

#### SUMMARY SLIDE DECK

#FluorineForum

# FLUORINE FORUM 2018 Hotel Wellington, Madrid 15-17 October 2018

#### The new meeting place for the global fluorine minerals and markets business







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## Bienvenido, Welcome to Madrid









## Bienvenido, Welcome to Madrid







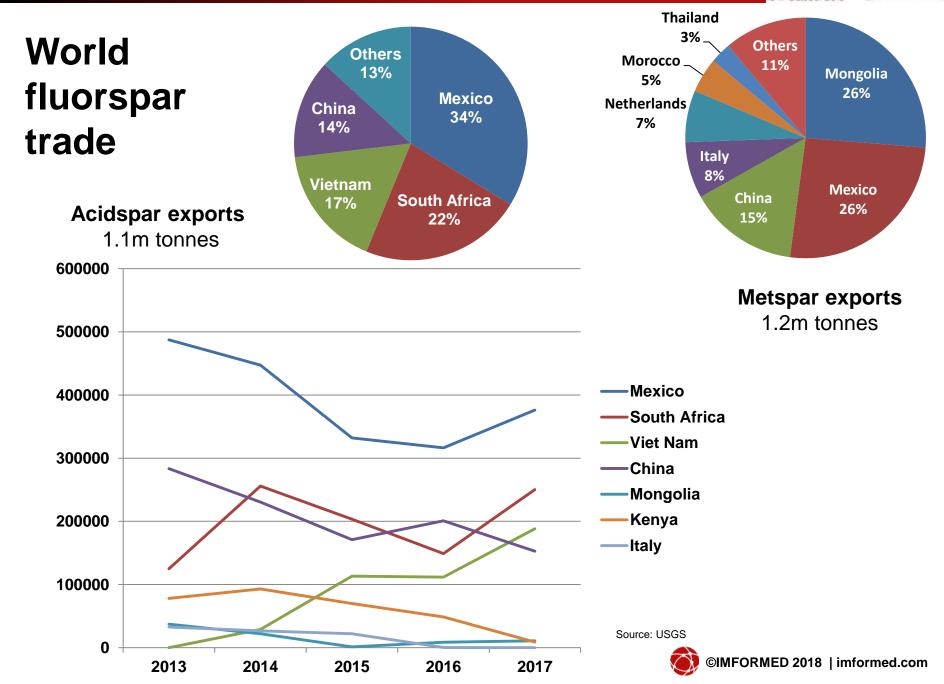
## World fluorspar production

Total 6m tonnes



#### Introduction – Setting the Scene

FLUORINE FORUM 2018 Hotel Wellington, Madrid





## **World fluorspar production**

New and emerging supply sources





## **Discussion points**

#### Supply outlook

- "lost" production capacity in recent years is it a factor?
- metspar scarcity, a reality?
- new wave of potential new fluorspar sources:
  - CFI, SepFluor heading the pack Q1 2019 but followed by other, smaller operations?
  - ALCORE AIF<sub>3</sub>, Australia on stream end-2018
- interest in FSA feasibility: OCP project, others?

## China's continuing influence

- supply: impact of recent government measures, diminishing quality reserve concerns
- $\blacktriangleright$  domestic demand: AIF<sub>3</sub>, HF, steel growing, a net importer of fluorspar?
- High price period sustainable?

## Evolving markets

- more uses for metspar
- evolving cement market
- steel and aluminium demand drivers
- fluorochemicals: HFC phase out & replacements, new hi-tec applications, eg. Li-ion batteries





## **Programme – Tuesday Morning**

08.45 Welcome & Introduction Ismene Clarke, Director & Mike O'Driscoll, Director, IMFORMED, UK

#### GLOBAL TRADE | CHINA

09.15 International trade developments in the fluorspar market Kerry Satterthwaite, Division Manager – Carbon & Chemicals, Roskill Information Services Ltd, UK

#### 09.45 COFFEE

#### LOGISTICS

- 10.45 How the fluorine industry can use freight to its advantage Denny Sabah, Mining and Dry Bulk Analyst, Clarksons Platou Shipbroking, UK
- 11.15 Fluorspar logistics and the rising mineral hub of the Port of Amsterdam Robert van Muiden, Business Development, OBA Bulk Terminal Amsterdam, the Netherlands

#### **KEYNOTE PANEL DISCUSSION**

- 11.45 Fluorine Market Outlook
  - Mike O'Driscoll, Moderator
  - Panellists: Oliver Rhode, XENOPS Chemicals GmbH & Co. KG Ray Will, IHS Markit

