

# CHINA STEEL RAW MATERIALS & FUELS SUMMIT 2016

## Delegate Invitation

2-4 November 2016 | Beijing China

Organizer  [www.custeel.net](http://www.custeel.net)  SHOUGANG | Guided by 

Co-organizer  大连商品交易所  
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## China Steel Raw Materials & Fuels Summit 2016

Under the combined supervision of China Iron & Steel Association (CISA), Custeel and Shougang Group are going to hold "China Steel Raw Materials & Fuels Summit 2016" in Beijing, on Nov 2-Nov 4, 2016. The summit is co-organized by Dalian Commodity Exchange, Umetal and Esteel, with 600 expected attendances. Custeel is looking forward to your presence.

Global politicians have used all their lures to save the market since the crisis occurred, while the effect is not obvious. Political and economic problems like market vagaries, currency depreciation, Brexit and political fission interlace with each other. Political and economic whirlpools and contradiction intensification may trigger reconstruction of global order. Stimulus policies are hard to be implemented under economic uncertain, weakening supply and demand situation in China. Global bulk commodity market has bottomed out for several times under regular circle and saw strong rebound simulated by China supply-side reform. Ferrous metals like iron ore, coal & coke, rebar saw good performance with larger growth.

Global market is entering the new year of 2017 under the shadow of intensifying political contradiction, prevailing trade protectionism, tense geopolitical reasons and economic risks. In the future, what influence of US election will place on the world? Will Brexit benefit China economic rebound? Will global asset pricing mode make a new start or recur? How will emerging and developing countries who heavily dependent on resources and export prevent currency depreciation and even market collapse? How will China's economy avoid middle-income trap? Will the dislocation of real estate market drive China's economy to an endless loop? Is the Chinese characteristic de-capacity policy feasible? Will the alliance of large-sized steel enterprises lead to monopoly? How do market players guard against financial risks? Does de-capacity and production cutback help to see a continuous upturn in China's ferrous metal industries? Is financialization and monetary policy on commodities markets aiming at global pricing power? Will 2017 become a key year for iron ore miners to see turnaround? Major concerns will be discussed during the summit!

As one of the world's great ancient capitals, Beijing has become a modern city and a political, economic, cultural center. China's Steel Raw Materials Summit 2016 will be a professional platform for industrial elites: Let's discuss the future business in 2017!

### Conference Agenda (Preliminary, subject to the actual situation)

#### Day 1: Nov 2, 2016 Registration & Forum



**10:00-22:00 Registration**    Venue: Shangri-La Hotel Beijing

**14:00-18:00 Forum 1: Straits Financial**

- Development of Derivatives and Option Market  
----*Tan Say Liang, President of Commodities, Singapore Exchange (SGX)*
- Option Application in Spot and Futures Market Players  
----*Yu Yuanbo, Senior Option Trader, Mercuria Energy Trading Co., Ltd.*
- Option Market Operation and Trading Strategy  
----*Wang Qiang, Director of Derivatives, Grand Resources Group Co., LTD (G.R.G.)*

- Option Quotation and Real Operation
  - Zhang Haiqian, Manager of Shanghai Branch, Straits Financial
  - Theodore Goulios, Senior Broker of Singapore Branch, Straits Financial

### **Forum 2: Financial Derivatives**

- Optimization and Risk Management Mode of Futures Trading
  - To be Advised, Famous Futures Institution
- Differentiation and Application of Derivatives
  - To be Advised, Famous Exchange Institution

### **Forum 3: Commodity Research**

- Outline of Ferrous Product Research and Development in 2017
  - Li Yaozhong, Director of Commodities, Beijing Lerui Asset Management Co., Ltd
- Iron Ore Research Methodology and Mid to Long-term Outlook
  - Shao Yuhan, Iron Ore Senior Analyst, Oldendorff Carriers
- Core Logic of Soaring Coal & Coke Prices and Future Trend
  - To be Advised, International Trading Company

### **Forum 4: Marine Logistics**

- Global Shipping Market Situation and Development
  - Wang Chengyu, General Manager of Shanghai Branch, Clarksons

### **Forum 5: Currency and Exchange Rate**

- Global Currency Policy, Exchange Rate and Investment Direction
  - Yao Shaohua, Senior Economist, Hang Seng Bank

