



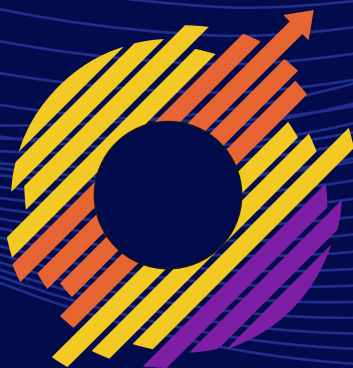
Steel Users
Federation of India

SteelMint®

Supported By



GOVERNMENT OF INDIA
MINISTRY OF
STEEL



2nd India **STEEL AND METAL** CONFERENCE Supply Chain & Sourcing Strategies



Steel Users
Federation of India

Steel
Awards
2023 *4th Edition*

Innovation | Leadership | Excellence

Master Class On



**SUPPLY CHAINS AND
SOURCING STRATEGIES**









THE LALIT, MUMBAI, INDIA

📅 10-11th Jan'24

About the Conference

India's GDP growth is expected to be 6.4% in FY24, and the \$5 trillion economy ambition plus the government's INR 111 trillion infrastructure pipeline will drive steady growth in metals demand. Steel consumption has increased by 64% between FY13 and FY23 and is poised for strong growth. The infrastructure and building/construction sectors account for around 60% of steel demand followed by engineering and packaging at 12% and automotive at 11%. However, geopolitical conflicts and their adverse impacts on global trade and supply chains threaten market stability. How to de-risk global supply chains, hedge against volatility, and base procurement decisions on real-time data?

India Sector-wise Steel Demand

Sector	Demand in 2023 (mn t)	% share in 2023	Demand in 2030 (mn t)	% share in 2030
 Construction	37	31%	63	33%
 Infrastructure	34	28%	55	29%
 Automobile	13	11%	23	12%
 Gen. Engg.	14	12%	17	9%
 Capital Goods	11	9%	17	9%
 Consumer Durable	6	5%	8	4%
 Railway	4	3%	6	3%
 Consumer Non-Durable	1	1%	2	1%
Total	120	100%	190	100%

Quantity in mn t | Data in Financial year

Note- A Financial Year (FY) starts on 1st April and ends on 31st March. | Source: SteelMint, Ministry of Steel

SteelMint, along with the Steel Users Federation of India (SUFI), invites all stakeholders to the upcoming **2nd India Steel and Metal Conference- Supply Chain & Sourcing Strategies**, which offers a unique opportunity for networking and knowledge-sharing.

Scheduled to be held on January 10th and 11th, 2024, at The Lalit in Mumbai, the conference will be an ideal platform to showcase products and services and explore new synergies between producers and end-users. What's more, the event will culminate in a glitzy awards show.

Esteemed Speakers



VS Chakravarthy

Director Commercial,
SAIL, India



Arun Misra

CEO & Whole Time Director, Hindustan Zinc
Executive Director, Vedanta Ltd.



Vijay Sharma

Director,
Jindal Stainless Ltd.



Shatrughan Singh

Chief Commercial Officer
Birla Pivot



Ranjan Dhar

Chief Marketing Officer,
ArcelorMittal Nippon Steel India, India



Sushil Kumar Pradhan

Chief Marketing Officer,
Jindal Steel & Power Ltd, India



Praveen Shrivastava

Chief of Marketing & Sales
(Branded Products & Retail),
Tata Steel India



Satyajit Maity

Chief of Marketing & Sales,
Global Wires India, TATA STEEL Ltd.



Santosh Kumar

Chief Marketing Officer-
Copper Business, Vedanta Ltd.





GL Gupta

President & CPO,
Kalpataru Projects International Ltd



Ashwini Kumar

Ministry of Steel,
Gol, India



Neeraj Agrawal

Chief Operating Officer
Tata Projects Ltd.



