

Program topics, speakers and schedules listed herein are confirmed as at printing time.  
Please refer to the event's Latest Schedule at [www.cmtevents.com](http://www.cmtevents.com) for most up-to-date details.

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# 3<sup>rd</sup> MidEast/Africa CementTrade

*“Bridging Cement & Concrete for Sustainability”*

14 - 15 October 2008  
Radisson SAS Hotel Dubai Deira Creek

Union Cement Norcem Co. (W.L.L)  
Eastern Province Cement Co.  
JSW Cement Ltd  
Goltas A.S.  
Marvel Int'l Mang & Transp Co. Ltd.  
Info-Prod Research (Middle East) Ltd

University of Sharjah  
ZAG International Inc.  
BNP Paribas Group  
GS Cimentos SARL  
Ras Al-Khaimah Co. for White  
Cement & Construction Materials

Fichtner Carbon Management  
International Finance Corp (IFC)  
Dalmia Cement (Bharat) Ltd  
Danish Technological Institute,  
Concrete Centre  
East Asia Maritime  
DENAX Trading

promotion partners



official publication



## Day 1 - Tuesday, 14 October

8:00 Registration & Coffee

9:00 Chairman's Welcome & Introduction

### 9:10 CHALLENGES & OUTLOOK FOR THE UAE CEMENT INDUSTRY

- Clinker demand projection and where will the region source for it?
- Capacity expansion vs. demand
- Construction boom & developments for the next 3-5 years – Can the emirates cope?
- Move to stabilize the cement price in UAE

Mustafa Gorgunel, General Manager  
**Union Cement Norcem Co. (W.L.L)**

### 9:40 SAUDI'S MASSIVE CEMENT & CLINKER DEMAND

- Capacity expansion projection vs. demand
- Danger of oversupply & securing export markets?

Dr. Zamil A. Almokrin, General Manager  
**Eastern Province Cement Company**

### 10:10 INDIA'S CHANGE OF ROLE AS IMPORTER

- Coping with domestic market demand
- Ban on export – Impact on the Middle East markets

JK Tandon, Director  
**JSW Cement Ltd**

10:40 Discussion followed by Refreshment Break

### 11:10 GCC HOTTEST CEMENT MARKETS

- Qatar, Bahrain, Kuwait, Iraq
- Rising energy costs & challenges
- Future for the cement & concrete industry

Dr. Gil Feiler, General Manager  
**Info-Prod Research (Middle East) Ltd**

### 11:40 PROJECT DEVELOPER'S PERSPECTIVE

### 12:10 RUSSIA: SOAKING IN SUPPLY & MEETING DEMAND

- Boom in import cargo from China & Turkey
- Corridor to inland markets - Moscow, Central Asia
- Construction developments – oilfield, gasfield, etc.

Meric Caleskan, Group Sales Director  
**Goltas A.S.**

12:40 Discussion followed by Networking Lunch  
Sponsor by



14:00 Chairman's Remarks

### 14:10 CHALLENGES FOR THE RMC SECTOR

- Environmental lobby & regulations
- Labor & manpower constraints
- Future for the industry

### 14:40 DURABILITY OF CONCRETE STRUCTURES IN HOT CLIMATE OF THE GULF REGION

Professor Mufid Al-Samarai  
Director of Central Laboratory  
**University of Sharjah**

### 15:10 SUSTAINABLE CONCRETE CONSTRUCTION – HOW IS THE SECTOR EVOLVING?

Mette Glavind, Centre Manager  
**Danish Technological Institute, Concrete Centre**

15:40 Discussion followed by Refreshment Break

### 16:10 A-Z OF CARBON MARKETS & TRADING

- Driving factors & shift towards lower-carbon trajectory
- Global overview of CDM projects

Nino Turek, Executive Director  
Business Development  
**Fichtner Carbon Management**

### 16:40 CARBON TRADING: GOING GREEN & CASHING – IN

- Finance & investment opportunities
- CER pricing – maximizing the value
- Regional trading platforms – role & availability

