

10-11 APRIL 2019
HO CHI MINH, VIETNAM

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ASIA STEEL MARKETS 2019

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INCISIVE PROGRAMME

Hear from experts about current market outlook, challenges & experiences



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ASIA STEEL MARKETS 2019

10-11 APRIL 2019 | HO CHI MINH, VIETNAM



SPEAKERS



Jiang Li
Chief Market Analyst
**Baosteel Iron and Steel
Co., Ltd**



Enrique Gasca Neri
Managing Director
XSTEEL USA LLC



Graeme Train
Senior Economist
Trafigura Pte Ltd



Prof. Keyvan Tehrani
CEO
JTC (Jame Tejarat Co.)



Gorkem Bolaca
Managing Director
**Galex Steel
International**



Edric Koh
Head of Physical Market
Sales Southeast Asia
LME



Derek Langston
Senior Director
**SSY Consultancy &
Research Ltd**

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PROGRAMME

Day 1 Wednesday 10th April 2019

07:00	Plant Tour
15:00	Registration open
16:00	Welcome address
16:00	Keynote Opening Session 1 Hear from key local market participants about the Vietnamese and wider Asian steel markets, setting the scene for the coming day. Vietnam remains on a strong growth path in the medium term, but over the last year tight credit and other issues have restricted growth. Across Southeast Asia meanwhile a complicated environment has resulted in slower investment and fluctuating currencies. How will these factors shape the market in the coming year and how do key players plan to respond?
18:00	Cocktail reception

Day 2 Thursday 11th April 2019

08:00	Registration open
09:00	Welcome address
09:05	Session 2: Trade flows and trade wars Steel, its raw material inputs and downstream steel-intensive goods are all internationally traded, placing the sector at the center of global trade issues. With the USA now more aggressive on trade issues, how will policies set in Washington shape both threats and opportunities in the Asian steel sector? Will other countries follow the US example in erecting more barriers to trade? And if they do, what can companies do to defend their interests? We will hear from traders, mills and legal experts from both sides of the Pacific.
10:30	Coffee Break
11:00	Session 3: Investments and capacity Asia has been the center for steel capacity investments for many years but now the focus is moving away from China and towards Southeast Asia. With major blast furnace projects underway in Vietnam and other countries, and several EAF and rolling investments across the region, local capacity is set to continue growing rapidly in the coming years. Will demand be enough to support these investments? Will the impact on trade flows create new market distortions? And will the spread of induction furnaces create problems for more conventional capacity investments?
12:30	Lunch

Day 2 Thursday 11th April 2019

13:45	Session 4: New markets, new suppliers The rise of Southeast Asia as a steel consuming region means previously overlooked markets are starting to come to prominence. Even beyond the Asean-6, smaller Southeast Asian economies are playing small but strategic roles in shaping steel flows. Growing demand meanwhile has caught the attention of other major steel suppliers on top of the traditional big three East Asian exporters. With supply and demand in flux, where does competitive advantage lie?
15:00	Coffee Break
15:30	Session 5: Raw material challenges Iron ore and coking coal prices continue to be driven by changes in the Chinese market. How will these impact raw materials markets in 2019 and beyond? And how will the new Southeast Asian blast furnaces manage their costs in the face of this? Scrap markets meanwhile are facing their own challenges. China's scrap market is growing substantially just as it attempts to shut itself off from international markets. US supply meanwhile is being impacted by strong local steel prices. How will the Southeast Asian steel industry cope with such external risks and will local governments support or hinder the use of scrap in steelmaking?
16:30	Panel discussion: The future of Southeast Asian steel With so much uncertainty in both the macro environment and in the industry itself, making firm forecasts for the future is next to impossible. That makes open discussion even more crucial for market participants to refine their views of how markets will develop over the coming months and years. In our panel we will be asking industry participants to discuss how they view the challenges and opportunities outlined in the previous sessions.
17:30	Closing remarks