Sanjay Agrawal

EVP & Business Head - Sales & Marketing-
Long Products, JSW Steel Ltd., India



Amit Agrawal

Chief- Business Excellence &
New Projects, Tata Steel



Dr. Manish Lunker

Head - Procurement, India
Welspun Group



Rajesh Goyal

Sr Vice President - Strategic Sourcing
ReNew Power, India



Unnikrishnan Prabhakaran

VP & Head Price Risk Management
Hindalco Industries Ltd



Santimoy Chattopadhyay

Vice President & Head, SCM
G R Infraprojects Limited, India





Raveesh Sabharwal

Asst. Vice President – Procurement
Kirby Building Systems, India



Vivek Gosain

Head- Manufacturing Engineering,
Passenger Vehicles Business Unit
Tata Motors Ltd



Venkat Pampatwar

Sr. GM - West (Sales & Operations)
Tata Steel Downstream Products Ltd



Behram Rabadi

Sr. GM, Steel Sourcing, Corporate
Procurement, Godrej and Boyce, India



Sehul Bhatt

Associate Director
CRISIL Research, India



Rajib Maitra

Partner, Consulting
Deloitte, India



Nikunj Turakhia

CEO
Standard Group India, India



Prateek Bindal

CEO
SMW ISPAT Pvt. Ltd



Corkem Bolaca

CEO,
Galex Steel International





Aditya Khandelwal

Director,
Delhi Trading Corporation



Prinson Paul

GM (Iron and Steel Products Division)
Mitsui & Co., India Pvt Ltd.



Pinakin Dave

Additional General Manager- Products
& Business Development, BSE Ltd



Chittranjan Rege

Head, Base Metals
MCX, India



Viral Shah

Head Brokerage,
360 ONE Wealth



Ashirwad Agarwal

Managing Director
Triveni Enterprises, India



Rupchand Lohana

Head - Central Digital SCM
L&T Limited, L&T Energy – Hydrocarbon



Abhijeet Sinha

National Program Director
EoDB Services



Thomas Hiemstra

Head of Steel Derivatives
MySteel Commodity Service, Singapore





Kapil Dev

Chief Buisness Officer,
NCDEX



Tushar Kamat

Chief Business Officer
Bizongo



Deepa Aggarwal Gracias

Chief Representative,
SGX India Liaison office, India



Session Programme

Day 1 - 10th Jan'24

Session 1 | 9:30 - 10:00 IST

Inauguration ceremony & conference commencement

Session 2 | 10:00 - 13:15 IST

Which way will the Indian steel supply-demand balance tilt by 2030?

India's steel demand is projected to increase at a CAGR of over 7-8% and consumption is set to touch around 190 mnt by 2030. Whereas steelmaking capacity is likely to grow to 230-240 mnt by 2030, will supplies keep pace with surging demand? What is the steel value-in-use model and how best to create an effective value enhancement ecosystem for steel users such as by increasing mechanical properties of standard construction steel products?

