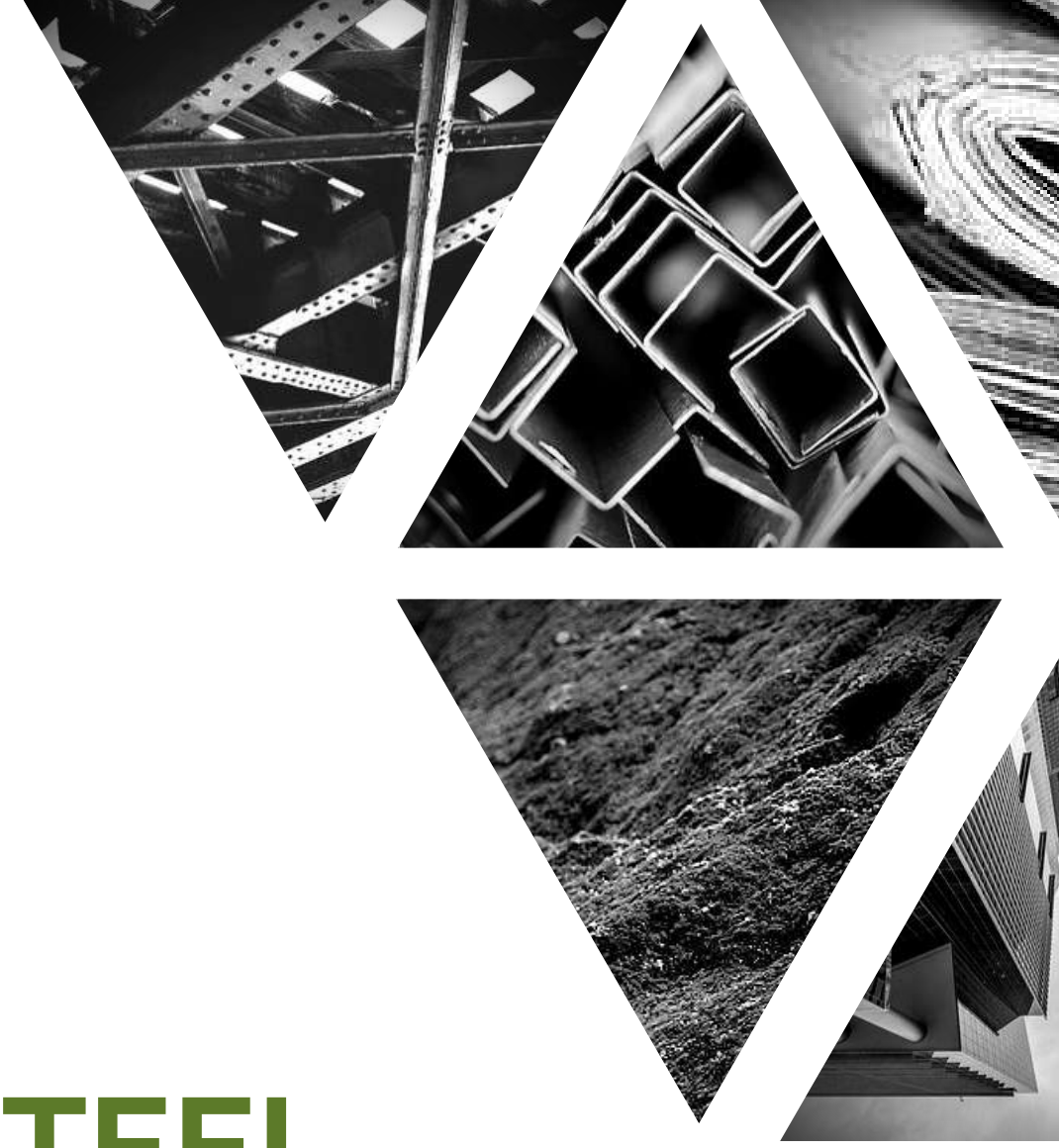

ASIA STEEL

MARKETS 2017 CONFERENCE

28-29 MARCH, 2017

HO CHI MINH CITY, VIETNAM

This conference will be available in English and Vietnamese via simultaneous translation

www.kallanish.com

EVENT DETAILS

Kallanish is pleased to launch the first Asia Steel Markets conference in Ho Chi Minh City, Vietnam, in March 2017. Vietnam has enjoyed strong and sustained growth to become the largest steel consumer in the ASEAN region.

