



# 2nd CementTrade MidEast/Africa

4-5 December 2007 | Doha Marriott Hotel, Qatar



**“Can the rapid growth in Mideast be sustained? ”**

**“Balancing environmental sustainability amid expansions”**

Top CEO Panel  
Wipcapital (Proprietary) Limited  
Saudi Readymix Concrete  
Yanbu Cement Company  
Environmental Building Materials (EBM)  
Capital Industries & Investments

MCC Gena  
Oman Cement Co SAOG  
Bamburi Cement Limited  
Holcim (Bangladesh) Limited

FICHTNER  
Samtra Partners (Lebanon)  
Iracement.com  
D.G.Khan Cement Company Ltd.

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Official publication



## Can the rapid growth in Mideast cement industry be sustained?

*"The Gulf countries alone account for more than 2,100 existing and planned projects (construction) currently valued at US\$1.2 trillion...continues with its enormous infrastructure and expansion plans..."*

– May 21, 2007, [www.ameinfo.com](http://www.ameinfo.com)

Driven by petrodollar investments and a building boom mainly in Saudi Arabia, UAE, Qatar and Bahrain, the Middle East cement industry has seen a massive wave of capacity expansions. Clinker supply has tightened and hence created upward pressure on cement prices. Coupling high demand with higher cement prices means even better margins for the producers. Seemingly the Gulf region is in for a prosperous time.

However, of late, the prospects of a supply glut have surfaced. By 2010, the Gulf region is expected to produce around 200 million tons of cement. UAE will emerge to be one of the largest producers with a yearly production of about 50 million tons and there are fears that the production boost in Saudi Arabia will outstrip demand. There are also doubts if the announced construction projects will actually be realized.

*"...big new low-cost producers from the Middle East are planning a new offensive in the East Africa market very soon...Saudi Arabia ...in the advanced stages of completing 18 cement factories currently under construction."*

– Aug 7, 2007, [www.allafrica.com](http://www.allafrica.com)

Demand developments in Africa is taking huge stride with the region embarking on large infrastructure program. Producers in India, China and even Middle East are looking for export opportunities. In East Africa, Lafarge's Kenyan affiliate, Bamburi Cement has announced an expansion plan to increase its market share. What are also the developments in South Africa? Can the port and logistical facilities handle the imports?

**CMT's 2nd CemenTrade Mideast/Africa Conference** aims to provide an update of the market dynamics in the **Middle East and Africa**. Besides cement and construction markets updates including **Saudi Arabia, UAE, Qatar, Iraq, Iran, Bahrain, South Africa, East Africa, Egypt and South Asia**, the conference will also examine climate change & environmental issues, cementitious materials utilization and freight rates analysis for cement/dry bulk cargo carriers.

A constructive platform for fruitful discussion, clinching business deals and networking, this is the forum for the international cement industry. Register now to secure your seat! Please go to [www.cmtevents.com](http://www.cmtevents.com) or send in your details to [sasha@cmtsp.com.sg](mailto:sasha@cmtsp.com.sg)

### Customised Sponsorship Packages Available

This event is an excellent platform to promote your organisation to influential players and investors in the industry. Sponsorship opportunities available include Corporate, Exclusive Luncheon, Cocktail & Documentation sponsor. Exhibition / catalogue display can be arranged upon request. Contact [cynthia@cmtsp.com.sg](mailto:cynthia@cmtsp.com.sg) or (65) 6346 9132.

## Day 1

Tuesday, 4th December

- 8:00 Registration & Coffee
- 9:00 Chairman's Welcome & Remarks
- 9:10 **IMPACT OF CARBON EMISSIONS ON CEMENT INDUSTRY**
- Carbon market demand and buyers of carbon credits
  - Examples for CO<sub>2</sub> reduction in the cement production process
  - Additional income streams by selling carbon credits
- Matthias Schnurrer  
Business Development Director Middle East  
**FICHTNER GmbH & Co. KG**
- 9:40 **FLY ASH UTILIZATION IN GCC**  
Mark A. Bouri, Chairman  
**Environmental Building Materials (EBM)**
- 10:15 **PROSPECTS FOR DUBAI'S CONSTRUCTION INDUSTRY & ITS DEVELOPMENT**
- Projects driving cement demand
  - Sustainability initiative
  - Emerging opportunities & financial support being extended
- Munther Hilal, Chief Executive Officer  
**Capital Industries & Investments**
- 10:50 Discussion followed by Coffee
- 11:20 **OMAN – FULFILLING THE CEMENT GAP IN A HIGH-GROWTH INDUSTRY**
- Update of cement plants expansions
  - What's driving the growth?
  - Prospects for the industry
- Jamal Shamis Al Hooti, Chief Executive  
**Oman Cement Co SAOG**
- 11:50 **SAUDI CONSTRUCTION INDUSTRY: COPING WITH THE BOOM**
- Mega projects update and analysis