Sanjay Puri, Principal Investment Officer  
**International Finance Corp (IFC)**

### 17:10 DEVELOPMENTS IN CEMENTITIOUS PRODUCTS & IMPACT ON GLOBAL TRADE PATTERNS OF CEMENT & CLINKER

Charles Zeynel, President  
**ZAG International Inc.**

17:40 Discussion followed by end of Day 1

1750 - 1900 hrs. *Networking Reception*  
for Speakers & Delegates

## Day 2 - Wednesday, 15 October

9:00 Chairman's Remark

### 9:10 MIDDLE EAST ECONOMY OUTLOOK

- Impact of the sub-prime meltdown
- Trends in the cement industry
- Increasing cost of liquidity on raising debt for Middle East cement producers

Chahid Jarmouni, Vice President  
**BNP Paribas Group**

### 9:40 MOZAMBIQUE – CAPACITY EXPANSION FOR DOMESTIC & NEIGHBORING MARKET

Ramakrishna, Director  
**GS Cimentos SARL**

### 10:10 EAST/SOUTH AFRICA MARKETS UPDATES

10:40 Discussion followed by Refreshment Break

### 11:10 RUSSIAN & CIS MARKETS: DISTRIBUTION & LOGISTICS CONSTRAINT

- Transportation & freight costs, port facilities, etc.
- Developments & future outlook for the region

Levent Karacelik, President  
**Marvel Int'l Mang & Transp Co. Ltd.**

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## "Aggressive Demand Meeting Exponential Growth"

### 11:40 **PANEL DISCUSSION: LOGISTICS CHALLENGES & TRADE MOVEMENTS**

- Freight rates & market drivers
- Loading facilities, carriers availability, etc.

#### Panelists:

Levent Karacelik, President

**Marvel Int'l Mang & Transp Co. Ltd.**

Mustafa Gorgunel, General Manager

**Union Cement Norcem Co. (W.L.L)**

Kassim Gokal, Managing Director

**East Asia Maritime**

Rahim Vaseghi, UAE Regional Manager

**DENAX Trading**

12:10 Discussion followed by lunch

### 13:30 **CHALLENGES & OPPORTUNITIES FOR CDM IN CEMENT BUSINESS**

- Review of cement industry CDM registered projects with case study
- Potential for new CDM projects
- Making CDM an integral part of Greenfield cement projects

Dr. KC Narang, Technical Advisor

**Dalmia Cement (Bharat) Ltd**

### 14:00 **IRAN – PROSPECT FOR THE CEMENT INDUSTRY**

- Capacity expansion vs. domestic demand
- Ideal export capacity for the future

Dr. M. Rahim Vaseghi, UAE Regional Manager

**DENAX Trading**

14:30 Discussion followed by Refreshment Break

### 15:00 **PAKISTAN CEMENT MARKETS OUTLOOK**

- Increased export demand to India – Can the sector cope?
- Update on capacity expansion
- Tightening clinker market – impact on export markets

### 15:30 **WHITE CEMENT – BOLD VS. THE OLD**

- Local, regional & global figures (white & grey cement)
- From structural & decorative point of view
- New applications

Tareq Samaha, Marketing & Sales Manager

**Ras Al-Khaimah Co. for White Cement & Construction Materials**

16:00 Final Discussion

16:10 End of Conference

From Middle East to Russia, the cement industry is witnessing a robust growth amid massive construction boom. Cement & concrete companies are facing bigger challenges and higher demand by the day with companies continuing to invest in new capacity and sustainable technology.

*"GCC cement production capacity, currently standing at 50 million t/y, will more than double by 2010, and Saudi Arabia is the centre of this boom."*

25 April – 1 May 2008 MEED

### CMT's 3<sup>rd</sup> **MidEast & Africa (MEAF)**

**CemenTrade** is an event not to be missed! With countries like Egypt & India suspending its exports and increasing demand outpacing supply from the UAE to Qatar to East Africa, the conference will give an update on major developments & challenges facing the cement & concrete industry.

### **PLUS – In-depth coverage on Carbon Management for Cement Industry**

Being one of the bigger polluters of GHG, the cement industry has been put to test to become green & the trend is sweeping throughout the sector. Find out how sustainable development & carbon management can be both the industry's greatest challenge as well as its greatest opportunity.

