Zinc & its Markets Seminar

Emerging from recession: China, mine supply and demand recovery under scrutiny at zinc’s key global debating forum

4-6 May 2010
Radisson Blu Royal Hotel, Bergen, Norway

“Excellent contacts, very good technical and market information”
Larry Shields, Marketing Specialist, Midrex Technologies Inc, USA

SPEAKER PANEL INCLUDING:
Lennart Evrell, President & CEO, Boliden, Sweden
Greg McMillan, Chief Operations Officer, Nyrstar, UK
Annikki Him, Managing Director, Nordic Galvanizers, Sweden
Wu Xijun, Senior Analyst, Shenzhen Zhongjin Lingnan Nonfemet Co Ltd, China
Roshan K, Vice President (Commercial), Binani Zinc Ltd, India
Andy Roebuck, Manager Market Research, Teck Metals, Canada

For sponsorship & exhibition opportunities please contact Manjit Sandhu on +44 (0) 20 7779 8188 or email msandhu@metalbulletin.com

For more information and to register please visit www.metalbulletin.com/events/zinc
Zinc consumption took a knock in 2009 – though perhaps to a lesser degree than some of the other base metals – and expectations are that usage will rebound strongly in 2010. But the relatively sound demand fundamentals could be tempered in the short term at least by China’s seemingly unstoppable smelter growth and metal surpluses accumulated over the past year or so. 2010 thus seems set to be a year of transition as the global zinc business emerges from recession.

As the year advances though, questions will be raised as to concentrate availability over the mid to longer term, the influence of Chinese market dynamics on global balances and whether the recovery in demand will be sustained enough to erode stocks and absorb new supply. And of course, whether zinc will continue to be influenced by underlying sentiment for metals and investor interest.

As the dust of recession disperses, what new challenges await zinc in terms of applications, technology, recycling and the environment?

Join us at the Zinc & its Markets Seminar to get the answers that you need to drive your business forward.

**Topics to be discussed:**
- China – is production growth continuing apace? Is concentrate supply an issue?
- Will consumption recover by the forecast 6-10%? And where will this come – in China, India or elsewhere?
- Mine supply concerns eased as smelter capacity was curtailed. But is the concentrate pipeline robust enough to meet demand over the longer term?
- Can the metal surplus be eroded swiftly or will smelter restarts and expansions in China slow the inventory drawdown?
- As the dust of recession disperses, what new challenges await zinc in terms of applications, technology and the environment?
- Is zinc industry structure once more under scrutiny?

**Benefits of attending:**
Metal Bulletin Events’ Zinc & its Markets Seminar will once more provide a timely forum in which to debate the issues and gauge the strength and pace of recovery throughout the industry chain. Being held in the beautiful fjord-side city of Bergen, this ever-popular and informative Seminar will give you the opportunity to:

- **Hear** the news and views of speakers and panelists, experts in their particular industry field
- **Gain** an insight into where the real strength of the market is and make sure your business is well-placed to take advantage of this
- **Network** with a global gathering of zinc executives including miners, smelters, galvanizers, alloy makers, traders and end-users
- **Visit** a world-class zinc smelter with the optional field trip to the 160,000 tpy Boliden smelter at Odda, a bus drive from Bergen

For more information and to register please visit [www.metalbulletin.com/events/zinc](http://www.metalbulletin.com/events/zinc)
Tuesday 4 May

08.15  Departure on optional field trip to Boliden Odda zinc smelter
17.00  Registration desk opens
17.45  Return of field trip to Seminar hotel
19.00  Informal pre-Seminar drinks

Wednesday 5 May

08:00  Registration desk opens
09:00  Opening remarks
09.10  Welcome address
• New Boliden – mining, smelting and recycling profitably and sustainably
• Zinc post recession – outlining the challenges and opportunities that lie ahead
Lennart Evrell, President & CEO, Boliden, Sweden

Session I: Structural industry issues for the zinc smelter today and tomorrow

09.40  Strategy options in the zinc smelting business: the case for integration
• Update on the zinc smelting business model and outlook
• Rationale for Nyrstar’s moving upstream and acquisitions to date
• Outlook for Nyrstar and the industry
Greg McMillan, Chief Operations Officer, Nyrstar, UK

