



2nd
**Polymers &
Processing**
MENA Markets

15-16 January 2008
Radisson SAS Deira Creek, Dubai

“Value creation in plastics processing : How geared is the ME ?”

- | | |
|----------------------------|-------------------------------------|
| ADBIC | Pimas Construction Materials |
| Standard Chartered Bank | Thai Plastic Industries Association |
| Maersk Logistics | Anabeeb |
| CMAI | Clipsal |
| By Innovations Consultancy | Plaasteka |
| Abu Dhabi Pipe Factory | UFLEX |

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Maximising Value Creation and Confronting Challenges in the Gulf Plastics industry

According to research company Proleads, the total value of all non-oil and gas industrial projects in the GCC region exceeds \$115 billion currently. The first industrial city of Abu Dhabi includes economic zones for plastics manufacturing, base metals, building and construction products, electronics and automotive industries and that alone has already attracted \$2.99 billion in investment. (Source: Zawya, 23 Oct 2007) Elsewhere in the Middle East, similar investments in setting up plastics conversion industry clusters are also taking root for eg. the new King Abdullah Economic City (KAEC) and the Rabigh Conversion Industrial Park. How will these initiatives further shape the polymer and the downstream industry? What are the business opportunities present for polymer producers, traders and investors?

The region continues to witness increased growth in infrastructure which is estimated to reach \$150 billion over the next 3 years. Some of these sectors include construction, real estate and manufacturing sectors. This signals good news for players as domestic demand for plastic pipes, profiles, packaging etc is also expected to increase. What is the growth potential for these products and what are the developments that lie ahead?

Even as domestic demand is expected to increase over the next few years, export markets still remain an attractive option for players. Freight cost and efficient supply chain are important concerns. What are the areas to look out for and are there any strategies to manage supply chain costs better?

Can local processors compete with other players from China, India and the rest of Asia? What is the current level of processing know-how in the region and what lessons can they draw from other processors in mature markets?

Explore these and more at
CMT's 2nd MENA Polymers & Processing Markets Conference :

- Update on 'Plastics Valley' Projects
- Growth outlook of the compounding and masterbatch industry
- Regional Market Reviews of the Middle East
- Can the current Plastics Processing Technology match global standards?
- Applications driving polymer demand in :
 - Plastic pipes & fittings
 - Profiles
 - Wire & Cable
 - Packaging
- Logistics, Warehousing & Distribution Issues

A good platform for exchange of market intelligence and contacts. Register with your team at www.cmtevents.com and be part of this action now!
Contact Emily@cmtsp.com.sg for queries.

Program topics, speakers and schedules published herein are confirmed as at printing time. Please refer to the event's timetable page at www.cmtevents.com for the most up-to-date information.

Day 1

Tuesday, 15th January

8:00 Registration & Coffee

9:10 **MACRO ECONOMIC OUTLOOK
IN THE MIDDLE EAST**

Nicola Mary, Economist for the Middle East and North Africa region
Standard Chartered Bank

9:40 **MIDDLE EAST PLASTICS
MARKET EVOLUTION**

- Global and Middle East Overviews
 - Supply – including new capacity updates
 - Demand – key drivers
 - Trade – shifting patterns
 - Prices & Margins
- Market Trends in the Middle East
 - Conversion Industry Development
 - Freight Issues
 - Transparent Pricing

Pat Rooney, Managing Director
CMAI Middle East FZ LLC

10:15 Discussion followed by Coffee

10:45 **ABU DHABI POLYMERS PARK
– “DRIVING A STEP CHANGE IN
THE PLASTICS CONVERSION
INDUSTRY OF UAE”**

- Supporting the diversification of the Abu Dhabi economy
- Strong drivers for growth in the Plastics Conversion industry
- Industry Parks and Clusters, best practices
- Designing and realizing a competitive Polymers Park offering

Gustaf Arkemark

Senior Advisor Petrochemical

**Abu Dhabi Basic Industries Corporation
(ADBIC)**

11:20 **DIVERSIFYING INTO SPECIALTY PLASTICS INDUSTRY – PROSPECTS AND CHALLENGES IN THE MIDDLE EAST**

11:55 **MANAGING PLASTICS SUPPLY CHAIN IN THE MIDDLE EAST**

- Supply chain models
- On site logistics
- Carrier management / container availability
- Visibility
- Inventory control

Anthony Elwine, General Manager - Chemicals, Supply Chain Management
Maersk Logistics - Supply Chain Management, Maersk MEA

12:30 Discussion followed by Lunch

2:00 **COMPOUNDING AND MASTERBATCHES: OPPORTUNITIES FOR INNOVATION**

Dr Y.B. Vasudeo, Director
By Innovations Consultancy (India) Pvt. Ltd

2:35 **PACKAGING MARKET OUTLOOK**

3:10 Discussion followed by Tea

3:40 **PLASTIC PIPE MARKET OUTLOOK IN THE MIDDLE EAST**

- Growth Prospect
 - Overview of Potential Export Markets
- Mohamad Abu Ghany, Sales Manager
Anabeeb

