

# Zinc & its Markets Seminar

20-22 May 2008, Radisson SAS Royal Hotel, Brussels, Belgium

From mine to marketplace....  
the global forum for the entire zinc business spectrum



## OVER 150 DELEGATES EXPECTED

### Key speakers include:

Paul Fowler, CEO, **Nyrstar**, UK

James Hensler, President & CEO, **Horsehead Corp**, USA

Leopoldo Alarcón, Assistant VP Sales & Marketing, **Met-Mex Peñoles SA de CV**, Mexico

Erling Sorensen, Chief Marketing Officer, **Nyrstar**, UK

Jacques Pèlerin, Director, **ArcelorMittal**, France

Ron Smedts, Commercial Manager, **Rezinal**, Belgium

Kristiaan Deckers, Plant Manager, **Rezinal**, Belgium

Subhas Lewis, General Manager, **Minerex General Trading LLC**, Dubai

Graham Deller, Head of Lead, Zinc and Precious Metals, **CRU International**, UK


Adam Rowley, Executive Director, Commodities & Mining Research, **Macquarie Securities**, UK

Huw Roberts, Director, **CHR Metals**, UK

Murray Cook, Director, **European General Galvanizers' Assn**, UK

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# From mine to marketplace.... the global forum for the entire zinc business spectrum

Metal Bulletin Events' Zinc & its Markets Seminar always provides an ideal focal point for **all those involved in the zinc supply chain** to take stock of the marketplace, the opportunities it offers and the challenges that remain. The 12th in this series will be no exception. Getting together with fellow zinc industry executives is all the more crucial this time round.

From Zinc's meteoric rise to over \$4,000 per tonne in 2006 values have tumbled back to \$2,500 as the supply base has responded to healthy demand growth. The metal's erratic performance over the last two years or so certainly deserves some timely scrutiny and exchange of ideas.

Within the investor community, zinc's attraction may have dimmed, but for many in the supply chain – producers and their zinc customers alike – zinc demand prospects are probably brighter longer-term at these price levels than at \$4,000 plus. However, has the price correction come early enough to stave off substitution in some market segments?

## Your questions answered:

- Has zinc now reached an equilibrium price that will allow the required capital investment in new capacity needed to meet healthy and growing demand, but that is not so high as to damage this consumption base?
- Which applications are more price sensitive, and are new uses needed to keep zinc growth on an uptrend?
- Which companies will be best prepared to meet demand growth, in the right place, with the right products at the right price?
- How much more important is recycled zinc today?



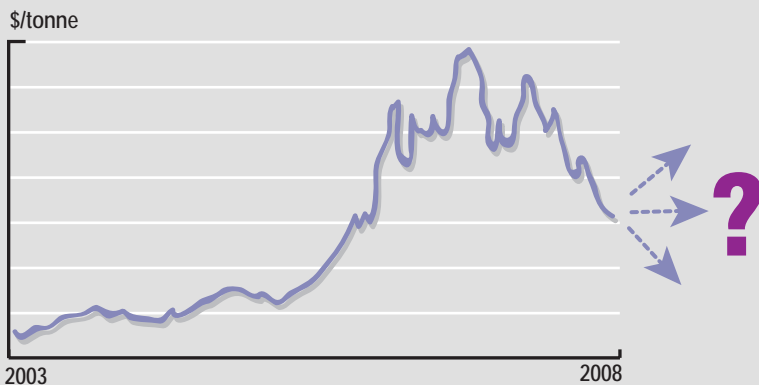
## Benefits of attending

- Discover where zinc's supply and demand is growing fastest
- Meet with the key makers and shakers in the global zinc business and explore new openings for your company to stay ahead of the competition
- Take the opportunity to visit Nyrstar's Balen smelter, one of Europe's premier zinc operations

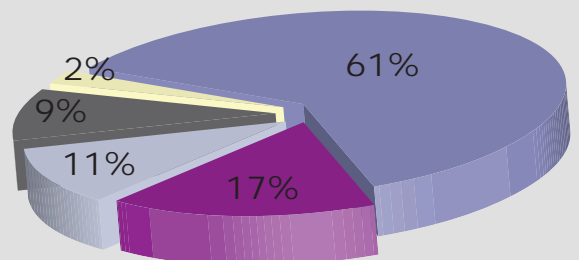
## Who should attend?

