

INT'L STEEL & MINERALS CONFERENCE 2013

Delegate Invitation

By Toughest Time We Surmounted, for Brightest Future We Seeking

Mar 20-Mar 23, 2013, Nanning, China

www.umetal.net



Organizer :  **umetal**
www.umetal.net

Guided by:  **中国钢铁工业协会网**  **中国五矿化工进出口商会**

Jointly Organized by:  **广西柳州钢铁(集团)公司**  **中国联合钢铁网**  **广西北部湾国际港务集团有限公司**  **广西盛隆冶金有限公司**

1. Event Introduction

• Background

China's economic growth slowed in 2012 and accordingly its influence on boosting steel demand decreased. Enterprises faced severe competition and steel prices dropped markedly, thereby leaving a deteriorating steel industry. Iron Ore, as an important raw material of steel, was also affected, seeing a turning point of supply and demand relation.

2013 is the first year to implement the spirit of the 18th National Congress of the CPC and a crucial year to implement the Twelfth Five Year Plan and to lay a solid foundation for building a moderately prosperous society in all respects. Opportunity and challenge, hope and difficulty coexist in International and domestic market.

Looking into the year 2013, US economy will keep a moderate recovery, the Euro Zone economy's performance will be better than the year 2012, and the emerging markets will walk out of the periodic downturn. China's export growth rate will be higher than that of 2012. China will speed up its economic restructure, maintaining a steady growth. Investment in the fixed-asset is to slightly rebound. Infrastructure investment, one of the important pillars for investment in fixed-assets, will boost stronger demand for steel products in 2013.

In tandem with the development and expansion of iron ore spot trading platform, pricing model of iron ore becomes increasingly diversified. Meanwhile, swap transaction volume advances rapidly, and transaction of iron ore financial derivative instrument gets more and more active. Iron ore futures would finally complete the financialization of iron ore.

Facing new form, new development, new pattern, new challenge and the variable new year 2013, how will the supply-demand relation develop in iron ore market? How is iron ore market situation trend? Would iron ore investment environment change qualitatively? Could miners and steelmakers reach a win-win situation? The above issues make market insiders uncertain about coming market.

Under the combined supervision of China Iron & Steel Association (CISA) and China Chamber of Commerce of Metals Minerals & Chemicals Importers & Exporters (CCCMC), Umetal is going to hold "Int'l Steel & Minerals Conference 2013" in Nanning, Guangxi Province on March 20, 2013. We enjoy the honored presence of domestic and oversea market insiders who will discuss on domestic and overseas macro-economy policy after the NPC & CPPCC, bulk commodity movements, raw materials purchasing strategies, diversification of iron ore trading and pricing, future mapping of iron & steel industry and iron ore demand- supply model development. The expected attendance is about 1,000. Umetal is looking forward to your presence.

• Theme

By Toughest Time We Surmounted, for Brightest Future We Seeking

• Products to be Covered

Iron Ore

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Topics to be Covered

- Chinese Steel Market Prospect in 2013 & Raw Materials Market Demand
- Analysis on China Iron Ore Import Situation
- Analysis on Global Miners' Production, Operation and Development
- Macro-Economy Tendency Forecast in 2013
- Analysis on Iron Ore Purchases and Trade
- Analysis on Global Miners' Resources
- Study on China Iron Ore Market
- Iron Ore Index, Futures and Swap
- Analysis on Iron Ore Trading Platform
- Prospect on Logistics in Steel-Making Raw Materials Market in 2013
- Chinese Steel Market Prospect in 2013

• 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 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 13 iron ore conferences with over 6,600 participants. 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, stainless steel, and steel. Over 80 local professional analysts have provided 38,000 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)

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PRE-EVENT PROGRAMME WEDNESDAY, March 20, 2013

10:00-22:00 **Registration**

Venue: Lobby of Nanning Marriott Hotel

09:00-12:00 Umetal VIP Club Meeting

15:00-16:00 **Forum 1: Iron Ore Swap Training Course (SGX and Straits Financial Group)**

-----Mr. Kenneth Ng, SGX

-----Mr. Hu Kai, Straits Financial Group

16:30-17:30 **Forum 2: 2nd Supply and Demand Fair**

DAY 1 - THURSDAY, March 21, 2013

Chairperson: Mr. Ma Hongman, Host of China Business Network

08:30-09:00 **Welcome Address**

-----Mr. Ye Shixiang, President, Guangxi Beibu Gulf International Port Group., Ltd

-----Mr. Lin Nengjing, Guangxi Shenglong Metallurgical Co., Ltd.

