

KALLANISH PRESENTS

EUROPE STEEL MARKETS 2019 CONFERENCE

27-28 JUNE | AMSTERDAM



PARTNERS:

ASSOCIATION PARTNERS:



EXCLUSIVE PORT TOUR

Go where many would like to go
and join the Port of Rotterdam
Tour

INDUSTRY THOUGHT LEADERS

1.5 day programme will
provide insight and analysis
from renowned experts.

NETWORK TO GROW YOUR NETWORK

Meet your steel peers during
this executive conference
and make new connections.

BOOK NOW at just **€1200**



+44 208 735 6520



sales@kallanish.com

KALLANISH EUROPE STEEL MARKETS 2019

27-28 JUNE | MARRIOTT, AMSTERDAM

Register

TOPICS

Global & European steel industry outlook

Marco economic overview, steel supply & demand update, steel price trends

Raw materials outlook

Focus on iron ore, scrap, coking coal & energy

European steel sector consolidation

Update on key mergers and investments.

European safeguard measures & Brexit

Impact and backlash from end-use sector.

Steel end-use sectors

Automotive & Construction sector demand growth

European logistics broad picture

Sea, rail, road & river



BOOK NOW at just **€1200**



+44 208 735 6520



sales@kallanish.com

KALLANISH EUROPE STEEL MARKETS 2019

27-28 JUNE | MARRIOTT, AMSTERDAM



PARTICIPANT LIST

Company	Position	Country
BHP Billiton International Trading (Shanghai) Co.,Ltd	Manager Steel and Nonferrous Analysis	China
AiSBL European Lime industry Association	Secretary General	Belgium
Arcelor Mittal Long Products	-	Luxembourg
ArcelorMittal Europe Flat	Head of Operational Marketing	Luxembourg
Association of German Construction Industry	Chief Economist	Germany
Assofermet	President	Italy
Bankhaus Lampe KG	Research Analyst	Germany
Borcelik	Commercial director	Turkey
Borcelik	Export Manager	Turkey
British Steel	Chief Marketing Officer	United Kingdom
British Steel	Central Marketing Manager	United Kingdom
Broekman Group	General Manager Sales	Netherlands
C. Steinweg Belgium nv	Commercial Manager	Belgium
CARES	Technical Development Manager	United Kingdom
Carmeuse Europe	-	Belgium
Coeclerici Commodities SA	Senior Advisor	Netherlands
Colakoglu Metalurji	Sales Planning	Turkey
Colakoglu Metalurji	Sales Manager	Turkey
Credit Europe Bank N.V.	Account Manager Corporate Banking	Netherlands
Credit Europe Bank NV	Vice President Corporate Credits STCF	Netherlands
Cumic Steel Limited	Junior Trader	China
Cumic Steel Limited	Senior Trader	China
DP Trade	-	Switzerland
DP Trade	CEO	Italy
DP Trade	Co-Founder & Managing Partner	Switzerland
Energoprom Management JSC	Head of Strategic Marketing	Russia
ESAB Kft.	Sourcing Category Manager	Hungary
Eurofer	Director International Affairs	Belgium
Galex Steel International	Managing Director	United Kingdom
Gamma Trade	Managing Director	Switzerland
Hadley Group	Director of Procurement	United Kingdom
JSC Severstal Management	-	Russia
JSW - Jastrzębska Spółka Węglowa	Strategy and Development Director	Poland
Kallanish	Managing Editor Asia	China
Koddaert nv	Export Manager	Belgium
Laplace Conseil	Managing Director	France
Lhoist Europe	-	Belgium
Lhoist Europe	SVP Commercial Director Lhoist Europe	Belgium
Lhoist SA	Market Analyst	Belgium
Liberty House Group	Business Market Research Analyst	United Kingdom
Liberty Steel Newport Ltd	Marketing Manager	United Kingdom
Manuchar Steel NV	-	Belgium
Manuchar Steel NV	Trade Manager	Belgium
Materials Processing Institute	Commercial Director	United Kingdom
NLMK Europe	Commercial Director	Germany
Nucor	General Manager - Business Development	United States
Nucor Trading	Director Trading	Poland
OYAK Mining & Metallurgy	Marketing expert	Turkey
OYAK Mining & Metallurgy	Marketing Manager	Turkey
Pisec Group Austria	Senior Sales Manager	Austria
Port of Rotterdam	Advisor	Netherlands
Port of Rotterdam	Head of Marketing	Netherlands
Port of Rotterdam	Business Manager Breakbulk	Netherlands
Rio Tinto	Manager Market Analysis	Singapore
Roba Metals Steel Division	Purchaser	Netherlands
ROCKWOOL BVBA	Regional Category Manager	Belgium
Roger Emmott Associates Limited	Managing Director	United Kingdom
Royal BAM Group nv	Category Manager Steel	Netherlands
Sami Soybas Steel Industry & Trade	Vice President	Turkey