10.10  The economic challenges to zinc smelting
• Examining the cash margin: cash conversion costs versus total revenue
• The impact of energy, manpower and sulphuric acid on the bottom line
• How do smelter type and location affect costs?
• Winners and losers in the future
John Anderson, Senior Analyst, Brook Hunt, a Wood Mackenzie Company, UK

10.40  Refreshment break

Session II: Zinc reserves and mine supply under scrutiny

11.10  Taking stock of global zinc mine supply – do we need to be concerned?
• How much supply was lost due to financially enforced cutbacks since 2008?
• Now price has rebounded, is concentrate supply keeping up with smelters’ needs?
• Further out – where are the new mines for 2011 and beyond? Have projects been deferred due to poor economics?
• Are we seeing a structural change in the zinc concentrate supply like we have seen in copper?
Andy Roebuck, Manager Market Research, Teck Metals, Canada

11.40  The reshaping of global zinc – will the Chinese take over completely?
• Vertical integration in zinc
• Diversified miners better to deal volatile metal prices?
• M&A versus exploration to develop world class mining assets
Martin Jansson, Mineral Economist, Raw Materials Group, Sweden

12.15  Lunch

Session III: Zinc use keynote:

13.45  Zinc use keynote:
• Why is the Zinc Saves Kids, an IZA initiative in support of UNICEF, important?
• Zinc Nutrient Initiative, a big new market for zinc
• Are there any other new applications or markets on the horizon for zinc?
• What will these developments mean in tonnage terms?
Stephen Wilkinson, Executive Director, International Zinc Association, Belgium

14.15  Emerging from the recession – is zinc demand firmly on the road to recovery?
• Are the emerging markets seeing a faster pick-up?
• What expectations for restocking and growth in the older economies?
• A sectorial overview of zinc demand – which markets are faring well, which are lagging and why?
• Outlook for 2011 – will recovery continue?
Paul White, Head of Statistics & Forecasting, International Lead Zinc Study Group, Portugal

14.45  Refreshment break

Session III contd: Zinc: healthy demand, healthy people, healthy industry?

15.15  Galvanized steel industry trends and implications for the zinc supply chain
• Has zinc’s greatest end-use been galvanized into action – or will it be a gentle recovery though 2010-2011?
• How much are galv tonnages up on 2009 – and in what product lines?
• Asia, Europe and North America – how do demand dynamics compare in the three main consuming regions?
Panellists include:
Annikki Hirn, Managing Director, Nordic Galvanizers, Sweden

16.00  What prospects for growth in the zinc alloys, dust and oxide business?
• What applications use zinc alloys, dusts and oxides?
• Which applications and geographical areas are seeing growth? Which are under threat and why?
• New alloy development – can this open up new markets?
• The zinc alloy supply base – strategies for survival and growth
• From paints to pharmaceuticals, tyres to farming – a myriad of applications
• What challenges for dust and oxide on the environmental front?

16.30  Can zinc win in the great energy storage race? Bridging the gap from R&D to reality
• From batteries to fuel cells, what are zinc’s capabilities?
• How does zinc fare in terms of cost, performance, safety, rechargeability and recyclability?
• Which are the main competing technologies in which applications?
• The potential for increased zinc usage in the energy storage sector and electric vehicle sector

17.00  Close of day one
18.00  Seminar reception

For more information and to register please visit www.metalbulletin.com/events/zinc
Thursday 6 May

08.45  Registration desk opens
09.00  Opening remarks

Session IV: All eyes to China and India – is recovery assured?

09.10  Has Chinese smelter growth peaked and can consumption absorb supply?
• Is demand back on track in the world’s biggest consumer?
• How does production compare with capacity?
• Will concentrate availability and TC levels limit further expansion?
• Will toll trading be reintroduced and how will this affect balances?

