

Conference C: Domestic market of metal products: current situation, development problems, outlooks

Friday, October 19

Organizers:

Research and Information Center of Ukraine DerzhZovnishInform (DZI)
 Ukrainian Association of Metal Traders

Partner: Deloitte and Touche

10:00 a.m. – 11:15 a.m.	Session 1. GLOBAL STEEL MARKET CONJUNCTURE AND MARKETING POLICY OF UKRAINIAN COMPANIES AT THE DOMESTIC MARKET Moderated by Valeriy P. Stasyuk, Deputy Sales Director for Integration, LLC Metinvest Holding, PhD, economics	
	Section 1.1. Interdependence between global and local steel markets	
		Global market conjuncture influence on Ukraine's internal market. Vladimir Pikovskiy, Deputy Director, Derzhzovnishinform
		China's influence on CIS countries' positions at global steel market. Joachim Schroeder, Director General, Research and Consulting Group AG» (Switzerland)
	Section 1.2. Marketing policy of Ukrainian steel makers	
		Sergey Kovalenko, Marketing Bureau Head, OJSC Ilyich ISW of Mariupol Ramachandran Venkataramana, Marketing & Sales Chief Executive, OJSC ArcelorMittal Kryviy Rih Alexander Putnoki, Deputy Head Chairman, JSC Zaporizhstal
11:15 a.m. – 11:35 a.m.	Coffee break	
11:35 a.m. – 3:00 p.m.	Session 2. CURRENT STATE OF MARKET AND ITS DEVELOPMENT PROSPECTS Moderated by – Valeriy P. Stasyuk, Deputy Sales Director for Integration, LLC Metinvest Holding, PhD, economics	
	Introduction note by moderator	
	Section 2.1. Performance indicators by main segments of the Ukrainian market	
		Technical and technological capacities of pipe companies in meeting Ukraine's domestic demand. Leonid Ksaverchuk, Director General of the Ukrainian Tube Industry Association UkrTruboProm
	Section 2.2. Situation and prospects in development of metal trade and consumption	
		Current problems of metal products trade at internal market. Andrey Fedoseyev, President of the Ukrainian Association of Metal Traders Development of domestic market structure, "producer-metal trader" interaction. Oleg Olshanskiy, Director General, LLC Metinvest Ukraine

			<p>Marketing policy of the company at domestic market. Nikolay Boychenko, Director General, LLC Ukrainian Metallurgical Company (UGMK)</p> <p>Car making and its prospects for metal market. Anton Dobrovolskiy, Commercial Director, CJSC Zaporozhye Car Making Plant</p> <p>Information Internet portal "Steel and Alloys marking system". Dmitriy Breslavskiy, Faculty Dean, Kharkov Polytechnical University</p>
	1:30 - 2:30 p.m.	Lunch	
3:00 p.m. – 4:40 p.m.	<p><u>Session 3.</u> IMPORT TO THE UKRAINIAN MARKET IN THE LIGHT OF DYNAMICS DEVELOPMENT OF METAL CONSUMPTION Moderated by Andrey Fedoseyev, President of the Ukrainian Association of Metal Traders</p>		
		Introduction note by moderator	
			<p>Structural and factor analysis of rolled metal import to Ukraine. Alexander Siryk, Derzhzovnishinform</p> <p>Galvanized and painted steel import and consumption. Experience of Ukrainian producer of metal tile and shaped boarding. Dmitriy Sofronov, Marketing Department Director, TPK.</p>
		Foreign companies' policy of supplies to Ukraine	
			Igor Gutorov, Project Manager, JV Several-Ukraine
			Ralf Bekker, Sales Director, Peiner Traeger GmbH (Salzgitter AG)
4:40 p.m. – 5:00 p.m.	Coffee break		
5:00 p.m. – 6:00 p.m.	<p><u>Session 4.</u> FINANCIAL COMPONENT OF DOMESTIC METAL MARKET DEVELOPMENT Moderated by A. V. Stepanov, Risk Management Partner, CJSC Deloitte & Touche USC</p>		
		Introduction note by moderator	
			<p>Drawing investments into metal service segment. Alexander Larionov, First Deputy Director General, OJSC Inprom (Russia)</p> <p>Fulcrums for current capital management by metal traders. Alexander Sokolenko, Senior Consultant of Financial Management Practice, Apple Consulting</p> <p>Cost management for metallurgical enterprise. Alexander Barinov, Senior Manager, CJSC Deloitte & Touche USC</p>