

KALLANISH PRESENTS THE 3RD ANNUAL

EUROPE STEEL MARKETS 2018

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Port of
Antwerp



Antwerp, Belgium



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OVERVIEW

Join the 3rd annual Kallanish Europe Steel Markets 2018 held on the 20-21 June in Antwerp Belgium.

This 2 day conference will present an unparalleled opportunity to network with top executives from the region as well as the global steel supply chain.

Conference Topics

- Global and European steel update: Macro economic overview, European steel supply and demand update, steel price trends
- Investments, Mergers and Finance: update on mergers, investments and availability of project and trade finance
- Raw materials and other inputs: Iron ore, scrap, coking coal and energy
- EU Policy, Section 232 Tariffs, Trade and Protectionism: EU trade policy, market variations across Europe, and the effects of Section 232 tariffs
- Trade, Production and steel prices: Markets and price trends, and focus on evolving import and export markets – Turkey, India, Russia, Middle East EDITED
- End-use sectors: Demand growth – Automotive, construction, engineering and white goods
- Supply chain management: best practices and performance optimization – freight, logistics, stockholding and digitalization

CONFERENCE DIRECTOR



BIJAN FARHANGI
EVENTS DIRECTOR
KALLANISH COMMODITIES

EUROPE STEEL MARKETS 2018

20-21 JUNE 2018 | ANTWERP, BELGIUM



SPEAKERS



Marcel Genet
Managing Director
Laplace Conseil



Laurent Plasman
Head of Op Marketing
ArcelorMittal Europe



Ian Sinclair,
Director,
Liberty Steel PM



Gorkem Bolaca,
Managing Director,
Galex Steel Int



Karl Tachelet
Director IntAffairs,
Eurofer



Dan Hilliard
Editor North America
Kallanish Steel



Gareth Stace
Director
UK Steel



Tommaso Sandrini,
President,
Assofermet Acciai



Ersun Ozdemirel
Export Manager
Borcelik Celik Sanayii



Friso de Vries
Director
Laura Metaal



Christian Germeroth
Senior Manager
Bronk & Company



Joeri Tielemans
Director
Euroports



Ann De Smet
Bus Dev Manager,
Port of Antwerp



Derek Langston
Senior Director
SSY



Wibo Feijen, CEO
Steel Solutions Global
Distribution BV



Tomas Gutierrez
Managing Editor Asia
Kallanish



Darren O'Riordan
Director
Stemcor Ansteel



Daniela Entzian
Consultant
BDSV



Georges Kirps
Director General
EUROMETAL



Klaus Heller
Steel Analyst
Independent Consultant



Roger Emmott - MD
Roger Emmott
Associates L.



Sonja Nitscke,
CCO,
Euroports

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PROGRAMME

WEDNESDAY, 20 JUNE

08:00 Registration

08:55 Chairman's welcome

09:00 **Session 1: Setting the scene - Debating the big picture**

The global steel sector and its raw material suppliers continue to be caught up in trends largely beyond their control. In this opening session, steel experts will provide an overview of the challenges facing the European steel industry, and the new opportunities being thrown up by the changing market conditions. EU steel imports recorded new highs in early 2018; but how will US tariffs and EU policy impact this trend? Will global steel markets experience seismic shifts in steel trade flows? Is Europe already fairly well protected by trade barriers built up over recent years? Against this backdrop, European steel consolidation continues. How will European M&A activity affect steel supply and pricing? To what extent will US tariffs and EU policy impact on-going M&A? How is investment strategy influenced in today's volatile steel landscape? With all this and more, what can we expect for the rest of 2018 and 2019? The only certainty is opinions remain diverse.

10:45 Coffee Break

11:15 **Session 2 Part A – Trade Flows & Trade Wars: Policy**

Policies, tariffs and trade issues have been at the centre of the steel market for over two years now. What new challenges lie ahead and how have the decisions taken by President Trump and the European Commission impacted the market? Will 2018 record a massive hike in steel imports into Europe, and if so, where from? Steel experts will analyse policy decisions, tariffs, markets and price trends, with a focus on new suppliers, export markets, and end-use sectors.

12:30 Lunch

14:00 **Session 2 Part B – Trade Flows & Trade Wars: Markets**

15:15 Coffee break

15:45 **Depart for Port tour and Cocktail reception**

THURSDAY, 21 JUNE

08:30 Registration

08:55 Chairman's welcome

09:00 **Session 3 - Supply Chain management; best practices**

As the global and European steel industry adjusts to the new era of US-tariffs, and changing trade flows, adding value through the supply chain has never been more important. Industry experts assess the impact of changing requirements and solutions on transport, handling and logistics options in the European steel supply chain.

