

18-19 APRIL 2018  
HO CHI MINH, VIETNAM

ORGANISED BY:



**Kallanish**  
COMMODITIES

IN PARTNERSHIP WITH:



KALLANISH PRESENTS THE 2ND ANNUAL

# ASIA STEEL MARKETS 2018

## **C-LEVEL EXECUTIVES**

Make new contacts and create business opportunities with our renowned networking

## **INCISIVE PROGRAMME**

Hear from experts about current market outlook, challenges & experiences

REGISTER AT THE SUPER EARLY BIRD RATE \$800 PER DELEGATE

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## OVERVIEW

Asian steel markets have remained volatile and surprising through 2017, making it all the more important to keep up to date with changes in regional markets. After China's dramatic supply-side reforms caused a sudden and sustained improvement in domestic markets, its export volumes have plummeted. Some of this decline has however been made up for by an increase in exports from South Korea. The dynamic between the three great Asian steel exporters: China, Japan and South Korea remains fluid and will continue to impact regional and global markets.

The decline in volumes however has also opened up Southeast Asian markets to new suppliers. Russian and Iranian billet is increasingly common, alongside rebar from Turkey and the Middle East. In Vietnam, imports of Indian coil are now defining local prices more than imports from China, a situation that would have been unimaginable eighteen months ago.

At the same time, Asian steel capacity is also developing rapidly. Existing players in Vietnam, Indonesia and the Philippines are expanding capacity and investments are increasingly expanding into new areas such as stainless steel and autosheet in Indonesia. Vietnam in particular remains a hot bed of investment, with Formosa due to commission its second blast furnace as local players add their own rolling coating, and eventually crude steel capacity.

All this investment has been driven by demand, which continues to grow strongly across the region despite some slowdowns in particular countries. As regional powers compete to offer investment for infrastructure projects the question is now how efficiently and quickly can investment occur.

But demand is not only about infrastructure and construction. Manufacturing and automotive sectors across the region are also developing due to competitive wages and huge potential for market growth. With so much going on in the region, no one in the market can afford not to keep track of fast-changing trends and developments in the sector. Luckily, Kallanish Asia Steel Markets is the perfect setting to discuss all this and more!

*Words by:*  
Tomas Gutierrez  
Asian Editor  
Kallanish Steel



## Conference Topics

- Integration in the Southeast Asian steel industry
- How will Asean grow as a steel trading hub?
- New capacity developments  
Infrastructure and government investment
- Are Chinese scrap exports sustainable?
- What is the next big scrap market shock?
- The exporting giants: China, Japan, Korea
- New active suppliers: India, Iran, Russia, Turkey etc.
- Is the recovery in freight rates now unstoppable?
- Is a centralised China good or bad for global steel markets?
- Can Chinese steel prices remain among the highest in the world?
- Has the graphite electrode shortage eased, and could it be back?
- Growing manufacturing in Southeast Asia
- How have Chinese induction furnaces decamped to Southeast Asia?
- Opening new markets in Myanmar

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## STATISTICS & FEEDBACK

Data from recent Kallanish Conferences.

**96%** 2017 Attendees would Highly Recommend this event

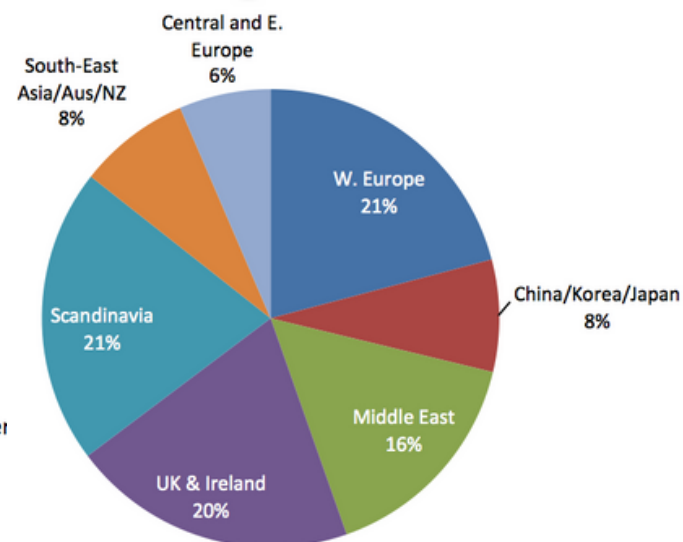
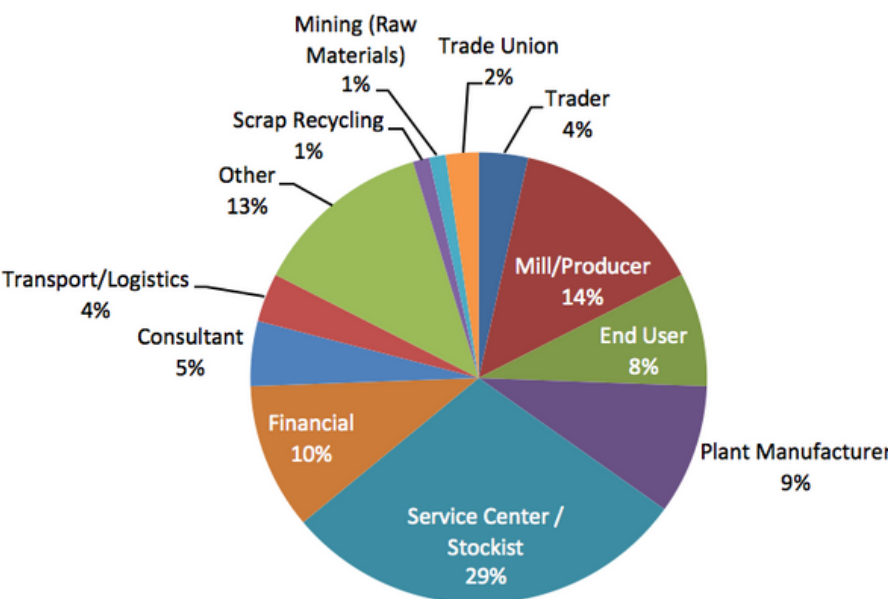
**91%** 2017 Attendees would said Asia Steel Markets was good/excellent