4:10 **MEETING REACH LEGISLATION FOR PLASTICS EXPORT TO EUROPE**

4:40 **ENHANCING THE PROCESS OF PP& PE INJECTION MOLDING WITH PERFORMANCE ADDITIVES**

Rahul Avasthi, CEO
Plaasteka

5:10 **GLASS REINFORCED PLASTIC PIPES – TRENDS AND REQUIREMENTS**

- Strategies in meeting global standards
 - Growth Potential and Trends in the Gulf
- Mohammed Hashim, QA/QC Manager
Abu Dhabi Pipe Factory

5:40 Discussion followed by Close of Day 1

1745 - 1845 hrs. *Networking Reception*
for Speakers & Delegates

Day 2
Wednesday, 16th January

9:00 Chairmans' Welcome

9:05 **OVERVIEW AND DEVELOPMENTS OF THE PLASTIC CONVERSION AND PROCESSING INDUSTRY IN THAILAND**

- Lessons and Case Study from Asian Processors
- Future Plastic Conversion and Processing Trends

Satit Hemmondharop, Vice President
Thai Plastic Industries Association

9:40 **CHALLENGES FOR POLYMER PROCESSING INDUSTRIES IN THE MIDDLE EAST**

- Prospects for value added plastics products in ME
- Size of local markets
- Export potential for finished goods
- Accessibility of cost advantaged raw materials
- Status of converting infrastructure and capabilities
- Capability of processors in working with new generation resins

Pradeep Tyle, Senior President
UFLEX Limited

10:15 Discussion followed by Coffee

10:45 **POTENTIAL OF PVC CONDUITS IN THE MIDDLE EAST**

- How would this impact sourcing strategies ?
- Forecast volume resin required
- Future Prospect

Lalu Sammuell, Managing Director
Clipsal Middle East FZC

11:20 **PVC PROFILES MARKET IN TURKEY**

- General PVC Consumption
- Demand & Supply Balance of Profiles
- Potential for Import and Export of Profiles
- Future Outlook

Oktay Alptekin, General Manager
Pimas Construction Materials

11:55 **MOLD DESIGN CHALLENGES & PROCESSING COMPLEXITIES WITH NEW GENERATION RESIN**

- New trends & design
- Key considerations in mold design
- Production challenges

12:30 **WIRE & CABLE MARKET OUTLOOK**

1:00 Discussion followed by Closing Lunch

2:00 End of Conference

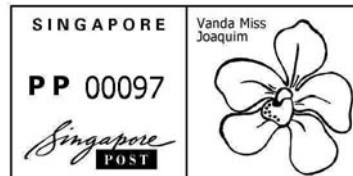
You will network with

- CEOs • Managing Directors
- Vice Presidents • Sales & Marketing Directors
- Regional Directors • General Managers
- Commercial & Technical Directors/Managers
- Business Development Directors/Managers
- Product Directors/ Managers
- Plant/Operation Managers
- Technology Licensing Managers from polymer producers, traders, Catalyst and additive companies, plastics compounders, plastics converters, Machinery suppliers, Banks & financial Institutions, End-users (Plastic Pipes, Wire & Cable, Building and Construction, Auto Parts, Geo Membrane, Packaging, etc), logistics & warehousing companies, consulting firms and many more.

2nd Polymers & Processing

MENA Markets

DUBAI | 15 - 16 January 2008



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

1 Person	Group fee for 3 or more* (from the same company)
USD1,395	USD1,095 (MIN SAVINGS OF USD900)

* 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.

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 Contact cynthia@cmtevents.com or (65) 6346 9132.

Photocopy Registration Form to Preserve Brochure Copy. Jan 2008

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 Email: Amjad.AlHashmi@radissonsas.com
 Reservation Cut-off Date: 15 Dec 2007

9th MidEast & Africa PET

4 - 5 February 2008 • Dubai

"Rising Gem in the Global PET market"

3rd Asia Rubber & Tire Markets

28 - 29 February 2008 • Bangkok

"Developing Strategies for Booming End-users Demands, Soaring Raw Material Prices & New Export Markets"

8th Asia/China Chlor-Vinyls

3 - 4 March 2008 • Shanghai, China

"Tapping new export markets for sustained growth"

4th Asia PP Markets

10 - 11 March 2008 • Shanghai, China

"The Competitive Generation of PP Applications & Innovations"

8th Asia Nylon Market & Technology

12 - 13 March 2008 • Shanghai, China

"Staying Profitable in the face of increased costs and competition"