-----Mr. Wang Liquan, Executive Vice Secretary-general of CISA and Managing Director of Custeel

THURSDAY, Mar 21, 2013, MORNING SESSION

09:00-09:40 **Outlook on China Iron and Steel Industry in 2013**

-----Mr. Zhang Changfu, Vice-chairman, China Iron & Steel Association (CISA)

09:40-10:00 **Address**

-----Mr. Chen Feng, Chairman, Chairman of China Chamber of Commerce of Metals, Minerals & Chemicals Importers & Exporters (CCCMC)

10:00-10:30 **Exploitation, Production and Management of Iron Ore Mine in 2013**

-----Mr. Zhuang Bingjun, Group Manager for Business Development, Fortescue Metals Group Ltd.

10:30 -12:00 **Study on Sustainability of Global and Chinese Economic Recovery and Growth**

-----Mr. Gong Fangxiong, JP Morgan Chief Economist and Head of China Research, JP Morgan Chase

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

THURSDAY, Mar 21, 2013, AFTERNOON SESSION

Chairperson: Mr. Ma Hongman, Host of China Business Network

14:00-14:20 **Analysis on Iron Ore Purchase Strategy of Steel Companies**

-----Mr. Zhang Dianbo, General Manager of Baosteel Group Purchasing Department, Baosteel Group

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14:20-14:40 **Outlook of Mid to Long Term Steel and Raw Material Industry**

-----Mr. Won Ik Jang, Senior Economist, Steel Industry Research Center of POSCO

14:40-15:00 **Analysis on Iron Ore Import Trend**

-----Mr. Miao Leiming, General Manager, Zhejiang Metals and Materials Co.

15:00-15:20 **Exploitation and Utilization of Global Iron Ore Resources**

-----Mr. Ma Jianming, Researcher, Information Center of Ministry of Land and Resources

15:20-15:40 **High Quality Iron Ore Production from Chilean Magnetite**

-----Mr. Stephen Prior, Managing Director, Admiralty Resources NL

15:40-16:00 **Development Situation of Malaysia Iron Ore Resources**

----- Mr. Eric YH Wong, Managing Director, PDC Minerals S/B

ANALYSIS ON IRON ORE MARKET TENDENCY

16:00-16:20 **Trend Analysis on China Iron Ore Market**

-----Mr. Zhang Jiabin, Senior Analyst, Iron Ore Channel of Umetal

16:20-16:40 **Analysis on International Bulk Commodity Market Tendency**

-----Mr. Laurent Kinet, McKinsey & Company

16:40-17:30 **Dialogue Session**

Topics: 1. Gains and Losses of Steel Mills' Low-Stock Strategy

2. Views on Iron Ore Swap and Futures

3. Iron Ore Trading Tendency

19:00-20:00 **Welcome Dinner**

DAY 2 - FRIDAY, Mar 22, 2013

IRON ORE INDEX/FUTURES/SWAPS

09:00-09:20 **Iron Ore: Price Index & Market**

-----Ms. Yang Shufang, Manager, Custeel Research Center

09:20-09:40 **Market Influence of Iron Ore Futures Listing**

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

09:40-10:00 **Influence of SGX Iron Ore Futures**

-----Mr. Kenneth Ng, Vice President of Commodities, Singapore Exchange

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COMPARISON ON ADVANTAGES & DISADVANTAGES OF CHINA AND OVERSEAS IRON ORE TRADING PLATFORM

10:00-10:20 ***To be Advised***

-----Ms. Guo Xiaojie, Vice President, China Beijing International Mining Exchange (CBMX)

10:20-10:40 ***Supporting Transparent Market Development***

-----Mr. Forrest Lu, Marketing Manager, GlobalORE

PORT/SHIPPING

11:00-11:20 ***2013 Shipping Market Status and Its Influence on Iron Ore Trading***

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

11:20-12:00 ***Analysis on Steel Market Trend in 2013***

-----Mr. Zhou Guocheng, Chief Counselor of Custeel and Former Vice President of SinoSteel

13:00-17:00 ***The Fifth "Umetal" Cup Golf Tournament 2013 (Gentle Uptown Golf Club)***

DAY 3 - SATURDAY, Mar 23, 2013

Optional trip: One-day Visit

4. Sponsorship & Promotion Opportunities

For more details about sponsorship & promotion, please visit page 9-10.

5. 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 (two days), reception, banquet, proceedings, and souvenirs. All delegates shall cover accommodation at their expense.

Conference Working Language

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

Registration Fee

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

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Refund Policy

Please expressly inform us in all correspondence before Feb.20, 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 Mar.10, all fees associated with the Registration Fee are non-refundable, but Conference Secretariat will send you proceedings and souvenirs by EMS.

