

MetalBulletin
Events

20th Middle East Iron & Steel

Conference · 12-14 December 2016
Atlantis, The Palm,
Dubai, United Arab Emirates

Key speakers include:



**Abdulaziz Sulaiman
Al-Humaid**

Executive Vice President,
Metals, **Sabic**, and Former
Chairman, **Hadeed**



Anurag Bisaria

Chief Executive Officer,
Bahrain Steel



**Rayed Abdullah
Al-Ajaji**

President, **Unicoil**

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The premium MENA event for iron and steel

The event returns for its 20th instalment in a year which was set to be testing for the global iron and steel markets.

It is THE most attended event for the MENA iron and steel market and offers unparalleled networking opportunities with top executives from all the big players in the regional steel market as well as the global steel supply chain.

2015 delegates by job title (%)



38%

CEO
Chairman
Director
President
Vice President
Managing Director

15%

Head of Plant
Head of Department
Head of Region

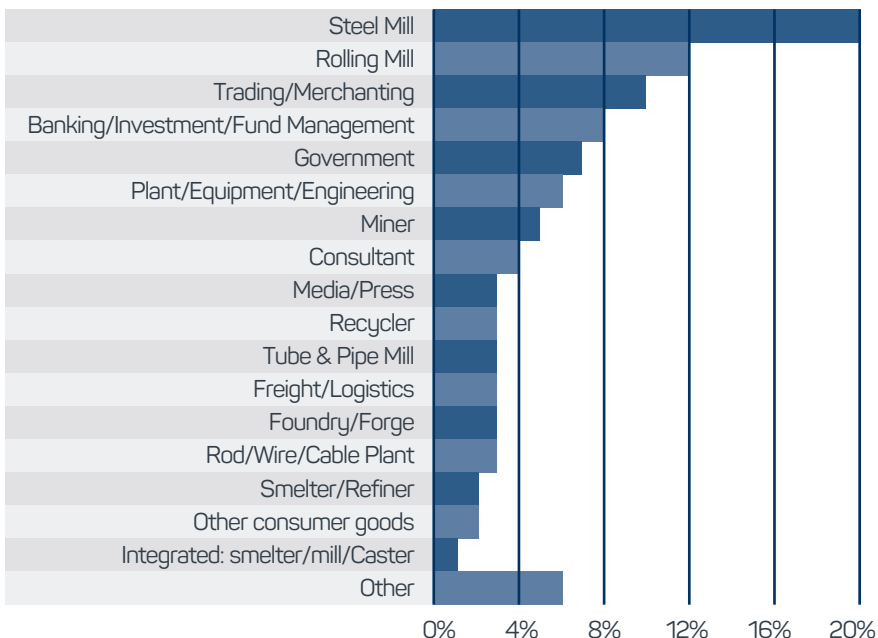
29%

Sales
Marketing
Business Development
Commercial Manager

18%

Other

2015 delegates by company type (%)



In 2015 the 19th Middle East Iron & Steel Conference welcomed...

816

delegates from...

414

companies based in...

35

countries

Who should attend?

- Steel mills
- Steel and raw material traders
- Iron ore producers
- DRI and HBI producers
- Scrap recyclers
- Technology providers
- Stockholders
- Construction companies
- Brokers
- Engineering and strategic consultants
- Shipping companies

Preliminary agenda

SMS  group

**SMS group
pre-conference seminar:
Technology for new
plants and
modernizations**

SMS group is a global leader in metallurgical plant technology and supplies integrated solutions for the entire process chain from iron and steel making to casting, rolling, tube and pipe production, processing and forging. This year, the SMS group technology seminar will focus on:

- Efficient plant concepts for iron making, steel making, long and flat products with minimum TCO
- Innovative Performance Modules to boost efficiency, productivity and product quality of existing plants with small investment
- Service concepts for MENA region to cut operational costs.