- Raw material supply (including cement) – a major challenge
  - The ready-mixed concrete market
- Fadi Mujahed  
Marketing & Business Development Director  
**Saudi Readymix Concrete Co.**
- 12:20 **SAUDI CEMENT MARKETS UPDATE**  
Senior Representative  
**Yanbu Cement Company**
- 12:50 Discussion followed by Lunch
- 2:00 **ECONOMIC OUTLOOK IN THE MIDDLE EAST /AFRICA REGIONS**
- Oil market development & its impact on the region
  - Governments' policies initiatives
  - GDP growth rate & forecast
  - What could possibly disrupt growth?
- 2:35 **EGYPT CEMENT INDUSTRY DEVELOPMENT**
- Cement trade in the region
  - Current situation & future prospects
  - Privatizations & acquisitions
- Hatem Khalil, Board Member  
**MCC Qena**
- 3:10 **QATAR CEMENT/CONSTRUCTION INDUSTRY**
- 3:45 Discussion followed by Tea
- 4:15 **MARKET DEVELOPMENT & PROJECTS UPDATES IN SOUTH AFRICA**
- Supply/demand situation
  - Distribution challenges for cement
- Gloria Tomatoe Serobe, CEO  
**Wipcapital (Proprietary) Limited**
- 4:50 **CEMENT MARKETS IN EAST AFRICA**
- Review of: **Kenya, Uganda and Tanzania**
  - Market evolution
  - Capacities/ current players
  - Challenges
- Vipul Agrawal, Strategy Manager  
**Bamburi Cement Limited**

5:30 Discussion followed by End of the Day

1730 - 1845 hrs. *Networking Reception*  
for Speakers & Delegates

## Day 2 Wednesday, 5th December

9:00 Chairman's Remarks

### 9:05 **IRAQ: IS IT THE RIGHT TIME TO GET IN?**

- General Market Situation
    - Neighboring Countries Output
    - Distribution Means And Costs
    - Local Market Consumption Evolution
    - Import Figures Since 2003
    - Import Barriers
  - Local Industry Overview
    - Existing players
    - Plants Location & Output
    - Power & manpower challenge
    - Security Issue
  - New Cement Projects
    - The New Approach Of Iraqi Government
    - Location, ownership & output
  - Country's Outlook
- Dory El Khoury, General Manager  
**Samtra Partners (Lebanon)**

### 9:40 **IRANIAN CEMENT INDUSTRY OUTLOOK**

- Summary of Iranian Cement Industry
  - Domestic Demands and Export & import trends
  - Ownership of Cement Plants
  - High investment (including foreign investment) in new capacities
  - Investment Opportunities
  - Future trends in production and consumption
- Dr Bakshi Lotfali, Editor  
**lrancement.com**

10:20 Discussion followed by Coffee

### 10:50 **CEMENT SURPLUS IN BANGLADESH & ITS EXPORT OPPORTUNITIES**

Pn Iyer, Managing Director  
**Holcim (Bangladesh) Limited**

### 11:30 **DYNAMIC GROWTH OF CEMENT INDUSTRY IN PAKISTAN WITH POTENTIAL FOR EXPORT TO THE BOOMING INDIAN MARKET**

Farid Fazal, Director, Marketing & Sales  
**D.G.Khan Cement Company Ltd.**

### 12:00 **FREIGHT MARKET DEVELOPMENT FOR DRY BULK CARGO CARRIERS**

12:30 Final discussion followed by Closing Lunch

2:00 End of Conference

#### You will network with:

- CEOs • Managing Directors
- Presidents/Vice-Presidents
  - General Managers
- Marketing & Sales Directors
- Procurement Directors • Production Managers
- Planning & Business Development Managers
  - Finance Directors • Trading Managers
  - Operations Managers. from **International/Regional Cement, Ready-Mixed Concrete (RMC), Precast and Building Materials & Raw Materials (Coal, Slag, Fly Ash, Steel) companies, Construction/Infrastructure/ Building/Equity/Research analysts, project financiers and banks, engineering & technology and equipment providers and Logistics and Shipping organisations (Dry Bulk/Cement Carriers).**

Program topics, speakers and schedules published herein are confirmed as at printing time. Please refer to the event's timetable page at [www.cmtevents.com](http://www.cmtevents.com) for the most up-to-date information.

# REGISTRATION

## 2nd MidEast/Africa CemenTrade

4 - 5 December 2007 • Doha, Qatar

**Fees:** The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

	1 Person	Group fee for 3 or more* (from the same company)
<b>Regular Fee</b>	<b>USD1,695</b>	<b>USD1,395</b> <b>(MIN SAVINGS OF USD900)</b>

\* Terms and conditions apply.

### TO REGISTER

Online: [www.cmtevents.com](http://www.cmtevents.com)  
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### TELEGRAPHIC TRANSFER

Account Name: **Centre for Management Technology**  
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*TT must include additional USD21 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.*

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

Photocopy Registration Form to Preserve Brochure Copy, December 2007

### CONFERENCE VENUE

CMT has arranged special discounted room rate at QR 1045+17% (Standard Single / Double) per room per night excluding breakfast (subject to room & rate availability) for delegates at Doha Marriott Hotel.

Daily Buffet Breakfast available at QR 86 +17% per pax.

Please reserve your room with the hotel directly, providing full credit card number and expiry date to:

Minelli De Kretser, Sales Manager

Doha Marriott Hotel, PO Box 1911, Doha - Qatar  
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 Email - [minelli.dekretser@marriotthotels.com](mailto:minelli.dekretser@marriotthotels.com)

**Cut off Date for Room Booking: 4th November 2007**



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## 2nd MENA Coatings

22 - 23 January • Dubai, UAE

*“Expanding into  
MENA's thriving markets  
- a colorful future”*

## Dubai Wood

4 - 5 February • Dubai, UAE

*“Profiting from the infrastructure  
& construction boom in the  
Middle East”*

## 10th CemenTrade Asia

3 - 4 March • Bangkok, Thailand

*“Premier Gathering for  
Global Cement Players”*

## 2nd Special/ Stainless Steels Summit

11 -12 March • Dubai, UAE