- Miners and smelters
- Galvanizers and diecasters
- Fabricators and other zinc processors
- Traders and brokers
- Bankers and financiers
- Shippers and warehouse users
- Plant and technology suppliers
- End-users and recyclers

## Has zinc reached equilibrium?



## Where did 2007 delegates come from?



Europe	61%
Americas	17%
Asia	11%
Middle East & Africa	9%
Australasia	2%

## Tuesday, May 20

- 08.30** Optional visit to Nyrstar's Balen smelter, returning in the afternoon to Brussels
- 17.00** Registration desk opens
- 18.30** Cocktail reception hosted by Nyrstar



## Wednesday, May 21

- 08:00** Registration desk opens
- 09:00** Chairman's opening remarks
- 09.10** **Welcome and keynote address:**
- European zinc production in a global context
  - Restructuring and leadership in the zinc industry – strategies for success
  - Nyrstar – challenges and opportunities for a global custom zinc smelter
- Paul Fowler**, CEO Nyrstar, UK

### Session I: The mine-smelter interface

- 09.40** **Zinc mining as a part of a resource portfolio – how does it score?**
- Demand for zinc concentrate – which regions are best placed to fill the gap?
  - Where are the promising new zinc provinces? Is enough being done to explore them?
  - Zinc mining costs – are they rising and would a mega-mine provide economies of scale?
- Michael Dixon**, General Manager, **AME Mineral Economics**, Australia

- 10.10** **What outlook for TCs over the medium term? Who will hold the upper hand?**
- Where are the new mines and are they on schedule?
  - How long will the smelter bottleneck continue?
  - Chinese mine-smelter balances and implications for global trade
- Huw Roberts**, Director, **CHR Metals**, UK

### 10.40 Refreshment break

### Session II: Pricing panel – where to next for zinc?

- 11.10** **Prices and premiums under scrutiny**
- Have the funds lost interest?
  - How is zinc doing compared to other metals?
  - Market drivers – is it all still China, China, China?
- Adam Rowley**, Executive Director, Commodities & Mining Research, **Macquarie Capital Securities Research**, UK

- 11.40** **From all-time lows to all-time highs - is zinc leading LME prices back down again?**
- What factors have caused this extreme volatility?
  - Are they temporary or permanent?
  - How will the rest of the industry adjust?
  - Should people be using a different pricing model when making long-term decisions?
- Graham Deller**, Head of Lead, Zinc and Precious Metals, Lead & Precious Metals Research, **CRU International**, UK

### Session III: From economics to the environment – how is zinc faring?

- 12.10** **Is zinc winning the battle on the environmental front?**
- Energy and the environment – what challenges for zinc producers?
  - Risk analysis, life cycle assessment, and promoting zinc's eco-benefits
  - Reach and other legislative hurdles – what can the industry do?
- A representative of the **International Zinc Assn**, Belgium

### 12.40 Lunch

### Session IV: Regional round-up – where, when, how much?

- 14.15** **Chinese zinc industry growth – is the momentum being maintained?**
- An update on supply and demand in China, from concentrate to consumer
  - China's role in global trade – what pattern can we expect in the future?
  - The influence of government policies on Chinese production and trade balances
- 14.45** **Latin American zinc – drivers for growth and market development**
- How is the supply base in the region changing?
  - What scope for new mines? Can we expect to see smelter expansion?
  - Latin America as a developing market – implications for demand
  - Will growing regional usage impact on the continent's export balances?
- Leopoldo Alarcón**, Assistant VP Sales & Marketing, **Met-Mex Peñoles**, Mexico
- 15.15** **Refreshment break**
- 15.45** **Meeting high-growth zinc demand in Asia - is supply base prepared?**
- Zinc usage from India to Southeast Asia – where are the hot spots?
  - Which applications are growing fastest? What are the drivers?
  - Supply side challenges and strengths – from raw materials to value added products

**16.15 Zinc industry trends in the Middle East region – from mine to market**

- The supply base – who, where, how much?
- Population growth, industrial development and zinc demand
- Opportunities and hurdles for investment

**Subhas Lewis**, General Manager, **Minerex General Trading LLC**, Dubai

**16.45 Close of day one**

**Thursday, May 22**

**08.45 Registration desk opens**

**09.00 Opening remarks**

**Session V: Zinc consumption – can the momentum be maintained?**

**09.10 What longer-term equilibrium price would be good for zinc?**

- Has substitution been avoided?
- Is it all galv growth? What of the non-galv markets from dust to diecastings?
- What outlook for zinc usage globally?
- How much will the emerging markets add?

**Erling Sorensen**, Chief Marketing Officer, **Nysrtar**, UK

**09.40 Galvanized zinc growth in the developed world – is enough being done to keep the momentum going?**

- Where is zinc being used – what applications, what forms?
- What new products are on the horizon – what markets are they competing for?
- How can technology promote new galvanized zinc applications?

**Jacques Pèlerin**, Director, **ArcelorMittal**, France

**10.10 Maintaining hot dip-galv momentum in the mature markets – where will the growth come from?**

- Has all the growth gone east to the emerging markets?
- Can the zinc supply base help in developing a new

generation of galv alloys?