**Keynote panel:
Recovery and improving
production efficiencies –
how are GCC region
steel makers faring in
the global market?**

- One GCC market: WTO regulations, trade and customs – what solutions are there to protect the future of steel making in the region?
- What role will quality manufacturing play in future steel product mixes?
- Saudi Arabia: industrial evolution – what affects will the energy cost increase in KSA have on the steel industry? What will it mean for the competitiveness of Saudi Arabian steel products?
- Looking to the future – what should steel makers be focussing on to ensure survival and growth?

**Session II:
Global steel –
forecasting trade flows,
prices and capacity**

China – How are domestic Chinese market dynamics changing?

- How are government policies towards the steel industry shifting? Could these changes lead to the closure of high cost, low environmentally efficient capacity?

Global steel industry – what macro-economic factors are affecting steel demand?

- How are prices likely to evolve over the next 12 months?
- What will the global trade balance look like in 2017?

**Session III:
Regional steel – where
is growth likely to
come from?**

North Africa: recovery and growth

- New DRI plants in Algeria and burgeoning demand in Egypt

Iran: returning to the global and regional markets – how will Iran interact with the regional market?

- How is the Steel Masterplan 2020 progressing?
- What investment opportunities are there in Iran?
- What products are likely to be imported and exported?

Turkey: key exporter to the MENA region – how is the Turkish steel industry progressing?

- What volumes of steel are likely to be exported to the MENA region?

**Session IV:
End users –
Construction: what
projects are likely to
drive steel demand?**

- EPC contractors procurement panel

**Session V:
Raw materials – quality,
pricing and availability**

Iron ore: price stabilisation and market fundamentals

- How has a tightening in DR pellet supply affected prices?
- To what extent are pellet premiums sustainable and representative of the market?

**Session VI:
Technology – pelletizing,
DRI and steelmaking**

- Cutting edge technologies – how can technology suppliers support agile steelmaking? What improvements are being made in production efficiency, sustainability and OPEX?

**Session VII:
Finance and logistics –
strategies to support
growth and safe guard
against turbulence**

- Iron ore hedging – what advantages does hedging offer iron ore purchasers?
- Shipping and freight – where are prices heading? How are scrapping rates affecting availability?
- Financing the steel industry – what financial packages are available? How can financial products aid steel producers?

