

# 19<sup>th</sup> Asia CementTrade

24 - 25 Oct 2017 | Hanoi, Vietnam

ORGANISED BY



Centre for  
Management  
Technology®  
into our 34<sup>th</sup> year

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## Day 1 - 24 Oct 2017, Tuesday

08:00 Morning Registration & Refreshment

09:00 Chairman's Introduction & Remarks

### 09:10 VIETNAM'S CEMENT MARKET DEMAND/SUPPLY FORECAST

- Cement production and consumption trends & new projects update
- Key growth drivers and how long will the construction boom last?
- Impact of new export tariff on the competitiveness of Vietnamese cement
- Is the market moving towards consolidation?

*Mr. Nguyen Quang Cung, Chairman  
Vietnam National Cement Association*

### 09:40 VISSAI CEMENT'S STRATEGY IN THE REGION & EXPORT TRENDS

*Mr. Ryan Dat, Deputy CEO  
Vissai Cement Group*

10:10 Discussion followed by  
Networking Refreshment

### 10:45 GLOBAL CEMENT MARKET OUTLOOK

- Global markets reviews - USA, Latin America, Europe, Africa & Asia
- Projections for 2018
- Emerging trends
- Challenges facing the industry

*Mr. Imran Akram, CEO  
IA Cement Ltd*

### 11:15 INDIA'S CEMENT MARKET REVIEW

- Demand/supply forecast
- Are there more M&A activities on the card?
- New projects update
- Environmental concern

*Mr. Yogesh Mehta, Joint Vice President  
(Commercial & Logistics)  
Shree Cement Ltd*

### 11:45 MEETING CEMENT DEMAND IN SRI LANKA

- Demand/supply forecast
- Infrastructure development and growth drivers
- Competitiveness of local production vs imported cement
- Raw materials supply & fuel sources
- Potential new entrants and expansions

12:15 Discussion followed by Networking Lunch

13:30 Chairman's Introduction

### 13:40 GLOBAL ECONOMIC OUTLOOK

- Global trends and forecasts
  - Emerging markets growth forecast
  - Global value chains
- Trend breakers
  - USA economic forecast under the new administration
  - The economic consequences of Brexit
- Regional issues
  - Asia post-TPP
  - China, India & ASEAN

*Dr. Adam McCarty, Chief Economist  
Mekong Economics Ltd*

### 14:10 CHINA'S CEMENT MARKET TRENDS & OVERSEAS EXPANSION DRIVE

- Cement market overview and emerging trends
- Alternative fuels utilization to meet environmental mandate
- Drivers for growth and export strategy
- Overseas cement investment drive

*Prof. Cui Yuan Sheng, Vice President  
Institute of Technical Information for  
Building Materials Industry of China*

### 14:40 TOMORROW MATTERS

- The need to improve cement plant efficiency and reliability because Tomorrow Matters.
- The need to innovate cement technology with lesser carbon foot print because Tomorrow Matters.
- The need to be closer with cement industry customers because Tomorrow Matters.

*Mr. Martin Valgren Pedersen  
Country Head and General Director  
FLSmidth Co Ltd*

*Mr. Sujith Varghese George, Sales Manager  
FLSmidth Private Limited*

15:10 Discussion followed by  
Networking Refreshment

### 15:45 READYMIX CONCRETE MARKET OUTLOOK & TECHNOLOGY INNOVATIONS

### 16:15 SUSTAINABILITY INITIATIVES FOR THE CEMENT INDUSTRY

- Sustainability levers for the industry
- Focus on Alternative Fuels and their potential in Asia
- Project case studies

*Mr. Pavel Cech, Managing Director  
ResourceCo Asia Sdn Bhd*

16:45 Discussion followed by End of Day One

17:00 - 18:00 hrs.  
**Networking Reception**  
for all speakers and delegate

## Day 2 - 25 Oct 2017, Wednesday

09:00 Chairman's Introduction

### 09:10 TRADING CHALLENGES OF IRANIAN CEMENT & OVERVIEW OF LOCAL MARKET

- Supply/ Demand projection & export volume/destinations
- Latest updates on new capacities, production & export vision
- Iranian cement industry map:
  - Distribution and location map of cement factories
  - Distribution map, showing the supply of various types of cement in Iran
  - location and characteristics of the main ports and export frontiers of cement