BOOK NOW at just **€1200**



+44 208 735 6520



sales@kallanish.com

PARTICIPANT LIST

Company	Position	Country
Sidenor Aceros Especiales S.L.	Commercial Manager	Spain
SSAB	-	Sweden
SSAB	Market Intelligence Specialist, Market Development	Finland
SSAB	Global Sales Director Automotive	Italy
SSAB EMEA AB	Business Intelligence Manager Automotive	Sweden
SSY Consultancy & Research	Senior Director	United Kingdom
SteelConsult International	Managing Director	Netherlands
Stemcor	Director	United Kingdom
Stow International	Purchasing Exec. Raw Materials	Belgium
Südwestdeutsche-Stahl-Handelsgesellschaft (SSH) mbH	Key Accountant	Germany
TATA Steel	Manager, Industry Insights	Netherlands
Tezcan Galvanizli Yapı Elemanları Sanayi ve Tic. A.Ş.	Foreign Trade Operations and Sales Specialist	Turkey
Transcarpatca S.A. > Someg S.A.	Procurement Manager	Romania
Trinecke zelezarny, a.s.	Head of Marketing	Czech Republic
Turkish Steel Exporters' Association	Board Member	Turkey
UK Steel	Director	United Kingdom
Van Leeuwen Pipe and Tube Group	Commercial Director	Netherlands
Van Leeuwen Pipe and Tube Group	Procurement Manager Europe	Netherlands
XOM Materials	Chief Operating Officer	Germany
Yametas A.S.	Director	Turkey

Updated: 20/06/2019

SPEAKERS



Marcel Genet
Managing Director
Laplace Conseil



Dick Sands, Managing
Director Distribution
Stemcor



Bertwin Zonneveld
General Manager Sales
Broekman Group



Derek Langston
Senior Director
SSY Consultancy & Research Ltd



Maja Domnick
Director Trading
Nucor Trading



Karl Tachelet
Director International Affairs
EUROFER



Gorkem Bolaca
Managing Director
Galex Steel International



Gilles Calis
Managing Director
SteelConsult International



Laurent Plasman
Head of Operational Marketing
ArcelorMittal Europe Flat



Robert Jan Timmers
Business Manager Breakbulk
Port of Rotterdam



Artur Dyczko
Strategy and Development
Director
JSW



Tim Milde
Chief Operating Officer
XOM Materials



Alessandro Fossati
Managing Director
Gamma Trade



Tomas Gutierrez
Managing Editor Asia
Kallanish



Amit Sengupta
Vice President Sales & Marketing
ArcelorMittal Long Carbon
Europe



Ahmet Soybas
Vice President
Sami Soybas Steel Industry &
Trade Inc.



