

# SteelMint® *Events*

presents

## 4<sup>th</sup> INDIAN IRON ORE, PELLET & DRI SUMMIT

2nd-3rd Mar'2020  
The LaLiT, New Delhi, India

Media Partner





# About the conference

---

With major merchant Iron Ore mining leases coming up for auction, Indian Iron Ore Industry is expected to undergo a transitional phase in 2020. Mining companies like NMDC and OMC aims to strengthen Iron Ore output in the coming years. Considering steel capacity ramp-ups, it would be interesting to see whether it meets India's increasing demand or not. The fourth edition of Indian Iron Ore, Pellet & DRI Summit intends to discuss the recent development of Mines Auction 2020 and understand its impact on domestic Iron Ore demand-supply therein, purview of imports and influence on DRI & Pellet industry.

## Objectives

---

- ◆ Indian Mining Auctions 2020
- ◆ Will India face iron ore supply disruption?
- ◆ Iron Ore Import prospects to India- cost and technical analysis of imported ore
- ◆ Price drivers for iron ore in short and medium term: Indian perspective
- ◆ Global Iron-ore & Pellet market trend
- ◆ Will India cut down standard grade pellet exports to meet domestic demand?
- ◆ Rising demand for high grade Indian pellets to Japan and Middle East
- ◆ What will be the sourcing strategy for Indian sponge iron plants post mining auction?
- ◆ Rising availability of scrap in Indian market and its impact on sponge iron (DRI)
- ◆ What is driving steel imports to China, will the momentum continue in 2020?

# Agenda

---

## India Mining Auctions 2020:

- ◆ Recent developments in Mines Auctions 2020
  - ◆ Impact on India's merchant iron ore supplies
  - ◆ What does new directive on Environmental Clearances mean for mining industry
  - ◆ Challenges & Roadblocks in Mines Auctions
  - ◆ Price drivers for iron ore in short and medium term
- 

## India to turn Net Iron-Ore Importer again?

- ◆ Will Indian Iron Ore Imports rebound in FY21?
  - ◆ Will South African lumps turn dearer for Indian mills?
- 

## Indian Iron-Ore Supply Demand

- ◆ Will Government's move to allow selling 25% of SAIL's Iron Ore output in the merchant market help curb disruption?
- ◆ How will ramp up plans of NMDC, OMC to boost India's ore output
- ◆ When will Goa resume Iron Ore mining & exports?
- ◆ What are the prospects of allowing iron ore exports from Karnataka?

## Chinese Steel Scenario:

- ◆ Chinese steel industry- All you want to know about steel production, demand, exports and Iron ore imports
  - ◆ What is driving steel imports to China, will the momentum continue in 2020?
- 

## Global Pellet Market dynamics:

- ◆ Indian pellet exporters exploring non-Chinese markets
  - ◆ Increasing demand for Indian low Alumina pellets in Japan & the Middle East
  - ◆ Will Indian mining auctions limit Indian pellet exports?
- 

## Sponge & Scrap market scenario

- ◆ What is sourcing strategy for Sponge iron industry post mining auction?
- ◆ Impact of govt. policy on rising ferrous scrap generation and impact on DRI industry
- ◆ Technical : Cost comparison of DRI making using different iron ore and pellets


# Tentative Schedule

## Day 1 | 02.03.2020


08:00 - 12:00 | Registrations 

### 09:30 - 11:15 | Opening Remarks

#### 09:30 - 11:00

- ♦ Inauguration ceremony by Ministry & Govt. officials  
 TBA


#### 11:00 - 11:15

- ♦ Auctioning of iron ore mining leases - Next disruption  
 Abhijit Kulkarni, Partner, McKinsey & Company, India

11:00 - 11:30 | Tea & Refreshments | Networking  

### 11:30 - 13:10 | Indian Iron Ore Mining Auction Scenario (Moderator: Anuj Singla, VP - Equity Research, BofA Securities, India)


#### 11:30 - 11:40

- ♦ Iron ore mines auction ground reality  
 Nishtha Mukerjee, Head of Research, SteelMint, India


#### 11:45 - 12:05

- ♦ Challenges & roadblocks in mines auctions  
 B P Pandey, Mining Expert, JSW Steel, India


#### 12:10 - 12:30

- ♦ Overview of iron ore mines auction  
 Manish Kharbanda, Group Advisor - New Mines Development, JSPL & President, PMAI, India

#### 12:35 - 12:55

- ♦ Impact on merchant supplies of iron ore after auctions  
 Somesh Biswas, Chief - Raw Materials & Corporate Strategy and Planning, Tata Steel, India

#### 13:00 - 13:20

- ♦ Process of EC & FC for mines after auctions  
 R N Bhargava, Chairman, Ecomen Laboratories Pvt.Ltd.