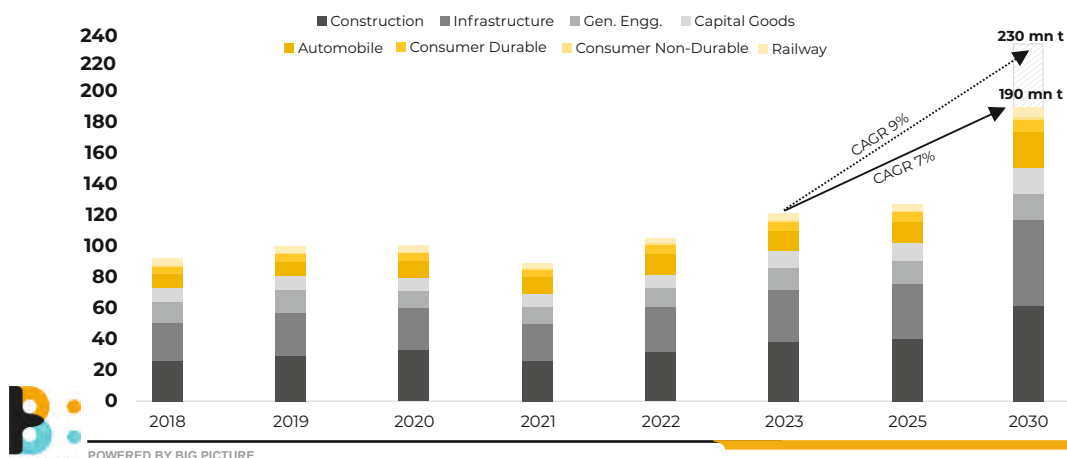
Key discussion points

- How will sector-wise **steel consumption** pan out by 2030?
- How are mills diversifying **product portfolio**?
- Need for organised **distribution networks** and growing end-user demand for niche products
- What is the scope of steel as a non-price based commodity and **steel as a service**?



India sector wise steel demand

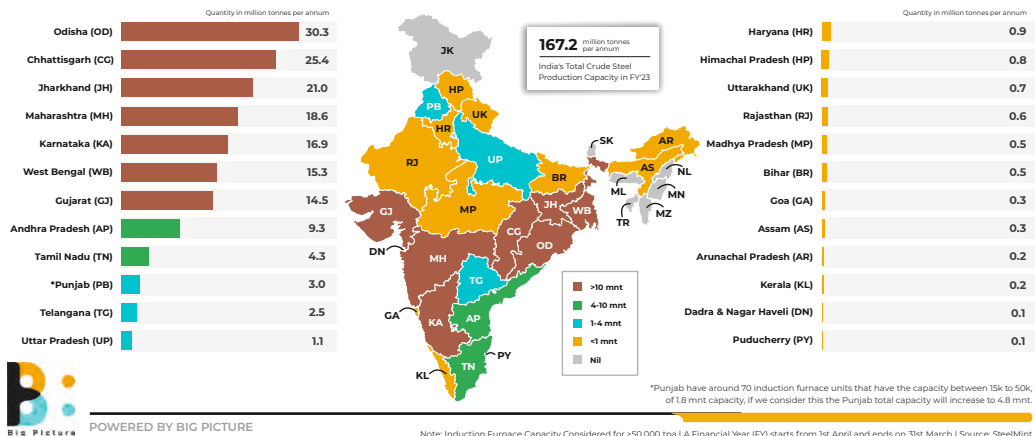
SteelMint®





India's State-wise Crude Steel Production Capacity in FY'23

SteelMint®



Networking Lunch | 13:15 - 14:15



Session 3 | 14:15 - 15:30 IST

Evolving sourcing strategies: Growing e-commerce penetration & digital transformation

What should be the role of e-commerce in the steel market as regards stock valuation, inventory management and facilitation of sales? How can e-commerce be leveraged for faster and easier sales, as well as management of stocks and pricing?

Key discussion points

- How can digital tools facilitate **predictive analysis**, inventory evaluation, stock assessment and pricing decisions?
- Comparative analysis of effectiveness of digital trading mechanisms
- **Block chain** technology – New strides taken by Indian steel majors
- Managing steel **market risks** and futuristic strategies

Session 4 | 15:30 - 16:30 IST

Hedging in times of steel market volatility – An in-depth assessment

As geopolitical fissures lead to increasing disintegration in trade networks and growing protectionism and regionalism threatens to disrupt the steel value chain, it is worth delving deeper into newer mechanisms and decision patterns which should evolve to help industry participants deal with risks going forward.

