SUFI Steel Users Federation of India | SteelMint®

2nd India STEEL AND METAL CONFERENCE

Supply Chain & Sourcing Strategies

+

SUFI Steel Users Federation of India

Steel Awards 2023

4th Edition

Innovation | Leadership | Excellence



THE LALIT, MUMBAI, INDIA

10-11th Jan'24

About the Conference

India's GDP growth is expected to be 6.4% in FY24, and the $5 trillion economy ambition plus the government's INR 111 trillion infrastructure pipeline will drive steady growth in metals demand. Steel consumption has increased by 64% between FY13 and FY23 and is poised for strong growth. The infrastructure and building/construction sectors account for around 60% of steel demand followed by engineering and packaging at 12% and automotive at 11%.
However, geopolitical conflicts and their adverse impacts on global trade and supply chains threaten market stability. How to de-risk global supply chains, hedge against volatility, and base procurement decisions on real-time data?

India Sector-wise Steel Demand

Sector	Demand in 2023 (mn t)	% share in 2023	Demand in 2030 (mn t)	% share in 2030
Construction	37	31%	63	33%
Infrastructure	34	28%	55	29%
Automobile	13	11%	23	12%
Gen. Engg.	14	12%	17	9%
Capital Goods	11	9%	17	9%
Consumer Durable	6	5%	8	4%
Railway	4	3%	6	3%
Consumer Non-Durable	1	1%	2	1%
Total	**120**	**100%**	**190**	**100%**

Quantity in mn t | Data in Financial year

Note- A Financial Year (FY) starts on 1st April and ends on 31st March. | Source: SteelMint, Ministry of Steel

SteelMint, along with the Steel Users Federation of India (SUFI), invites all stakeholders to the upcoming **2nd India Steel and Metal Conference- Supply Chain & Sourcing Strategies**, which offers a unique opportunity for networking and knowledge-sharing.

Scheduled to be held on January 10th and 11th, 2024, at The Lalit in Mumbai, the conference will be an ideal platform to showcase products and services and explore new synergies between producers and end-users. What's more, the event will culminate in a glitzy awards show.