13:30 - 15:00 | Networking Lunch  

## Day 1 | 02.03.2020

### 15:00 - 16:35 | Impact of Mining Auctions

#### 15:00 - 15:20

- ◆ What does high premium mean for iron ore prices in Odisha

 **Kapil Mantri**, Head- Corporate Strategy & Business Development, JSPL, India

#### 15:25 - 15:45

- ◆ TBA

 **Pavan Kakani**, Head Marketing (Domestic & Export), Essel Mining & Industries Limited, India

#### 15:50 - 16:10

- ◆ TBA

#### 16:15 - 16:35

- ◆ TBA

16:40 - 17:00 | Tea & Refreshments | Networking  

### 17:00 - 18:35 | Metallica Market (Moderator: D P Deshpande, Ex - MD of Tata Sponge & Ex - Chairman of SIMA, India)

#### 17:00 - 17:15

- ◆ Cost comparison of DRI making using different feeds (Imported/Domestic/Ore/ Pellets)

 **V S Balarama Krishna**, CEO, Amalgam Steels Pvt Ltd, India

#### 17:20 - 17:35

- ◆ Overview of sponge iron industry in India

 **Rahul Mittal**, Chairman, SIMA, India

#### 17:40 - 17:55

- ◆ Rising appetite of pellets in DRI making

 **Rajesh Gupta**, Director, Lloyds Group, India

#### 18:00 - 18:30

- ◆ Q & A

19:00 Onwards | Cocktail Dinner   

## Day 2 | 03.03.2020

08:00 - 12:00 | Registrations 

### 09:20 - 11:45 | Indian Iron Ore Supply & Demand Scenario

#### 09:20 - 09:30

- ◆ Indian iron ore supply & demand 2020

 SteelMint

#### 09:30 - 09:50

- ◆ Will govt's move to allow selling 25% of SAIL's iron ore output in merchant market help curb disruption? (Key Note)

 Vivek Gupta, Director (RM & L) SAIL, India (I)


#### 10:00 - 10:20

- ◆ NMDC's plans to increase iron ore capacity by FY22

 NMDC Official


#### 10:25 - 10:45

- ◆ Iron ore ramp up plans of OMC

 Dillip Kumar Mohanty, CGM (Mining) OMC Ltd., India

#### 10:50 - 11:10

- ◆ Goa iron ore mining scenario

 Rajiv Kumar, Sr. General Manager - Mining Fomento Resources, India

11:15 - 11:45 | Tea & Refreshments | Networking  

### 11:45 - 13:00 | Pellet Market Outlook (Moderator: Kaushalendra Prasad, Director, Star Global, UAE)

#### 11:45 - 12:05

- ◆ Indian pellet exporters targeting non Chinese markets

 M V Subba Rao, CMD, KIOCL, India

#### 12:10 - 12:30

- ◆ Rising demand for pellets in domestic market

 Priya Ranjan Prasad, COO, BRPL, India

#### 12:35 - 12:55

- ◆ China's steel and iron ore dynamics in 2020

 Hongmei Li, Head of Editorial, Mysteel, Singapore


13:00 - 15:30 | Networking Lunch  

## Day 2 | 03.03.2020

### 15:30 - 17:30 | Global Iron Ore Market Scenario (Moderator: Ruchira Singh, Journalist, India)

#### 15:30 - 15:50

- ◆ Global pellet & DRI market scenario

 Dr Hossein Etminan, Sales & Marketing Manager,  
GolGohar Mining & Industrial Company, Iran

#### 15:55 - 16:15

- ◆ Rise in iron ore prices post mines auction

 Isha Chaudhary, Associate Director, CRISIL Research, India

#### 16:20 - 16:40

- ◆ Upcoming pellet projects after mines auctions

 N D Rao, President, Orissa Metaliks Pvt Ltd, India

#### 16:45 - 17:30 | Panel Discussion

- ◆ Panel discussion on Price drivers in 2020

 Sandeep Kalia, Principal Analyst, Wood Mackenzie, India

 Kapil Mantri, Head- Corporate Strategy & Business Development,  
JSPL, India

 2 more panelists TBA

17:30 - 18:00 | Tea & Refreshments | Networking  

# Speakers

---



**Vivek Gupta**

Director (RM & L)  
SAIL, India



**B P Pandey**

Mining Expert, India



**M V Subba Rao**

CMD, KIOCL  
India



**Pawan Kakani**

Head Marketing (Domestic &  
Export), Essel Mining, India



**Priya Ranjan Prasad**

COO, Brahmani River Pellets  
Ltd (BRPL), India



**Dillip Kumar Mohanty**

CGM (Mining), OMC Ltd.,  
India



**Rajiv Kumar**

Sr. General Manager - Mining  
Fomento Resources, India



**Somesh Biswas**

Chief - Raw Materials Strategy  
Corporate Strategy & Planning  
Tata Steel, India



