

**CW**  **AMERICAS SUMMIT 2022**  
CEMENT STRATEGY, FINANCE & TRADE

**Executive workshop: Developing competitive opportunities in a complex market**

**EARLY BIRD DISCOUNT**  
BEFORE AUGUST 1ST, 2022



**SEPTEMBER 21-22, 2022 • NEW YORK, USA**

Organized by:

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 **CW Group**

# CW AMERICAS SUMMIT 2022

## CEMENT STRATEGY, FINANCE & TRADE

### ABOUT THE EXECUTIVE WORKSHOP

The 2022 edition of CW Group's Americas Executive Workshop brings together a unique format for the senior-most executives in the cement and solid fuel sectors to participate in a small-group, dynamic roundtable to review the latest market analysis and engage in multiple discussions regarding post-Covid outlooks, from leading global advisory and research firm, CW Group.

The meeting is hosted by CW Group's Managing Director, joined by several of the team's cement and solid fuel sector analysts, providing a unique opportunity to meet and discuss materials first-hand with the CW consulting and research team.

Participants are provided tangible information and data that is normally only available for CW Advisory in the form of projects or CW Research in the form of syndicated industry reports.

The presence of top-level executives from both cement and solid fuel sectors creates a unique opportunity for these decision makers to engage not only in discussions on strategic and operational challenges. The Summit will be an excellent opportunity for the cement companies and their executive, supply chain and procurement / materials professionals to meet suppliers and strike new deals.

The CW Group's Americas Executive Workshop will provide an opportunity to meet with industry leaders, reach beyond cement into the critical solid fuels domain, and also hear from selected invited "guest-speakers" to complement the CW team with specific topics of interest.

### WHO THIS EVENT IS FOR?

- The C-suite of cement companies who need real time business information and data for strategic decision making
- Industry participants looking for insightful discussions and CW's perspective on the impact of geopolitical events and Covid-19 on global construction and energy sectors
- CFOs and financial teams responsible for their companies' strategic direction, cost competitiveness and investment priorities
- Cementitious products traders and exporters seeking to understand the latest trends in the region
- Strategists and planners analyzing the latest opportunities, competitive and market dynamics
- Logistics companies and cargo carriers transporting cement, clinker, slag and petcoke to and from the region
- Technologists and solution providers that enable the trade, operation and strategies of cement companies
- Circular economy companies and specialists evaluating strategic investment opportunities and a clear outlook
- Green construction companies assessing opportunities across supply chain

### WHY ATTEND?

- **Interact with CW:** Gain first hand access to senior CW consultants and analysts
- **Receive Data:** Leave with actual, systematic information – not just talk
- **Post Covid-19 discussions:** Receive the latest intelligence and forecasts
- **Obtain insights:** Obtain the latest industry data and statistics from the CW Research team
- **Discuss, not just listen:** Discuss and review information in a multi-client setting
- **Personal discussions:** small group meeting, with key decision makers in the Americas cement and solid fuels industries
- **Relevant topics:** Address topics that will tackle the most pressing issues affecting your day-to-day operations
- Discuss how low carbon cement can help the global industry reduce its impact on the environment
- Analyze how a circular economy approach may help companies reduce their carbon footprint
- Assess green construction opportunities for companies across the supply chain
- Discussions on innovative technologies including Carbon Capture Storage and Use (CCSU) and their adoption

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TRANSLATION SPANISH - ENGLISH AVAILABLE ON SITE

\*program is subject to change

## DAY 1

08:00 – 09:00	REGISTRATION
09:00 – 09:10	WELCOME AND INTRODUCTIONS
09:10 – 10:30	CONFERENCE SESSIONS 1
10:30 – 11:00	COFFEE BREAK
11:00 – 12:30	CONFERENCE SESSIONS 2
12:30 – 13:30	LUNCH
13:30 – 15:00	CONFERENCE SESSIONS 3
15:00 – 15:30	COFFEE BREAK
15:30 – 17:00	CONFERENCE SESSIONS 4
17:00+	COCKTAIL & NETWORKING

## DAY 2

09:00 – 09:05	WELCOME BACK AND RECAP
09:05 – 10:30	CONFERENCE SESSIONS 1
10:30 – 11:00	COFFEE BREAK
11:00 – 12:30	CONFERENCE SESSIONS 2
12:30+	WRAP-UP AND CONCLUSIONS

## HIGHLIGHTS

- Global macro-economic perspective – Americas focus
- Risk and crisis in Central and South America
- Innovative business models
- Trade – challenges and opportunities
- Regulatory challenges and trade barriers
- Cement trade flows
- Adapting pricing strategies to fluctuant markets
- Finance and investment
- Is the region heading to another crisis?
- Financial performance: margins, operating excellence
- Regional opportunities for savings
- Accessing new forms of long-term capital
- Shipping & Logistics
- Overview of bulk shipping in the region
- Price dynamics for ocean freight rates
- Supply Chain Management - optimizing delivery
- Business and government
- Impact of taxation, import, export and other regulations
- Framework for cementitious materials: options for slag and fly ash
- Energy management
- Petcoke and coal – perspectives for the future
- CO2 lower emissions: regulations and opportunities
- Alternative fuels from waste materials





