

7th Africa Cement Trade Summit

14 -15 April 2015 | Addis Ababa, Ethiopia

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Day 1 - April 14th, Tuesday

08:00 Registration & Networking Refreshment

09:00 CMT's Welcome

09:05 **Official Opening Address:
ETHIOPIA'S INFRASTRUCTURE & URBAN
DEVELOPMENT PLAN**
H E.Hon. Mr. Mekuria Haile, Minister
*Ministry of Urban Development, Housing and
Construction, Ethiopia*

09:20 **Official Keynote Address**
H E.Hon Dr. Mebrahtu Meles, State Minister
Ministry of Industry

09:35 Chairman's Welcome & Introduction
Carsten Schößlow, Sales Director
Gebr. Pfeiffer SE

09:45 **DANGOTE CEMENT'S GROWTH STRATEGY
TO 2017**
• Plans for the next 2-3 years
• Overcoming constraints in Africa's cement industry
• Improving efficiency & profitability in Nigeria's
cement market
Albert Corcos, Regional CEO, Eastern & South Africa
Dangote Cement Plc

10:15 Discussion followed by Networking Refreshment

10:50 **CHALLENGES AND PROSPECTS OF ETHIOPIA'S
CEMENT INDUSTRY : STRATEGIC PERSPECTIVE**
• Brief background of Ethiopia's cement industry
• Current status and challenges of the
cement industry
• Cement industry value chain
• Prospects for development of Ethiopia's
cement industry
Dr. Gemechu W.Olana, Assistant Professor
Adama Science & Technology University
Team Leader for cement Industry Development
Strategy 2015 - 2025

11:20 **AFRICAN CONSUMPTION, MARKET DYNAMICS
AND ITS ROLE IN GLOBAL TRADE**
• Market potentials, spotlight on growth regions &
countries
• Cement capacity outlook, utilization and
cement prices

• Competitive strategy in Africa's cement business
*Dr. Joachim Harder, Managing Director
OneStone Consulting SL*

11:50 **READY MIX CONCRETE & AGGREGATE MARKET
OUTLOOK IN EAST AFRICA**
Kephlar L Tande, Managing Director
East African Portland Cement Co Ltd

12:20 Discussion followed by Networking Lunch

13:55 Afternoon Chairman's Introduction
Kephlar L Tande, Managing Director
East African Portland Cement Co Ltd

14:00 **PANEL DISCUSSION : EVOLVING CUSTOMER
REQUIREMENTS AND USE OF INNOVATION TO
ADDRESS THE SAME**
Panelists :
Ronald Ndegwa, Managing Director
Savannah Cement Ltd
Albert Corcos, Regional CEO, Eastern & South Africa
Dangote Cement Plc
Dr. Joachim Harder, Managing Director
OneStone Consulting SL

14:30 **LATEST DEVELOPMENT IN MVR GRINDING
TECHNOLOGY**
Carsten Schößlow, Sales Director
Gebr. Pfeiffer SE

15:00 **ADVANCEMENT IN CEMENT PACKAGING**

Martin Dalbert, Regional Sales Manager, Africa
BEUMER Group GmbH & Co. KG

15:30 Discussion followed by Networking Refreshment

16:00 **THE SOUTH AFRICAN CEMENT MARKET AND
ITS OPERATORS' AMBITIONS IN SSA**
Tony Hadley, Managing Director
Baobab Advisory SARL

16:30 **DRY MIX TECHNOLOGY**

Mohammed Sanaobar, Head of Technical Center
Dubai, Head of Wacker Academy
Wacker Chemicals Middle East

17:00 Discussion followed by End of Day 1

17:10 - 18:10
Networking Reception for all speakers & delegates

19:00 **Dinner Hosted by**

**Federal Democratic
Republic of Ethiopia
Ministry of Industry**

Day 2 - April 15th, Wednesday

09:00 Chairman's Introduction
Martin Dalbert, Regional Sales Manager, Africa
BEUMER Group GmbH & Co. KG

09:05 **RECOVERY OF WEST AFRICA'S MARKET
IMPACTED BY EBOLA**
• Trading challenges in West Africa
• New capacities in the region
• Clinker & cement demand/supply balance
• Logistics & distribution strategy
• Payment concerns
Bulent Kahyaoglu, General Director - West
HC Trading

09:35 **CEMENT MARKET OUTLOOK IN CAMEROON &
INVESTMENT PLANS IN WEST AFRICA**
• Market forecast & drivers for growth
• Raw materials availability & energy resources
consideration
• Marketing challenges
• Investment plans & challenges in West Africa
Abut Ozsezikli, General Manager
Medcem Global

10:05 **RISING DEMAND IN EAST AFRICA REGION**
Ronald Ndegwa, Managing Director
Savannah Cement Ltd

10:35 Discussion followed by Networking Refreshment

11:05 **POWER PROJECTS IN ETHIOPIA & SUPPLYING
TO NEIGHBOURING COUNTRIES**
• Price trends & tariff
• Fuel mix & supply constraints
• Interconnection & Integration strategy
Mustafa Mohamed Ahmed, Power Engineer
Eastern Africa Power Pool (EAPP)

11:35 **FINANCING CEMENT PROJECTS IN AFRICA**
• Considerations in structuring & financing cement
projects in Sub-Sahara Africa
• Innovative financing solutions
Jaz Vanmali, Head - Construction & Cement Sector
Standard Bank

12:05 Final Discussion followed by Closing Lunch

13:30 End of Conference

15th April 2015, 13:45 - 18:00hrs
**Optional Site visit to Dangote Cement (Ethiopia)
PLC**

Dangote Cement (Ethiopia) PLC, is a subsidiary of Dangote Group that is based in Lagos, Nigeria. The company is setting up a new 2.5 Million MT per annum cement plant at Oromiya National Regional Government, West Shewa Zone, Ada Berga District, which is 85kms, from Addis Ababa with the capital investment of USD 550 Million.

13:30 Gather at Sheraton Addis Hotel Lobby
13:45 Depart from hotel
15:15 Arrive at Dangote Cement (Ethiopia) PLC
15:45 Visit Over Land Belt Conveyer (OLBC) &
Cement Plant
16:35 Depart for hotel
18:00 Arrive back to Sheraton Addis hotel

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1795.00
Group Fee for 3 or more	1395.00
Site Visit (Per Person)	(USD)
Site Visit to Dangote Cement (Ethiopia) PLC	100.00
<i>Only open to conference delegates</i>	

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