Wu Xijun, Senior Analyst, Shenzhen Zhongjin Lingnan Nonfemet Co Ltd, China

09.40  The India growth story: a zinc industry perspective
• The Indian economy - drivers and dynamics
• Zinc mine and metal production in India – potential for growth
• The longer-term picture – how much zinc can India consume and in what applications?
• Environmental and legislative issues affecting zinc industry development in India

Roshan K, Vice President (Commercial), Binani Zinc Ltd, India

10.10  Global and regional economic prospects – how will these impact on zinc demand?
• Are the fundamentals on firm ground?
• Balances along the supply chain – what does this mean for prices and premiums?
• Where are TCs expected to pan out this year and next?
• Is demand sufficient to eat into stock levels?
• Is the rise in prices seen in recent months investor-driven?
  Are the funds still active in the metals complex and where does zinc sit?
• Is zinc still considered the Cinderella of the metals complex when it comes to project financing?

Panellists include:
A representative, Macquarie Securities, UK
Jean Sebastian Gerard, Trader, Euromin SA, UK
Robin Bhar, Metals Strategist, Crédit Agricole CIB, UK

11.15  Refreshment break

Session VI: Meeting environmental challenges through technology and recycling

11.45  Zinc and the environment: should we be concerned?
• Where are the biggest challenges for zinc on the environmental front?
• Is Reach an issue for zinc – which products and items?
• What issues affect residue production?
• Are both applications and processes under the eco-hammer?

12.15  Recycling zinc from EAFD: “One man’s meat, another man’s poison”
• Processing overview
• The rotary hearth furnace process for EAFD recycling
• Zinc and iron products

Andrew Woollett, Chairman, ZincOx Resources plc, UK

12.45  Close and lunch

Note: timings are provisional only and may be subject to amendment

Tuesday 4 May
Optional Field Trip to Boliden’s Odda smelter

Boliden is a leading European mining and metals company, with approximately 4,600 employees and annual turnover of SEK 30bn. The company conducts exploration, mining and milling operations in Sweden and Ireland, and produces zinc and copper metals and the by-products lead, gold, silver and sulphuric acid at its plants in Finland, Sweden and Norway.

The zinc smelter at Odda was established in 1924 and was most recently modernised in 2003-04 at a cost of €88m. The smelter today has the capacity to produce 160,000 tpy of zinc as well as 40,000 tpy of aluminium fluoride, with sulphuric acid as a by-product. Boliden Odda has its own ice-free port, which is used for receiving zinc concentrates and other raw materials and for shipping refined zinc and aluminium fluoride powder. More than 90% of the zinc produced at the Boliden Odda plant is exported, mainly to Scandinavia, the UK and other European countries.

Delegates will depart from the Seminar hotel on the morning of Tuesday May 4 for the 2-3 hour boat and bus trip to Odda. After a tour of the plant and lunch hosted by Boliden Odda, they will return to Bergen in time for the Seminar registration.

Spaces on the visit are limited so early booking is advised.

Provisional itinerary

08.15  Depart Seminar hotel
11.45  Arrive Odda for presentation and plant tour
13.45  Lunch hosted by Boliden Odda
14.30  Depart Odda by bus
17.45  Arrive Seminar Hotel

Tick the box on the back page for more information or see updates on our website.

Note: This programme is provisional only and both timings and content may be subject to change. ©Metal Bulletin, part of Euromoney Institutional Investor PLC group.
SPONSORSHIP OPPORTUNITIES
Showcase your company at the 14th Zinc & its Markets Seminar. Sponsoring an element of the event ensures your company features at the forefront of the conference. Join us and illustrate your company’s expertise and competitive edge to the key decision makers in the Zinc industry.

Raise your company profile before, during and after the event using our unique sponsorship options. Sponsorship offers longevity and packages are tailored so that your company can gain exposure from the time of inception to the event itself. By taking a sponsorship option at the event, you will have your logo displayed on the main conference stage and create an opportunity for potential clients to contact you by showcasing your company details in the delegate documentation and on the conference website with a hyperlink to your corporate homepage.

We can customize a variety of options to suit your budget, objectives and aspirations, examples include:

- **Welcome Reception** – network and welcome potential clients with your branding prominent
- **Host a Delegate Lunch** – entertain a large number of existing and potential clients
- **Coffee Break Sponsor** – get your message across with high visibility branding
- **Delegate Bag Sponsor** – your company logo on the move for maximum effect
- **Brochure Distribution** – ensure your message is communicated to all the delegates

EXHIBITION OPPORTUNITIES
The Zinc exhibition area acts as the heart of the networking activity and provides the perfect opportunity to showcase your company, services and achievements whilst establishing business contacts and ensuring your clients know where to find you.