2015 attending companies include

- ABB Automation LLC
- ABN Amro
- Air Liquide
- Al Ghurair Iron & Steel LLC
- Al Ittefaq Steel Products Company
- Al Jazera Factories for Steel Products Ltd
- Al Rajhi Steel Industries Co Ltd
- Al Rashed Building Materials
- Al Tuwairqi Holding Company
- Al Yamamah Steel Ind Co
- Al-Ittefaq Steel Products Co
- Alpha Egypt Co
- Anglo American Marketing Limited
- AR Engineering Works
- Arabian Pipes Company
- ArcelorMittal
- Arfa Iron and Steel Co
- ASCOTEC Holding GmbH
- Attieh Steel Co Ltd
- Aumund Foerdertechnik GmbH
- AVEKS (Suisse) SA
- Badische Stahl-Engineering GmbH
- Bahrain Steel BSCC (E.C)
- Beijing M&R Steel Co. Ltd
- Bellmar Shipping and Trading Ltd
- Bloomberg News
- BNP Paribas (SUISSE) SA
- Borcelik
- Cargill
- China Simet International Trading Co Ltd
- CMI Industry
- Colakoglu Metallurgy
- CommodityEdge LLC
- Conares Metal Supply Ltd
- Credit Suisse AG
- Danieli & C Officine Meccanic
- Dongbu Metal
- Duferco
- Egypt Co For Steel
- Emirates Steel Company
- Erdemir Group
- Esfahan Steel Company
- Eships Oldendorff Logistics
- Essar Steel Middle--East FZE
- Eurobend GmbH
- Euromet SA
- European Metal Recycling
- EZZ Steel
- Ferrexpo Middle East FZE
- Focus Airconditioning Industries LLC
- Foolad Technic International Engineering Co
- Foulad Yar Group Corp
- Foulath Holding
- Freight Investor Services
- Global Steel Dust Ltd
- Gohar Zamin Iron Ore Co
- Goldman Sachs International
- Golgohar Investment & Development Co
- Gulf Investment Corporation
- Hadeed
- Hebei Yuxuan Steel
- Holman Fenwick Willan LLP
- Hormozgan Steel Co
- IMIDRO
- Iranian Ghadir Iron & Steel Company
- Iranian Steel Producers Association
- Iritec
- Iron Ore Company of Canada/ Rio Tinto
- IROPEX
- ISD Corporation
- ITOCHU Corporation
- Itritec GmbH
- Izmir Demir Celik Sanayi AS
- JFE Steel Corporation
- Jindal Steel DMCC
- JP Morgan
- JSC Severstal Management
- Kandil Steel
- Khouzestan Steel Co
- Kobe Steel Ltd
- Kuettner GmbH & Co KG
- KWT Steel
- Liberty Group
- Linde Gas Asia Pte Ltd
- Linkas Steel
- LKAB
- London Metal Exchange
- Macsteel International Trading BV (DMCC Branch)
- Magnesita
- McKinsey
- MEED
- Metalloinvest Trading Ag
- Metfina Metal Ltd.
- Metinvest International SA
- Metso
- Middle East Steel Magazine
- Midrex Technologies Inc
- Minmetals
- Mitsubishi Corp
- Mitsui & Co Ltd
- MMTE
- Mobarakeh Steel Company
- MS Steel International FZCO
- National Bank of Egypt
- Natixis Dubai Branch
- Nidec ASI LLC
- Orind Special Refractories Ltd
- Outotec GmbH
- Paul Wurth
- Praxair Gulf Industrial Gases LLC
- Primetals Technologies
- Promeks Foreign Trade Company
- PSI DMCC
- Qatar Steel Company FZE
- RHI AG
- Rio Tinto
- Sabc
- Salzgitter Mannesmann Handel
- Samarco Iron Ore Europe BV
- Saudi Basic Industries Corporation
- Saudi Industrial Development Fund
- Saudi Lime Industries Co
- Saudi Steel Pipe Company
- Schmidt + Clemens Group
- Senaat
- Severstal Export
- SGL Carbon GmbH
- Shadede Iron and Steel
- Shanghai Steelhome
- Sharq Sohar Steel Rolling Mills LLC
- SIMS METAL MANAGEMENT
- Sinomaterial International Co Ltd
- Sirjan Jahan Steel Co SJSCO
- SMS Group
- Societe Generale
- Sofan Steel
- Sohar Port and Freezon
- Solb Steel Company
- South Steel Investment & Development Co
- Specta Group
- Steel Products Company Ltd.
- Stemcor
- Suez Steel Co
- Sulb
- Swiss Singapore Overseas Enterprises PTE LTD
- Tangshan Donghua Iron & Steel Enterprise Group Co Ltd
- Tarwada International Steel Manufacturing LLC
- Tata Steel Consulting
- Tenova SpA
- TUF Commodities DMCC/ Bahrain Ferro Alloys
- Turkish Steel Exporters' Association
- UBS Switzerland AG
- United Sulb Company (Saudi Sulb)
- Universal Metal Coating Co Ltd (UNICOIL)
- Vale
- Vertex General Trading LLC
- Vesuvius
- Vezzani SpA
- Wood Mackenzie
- Zamil Group Holding Co
- ZSC Group