**Manish Kharbanda**

Group Advisor - New Mines  
Development, JSPL &  
President, PMAI, India



**R N Bhargava**

Chairman, Ecomen Laboratories  
Pvt Ltd., India



**Kapil Mantri**

Head- Corporate Strategy &  
Business Development,  
JSPL, India



**Rahul Mittal**

Chairman, Sponge Iron  
Manufacturer's Association,  
(SIMA), India



# Speakers

---



**D P Deshpande**

Ex-Chairman of SIMA  
& Ex-MD of Tata Sponge,  
India



**N D Rao**

Consultant, India



**Dr Hossein Etminan**

Sales & Marketing  
Manager, GolGohar Mining &  
Industrial Company, Iran



**Kaushalendra Prasad**

Director, Star Global LLC,  
Dubai



**V S Balarama Krishna**

CEO, Amalgam Steels Pvt Ltd,  
India



**Rajesh Gupta**

Director, Lloyds Group,  
India



**Abhijit Kulkarni**

Partner, Mckinsey &  
Company, India



**Sandeep Kalia**

Principal Analyst,  
Wood Mackenzie,  
India



**Hongmei Li**

Head Of Editorial  
Mysteel, Singapore



**Anuj Singla**

VP - Equity Research,  
BofA Securities, India



**Isha Chaudhary**

Associate Director, CRISIL  
Research, India



**Nishtha Mukerjee**

Head of Research  
SteelMint, India

*and many more...*

# Sponsorship Benefits

DELIVERABLES & BENEFITS	Principal (1 Company)	Platinum (2 Companies)	Gold (3 Companies)	Silver (4 Companies)	Associate (7 Companies)
Video Display during the Program	Yes	Yes	-	-	-
Reserved Gala Dinner Table	Yes	-	-	-	-
CNBC Coverage	Yes*	-	-	-	-
Meeting Room / Exhibition Stall	Yes*	-	-	-	-
Advertisement in The Event Book	Back Cover Page	Inside Cover Page	One Full Page	One Full Page	One Full Page
Complimentary Delegate Passes	6	5	4	3	2
Acknowledgment during the Conference Program	Yes	Yes	Yes	-	-
Company Logo in Promotional Video	Yes	Yes	Yes	Yes	Yes
Company Profile & Logo in the Website (Hyperlinked)	Yes	Yes	Yes	Yes	Yes
Company Logo on the Back-drop	Yes	Yes	Yes	Yes	Yes
Promotion through Emails & Social Media	Yes	Yes	Yes	Yes	Yes
Insertions in the Delegate Kit (Gift/Brochure)	Yes	Yes			
Price (In USD)	17,000 <sup>#</sup>	13,000 <sup>#</sup>	10,000 <sup>#</sup>	7,200 <sup>#</sup>	4,200 <sup>#</sup>
Price (In INR)	12,00,000 <sup>#</sup>	9,00,000 <sup>#</sup>	7,00,000 <sup>#</sup>	5,00,000 <sup>#</sup>	3,00,000 <sup>#</sup>

\* As per availability

<sup>#</sup> GST 18% extra

# Other Sponsorship Opportunities

## COCKTAIL DINNER SPONSOR

**USD 6,000**  
**INR 4,30,000**

- ✓ Three Complimentary Passes
- ✓ Logo on the Website
- ✓ Logo on the Signage in Dinner Area
- ✓ Social Media Promotions

## DELEGATE KIT SPONSORSHIP

**USD 4,200**  
**INR 3,00,000**

- ✓ Two Complimentary Passes
- ✓ Company logo to be printed on the delegate bag
- ✓ Logo on the Website
- ✓ Social Media Promotions

## NETWORKING LUNCH SPONSOR

**USD 4,200**  
**INR 3,00,000**

- ✓ Two Complimentary Passes
- ✓ Logo on the Website
- ✓ Logo on the Signage in Lunch Area
- ✓ Social Media Promotions

## ADVERTISEMENT IN THE EVENT BOOK

**USD 600**  
**INR 43,000**

- ✓ Full Page Advert in Event Book

## NETWORKING TEA SPONSOR

**USD 4,000**  
**INR 2,15,000**

- ✓ Two Complimentary Passes
- ✓ Logo on the Website
- ✓ Logo on the Signage in Networking Area
- ✓ Social Media Promotions

