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Management
Technology®
into our 27th year

2nd **Africa** CementTrade

3-4 March 2010 | Dakar-Senegal
Hotel Le Meridien President

*“Meeting cement demand & investments
in Sub-Sahara Africa”*

Les Ciments du Sahel
East African Portland Cement Co., Ltd
Dangote Cement
PEG SA
Aggreko International
Raza Trading Group
IFC
Davy
Auto Chartering SA
Cagicex Global Trade
Sumitomo Mitsui Banking Corporation Europe Limited
Baobab Advisory SARI
Titan Cement Egypt
Cimentchad
SECIL – Companhia Geral de Cal e Cimento, S.A.
Savanna Cement Company Limited (SAVACEM)

promotion partners



official publication



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LES CIMENTS DU SAHEL S.A.

Day 1 - Wednesday, 3 March 2010

- 8:00 Morning Registration & Refreshment
- 9:00 Chairman's Welcome & Introduction
- 9:10 **Development of Infrastructure & Urban Projects in Senegal**
- 9:40 **Market Review & Investment Challenges in Senegal**
Senior Representative
Les Ciments du Sahel
- 10:10 **Cement Investment Plans & Direction in Africa**
 - Cement market development in Nigeria
 - Project update – Senegal/Zambia
 - Challenges & Obstacles
 - Financing & raw materials issues*D.V.G. Edwin, Group Executive Director*
Dangote Cement
- 10:40 Discussion followed by Networking Refreshment
- 11:10 **Global Cement Market Outlook**
 - Government stimulus packages, improving economy & its impact on cement trade
 - Strategy to excel in a challenging environment
 - Consolidation trends & shareholder values
 - Potential growth region*Tim Cahill, Senior Equity Analyst - Research*
Davy
- 11:40 **Clinker & Cement Market in East Africa**
 - Demand/supply outlook & drivers
 - Domestic production capacities & trade flow
 - Dealing with influx of imported cement
 - Investment/expansion plans update
 - Fuels & raw materials issues
 - Challenges ahead*Peter Korir, Head of Strategy and Technology Development*
East African Portland Cement Co., Ltd
- 12:10 **Development of Cement Market in Chad**
 - Demand/supply outlook
 - Where do the supply come from?
 - Energy supply & raw materials availability for cement investment

- Challenges ahead
- Ahmat Annama Youssouf, General Manager*
-
- Cimentchad**
- 12:40 Discussion followed by Lunch
- 14:00 **Trends in the Cement Industry 2010 Onwards**
 - Impact of environmental concern & cost reduction on cement industry
 - Changing trends in plant design, product design, R&D & Plant performance
 - Effect of Africa & its capacity evolution*Tony Hadley, Managing Director*
Baobab Advisory SARL
- 14:30 **Overview of the Power Situation in Africa & Possible Solution for the Future**
 - Electricity supply in Africa : current situation and trends
 - Challenges on construction/start up of new cement plants
 - Contingency planning to mitigate risk of temporary power shortage*Christophe Jacquin, Area Director*
Aggreko International
- 15:00 **Your Waste as Fuels for the Future**
Piet Heersche, English Project Director
PEG SA
- 15:30 Discussion followed by Networking Refreshment
- 16:00 **Trade & Logistics Challenges in Supplying Africa Market**
 - Sustainability of supply from Asia
 - Improving transportation & vessel logistics
 - Growing construction activities in Africa
 - Payment issues*Hafiz Ahmed Raza Dar, Chairman*
Raza Trading Group
- 16:30 **Meeting Cement Demand in Ethiopia**
 - Demand/supply projections
 - Drivers for growth
 - Port & infrastructure challenges for importing cement
 - Cement investment challenges

- 17:00 **Dry Bulk Freights in Sub-Sahara Africa - How to Improve Your Freight Costs**
Paco Castaner, Director
Auto Chartering SA
- 17:30 Final Discussion & End of Day 1