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PREVIOUS ATTENDEES

Company	Position	Location
AC Whalan & Co. Pty Ltd	Chairman	Australia
AC Whalan & Co. Pty Ltd	General Manager	Australia
Macsteel International Australia	Business Development Manager	Australia
THC Holding (NSW) Pty Ltd	Director	Australia
VA Intertrading AG.	Vice President - Steel Department	Austria
Steelforce Group	Managing Director	Belgium
Diproinduca Canada Limited	-	Canada
Diproinduca Europa	Director of sales	Canada
Baosteel Iron & Steel Co.,Ltd	Chief Market Analyst	China
Bloomberg	Editor	China
CMI industry	Business Development ASEAN	China
Cumic Steel Limited	Sales Representative	China
Cumic Steel Limited	Sales Director	China
Euroports	Shanghai Biz Dev Manager	China
FUTURE MATERIALS INDUSTRY(HONG KONG)CO.,LTD	Chief Representative	China
FUTURE MATERIALS INDUSTRY(HONG KONG)CO.,LTD	Senior Business Manager	China
Hangzhou CIEC Group Co., Ltd	Sales Manager	China
Hangzhou CIEC Group Co., Ltd	Sales Manager	China
Navex Asia Ltd	Trader	China
Network Steel Shanghai Office	General Manager	China
Oriental Trade International Ltd.	Business Manager	China
Sinomaterial International Ltd	Overseas Sales Manager	China
Sinomaterial International Ltd	-	China
SteelForce Far East Ltd.	Trading Manager	China
Sumec International Technology Co., Ltd.	Manager	China
Tangshan YaoXin Iron and Steel Group Co.,Ltd.	Marketing Director	China
Tangshan YaoXin Iron and Steel Group Co.,Ltd.	General Manager	China
Tangshan Grand Faith Steel Co., Ltd	Sales Representative	China
Trafigura Pte Ltd	Senior economist	China
Yieh Corp. Shanghai	-	China
VA Intertrading China Limited	Representative Shanghai	China
TSR Metals	Managing Director	Germany
Kai Cheong Inc	-	Hong Kong
Smart Timing Steel Limited	Chief Executive Officer	Hong Kong
AKG Exim Pvt. Ltd	Asst. Manager-Trade	India
JSW Steel	General Manager - International Marketing	India
ISPAT INDO PT	Director	Indonesia
ISPAT INDO PT	General Manager- Materials	Indonesia
PT Dexin Steel Indonesia	Sales Section Chief	Indonesia
ArcelorMittal CLN Distribuzione Italia srl	Managing Director and Board Member	Italy
Mitsubishi Corporation RtM Japan Ltd.	Manager - Iron Ore Department, Ferrous Raw Materials Division	Japan
Tekko Shimbun	-	Japan
Lhoist Malaysia Sdn Bhd	Senior Steel Market Manager - Asia	Malaysia
Melewar Industrial Group Bhd	Group Managing Director / CEO	Malaysia
South East Asia Iron & Steel Institute	Secretary General	Malaysia
JFE Meranti Myanmar Co., Ltd.	COO	Myanmar
JFE Meranti Myanmar Co., Ltd.	VP Sales & Marketing	Myanmar
Myanmar Steel Association	Chairman	Myanmar
Euro-Scrap Alliance	Managing Director	Netherlands
United Metallurgical Company (OMK)	Leading analyst Marketing and strategy department	Russia
Al-Ittefaq Steel Prod. Co.	CEO	Saudi Arabia
Al-Ittefaq Steel Prod. Co.	Owner	Saudi Arabia
Al-Ittefaq Steel Prod. Co.	General Manager - Sales & Marketing	Saudi Arabia

