



EUROPE STEEL MARKETS 2020

Virtual Conference

The venue has changed, but the
line-up hasn't.

More content. Great speakers. New
experience!

09-10 DECEMBER 2020



SPEAKERS



Antonio Marcegaglia
Chairman and CEO
Marcegaglia



Laurent Plasman
Head of Operational Marketing
ArcelorMittal Europe Flat
Products



Dick Sands
Managing Director
Distribution
Stemcor



Tommaso Sandrini
President
Assofermet Acciai & CEO,
S.Polo Lamiere



Andrew Glass
Founder & MD
Avatar Commodities



Tomas Gutierrez
Managing Editor Asia
Kallanish



Roberto Re
Sales Director
Metinvest Trameal



Stefano Ferrari
Chief Analyst
Siderweb



Emanuele Norsa
Editor Southern Europe
Kallanish



Roberto Ripollino
Vice President - Europe
EU-Metal



Gareth Stace
Director
UK Steel



Daniel Guinbert
Secretary General
Eurometal



Karl Tachelet
Director International Affairs
EUROFER



Dan Hilliard
Managing Editor North
America
Kallanish Steel



Vinay Shroff
Executive Vice President
JSW Steel



Gorkem Bolaca
Managing Director
Galex Steel International



Ersun Ozdemirel
Export Manager
Borcelik



Christian Dohr
CEO
Feralpi Stahl



Andrii Tarasenko
Chief Analyst
GMK Center



Carl Orrling
Head of Research &
Development
SSAB



Andreas Schneider
Managing Director
StahlmarktConsult

PROGRAM | 09 DEC 2020



11-12 Session 1: Global and European Steel outlook – Debating the big issues

2020 has been one of the most challenging years ever for the steel industry. The pandemic brought a halt to production in many regions of the world. The second half of the year has been characterized by a general recovery, with Chinese steel production and demand reaching record levels turning the country into a net steel importer for the first time in a decade. Against this backdrop what strategies have European steel participants adopted this year? What do producers, processors and traders expect for 2021? With demand expected to jump back next year, will positive sentiment be strong enough to recover lost ground? Which markets will perform better and why?

Moderator: Emanuele Norsa, Southern Europe Editor, Kallanish

Speakers:

- Antonio Marcegaglia, Chairman & CEO, **Marcegaglia**
- Laurent Plasman, Head of Operational Marketing, **ArcelorMittal Europe Flat**
- Dick Sands, Managing Director Distribution, **Stemcor**

11:50 Session 1: Q&A – Ask the speakers from session 1 anything during this Q&A session.

Top Tip: Use these hour long break times to get a coffee, catch up on your work, stretch your legs, meet your fellow attendees, and visit the exhibitors.

12:10-13 Network Time

13-14 Session 2: Steel & steel raw materials price outlook

After the drop registered in Q2 2020, prices of steel have recovered across the world. In this session analysts and market observers will debate the state of steel prices from steel raw materials in China to finished steel products in Europe. What can we expect in 2021 and beyond?

Moderator: Paul Mullins, Director, Kallanish

Speakers:

- Tommaso Sandrini, President, **Assofermet Acciai**
- Andrew Glass, Founder & MD, **Avatar Commodities**
- Tomas Gutierrez, Managing Editor Asia, **Kallanish Steel**

13:50 Session 2: Q&A - Ask the speakers from session 2 anything during this Q&A session.

14:10-15 Network Time

15-16 Session 3: The Italian steel sector, what next?

The last few years have brought a number of challenges for the Italian steel industry, both in the longs and flats sectors. In addition to the existing ongoing issues, Italy was amongst the first and most severely hit countries in Europe from the pandemic. In this session we will analyse the state of the second largest steel market in Europe and hear how it is preparing for the expected recovery of 2021.

Moderator: Emanuele Norsa, Southern Europe Editor, Kallanish

Speakers:

- Roberto Re, Head of Metinvest Europe, **Metinvest Trameal**
- Stefano Ferrari, Chief Analyst, **Siderweb**
- Emanuele Norsa, Managing Editor Southern Europe, **Kallanish Steel**
- Roberto Ripollino, Vice President Europe, **EU-Metal**

15:50 Session 3: Q&A - Ask the speakers from session 3 anything during this Q&A session.



