



# 4<sup>th</sup> Steel Scrap, Billet & DRI Trade Summit -Emerging Markets

27-29 AUG 2019 | Hotel Avani Riverside

BANGKOK THAILAND



# Event Overview

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SteelMint Events is delighted to announce the **“4th Steel Scrap, DRI & Billet Trade Summit”**. The event runs in conjunction with the **“2nd Global Graphite Electrode Conference”**, due to the networking synergies between these two sectors. The event will attract consumers, traders, manufacturers and processors in the steel industry from around the globe.

Expect to meet over 600 delegates involved in a range of materials including Steel Scrap, Graphite Electrode, Billets, Pig Iron, DRI. Benefit from this distinctive commercial opportunity!

## About the Conference

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**4th Steel Scrap, DRI & Billet Trade Summit** will focus on the changing dynamics of seaborne scrap trade by Vale dam tragedy, US-China trade war, the impact of falling exports from Iran on global scrap market.

As the Chinese steel demand hit a lull towards the end of 2018, we're seeing the pricing and demand pick up, and therefore the summit addresses the question of whether China can resume billet exports in 2020 and its impact of global scrap market, along with understanding the emerging markets for imported scrap Indonesia/Pakistan/Bangladesh/ Vietnam.

# Organizer

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SteelMint Events is a SteelMint Group initiative, which is dedicated to organize conferences & seminars in the Iron & Steel sector. It provides a networking platform for people across the globe to come together & share their ideas, knowledge & products among the peers.

# Channel Partners

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# Media Partners

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# Supporting Association

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# Majorly Focuses on

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Impact of  
**Vale Disruption**  
on global scrap prices



Iran  
**Billet & DRI Exports**  
2020



Seaborne scrap  
**Price Movement**  
2020



How  
**Containerized Trade**  
can revolutionize Billet  
imports in Philippines?



Upcoming steel  
**Melting capacities**  
in Bangladesh, Pakistan, Indonesia



Chinese  
**Steel Market**  
2020



Global Pig Iron and HBI  
**Trade Dynamics**  
for 2020



Will rising Graphite Electrode  
**Supplies Support**  
scrap prices in 2020?