Date	UMETAL VIP Club Member Price	UMETAL Member Price	Non-Member Price
A. Early Bird Preferential (before Feb.10, 2013))	Free	□ USD 1,000	□ USD 1,200
B. Registration Fee (before Mar. 17, 2013)	Free	□ USD 1,200	□ USD 1,400
C. Spot Registration	Free	□ USD 1,500	□ USD 1,600

About Nanning

Nanning is the capital of the Guangxi Zhuang Autonomous Region in southern China. It is known as the "Green City" because of its abundance of lush tropical foliage. Nanning is close to scenic Guilin, with its world famous hillscape, northern and western Guangxi and its minority villages, and the border with Vietnam in the south. Mineral resources include gold, iron, manganese, aluminum, quartz, silver, indium, coal, marble, and granite. One third of China's different types of mineral resources are found in Nanning.

Letter of Invitation

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

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

All rooms of Nanning Marriott Hotel have been reserved by Conference Secretariat at preferential rates during Mar 20-Mar 23, 2013.

Contacts of Conference Secretariat

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

Email: event@umetal.com or Dir: 8610-8418 4880

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Mar.20 – Mar.23, 2013, Nanning, P.R. China

Conference Participation Registration Form

Date _____

Delegate Details

Please send your requests prior to Mar.11, 2013 due to Limited Rooms.				
No.	Family Name (Dr/Mr/Ms)	First Name	Position	E-mail
1				
2				
Company				
Tel			Fax	
Country				

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 Feb.10, 2013))	Free	<input type="checkbox"/> USD 1,000	<input type="checkbox"/> USD 1,200
B. Registration Fee (before Mar. 17, 2013)	Free	<input type="checkbox"/> USD 1,200	<input type="checkbox"/> USD 1,400
C. Spot Registration	Free	<input type="checkbox"/> USD 1,500	<input type="checkbox"/> USD 1,600

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.	110060744018010030444	SWIFT BIC	COMMCNSHBJG
Intermediary Bank	JPMorgan Chase Bank. N. A. New York	SWIFT BIC	CHASUS33
Beneficiary (Company Name)	Beijing UC Science & Technology Development Co., Ltd.		
Company Address	23/F, New Poly Plaza, No.1 North St., Dongcheng Dist., Beijing, 100010, China		

"Umetal" Cup Golf Invitation

☐ I am in and please rent _____(left /right) hand club for me, Handicap_____ ☐ I am not interested

* Formal Registration Representatives, who attend the Steel & Minerals Conference, are capable to participate in 5th "Umetal" Cup Golf. Renting clubs is in your own expense. The match could be registered until all positions are filled because of the limited places.

Signature _____ Date _____



Please return the Participation Form to Conference Secretariat:

Ms. Susan Chen: Email: event@umetal.com Dir: 8610-8418 4880 Fax: 8610-8418 4895

Hotel Reservation Form

For Nanning Marriott Hotel

(131 Min Zu Boulevard, Qing Xiu District, 530028, Nanning, China; Tel: 86-771-5366688, Fax: 86-771-5366699)

Further to your registration to the above Conference, this Hotel Reservation Form for room-booking at the Nanning Marriott Hotel is being available for you to fill in and **return to the Conference Secretariat before the deadline of Mar.10, 2013.** All rooms of Nanning Marriott Hotel have been reserved by Conference Secretariat at preferential rates during the Mar 20 to Mar 23 period, please do not miss out the obvious advantage of staying at the Conference Hotel.

I am a registered delegate for the above Conference. Please reserve a room for me according to the following information: (include the 15% hotel service charge and city development tax)

- ☐ Executive King Room (1 Bed) RMB1,200 net per night (incl. one ABF)
☐ Executive Twin Room (2 Beds) RMB1,200 net per night (incl. two ABF)

Family Name _____ First/Given Name _____

Position & Division _____

Company _____

Tel: _____ Fax: _____ Email: _____

Arrival Flight/Time _____ Departure Flight/Time _____

Special Requests _____

Terms & Conditions:

- The above quoted preferential room rates are only intended for registered delegates for the Mar.20-Mar.23, 2013 Conference.
- After the reservation deadline of Mar.10, 2013, the Hotel accommodation will be subject to space and rate availability.
- Delegates with confirmed room reservations, who fail to arrive on the confirmed date, will be charged to their credit cards a fee equivalent to one night's accommodation cost inclusive of all taxes, unless the reservation has been cancelled and confirmed by fax or email in return before Mar.10, 2013.
- It is the responsibility of the delegates to settle all accommodation charges and relevant incidentals upon checking out of the Hotel for departure.
- All the rooms include Breakfast and the 15% hotel service charge.