Ersun Ozdemirel
Export Manager
Borcelik Celik Sanayii



Gareth Stace
Director
UK Steel



Marco Galimberti
CEO
DP Trade



Heinrich Weitz
Chief Economist
Association of German
Construction Industry



Hugo du Mez
Advisor on Breakbulk and Dry Bulk
Port of Rotterdam



KALLANISH EUROPE STEEL MARKETS 2019

27-28 JUNE | MARRIOTT, AMSTERDAM



Register

PROGRAMME

Day 1 Thursday 27th June, 2019

- 08:00 Registration
- 09:00 Chairman's welcome - Paul Mullins, Director, **Kallanish**
- 09:05 **Session 1: Setting the scene: Debating the big issues**
As the first half of 2019 comes to an end, speakers will give their view on how the steel sector has performed so far in 2019, and what we can expect for the remainder of the year. A global overview will be followed by a more specific analysis of the longs and flats sector in Europe. How is the market reacting to the slowdown of demand? What is the impact of safeguard measures? What should the sector expect from H2 2019? Can EU steelmakers maintain profitability as iron ore prices remain elevated?
Moderator: Emanuele Norsa, Managing Editor Southern Europe, **Kallanish Steel**
Gilles Calis, MD, **SteelConsult International**
Marcel Genet, Managing Director, **Laplace Conseil**
Amit Sengupta, CMO and Vice President, **ArcelorMittal Europe Long Products**
Marco Galimberti, CEO, **DP Trade**
- 10:30 Coffee break
- 11:15 **Session 2: Raw materials & global freight markets outlook**
A spike in iron ore prices, following the dam accident at Vale's Brumadinho mine, has characterized the first half of the year. Speakers in this session will look into the steelmaking raw materials market - specifically iron ore, scrap and coking coal - as well as an overview of the freight markets. What can the sector expect from these markets going forward in 2019? Is the price of iron ore going to suddenly drop? How can the Chinese steelmakers continue to remain profitable?
Moderator: Roger Emmott, Managing Director, **Roger Emmott Associates Limited**
Tomas Gutierrez, Managing Editor Asia, **Kallanish Steel**
Derek Langston, Director, **SSY**
Artur Dyczko, Strategy and Development Director, **JSW**
- 12:30 Lunch
- 14:00 **Session 3: Europe in the global context**
The uncertainty created by increasing trade barriers has characterized the market since last year. In addition to that, Europe is facing important changes both because of Brexit and because of the ongoing reorganization of important parts of the steel supply chain. Our panel of experts will offer their views on the challenges and opportunities facing the European steel sector. What has been the impact of the new safeguard measures on the market? How is the UK and Europe preparing for Brexit? Is the consolidation wave over? What role can traders have in this new system of high trade barriers?
Moderator: Roger Emmott, Managing Director, **Roger Emmott Associates Limited**
Laurent Plasman, Head of Operational Marketing, **ArcelorMittal Europe Flat Products**
Dick Sands, Managing Director Distribution, **Stemcor**
Karl Tachelet, Director International Affairs, **Eurofer**
Gareth Stace, Director, **UK Steel**
- 15:30 Coffee break

16:15

Session 4: Steel end-use sector demand in focus:

In this session we will hear detailed analysis of the main steel using sectors - automotive, and construction. How are steelmakers reacting to the slowdown of demand? What can we expect in the medium to long term? What impact will this have on steel demand and prices?

Moderator: Christian Koehl, Managing Editor Northern Europe, **Kallanish Steel**

Arnaud Guerendel, Head of Global Automotive, **SSAB**
Heinrich Weitz, Chief Economist, **Association of German Construction Industry**

Cocktail reception

17:15

Day 2 Friday 28th June, 2019

- 08:30 Registration
- 08:55 Chairman's welcome - Paul Mullins, Director, **Kallanish**
- 09:00 **Session 5: Trade flows & key markets in focus**
Imports and exports continue to define the European steel market. Selected speakers will analyse the current pattern of trade flows in Europe, as well as the sentiment in key steelmaking countries such as China, India, Turkey and the US. How is Turkey acting in the current market? Should we expect changes in trade policies by the end of this year? What is the view of global steel traders? Is Europe going to further strengthen its safeguard system?
Moderator: Paul Mullins, Director, **Kallanish**
Alessandro Fossati, CEO, **Gamma Trade**
Ersun Ozdemirel, Export Manager, **Borcelik**
Gorkem Bolaca, Managing Director, **Galex Steel International**
Tomas Gutierrez, Managing Editor Asia, **Kallanish Steel**
- 10:30 Coffee break
- 11:00 **Session 6: The Future of European Steel**
With so much uncertainty in both the macro economic environment and steel industry itself, making firm forecasts is almost impossible. That makes open discussion even more crucial for market participants to refine their views of how the sector will develop in the short and medium term. In this panel, we will hear from XOM Materials on the growth of online marketplace for material trading in Europe and then industry panellists will discuss the future of the European steel market and the influences from global developments. The audience will get a chance to direct questions to representatives from producers, traders and distributors.
Moderator: Emanuele Norsa, Managing Editor Southern Europe, **Kallanish Steel**
Tim Milde, Chief Operating Officer, **XOM Materials**
Robert Jan Timmers, Business Manager Breakbulk, **Port of Rotterdam**
Marcel Genet, Managing Director, **Laplace Conseil**
Hugo du Mez, Advisor on Breakbulk and Dry Bulk, **Port of Rotterdam**
Maja Domnick, Director Trading, **Nucor Trading**
Bertwin Zonneveld, General Manager Sales, **Broekman Group**
Ahmet Soybas, Vice President, **Sami Soybas Steel Industry & Trade Inc.**
Laurent Plasman, Head of Operational Marketing, **ArcelorMittal Europe Flat Products**
- 12:20 Chairman's closing remarks - Paul Mullins, Director, **Kallanish**