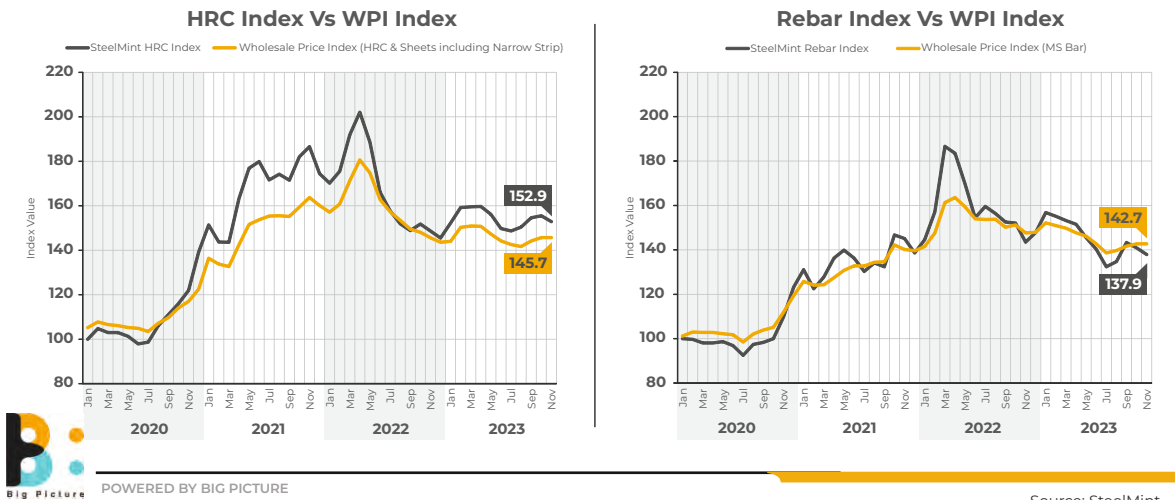
Key discussion points

- How is **hedging** an effective tool to manage price volatility?
- How to attain transparency in **price discovery**?
- **Steel futures** in India and infrastructural requirements for futures trading in the Indian context



SteelMint HRC & Rebar Index Vs WPI Index (Jan'20-Nov'23)

SteelMint®



Steel Awards Show | 18:00 - 20:00



Cocktail & Networking Dinner | 20:00 - 22:00



Session 1 | 9:30 - 11:00 IST

Non-ferrous metals markets – Outlook to 2030

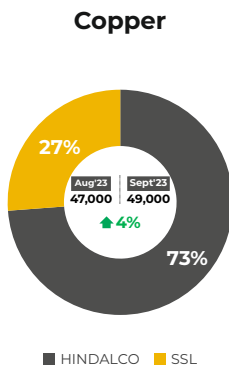
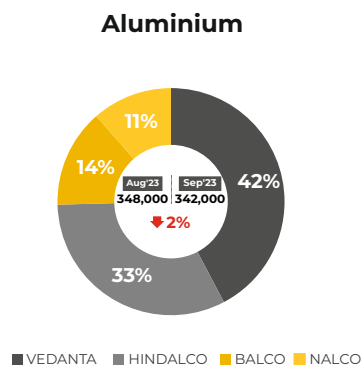
What will be the impact of China's structural macroeconomic decline on the global base metals markets? India's demand trajectory, domestic self-sufficiency and supply outlook. Expanding domestic production capacity and outlook on supplies of key base metals.

Key discussion points

- Role of key non-ferrous metals in meeting global demand for **energy-efficient electrification** and industrial decarbonisation
- Non-ferrous scrap market dynamics and India's import outlook
- Changing **policy landscape**, export barriers and raw material supply geographies
- Role of LME and impact of **global supply-demand** vicissitudes on pricing

India's Company-wise Production of September 2023

SteelMint®



Quantity in MT | Source: SteelMint Stats, Customs Data

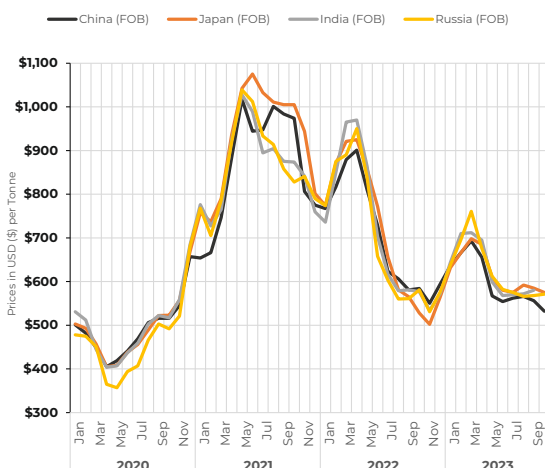
Evolving trade dynamics in a fast-changing global steel market