Exhibiting at the 14th Zinc & its Markets Seminar is an investment into your company’s future success; it will provide you with the ultimate tool to achieve your goals by delivering a targeted audience.

**As an exhibitor you will have the opportunity to:**
- Network and do business with industry decision makers
- Target new customers, build and reinforce relationships
- Create greater company exposure
- Showcase your products, services and achievements
- Launch a new company, service or product
- Increase your sales
- Attend the conference and improve your industry knowledge
- Relax and enjoy communicating with colleagues old and new at the evening receptions

To find out more about tailored sponsorship or exhibition packages, please contact Manjit Sandhu. T: +44 (0) 20 7779 8188, E: msandhu@metalbulletin.com

FORTHCOMING EVENTS

**2nd World Lead Conference**
19-21 April 2010
Radisson Blu Scandinavia Hotel, Dusseldorf

**5th Steel Tube & Pipe Conference**
17-18 May 2010
Ceylan Inter-Continental, Istanbul

**23rd International Copper Conference**
June 2010
New York City

**25th International Aluminium Conference**
20-22 September 2010
The Gulf Hotel, Bahrain

For more information about those events please visit [www.metalbulletin.com/events](http://www.metalbulletin.com/events)
YES! Please register me for 14th Zinc & its Markets Seminar

I am interested in sponsorship or exhibition opportunities please contact me to discuss

Please send me more information on the field trip

DELEGATE DETAILS
To register additional delegates please photocopy this form.

If your details above are incorrect please amend them here.

PLEASE COMPLETE IN BLOCK CAPITALS

Family Name (Mr/Miss/Mrs/Ms/Dr)
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*Administrator’s Email
Position in Company
Company Name
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Please indicate your three main metals interests in order of preference:
1 2 3

What is your company’s main business activity?

Companies within the EU please quote your sales tax number:

Our VAT Number is GB 243 31 57 84.

☐ Please tick if you are not registered for sales tax.

If your organisation is tax registered within the European Union please provide your company VAT number:

To register, or for further information, contact Roger Cooke:
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REGISTRATION RATES

14th Zinc & its Markets Seminar Before 26 March Thereafter
Seminar Fee ☐ €1,599 ☐ €1,799

FEE: The fee includes attendance at all Seminar sessions, welcome receptions, lunches, and refreshment breaks.

ACCOMMODATION: The Seminar fee does not include hotel accommodation. An allocation of rooms has been reserved at the Seminar hotel. Delegates will be sent an accommodation booking form along with confirmation of registration. This form should be completed and returned to the hotel.

METHODS OF PAYMENT

PLEASE SIGN THE FORM IN ORDER FOR REGISTRATION TO BE PROCESSED.

Signature

Date

☐ To make a payment by credit card please visit www.metalbulletin.com/events/zinc or call the credit card hotline on: UK + 44 (0) 20 7779 7999

☐ I would like to pay by bank transfer
(Option only available before 6 April 2010)

NOTE: Full bank details will be emailed to you with your invoice.

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BOOKING CONDITIONS: Registrations can only be confirmed upon receipt of payment or proof of payment and discounted fees will only apply when payment is received within the offer period. If you are not able to attend, a substitute delegate will be accepted. Cancellations must be received 28 days before the Seminar to qualify for a full refund less €155 administration fee. It may be necessary for reasons beyond the control of the organisers to alter the content, timing and venue. In the unlikely event of the Seminar being cancelled or curtailed due to any reason beyond the control of Metal Bulletin Ltd. or it is necessary to advertise to relocate or change the date and/or location of the event, neither Metal Bulletin Ltd., nor its employees will be held liable for refunds, damages and/or additional expenses which may incur by delegates. We therefore recommend prospective delegates to arrange appropriate insurance cover.

Venue Information
Radisson Blu Royal Hotel, Bergen, Norway

Booking your accommodation
Your registration fee does not include the hotel accommodation, a booking form will be emailed to you along with your confirmation.