#### 12.30 LUNCH





#### **Programme – Tuesday afternoon**

#### STEEL | FLUOROCHEMICALS

- 14.00 Steel market outlook Alfonso Hidalgo de Calcerrada García, Chief Economist, UNESID, Spain
- 14.30 Developments in downstream fluorochemicals consumption Ray Will, IHS Markit Ltd, Director Chemical Consulting, Specialty and Inorganic Chemicals, USA

#### **15.00 COFFEE & ROUNDTABLE NETWORKING**

Table No.	Theme	Table Host
1	China: Market Influence	Kerry Satterthwaite, Roskill Information Services
2	New/Alternative Sources/Projects	Oliver Rhode, XENOPS Chemicals GmbH & Co. KG
3	Mining & Processing	Peter Robinson, British Fluorspar Ltd
4	Shipping & Logistics	Denny Sabah, Clarksons Platou Shipbroking
5	Fluorochemicals Outlook	Ray Will, IHS Markit

**17.00 CLOSE OF DAY 1 & DRINKS RECEPTION** 







Also new for this year...

# Roundtable Networking Session 15.00-17.00 Tuesday

#### PLEASE PRE-ASSIGN YOUR PLACE AT THE TABLES OF YOUR CHOICE AT THE CONFERENCE REGISTRATION DESK BEFORE 15.00 TUESDAY

Table No.	Theme	Host
1	China: Market Influence	Kerry Satterthwaite, Roskill Information Services
2	New/Alternative Sources/ Projects	Oliver Rhode, XENOPS Chemicals GmbH & Co. KG
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5	Fluorochemicals Outlook	Ray Will, IHS Markit





## **Programme – Wednesday Morning**

#### ALTERNATIVE SOURCES | AIF<sub>3</sub> | RECYCLING

- 09.00 Small scale fluorspar processing: the new generation Peter Robinson, Chairman, British Fluorspar Ltd, UK
- 09.30 The importance of AIF<sub>3</sub> quality and consistency Anna Lindström, Sales and Marketing Director, Alufluor AB, Sweden
- 10.00 Fluorine recovery in converting SPL wastes into reusable materials Massimo Maccagni, R&D Manager, Engitec Technologies SpA, Italy

10.30 COFFEE

#### PROCESSING

11.00 Sulphuric acid as a cost factor in fluorspar processing: supply and demand trends

Freda Gordon, Director, Acuity Commodities, UK

- 11.30 The new generation of fluorspar flotation collectors Alexej Michailovski, BASF Mining Solution - Global Lead Flotation (non-Sulfidic), BASF SE, Germany
- 12.00 Hydrofluoric acid utilisation in High Purity Quartz processing Dr Sebastian Prinz, Business Development Director, Dorfner ANZAPLAN, Germany

12.30 LUNCH





## **Programme – Wednesday Afternoon**

#### SPAIN | SOUTH AFRICA

- 14.00 Spain's fluorspar resources, production & markets Manuel Regueiro, Chief of External Affairs & Communication, Geological Survey of Spain, Spain
- 14.30 Fluorspar in South Africa and SepFluor's Nokeng operation and objectives

Kevin Dabinett, General Manager & Johan Brits, Project Director, Robert Wagner, CEO SepFluor, South Africa

15.00 China's fluorine market: production, exports, technology, prices, & outlook

Usman Khan, CEO, CCM Information, China

15.30 Close of Conference





## New for this year...



Search for Fluorine Forum 2018









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**AB** Indesko **Acuity Commodities AD Process Strategies SARL** ALEASTUR Alufluoride Ltd ArcelorMittal Purchasing ARKEMA Arkema Inc. **BAL-CO Spa BASF Mining Solution** British Fluorspar Ltd **Bus ChemTech AG** Canada Fluorspar Inc Carl Spaeter GmbH CCM & Tranalysis Central Glass Co. Ltd Chemours Delta Minerals Ltd Derivados del Fluor **Dorfner Anzaplan** Engitec Technologies S.p.A **EuroChem Trading Russia Eurolinex GmbH** Fluorchemie Stulln GmbH