Structural changes in China's economy, steel output control and its impact on world trade will be the key factors to watch out. Global inflation and monetary policy will shape steel demand going forward. Protectionist measures, implementation of **CBAM**, and carbon taxes may result in further imbalances. Radical changes in trade patterns are likely to affect India's steel exports. But will the government's import monitoring mechanisms and quality control policies lead to supply pressure for steel users?

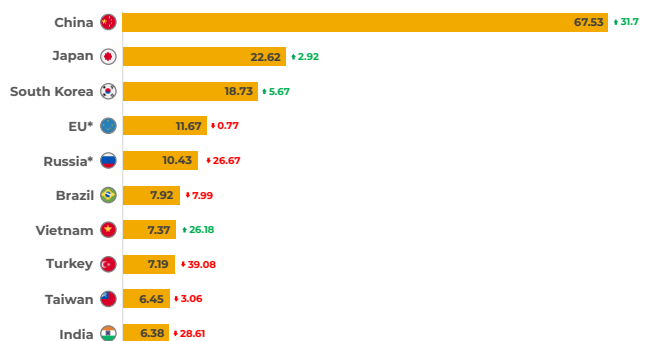
Key discussion points

- Tightening of quality parameters for imports and perspective of steel users
- Overview on **carbon pricing** and credits & their impact
- Energy prices and impact on steel sector
- **Chinese property** sector woes and effect on global steel prices
- Evolving hotspots of green iron trade – long-term impact on global market

Global HRC Export Offers Trend (in Jan'20-Oct'23)



Top-10 Steel Exporting Countries in Jan-Sep'23



* : Estimated data | (p) : Provisional figures | Figures excluding Inter EU trade
Figures excluding Alloy and Stainless Steel | Quantity in Mnt | Source : SteelMint

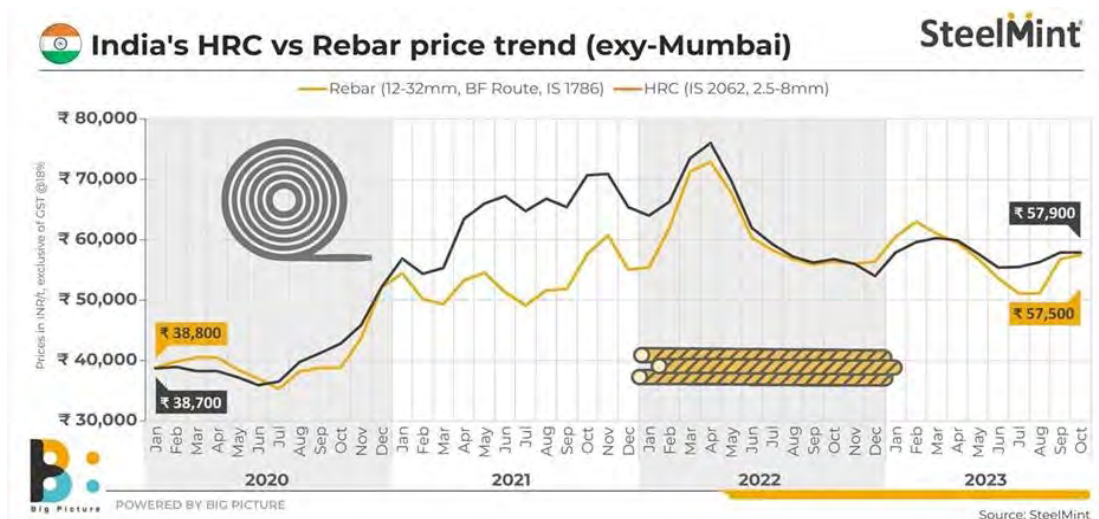
Session 3 | 12:00 - 13:00 IST

Factors that will drive Indian steel prices in short to medium term

Indian steel demand-supply fundamentals and what is the outlook on steel prices amid fast-paced capacity expansion. Raw material supply scenario, mineral auctions and volatility in imported coal prices. Global steel demand and the export scenario for Indian mills. Policy boost to domestic manufacturing and steel import outlook. Low-carbon transition, green premiums and impact on pricing.

