



# China Steel Raw Materials & Fuels Summit **2014**

3-5 September, 2014, Ningbo, China

## Delegate Invitation



Organizer:



Jointly Organized by:



Guided by:



## - Background

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Since the beginning of this year, the steel raw materials industry has maintained a continuous bleakness affected by the slowdown of the overall economic growth, the bulk commodity cycle and the imbalance of supply and demand, etc. Metal financing and repeated pledge problems appear resulted from tight capital, exchange rate fluctuation and interest differential. Under concerns that steel traders' credit default could spread to the raw materials markets, prices of steel raw materials such as iron ore, coal and coke slip to a new low. Contrary to the slackness of raw materials industry, steel-making enterprises gain consecutive profits with the benefit redistribution of industrial chain and the establishment of new cooperation between up-stream and down-stream enterprises.

Currently, the traditional business patterns are challenged and the futures, swaps and other derivative instruments are valued. The derivative instruments are conducive to the stable enterprise operation. Meanwhile, the profit pattern of the steel mills has turned to gain the processing charges and work for the upstream and downstream. As a kind of zero-sum game, what value do the financial derivatives bring to the steel industry? Will the pricing rights of the bulk commodities come with the setting of the derivative instruments? How to use the derivative instruments scientifically to avoid being hurt by the "double-edged sword"?

Can "mixed index pricing" make up for defects in "single index pricing"? How to fairly describe interest demand in each link along the industrial chain? What is the logical relationship among shantytown renovation, a mixed property sector and the government policies? Can an "minor stimulus" be upgraded to "medium-sized stimulus"? ... To this end, the government is plotting, the industries are exploring and enterprises are practicing. All parties are "Planning, Acting and Shifting Gears to Fit the New Situation", seeking to jointly make breakthroughs. Industrial experts and elites in the steel industry will work together to solve the problems at the conference.

Under the combined supervision of China Iron & Steel Association (CISA), Umetal is going to hold "China Steel Raw Materials & Fuels Summit 2014" in Ningbo, Zhejiang Province on Sep 3-Sep 5, 2014. The expected attendance is about 600. Umetal is looking forward to your presence.

## - Products to be Covered

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Iron Ore, Coal, Coke, Ferroalloy and Steel Products

## - Topics to be Covered

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- What is the prospect for China economy under steady recovery of world economy, cooling real estate sector, small decline of currency rate in steel industry and challenged steel industry influenced by metal financing fraud?
- What is the future of supply-demand in steel industry? The steel industry profit has seen continuous improvement this year under weakening raw material market
- How can iron ore traders advance with the times and achieve a rapid transformation in line with their own advantages?
- How can the purchasing strategies of the steel mills be more scientific and is there a better way for the combination between steel and financial sector?
- "Mixed Index" has been widely used in H1 of 2014. Will the final iron ore pricing pattern be the index or the futures?
- Pricing forecasts and insights on financial derivatives, shipping, steel product, ferroalloy, coal and coke.

## · Features of UMETAL Conference

### High Profile:

Over 70% participants are marketing directors, vice presidents, or above.

Main participants are working at Chinese steel mills, plants, mines and trading companies.

Local steel mills and traders act as supporters to the event

### Tremendous Scale & Far-Reaching Influence:

Participants cover major mining companies, Chinese steel mills, shipping firms, port authorities and financial institutes, as well as leaders in relevant government departments and industrial associations.

### Good Reputation:

UMETAL has successfully held 16 iron ore conferences with over 7,500 participants since 2004. UMETAL conference has obtained good reputation in the industry, and becomes an annual event for industrial insiders.

## 2. Organizer Introduction

UMETAL is an authoritative & comprehensive source for information (www.umetal.net) on China's major raw materials markets and industries such as iron ore, ferroalloy, coal, coke, copper, metal scrap, pig iron, carbon steel, stainless steel and base metals. Over 80 local professional analysts have provided 42,000 members at home and abroad with insightful information, research, and consulting solutions since 2004.