SPEAKERS



Ashirwad Agarwal

Managing Director

Triveni Enterprises, India



Behram Rabadi

Sr. GM, Steel Sourcing, Corporate Procurement, Godrej and Boyce, India



Chirag Shah

Owner

SKM Steels, India



Chittranjan Rege

Head, Base Metals

MCX, India



Nikunj Turakhia

CEO

Standard Group India, India



Raveesh Sabharwal

Asst. Vice President – Procurement

Kirby Building Systems, India



Santimoy Chattopadhyay

Vice President & Head, SCM

G R Infraprojects Limited, India



Thomas Heimstra

Head of Steel Derivatives

MySteel Commodity Service, Singapore

Session Programme

Day 1 - 10th Jan'24

Session 1 | 9:30 - 10:00 IST

Inauguration ceremony & conference commencement

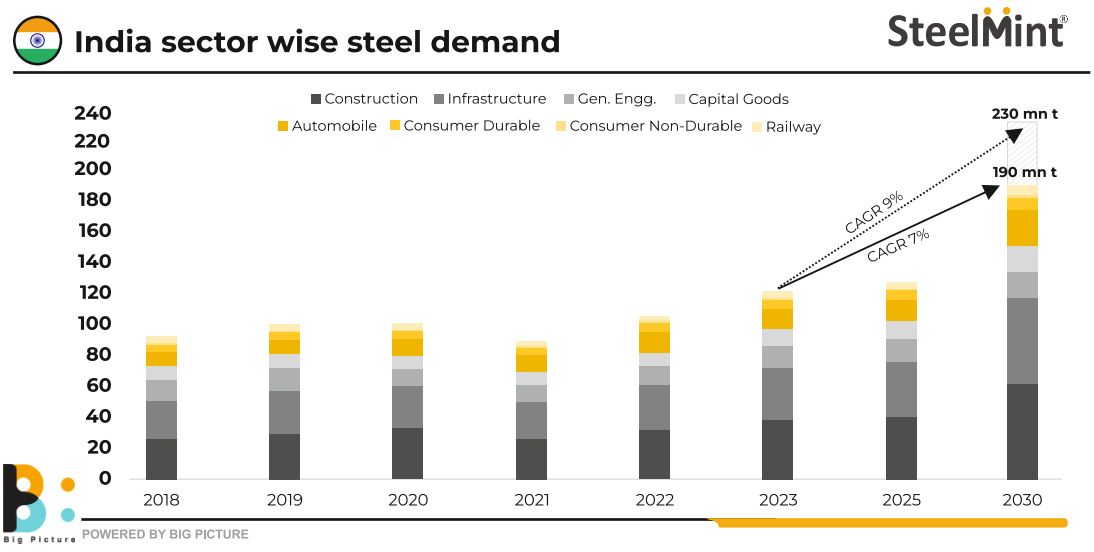
Session 2 | 10:00 - 13:15 IST

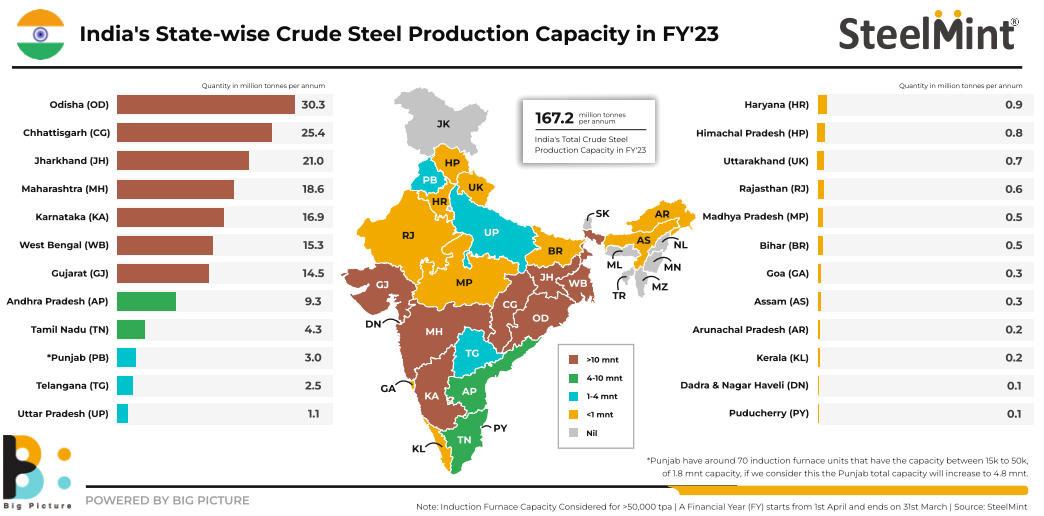
Which way will the Indian steel supply-demand balance tilt by 2030?

India's steel demand is projected to increase at a CAGR of over 7-8% and consumption is set to touch around 190 mnt by 2030. Whereas steelmaking capacity is likely to grow to 230-240 mnt by 2030, will supplies keep pace with surging demand? What is the steel value-in-use model and how best to create an effective value enhancement ecosystem for steel users such as by increasing mechanical properties of standard construction steel products?

Key discussion points

- How will sector-wise **steel consumption** pan out by 2030?
- How are mills diversifying **product portfolio**?
- Need for organised **distribution networks** and growing end-user demand for niche products
- What is the scope of steel as a non-price based commodity and **steel as a service**?





Networking Lunch | 13:15 - 14:15

Session 3 | 14:15 - 15:30 IST

Evolving sourcing strategies: Growing e-commerce penetration & digital transformation

What should be the role of e-commerce in the steel market as regards stock valuation, inventory management and facilitation of sales? How can e-commerce be leveraged for faster and easier sales, as well as management of stocks and pricing?