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Company	Position	Location
Al-Ittefaq Steel Prod. Co.	General Manager - Procurement	Saudi Arabia
Al-Ittefaq Steel Prod. Co.	Office Manager	Saudi Arabia
International Enterprise Singapore (IES)	Manager - Metals & Minerals Division / Trade Promotion Group	Singapore
JFE Meranti Myanmar Holding Pte Ltd	CEO	Singapore
LME	Head of Physical Market Sales	Singapore
LME	Head of Asian Electronic Trading	Singapore
Mitsubishi Corporation RTM International Pte Ltd	Senior Manager	Singapore
Rio Tinto	Senior Analyst - Market Analysis	Singapore
Rio Tinto	Principal, Market Analysis	Singapore
Rio Tinto Pte Ltd	Analyst	Singapore
SMM Singapore Pte	CEO	Singapore
Tivlon Technologies Private Limited	China Steel/Iron Ore Consultant	Singapore
Network Steel	International Sales	Spain
Network Steel	Commercial Director	Spain
Eaststeel	Managing partner	Switzerland
Hadley (Thailand) Limited	General Manager	Thailand
Thai Metal Trade Public Company Limited	Procurement Manager	Thailand
Thai Metal Trade Public Company Limited	VP - Sales & Marketing	Thailand
Thai Metal Trade Public Company Limited	EVP - Business Strategy & Planning	Thailand
Vesuvius (Thailand) Co., Ltd	Area Director Flow Control & Adv Refr South East Asia	Thailand
AGIS	Customer Relationship Manager	United Arab Emirates
Al-Ameen for Trading & Industrial Investments	General Manager	United Arab Emirates
Arabian Gulf Steel Industries	Chief Commercial Officer	United Arab Emirates
Baron Point Petroleum Services Company	Chief Executive Officer	United Arab Emirates
Hadley Group	Head of Procurement	United Kingdom
SSY Consultancy & Research	Senior Director	United Kingdom
China Steel Sumikin Vietnam JSC	General Manager	Vietnam
Ferominco Co. Ltd	Director	Vietnam
Formosa Ha Tinh Steel Corporation	Administrator	Vietnam
Formosa Ha Tinh Steel Corporation	Junior Administrator	Vietnam
JFE Steel Vietnam Co., Ltd.	President	Vietnam
JFE Shoji Trade Vietnam Co., Ltd	General Manager	Vietnam
Metal One (Vietnam) Co Ltd	Sales Executive	Vietnam
Metal One (Vietnam) Co Ltd	Sales Manager	Vietnam
NS BlueScope (Vietnam) Limited	Country President	Vietnam
NS BlueScope (Vietnam) Limited	Vice President - Supply Chain & Sourcing	Vietnam
Paul Wurth Vietnam Co. Ltd.	Assistant General Director	Vietnam
Pomina Steel Joint Stock Company	Purchasing Manager	Vietnam
Pomina Steel Joint Stock Company	General Director	Vietnam
Southern Steel Corporation	First Deputy General Director	Vietnam
Toan Thang Steel Co.,Ltd	President & CEO	Vietnam
Ton Dong A	Export Sales Director	Vietnam
Ton Dong A Corporation	Chairman and CEO	Vietnam
Vietnam Steel Association	Vice chairman	Vietnam
Viet Dragon Securities Corporation	Steel Analyst	Vietnam

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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:

10th April 2018 - Registration, Conference Sessions, Cocktail
11th 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

	Super Early Bird Exp 25/01	Early Bird Exp 08/3	Full Price Exp 09/4	On the door 10-11/4	
General	Exp	\$950	\$1150	\$1265	Group Bookings must consist of 3 or more delegates booking at the same time.
Kallanish Subscribers	Exp	\$850	\$1050	NA	Subscriber Rates To qualify for a subscriber rate you must be a current subscriber of a Kallanish news service.
Associations	Exp	\$850	\$1050	NA	Associations Rates Email sales@kallanish.com to check if the association you are a member of is a partner at this event.
Group Price	NA	\$750	\$950	NA	
Vietnamese National	Exp	\$500	\$500		Vietnamese National Email sales@kallanish.com to check if your VSA (Vietnam) membership qualifies for this rate.

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

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Company _____
Address _____
Address _____
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Group Booking, please enter the additional names below:

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Delegate 2 _____
Delegate 3 _____

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Mastercard Visa Amex Maestro

Name on card _____
Card Number _____
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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	Expired	Exp 25/01
<input type="checkbox"/>	Early Bird	\$950	Exp 08/3
<input type="checkbox"/>	Full Price	\$1150	Exp 09/10
<input type="checkbox"/>	Group Early Bird	\$750	Exp 08/3
<input type="checkbox"/>	Group Full Price	\$950	Exp 10/4
<input type="checkbox"/>	\$100 Kallanish Subscriber Discount		
<input type="checkbox"/>	Vietnamese National	\$500	Exp 9/4

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