

# 4<sup>th</sup> Africa CementTrade

27-28 Feb 2012, Accra, Ghana  
Labadi Beach Hotel



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into our 29<sup>th</sup> year

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## Day 1 - 27 Feb 2012, Monday

- 08:00 Registration & Networking Refreshments
- 09:00 Chairman's Welcome & Introductions
- 09:10 **Opening Address : CREATING AN ENVIABLE ENVIRONMENT FOR CEMENT PRODUCTION IN GHANA**  
*Hanna Tetteh, Minister  
Ministry of Trade & Industry*
- 09:40 **Keynote: THE GHANAIAN CEMENT INDUSTRY**  
• Market development  
• Supply situation  
• Industry outlook  
*Morten Gade, Managing Director  
Ghacem Ltd*
- 10:10 **GLOBAL CEMENT MARKET OUTLOOK & CHANGING TRADE PATTERNS**  
*Imran Akram, CEO  
IA Cement Ltd*
- 10:40 Discussion followed by Networking Refreshment
- 11:10 **PLANS AND DIRECTION IN AFRICA CEMENT INDUSTRY – CHALLENGES & OPPORTUNITIES**  
• With specific focus on Dangote Group  
*Devakumar .V.G. Edwin  
Group Managing Director & CEO  
Dangote Cement Plc*
- 11:40 **NIGERIA AS A MAJOR CEMENT PLAYER IN SUB-SAHARA AFRICA**  
• Nigeria in the Sub- Sahara cement context  
• Overview of the cement industry with the internal trading pattern  
• Demand/ supply projections  
• Major challenges facing the industry  
*Finn Arnoldsen, Sales & Marketing Director  
Cement Company of Northern Nigeria Plc*
- 12:10 **THE EAST AFRICA CEMENT MARKET – PERFORMANCE AND OUTLOOK**  
• New entrants & its impact on cement market  
• Demand/supply projections  
• How long will the construction boom last?  
• Penetrating a highly competitive markets  
• Supplying into regional markets including Southern Sudan, DRC & Rwanda

- 12:40 Discussion followed by Networking Lunch
- 13:55 Afternoon Chairman's Introduction  
*Tony Hadley, Managing Director  
Baobab Advisory SARL*
- 14:00 **ECONOMIC OUTLOOK IN AFRICA**  
• Will Africa be able to weather a financial crisis?  
• Political volatility in North Africa & its impact on economic growth  
• Prospect of Sub-Sahara Africa market  
*Nii Ampa-Sowa, Head of Research  
Databank Group*
- 14:30 **DRY BULK SHIPPING OUTLOOK & FREIGHT MARKET PROJECTION INTO AFRICA**  
• Supply/demand dynamics  
• Piracy issues in Horn of Africa & impact on shipping cost  
• Improving your freight cost  
*David Canabate, Broker  
Auto Chartering SA*
- 15:00 **CHALLENGES & OPPORTUNITIES OF CEMENT TRADE INTO CENTRAL & WEST AFRICA**  
• Demand/supply projections  
• Challenges and opportunities in a post-conflict setting - Liberia  
• Distribution & logistics challenges  
• Cement price differentials & payment issues  
• Creative Marketing Solutions - can we really market cement as we can other consumer products?  
• Update on cement project in Ghana  
*Henrique Caine, Country Head - Liberia/  
Investment Manager - Africa  
Fortress*
- 15:30 Discussion followed by Networking Refreshment
- 16:00 **MEETING CEMENT DEMAND IN ANGOLA**  
*Luis Vieira e Silva, Marketing and Sales Director  
Nova Cimangola SARL*
- 16:30 **CEMENT SECTOR CAPITAL INVESTMENT PROJECTS – EXECUTION STRATEGIES & MANAGEMENT IN THE AFRICAN CONTEXT**  
*Piet Heersche, Project Director  
PEG SA*

- 17:00 **DEVELOPMENTS IN VERTICAL ROLLER MILLS FOR GRINDING COAL, CEMENT RAW MATERIALS AND CEMENT**  
*Dr. Carl York Reichardt, Manager - Process Dept  
Gebr. Pfeiffer*



- 17:30 Discussion followed by End of Day One

17:45 - 18:45 *Networking Reception*  
for all speakers & participants  
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## Day 2 - 28 Feb 2012, Tuesday

- 09:00 Chairman's Remarks  
*Morten Gade, Managing Director  
Ghacem Ltd*
- 09:05 **ENSURING POWER SECURITY FOR AFRICA'S CEMENT INDUSTRY**  
*Vivek Taneja, Head of Business Development  
Thermax Limited*
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- 09:35 **AFRICAN STRATEGY FOR CEMENT PRODUCERS**  
*Tony Hadley, Managing Director  
Baobab Advisory SARL*
- 10:05 **EXPANDING INTO AFRICA'S CEMENT SECTOR FROM AN INDIAN CEMENT PRODUCER'S PERSPECTIVE**  
• Plans & strategy  
• Challenges & opportunities  
• Meeting cement demand in Southern Sudan  
*Alok Agarwal, Senior Executive Director  
Binani Industries Ltd*

- 10:35 Discussion followed by Networking Refreshment
- 11:10 **FINANCING OF NEW CEMENT PROJECTS IN SUB-SAHARA AFRICA – EXPECTATIONS FROM LENDERS**  
*Dr. Ini Urua, Head, Heavy Industries  
Africa Finance Corporation*
- 11:40 **LATEST TECHNOLOGY/INNOVATION IN MECHANICAL CONVEYING AND STORAGE SYSTEMS IN CEMENT PLANTS**  
*Heinrich Hoese, Director - Sales  
Aumund Group*
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- 12:10 **TRANSPORTABLE MODULAR GRINDING STATIONS**  
*Javier Martin, Technical Manager  
Cemengal SA*
- 12:40 Final Discussion following by Closing Lunch
- 14:00 End of Conference

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