Key discussion points

- How can digital tools facilitate **predictive analysis**, inventory evaluation, stock assessment and pricing decisions?
- Comparative analysis of effectiveness of digital trading mechanisms
- **Block chain** technology – New strides taken by Indian steel majors
- Managing steel **market risks** and futuristic strategies

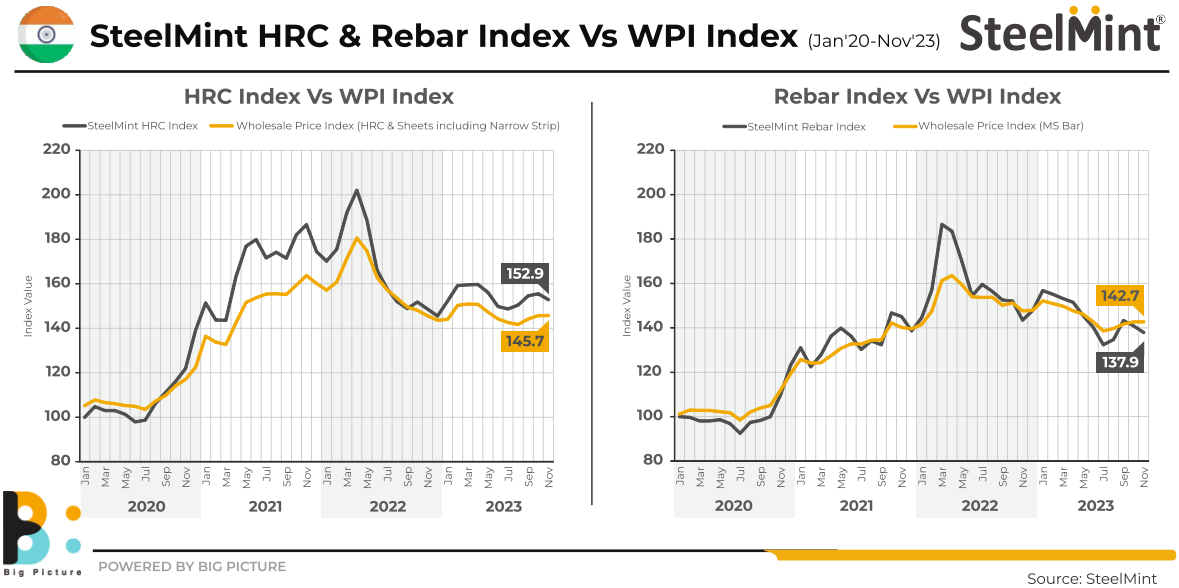
Session 4 | 15:30 - 16:30 IST

Hedging in times of steel market volatility – An in-depth assessment

As geopolitical fissures lead to increasing disintegration in trade networks and growing protectionism and regionalism threatens to disrupt the steel value chain, it is worth delving deeper into newer mechanisms and decision patterns which should evolve to help industry participants deal with risks going forward.

Key discussion points

- How is **hedging** an effective tool to manage price volatility?
- How to attain transparency in **price discovery**?
- **Steel futures** in India and infrastructural requirements for futures trading in the Indian context



Source: SteelMint

Steel Awards Show | 18:00 - 20:00

Cocktail & Networking Dinner | 20:00 - 22:00

Day 2 - 11th Jan'24

Session 1 | 9:30 - 11:00 IST

Non-ferrous metals markets – Outlook to 2030

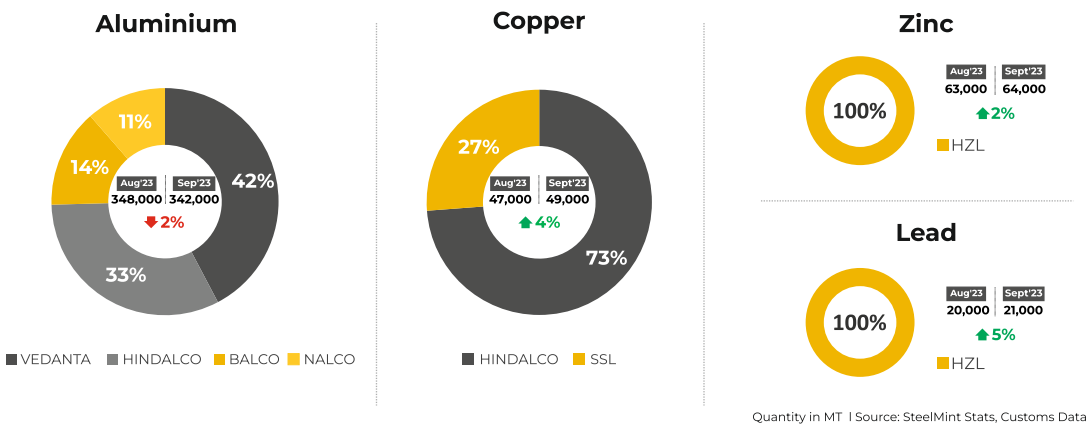
What will be the impact of China's structural macroeconomic decline on the global base metals markets? India's demand trajectory, domestic self-sufficiency and supply outlook. Expanding domestic production capacity and outlook on supplies of key base metals.