PORT TOUR & RECEPTION

Join this exciting extra activity, a tour of the Port of Rotterdam on **Wednesday 26th June**. Places on the tour are limited to 30 guests, so make sure you book your place today (€40 per guest), as we anticipate that this event will sell out.

The Port of Rotterdam has been expanded with the most modern European top location for port activities: Maasvlakte 2. FutureLand information centre is located in the centre of this port area and has views across the container terminals of the future. Enjoy a 360-degree view of the companies on Maasvlakte. Go where hardly anybody else goes and prepare to be amazed by the size of the terminals and the state-of-the-art technology used to unload the bulk carriers.



Programme

- 15:00 - Coach departs from **Marriott Amsterdam Stadhouderskade** (journey to Rotterdam Maasvlakte)
- 16:30 - Welcome at Futureland exhibition center and boarding **mv Nieuwe Maze**
- 17:00 - Start of port tour on vessel **mv Nieuwe Maze**
- Port Tour via a.o. APMT2, RWG, Rhenus Logistics, EMO, Steinweg Hartelterminal, EECV, Broekman Distriport
- **Networking drinks provided by Port of Rotterdam**
- 19:30 - Return to Futureland exhibition
- 20:00 - End of tour

KALLANISH EUROPE STEEL MARKETS 2019

27-28 JUNE | MARRIOTT, AMSTERDAM

Register

PRICING & REGISTRATION

Rate	Price	Expires
Super Early Bird	EUR 700*	Expired
Early Bird	EUR 950*	Expired
Full Price	EUR 1200*	26 June
On the Door	EUR 1210	

***Kallanish subscribers Save €100 off the existing price**

The conference registration fee is payable in advance and includes documentation, coffee breaks, cocktail reception, luncheon(s) and refreshments. Discount offers cannot be combined unless otherwise stated by Kallanish.

Book
Now

Register before 26 June

+44 208 735 6520

sales@kallanish.com

kallanish.com/events

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

Top Tip: You can change the name on your delegate registration at anytime without any additional fees, so feel confident in being able to book today and coordinate your schedules later.

SPONSORSHIP OPPORTUNITIES

Showcase your products and services to senior level decision makers. The Kallanish Europe Steel Markets conference offers you an excellent opportunities to maximize your 2019 marketing budget through these sponsorship opportunities:

- ✓ Gold Sponsor ✓ Silver Sponsor
- ✓ Bronze Sponsor ✓ Advertiser ✓ Exhibitor

To learn more about sponsorship and exhibition opportunities, please contact Bijan Farhangi on t: +44 (0)203 818 9884 or email him at bijan.farhangi@kallanish.com



BOOK NOW at just €1200

+44 208 735 6520

sales@kallanish.com

KALLANISH EUROPE STEEL MARKETS 2019

27-28 JUNE | MARRIOTT, AMSTERDAM



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 _____

If you prefer to pay by bank transfer, we will send you an email with invoice to the email address above.

Ticket Type

- Super Early Bird EUR 700 Expired
- Early Bird EUR 950 Expired
- Full Price EUR 1200 Exp 26 June
- Kallanish Subscriber

Group Bookings

Must consist of 3 or more delegates booking at the same time. Price quoted is per delegate.

Subscriber Rates

To qualify for a subscriber rate you must be a current subscriber of a Kallanish news service.

Associations Rates

Email sales@kallanish.com to check if the association you are a member of is a partner at this event.

Payment Date

Your registration must be complete with payment before the expiry date.

Return this form

Email: info@kallanish.com

By fax: +44 (0) 208 711 3840

Contact Numbers:

London: +44 208 735 6520

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

SIGNATURE: _____ Date: _____

BOOK NOW at just **€1200**

+44 208 735 6520

sales@kallanish.com