

# 5th Africa Cement Trade

**26-27 Feb 2013**  
**Dar es Salaam, Tanzania**  
*Hyatt Regency Dar es Salaam,*  
**The Kilimanjaro**

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## Day 1 - 26 Feb 2013, Tuesday

08:00 Registrations & Networking Refreshment

09:00 Chairman's Welcome & Introduction  
*Leon Hooper, Managing Director*  
**Ethalion Limited**

09:10 **OPENING ADDRESS : CREATING A COMPETITIVE ENVIRONMENT FOR CEMENT INVESTMENT IN TANZANIA**  
*H.E Dr. Abdallah O.Kigoda, Minister*  
**Ministry of Industry & Trade**

09:30 **DEVELOPMENT OF CEMENT MARKET IN TANZANIA**

- Demand/supply projections
  - Expansion plans & updates
  - Sourcing of local raw materials for cement production
  - Market trends in the region and balance between local production and imports
  - Challenges & opportunities
- Pascal Lesoinne, CEO*  
**Tanzania Portland Cement Company Ltd**

10:00 **GROWING AFRICA'S CEMENT INDUSTRY – CHALLENGES & OPPORTUNITIES**

- Expansion plans in and outside Africa
  - The powerhouse of cement production in Africa
  - Update on cement projects in Tanzania
  - Cement outlook in West Africa
- Stanley Ko, Director for Strategy and Development*  
**Dangote Cement Plc**

10:35 Discussion followed by Refreshment

11:10 **GLOBAL CEMENT/CLINKER TRADE AND DRY BULK SHIPPING OUTLOOK**

- Changing trade patterns
  - Emerging markets
  - Trends in shipping cost
- Steve Hanrahan, Project Director*  
**Ocean Shipping Consultants Royal**  
**HaskoningDHV**

11:45 **AFRICAN CEMENT – GETTING AHEAD IN AN INCREASINGLY COMPETITIVE MARKET**

- Optimizing the business cycle
  - Managing "under the curve"
  - Levers to getting ahead
- Tony Hadley, Managing Director*  
**Baobab Advisory SARL**

12:20 Discussion followed by Networking Lunch

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13:40 Afternoon Chairman's Introduction  
*Tony Hadley, Managing Director*  
**Baobab Advisory SARL**

13:45 **ENVIRONMENTAL CONSIDERATION & ALTERNATIVE FUEL SOURCES FOR CEMENT OPERATIONS – CASE STUDY FROM LAFARGE EAST AFRICA**

*Pierre Delcroix, Industrial Ecology Regional VP*  
**Africa/Middle East**  
**Lafarge**

14:15 **BENEFITS OF REBUILD VERSUS NEWBUILD**

*Peter Mueller, Manager - After Sales Service*  
**Aumund Group**



14:45 **WILL ANGOLA BE SELF SUFFICIENT IN CEMENT WITH NEW CAPACITIES COMING ON-STREAM**

- Domestic production capacities & trade flow
  - Key drivers for growth
  - Investment update & new players in the market
  - Raw materials challenges
  - Impact of imports from neighboring countries
- Tambwe Mucuz, FCKS Administrator*  
**Fabrica de Cimento do Kwanza Sul (FCKS)**

15:15 Discussion followed by Networking Refreshment

15:45 **EGYPTIAN CEMENT MARKET UPDATE AND FORECAST**

- Egypt cement exports and its impact on the cement trading markets in North Africa and East Africa
- Ayman Ismail, Head of Asec Trading*  
**ASEC Cement**

16:15 **VERTICAL ROLLER MILLS : FLEXIBLE SOLUTIONS FOR THE CEMENT INDUSTRY**

*Dr. Carl York Reichardt*  
**General Manager - Projects & Sales**  
**Gebr. Pfeiffer SE**



16:45 **POWER INFRASTRUCTURE MASTERPLAN IN EAST AFRICA**

- Power supply outlook and cost structure
  - Developing power project to meet growing demand
  - Price trends & tariffs
  - Promoting interconnection & integration
  - Harmonization of power transmission standards
- Zelalem Gebrehiwot*  
**Technical Assistant to the Executive Secretary**  
**Eastern Africa Power Pool Permanent Secretariat**

17:15 Discussion followed by End of Day One

17:30 – 18:30 *Networking Reception*  
 for all speakers & participants

## Day 2 - 27 Feb 2013, Wednesday

09:00 Chairman's Introduction  
*Pascal Lesoinne, CEO*  
**Tanzania Portland Cement Company Ltd**

09:10 **THE COMPETITIVENESS OF THE EAST AND SOUTHERN AFRICAN CEMENT MARKET**

- New entrants, threats from cheaper imports & its impact on cement market
  - Demand/supply projections & drivers for growth
  - Managing increasing energy and fuel cost
  - Emerging regional markets including Southern Sudan, DRC & Rwanda
- Leon Hooper, Managing Director*  
**Ethalion Limited**

09:40 **CONSTRUCTION BOOM DRIVES CEMENT DEMAND IN ETHIOPIA**

- Demand/supply balance
  - Will Ethiopia reach self-sufficiency by 2014?
  - Major cement projects and update
  - Key drivers for growth
  - Sustainability of power supply and raw materials issues
  - Distribution challenges
- Tadesse Kebede, Project Director*  
**Derba MIDROC**

10:10 **MARKET SPECIFIC TECHNICAL SOLUTIONS FOR HIGHER PLANT EFFICIENCY**

*Martin Dalbert, Area Sales Manager*  
**BEUMER Group GmbH & Co. KG**

10:40 Discussion followed by Networking Refreshment

11:10 **FINANCING CEMENT PROJECTS IN SUB-SAHARA AFRICA**

- Financing challenges in sub-Saharan Africa
  - Case study evaluation
  - Innovation solutions and lending criteria
- Dan Kasirye, Country Representative*  
**IFC - Sub Saharan Africa**

11:40 **DEVELOPMENT OF PORTS, ROAD & RAIL NETWORK IN EAST AFRICA**

*Philip Wambugu, Director of Infrastructure*  
**East African Community Secretariat**

12:10 **DEVELOPMENT IN CEMENT ADDITIVES IN AFRICA AND VALUE FOR THE CEMENT INDUSTRY**

- Market & customer's requirements
  - Technology innovations & trends
  - Distribution challenges
- Lorenzo Ambrosini*  
**Global Segment Manager Cement Additives**  
**BASF Construction Chemicals Europe AG**

12:40 Final Discussion following by Closing Lunch

14:00 End of Conference

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