Key discussion points

- Role of key non-ferrous metals in meeting global demand for **energy-efficient electrification** and industrial decarbonisation
- Non-ferrous scrap market dynamics and India's import outlook
- Changing **policy landscape**, export barriers and raw material supply geographies
- Role of LME and impact of **global supply-demand** vicissitudes on pricing

India's Company-wise Production of September 2023

SteelMint



Quantity in MT | Source: SteelMint Stats, Customs Data

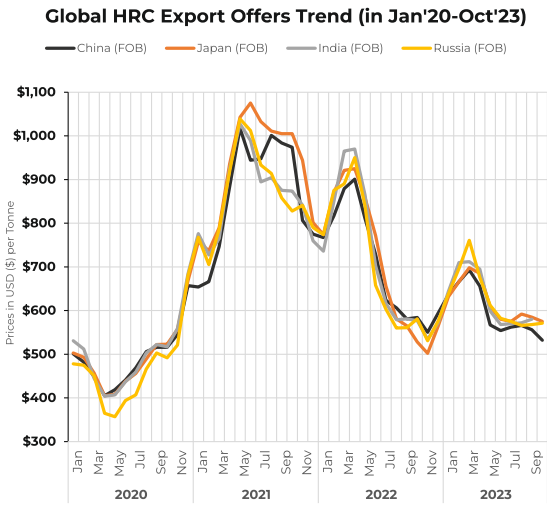
Session 2 | 11:00 - 12:00 IST

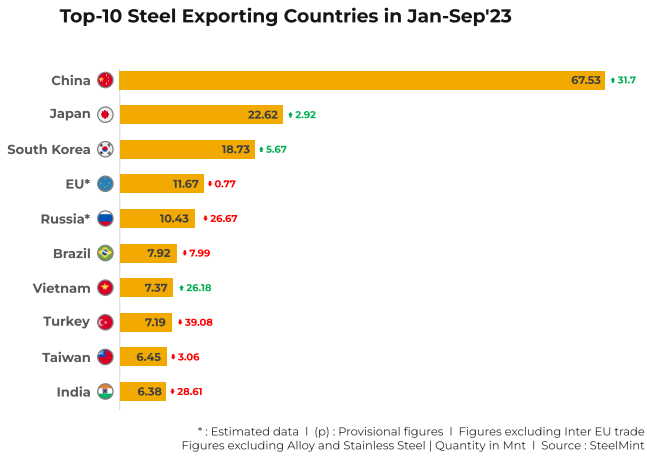
Evolving trade dynamics in a fast-changing global steel market

Structural changes in China's economy, steel output control and its impact on world trade will be the key factors to watch out. Global inflation and monetary policy will shape steel demand going forward. Protectionist measures, implementation of **CBAM**, and carbon taxes may result in further imbalances. Radical changes in trade patterns are likely to affect India's steel exports. But will the government's import monitoring mechanisms and quality control policies lead to supply pressure for steel users?

