

Middle Asia Metal Market'2018, International Conference 13-14 September 2018 Almaty, Kazakhstan

About the conference

The steel markets of Russia, Kazakhstan, Uzbekistan, Tajikistan, Kirgizstan and Turkmenistan have always had strong economic ties, steel supplies incl. What prospects do regional companies have to strengthen cooperation? What are the specific aspects of their operation in the market? What are trends in steel products consumption of the main industries in Middle Asia? All this and much more will be covered at **Middle Asia Metal Market'2018** International Conference on September 13-14, 2018, Ramada Almaty Hotel, Almaty, Kazakhstan. Organizer: Metal Supply and Sales, Information and Publishing Service.

The event will focus on:

- Trends in consumption of long, flat, tubular and metal products in the Middle Asian markets in 2018
- Products by Russian manufacturers to be used in Kazakhstan, Uzbekistan, Tajikistan, Kirgizstan and Turkmenistan
- Special aspects of steel products suppliers' operation in the markets of Middle Asia. Experiences of Russian and local companies
- Rolled products processing and steel service centers in the markets of Middle Asia
- Metal market 2018 pricing environment

Target audience: company leaders and specialists of commercial, supply and marketing departments of steel mills and steel service centers as well as steel products consumers from Russian and Middle Asia (the total of more than 100 delegates are expected).

Participation cost:

- 38 000 rub. (VAT incl.)
- 2d delegate from the same company: 36 100 rub (5% off)
- 2d delegate from the same company: 34 200 rub (10% off)
- 4th delegate from the same company: 32 300 rub (15% off)

Discounts are not cumulative

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The registration fee includes: participation in panel discussions, coffee-breaks, lunches, stand up-meals, a delegate's bag, and an Almaty city tour on September 14.

Accommodation and transportation are not included in the registration fee.

Program (subject to change)

13 September

09.00- **Registration of delegates, tea/coffee**

10.00 Hall Nomand, Ramada Almaty 27B, Batarsynova ul., Almaty, Kazakhstan

Moderator: **Alexander Romanov**, General Manager, Metal Supply and Sales, President of RUMSS

10.00- **Session 1. Trends in Global and Middle Asia Steel Industry. Balance of**
12.00 **Supply and Use of Long, Flat and Tubular Products in 2018**

Alexander Romanov, General Manager, Metal Supply and Sales, President of RUMSS: welcome address

Speaker (to be advised), Ministry of Investments and Development of the Republic of Kazakhstan: welcome address

Speaker (to be advised), Kazakh Invest: Presentation of Metallurgical Projects in the Republic of Kazakhstan

Speaker (to be advised), ArcelorMittal Temirtau: Production and Sales Policies of the Leading Steel and Rolled Stock Manufacturer in the Republic of Kazakhstan in 2019-2019. Strategic Plans

Victor Tarnavsky, Head of Analysis Dept., Metal Supply and Sales: Global Steel Markets: Current Trends and Processes

Pottl Mathew, Managing Partner for Eurasia PWC Region: Global Trends in the Middle Asia Mining and Metallurgical Segment in 2018-2019

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Igor Chistyakov, Chief Technologist, Metprom: Prospects of Implementation of Complex Projects in the Steel Industry

Pavel Beklemishev, Managing Director of PSI Story Project: Overview of Kazakhstan Heavy Engineering and Metalworking Segments, the Consumer of Rolled Stock and Supplier of Machines and Parts for the Steel Industry

Gennady Eremin, Chairman of NP Russian Steel Committee for Technical Regulation, Standardization, and Compliance Assessment: On Development of a New GOST for Reinforced Rolled Products and Issues of Technical Regulation of Such Type of Products

12.00-
12.30 Coffee-brake

12.30-
14.00 **Session 2. Steel Industry of the Middle Asia. Current Trends and Prospects. Opportunities for Export in the Russian Market. Metal Trading and Metalworking**

Speaker (to be advised), Aktobe Rail and Section Works: Kazakhstan Rails and Sections Market: Structures and Prospects. Aktobe Rail and Section Works Strategy in 2018-2019

Vadim Teschenko, General Manager, MMK-Kazakhstan Trade House: Development of Network Steel Trading in Kazakhstan. MMK Trade House in the Kazakhstan Metal Market: Plans and Prospects

Rustam Beisembaev, Commercial Director, Mechel-Service Kazakhstan: Development of Stock Trading in Kazakhstan: Efficient Methods of Competition, Market Volume, Main Consumers. Experience of Mechel-Service

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Speaker (to be advised), KSP-Steel: Middle Asia Seamless Tubes Market. Production and Sales Policies of KSP-Steel

Evgeny Kravchenko, General Manager for Domestic Sales, TMK: TMK in the Middle Asia Market

Khusnitdin Islamov, Founder of Uzmetallsavdo: Uzbekistan Metals Market. Special Aspects of Steel Supplies in Kazakhstan: Uzmetallsavdo Supplies Uzmetallsavdo Program

Tapas Halder, Chairman of the Board, Stynergy-Kazakhstan: Steel Structures Market of the Republic of Kazakhstan: Consumption, Special Aspects, Efficient Tools of New Products Promotion

Eraly Tulipbekov, General Manager, Nurtau Temir: Special Aspects of Operation of the Steel Trading Company in the Almaty Market

14.00-
15.00 Lunch

15.00-
17.00 **Session 3. Russian Manufacturers' Products for the Middle Asia Market. Sales Strategy. Experience of Russian Steel Trading Companies and Steel Service Centers to be Used by National Markets Players**

Inna Slobodkina, Marketing Manager, EVRAZ Metall Inprom Kazakhstan: Operation of EVRAZ Metall Inprom in the Kazakhstan Market

Vladimir Savyonok, Head of Sales, TMK-Kaztrubprom: topic to be advised

Vladimir Krysanov, Commercial Director, Steel Industrial Company: Russian Steel Trading Today: The Industrious Survives. Factors of Competitiveness of Trading Companies in the Current Context

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Andrey Sosedko, General Manager, Ferrum Group: Development of Regional Tubes Production: Methods of Competitiveness Increasing. Experience of Ferrum Group

Mikhail Shulpin, Executive Director. Mayak Group: Prospects of Expanding Demand for Steel Structures and Coated Rolled Products in the Kazakhstan Market in 2018-2019. Mayak Group Market Strategy

Sergey Kurapin, 1st Deputy General Manager, A GRUPP: Efficient Methods Competition in the Russian Rolled Products Spot Trading Market. Experience for the Republic of Kazakhstan

Brainis Vadin, General Manager, Ariel Metall: Client-Centeredness of the Steel Trading Company: Concept, Special Aspects, Ways of Achievement

17.00-
21.00 **Stand-up meal, networking**

14 September

09.00-
18.00 **Almaty city tour includes a visit to Gunny village at Tian-Shan Emerald Mountains Ridge to get to know nomads daily life and traditions**

For details please contact
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Venue

Ramada Almaty (27B, Batyrsynova ul., Almaty, Kazakhstan). Located in the center of the city, the hotel is ideal for business and leisure. Each of the 164 comfortable rooms is equipped with LED TV, modern design furniture, a mini-bar, a safety box, as well as tea and coffee-making facilities.

For your comfort and memorable stay in Almaty the hotel offers 24hour service, business and conference facilities, as well as a SPA and fitness center.

To book, please contact Ms Nadezhda Akimbetyeva, Booking Dept.,
phone: +7-727-344-99-99, e-mail: sales@ramadaalmaty.com

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