### **Forum 6: E-Commerce**

- Iron Ore Market Trend and E-commerce Trading
  - To be Advised, E-steel
- To be Advised

### **Forum 7: Shougang Group Exchange Meeting (By Invitation Only)**

## Day 2: Nov 3, 2016 Macro-economy and Industry



### 08:30-08:45 Opening Address

---Xu Shishuai, President of Custeel and Deputy General Manager of Angang Steel Company Limited (Ansteel)

---Zhao Minge, Deputy General Manager, Shougang Group

---Wang Fenghai, General Manager, Dalian Commodity Exchange

### Market Analysis

#### 08:45-09:15 China Steel Industry Analysis Under De-capacity and International Market Outlook

---Wang Liqun, Vice Chairman, China Iron and Steel Association (CISA)

- ✧ Steel Industry Development Characteristics and Contradictions
- ✧ Industry Policy and De-capacity Problems
- ✧ Market Trend and Internationalization
- ✧ China Steel Companies' Development under Trade Protectionism
- ✧ Steel Market Outlook in 2017

#### 09:15-10:00 Investment Opportunity under New Economic, Financial Situation and Reform

---Li Xunlei, Vice-President and Chief Economist, Haitong Securities Co., Ltd.

- ✧ China Political and Economic Situation
- ✧ Interpretation of Financial and Monetary Policies
- ✧ Future Outlook of China Stock and Real Estate Market
- ✧ Discussion on Population Policy and Community Economy
- ✧ Analysis on the Development of Supply-side Reform
- ✧ Investment Opportunity under Global Economic Situation

### Industry Interpretation

#### 10:00-10:25 Discussion on Steel Company Operation and Purchasing Mode

---Ma Jinfang, Vice General Manager, Beijing Shougang Co., Ltd.

- ✧ Steel Company Development and Problem

- ✧ SOEs' De-capacity Way and Strategy
- ✧ Relationship Between E-commerce and Marketing
- ✧ Bulk Raw Material Purchasing Mode and Innovation
- ✧ Discussion on Iron Ore Pricing Model Changes
- ✧ Analysis on Enterprise Competitiveness

### **10:25-10:45 New Trend of Steel Industry Merger and Reorganization under Supply-side Reform**

----*Wang Yidong, General Manager, Ansteel Group Corporation*

- ✧ New challenges and Problems of Current Steel Industry
- ✧ Relationship Between Merger & Reorganization and New-pattern Industrial Ecological Chain
- ✧ Current Situation and Driving Force of Supply-side Reform
- ✧ What Lesson Could China Steel Companies Draw from Oversea Enterprises
- ✧ Positioning of Steel Enterprises under Regional Economy and Internationalism
- ✧ Future Development Mode for Steel Companies

### **10:45-11:15 How will Iron Ore Pricing Develop Against the Backdrop of Production Expansion?**

----*Antony Priddy, Senior Manager, FMG*

- ✧ Production Expansion of Global Iron Ore Giants and Oversupply Problem
- ✧ Discussion on Iron Ore Pricing Mechanism
- ✧ Iron Ore Supply-Demand from the Prospective of Miners
- ✧ The Advantages of FMG and Future Development

### **11:15-11:45 The Survival Situation and Future Development of China Miners**

----*Lei Pingxi, Executive Vice President, Metallurgical Mines Association of China (MMAC)*

- ✧ Current Survival Situation of Domestic Miners
- ✧ Decline Limit of Domestic Ore Cost
- ✧ Domestic Ore Potentialities
- ✧ How to Break Through Current Difficulties?