- Is price a determinant in galvanized growth?

**Murray Cook**, Director, **European General Galvanizers Assn**, UK

**10.40 Refreshment break**

**Session VI: Zinc and recycling – opportunities and threats**

**11.10 Secondary zinc – the silent and growing supply source**

- Drivers for recycling – economics, legislation, technology
- EAFD as a growing supply source
- Recycling processes, product ranges and end-markets
- The North American marketplace for zinc – what role does secondary play?

**James Hensler**, President & CEO, **Horsehead Corp**, USA

**11.40 Optimising zinc's supply base through recycling**

- The role of the recycler – from raw materials to market
- Ashes, dross and hard zinc as valuable secondary sources

- Is technology making zinc more recyclable?
  - Legislative drivers for zinc recycling in the EU
- Ron Smedts**, Commercial Manager, and **Kristiaan Deckers**, Plant Manager, **Rezinal**, Belgium

**12.10 Improving margins through in-house recovery of metallic zinc and alloys from process drosses and wastes.**

- Is the true value of drosses and process wastes from production being considered?
- What technology options for recovery does the processor have?
- Further implications of recycling – logistics, waste volumes and the environment

**John Fryatt**, Zinc Business Manager, **Metaullics Systems Europe BV**, Netherlands

**12.40 Close of seminar and networking lunch**

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**Networking Opportunities** - this is your chance to speak to other registered delegates and set up important business meets at the event

At Metal Bulletin we appreciate the importance of networking at our events. This is why we have created our delegate messenger system. The system helps paid delegates to communicate with one another up to one month before the event. Please make sure you include your email address when registering.

**Book early to ensure instant access to the system when it goes live on 20 April 2008.**

## COMPANIES PREVIOUSLY REGISTERED IN 2007:

Alcoa, Amalgamated Metal Trading, Angus & Ross, ArcelorMittal, Asturiana De Zinc, Auszinc Metal & Alloys, B B I Bergbau Handels, BCT Chemtrade, BHL Metals, BNP, Boliden, Bolmet, Breakwater Resources, BUS Steel Services, Chelyabinsk Zinc Plant, Cinkom, CSN, Corus, Dedeman Mining, DK Recycling und Roheisen, East Siberian Metals Corp, Erachem Comilog, Euromin, FBM Metals, Ferro Industrias Quimicas, FLT & Metals Ltd, GMH Jost-Hinrich Stachow, Grillo-Werke, Huta Cynku Miasteczko Slaskie, Impexmetal, IMR Metal Powder Technologies, Investec Bank (UK) Ltd, Ispat Industries Ltd, J P Morgan, Jean Goldschmidt Int'l, KCM, Koch Industries, L. Brueggemann, LD Commodities, Lewer Corp Pty Ltd, LN Metals, Lundin Mining Corp, Maghreb Minerals, Marex Financial, Meremex, Mitsui Bussan Commodities, Mytilineos, NFM Alligages SA, Nizam Traders, Norzinco, Ocean Partners, Otto Wolff Handels, Outokumpu Technology, Oxido Metal, Pacorini, Penguin Metals, Penoles, Piraiki Recycling, Quimialmel, Rambler Metals & Mining, Rezinal, Ruhr-Zink, SSAB Tunnpilat, Ste Generale, Stelex, Sudamin Rohstoff, Teck Cominco, The Brock Metal Co, ThyssenKrupp Steel, Tinfos Nizi, Touradji Capital, Trafigura, Traxys, Umicore, Voestalpine, Votorantim Metais, Wedge Group Galvanizing, Wilhelm Grillo, Xstrata Zinc, ZGH Boleslaw, Zincor

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company Umicore. Nyrstar operates seven zinc and lead smelters in Australia, Europe, North America and Asia as well as a number of downstream metal plants.

On Tuesday May 20, delegates will have the opportunity to visit one of those operations – the Balen smelter, approximately 100 kilometres north of Brussels. Established in 1888 and very much synonymous with European zinc smelting, Balen has undergone continual modernisation and expansion, and today has a capacity of 270,000 tpy of zinc. Balen is the company's registered address and also home to Nyrstar's Western regional office.

**For the full field trip itinerary please visit:**  
[www.metalbulletin.com/events/zinc](http://www.metalbulletin.com/events/zinc)

**To book:** When you register for the seminar, please tick the box on the booking form and the itinerary information will be sent to you.

**Cost: €70**



## Forthcoming Events

Dates for your diary...

**21st International Copper Conference**  
9-11 June 2008, Sofia, Bulgaria

**Metals Trading & Risk Management  
Training Course**  
30 June - 2 July 2008, London, UK

**23rd International Aluminium Conference**  
8-10 September 2008, Montreal, Canada

For a full list of events in 2008, please visit:  
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