Signature _____ Date _____



Please return the Hotel Reservation Form to Conference Secretariat:

Ms. Susan Chen: Email: event@umetal.com Dir: 8610-8418 4880 Fax: 8610-8418 4895

Sponsorship & Promotion Opportunities

Conference Dinner & Tea Break Sponsorship

A. Banquet Sponsorship Branded (1 Company Only)

Entitlements:

1. Banquet Branded in the First Conference Day, especially Make Banquet Background Banner (eg. Welcome Dinner of * Iron & Steel Co., Ltd.); Company Leader will be invited to address before the banquet, and draw a lottery during the banquet.
2. Enjoy the VIP entitlements, seats arranged in the front row during the meeting, and in the main table during the banquet
3. Five free passes to attend the meeting
4. Enterprise Logo painted in the obvious part of Conference Banner, labeled as the sponsor enterprise in the banquet cards
5. Provide publication pages of advertising publicity
6. Provide a 3*3 m² large printing truss publicity in the conference hall
7. Provide a 2*3 m² standard booth outside of the conference hall (Publicity Free designed)
8. Enterprise data within conference bag and distributed together with conference bag
9. Offer a one-year home page LOGO advertisement in Custeel Conference Channel

B. Buffet Dinner/ Lunch Sponsorship Branded (Up to 3 Companies Only)

Entitlements:

1. Conference Buffet Dinner/ Lunch Branded, especially background banner placed in the dinner restaurant
2. Enjoy the VIP entitlements, seats arranged in the front row during the meeting, and in the main table during the banquet
3. Three Free Passes to attend the meeting
4. Enterprise Logo painted in the Conference Banner, and labeled as the sponsor enterprise in the banquet cards
5. Provide publication pages of advertising publicity
6. Provide a 3*3 m² large printing truss publicity in the conference hall
7. Provide a 2*3 m² standard booth outside of the conference hall
8. Enterprise documents within conference bag and distributed together with conference bag
9. Offer half a year home page LOGO advertisement in Custeel Conference Channel

C. Tea Break Sponsorship Branded (Up to 3 Companies Only)

Entitlements:

1. Conference Tea Break Branded, especially background banner placed in the tea break area
2. Two Free Passes to attend the meeting
3. Provide publication pages of advertising publicity
4. Provide a 3*3 m² large printing truss publicity in the conference hall
5. Provide a 2*3 m² standard booth outside of the conference hall
6. Offer half a year home page LOGO advertisement in Custeel Conference Channel

Conference Co-organizer Sponsorship Standard

D. Co-organizer Branded (Up to 3 Companies Only)

Entitlements:

1. Co-organizer Branded
2. Seats arranged in the front row during the conference, and in the main table during the banquet
3. Five FREE admission
4. Your logo on conference backdrop, cover of conference proceedings, guidance, badge
5. Publication pages of advertising publicity

6. A 3*3 m² large printing truss publicity in the conference hall
7. A 2*3 m² standard booth outside of the conference hall
8. Enterprise profile within conference bag and distributed together with conference bag
9. A one-year home page LOGO advertisement in Custeel Conference page

E. VIP Sponsor (Up to 3 Companies Only)

Entitlements:

1. As a VIP Sponsor for the conference
2. Seats arranged in the front row during the meeting, and in the main table during the banquet
3. Three FREE admission
4. Your logo on conference backdrop, cover of conference proceedings, guidance, badge, other conference related documents
5. Conference proceeding inserts
6. Printing Stand(s): 3m*3m, design for free in the conference hall
7. A 2*3 m² standard booth outside of the conference hall(Publicity Free designed)
8. Enterprise profile in conference bag and distributed together with conference bag
9. A one-year home page LOGO advertisement in Custeel Conference page

F. Senior Sponsor

Entitlements:

1. As a Senior Sponsor for the conference
2. Two FREE admission
3. Conference proceedings inserts
4. A print Stand(s): 3m*3m, design for free in the conference hall
5. A 2*3 m² standard booth outside of the conference hall
6. A half-year home page LOGO advertisement in Custeel Conference page

Conference Proceedings and Delegate Directory

Items	Note
G. Front Cover	<ol style="list-style-type: none"> 1. Conference proceedings will be sent to delegate 2. Conference proceedings sponsors will be offered with one free admission to the conference 3. Companies register for front cover, inside front cover, inside back cover only takes ONE single advertisement each
H. Back Cover	
I. Inside Front Cover	
J. Inside Back Cover	
K. Color Insert Page	
L. Front Cover Spread Gatefold	

Conference Hall & Conference Supplies

Items	Note
M. Booth	Booth*1, table*1, printing stand of size 3x3 m ² , chair*2, power supplies, company logo, one free Pass
N. Conference Supplies	Conference pen, notebook, badge, water (Companies may choose anyone of them)
O. Printing Stand	Print Stand(s): 3m*3m, design for free.
P. Promotion Document	Enterprise promotion document will be placed in conference bag and distributed together with conference bag
Q. Roll-up Banner, X Stand	X stand in the conference hall