Southeast Asia has long been the pivot for the global steel industry: it has the fastest demand growth, it takes the most Chinese steel exports and it is now a hub for investment in new capacity. Continued growth in steel consumption is expected in 2017, with approximately two-thirds supply coming from imports.

Respected industry speakers will address: trends in investment, trade, raw materials, supply and demand, and steel pricing. Which markets will see the strongest growth? Which suppliers are best placed to take advantage of shifting trade flows? Is investment in ever greater steelmaking capacity wise now that China's rapid growth has come to an end?

Kallanish Asia Steel Markets 2017 will provide an unrivalled opportunity to network with industry professionals, and hear insightful presentations on a range of key issues affecting the South East Asian steel industry today.

VENUE

Park Hyatt Saigon

Address: 2 Lam Son Square, District 1
Ho Chi Minh City (Saigon), Vietnam
Phone: +84 8 3824 1234

DATE

28th March 2017 - Plant Tour, Pre-registration, Opening Keynote session and reception

29th March 2017 - Registration and conference

PRICE

The delegate fee includes conference materials, coffee break refreshments, 1 lunch, 1 cocktail reception, and the plant tour.

Group Rate Exp 27 Mar	$900 / £700 / €800
Full price Exp 27 Mar	$1200 / £920 / €1100

To qualify for the Group Rate, bookings need to be made at the same time, and include 3 or more delegates from the same company.

On the day registrations will incur a 10% surcharge.

TRANSLATION

This conference will be available in English and Vietnamese via simultaneous translation

Collect your headset at registration to use during the conference presentations.

SPEAKERS

TRINH KHOI NGUYEN
DEPUTY GENERAL DIRECTOR
VIETNAM STEEL CORPORATION

DR NGUYEN VAN SUA
VICE CHAIRMAN
VIETNAM STEEL ASSOCIATION

RAJIV MANGAL
PRESIDENT & CEO
TATA STEEL (THAILAND)

GRAEME TRAIN
SENIOR ECONOMIST
TRAFIGURA

DEREK LANGSTON
SENIOR DIRECTOR
SSY CONSULTANCY & RESEARCH

DR SEBASTIAN LANGENDORF
CEO
MERANTI SINGAPORE

GUERGUI PIRINSKI
MARKET ANALYST
NOBLE GROUP

HIROYUKI UONO
STAFF WRITER
JAPAN METAL DAILY

IAN ROPER
COMMODITIES ANALYST
MACQUARIE SECURITIES

AJOY ROY
PARTNER, SARDUL AMARCHAND
MANGALDAS & CO

CIHAN AKDENIZ
MARKET ANALYST
TURKISH STEEL EXPORTERS

QUOC HAI PHAN
DIRECTOR
FEROMINCO CO. LTD

THOMAS GUTIERREZ
MANAGING EDITOR ASIA
KALLANISH

KALLANISH ASIA STEEL MARKETS 2017

PROGRAMME

This conference will be available in English and Vietnamese via simultaneous translation

TUESDAY 28TH MARCH, 2017

07:30	Plant tour departs (returns 14:30)
12:00	Registration Open (until 15:30)
15:30	OPENING KEYNOTE SESSION Southeast Asia is at the center of global steel demand growth and the most vibrant market for steel trade. We will be looking at some core areas of strength, such as the rebound in Thai steel imports and the relatively new but exciting market in Myanmar, as well as lessons that the Vietnamese industry can learn from other Asian economies. Which markets will see the strongest growth? How will the major Asian steel producers respond? This truly international session will help us put our own businesses in a global perspective.
17:00	Opening Cocktail Reception