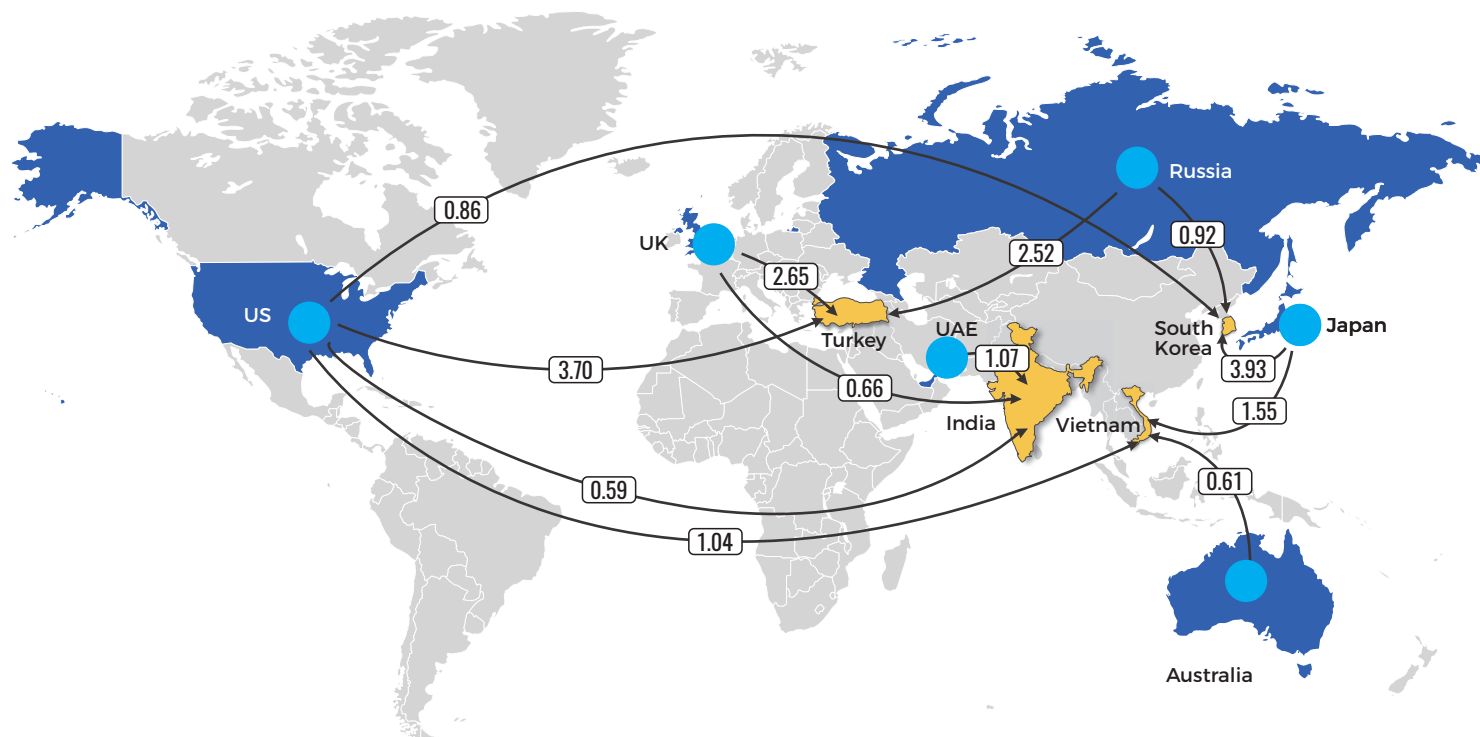


Chinese Increasing  
**Scrap Consumption**



Emerging scrap import  
**Markets in 2020**  
- South Asia and SE Asia

# Seaborne Ferrous Scrap **TRADE** in 2018



Total  
**IMPORT**  
by Major Countries

Turkey  
**20.62**

South Korea  
**6.12**

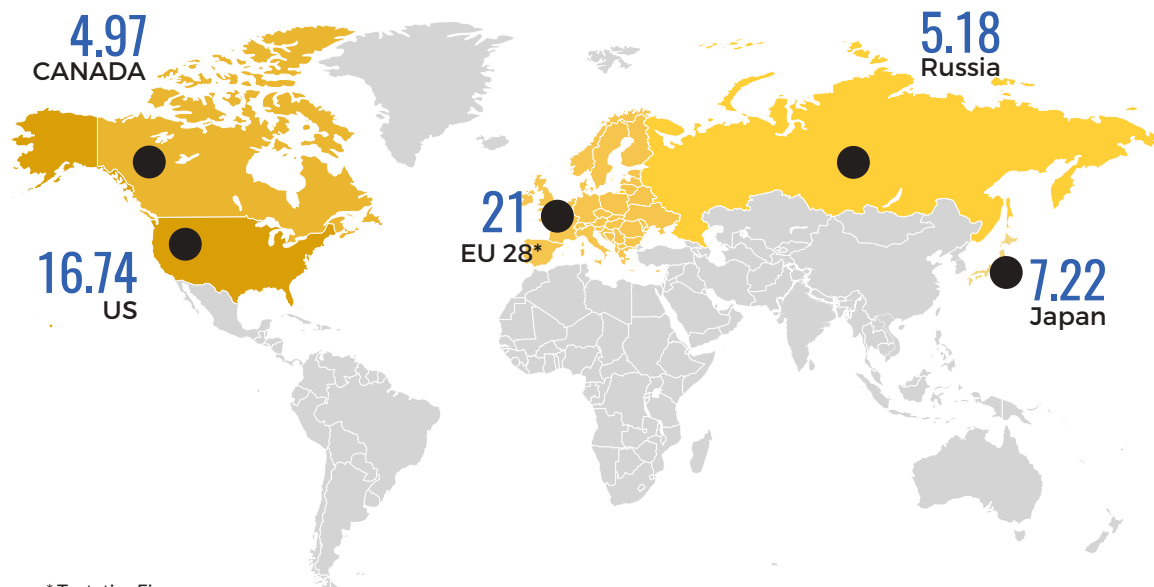
India  
**5.29**

Vietnam  
**4.80**

■ Exporting Countries  
■ Importing Countries

Quantity in MnT  
Source: SteelMint, Customs

## Top Ferrous Scrap EXPORTERS in 2018



\* Tentative Figure  
Quantity in MnT  
Source: SteelMint, Customs

## Top Ferrous Scrap IMPORTERS in 2018

20.62 Turkey

6.12 South Korea

5.29 India

4.80 Vietnam

4.67 US

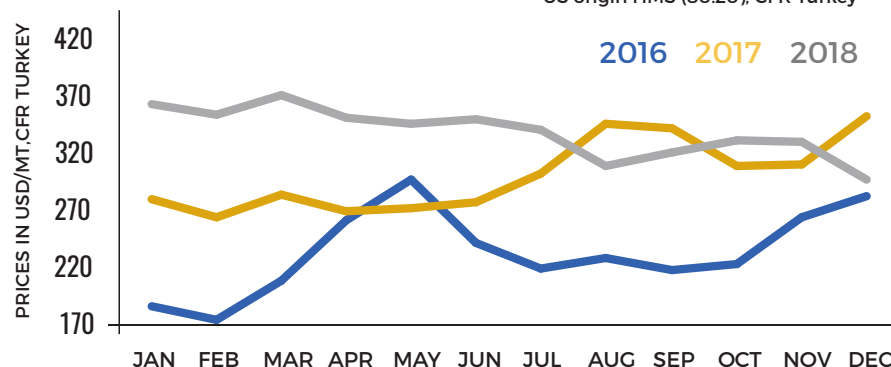
# Seaborne Ferrous Scrap Trade Highlights -2018

- ▶ Global imported scrap prices remained high in the first half of CY18 however depreciation in Turkish currency - Lira to record low levels amid political instability remained a concern.
- ▶ Scrap export volumes from China fell sharply in 2018 amid crackdown on smuggling of scrap.
- ▶ India's ferrous scrap imports increased 16% Y-o-Y in CY18 and India outstripped Japan as world's 2nd largest crude steel producer in 2018.

- ▶ Vietnam's ferrous scrap imports jumped nearly 23% last year in line with rising EAF crude steel output.

## TURKEY: FERROUS SCRAP PRICES

US origin HMS (80:20), CFR Turkey