LIVE STREAM



LIVE STREAM



LIVE STREAM

PROGRAM | 10 DEC 2020



11-12 Session 4: Europe in the global context

Increasing trade barriers have characterized global steel markets in recent years and since 2019 the sector has been further hit by a slow-down in end-user demand and exacerbated further by the coronavirus in 2020. This backdrop of uncertainty has been further compounded by ongoing reorganization of important parts of the European steel supply chain, and delays over Brexit. Our panel of experts will offer their views on the challenges and opportunities facing the European steel sector, with a specific focus on trade factors and policies.

Moderator: Paul Mullins, Director, Kallanish

Speakers:

- Gareth Stace, Director, **UK Steel**
- Daniel Guinabert, Secretary General, **Eurometal**
- Karl Tachelet, Director International Affairs, **Eurofer**

11:50 Session 4: Q&A - Ask the speakers from session 4 anything during this Q&A session.



LIVE STREAM

12:10-13 Network Time

13-14 Session 5: Key markets beyond Europe

Steel industry experts will analyze the current pattern of trade flows in Europe as well as the sentiment and market developments in key steelmaking countries of China, India, CIS and Turkey. The Global Forum on Steel Excess Capacity confirmed that overcapacity will increase again for the first time in years in 2020; how is this going to affect the markets and how are different countries confronting this issue? In addition to issues of overcapacity, trade barriers continue to be central in today's market and a rapid change in this situation is not expected anytime soon. Regional steel experts will analyse how each of the different global areas is getting ready to challenge the existing issues and prepare for further market recovery in 2021.

Moderator: Adam Smith, Managing Editor, Kallanish

Speakers:

- Vinay Shroff, Executive Vice President, **JSW Steel**
- Gorkem Bolaca, Managing Director, **Galex Steel International**
- Ersun Ozdemirel, Export Manager, **Borcelik**
- Andrii Tarasenko, Head of research, **GMK Center**
- Dan Hilliard, Managing Editor North America, **Kallanish**

13:50 Session 5: Q&A - Ask the speakers from session 5 anything during this Q&A session.



LIVE STREAM

14:10-15 Network Time

Top Tip: Use these hour long break times to get a coffee, catch up on your work, stretch your legs, meet your fellow attendees, and visit the exhibitors.

15-16 Session 6: The future of steel

With much uncertainty in both the macro-economic environment and European steel industry making firm forecasts is almost impossible. Nevertheless, many regional steelmakers have announced very ambitious plans to cut emissions by 2030 and beyond. How will the sector develop in the short and medium term to meet these targets? In this panel, industry experts will discuss the future of the European steel market and the influences from global developments and sustainability challenges.

Moderator: Emanuele Norsa, Southern Europe Editor, Kallanish

Speakers:

- Carl Orling, Head of Research & Development, **SSAB**
- Christian Dohr, CEO, **Feralpi Stahl**
- Andreas Schneider, Director, **Stahlmarkt Consult**

15:50 Session 6: Q&A - Ask the speakers from session 6 anything during this Q&A session.