Key discussion points

- Tightening of quality parameters for imports and perspective of steel users
- Overview on **carbon pricing** and credits & their impact
- Energy prices and impact on steel sector
- **Chinese property** sector woes and effect on global steel prices
- Evolving hotspots of green iron trade – long-term impact on global market





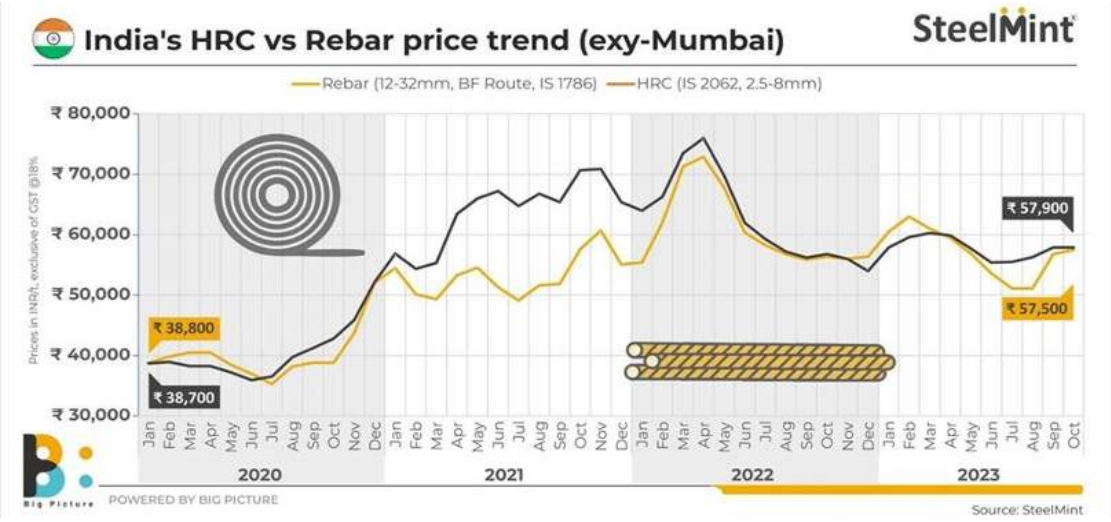
Session 3 | 12:00 - 13:00 IST

Factors that will drive Indian steel prices in short to medium term

Indian steel demand-supply fundamentals and what is the outlook on steel prices amid fast-paced capacity expansion. Raw material supply scenario, mineral auctions and volatility in imported coal prices. Global steel demand and the export scenario for Indian mills. Policy boost to domestic manufacturing and steel import outlook. Low-carbon transition, green premiums and impact on pricing.

Key discussion points

- **Steel pricing** – Changing demand-supply balance
- Raw material supply and pricing scenario
- Changing **trade flows** and impact on steel prices
- Materials choice, end-use markets, **energy transition** and outlook on flat steel



Presentation of Proceedings & Vote of Thanks by SteelMint | 13:00 - 13:15

Networking Lunch | 13:15

Who should Attend?



Manufacturers- Steel Aluminium | Copper | Zinc



Construction



Infrastructure



Capital Goods Manufacturers



White Goods OEMs



Engineering & Energy Sector



Automobile & Transportation



Steel Service Centers



Dealers/Distributors

About Organisers

Steel Users Federation of India

Steel Users Federation of India popularly known as 'SUFI' brings various Stakeholders of the Steel industry on a common platform and is marching towards achieving its objective to achieve higher per capita consumption of Steel and thereby promoting growth and excellence in the Steel industry.

For the last seven years since its inception, SUFI has taken various steps to strengthen the Steel industry. It has organized seminars/conferences in India and abroad, has contributed to GST by bringing out ready reckoner on GST viz. 'GST- DECODED FOR STEEL', held GST Workshops and Help-Desk, had regular dialogue with the Government on a variety of policy issues affecting Steel Sector. In July 2021, SUFI launched Commodity forward contract for Mild Steel billets on BOMBAY STOCK EXCHANGE (BSE) viz. 'SUFIBLT'. This contract gives an opportunity to Steel Users/ Traders and Mills to hedge their position and do risk mitigation.

SteelMint Events

SteelMint Event is a networking & events platform, that has successfully hosted over 30 National and Global events since its launch in 2014 and hosted over 11,000 participants worldwide with an objective to facilitate knowledge sharing and better networking for trade. Our conference participants are from diverse backgrounds and include industry thought leaders, buyers, sellers, traders, steel manufacturers, technology & equipment suppliers, researchers, and analysts.