- ▶ According to China Association of Metal Scrap Utilization (CAMU) reports, China's ferrous scrap consumption has inflated by 39% Y-o-Y during Jan-Jun'18.

### Steel Scrap Use for Steelmaking in Key Countries

Country	H1 2018	H1 2017
China	87.7	62.2
EU-28	47.96	48.1
USA	23.7	22.8
Japan	18.49	17.85
Turkey	15.88	15.13

Fig in MnT  
Source: BIR

### World Crude Steel Production of Major Countries

Country	2018	2017
EU-28	168.07	168.52
Other Europe	40.82	40.63
C.I.S	101.06	100.94
North America	120.51	115.76
South America	44.28	43.69
Africa	14.52	13.59
Middle East	36.06	32.02
Asia	1,257.95	1,191.35
World Total	1,789.61	1,712.48

Fig in MnT  
Source: World Steel Association



# Speakers



**Fahad Javaid**

Director, Mughal Iron  
& Steel Industries Ltd,  
Pakistan



**Harry Seale**

Commercial GM - Ferrous,  
European Metal Recycling  
Limited, UK



**Chris Newman**

Senior Editor - Argus Ferrous  
Markets, Argus Media,  
Singapore



**Davinder Chugh**

Senior Partner,  
Synergy Capital, UK



**Sanjoy Ghosh**

Head of Supply Chain,  
BSRM, Bangladesh



**Gordon Johnson**

Managing Director,  
Vertical Group, USA



**Brian Taylor**

Senior Editor,  
Recycling Today Media  
Group, Hong Kong



**Vijay Arora**

VP - Strategy, Operations  
& Business Development,  
Mahindra Group Accelo, India