16:10 Chairman's closing remarks



LIVE STREAM

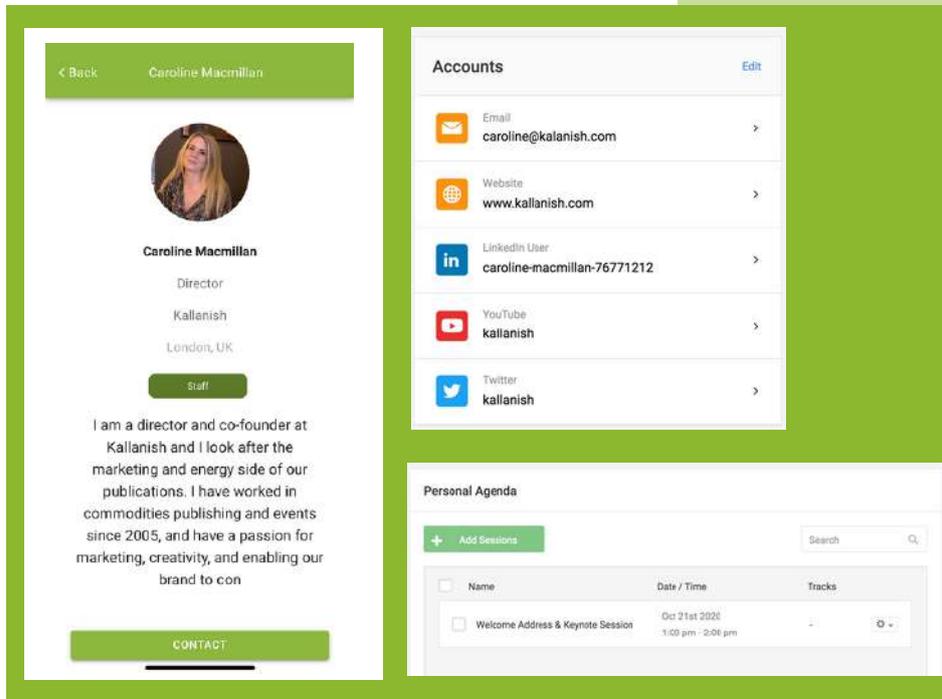


NETWORKING

What is a virtual conference without networking? It's basically a webinar. This is why we have worked hard to find a platform that allows you to networking, interact and communicate easily with your fellow event attendees.

STEP 1 PROFILE

Set up your profile, by adding your personal description, and contact details. You can also add social media channels, documents, and create your personal agenda from here. Other attendees will be able to search for you, and connect to your profile, so take a little time to complete it.



Accounts

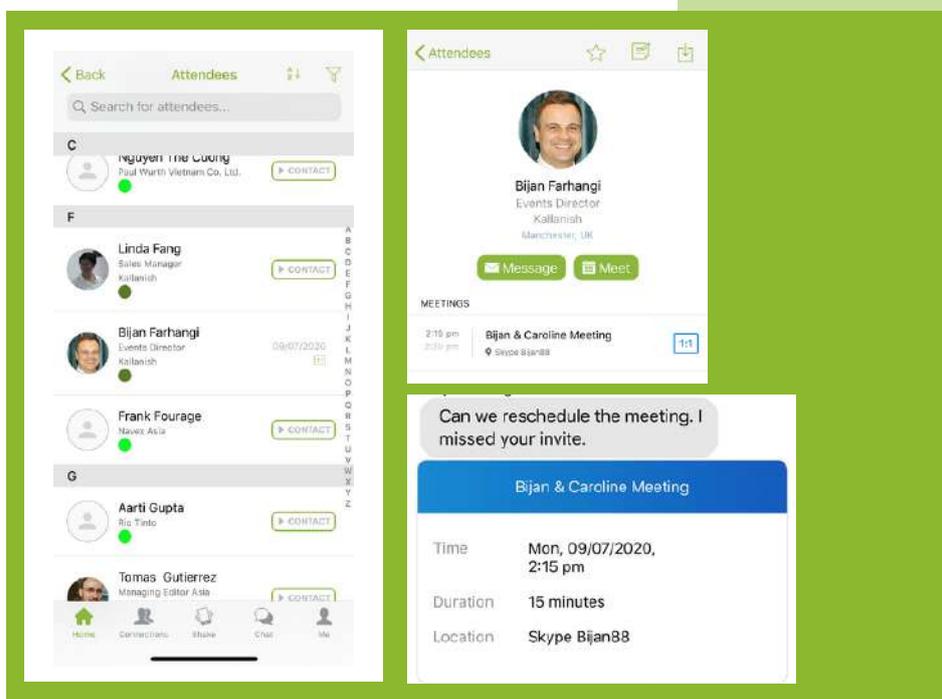
- Email: caroline@kallanish.com
- Website: www.kallanish.com
- LinkedIn User: caroline-macmillan-76771212
- YouTube: kallanish
- Twitter: kallanish

Personal Agenda

Name	Date / Time	Tracks
Welcome Address & Keynote Session	09/21st 2020 1:00 pm - 2:00 pm	

STEP 2 ATTENDEES

Once your profile is set up, it is time to find other attendees. Search by name, company, or group type. Additionally, you can see which conference sessions attendees plan to attend and connect with them that way. You can set up meetings, and exchange contact details through the virtual conference interface.



Attendees

Search for attendees...