WEDNESDAY 29TH MARCH, 2017

08:00	Registration open
09:00	Welcome address
09:05	SESSION 1: SETTING THE SCENE: CHALLENGES & OPPORTUNITIES IN ASIAN STEEL MARKETS Southeast Asia is at the center of global steel demand growth and the most vibrant market for steel trade. We will be looking at some core areas of strength, such as the rebound in Thai steel imports and the relatively new but exciting market in Myanmar, as well as lessons that the Vietnamese industry can learn from other Asian economies. Which markets will see the strongest growth? How will the major Asian steel producers respond? This truly international session will help us put our own businesses in a global perspective.
10:30	Coffee Break
11:00	SESSION 2: SHIFTING ASIAN TRADE FLOWS - NEW MARKETS, NEW SUPPLIERS With Asian steel trade a key factor in global steel pricing, understanding trade flows has never been more important. In addition to the views of major international traders, the session will look at developments in shipping and logistics, and take a look at emerging trends in trade defence measures. We will also hear from some of the major exporting economies, which are now taking market share away from China. How will the cost of trade influence your supply and demand? Which suppliers are best placed to take advantage of shifting trade flows?
12:30	Lunch
14:00	SESSION 3: RAW MATERIAL COSTS - HOW TO AVOID THE NEXT EARTHQUAKE None of us wants to be caught out by the next dramatic swing in raw materials prices. Following a year in which the global steel market was turned on its head by unexpected developments in mining, this session is the perfect place to hear the latest trends and forecasts before they hit your bottom line. What lies ahead in raw materials price volatility? How can you be prepared for the next realignment in steelmaking costs?
15:15	Coffee Break
15.45	SESSION 4: PANEL DISCUSSION: THE FUTURE OF ASIAN STEEL TRADE & INDUSTRY China's huge volume of steel exports has made global headlines and become a political hot potato in countries across the world. But is it deliberately flooding international markets or is it being scapegoated by less successful industries elsewhere? Are trade barriers necessary to protect local steelmakers or are they an impediment to downstream processors and manufacturers? Global trade is what links the price of Australian iron ore, Chinese steel and finished products globally, so how will it impact your business in the coming years?