Previous Edition

Bombay Stock Exchange Presents INDIA STEEL CONFERENCE 2022

Place: Mumbai, India

Venue: International Convention Hall, Bombay Stock Exchange(BSE)

Date: 25 Aug 2022

Previous Year Participating Companies

and many more...

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Glimpse of the Past Edition

















SÛFI™ Steel Users Federation of India

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SÛFI™ Steel Users Federation of India Steel Awards 2023

4th Edition

Innovation | Leadership | Excellence

Awards Categories

(A) STEEL COMPANY OF THE YEAR

A-1 (a) STEEL COMPANY OF THE YEAR (Steel Mill – Long Products)

A-1 (b) STEEL COMPANY OF THE YEAR (Steel Mill – Flat Products)

A-2 STEEL COMPANY OF THE YEAR (Steel User)

A-3 STEEL COMPANY OF THE YEAR (Steel Trader)

(B) SPECIAL CATEGORY AWARDS

B-1 - SUFI Members MSME Award

B-2 - SUFI 'MAKE IN INDIA' AWARD

B-3 - SUFI 'DIGITAL INDIA' AWARD

B-4 – SUFI ESG Award

(C) LEADERSHIP AWARD

C-1 - STEEL CEO OF THE YEAR

C-2- LIFETIME ACHIEVEMENT AWARD

- The awardees will be selected by a panel of jury comprising of eminent personalities from different walks of life.
- The jury evaluates the nominations using a point based qualitative approach to determine the overall winners.
- The selection process is video recorded and in presence of media in order to bring complete transparency to the process.
- The selection criteria and process are laid down by well-known Chartered Accountant Firms.
- The event will be attended by Ministers / Bureaucrats and Who's who of Steel Industry.

For any clarification, kindly contact

Mitesh Prajapati +91 93200 71006

Vinod Bane +91 98337 64714

Kavita Sahu +91 88507 93927

Pooja Ghole +91 88507 93927

awards@sufi.org.in

Sponsorship Benefits

Sponsorship Benefits	Principal	Platinum	Gold	Silver	Associate	Supporting
Video Display about the Company at the conference	Yes (Max 3 min)	Yes (Max 2 min)	No	No	No	No
Meeting Room in the Conference Venue Hotel	As per availability	No	No	No	No	No
Exhibition Stall	1 As per availability	1 As per availability	No	No	No	No
Advertisement in the Event Book	Premium	Premium	One Full Page	One Full Page	No	No
Complimentary Delegate Passes	8	6	4	3	2	2
Logo in Conference Promotion Video	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Acknowledgement & Thank you note during the time of Conference	Yes	Yes	Yes	Yes	Yes	Yes
Company Profile & Logo in the Website of the Conference with Direct link to your Company Website	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Company Logo on the BackDrop of the Stage	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Company Logo in Promotional Emails & Social Media Promotions as per Hierarchy of Sponsorship	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Top Tier Recognition on Promotional Materials of the Conference as per Hierarchy of Sponsorship	As per Hierarchy 1st	As per Hierarchy 2nd	As per Hierarchy 3rd	As per Hierarchy 4th	As per Hierarchy 5th	As per Hierarchy 6th
Promotional Gift (Compatable as per approval)	Yes	Yes	Yes	No	No	No
Company Brochure in the Delegate Kit	Yes	No	No	No	No	No
Reserved Gala Dinner Table	Exclusive	Reserved	No	No	No	No

www.steelmintevents.com

2nd
INDIA STEEL AND METAL CONFERENCE
Focus Procurement and Supply Chain

TO KNOW MORE, CONTACT OUR TEAM

Speakers Enquiry



Ms. Vinamrata Jaisinghani
vinamrata@steelmint.com
+91 62637 51163

Sponsorship Enquiry



Mr. Nitish Shukul
nitish.shukul@steelmint.com
+91 83693 62982

Delegate Enquiry



Mr. Ajeet Singh
ajeet.singh@steelmintgroup.com
+91 90092 22344

For SUFI Registered Members

Ms. Kavita Sahu
info@sufi.org.in
+91 88507 93927

For SUFI Steel Awards

Mr. Mitesh Prajapati
gen.sec@sufi.org.in
+91 93200 71006

www.steelmintevents.com

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