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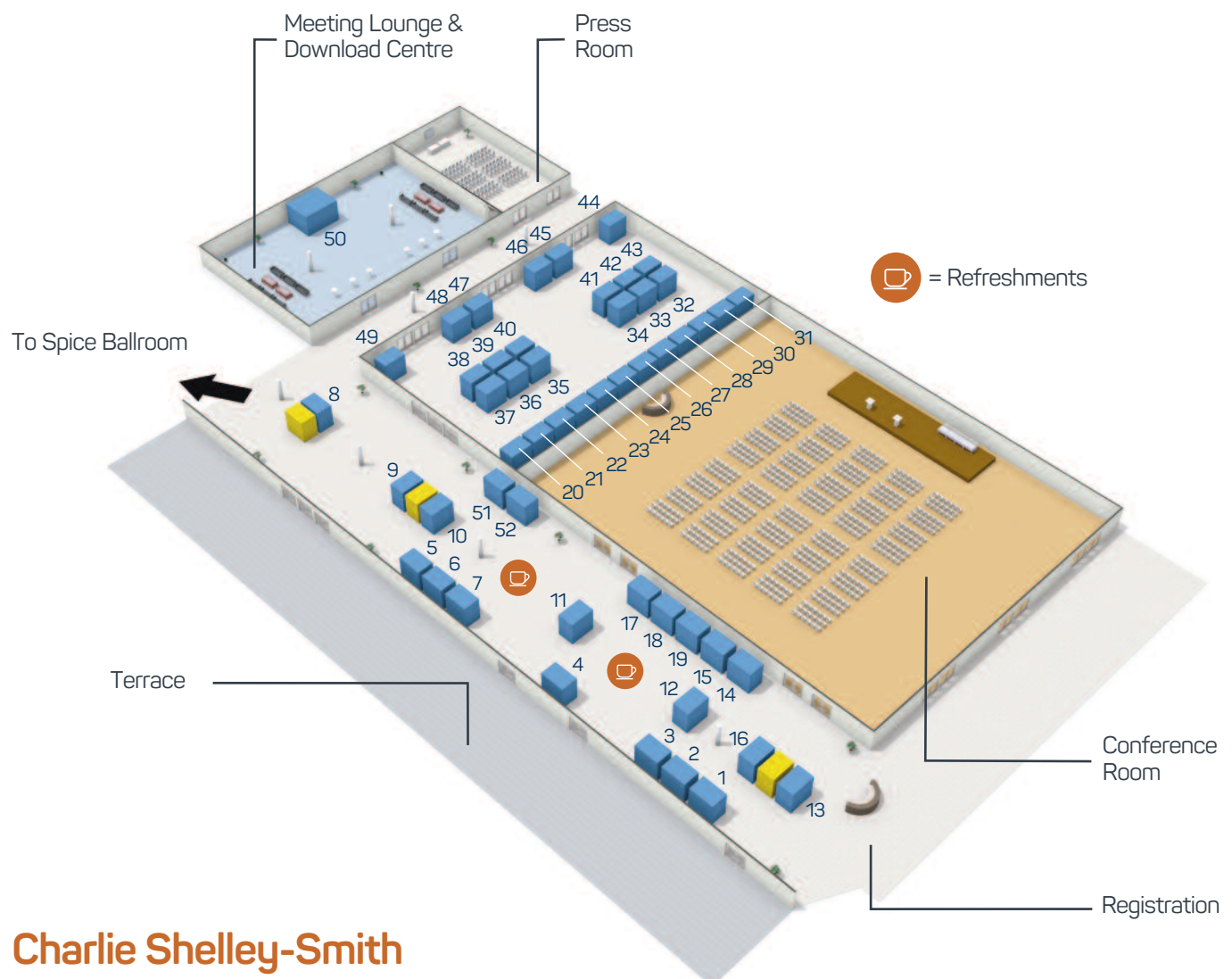
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"Fits the world of steel into a conference hall!"

Sanjay Roychoudhury, Department Head - Operations, Unicoil

Easy ways to register

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Prices

SAVING
£400

Super early bird

offer until August 5, 2016

£1,399

SAVING
£200

Early bird

offer until October 14, 2016

£1,599

Standard price

after October 14, 2016

£1,799

"The most sought after steel event in Middle East"

S K Ray, General Manager, Shadeed Iron & Steel LLC