10:30 Coffee Break

11:00 **Session 4 - Raw Materials scrutinised**

Despite positive signals on global steel production & capacity utilisation rates this year, seaborne iron ore prices are being dragged down by lower Chinese steel prices. Meanwhile, US tariffs are expected to cause a rise in scrap prices as a large portion of US scrap currently exported, is expected to stay in the US to cater for increased US steel output. On the other-hand, the worrying state of Turkey's economy and patchy demand for Turkish long products, seems likely to maintain downward pressure on scrap prices. Speakers will discuss the key supply and demand drivers for Chinese iron ore, and the global scrap market.

11:45 **Session 5: 60 Minutes - The Future direction of European Steel Trade, Production & Prices**

A broad range of issues will impact the steel sector in both within Europe and globally this year. A panel discussion by some of the best-informed and influential people will help focus which trends will be the most important. The panel session will be a rare opportunity to see a range of views debated face-to-face and will provide a great opportunity to put your own questions to senior figures in the sector.

12:45 Chairman's Closing Remarks

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KEY INFORMATION

Venue:

Crowne Plaza
Gerard le Grellelaan 10, 2020
Antwerpen, Belgium
+32 3 259 75 00

Dates:

Wednesday, 20th June 2018

Registration, Conference Sessions, Cocktail Reception

Thursday, 21st June 2018

Registration, Conference Sessions, Lunch

What is included?

Access to all conference sessions
Conference presentations
Coffee Breaks and Lunch
Networking Cocktail Reception



PRICING DETAILS

	Super Early Bird Exp 21/3	Early Bird Exp 15/5	Full Price Exp 19/6
General price	Expired	Expired	€1100
Subscriber price	Expired	Expired	€1000
Association price	Expired	Expired	€1000

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Association Rate

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Press Passes

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VENUE

Overview

Kallanish Europe Steel Markets 2018 will be held at the centrally located Crowne Plaza. With unique panoramic views overlooking the skyline of Antwerp, you will be able to work, relax, and fully maximise your conference attendance at this contemporary venue.



Address

Crowne Plaza
Gerard le Grellelaan 10, 2020
Antwerp, Belgium
+32 3 259 75 00

Location

The conference venue is within easy reach of:

- Brussels Airport within 25-minute drive
- Antwerp Airport within 10-minute drive
- Antwerp Central railway station for high speed trains (Thalys, TGV)
- Amsterdam within 2-hour drive
- Paris, Dusseldorf, and many other cities are within a 3-hour drive

Accommodation

- You can book a discounted hotel room at the conference venue as soon as your conference place has been confirmed.
- Discounted accommodation rates available to confirmed delegates at EUR135/night, inclusive of Services and VAT.
- Rate includes American Breakfast Buffet, Free wifi and use of the Pool & Wellness Centre . City tax of EUR2.39 per person per night not included



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WHO IS ATTENDING?

COMPANY	POSITION	LOCATION
Alcar Wheels GmbH	Managing Director	Austria
Aneka nv	Director	Belgium
Bekaert	Technical Manager Wire Rod Europe	Belgium
ESD - European Steel Distribution Bvba	Founder	Belgium
Eurofer	Director International Affairs	Belgium
Euroports	Director	Belgium
Euroports	Business Development manager	Belgium
Gemini Corporation nv	Commercial Director	Belgium
Manuchar Steel NV	Sales manager Europe	Belgium
Manuchar Steel NV	-	Belgium
NV Bekaert SA	European Wire Rod Purchasing Manager	Belgium
Pisec Group GmbH	Senior Sales Manager	Belgium
Port of Antwerp	Business Development Manager	Belgium
Port of Antwerp	Business Development Manager	Belgium
Stow International	Purchasing Exec. Raw Materials	Belgium
Vesuvius Group sa	Marketing Manager Flow Control Europe	Belgium
Lhoist Europe	Senior Business Analyst	Belgium
NV Bekaert SA	Technical Manager Wire Rod Europe	Belgium
Kallanish	Managing Editor Asia	China
Trinecke Zelezarny, a.s.	Marketing Manager	Czech Republic
ATHENA CONSEIL EN ENERGIE ET INDUSTRIE	Dirigeant	France
Laplace Conseil	Managing Director	France
Bankhaus Lampe KG	Research Analyst	Germany
BDSV - Federal Association of German steel recycling	Business Administration and Taxes	Germany
Bronk & Company	Senior Manager	Germany
Euroports	-	Germany
Marubeni-Itochu Steel Europe GmbH	Manager Sales Coordination	Germany
Primex	-	Germany
Specta Group	CEO	Germany
Specta Ruhr GmbH	Managing Director	Germany
S. Kamaridis Steel SA (SKS)	CEO	Germany
ArcelorMittal CLN	Board Managing Director	Italy
S. POLO LAMIERE Spa	Manager	Italy
ArcelorMittal Europe Flat	Head of Operational Marketing	Luxembourg
Eurometal	Director General	Luxembourg
Broekman Logistics	Sales Manager	Netherlands
Credit Europe Bank N.V.	Account Manager Corporate Banking	Netherlands
Laura Metaal	CEO	Netherlands
Roba Metals	General Manager Steel Division	Netherlands
Steel Solutions	Owner + Director	Netherlands
Saferoad Daluiso A/S	Procurement Director	Norway
'ENERGOPROM MANAGEMENT JSC	Head of Strategic Marketing	Russia
Specta Group	COO	Russia
Network Steel	International Sales	Spain
Sidenor Aceros Especiales, S.L.	SALES MANAGER	Spain
Sternor Ansteel	Director	Spain
self employed	Steel Analyst	Switzerland
Stahl Gerlafingen AG	Marketing & Sales Manager	Switzerland
Borcelik	Export Executive	Turkey
BORCELIK CELIK SANAYII A.S.	Export Manager	Turkey
Erdemir	Market Research & Analysis Supervisor	Turkey
Erdemir	Market Research & Analysis Analyst	Turkey
CARES	CEO	United Kingdom
CARES	General Manager	United Kingdom
Carmeuse Europe	Key Accounts Manager Industry	United Kingdom
Galex Steel International	Managing Director	United Kingdom
Liberty Steel	Chief Business Development Officer	United Kingdom
MEPS International Ltd	Researcher	United Kingdom
Pandrol UK Limited	Production Director	United Kingdom
SSY Consultancy & Research	Senior Director	United Kingdom
The Thomson Reuters	Reporter	United Kingdom
UK Steel	Director	United Kingdom
Roger Emmott Associates Limited	Managing Director	United Kingdom
Kallanish Commodities	Editor Steel	United States
The Coeur d'Alenes Company	President / CEO	United States

