Organizers

Business-Forum

Metal Expert

XI International Conference

CIS Steel and Raw Materials on the World Markets

25-26 of April 2016
Baku, Azerbaijan, Hilton Baku Hotel

+38 056 794 33 94
+7 499 346 20 40

conf@b-forum.ru
www.b-forum.com

Learn top-notch experts' opinions

Media Partners

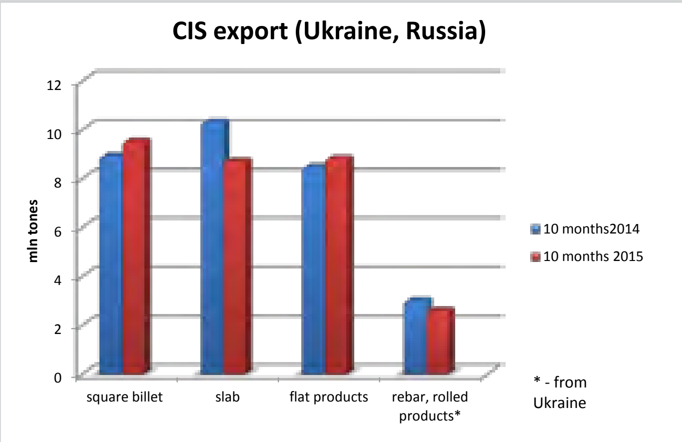
SPECIAL PROJECTS

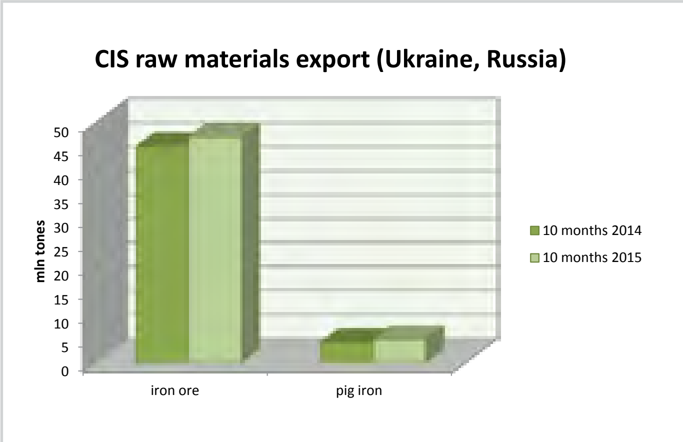
Economic recession in Russia and Ukraine continue to press on steel exporters. Russian domestic consumption in 2015 decreased by 14% and 6% for long and flat products segments, Ukrainian consumption dropped by 29% and 27% accordingly. In 2016 indices decline will go on almost in all industries.

Devaluation of national currencies in 2014\15 contributed to the growth of export sales attraction for CIS steel supplies. But competition sharpening with increasing export from China, quotations collapse and a number of anti-dumping investigations initiations in respect of CIS materials have forced producers to look for costs reduction means, to diversify sales markets, to organize trade networks work, to seek a niche in the high added value products segment.

Middle East remains a high-priority and perspective for steel suppliers. The trend of partial substitution of expensive steel scrap gives a chance to square billet suppliers to hold a share on this direction despite the significant Chinese materials volumes. But the situation may soon sharpen under the strengthening influence of another major exporter such as Iran.

European direction is still the key one for CIS exporters, mostly thanks to logistic advantage. Suppliers have managed to increase their presence in both long & flat products segments and can look forward to positions saving in terms of expected consumption growth in the region. Never the less, tough competition with Chinese buyers, which became the reason of anti-dumping investigations, remains the constrain factor for supplies increase.





Domestic production drop and national currency devaluation has also been reflected on the raw materials sales geography, especially from Ukraine. But the problems still are limited demand for iron ore products and pig iron and the absence of steel scrap export regulating mechanism.

WHO SHOULD ATTEND?

- Semis and rolled steel producers
- Suppliers of raw materials
- Trading companies, steel service centers
- Logistic companies
- TPI companies
- Equipment suppliers
- Banks, expediting and insurance companies
- Consultants, industry experts and analysts

WHY IT IS A MUST-ATTEND EVENT?

- Unique event dedicated to steel and raw materials exports from CIS
- Meeting place for decision-makers of CIS exporters with partners from Europe, Turkey, Middle East and Southeast Asia
- Reliable market and analytical information source on metallurgical industry development prospects

Presentations at the conference will be simultaneously translated.
All slides will be presented in English.

PRELIMINARY PROGRAM

Session 1. Factors of influence on CIS steel export

- World metallurgy development: demand estimation and price perspectives
- China as a key impact factor on global economy and steel production
- Iran as a dark horse on export markets
- CIS steel export: volumes, prices, forecasts. Tough competition with Chinese suppliers

Session 2. Main development trends in CIS steel regions-consumers. MENA & Turkey

- MENA billet markets and prospects of imported steel semis demand
- Turkey: outlook for imported billet demand in terms of weak demand on long products in external markets
- Finished products consumption perspectives in terms of MENA's budget cut on the back of oil prices decline
- Prospects of flat products consumption in Turkey. Chances for CIS suppliers to expand their presence in the market in terms of its active development
- Situation change on the Iranian steel market after lifting of sanctions and its impact on import flows

