VIII International Conference

CIS Steel and Raw Materials in the World Markets

22-23 April 2013, Kiev, Ukraine, "InterContinental Hotel"

Learn the top-notch experts' opinions on the state of the steel industry

Media partners
Although 2013 is only approaching and market insiders’ expectations are yet to take shape, it has already become clear that the coming year will be a turning point for the CIS steel exporters. In challenging 2012 suppliers’ positions were undermined by: Chinese producers’ aggressive actions; EU financial crisis; Iran’s foreign-economic activity restrictions on the back of tightening of sanctions against the country. Further developments will largely depend on global economical situation.

But despite optimistic sentiments based on expected growth of HRC export supplies to European and USA markets along with seasonal increase of demand in some MENA and SEA countries, buyers will hardly accept an upward trend without striking a blow. It will create obstacles to the price growth.

**Will the CIS exporters manage to overcome difficulties by working out a common strategy 2013? How will the market balance change? These and many other topics will be discussed in terms of the upcoming VIII International Conference “CIS Steel and Raw Materials in the World Markets”**.

**KEY TOPICS**

- **Metallurgical business in 2013:**
  - state of world economy and steel demand trends
  - impact of China on world steel market
  - India as a powerful driver of global metallurgy

- **Steel exports from CIS:**
  - steel production cost and competitive position of CIS producers
  - strategies of steel exporters
  - regional structure & commodity pattern of CIS supplies, volumes, prices, prospects

- **Regional markets – Europe, MENA, South-East Asia, Turkey, USA:**
  - steel demand
  - modernization of production capacities and new projects
  - peculiarities of competition between CIS exporters and local suppliers

- **Raw materials exports:**
  - regional structure & commodity pattern of CIS supplies, volumes, prices, prospects
    - iron ore
    - pig iron
    - HBI
    - coal and coke
    - scrap
    - ferroalloys

**SPECIAL TOPIC** - perspective of iron ore and coking coal futures markets development

- **Transportation of metallurgical cargoes:**
  - rolling stock, freight rates, port infrastructure

**Plus!** **Individual negotiations in conference offices with CIS suppliers**

**Plus!** **Interview-sessions with the representatives of the largest metallurgical holdings**
WHY IT IS A MUST-ATTEND EVENT?

- Stand alone meeting to highlight the most remarkable metallurgical industry issues both in domestic and international arena
- Extremely content-driven conference led by high-caliber speakers
- Vast opportunities to network and engage in business with top CIS steel & raw materials exporters

IN 2012 THE CONFERENCE WAS ATTENDED BY NEARLY 360 PARTICIPANTS REPRESENTING 240 COMPANIES FROM 39 COUNTRIES.

AMONG THE CONSTANT PARTICIPANTS


SPONSORSHIP, ADVERTISING & EXHIBITION

Advertising and sponsorship opportunities developed by Business-Forum Company are essential tools for achievement of complex marketing goals and objectives.

Our business events are the best place for company presentation, brand awareness improvement, industrial reputation upholding. Business-Forum Conferences give you opportunity to approach normally elusive and difficult to reach executives.

Depend on company’s goals and objectives we offer different promotional packages

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- **Coffee-breaks Sponsor.** And even breaks work for you.
- **Registration Sponsor.** No one will pass.
- **Lunch Day One Sponsor.** Hospitality and attention.
- **Lanyards Sponsor.** Visibility and visualization.
- **Conference Bags Sponsor.** Your advertisement in everybody’s hands.

For future information about sponsorship, advertising and exhibition options, please contact:

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CIS Steel and Raw Materials in the World Markets
22-23 April, Kiev, Ukraine, «InterContinental Hotel»

VENUE
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Kiev, 01025 Ukraine
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fax: +38 044 219 1929
www.intercontinental-kiev.com

REGISTRATION FEE (all taxes included)

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<tr>
<td>One delegate</td>
<td>1650 USD</td>
<td>1800 USD</td>
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Registration fee includes attendance at all events within framework of the conference, documentation, on-line access to final conference materials, coffee breaks, lunches & dinners within working days of the conference, stand-up buffet.

If you cannot attend the conference you may purchase on-line access to final conference materials for 600 USD

Note: Hotel accommodation & transfer are NOT included.

Registration Cancellation
All inquiries regarding participation cancellation should be sent in a written form not later then the 08h of April 2013. Registration fee is not refunded if cancellation is received after the 08th of April 2013. Delegate substitution is allowed without any additional payments or fines.

REGISTRATION
1. Visit our website www.b-forum.com
2. Fill in the registration form below and send it back to e-mail v.fediaieva@b-forum.ru
3. Call or fax to Ms. Veronika Fediaieva: +38 056 794 33 94 ext. 247

For additional conference information please contact Mr. Kirill Lashkov: +38 056 794 33 94 ext. 241, k.lashkov@b-forum.ru

REGISTRATION FORM
Company Details (For Conference Book)

Company name ____________________________________________________________
Profile (specify the main activities/products/services) ____________________________

☐ Steel Producer ☐ Raw Materials Producer
☐ Steel Trading ☐ Raw Materials Trading
☐ Transportation

Other (please specify) _______________________________________________________
Postal Address, Zip Code ___________________________________________________
Web-site __________________________________________________________________
Phone __________________ Fax __________________ E-mail ________________________

Patient’s details
First Name, Last Name (Mr. / Ms.) ____________________________________________
Position ________________________________________________________________
Phone __________________ Mobile* __________________
E-mail __________________ Assistant’s E-mail* __________________

☐ Speaking Opportunity
☐ Advertising / Sponsorship
☐ I cannot attend but I would like to purchase on-line access to final conference materials
* for organizers only

I AGREE WITH PARTICIPATION TERMS AND ASK TO SEND ME AN INVOICE FOR PAYMENT