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- Trade and logistic flows into Central Asia, Africa and Russia
  - Iran cement quality
  - Payment issues
- Mr. Amir Mishanifard  
Deputy Managing Director  
Iran Cement Industry Export Development Company

## 09:40 CONSTRUCTION INDUSTRY BOOM IN CAMBODIA & ITS IMPACT ON CEMENT DEMAND

- Infrastructure/construction activities update & plans
- Cement demand/supply projections & trade flow
- Competitive landscape in cement sector & role of new player
- Cement quality and certification
- Logistics and distribution challenges

Oknha Kuch Sinih, CEO  
Camcem Co Ltd

## 10:10 PROMISING OUTLOOK IN INDONESIA'S CEMENT INDUSTRY

- Cement demand/supply projections & demand drivers
- Impact of new entrants & is there room for more capacities expansion?
- Sustainable technology investment & projects update
- Innovative strategy to maintain/increase market share
- Key export region

10:40 Discussion followed by Networking Refreshment

## 11:10 ASIA COAL & PETCOKE MARKETS OUTLOOK WITH FOCUS ON SOUTH EAST ASIA

Mr. Bhanu Pratap Singh, Director  
PT HMS Bergbau Indonesia

## 11:40 FREIGHT MARKETS & ITS IMPACT ON BUYERS/SELLERS

- Demand/supply of dry bulk market
  - Dry bulk vessels charter rates forecast
- Mr. Khairiel Abu Bakar, Chartering Manager  
Norden Shipping (Singapore) Pte. Ltd.

12:10 Final Discussion followed by Closing Lunch

13:30 End of Conference

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## "Innovate & Position for growth in Asia"

*"Thailand's Siam City Cement Group wants to expand investment in the production and supply of construction materials and waste treatment in Vietnam's southern Dong Nai Province, according to its local CEO Philippe Richart"*  
8/8/17, [www.globalcement.com](http://www.globalcement.com)

According to the Vietnam Cement Association, total cement production capacity in the country reached 86 million tons this year, while its local demand was at 60 million tons. Vietnam Cement Association predicted an oversupply of nearly 50Mt/yr by 2020. To help ease the oversupply in the domestic market, Vietnam Ministry of Planning and Investment (MPI) has proposed a reduction in its cement export tax which is currently set at 5%. If the export tax is removed, hopefully it can become more competitive compared to neighboring Chinese, Indonesian, Thai and Japanese cement players.

Where are the demand targets? Are Sri Lanka, Bangladesh, Australia, Cambodia, Nepal the solution to relieve the surplus capacity? Or further away to Africa or even South America?

*"Peru and Sri Lanka have emerged as potential markets for Vietnamese cement and clinker, reporting remarkable import growth in the first quarter of 2017."*  
2/5/17, <http://www.en.vietstock.com.vn/>

Cement industry is a very carbon-intensive business and cement manufacturers are under increasing pressure to modify their business strategies and production process to reduce their carbon footprint and work towards a sustainable and efficient business. What innovative technologies are available and their economics given a challenging economic climate ahead? Is the market ready for green cement?

Attend CMT's 19th Asia Cementtrade Summit in Hanoi on 24-25 Oct this year to gain insights on the latest demand/supply balance. Network with industry experts and find out more!

- Vietnam National Cement Association shares cement production and consumption trends and new project updates in the country
- Vissai cement divulges their strategy in the region as well as export trends
- IA Cement analyses the global markets from Asia, Africa to Europe to USA & Latin America,
- Gain first hand market info on India from Shree Cement. Are there more M&A activities on the card?
- Hear from Mekong Economics their analysis of the global economic performance including the economic consequences of Brexit, Asia Post TPP & USA under the new administration
- Institute of Technical Information for Building Materials Industry outlines China's cement market and their overseas expansion drive including the alternative fuels utilization to meet environmental mandate
- FLSmidth provides insights on the need to innovate cement technology with lesser carbon foot print as Tomorrow Matters.
- Major global player Iran's trading challenges into Central Asia/Russia Plus Outlook on the country by Iran Cement Industry Export Development Company
- Camcem focuses on Cambodia's cement growth drivers and forecast
- Latest on the freight markets and impact on buyers/sellers from Norden Shipping
- Keep up with update on critical Sri Lanka and Indonesia markets
- Find out what's the latest in the concrete market!
- Trade flow and growth potential of cementitious materials in the region
- Benefit from more than 8 hours of networking during the event!

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