KALLANISH ASIA STEEL MARKETS 2017 ATTENDEE LIST

COMPANY	POSITION	COUNTRY
CMC Cometals Company	Manager	Australia
Steelforce Far East Ltd	Managing Director	Belgium
Kallanish	Managing Editor Asia	China
Network Steel	Director Network Steel Shanghai Office	China
Navex Asia Ltd	Trader	China
Cvaceros AG Shanghai Representative Office	Assistant Chief Representative	China
Cvaceros AG Shanghai Representative Office	Chief Representative	China
Shanghai Flame Steel Material Co., Ltd	Managing Director	China
Navex Asia Ltd	Managing Director	China
Navex Shipping Partnership Ltd	President	China
Trafigura Pte Ltd	Senior Economist	China
Tangshan Grand Faith Steel Co., Ltd	Sales manager	China
Metso Minerals Oy	Procurement	Finland
Kranunion GmbH	Chief Representative	Germany
Kranunion GmbH	Product Manager	Germany
Primex Steel Trading GmbH	Managing Director	Germany
Network Steel Suisse AG	Manager	Germany
Steelforce Far East Ltd	Trading Manager	Hong Kong
European Metal Recycling Ltd	Director	Hong Kong
CMI FPE Limited	Chief Operating Officer	India
CMI FPE Limited	Corporate Communication	India
Indrox Global Pvt. Ltd	Sr. General Manager	India
Indrox Global Pvt. Ltd	Sr. General Manager	India
Indrox Global Pvt. Ltd	Director	India
Shardul Amarchand Mangaldas & Co	Partner	India
Japan Metal Daily	Staff Writer	Japan
Nippon Steel & Sumikin Research Institute	Researcher	Japan
Lhoist Malaysia Sdn Bhd	Senior Steel Market Manager - Asia	Malaysia
Roba Metals B.V.	Senior Account Manager	Netherlands
Roba Metals B.V.	Managing Director	Netherlands
Meranti Singapore Pte. Ltd.	CEO	Singapore
Macquarie	Commodity Strategist	Singapore
Noble Resources International Pte Ltd	Analyst	Singapore
Marubeni-Itochu Steel	Chairman	Singapore
Kwan Tak International (Singapore) Pte Ltd.	Deputy General Manager	Singapore
DSA resources	Director Sales Asia Pacific	Singapore
Kubach & Sambrook (South Africa) (Pty) Ltd.	General Manager	South Africa
Network Steel	International Sales	Spain
Network Steel	Vice President	Spain
Network Steel, S.L.	President	Spain
Joo Shun Co., Ltd	Director	Taiwan
Taiwan Court	General Manager	Taiwan
Paul Wurth International	Managing Director	Taiwan
Vesuvius (Thailand) Co., Ltd	Area Director South East Asia	Thailand
European Metal Recycling Ltd, Thailand	Country Head	Thailand
Tata Steel (Thailand) Public Company Limited	President & CEO	Thailand
Turkish Steel Exporters Association	Market Analyst	Turkey
Al Ghurair Iron & Steel LLC (AGIS)	Deputy Manager - Marketing	United Arab Emirates
SSY Consultancy & Research	Senior Director	United Kingdom
Kubach & Sambrook (Metals) Limited	Director	United Kingdom
The Coeur d'Alenes Company	CMC Vietnam Agent	United States
DVS Steel	Chairman of the Board of Directors	Vietnam
Hoa Sen Group Joint Stock Company	General Director	Vietnam
Hoa Sen Group	Deputy General	Vietnam
Hoa Sen Group	Director General	Vietnam
Hoa Phat	Director	Vietnam
Vesuvius Vietnam	Sales Manager	Vietnam
Vietnam Steel Association	Vice Chairman	Vietnam
Vietnam Steel Corporation	Chairman	Vietnam
Ferominco Co. Ltd	Director	Vietnam
NS BlueScope (Vietnam) Limited	Vice President Supply Chain	Vietnam
NatSteelVina Co., Ltd	Commercial Manager	Vietnam
NatSteelVina Co., Ltd	General Director / Country Manager	Vietnam
Marubeni-Itochu Steel Vietnam Co. Ltd	General Director	Vietnam
The Rep Office of Tenova S.P.A.	General Manager	Vietnam
NS BlueScope (Vietnam) Limited	Country President	Vietnam
Tenova Vietnam Co., Ltd	Chief Representative Officer	Vietnam
Vietnam Steel Association	Representative of VSA in HCMC	Vietnam
Vietnam Steel Association	Chairman	Vietnam
Southern Steel Corporation	General Director	Vietnam
Phu My Flat Steel Company	General Director	Vietnam
Ton Dong A Corporation	Chairman and CEO	Vietnam
Toan Thang Steel Co., ltd	Chairman	Vietnam
Pomina Steel Corporation	Deputy General Director	Vietnam
Pomina Steel Corporation	Deputy General Director	Vietnam
Pomina Steel Corporation	Director	Vietnam

List last updated 14 Mar 2017

PLANT TOUR

Conference attendees can also book a place on the plant tour. Places are available on a first come first served basis and all plant tour attendees need to pay the $50 administration fee.

Depart:	28th March at 07:30*
Return:	28th March at 14:30
Meeting point:	Lobby Park Hyatt Saigon
Cost:	US$ 50
Includes:	Return coach travel

**Departure and return time subject to change.*

Southern Steel Company (SSC) operated under Vietnam Steel Corporation (VNS), is located in Phu My I industrial zone, Ba Ria-Vung Tau province with 644 employees. Southern steel company previously known as Phu My factory, has undergone new capacity investments by VNS. This includes: new melt shop capacity of 500,000 tons billet per year; rolling mill capacity of 400,000 tons per year of rebar, channels and wire rod, and increased port capacity to one millions tons per year.

Phu My Steel Company (PFS) a subsidiary of Vietnam Steel Corporation (VNS), is located in Phu My I industrial Zone, Ba Ria-Vung Tau Province in a 15 hectare area. Phu My Steel company received a total investment of USD129 million by VNS. PFS now operates an advanced 4-high cold rolling production line of Italian, America, and Austrian technology. There are 5 production processes: push-pull picking line, 4- high cold reversing, batch annealing plant, 4-high temper mill, recoiling line, with an annual capacity of 405,000 tons. PFS specializes in annealed cold rolled coil, full hard cold rolled coil (Full Hard, CQ, High Class Use, Conventional Use) and pickled and oiled coil (P.O) accordance with JIS standard of Japan, DIN standard of Europe, and ASTM standard of America.