**Sanjay Dasgupta**

AVP - Sales, Danieli India Ltd.,  
India

*\*20+ speakers are invited*

# Speakers



**Vaidhyathan R. S.**  
Director – Commercial,  
Indicaa Group Ltd, UAE



**Shubin Li**  
Executive Vice President &  
Secretary General, Camu, China



**Dr John Atherton**  
Secretary General,  
International Iron Metallics  
Association (IIMA), UK



**Wang Mei**  
Analyst, Mysteel China



**Hongmei Li**  
Head of Editorial, Mysteel,  
Singapore



**Nishtha Mukerjee**  
Head of Research,  
SteelMint, India



**Ahmet Işık Kunt**  
Purchasing Manager,  
Çolakoğlu Metalurji A.Ş.,  
Turkey



**Arshdeep Singh**  
Director,  
Vital Solutions, Singapore



**Samuel Chin**  
Associate Editor - Metals,  
S & P Global Platts, Singapore



**Kedar Joshi**  
Analyst, SteelMint,  
India

*\*20+ speakers are invited*

# Session Highlights (Hall Blue)

## REGISTRATION

Tuesday, 27th August, 2019  
14:00 - 19:00

## CHINESE STEEL, SCRAP & EAF MARKET 2020

Tuesday, 27th August, 2019  
15:00 - 16:30

## TECHNICAL SESSION

Tuesday, 27th August, 2019  
17:00 - 18:45

## SEABORNE SCRAP DEMAND - SUPPLY DYNAMICS

Wednesday, 28th August, 2019  
09:30 - 11:00

## ROUND TABLE DISCUSSION

Wednesday, 28th August, 2019  
12:00 - 13:00

## GLOBAL SCRAP PRICE SCENARIO

Wednesday, 28th August, 2019  
14:15 - 15:30

## THE MARKET FOR METALLICS

Wednesday, 28th August, 2019  
16:00 - 17:30

## EMERGING MARKETS - SOUTH EAST ASIA

Thursday, 29th August, 2019  
09:30 - 11:00

## Round Table Discussion

Thursday, 29th August, 2019  
11:45 - 12:45

## EMERGING MARKETS - ASIA

Thursday, 29th August, 2019  
13:45 - 15:30

# 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 (Max 3-5 min)	Yes	-	-	-
Reserved Gala Dinner Table	Exclusive	Exclusive	Reserved	Reserved	Reserved
Meeting Room (Separate)	As per availability	-	-	-	-
Exhibition Stall	2 Premium Stalls (Reserved)	1 Stall (As per availability)	1 Stall (As per availability)	1 Stall (As per availability)	-
Advertisement in The Event Book	Premium	Premium	One Full Page	One Full Page	One Full Page
Chair Cover Branding	Yes	No	No	No	No
Complimentary Delegate Passes	8	6	4	3	2
Acknowledgment during the time of Conference	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
Recognition on Promotional Materials as per Hierarchy	Yes	Yes	Yes	Yes	Yes
Insertions in the Delegate Kit (Gift/Brochure)	Yes	No	No	No	No
<b>Fees (In USD)</b>	<b>28,500</b>	<b>21,500</b>	<b>14,300</b>	<b>10,000</b>	<b>7,200</b>