Fluorita de Muzquiz SA de CV FluorOne Trading Fluorsid Spa Geological Survey of Spain Golden Gate Capital Guizhou Tianhong Mining Co. Ltd **Gulf Fluor LLC** H Clarkson & Company Ltd I.H.S Markit Ltd **IMFORMED** Lanxess Deutschland GmbH Maharashtra Minerals Corporation Manatrade Masan Resources Mexichem Minera de Orgiva **MINERSA** Group **Minmetals** China **Mongolian Minerals** Mongolrostsvetmet LLC Navin Fluorine International Ltd Nickelhütt Aue GmbH NorFalco Nutrien

**OBA Bulk Terminal Amsterdam** Otman Minerals & Co Param International PVT. Ltd Possehl Erzkontor GmbH & Co KG **Roskill Information Services** SA Fluorite (Pty) Ltd Sachtleben Bergbau GmbH & Co Scheruhn Industries Seaforth Mineral & Ore Co SepFluor Ltd Shanghai Minmetals Develp. Ltd Sojitz Corporation Solvay Fluor GmbH Solvay Specialty Polymers Steel Services Sarl Sumitimo Deutschland GmbH Tamer Madencilik Petrol Ürünleri The Cumberland Group The Quartz Corp Traxys **Traxys Cometals Europe** UNESID Vergenoeg Mining Company Xenops Chemicals GmbH & Co. KG

#### Gallery







## *Excellent venue and good location, good content and time allowed for presentations* James Feorino Jr, Strategic Sourcing Manager, Arkema Inc., USA

## Good programme, excellent organisation with a lot of attention to detail; one of the best conference apps I've seen.

Freda Gordon, Director, Acuity Commodities, UK

# Good interaction between participants in programme and roundtables, knowledgeable and professional organisation.

Tony Fitzgerald, Director Sales & Marketing, Masan Resources, Vietnam

## Excellent programme and roundtables; great organisation, you really gave the fluorine industry a place and promotion it deserves.

Aditya Newalkar, Executive Director, Maharashtra Minerals Corp., India

#### In-depth information and excellent location, very good mobile app.

Pandathil Sreedharan Haridas, Sr Vice President, Navin Fluorine International Ltd, India

Good programme, and excellent roundtables where participants were able to engage with each other; deeply impressed with organisation precision throughout. Fumi Gqiba, SA Fluorite (Pty) Ltd, South Africa

*Good experience for meeting business partners, excellent roundtables and good organisation.* Yondon Gelen, Deputy General Director Production, Mongolrostsvetmet LLC, Mongolia

*Roundtables were a very good addition, excellent programme, venue, organisation, and mobile app.* Malcolm Crawford, Managing Director, Delta Minerals Ltd, UK



# Industrial Mineral Forums & Research

Networking and knowledge for the industrial minerals business







- Launched in January 2015
- Extensive experience & reputation
- Specialising in conferences & market research in:
  - Magnesia
  - Refractory Minerals
  - China
  - Mineral Recycling
  - Fluorine
  - Logistics
  - Oilfield Minerals



**Conferences in 2018** 



OILFIELD MINERALS & MARKETS FORUM Middle East 2018

InterContinental Regency, Bahrain, 5-7 February 2018

MINERAL RECYCLING

Radisson Blu Hotel, Cologne, 15-16 March 2018 Secondary raw material sources, supply, processing, and markets

OILFIELD MINERALS & MARKETS

Hilton Houston Post Oak, Houston, 6-8 May 2018

## MAGFORUM 2018

Magnesium Minerals & Markets Conference Grand Elysée Hotel, Hamburg — 17-19 June 2018

## CHINA REFRACTORY & ABRASIVE MINERALS FORUM 2018

Regal International East Asia Hotel, Shanghai, 10-12 September 2018

FLUORINE FORUM 2018 Hotel Wellington, Madrid 15-17 October 2018 **Conferences in 2019** 