Session 3. Main development trends in CIS steel regions-consumers. EU & others

- Perspectives of CIS flat products supplies to EU in terms of tough competition with Chinese sellers and anti-dumping investigations initiation
- Outlook for development of CIS long products supplies to EU amid domestic demand constriction
- CIS slab supplies to South-East Asia in terms of hot competition with Brazil & regional producers, prospects of Iranian supplies increase in the region

Panel Discussion. Steel demand & consumption forecast in CIS. Producers' tactics in terms of sales margin decrease

To be addressed:

› Ukrainian metallurgy state estimation and consumption recovery prospects
› Russian steel market state estimation and domestic consumption forecast
› Manufacturers' production plans in current conditions
› Finished products export – producers' 'life buoy' in terms of hryvna and ruble strong depreciation
› Competition with China in traditional sales markets

Session 4. Raw materials

- World metallics market outlook
- Search for new iron ore sales markets from CIS, change of contracts making concepts
- Pig iron: foreign markets supply prospects
- Russian HBI export forecast
- World scrap market outlook and its influence on square billet demand
- CIS scrap export. Problems with supply from Ukraine, increase of supply from Russia to Turkey
- Russian coking coal market development. Export potential
- Outlook for ferroalloys production and export from CIS

Session 5. Metal cargo transportation

- Peculiarities of raw materials and finished products supply by train. Transportation cost constituent estimation
- Ports capacities and pricing peculiarities for metallurgical cargoes handling
- Seaborne trade of steel products and raw materials) in Azov-Black Sea and Mediterranean Sea basins: shipping volumes and freight rates
- Growing role of Baltic Basin in Russian export

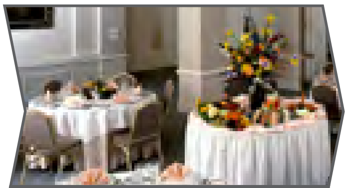
ADVERTISING AND SPONSORSHIP OPPORTUNITIES

Conference sponsorship is an effective tool for your brand promotion and a good way to proove the company's market leadership.

Choosing one of various advertising options you will attract more attention to the sponsoring company and brightly impress the audience.


gala-dinner


coffee breakes


lunches


registration


badge lanyards


conference bags


roundtable/sponsor session


souvenir goods

EXHIBITION

Participation in the conference exhibition will let your company stand out among forum's participants and provide the productive contacts with potential consumers of products and services.

Equipped stands of 4, 6 and 8 square meters are available for order.

For more details regarding the sponsorship, speaking opportunities and participation, please contact:

Veronika Tropina
Head of Metallurgical Department
+38 056 794 33 94, ext. 232
+7 499 346 20 40, ext. 232
v.tropina@b-forum.ru

Julia Sitnichenko
Project Manager
+38 056 794 33 94, ext. 239
+7 499 346 20 40, ext. 239
j.sitnichenko@b-forum.ru

CIS Steel and Raw Materials on the World Markets

Business-Forum

25-26 of April 2016, Baku, Azerbaijan, Hilton Baku Hotel

REGISTRATION FEE *(all taxes included)*

	Special Rate (before 20th of February 2016)	Normal Rate (after 20th of February 2016)
One delegate	**1300 USD**	**1700 USD**
Two or more delegates (each person)	**1100 USD**	**1400 USD**

VENUE

Hilton Baku Hotel
1B Azadlig Avenue
Baku, AZ1000, Azerbaijan
Tel.: +994-12-4645000
Fax: +994-12-4645001
baku.reservations@hilton.com

Registration fee includes attendance at all events within framework of the conference, documentation, on-line access to final conference materials, coffee breaks, lunches within working days of the conference, stand-up buffet.

If you cannot attend the conference you may purchase on-line access to final conference materials for 450 USD

Note: Hotel accommodation & transfer are NOT included.

Registration Cancellation

All inquiries regarding participation cancellation should be sent in a written form not later than the **11th of April 2016**. Registration fee is not refunded if cancellation is received after the **11th of April 2016.** Delegate substitution **is allowed** without any additional payments or fines.

REGISTRATION

1. Visit our website **www.b-forum.ru**
2. Fill in the registration form below and send it back to e-mail **n.chepik@b-forum.ru**
3. For additional conference information, please contact:
   Ms. Veronika Tropina: +38 056 794 33 94 ext. 232, v.tropina@b-forum.ru

METHODS OF PAYMENT

1. Credit Card
2. Invoice

REGISTRATION FORM

Company Details (For Conference Book)

Company name____________________

Profile (please specify the main activities/products/services)____________________

____

☐ Steel Producer
☐ Steel Trading
☐ Transportation
☐ Raw Materials Producer
☐ Raw Materials Trading
☐ Other (please specify)

Postal Address, Zip Code____________________

Web-site____________________

Phone__________ Fax__________ E-mail__________

Participant's Details

First Name, Last Name (Mr. / Ms.)____________________

Position____________________

Phone__________ Mobile*__________

E-mail__________ Assistant's E-mail*__________

☐ Speaking Opportunity
☐ Advertising / Sponsorship
☐ I cannot attend but I would like to purchase on-line access to final conference materials

* for organizers only

I AGREE WITH PARTICIPATION TERMS AND ASK TO SEND ME AN INVOICE FOR PAYMENT