## Expert View

### 14:00 -14:25 Ferrous Metals Development Cycle and Opportunity

----Liu Yuanrui, Vice Chairman, Changjiang Securities & Director, Research Institute

- ✧ Analysis on Iron Ore and other Ferrous Metals Operational Cycle
- ✧ Bulk Commodities Operational Logic and Methodology
- ✧ Fallacy and Paradox of Current Futures Market
- ✧ Analysis on Financial Commodities Trend in 2017

### 14:25 -14:50 How to Grasp the Opportunity in Iron Ore Trade?

----Qin Liang, Chairman, Morebro Pte Ltd

- ✧ Essence of International Trade and Its Era Characteristics
- ✧ How to Conjoin Iron Ore Trade and Profit Model?
- ✧ Dialectical Relationship Between Derivative Instruments and Spot Resources
- ✧ The Essentials of Traders' Survival and Development
- ✧ Practice and Application of Ferrous Commodity Investment

### 14:50 -15:15 Iron Ore Financialization and Internationalized Industrial Upgrade

----Wang Shumei, Director Assistant, Industrial Products Business Division, Dalian Commodity Exchange

- ✧ New Development Trend of Iron Ore Futures
- ✧ Iron Ore Futures' Road to Internationalization
- ✧ How to Use Futures Effectively
- ✧ Iron Ore Financialization and Industrial Upgrade

## Panel Dialogue

### 15:15 -16:05 First Tier Enterprises

----Steel Producers, Iron Ore Traders

- ✧ Enterprise Operation and Risk Control
- ✧ Merger & Restructuring and De-Capacity
- ✧ How to Use Derivative Instruments

- ✧ Iron Ore Supply and Demand in 2017
- ✧ Change in Iron Ore Trade Pattern

### **16:05 -17:00 Iron Ore Mining Companies**

----*Mining Companies from China and Abroad*

- ✧ Development of Emerging Mining Companies
- ✧ Evolution of Iron Ore Cost Curve
- ✧ Iron Ore Pricing
- ✧ Development Trend of Iron Ore Market

### **17:00 -18:00 Steel Consumption**

----*Downstream Users from Real Estate, Infrastructure Construction and Machinery Industries*

- ✧ China's Domestic Steel Demand in 2017
- ✧ Will Steel Export Still Have Potential?
- ✧ Will Real Estate Industry See Adjustment Again?
- ✧ Discussion on Infrastructure Construction and Machinery Industries

### **Closing Summary**

## **Day 3: Nov 4, 2016 Networking**



### **Networking**

#### **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 the conference on Nov 3, 2016.

### Registration Fee

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

Date	VIP Club Member Price	Member Price	Non-Member Price
A. Early Bird Preferential ( before Oct. 10, 2016)	Free	□ USD 1,200	□ USD 1,400
B. Registration Fee (before Oct. 31, 2016)	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 Oct.14, 2016, 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 Oct. 21, 2016, all fees associated with the Registration Fee are non-refundable, but Conference Secretariat will send you proceedings and souvenirs by EMS.

### 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 Shangri-la Hotel, Beijing have been reserved by Conference Secretariat at preferential rates during Nov 2-Nov 4, 2016.

### About Beijing

Beijing, or Jing, is the capital city of the People's Republic of China and the world's third most populous city proper. The city, located in northern China, is governed as a direct-controlled municipality under the national government with 16 urban, suburban, and rural districts. Beijing Municipality is surrounded by Hebei Province with the exception of neighboring Tianjin Municipality to the southeast; together the three divisions form the Jingjinji metropolitan region and the national capital region of China.

Beijing is the second largest Chinese city by urban population after Shanghai and is the nation's political, cultural, and educational center. It is home to the headquarters of most of China's largest state-owned companies, and is a major hub for the national highway, expressway, railway, and high-speed rail networks. The Beijing Capital International Airport is the second busiest in the world by passenger traffic.

### Contacts of Conference Secretariat

For speaking or participant, please contact: Ms. Susan Chen      Email: [susan@umetal.com](mailto:susan@umetal.com) or Dir: 8610-8418 4880



# China Steel Raw Materials & Fuels Summit 2016

Nov 2 - Nov 4, 2016, Beijing, P.R. China

## Conference Participation Registration Form

Date \_\_\_\_\_

### Delegate Details

Please send your requests prior to Oct 21, 2016 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	VIP Club Member Price	Member Price	Non-Member Price
A. Early Bird Preferential ( before Oct. 10, 2016)	Free	<input type="checkbox"/> USD 1,200	<input type="checkbox"/> USD 1,400
B. Registration Fee (before Oct. 31, 2016)	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 Custeel, or it is necessary or advisable to relocate or change the date and/or location of the event, neither CUSTEEL 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: susan@custeel.com Dir: 8610-8418 4880 Fax: 8610-8418 4999