## 3. Conference Agenda (Preliminary, taking the final confirmation as the standard)

**WEDNESDAY, SEP 3, 2014**  
**PRE-SUMMIT PROGRAMME**

### 10:00 - 22:00 Registration

Venue: Lobby of Howard Johnson Sunshine Plaza Ningbo

### 08:30 - 12:00 Umetal 9<sup>th</sup> VIP Club Meeting (By invitation only)

Venue: Function Hall I & II, Level 3

### Pre-summit Networking Activities

#### Conference Room I – Futures and Financial Derivatives

Venue: Function Hall I & II, Level 3

### 13:30 - 15:30 Session 1 Futures Workshop

----- To be Advised, Yongan Futures

### 15:30 - 18:30 Session 2 Studies on Financial Derivatives

----- Wang Shumei, Senior Manager of Industrial Products Division, Dalian Commodity Exchange

----- Sun Yinying, Senior Manager, SGX

----- To be Advised, Xinhua Futures

----- You Song, Vice President, China Beijing International Mining Exchange (CBMX)

## Conference Room II - Marketing & Logistic

Venue: Function Hall III & IV, Level 3

### 13:30 - 16:30 Session 1 Analysis on Steel Industry Chain (Covering Coal, Coke, Ferroalloy, Scrap and Steel)

#### ➤ Coal & Coke Market Development under Environmental Policies

----- Lin Po, Deputy General Manager, Sinosteel Resources Co., Ltd.

#### ➤ Global Scrap Supply-Demand Situation

----- Yang Wei, Manager of Raw Material Department, Umetal

#### ➤ Operation of Ferroalloy Futures

----- Yuan Weijie, Zhengzhou Commodity Exchange (ZCE)

#### ➤ Ferroalloy Spot Market Development

----- Xia Chuangang, Manager of Nonferrous Department, Umetal

#### ➤ Application of Financial Instruments in Steel Market

----- Chen Ye, Gold & Steel Markets, Shanghai Futures Exchange

#### ➤ China Steel Industry Characteristics and Outlook

----- Hu Yanping, Editor in Chief, Custeel

### 16:30 - 17:30 Session 2 Studies on Port & Shipping

#### ➤ Shipping Market Development and Outlook

----- Li Chengshan, Bulk Cargo Analyst, Clarkson

#### ➤ The Role of Port in Steel Logistics

----- Cai Xiugui, General Manager Assistant and Marketing Manager, Jingjiang Taihe Port Co., Ltd

### 17:30 - 18:30 Session 3 Umetal 4th Iranian Iron Ore Club Meeting (By invitation only)

----- To be Advised

## Umetal 2<sup>nd</sup> Wechat Club Sport Activities

15:00 - 17:00 Football and Basketball Games

**THURSDAY, SEP 4, 2014**  
**CEREMONY AND SUMMIT KEYNOTE**

**Chairperson: Wang Liquan, President of Custeel**

**Venue: Grand Ballroom, Level 3**

**08:30 - 08:50 Opening Address**

----- Wang Liqun, Deputy Secretary-general of CISA and President of Custeel

----- Management from Ningbo Iron and Steel Co., Ltd.

----- Management from Ningbo Henghou Industrial Co., Ltd.

----- Management from Shanghai Clearing House

## THURSDAY, SEP 4, 2014, MORNING SESSION

**08:50 - 09:20 China Steel Industry Policy, Development and Outlook**

----- Zhang Changfu, Vice-chairman and Secretary-general, China Iron & Steel Association (CISA)

**09:20 - 09:50 Operation and Purchasing Strategy of Steel Companies**

----- To be Advised, Management from China Shougang International Trade & Engineering Corporation (CSGI)

**09:50 - 10:30 Steel Mills Dialogue Session**

**Chairperson: Yang Yongliang, Managing Director of Custeel**

----- Shu Hong, China Shougang International Trade & Engineering Corporation

----- Li Daguang, Angang Group International Trade Corporation

----- Pang Dahang, Jinxi Group International Trade Corporation

----- Wu Jiahao, Xinhua Metallurgy

----- Zhou Guoquan, Zenith Steel Group Corporation

----- Li Junwei, Executive Director of Gold and Steel Department, Shanghai Futures Exchange

**10:30 - 12:00 Macro-economic Situation under Slow Growth Rate**

----- Xiang Songzuo, Chief Economist, Agriculture Bank of China

**12:00 - 14:00 Buffet Lunch**

## THURSDAY, SEP 4, 2014, AFTERNOON SESSION

**Chairperson: Yang Yongliang, Managing Director of Custeel**

**Venue: Grand Ballroom**

**Analysis on Financial Problem**

**14:00 - 15:00 To be Advised**

-----Chen Huai, Head, Graduate School of Chinese Academy of Social Sciences Department of Urban and Rural Construction Economic