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

Day 2 - Thursday, 4 March 2010

- 9:00 Chairman's Introduction
- 9:05 **Prospects & Challenges of Investing in the Sub-Sahara African Cement Sector: IFC's Role**
Michel Folliet, Principal Industry Specialist
IFC
- 9:35 **SECIL in Africa – A Long Term Relationship**
 - Introduction: from the 50's until today
 - Portugal: a competitive origin for African markets
 - SECIL in Tunisia, Cape Verde and Angola: market approach and prospects
 - Future: investments and development plans*Pedro Galvão, Trading Manager*
SECIL – Companhia Geral de Cal e Cimento, S.A.
- 10:05 **Overview of Cement Market in Ghana & Update on Buipe Project**
 - Demand/supply projections & drivers for growth
 - Project investment update
 - Raw materials & energy issues
 - Key market & export potential*J.B. Ofoosu-Mensah, Project Co-ordinator & Technical Director*
Savanna Cement Company Limited (SAVACEM)
- 10:35 Discussion followed by Networking Refreshment

11:00 **Review of Cement Market in Egypt**

- Demand/supply outlook & how long will the construction boom last?
- Investment/expansion plans update & new entrance
- Government's stimulus packages & its effect on cement demand

Medhat Stefanos, Group Commercial Director
Titan Cement Egypt

11:30 **Day by Day Issue of Cement Marketing in Cameroon & Congo**

Daniel Camarasa Gimeno, General Manager
Cagicex Global Trade

12:00 **Trade Finance Challenges in Africa**

Christian Karam, Head of Africa Desk
Sumitomo Mitsui Banking Corporation Europe Limited

12:30 Final Discussion followed by Closing Lunch

13:30 End of Conference

Site visit to Les Ciments du Sahel Plant
(for 30 persons based on 1st come 1st serve basis)

13:35 Assemble at hotel lobby

13:45 Depart for Les Ciments du Sahel Plant

15:00 Arrive for site visit

16:30 Depart to hotel

18:30 Arrive at Hotel

You will network with

Senior executives/traders from international/regional cement companies, ready-mix concrete companies, pre-cast & building materials companies, cement raw materials suppliers (slag, fly ash, steel, coal), construction/infrastructure/building/equity/research analysts, project financiers/banks, engineering, environmental & CDM consultants, technology & equipment providers, EPC contractors, logistics & shipping companies (dry bulk and cement carriers)

Africa – Global 'Hot Spot' where demand exceeds supply!

"A Nigerian company, Dangote, is building a new cement factory in Senegal worth 250 billion francs CFA, Abdou Kader Mbacke, Director General of Dangote Senegal, a subsidiary of the group, announced on 30 Nov in Dakar."
3/12/09, www.africanmanager.com

"Les Ciments du Sahel is now producing at full capacity and continued strong demand has led the company to expand its production capacity, which is on schedule to be completed by mid 2010"
5/10/09, www.altassets.com

Africa's cement market is booming. Growth is accelerating with new cement expansions and investments across the continent. The housing boom and infrastructure development have prompted governments to source for cement to meet local demand. Investment incentives are rolled out to attract investments into respective countries but with power supply irregularities, how are investors managing? How are local producers coping with the influx of cement when the government lifts the ban on cement?

The Egyptian cement industry has remained strong throughout the global financial downturn. Whilst other countries in the MENA region are threatened by over capacity, exports from Egypt have been banned since April 2009 and the ban will continue until at least Oct 2010. Imports, meanwhile, are still going strong, with some 1 million ton imported in August alone.
5/11/09, www.worldcement.com

"Nigerian cement industry set for period of major growth as producers expand capacity to cope with the country's critical infrastructure and housing needs."
6/8/09, www.tradeinvestnigeria.com

Global cement traders are eyeing emerging markets of Africa to sell their excess capacities. Challenges are aplenty and what lessons can we learn from them? Port infrastructure and road transportation needs to be improved to ease delivery and what are the plans in place to address these challenges?