## MINERAL RECYCLING FORUM 2019 IMFORMED RENDEZVOUS 2019

OILFIELD MINERALS & MARKETS FORUM HOUSTON 2019

# MAGF®RUM 2019

INDIAN MINERALS & MARKETS **F&RUM** 2019

FLUORINE **F©RUM** 2019

# **Call for papers**

Sponsorship & Exhibit opportunities





AT A GLANCE A-Z GUIDE WHICH MINERALS FOR WHICH MARKETS

MINERAL <sup>1</sup> *Derivative **Synthetic		prosines ht	ad bents	Sumates	antes ce	ment cast	mich Cher	nitals Const	outlon Cosne	Sets Determine	ents dectronit	estimation for	SH S	antration	ant's post	a north Friday	on Gar	an we	alle gy	red Stain	Spignen Plat	S paper	Refraced.	Rubbel	MINERAL 'Derivative "Synthetic	MAIN RAW MATERIAL FEEDSTOCK(S)*	KEY SPECIFIED CHEMICAL COMPONENT(S) <sup>4</sup>	WORLD PRODUCTION <sup>6</sup>	MAIN SOURCE COUNTRIES <sup>6</sup>
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ANTIMONY TRIOXIDE*				٠		•	•						•				•								ANTIMONY TRIOXID		Sb <sub>2</sub> O <sub>3</sub>		China, Russia, Tajikistan
SBESTOS					•			•								•					•				ASBESTOS	Chrysotile	n.a.		Russia, China, Brazil
ATTAPULGITE		•	٠				_	_		_	•			0			_		•	-	_			_	ATTAPULGITE		n.a.		USA, Senegal, Spain
BADDELEYITE					_		•		0	•			0				•	0	0	•	_	0	•		BADDELEYITE		ZrO <sub>2</sub>		Russia China India Morocco
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BORATES			•		_			0		• •			0				•		0	0	0		0		BORATES	Borax; Colemanite; Kernite; Ulexite	B <sub>2</sub> O <sub>3</sub>		Turkey, USA, China
BROMINE				0	_	_			0			-		0		-	-	-			-				BROMINE	Brines; Seawater; Salt lakes	0,0,		Israel, USA, Jordan
ALCIUM CARBONATE	0			Ŭ	•		-		0					0			•	~	-	•	•	•	ě	_		E Limestone; Dolomite; Marble; Chalk	CaCO,	≥12,000,000	
ELESTITE	-		-		-	•	0		-			-		0			•	0	0	0	0				CELESTITE		SrSO	250	China, Spain, Mexico
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GARNET	•											•													GARNET		n.a.		India, China, Australia
SRAPHITE			0	•		0				0	)		0		•	•	_	•	0		0	-	•		GRAPHITE	Automation -	C C		China, Brazil, India China, USA, Iran
SYPSUM	0		٠		•	0	•	•	0 0	2				0			0	0		•	0		-		GYPSUM	Anhydrite	CaSO, TIO,		China, USA, Iran Australia, South Africa, China
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GAOLIN	0		0					-	0	-				0	0						•	•			KAOLIN	Kaolinite; Halloysite	Al <sub>2</sub> O <sub>2</sub> : SIO <sub>2</sub>		USA, Germany, China
YANITE	0				-	•		-					0		•	0	-		-	0	-			0			Al <sub>2</sub> O <sub>3</sub>		USA, India, Brazil
IME"			•				•	•						0	-		•	•	0			0			LIME*	Limestone; Dolomite: Chalk	CaO	350.000	China, USA, India
ITHIUM	_		-	•	0	•	0	-		_	-	_	-	0		•	•	0	-		0	-	0	0		Spoclumene; Petalite; Lepidolite; Brines; Salt lakes; Hectorite; Zinnwald	e LI,O;LI,CO,	(LI,CO, equiv.) 170	Australia, Chile, China
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MANGANESE			0	٠		0	•	0			0			0			0	•	0						MANGANESE	Pyrolusite; Psilomelane	Min: MnO2		China, South Africa, Australia
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MULLITE"			_		_	•									•				_				•	_	MULLITE"	Alumina; Bauxite; Kaolin; Kyanite; Pyrophylite	Al <sub>2</sub> O <sub>2</sub>		USA, China, Brazil
NEPHELINE SYENITE	0		-		_	•		0	_	-		-		0		_	•		_	•	•	_	0	-	NEPHELINE SYENITE NITRATES	Caliche ore: Nitratine	Al <sub>2</sub> O <sub>3</sub> ; K <sub>2</sub> O; Na <sub>2</sub> O NaKNO <sub>3</sub>		Russia, Canada, Norway Chile
OLIVINE	•		•		_	0	•	•		-	0			0	•	_	0	•	_	0	-		•	-	OLVINE	Caliche ore: Nitratine Dunities Serpentine	MgO		Chie Norway, Japan, Spain
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PYROPHYLLITE			0		0	•		0													0	0	• 0		PYROPHYLLITE		n.a.		South Korea, Japan, Pakistan
QUARTZ <sup>®</sup>						•				•							•	•			•		o		QUARTZ*		sio,		USA, China, Norway
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SILICA SAND	•				•	-	•	•				•			•		•		•	•	•			(		Quartz	SIO,		China, USA, Italy
ALIGON GARDIDE	•				_	•		-		-		0	1		-	_		•			_		•		SILICON CARBIDE** SILLIMANITE	Silica+Coke	SIC		China, Norway, Japan
SILLIMANITE	0					•									0								•		SILLIMANITE SPINEL**	Magnesia+Alumina	Al <sub>2</sub> O <sub>5</sub> MgO; ALO,		India China, Germany, USA
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AUTES main industrial minerals and rocks, an value; else included and indicated as (eg. olumites, itreig, and synthetic min major (e) and misor (O) mineral costs specific to certain minerals.	nd commo shown an wrats man suming ma	arcial terms ( is leading min sufficiared the anisets by val	ig, esbert herel prod am mineral lame; not e	o, bordus) atts darived 5, re (ks, er ohteutitve,	which are i by proces id other me there are t	a baded for th ssing from mb stariats jeg, st many other m	nat non-ma nerais and licon carbin licos aneo	etallurgital i recks ide, spinel) sus uses	- 13	te Bree les Novémber	s main chemi licable to cer s; Estimate ci uding US-95, i editg produci ed widurpres n celdo pigmi	ing countrie	ent specifier brocks while orde products is of non-me staction	tin cenner traly nere traly nere te kowen in estimates telurgical g	rcial grader on physics 2015 for n radies, rank	i properties in properties in cristial lic ad in desce	ponsible : Ise; Produ Inding ord	for impartie uction data ter of output	g kay proj tion a nan t, "Global"	paties; ega of 'inticales	8 1 9 1 10 1 12 1 12 1	high quality p n addition, ai ait forms of s natural 24 allo stude & proce natural indust	46 PK SIO ji out 4m tpa s ophur; +50% is; high value issed; of which fiel clamond;	k high ps ysthetic systhetic systheti h about systhetic	tty p199.99% SIO j quarts le,50, as by-product from rayon , borat I from oiliges processing position are used in agrimerkets, chan Bin tennes is processed demond conduction is about 4.400m s	Itturn HD protocom Itturn HD protocom Itto desperts, entrementi Itti Itturn HD protocom Itturn HD pro	Driscoll - mikeĝimformed.com   A Imfor 15. All rights reserved. No part of f MFORNED. Unsuthorized and/or ( el informen ediele estistaty ambri el fe ti	med.com is chart may be reproduced, stor micensed copying of any part of	ed, trensmitted, in any form or by any he chart is in violation of copyright is

