

10th Middle East CementTrade

5-6 October 2015, Dubai
Pullman Deira City Centre Dubai

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Day One - Monday, October 5th

08:00 Registration & Coffee

09:00 Chairman's Welcome & Introduction
Imran Akram, CEO
IA Cement Ltd

09:10 **Global Cement Markets and M&A Outlook**

- Overview of global cement markets
- First look at 2016 prospects
- Outlook for sector M&A

Imran Akram, CEO
IA Cement Ltd

09:40 **Trade Opportunities & Challenges for UAE & MENA Cement Markets**

- Regional cement trading preview
- Local consumption trend and export outlook

Ayman Ismail, Senior Trading Manager
Holcim Trading FZCO

10:10 **Going Green – A Sustainable Option for UAE Construction**

- UAE's consumption vs. production of slag/cementitious materials
- How will the new initiative of using Green cement impact cement/concrete sector?
- Market opportunities and challenges for blended cement in UAE

Anil Parashar, Managing Director
Cem Consult FZE

10:40 Discussion followed by Refreshment Break

11:10 **Iran's Cement Capacity & Export Outlook**

- Cement price and movement
- Total productions capacity vs. consumption
- Driving factors for domestic consumption
- Key export markets for Iran and supply/demand challenges

Hamid Reza Tajik, Managing Director
Development of Nano Technology Co.

11:40 **Panel Discussion: Regional Demand & Challenges for Cement in the Wake of Oil Price Collapse**

- Government spending cuts
- Business and consumer sentiment
- Impact on margins of lower transport cost, etc.

Panelists:
Imran Akram, CEO
IA Cement Ltd
Hamid Reza Tajik, Managing Director
Development of Nano Technology Co.
Giorgio Bodo, Sr. Industry Advisor/chairman CEO
Cement Business Advisory/G. Bodd consulting

12:15 Discussion followed by Networking Lunch

14:00 Chairman's Introduction
David Campbell
Global Director of Business Development
Moscow IMET International

14:10 **Finding a Competitive Niche and Strategies to Succeed in a Consolidated Cement Environment**

- Implications of the completion of Lafarge – Holcim deal
- How should cement companies react to the deal and to the growing importance of emerging countries?

Giorgio Bodo, Sr. Industry Advisor/ chairman CEO
Cement Business Advisory/G. Bodd Consulting

14:40 **Status of Granulated Blast Furnace Slag in Japan**

- Character and merit of GBFS in cement use
- Demand and supply

Kenji Nobata, General Manager
Nippon Slag Association

15:10 **GGBS Cement Production in Challenging Economic Conditions: Adapting the Business Model – Ecocem Ireland Story**

- Examination of European construction performance 2004-2014 and Irish construction performance 2004-2014 (80% reduction in Cement market)

- Managing the boom but more interestingly managing the recession
- Ecocem response to market conditions i.e. expansions of product range, no enforced redundancies
- Examination of fixed costs: Energy, shipping, stevedoring
- Future challenges i.e. response to climate change obligations of Governments, response to low carbon demands from market, development of new low carbon cements

John Newell, Chairman
Ecocem Ireland

15:40 Discussion followed by Refreshment Break

16:10 **Turkey & Cement Industry**
Metin Atik, President & General Manager
Meta Foreign Trade Co.

16:40 **Latest Innovations to Increase the Efficiency and the Sustainability of a New Grinding Plant Project**
Fernando Duenas Pozo, Area Sales Manager
Cemengal SA

17:10 Discussion followed by End of Day 1

17:15 - 18:15

Networking Reception for Speakers & Delegates

Day Two - Tuesday, October 6th

09:00 Chairman's Introduction
Anil Parashar, Managing Director
Cem Consult FZE

09:10 **Fundamental Changes & Opportunities in Iran's Cement, Clinker & Steel Market after Lifting of Sanctions**
Hossein Parhizgar, Managing Director
KTP

09:40 **East Africa Cement Demand & Trade Challenges**

- Demand and Supply position
- Demand drivers and market potential in the near to medium term

- Trade challenges: logistics, freight, etc.
- Changing trade dynamics - entry of Iran

Harpreet Duggal, CEO
Black Rock Cement

10:10 **Volatility of Dry Bulk Cargo Trade**

- Bulk carrier demand
- Baltic Dry Index (BDI) & freight rates movement

Rahul Sharan, Dry Bulk Analyst
Drewry

10:40 Discussion followed by Refreshment Break

11:10 **Nano Cement – Effective Approach to Modifying Ordinary Portland Cement**

- Brief introduction of the technology
- Ecological advantages of nano cement production
- Economic advantages of nano cement production
- Products based on nano cement

David Campbell
Global Director of Business Development
Moscow IMET International

11:40 **Qatar Cement Outlook**
Hettish Karmani
Senior Financial Analyst, Research & Publication
Global Investment House

12:10 Final Discussion followed by Networking Lunch

13:30 End of Conference

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