CMT's 2nd Africa Cementrade Summit will bring together leading industry leaders to share insights and market opportunities in Africa's cement markets. This is an excellent platform where investors, suppliers and technology providers meet!

Extensive Benefits of Attending

- Evaluate the real demand in Africa & where are the new capacities?
- Hear from leading cement players the challenges of investing in Africa & lessons learnt
- Review of cement Trade & Investment opportunities in *Egypt, Chad, Tunisia, East Africa, Nigeria, Angola, West Africa, Cape Verde & Ghana*
- Overview of the Global shipping markets & trends
- Case study of using alternative fuels & its benefits
- Review of Africa's power situation & possible solutions
- What do lenders look for when financing trade & investment in Africa
- Network & learn from international panel of experts on expanding your market share in emerging Africa!

2nd Africa CemenTrade 2010 is THE ONLY event that provides an up-to-date insight about the market! Register with your team today at www.cmtevents.com or contact grace@cmtsp.com.sg for more information.



LES CIMENTS DU SAHEL S.A.

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The cement plant of “ **Les Ciments du Sahel SA**” is located near the village of Kirène, 65 km south from Dakar. The capacity of that complete line commissioned in 2002 was 1.000.000 tons of cement per year

For the last two years the company has been extending its yearly production capacity to 3.000.000 tons.

By the end of the first semester of 2010, the company will be running fully to supply the country Senegal and meet foreign demands.

The management considers that the sustainable growth of the company will only be a reality if it goes with the safeguarding of the environment. Accordingly, the company has invested in high tech equipments that ensure the optimum ecological and cost of production performances.

2nd Africa CementTrade

3-4 Mar 2010 | Dakar – Senegal

Please fax us the completed registration form

Name (Dr/Mr/Mrs/Ms)

Company Name

Designation

Address

City/Postcode

Country

Tel (Home)

(Office)

Mobile

Fax

Email

Please fill in Contact Person field if you are submitting this registration on behalf of delegate.

Name (Dr/Mr/Mrs/Ms)

Email

Tel

We are a/an: (Select 1 or more)

- Cement Producer
 Concrete Producer
 Cement Raw Material Provider
 Cement Trader
 Building Construction Company
 Shipping & Logistic Provider
 Equipment Provider
 Project Finance/ Bank
 Others

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Sustainable City Development

ABU DHABI | 22-23 Feb 2010

Building a sustainable city in the current economic climate: trends, opportunities and challenges

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- Dubai International Financial Centre Authority • Masdar City
 • Mayor of Jeddah • KEO International • Fraunhofer
 • Faithful & Gould • Aldar • X-architects
- Energy Management Services, Int. • Meinhardt Façade Technology
 • Orascom Construction Industries • CH2M HILL International
 • Pure Middle East for Environmental Solutions

12th Asia CementTrade

SINGAPORE | 24-25 March 2010

“Will Cement Demand Keep Pace with Economic Recovery?”

Key Highlights:

- Global cement industry landscape - A year after the financial crisis
- Bullish or bear markets: China, India, Pakistan, South East Asia, Oceania
- Emerging trading partners for Asia - Supplying into Africa & Middle East
- Logistics challenges & freight market outlook
- High performance concrete & cementitious options

HOW TO REGISTER

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FEES

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

Conference Fee for 1 Person	Conference Fee for 3 or more* (from the same company)
EUR1,195	EUR895 (MIN SAVINGS OF EUR900)

* 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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CONFERENCE VENUE

CMT has arranged special discounted room rate at EUR 169 nett (Superior Single) per room per night inclusive of daily Buffet Breakfast & City Tax (subject to room & rate availability) for delegates at **Le MERIDIEN President**. Please reserve room by completing Hotel Reservation Form, which is emailed together with invoice, providing full credit card number and expiry date & fax/email completed form to:

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