Doing business in Iran – pathways and investment opportunities

- What financial tools are available? How can funds be moved in and out of Iran? How can they be stored and retrieved?
- Trade routes – how can Iran be accessed?
- Joint ventures and partnerships – feasibility and legal parameters

Session III: Iran in the global ferrous market place

Iran and the wider Central Asia market – what role does Iran play?

- How is the steel industry evolving in the Central Asian region? What sectors are driving steel demand?
- Trade flows – which countries are major importers?
- Route to the sea, natural resources and major steel supplier - how does Iran interact with the wider Central Asian region?

The evolution of Sino-Iranian partnerships

- How have business relations evolved post sanctions?
- Finance and machinery – do Chinese partnerships still offer the most cost effective solutions?

India – improving production and environmental efficiency

- Indian steel market – iron ore, pellets, DRI and steel production capabilities and capacity utilisation
- How are Indian steel makers adapting to environmental pressures and constraints?
- What commercial issues are affecting the business community in India? What are the solutions?
- How are India and Iran likely to interact in future trade? What ferrous products are likely to be imported/exported?



Turkey – the crossroads of the global steel industry

- Domestic demand and capacity utilisation – what state is the Turkish steel industry currently in? What proportion of steel products are being exported?
- Flat products – best practices and global trade flows
- What potential is there for ferrous product trade between Turkey and Iran?

Sohar Port and Freezone - the new metals gateway to the Gulf

- What opportunities are there in the steel cluster?
- How can Sohar Port and Freezone improve regional connectivity?

Session IV: Pricing – competitiveness of Iranian steel and iron ore in the global market

- Iranian steel export flows and the impact of trade cases
- Price drivers in the Iranian domestic market – when will demand pick up?
- Iranian iron ore – domestic demand and scope for exports to China and beyond
- How does pricing of Iranian iron ore compare with international benchmarks?

Session V: Steelmaking – best practices and commercial opportunities

World steel production panel – how has the global balance shifted?

- How have global steel markets fared in 2016? Where are they heading?
- Which countries and regions are likely to dominate production and exports? Where might there be demand for imports?
- China – what effect are environmental pressures, new government policies and slowing demand having on crude steel production?
- Where can Iran fit into the global import/export balance? How could an open Iran benefit the regional iron and steel industries?

Technology I: Steelmaking – how is EAF technology evolving?

- How can steelmakers harness new technologies to save on process costs, water consumption and environmental efficiency?

DRI best practices panel

- What role can DRI play in the evolution of global steelmaking?
- DRI production best practices – how does Iranian production compare with the rest of the world?
- How are DRI producers increasing production efficiency and environmental sustainability?
- Available natural gas and coal – how viable is coal gasification for Iranian DRI producers?

Technology II: DRI – how can DRI assist lean steelmaking?

- How are new technological advancements aiding DRI production?
- What factors must be considered when selecting a technology partner?

Session VI: Iron ore – global and domestic availability, pricing and projects

Iranian mining sector priorities panel

- How are pelletizing and concentration bottlenecks being alleviated? When will new capacities come on stream? Where are pellet imports likely to come from to cover the short term deficit?
- Which government policies are affecting the mining industry?
- To what extent is horizontal integration being considered and executed in the iron ore industry?
- How does the Iranian iron ore industry compare to their global counterparts in terms of cost to market, technology and depth of resources?

International iron ore – how will the supply demand balance evolve?

- Price recovery – where are iron ore spot prices likely to be in 2017?
- Where are new iron ore projects being developed? When are they likely to start shipping?
- DR grade material trade flows and availability – where and in what quantities are DR pellets available?

Technology III: Pelletizing – what are the new pelletizing technology options?

- How do available technologies compare?
- Which technologies are the most viable in Iran?



Mobarakeh Steel Co Field Trip



Mobarakeh Steel are running a field trip to their Esfahan Steel Complex located around 60km from Esfahan city centre.

The visit will encompass a tour of the vast production and commercial site, followed by a cultural tour of the historical sites of Esfahan.

Mobarakeh Steel is the biggest steel producer in MENA and the biggest DRI producer in the world. Guided by a mission to play the leading role in Iran's industrial, financial, and social growth, it is the quality producer of more than 50% of Iran's steel in all major markets including automotive, construction, household appliances, and packaging. Mobarakeh Steel operates in seven industrial complexes and employs more than 20,000 people in different parts of the country.



Itinerary: Monday 26th September

08:30	Departure from Abbasi Hotel
09:30	Arrival at MSC
09:30-11:00	Site visit
11:00-12:00	Presentation
12:00-3:30	Lunch & praying
13:30	Departure from MS
14:30	Arrival in Isfahan and tour
17:00	Return to Abbasi Hotel

This field trip is solely organised by the hosts Mobarakeh Steel Company, and neither Metal Bulletin Events nor any of their Representatives will be liable for any costs, claims, damages, liability and expenses related to such Ancillary Events.

For further details and to book your place please contact Mobarakeh Steel representative:

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Registration



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metalbulletin.com/events/iransteel

*On-site registration is not available. Please register in advance.

Special discount for Iranian companies

1x	Iranian delegate:.....	£1,000
2x	Iranian delegates from same company.....	£1,900
3x	Iranian delegates from same company.....	£2,650
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9x	Iranian delegates from same company.....	£6,550
10x	Iranian delegates from same company.....	£7,200