7th Middle East CemenTrade

2 - 3 October 2012
Muscat, Oman
Crowne Plaza Hotel Muscat

Centre for Management Technology®
into our 29th year

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Day 1 - 2 Oct 2012, Tuesday

08:00 Registration & Coffee

09:00 Chairman's Welcome & Introduction

09:10 **2012- Another Tough Year; Could 2013 be Better?**
- Demand slowing down
- Crisis in Europe
- Costs/prices improving
- Emerging markets still growing

Imran Akram, CEO
IA Cement Ltd

09:45 **Cement Market in Oman**
Jamal Shamis Al Hooti, CEO
Oman Cement Company (S.A.O.G)

10:15 Discussion followed by Refreshment Break

10:45 **Saudi Cement Sector - An Enviable Position**
Farouk Miah, Equity Analyst
NCB Capital

11:15 **UAE Cement Industry Outlook**
- Type of cement required in the UAE
- Why no product diversification?
- Reason for export and price collapse

Mustafa Gorgunel, General Manager
Union Cement Norcem Co. Ltd.

11:45 **Oman Construction Market Outlook & Impact on Building Materials**

12:15 Discussion followed by Networking Lunch

14:00 Chairman's Introduction

14:10 **Cement Outlook on Kuwait, Bahrain & Qatar**
Hettish Kumar, Senior Financial Analyst, Research & Publication
Global Investment House

14:40 **Egypt: Renewed Hope for the Cement Sector**
Giorgio Bodo
Chairman & Managing Director
ASEC Cement

15:10 **Plug & Grind: The Ultimate Solution in Grinding Station**
Moises Rodriguez Nunez
Sales Area Manager
Cemengal SA

15:40 Discussion followed by Refreshment Break

16:10 **Impact of Piracy & Logistics for Cement Trading in East Africa**
Rajaram Prabhu
General Manager Middle East
HC Trading International Inc.

16:40 **Developments in Dry Bulk Market & Freight Rate**
Arkin Aydinlik, Chartering Manager
Auto Chartering

17:10 Discussion followed by End of Day 1

17:15 – 18:15
Networking Reception
for Speakers & Delegates

Day 2 - 3 Oct 2012, Wednesday

09:00 Chairman's Introduction

09:05 **Iran: Domestic Demand & Export Capacity to Iraq, Afghanistan**
R. Roostapour, Managing Director
Sarooj Bushehr Intl. Corp.

09:35 **East Africa Cement Outlook**
- Competitive landscape and industry participants
- Demand structure of the market, drivers and growth outlook
- Focus on Kenya and the region

Timothy Wambu, Research Analyst
African Alliance Kenya Securities

10:05 **Infrastructure Private-Public-Participation (PPP) in East-Africa**
- Effect on cement consumption
- Cement logistics opportunities

Yves De Moor, Director
Group DML Ltd.

10:35 Discussion followed by Refreshment Break

11:05 **Overview of Competitive Fuels – Coal and Petcoke**
- Advantages of petcoke
- Price trends for coal and petcoke
- Outlook for petcoke

Abdul Hadhi, Editor (Coal & Petcoke)
Argus Media

11:35 **Mitigating Environmental Concerns in the Cement Industry**

12:05 Final Discussion followed by Closing Lunch

13:30 End of Conference

You Will Network With:
Senior executives from international/regional cement producers/ traders, ready-mix concrete, pre-cast & building materials companies, cement raw materials suppliers (slag, fly ash, steel, coal), construction/infrastructure/building/equity/ research analysts, project financiers/banks, engineering, technology & equipment providers, logistics & shipping companies (dry bulk and cement carriers)

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1895.00
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