# AMERICAS SUMMIT 2022

CEMENT STRATEGY, FINANCE & TRADE

**SEPTEMBER 21-22, 2022 • NEW YORK, USA**

Register before August 1st, 2022 to qualify for discounted registration\*\*\*

## CONFERENCE FEE (please select option below)

PER DELEGATE RATE*	REGULAR		GROUP (3+)**	
	BEFORE NOVEMBER 15, 2019	AFTER NOVEMBER 15, 2019	BEFORE NOVEMBER 15, 2019	AFTER NOVEMBER 15, 2019
CW Americas summit	<input type="radio"/> USD 1,300	<input type="radio"/> USD 1,600	<input type="radio"/> USD 1,000	<input type="radio"/> USD 1,300

\* Travel, visa and accommodation are not included in the fees.

\*\* Make copies of this form for each delegate; you must submit at least three delegates to qualify.

\*\*\* The fee must be secured and paid in full before the early bird deadline

Translation Spanish - English available on site

## DELEGATE REGISTRATION INFORMATION (please print)

Full Name: \_\_\_\_\_

Name as should appear on badge: \_\_\_\_\_

Title/Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone (required): \_\_\_\_\_

E-mail (required): \_\_\_\_\_

## PAYMENT METHOD (please select option below)

**Invoice / Bank Transfer** Note: bank processing fee applies 25 USD

Invoice / company name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Contact name / order ref: \_\_\_\_\_

**Credit Card** Note: 5% processing fee applies

Email address: \_\_\_\_\_

We will send the invoice through Paypal. In case you don't have a Paypal account, you don't need to create one, you can just simply pay using your credit card.

## VISAS AND ACCOMMODATION

Delegates will be responsible for their own hotel and visa arrangements. Special rates are secured at the venue hotel on a first come, first serve basis. Visit the GMI website for more information.

### REGISTRATION CONDITIONS

- All registrations must be on the prescribed form or in writing and will be on a confirmed basis unless otherwise notified in writing.
- GMI Global LLC reserves the right to refuse the registration of any individual or company.
- GMI Global LLC reserves the right to impose conditions of entry for walk-in delegates, including refusal of entry.
- The registrant acknowledges that photographs taken at the conference, which may include their image, may be used in future promotional material.

### GDPR

- GMI Global collects some or all of the following: your name, phone number, email address, company name, title, shipping address, shopping / order information, payment information. We use such data to communicate effectively upon future or past events we organize. We use the information internally and do not disclose it or sell it to third parties. GMI Global is committed to protecting the security of your personal data. We use a variety of security technologies and procedures to help protect your personal data from unauthorized access, use or disclosure. The collected personal data are recorded in a secured and protected database hosted by GMI Security to computer systems that have limited access and are in controlled facilities. Access to the servers is only possible from the internal network. Remote access to the internal network is only possible through a VPN gateway. All application communication between the end user and the application is secured / encrypted by HTTPS and SFTP.
- The photos/videos taken during the Conference may be used for promotional materials and publications. Photos/videos may be shared with media or local press.

### PAYMENTS

- We promote safety and security and we DO NOT collect, keep or share any personal information about the purchase or transaction, such as your credit or debit card number or other card information. It's only used to process your payment at the time of service or products purchase.
- Payment must be received 10 days prior to the event. Attendance will only be permitted upon receipt of full payment. If the payment has not been received, then credit card details will be requested at the registration desk on the day of the event.

### CANCELLATION & SUBSTITUTION

- No cancellations are allowed and no refund will be given, but delegates can be substituted if the organizer receives prior notification.
- GMI Global LLC reserves the right to alter the program without notice including the substitution, alteration or cancellation of speakers and/or topics and/ or the alteration of the dates of the event.
- GMI Global LLC is not responsible for any loss or damage as a result of a substitution, alternation, postponement or cancellation of an event.
- GMI Global LLC will not accept liability for non-approval of visas, individual transport delays and transport disruption, and in such circumstances, our normal cancellation rules and penalties apply.

### FORCE MAJEURE

- Please note that in the case of force majeure, GMI Global LLC is relieved of all obligations. Force majeure includes any circumstance beyond the will of GMI Global LLC that impedes permanent or temporary compliance with the obligations, such as "acts of god" including war, danger of war, government regulations, revolts, strikes, transportation difficulties, fire, or severe disturbances affecting the congress organization or its suppliers.

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