REGISTER

YOUR DETAILS

Name _____
Job Title _____
Company _____
Address _____
Address _____
Phone _____
Email _____

PRICES

☐ GROUP RATE EXPIRES 27 MAR $900 / £700 / €800

☐ FULL PRICE: EXPIRES 27 MAR $1200 / £920 / €1100

In order to qualify for the Group Rate, you must book for 3 or more people from the same company at the same time. Fee includes: conference materials, lunch, refreshments.

PAYMENT DETAILS

☐ Mastercard ☐ Visa ☐ Amex ☐ Maestro

Name on card _____
Card Number _____
Billing Address _____
_____
Expiry Date ____ / _____ CVV: _____
Signature _____

If you prefer to pay by bank transfer, we will send you an email with invoice to the email address above.

RETURN THIS FORM

Email: info@kallanish.com
By fax: +44 (0) 208 711 3840

If you have any difficulties, please feel free to contact us on the phone numbers below:

London: +44 208 735 6520
Singapore: : +65 9766 8157

CONFIRMATION

By signing below, you confirm that you have read and agreed to the terms and conditions overleaf.

SIGNATURE: _____ Date: _____

TERMS & CONDITIONS

The following Terms & Conditions form the basis on which any services, information and materials are provided to any company, organisation and/or individual (together referred to as "you" in these Terms & Conditions) by or on behalf of Kallanish Limited or related companies (all referred to as "Kallanish") except where and insofar as any alternative Terms & Conditions have been specifically agreed by Kallanish. By accessing or using any Kallanish service, information or materials you agree to be contractually bound by such Terms & Conditions. These Terms & Conditions may be updated from time to time.

Event descriptions, content, dates and venues

Kallanish reserves the right at any time to make reasonable changes to events, courses and other services provided including, but not limited to, changes to descriptions, content, dates, times, speakers, guests and venues, without liability. In the event of cancellation, Kallanish will make reasonable efforts to provide an alternative and where this is not possible, will refund monies received from you by Kallanish with respect to what has been cancelled. Kallanish is not responsible for travel arrangements, accommodation, or any other arrangements that you make in connection with the services provided by Kallanish.

Registration

When registering for any event, course or service provided by Kallanish you must provide details of any special requirements including any requirements relating to diet, physical disability, mobility problem or other condition requiring special care or attention. You are also invited at that time to inform us about any additional requests that you may have. Kallanish reserves the right to make an additional charge for requirements and requests that can be accommodated. Kallanish shall have no obligation to provide any service, information or materials unless and until the relevant registration has been accepted and satisfactory payment arrangements have been made. Kallanish reserves the absolute right to refuse to allow attendance at any course or event or access to any service if any payment is not received in time or if Kallanish has reasonable grounds to believe that payment arrangements made are not satisfactory.

Your right to cancel or transfer

Kallanish's services are generally designed for business, trade and professional use. If, however, the Consumer Protection (Distance Selling) Regulations 2000 apply, you may cancel your registration within 14 days of making it provided that services have not commenced. Apart from any such right, a cancellation fee of 25% of the total fee, including VAT, shall apply with respect to cancellations up to 30 days prior to the commencement of the relevant course, event or service and after this the cancellation fee shall be 100% of the fee including VAT. Subject to notice to Kallanish at least 48 hours before the commencement of any service, course or event, the reservation may be transferred to another person without charge. Within 48 hours, a charge of 10% of the fee may be made.

Disclaimer

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Use of personal data

Personal data is gathered and used to enable Kallanish to provide services to you. This may involve passing details on to third parties. Such details may also be used by Kallanish for marketing purposes including sending information about Kallanish's services and other products. Such details will not otherwise be passed on to third parties without your consent.

Third party rights

An individual, company or organisation not party to any agreement between you and Kallanish shall not have or acquire any rights under or in connection with it. Law and jurisdiction These Terms & Conditions shall be governed by and construed in accordance with the laws of England and Wales and the parties agree to submit to the non-exclusive jurisdiction of the Courts of England and Wales in order to resolve any dispute or difference between the parties or to enforce or take any other legal action in connection with any contract to which these Terms & Conditions apply.