Last Update 12/06

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WHO ATTENDED LAST YEAR?

COMPANY	POSITION	LOCATION
Asociación de Trefiladores del Acero	President	Spain
Acermet Comunicación	Journalist	Spain
AEGE	President	Spain
ANFAC	Communications Director	Spain
AP Global, S.L.	General Manager	Spain
ArcelorMittal	Country Manager & President	Spain
ArcelorMittal	CMO Rails & Special Sections	Luxembourg
ArcelorMittal Flat Carbon Europe	Head of Operational Marketing	Luxembourg
ArcelorMittal Perfiles	Managing Director	Spain
ArcelorMittal Spain	Head of Communications, PR&CR	Spain
Bamesa	Purchasing Manager	Spain
BORCELIK CELIK SANAYII A.S.	Export Manager	Turkey
Broekman Logistics Division BV.	Sales Manager	Netherlands
CARES	CEO	UK
CARES	General Manager	UK
Celsa	Commercial Director	Spain
Comercial de Laminados	Commercial Director	Spain
Eurofer	Director International	Belgium
Eurometal	Managing Director	Luxembourg
Eurometal	Marketing Manager	Luxembourg
Euroports	Business Development Manager	Belgium
EVRAZ East Metals	Market Analyst	Switzerland
Ferpinta, S.A	Corporate Development	Portugal
Ferrovial	Procurement Manager	Spain
Fowle and Co Ltd	Managing Director	UK
Gamma Trade	Managing Director	Switzerland
Grupo Comercial de Laminados	CEO	Spain
Hadley Group	Head of Procurement	UK
Independent Consultant	Director	UK
Interfer Steel and Commodities	Head of Europe - Flat Products	Spain
International Steel Trade association	Chairman	UK
KrohM Stahl GMBH	General Manager	Germany
Lhoist Europe	Senior Business Analyst	Belgium
London Metal Exchange	Deputy Head of Ferrous	UK
Manuchar Steel N.V.	Trader Europe and South-America	Belgium
Manuchar Steel N.V.	Trader Europe and Caribbean	Belgium
Marcegaglia Carbon Steel	Senior Sales Manager	Italy
Megasa	Sales Director	Spain
MEPS	Analyst	Spain
Metso Minerals Oy	Global Category Manager	Finland
Monstanstah GmbH	Director	Germany
Monstanstah GmbH	Head of Sales for Indirect Sales & Intl	Germany
Monstanstah GmbH	Head of Sales, Germany, Austria & Switzerland	Germany
Moody's	VP	UK
MPI	MPI	China
Network Steel	International Sales	Spain
Network Steel	Vice President	Spain
Network Steel Suisse AG	Commercial Director	Switzerland
Network Steel Suisse AG	CEO	Germany
Network Steel, S.L.	President	Spain
Noviostaal - Acca Staal BV	Owner and General Manager	Netherlands
Pasek Industrial & Mining	Managing Director	Spain
Railsider Mediterraneo	General Manager	Spain
Ramada Aços - Special Steel Solutions	-	Portugal
Ramada Aços - Special Steel Solutions	-	Portugal
Ramada Aços - Special Steel Solutions	Product Manager	Portugal
Saferoad AS (Vik Ørsta AS)	-	Norway
Saferoad RRS GmbH	COO Saferoad Europe Division	Germany
Semimetals	Managing Director	Portugal
SIDEREX	Director	Spain
SSAB	Sales Director South Europe & TRMEA	Spain
Steel Strategy, S.L.	General Manager	Spain
Stemcor Ansteel	Director	Spain
Stena Metal International AB	Head of Ferrous	Sweden
Tata Steel	Manager of Industry Insight	Netherlands
Tata Steel Layde	Managing Director	Spain
Tata Steel Iberia	Managing Director	Spain
Tirso CSA	CEO	Spain
UNESID	Director General	Spain
UNESID	Chief Economist	Spain
UNESID	-	Spain
UAHE	President	Spain
VESUVIUS IBERICA REFRACTARIOS, S.A.	Commercial Manager	Spain
Vik Ørsta AS	Purchasing Manager	Norway