- C**
 - Ingyuyni Fine Cooking (Paul Wurth Vietnam Co. Ltd.)
- F**
 - Linda Fang (Sales Manager, Kallanish)
 - Bijan Farhanghi (Events Director, Kallanish) - 09/07/2020
 - Frank Fourage (Novec Asia)
- G**
 - Aarti Gupta (Rig Tactic)
 - Tomas Gutierrez (Managing Editor Asia)

Attendees Meeting Detail:

Bijan Farhanghi
Events Director
Kallanish
Manchester, UK

Message Meet

MEETINGS

- Bijan & Caroline Meeting (2:15 pm - 2:30 pm) - Skype: s18a88

Can we reschedule the meeting. I missed your invite.

Bijan & Caroline Meeting

Time	Mon, 09/07/2020, 2:15 pm
Duration	15 minutes
Location	Skype: Bijan88



INTERACT

There are lots of ways to interact at Europe Steel Markets Virtual conference, from live polls to interactive demonstrations on exhibition booths. The platform is your oyster!



EXHIBITORS

Watch live demonstrations on the exhibition booths, find out about new products and services, and meet new contacts.



Q&A

Ask questions during the live streams and our moderators will put your questions directly to the presenters.



VIRTUAL CAFE

When we hit a break session, make yourself a coffee or tea and head over to the virtual cafe to do some networking.



LIVE POLLS

Vote in live polls and see what the audience is thinking. Voice your opinions, watch as the results pour in, and see how the presenters interpret the results. LIVE.





PRICE AND BOOKING

Rate	Price	Expires
Early Bird	€250	Expired
Full Price	€350	10 Dec

Your conference fee includes full access to all the live streams, all features of the Europe Steel Markets virtual platform, recorded sessions and presentation materials.

Book Now

Register before
09 Dec

By Phone
+44 208 735 6520

By Email
sales@kallanish.com

Online
kallanish.com/events

Make sure you pay when you register to lock in your low rate.

Or you if you prefer you can complete the booking form below, scan and return on email to sales@kallanish.com.

REGISTRATION FORM

Your Details

Name _____

Job Title _____

Company _____

Address _____

Address _____

Phone _____

Email _____

Group Booking, please enter the additional names below:

Delegate 1 _____

Delegate 2 _____

Delegate 3 _____

Payment Information

Mastercard Visa Amex Maestro

Name on card _____

Card Number _____

Billing Address _____

Expiry Date _____ / _____ CVV: _____

Signature _____

Ticket Type

Early Bird €250 20 Nov

Full Price €350 10 Dec

Confirmation

By signing below, you confirm that you have read and agreed to the terms and conditions overleaf.

SIGNATURE: _____ Date: _____

TERMS & CONDITIONS



The following Terms & Conditions form the basis on which any services, information and materials are provided to any company, organisation and/or individual (together referred to as "you" in these Terms & Conditions) by or on behalf of Kallanish Limited or related companies (all referred to as "Kallanish") except where and insofar as any alternative Terms & Conditions have been specifically agreed by Kallanish. By accessing or using any Kallanish service, information or materials you agree to be contractually bound by such Terms & Conditions. These Terms & Conditions may be updated from time to time.

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Registration

When registering for any event, course or service provided by Kallanish you must provide details of any special requirements including any requirements relating to diet, physical disability, mobility problem or other condition requiring special care or attention. You are also invited at that time to inform us about any additional requests that you may have. Kallanish reserves the right to make an additional charge for requirements and requests that can be accommodated. Kallanish shall have no obligation to provide any service, information or materials unless and until the relevant registration has been accepted and satisfactory payment arrangements have been made. Kallanish reserves the absolute right to refuse to allow attendance at any course or event or access to any service if any payment is not received in time or if Kallanish has reasonable grounds to believe that payment arrangements made are not satisfactory.

Your right to cancel or transfer

Kallanish's services are generally designed for business, trade and professional use. If, however, the Consumer Protection (Distance Selling) Regulations 2000 apply, you may cancel your registration within 14 days of making it provided that services have not commenced. Apart from any such right, a cancellation fee of 25% of the total fee, including VAT, shall apply with respect to cancellations up to 30 days prior to the commencement of the relevant course, event or service and after this the cancellation fee shall be 100% of the fee including VAT. Subject to notice to Kallanish at least 48 hours before the commencement of any service, course or event, the reservation may be transferred to another person without charge. Within 48 hours, a charge of 10% of the fee may be made.

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Third party rights

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