

# 3rd Chlor-Vinyls Russia/CEE Markets

31 May - 1 June 2007 ■ Warsaw, Poland  
Sofitel Victoria Warsaw

***“Moving forward with integration amid global competition”***

#### **Authoritative Panel**

- ANWIL SA
- CMAI Europe
- ING Bank (Poland)
- CIREC
- Ciba Specialty Chemicals
- JSC Sayanskchimplast
- Vinnolit GmbH & Co. KG
- Baerlocher GmbH
- European Council of Vinyl Manufacturers (ECVM)
- Formosa Plastics Corporation
- Dow Europe GmbH
- SOLVIN Belgium SA

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# “Balancing environmental cost & margins in a c

## Day 1

Thursday, 31<sup>st</sup> May 2007

- 8:00 Registrations & Coffee
- 9:00 Chairman's Remarks & Introductions
- 9:10 *Keynote Address*  
**GROWING THE PVC BUSINESS IN A CHANGING MARKET ENVIRONMENT**
- Market trends in Europe
    - Mature market in Western Europe
    - Growth opportunities in CEE/Russia
  - Demand/supply balance
  - Vinyl products to support sustainability
- Dr. Josef Ertl, Managing Director  
**Vinnolit GmbH & Co. KG**
- 9:45 **MACRO-ECONOMIC OUTLOOK IN RUSSIA/CEE**
- Russia's entry to WTO & opportunities
  - Impact of US economy slowdown
  - Opportunities & impact of Romania/Bulgaria post EU admission
- Dr. Mateusz Szczurek, Chief Economist  
**ING Bank (Poland)**
- 10:15 Discussion followed by Refreshment
- 10:45 **ETHYLENE MARKET OUTLOOK**
- Ethylene cracker expansion update
  - Market forecast in the next 5 years
  - Main areas of consumption growth
  - Ethylene availability for vinyl producers
- Andrew Sparshott, Senior Consultant  
– Russian & CE Petchem Industries  
**CIREC**
- 11:20 **CAUSTIC & CHLORINE MARKET OUTLOOK IN EUROPE & THE REGION**
- Demand, supply & capacity of caustic soda /Chlorine
  - Caustic soda plant development & expansion plans
  - Key drivers for growth
- Czeslaw Lipinski, Product Manager for Chlor-alkali Business  
**ANWIL SA**
- 11:55 **PVC MARKET OUTLOOK IN RUSSIA**
- Demand/supply projection
  - Feedstock issues
  - Project update
  - Key downstream expansion & growth
  - Demand of imported goods
  - Import volume from Asia
- Dr. Seleznev A.V.  
New Technologies Development Manager  
**JSC Sayanskchimplast**
- 12:30 Discussion followed by lunch
- 1:45 **REACH LEGISLATION & ITS IMPACT ON PVC INDUSTRY**
- 2:20 **ASIA'S PVC PRODUCTION AND IMPACT ON THE GLOBAL MARKET**
- Addressing overcapacities in Asia/China & its implication on global trade
  - Export markets
- Lin Fong, Unit Manager  
**Formosa Plastics Corporation**
- 2:55 **CHLOR-VINYL MARKET DEVELOPMENT IN ROMANIA**
- Market overview & drivers for growth after EU admission
  - Expansion plans to meet growing demand
- 3:30 Discussion followed by Refreshment
- 4:00 **PROSPECT & DEVELOPMENT OF PVC PROFILES IN EASTERN EUROPE & RUSSIA**
- 4:30 **LATEST ADVANCEMENT IN LEAD REPLACEMENT FOR PVC STABILISERS**
- Lead replacement projects in various PVC applications
  - Alternative stabiliser systems and their performance in PVC profile applications
- Dr. Jörg Fröhlich, Product Development for Window and Technical Profiles  
**Baerlocher GmbH**
- 5:00 **NEW PVC IMPACT MODIFIERS**
- Increased efficiency of TYRIN™ CPE modifiers via improved polyolefin feedstock
- Mercedes Alonso, Market Manager Modifiers - Construction PVC  
**Dow Europe GmbH**  
Maarten Aarts, Application Technology Leader  
**Dow Europe GmbH (European HQ)**
- 5:30 Discussion followed by End of Day One

1740 – 1840 hrs.

*Cocktail Reception*

for Speakers & Delegates

hosted by



## Day 2

Friday, 1<sup>st</sup> June 2007

- 9:00 Chairman's Introduction
- 9:10 **GLOBAL VINYL MARKET OUTLOOK**
- Demand/supply balance
  - Will Europe continue to import from Asia, esp China?
  - Excel in a competitive vinyl market
  - Future of East European producers in the face of competition from Middle East/Russian companies
- Marguerite Morrin, Director  
– Europe & Middle East - Chlor-alkali/Vinyls  
**CMAI Europe**
- 9:45 **DEVELOPMENT OF PVC MARKET IN UKRAINE**
- 10:20 Discussion followed by Refreshment
- 10:50 **PROSPECT OF PVC CONSUMPTION IN TURKEY**
- Demand/supply overview
  - Drivers for growth
  - Will capacities from Middle East/Iran fill the gap?
  - Challenges
- 11:20 **PVC RECYCLING IN EUROPE & INITIATIVES IN EASTERN EUROPE**
- Jean Pierre De Greve, Executive Director  
**ECVM - The European Council of Vinyl Manufacturers**
- 11:50 **PVC PIPES MARKET TRENDS AND DEVELOPMENT IN EAST EUROPE**
- Joel Fumire, Technical Marketing & Development, Pipes & Fittings  
**SOLVIN Belgium SA (HQ and R&D)**
- 12:20 **INCREASE THE LIFETIME OF YOUR FLEXIBLE PVC APPLICATIONS**
- Janusz M. Wartalski, Business Development Manager - Segment Plastic Additives  
**Ciba Specialty Chemicals**
- 12:50 Final Discussion followed by Closing Lunch
- 2:15 End of Conference