## Market Supply & Demand

### **15:00 - 15:30 Iron Ore Trading Development in China**

----- Yang Shufang, Vice-general Manager and Head of Research Department, Custeel

### **15:30 - 16:00 Domestic Miners Dialogue Session**

**Chairperson: Yang Shufang, Vice-general Manager and Head of Research Department, Custeel**

----- Lei Pingxi, Chairman, Metallurgical Mines Association of China (MMAC)

----- Li Fenglin, Deputy General Manager, China Minmetals Corporation

----- Lian Minjie, Managing Director, Sinosteel Mining Co., Ltd.

----- Gao Yan, Deputy General Manager, Angang Group Mining Corporation

----- Wang Huaiyu, Managing Director, Lingyuan Tianyuan Mining and Metallurgy Co. Ltd.

----- Zhang Lu, President, Chaoyang Beipiao Baolai Iron Ore Co, Ltd

### **16:00 - 16:20 Find a Way Out**

----- Zhang Dongliang, President, Morebro Pte. Ltd.

### **16:20 - 16:50 Trader Dialogue Session**

**Chairperson: Zhang Jiabin, General Manager Assistant and Senior Analyst, Umetal**

----- Gao Feng, Lianfeng International Pte Ltd.

----- Zhang Dongliang, Morebro Pte Ltd.

----- Feng Guoqing, Shougang Mining

----- Management from Tewood Group Co., Ltd.

----- Management from General Nice Group

----- Management from Shandong Huashi Development Co., Ltd.

----- Management from Dalian Commodity Exchange

## Third Party View

### **16:50 - 17:20 Iron Ore Market Development and Outlook**

----- Zhang Jiabin, General Manager Assistant and Senior Analyst, Umetal

## Research on Bulk Commodity Cycle

### **17:20 - 17:50 Global Bulk Commodity Market Outlook in 2014**

----- Bryan Duncan, General Manager, Deutsche Bank Group

**17:50 - 18:10 Steel Industry Comparison & Thought Between Global Developed Countries and China**

----- Du Hui, Chief Analyst of Steel Industry, Qilu Securities Co., Ltd.

**18:10 - 18:30 CNY Iron-ore Swap Development and New Pattern of Iron Ore Pricing**

----- Han Xun, Shanghai Clearing House Co., Ltd.

**19:30 - 20:30 Dinner (Venue: Grand Ballroom)**

## 4. Participation Guide

Registration with the conference should be made by sending filled Participation Registration Form and Remittance of Payment (by fax, email or mail) directly to Conference Secretariat. The registration fee includes admission to conference, coffee breaks, lunches, reception, banquet, proceedings, and souvenirs. All delegates shall cover accommodation at their expense.

## Conference Working Language

English-Chinese simultaneous interpretation will be provided for one-day conference.

## Registration Fee

Includes: Attendance at all conference sessions; Full conference documentation; Buffet lunches, dinners and refreshments.

Date	UMETAL VIP Club Member Price	UMETAL Member Price	Non-Member Price
A. Early Bird Preferential ( before Jul. 31, 2014)	Free	□ USD 1,200	□ USD 1,400
B. Registration Fee (before Aug. 20, 2014)	Free	□ USD 1,400	□ USD 1,600
C. Spot Registration	Free	□ USD 1,600	□ USD 1,700

## Refund Policy

Please expressly inform us in all correspondence before Aug.15, 2014, otherwise in the terms and conditions of the Conference Rules, all fees associated with the Registration Fee are refunded by 50%. If your refund decision is made after Aug. 22, 2014, all fees associated with the Registration Fee are non-refundable, but Conference Secretariat will send you proceedings and souvenirs by EMS.

## About Ningbo

Ningbo is a seaport city in the northeast of Zhejiang province, China. As of the 2010 census, the municipality has a population of 7.6 million — with 3.5 residing within the 6-district urban area proper. The city lies south of the Hangzhou Bay; faces the East China Sea to the east; borders Shaoxing to the west; borders Taizhou to the south; and is separated from Zhoushan by a narrow body of water.

