

7th Middle East CementTrade

2 - 3 October 2012
Muscat, Oman
Crowne Plaza Hotel Muscat



Centre for
Management
Technology®
into our 29th year

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Day 1 - 2 Oct 2012, Tuesday

08:00 Registration & Coffee

09:00 Chairman's Welcome & Introduction

09:10 **2012- Another Tough Year;
Could 2013 be Better?**

- Demand slowing down
- Crisis in Europe
- Costs/prices improving
- Emerging markets still growing

Imran Akram, CEO
IA Cement Ltd

09:45 **Cement Market in Oman**

Jamal Shamis Al Hooti, CEO
Oman Cement Company (S.A.O.G)

10:15 Discussion followed by
Refreshment Break

10:45 **Saudi Cement Sector -
An Enviable Position**

Farouk Miah, Equity Analyst
NCB Capital

11:15 **UAE Cement Industry Outlook**

- Type of cement required in the UAE
- Why no product diversification?
- Reason for export and price collapse

Mustafa Gorgunel, General Manager
Union Cement Norcem Co. Ltd.

11:45 **Cement Outlook for Yemen**

Mohamed Dirhem Abdo Saeed
Deputy General Manager
National Cement Company

12:15 Discussion followed by
Networking Lunch
Sponsored by



14:00 Chairman's Introduction

14:10 **Cement Outlook on Kuwait,
Bahrain & Qatar**

Hettish Karmani, Senior Financial
Analyst, Research & Publication
Global Investment House

14:40 **Egypt: Renewed Hope for the
Cement Sector**

Giorgio Bodo
Chairman & Managing Director
ASEC Cement

15:10 **Plug & Grind: The Ultimate Solution
in Grinding Station**

Moises Rodriguez Nunez
Sales Area Manager
Cemengal SA

15:40 Discussion followed by
Refreshment Break

16:10 **Cement Trade Outlook for the
Levant Region**

Adib El Hachem
Marketing & Sales Director
Cimenterie Nationale S.A.I

16:40 **Developments in Dry Bulk Market
& Freight Rate**

Arkin Aydinlik, Chartering Manager
Auto Chartering

17:10 Discussion followed by End of Day 1

17:15 – 18:15

Networking Reception
for Speakers & Delegates

Day 2 - 3 Oct 2012, Wednesday

09:00 Chairman's Introduction

09:05 **Iran: Domestic Demand &
Export Capacity**

Dr. Hafez Kamal Hedayat, CEO
ARA Management Investment Co.

09:35 **East Africa Cement Outlook**

- Competitive landscape and industry participants
 - Demand structure of the market, drivers and growth outlook
 - Focus on Kenya and the region
- Timothy Wambu, Research Analyst
African Alliance Kenya Securities

10:05 **Infrastructure Private-Public-
Participation (PPP) in East-Africa**

- Effect on cement consumption
 - Cement logistics opportunities
- Yves De Moor, Director
Group DML Ltd.

10:35 Discussion followed by
Refreshment Break

11:05 **Impact of Piracy & Logistics for
Cement Trading in East Africa**

Rajaram Prabhu
General Manager Middle East
HC Trading International Inc.

11:35 **Overview of Competitive Fuels –
Coal and Petcoke**

- Advantages of petcoke
 - Price trends for coal and petcoke
 - Outlook for petcoke
- Abdul Hadhi, Editor (Coal & Petcoke)
Argus Media

12:05 Final Discussion followed by
Closing Lunch

13:30 End of Conference

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