*“LUKOIL Chemical Group has awarded Uhde the follow-up contract for a new polyvinyl chloride plant in the Ukraine... The new plant is scheduled to go on stream in early 2009.”*

*www.azom.com, 19/12/06*

*“Sibur intends to establish PVC joint venture with Solvay.”*

*RCCnews.ru, 1/2/07*

The PVC consumption in Russia & Eastern Europe is growing at a rapid pace and investment into new PVC capacity and expansions are underway. However, the availability of feedstocks like VCM could pose a challenge to the intended projects. How are investors addressing the issues, especially acute in Russia & Eastern Europe.

Russia has over 3 million mt/yr of ethylene capacity & expansion at existing plants will result in 30% overall capacity increase by 2010, well below the country's expected needs. How will Russia address the shortage in ethylene & meet the current short-fall? With Russia expected to join WTO in 2007, what are the opportunities available for foreign and domestic players?

With Asia facing a challenging time in terms of PVC oversupply, Russia/Eastern Europe could offer a good solution to the excess capacities. With more export going to Turkey and neighbouring countries from Asia, especially China, how will this impact on the European players? Will further consolidation take place amid global competition?

CMT's **3rd Russia/CEE Chlor-Vinyl Markets** conference will bring together leading industry experts to share insightful development and experience in a growing economy. Some of the issues to be addressed includes :

- **Global vinyl trade outlook & trends**
- **Feedstock availability to meet expansion plans**
- **Country focus session & project update : Russia, Ukraine, Romania, Turkey**
- **Additives innovations & lead replacement**
- **Demand outlook for Profiles & Pipes**
- **PVC recycling status**

**3rd Russia/CEE Chlor-Vinyl Markets** provides an informative and excellent networking platform to exchange the latest industry happenings and trends. Seize the opportunity to establish business contacts in this dynamic industry. **Register your team** today to [vyynn@cmtsp.com.sg](mailto:vyynn@cmtsp.com.sg) or log on to our website at [www.cmtevents.com](http://www.cmtevents.com) for more information.

### YOU'LL NETWORK WITH

- CEOs • Regional Directors
  - Business Development Directors • Marketing Managers
  - Analysts • Consultants & Senior Managers
- from the Chlor-Vinyl industry including Traders, Shipping & storage companies, EPC companies, plasticizers, stabilizers, additives producers, pipes, profiles, cables, windows, flooring manufacturers*

# REGISTRATION

3rd Chlor-Vinyls  
Russia/CEE Markets

Name \_\_\_\_\_  
 Position \_\_\_\_\_  
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 Name \_\_\_\_\_  
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 Position \_\_\_\_\_  
 E-mail \_\_\_\_\_

**Fees:** The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & CD documentation.

	1 Person	Group fee for 3 or more* (from the same company)
<b>Early Bird Fee</b> *Register & Pay before 30 Apr 07	<b>EUR1,195</b> (SAVE EUR100)	<b>EUR1,095</b> (MIN SAVINGS OF EUR600)
<b>Regular Fee</b>	<b>EUR1,295</b>	<b>EUR1,195</b> (MIN SAVINGS OF EUR300)

\* Terms and conditions apply.

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

Photocopy Registration Form to Preserve Brochure Copy. May 2007

## TELEGRAPHIC TRANSFER

Account Name: **Centre for Management Technology**  
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*TT must include additional EUR18 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.*

## TO REGISTER

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### CONFERENCE VENUE

CMT has arranged special discounted room rate at Eur 133.75nett (Single) / Eur 144.45nett (Double) per room per night inclusive of 1 breakfast (subject to room & rate availability) for delegates at **Sofitel Victoria Warsaw**. Please reserve your room with the hotel directly, providing full credit card number and expiry date to:

Reservation Department, **Sofitel Victoria Warsaw**  
 Ul. Królewska 11, 00-065 Warsaw, Poland

Phone: **48 22 657 82 85** Fax: **48 22 657 81 69** Email: [Rez.sof.victoria@orbis.pl](mailto:Rez.sof.victoria@orbis.pl)  
 Reservation Cut-off Date: 1 May 2007

### Customised Sponsorship Packages Available

This event is an excellent platform to promote your organisation to influential players and investors in the industry. Sponsorship opportunities available include Corporate, Exclusive Luncheon, Cocktail & Documentation sponsor. Exhibition / catalogue display can be arranged upon request. Contact [cynthia@cmtsp.com.sg](mailto:cynthia@cmtsp.com.sg) or **(65) 6346 9132**.

~ CMT'S UPCOMING 2007 EVENTS ~

## 6th Petchem Feedstock Asia/China Markets

14 - 15 May • Shenzhen

## 15th Petchem Asia Summit

4 - 5 September • Phuket

## BIOPolymers Markets

15 - 16 May • Hong Kong

## 2nd Rubber & Tire Russia/CEE Markets

18 - 19 September • Prague

## 8th CEEPET

11 - 12 June • Odessa, Ukraine

## 3rd Plastic Pipes Russia/CEE Markets

20 - 21 September • Krakow

## 2nd PU Asia Markets

14 - 15 June • Shanghai

## 5th Olefins & Polyolefins MENA Markets

20 - 21 November • Dubai

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