*"The selection of topics was very interesting, an exact match to actual problems, and the speakers were excellent"*

— Vesselina Mihaleva, Minmetals

### Business Activity

### Location



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## KEY INFORMATION

### Venue:

Lotte Legend Hotel Saigon  
2A-4A Ton Duc Thang Street District 1  
Ho Chi Minh, Vietnam  
+84 28 3823 3333

### Translation:

This conference will be available in English and Vietnamese via simultaneous translation. Collect your headset at registration to use during the conference presentations.

### Dates:

18th April 2018 - Registration, Conference Sessions, Cocktail  
19th April 2018 - Registration Conference Sessions, Lunch

### What's Included?

Fee includes: conference materials, lunch, refreshments, access to the conference presentations, and delegate list.

## PRICING DETAILS

		General	VSA Member	Other Association
Super Early Bird	EXP 18/1	\$800	NA	NA
Early Bird	EXP 8/3	\$1000	\$800	TBA
Early Bird Group	EXP 8/3	\$800	NA	NA
Full Price	EXP 17/4	\$1200	\$1000	TBC
Full Price Group	EXP 17/4	\$1000	NA	NA
On the door		\$1320	NA	NA

**Group Bookings** must consist of 3 or more delegates booking at the same time.

**Member Rates**  
To qualify for a membership rate you must be a current member of the association.

**Other Association**  
Email sales@kallanish.com to check if the association you are a member of is a partner at this event.

**Payment Date**  
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## WHO CAME IN 2017?

### Company

### Position

### Location

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

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## REGISTER

### Your Details

Name \_\_\_\_\_  
Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_  
Email \_\_\_\_\_

#### Group Booking, please enter the additional names below:

Delegate 1 \_\_\_\_\_  
Delegate 2 \_\_\_\_\_  
Delegate 3 \_\_\_\_\_

### Payment Information

Mastercard  Visa  Amex  Maestro

Name on card \_\_\_\_\_  
Card Number \_\_\_\_\_  
Billing Address \_\_\_\_\_  
Expiry Date \_\_\_\_ / \_\_\_\_ CW: \_\_\_\_  
Signature \_\_\_\_\_

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

### Confirmation

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

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_

### Ticket Type

<input type="checkbox"/>	Super Early Bird	\$800	Exp 18/1
<input type="checkbox"/>	Early Bird	\$1000	Exp 8/3
<input type="checkbox"/>	Group Early Bird	\$800	Exp 8/3
<input type="checkbox"/>	VSA Early Bird	\$800	Exp 8/3
<input type="checkbox"/>	Full Price	\$1200	Exp 17/4
<input type="checkbox"/>	Group Full Price	\$1000	Exp 17/4
<input type="checkbox"/>	VSA Full Price	\$1000	Exp 17/4

**Group Bookings** must consist of 3 or more delegates booking at the same time. Price quoted is per delegate.

#### Member Rates

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#### Other Association

Email [sales@kallanish.com](mailto:sales@kallanish.com) to check if the association you are a member of is a partner at this event.

#### Payment Date

Your registration must be complete with payment before the expiry date.

#### Return this form

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

#### Contact Numbers:

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

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## 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

Use of any information or material provided by Kallanish is entirely at your risk and in no circumstances is Kallanish responsible for any loss, damage or other negative consequence of use of information or material by you or anyone else.

### 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.

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