Key discussion points

- **Steel pricing** – Changing demand-supply balance
- Raw material supply and pricing scenario
- Changing **trade flows** and impact on steel prices
- Materials choice, end-use markets, **energy transition** and outlook on flat steel



Networking Lunch | 13:00 - 14:00 🍽️

Master Class on Supply

Chain Strategies | 14:00 - 17:00 🗣️



MasterClass On **SUPPLY CHAINS AND SOURCING STRATEGIES**

Exclusively for attendees of the 2nd India Steel & Metal Conference

Experts from IIM Sirmaur



Prof. Manish Sarkhel

Operations and Supply Chain Management

[View Profile](#)



Prof. Mohita Gangwar Sharma

Operations and Supply Chain Management

[View Profile](#)

To deal with the volatility in steel value chains, companies should focus on



Addressing changing demand patterns



Optimizing product mix



Improving sourcing and



Adopting new technologies



Seeking Solutions?

Are you ready to transform your supply chain in the face of geopolitical and economic uncertainties?

Are you looking to improve your supply chain resilience?

Are you ready to explore how technological advancements like Digital Twins, Analytics, AI, and Blockchain can revolutionize your supply chain sourcing strategies?

Join us for the Masterclass

on Supply Chain and Sourcing Strategies at our conference. Learn from subject matter experts, gain valuable insights, and equip yourself with strategies to navigate the complex landscape of the steel sector. Don't miss this opportunity to stay ahead of the curve!



Certificate

The certificate for attending this Masterclass will be officially issued by the Indian Institute of Management Sirmaur. Indian Institute of Management Sirmaur (**IIM Sirmaur**) is a Centrally Funded Institution of National Importance set up by the Government of India (GoI) in 2015.

As a premier institution under the aegis of the Ministry of Education, GoI, aims to provide Management Education of high quality and promotes allied areas of knowledge and interdisciplinary studies.

IMPORTANT INFORMATION

- The certification is exclusively available for conference attendees, without any additional fees.
- Block your seats for this MasterClass before 25th Dec'23.
- Please provide accurate information to facilitate the creation of your certificate.

REGISTER NOW

TO KNOW MORE CONTACT



Mr. Ajeet Singh

ajeet.singh@steelmintgroup.com
+91 90092 22344

Who should Attend?



**Manufacturers- Steel
Aluminium | Copper | Zinc**



Construction



Infrastructure



**Capital Goods
Manufacturers**



White Goods OEMs



**Engineering &
Energy Sector**



**Automobile &
Transportation**



**Steel Service
Centers**



Dealers/Distributors

About Organisers

Steel Users Federation of India



Steel Users Federation of India popularly known as 'SUFI' brings various Stakeholders of the Steel industry on a common platform and is marching towards achieving its objective to achieve higher per capita consumption of Steel and thereby promoting growth and excellence in the Steel industry.

For the last seven years since its inception, SUFI has taken various steps to strengthen the Steel industry. It has organized seminars/conferences in India and abroad, has contributed to GST by bringing out ready reckoner on GST viz. 'GST- DECODED FOR STEEL', held GST Workshops and Help-Desk, had regular dialogue with the Government on a variety of policy issues affecting Steel Sector. In July 2021, SUFI launched Commodity forward contract for Mild Steel billets on BOMBAY STOCK EXCHANGE (BSE) viz. 'SUFIBLT'. This contract gives an opportunity to Steel Users/ Traders and Mills to hedge their position and do risk mitigation.