Ningbo is an important port city located 220 km south of Shanghai. The city's export industry dates back to the 7th century. Today Ningbo is a major exporter of electrical products, textiles, food, and industrial tools. The private economy of the city is especially well-developed, contributing 80 percent of total GDP in 2013. With several important development zones established in or around Ningbo, the city has received considerable foreign investment. To date over 60 domestic and foreign-invested financial institutions have established operations in the city, which has also attracted more than 10,000 foreigners. The municipal government offers preferential policies designed to

# China Steel Raw Materials & Fuels Summit 2014

Organizer:



3-5 September, 2014, Ningbo, China

encourage investment in international trade, new strategic industries, manufacturing, information services, and creative industries.

## Letter of Invitation

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If you require an official invitation letter to get entry visa, please send your request to us via email or fax with the following information included: name, company name, nationality, date of birth, passport number. The letter of invitation will be sent to you by email in scanning format within two days of your request.

## Hotel Reservation

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Upon your registration, delegates wishing to make a reservation should contact Conference Secretariat directly.

All rooms of Howard Johnson Sunshine Plaza have been reserved by Conference Secretariat at preferential rates during Sep 3-Sep 5, 2014.

## Contacts of Conference Secretariat

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For speaking or participant, please contact: Ms. Susan Chen

Email: [event@umetal.com](mailto:event@umetal.com) or Dir: 8610-8418 4880



# China Steel Raw Materials & Fuels Summit 2014

Sep 3 - Sep 5, 2014, Ningbo, P.R. China

## Conference Participation Registration Form

Date \_\_\_\_\_

### Delegate Details

Please send your requests prior to Aug 22, 2014 due to Limited Rooms.				
No.	Family Name (Dr/Mr/Ms)	First Name	Position	E-mail
1				
2				
Company				
Tel		Fax		
Country				

### Company Profile in Conference Book

If there are three or more delegates from your company attending the above-mentioned conference, we will leave a room in our conference proceedings for your company brief introduction. So please kindly help us complete the information of your company in the table below.

Company Name 公司名			
Head Office Address 总公司地址			
Agent/Branch/Others Address 分公司/代表处及其他地 址			
Contact Person 联系人		Position 职务	
Office No. 办公电话		Mobile 手机	
Fax 传真		Email 邮箱	
Main Products 主营产品			
Company Profile (in 200-300 words) 公司简介			

## Registration Fee & Payment Means (Please tick off your price level)

Date	UMETAL VIP Club Member Price	UMETAL Member Price	Non-Member Price
A. Early Bird Preferential ( before Jul. 31, 2014)	Free	<input type="checkbox"/> USD 1,200	<input type="checkbox"/> USD 1,400
B. Registration Fee (before Aug. 20, 2014)	Free	<input type="checkbox"/> USD 1,400	<input type="checkbox"/> USD 1,600
C. Spot Registration	Free	<input type="checkbox"/> USD 1,600	<input type="checkbox"/> USD 1,700

**Note:** Registration can only be confirmed upon receipt of payment or proof of payment. If you are not able to attend, a substitute delegate will be accepted. It may be necessary for reasons beyond the control of the organizers to alter the content, timing and venue. In the unlikely event of the conference being cancelled or curtailed due to any reason beyond the control of UMETAL, or it is necessary or advisable to relocate or change the date and/or location of the event, neither UMETAL nor its employees will be held liable for refunds, damages and/or additional expense which may incurred by delegates.

I have arranged a bank transfer of USD \_\_\_\_\_ to the Conference Bank.(The proof of payment has been sent to you).

Remittance Information			
Account Bank	Bank of Communications, Beijing Branch, Tuanjiehu Sub-Branch		
A/C No.	110060744018010009570	SWIFT BIC	COMMCNSHBJG
Intermediary Bank	JPMorgan Chase Bank. N. A. New York	SWIFT BIC	CHASUS33
Beneficiary (Company Name)	BEIJING CUSTEEL E-COMMERCE CO., LTD.		
Company Address	23/F, New Poly Plaza, No.1 North St., Dongcheng Dist., Beijing, 100010, China		



**Please Return the Participation Form to Conference Secretariat:**

Ms. Susan Chen: Email: [event@umetal.com](mailto:event@umetal.com) Dir: 8610-8418 4880 Fax: 8610-8418 4895