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STATISTICS & FEEDBACK

Data from previous Kallanish Europe Steel Markets conferences

100% of 2017 Attendees would Highly Recommend this event

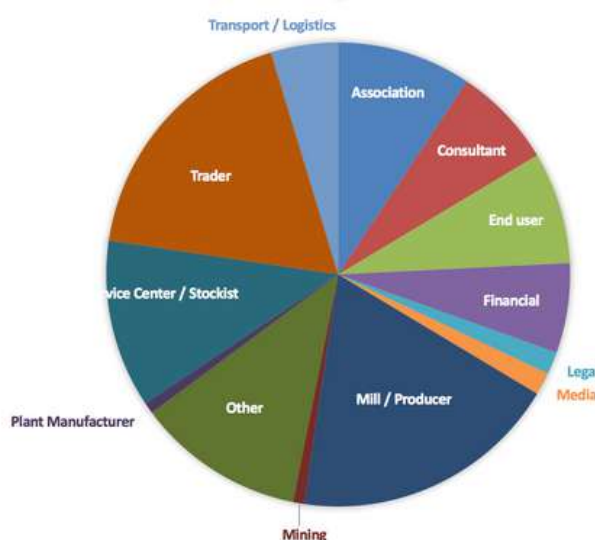
" Thank you again for inviting me to participate in the conference, it was a wonderful experience. The level and diversity of discussion were outstanding. You have just the right mix of subjects, people and time. "

-Darren O'Riordan

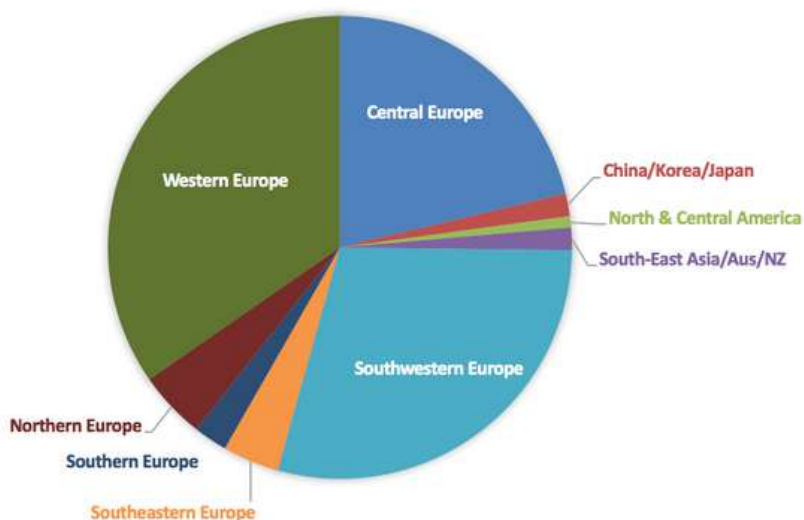
Sample Job Titles of Attendees

Senior Associate, Senior Trade Advisor, Sales manager, Sales Director, Assistant General Manager, Trader, Marketing Manager, General Manager, Managing Director, General Manager, Purchasing Area Manager,, Account Manager, Sales Manager, Commercial Manager, Sales Representantive, CEO, Senior Equity Analyst, Manager Industry Insight, President, Head of Sales, Procurement Manager, General Manager, Managing Director, International Sales, Commercial Director, Purchasing Manager, Communications Director, Director International Affairs, Owner and General Manager, Corporate Development,

Business Activity



Location



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