SteelMint Events



SteelMint Event is a networking & events platform, that has successfully hosted over 30 National and Global events since its launch in 2014 and hosted over 11,000 participants worldwide with an objective to facilitate knowledge sharing and better networking for trade. Our conference participants are from diverse backgrounds and include industry thought leaders, buyers, sellers, traders, steel manufacturers, technology & equipment suppliers, researchers, and analysts.

SUFI Steel Users
Federation of India
**Steel
Awards
2023** *4th Edition*
Innovation | Leadership | Excellence

Awards Categories



A-1 (a) STEEL COMPANY OF THE YEAR (Steel Mill – Long Products)

A-1 (b) STEEL COMPANY OF THE YEAR (Steel Mill – Flat Products)

A-2 STEEL COMPANY OF THE YEAR (Steel User)

A-3 STEEL COMPANY OF THE YEAR (Steel Trader)



B-1 - SUFI Members MSME Award

B-2 - SUFI 'MAKE IN INDIA' AWARD

B-3 - SUFI 'DIGITAL INDIA' AWARD

B-4 – SUFI ESG Award



C-1 - STEEL CEO OF THE YEAR

C-2- LIFETIME ACHIEVEMENT AWARD

- The awardees will be selected by a panel of jury comprising of eminent personalities from different walks of life.
- The jury evaluates the nominations using a point based qualitative approach to determine the overall winners.
- The selection process is video recorded and in presence of media in order to bring complete transparency to the process.
- The selection criteria and process are laid down by well-known Chartered Accountant Firms.
- The event will be attended by Ministers / Bureaucrats and Who's who of Steel Industry.

For any clarification, kindly contact

Mitesh Prajapati
+91 93200 71006

Vinod Bane
+91 98337 64714

Kavita Sahu
+91 88507 93927

Pooja Chole
+91 88507 93927

✉ awards@sufi.org.in

Sponsorship Benefits

Sponsorship Benefits	Principal	Platinum	Gold	Silver	Associate	Supporting
Video Display about the Company at the conference	Yes (Max 3 min)	Yes (Max 2 min)	No	No	No	No
Meeting Room in the Conference Venue Hotel	As per availability	No	No	No	No	No
Exhibition Space	As per availability	As per availability	As per availability	As per availability	No	No
Advertisement in the Event Book	Premium	Premium	One Full Page	One Full Page	No	No
Complimentary Delegate Passes	8	6	4	3	2	2
Logo in Conference Promotion Video	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Acknowledgement & Thank you note during the time of Conference	Yes	Yes	Yes	Yes	Yes	Yes
Company Profile & Logo in the Website of the Conference with Direct link to your Company Website	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Company Logo on the BackDrop of the Stage	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Company Logo in Promotional Emails & Social Media Promotions as per Hierarchy of Sponsorship	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Top Tier Recognition on Promotional Materials of the Conference as per Hierarchy of Sponsorship	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Promotional Gift (Compatible as per approval)	Yes	Yes	Yes	No	No	No
Company Brochure in the Delegate Kit	Yes	No	No	No	No	No
Reserved Gala Dinner Table	Exclusive	Reserved	No	No	No	No

Supporting Associations



Knowledge Partner



Media Partner



TO KNOW MORE, CONTACT OUR **TEAM**

Sponsorship Enquiry



Mr. Nitish Shukul

nitish.shukul@steelmint.com
+91 83693 62982

Delegate Enquiry



Mr. Ajeet Singh

ajeet.singh@steelmintgroup.com
+91 90092 22344

For SUFI Registered Members

Ms. Kavita Sahu

info@sufi.org.in
+91 88507 93927

For SUFI Steel Awards

Mr. Mitesh Prajapati

gen.sec@sufi.org.in
+91 93200 71006

Esteemed Sponsors

Principal Sponsor



Platinum Sponsors



Gold Sponsors



Supporting Sponsors



www.steelmintevents.com

Register Now