**SOLD OUT**

# Sponsors

## Principal Sponsor



## Gold Sponsor



## Associate Gold Sponsor



## Silver Sponsor



## Associate Sponsors



## Supporting Sponsor



## Per Delegate Fee

**\$650** | **₹40,000\***

Standard Fee

**\$750** | **₹45,000\***

On Spot Fee

Standard Fee

Expires On

**25<sup>th</sup> Feb 2020**

*\*this fee is applicable only for the parent companies registered in India*

18 % GST Extra

## Delegate Benefits



Attendance in all  
conference sessions



Access to conference documents  
& speaker presentations



Delegate kit



Refreshment lunch & dinner



**Previous Conference**  
**3rd Indian Iron Ore & Pellet Summit 2019**

**320+**  
Delegates

**190+**  
Companies

**22+**  
Speakers

**17+**  
Exhibitors



**Rasika Chaube**  
Add. Secretary Min. of Steel, GOI

## Keynote Speakers



**N.K. Singh**  
Joint Sec. Min. of Mines



**Wu Jingjing**  
Deputy Director,  
Marketing, China Iron &  
Steel Association (CISA),  
China



**Andrew Glass**  
Head of Financial Trading,  
Anglo American Marketing  
Ltd., Singapore



**Manish Kharbanda**  
ED, JSPL & President,  
PMAI, India

*and many more...*

## Plant Visit - Plant:1

### Godawari Power & Ispat Limited - HIRA Group



#### The Major Facilities at The Plant Include

**2.1 MnT**

Iron Ore Mining



**200,000 MT**

MS Rounds



**2.7 MnT**

Iron Ore Pellet



**16,500 MT**

Ferro Alloys



**500,000 MT**

Sponge Iron



**150,000 MT**

HB Wires



**400,000 MT**

Steel Billet



**98 MW\*;  
86 cr units**

Power



## Plant:2

### Jindal Steel & Power Limited (JSPL)



#### The Major Facilities at The Plant Include

**4554 m3**

India's largest 4554 m3  
Blast Furnace



**5 MTPA**

India's largest 5 MTPA  
inter Plant



**2 MTPA**

World's largest SynGas based  
2 MTPA DRI Plant based on  
Coal Gasification Process (CGP)



**2.3 MTPA**

World's fastest  
2.3 MTPA Billet  
Caster



**1.2 MTPA**

India's most advanced  
1.2 MTPA Plate Mill



**1.5 MTPA**

World's largest  
1.5 MTPA Rebar Mill



**3.25 MTPA**

Basic Oxygen Furnace  
(BOF) : most advanced in  
6 MTPA SMS in world



**Power Plant**

Coal Washery and  
Captive Power Plant



## Sponsors

### Principal Sponsor



### Gold Sponsor



### Silver Sponsors



### Networking Lunch Sponsor



### Delegate Kit Sponsor



### Associate Sponsors



## Past Attendees

**Anglo American** | Ankit Metals & Power | **Ardent Steel** | Arya Iron & Steel | **Atlas Iron** | BHP Billiton | **Bhushan Steel** | Bihar Foundry & Castings  
**BMM Ispat** | **BRPL** | Caravel Resources | **China Iron & Steel Association** | Duferco | **Electrotherm** | Emirates Steel | **Electrosteel Castings**  
Essar Steel | **Essel Mining & Industries** | Fortescue Metals Group | **Fometo** | Glencore | **Gallant Metal** | Gerdau Steel | **Godawari Power & Ispat**  
Golgohar Mining Iran | **JSW Steel** | JSPL | **Kejriwal Mining** | KIOCL | **Kamachi Sponge & Power** | Kobe Steel | **Mahalakshmi Profiles** | Minera Steel  
Mitsubishi Corporation | **Mitsui** | MSPL | **Mysteel** | NMDC | **OMC** | PMAI | **Pushpit Steels** | Rio Tinto | **Radha Smelters** | Raghav Productivity | **RINL**  
**Rungta Mines** | SAIL | **Samaraco Asia** | Sarda Energy & Minerals | **Serajuddin Mines** | Shabro Metallic | **Shyam Metallics** | SMC Power | **Sojitz**  
**Star Global** | Swiss Singapore | **Tata International** | Tata Metaliks | **Tata Steel** | TUF Metallurgical | **Thakur Prasad Sao & Sons** | United Sulb  
Usha Martin | **Vale** | Vesuvius India | **Wesman** | Wood Mackenzie  
.....and many more

## Supporting Associations



## Channel Partners



Exclusive  
Channel  
Partner



Iran

## CONTACT OUR TEAM

For Speakers Enquiry



**Rachna Rana**

rachna.rana@steelmint.com  
+91 87705 91843



**Shreya Divakaran**

global@steelmintgroup.com  
+91 62637 51162

For Sponsorship, Exhibition  
& Delegates Enquiry



**Vinamrata Jaisinghani**

vinamrata@steelmint.com  
+91 62637 51163