# Other Sponsorship Opportunities Available:

## COCKTAIL DINNER SPONSOR

**USD 11,500**

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

## DELEGATE KIT SPONSORSHIP

**USD 10,000**

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

## NETWORKING LUNCH SPONSOR

**USD 7,200**

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

## ADVERTISEMENT IN EVENT BOOK

**USD 600**

- ✓ Full Page Advert in Event Book

## NETWORKING TEA SPONSOR

**USD 4,000**

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




## GOLD SPONSOR

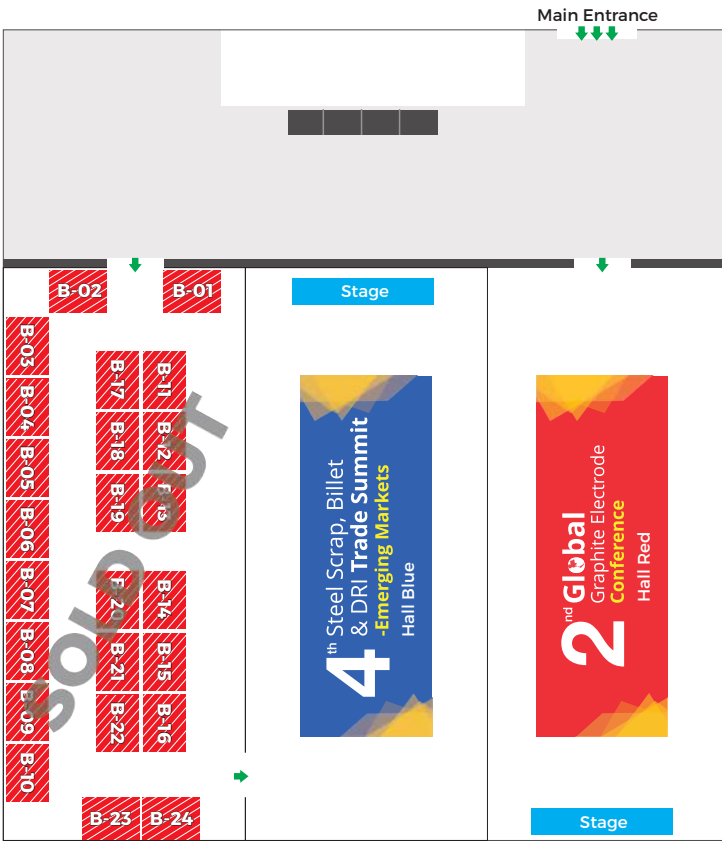


## ASSOCIATE SPONSORS



# Exhibition Layout

-  3 x 2 Stall
-  Registration Desk
-  Reserved



# Exhibition Benefits

Benefits	Space 6 Sqm (3x2)	Space 9 Sqm (3x3)
Company Logo in Events Website	Yes	Yes
Branding (Web e-mailers, social media)	Yes	Yes
Delegate Passes	2	3
Exhibition Space	3x2 meters	3x3 M
<b>Fee (In USD)</b>	<b>3,500</b>	<b>4,300</b>
Facilities with the Stall	Space 6 Sqm (3x2)	Space 9 Sqm (3x3)
Spotlights	2	2
3 Pin Electrical Socket	1	1
Table	1	1
Chairs	2	3
Waste Bin	1	1
Carpet	6 Sqm	9 Sqm
Fascia Exhibitor Name ( Vinyl) & Stall Number	Yes	Yes

## Per Delegate Fee

**USD 600**

Early Bird

**USD 700**

Standard Fee

Early Bird Offer Expires On **31<sup>st</sup> July 2019**

## Delegate Benefits



Attendance to the 2nd  
Global Graphite Electrode  
Conference (Hall Red)