#### **Carbon Management Highlights:**

- A – Z of carbon trading
- Financing your CDM\* projects
- Role of DNA\* & sustainability criteria
- Embarking on CDM\* projects – Dalmia Cement's Experience

\* Clean Development Mechanism (CDM)

\* Designated National Authority (DNA)

### **3rd MEAF CemenTrade will focus on:**

#### **Cement Markets**

- From demand scenario in Saudi & UAE to the supply capacity in Pakistan.
- 2 hot sessions on Russia, addressing supply/balance dynamics & distribution constraints.
- Latest on the growing markets of East Africa and how its meeting demand?

#### **Concrete Focus**

- Listen to Xtramix Concrete Solution address key challenges facing the industry.
- How durable are the concrete structures for hot climate and how is the sector evolving to meet sustainability?
- From the Dubai Marina to Palm Jumeirah, find out how high performance concrete is essential in meeting the challenges of the construction arena.

#### **Also**

- Keep abreast with the trends in dry bulk cargo trade and how it will impact the escalating freight rates.
- Where is the white cement industry heading towards? Find out its growing application and advantages.
- Network with key cement & concrete players, buyers and sellers and forge business deals and transaction.

**You will network with**  
CEOs/MDs/Marketing Director/Technical Director/  
Traders/Senior executives from international/  
regional cement companies, ready-mix concrete,  
pre-cast & building materials companies, cement  
raw materials suppliers (slag, fly ash, steel, coal),  
construction/infrastructure/building/equity/research  
analysts, project financiers/banks, engineering,  
technology & equipment providers, logistics &  
shipping companies (dry bulk and cement carriers).

## REGISTRATION

### 3<sup>rd</sup> MidEast/Africa CementTrade 14-15 October | DUBAI



**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)
USD1,995	USD1,495 (MIN SAVINGS OF USD1500)

\* 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.

#### TO REGISTER

Online: [www.cmtevents.com](http://www.cmtevents.com)  
Email: [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg)  
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#### TELEGRAPHIC TRANSFER

Account Name: **Centre for Management Technology**  
A/C No: **251 - 004487 - 178**  
Bank: HSBC Singapore  
Branch: Marine Parade, Singapore  
Swift Code: HSBC SGSG  
*TT must include additional USD21 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.*

#### 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.

Photocopy Registration Form to Preserve Brochure Copy, Oct 2008

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#### CONFERENCE VENUE

CMT has arranged special discounted room rate at AED 1150 / AED 1200 (Single / Double Standard) + 10% Municipality Tax + 10% Service Charge per room per night inclusive of daily Buffet Breakfast (subject to room and rate availability) for delegates at Radisson SAS Hotel.

Please reserve your room with the hotel directly, providing full credit card number and expiry date to:  
Rashmi Hazarika, Groups Coordinator, **Radisson SAS Hotel**  
Dubai Deira Creek, PO Box 476, Dubai, United Arab Emirates  
Tel: 971 4 205 7121 Fax: 971 4 2234698  
Email: [rashmi.hazarika@radissonsas.com](mailto:rashmi.hazarika@radissonsas.com)

Cut off Date for Room Booking: 12 September 2008

#### ~ CMT's Upcoming Events ~

### 3<sup>rd</sup> AMERICAS Sugar&Ethanoltrade

16-17 October 2008 • Miami, USA

*"High corn prices and its impact  
on the US ethanol producers"*

### JATROPHA WORLD Hamburg 2008

20-21 October 2008 • Hamburg, Germany

*Successful Implementation & Integration Strategies  
Overcoming Concerns on Sustainability  
Global Production Case Study  
Maximising Project ROI through Improved Agronomy*

### SORGHUM & ETHANOL SUMMIT

20-21 November 2008 • Hainan

*"Transitional Technologies & Competitive  
Approaches of Biofuels Production"*

### World Grains Trade

17-18 February 2009 • Singapore

*"How the regional business is evolving  
amidst tightening supplies"*

### 11<sup>th</sup> Asia Cement Trade

23 -24 March 2009 • Bangkok

*"Continuous Boom or Hitting Plateau?"*