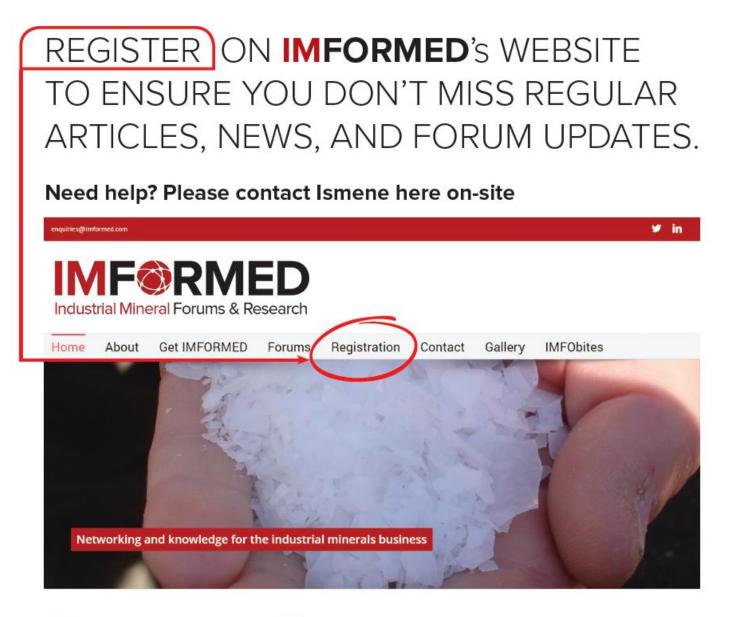
- Leading industrial minerals
- Main raw material feedstock
- Key specified chemical component
- World production
- Main source countries
- Leading consuming markets

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Introduction



# FLUORINE FORUM 2018 Hotel Wellington, Madrid 15-17 October 2018

# Participate Learn Enjoy

# **IMF@RMED**

Industrial Mineral Forums & Research Ltd

Networking and knowledge for the industrial minerals business