Access to conference documents  
& speaker presentations



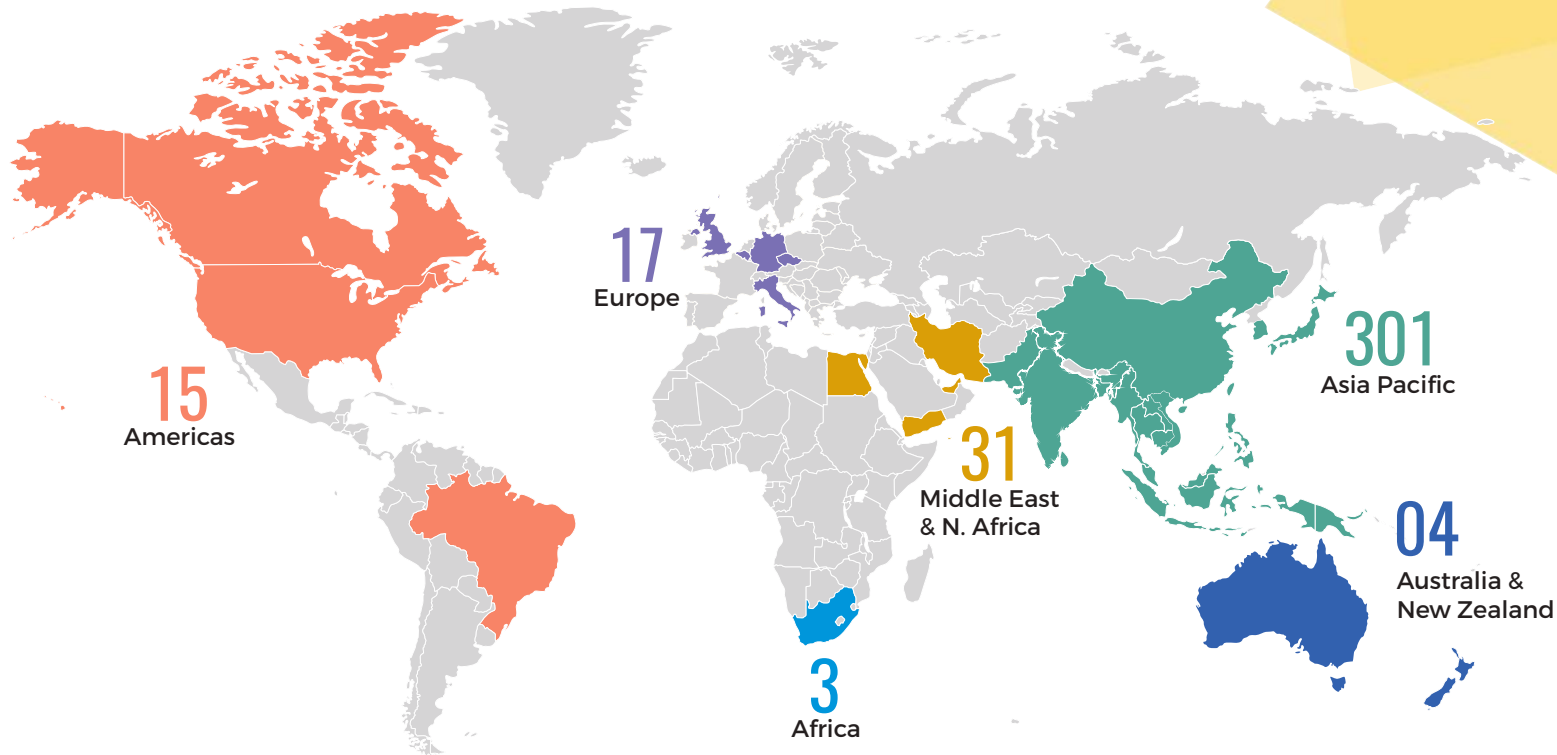
Delegate kit



Refreshment lunch & dinner



# Participation from **31 COUNTRIES**



**380+**

Participants

**20+**

Speakers

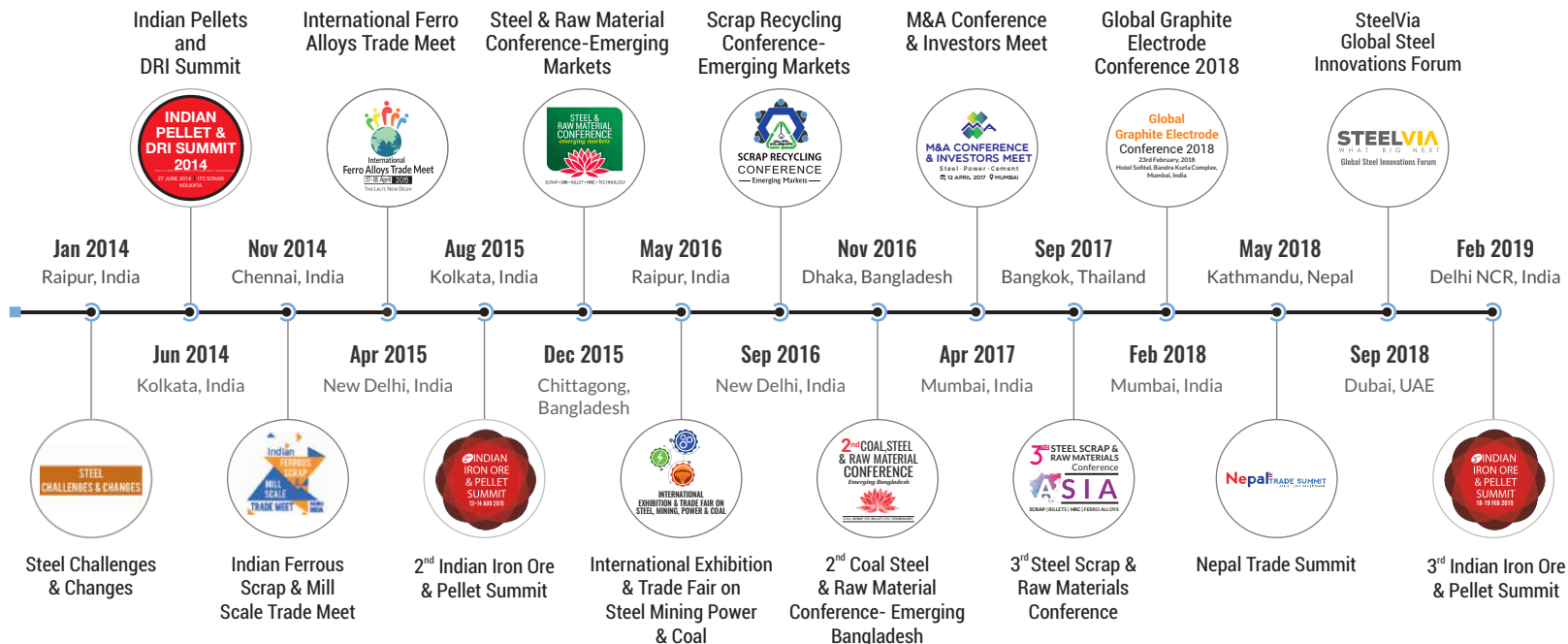
**22+**

Exhibitors

# Snapshot from Previous **CONFERENCE**



# Events Timeline



## CONTACT OUR TEAM

For Delegates &  
Exhibitors Enquiry



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& Speakers Enquiry



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