



Abu Bucker Husain
CEO,
AGIS, U.A.E.

Abu Bucker Husain
CEO, AGIS, U.A.E.

has a Bachelor's degree in Commerce & Accounting, Membership in The Institute of Chartered Shipbrokers London, and an MBA in Finance from Boston University, United States.

Husain has been working in Wall St. for eight years

before joining AGIS to setup the Steel Galvanizing Plant in Abu Dhabi, the first of its kind in UAE. He took the operation from a start-up to completing eight successful years of operation including the joint venture deal with Nippon Steel Corporation.

Beginning his career after Graduating from Mumbai's Sydenham College with a Bachelor degree in Commerce & Accounting, Abu Bucker

AGIS Plans to Expand

Husain joined the Shipping & Chartering Division of Tradeline LLC in 1994. In 1996, he earned his membership in The Institute of Chartered Shipbrokers (ICS) in London, UK and took over as Manager of Chartering in Tradeline LLC. In 1997, he joined the MBA program at Boston University's Graduate School of Management, specializing in International Corporate Finance.



After graduating from Boston University, Husain took up his first position with American International Group Inc. as a Management Associate (MA) at the Company's Regional Controllers Office at Wall Street, New York, USA in 1999. Between Jun 2000 and Jan 2006 he graduated from the MA program and was promoted as Assistant Vice President, wherein he was responsible for managing Financial and Accounting aspects of a \$400 Million Dollar Division.

In early 2006, Husain qualified for Membership at The Accounting and Auditing Organization for Islamic nancial Institution (AAOIFI), Bahrain and became a Certified Islamic Professional Accountant and was asked by the Group to take charge as Chief Financial Officer of AIG Takaful, a new \$100 million strategic initiative of Islamic Insurance concept grounded in Islamic Principles of Banking transaction and observes the rules and

regulations as specified by Sharia (Islamic law).

After acquiring invaluable expertise by working for global corporate majors, in April 2007, Husain joined Al Ghurair Iron & Steel L.L.C, a \$100 Million Steel Cold Rolling & Galvanizing Complex, the first of its kind in U.A.E. He took the operation from a start-up to completing four successful years of operation including the joint venture deal with Nippon Steel Corporation, the second largest steel maker in the world.

Speaking to Editorial Team of *Steelworld*, Hussain highlighted that due to construction boom in the last two decades in the region, the majority of steel consumption has been on the long products side.

Excerpts

How is the present economic situation in The MENA region?

The fundamentals are strong i.e. the GDP growth rate, especially in relation to other regions, is strong. The population growth is one of

Higher crude production and recovering oil prices, earlier this year, have strengthened fiscal and external balances for the GCC economies.

the fastest in the world and The Middle East has a heavy concentration of oil deposits. Higher crude production and recovering oil prices, earlier this year, have strengthened fiscal and external balances for the GCC economies. But in the non-oil private sector, rising interest rates and tighter monetary conditions are slowing down the momentum. But overall, the region is fast developing and there is a lot of construction required. Besides, there is a huge potential due to reconstruction that will take place in Iraq, Yemen and Syria once there is truce.

What is hampering the growth are the following factors:-

- a) Political unrest in the region (Iraq, Syria, Yemen etc.)
- b) Sanctions in Iran, Libya and Sudan
- c) Lack of protection for domestic industries

How do you see the situation of Iron & Steel Industry in MENA region in general and UAE in particular?

The estimated 2018 total production of Crude Steel in The Middle East is about 36m tpa and North Africa is another 8m tpa. The majority of this is from Iran which has 25m tpa. However, Middle East alone consumed 58m mts in 2017. Hence the region is a net importer of Steel. Although there is plenty of





Face to Face



room to add capacity domestically, the investors are wary to do so because of lack of government support for domestic industries. Particularly the GCC countries have historically flourished as trading hubs, hence the focus has always been to promote Trade. The flip side of promoting trade is that the local industrial growth is hampered.

What are the prospects of the Flat Steel Industry on short term as well as long term basis?

Due to construction boom in the last two decades in the region, the majority of steel consumption has been on the long products side. Further, this region does not have automotive industry which is where flat products are mostly consumed worldwide. Having said that, Flat Products consumption has also been consistently growing for pipe manufacturing and in the air conditioning industry, albeit, at a marginal rate. The installed capacities for GI in the GCC are much higher than the local consumption.

How is the imported steel affecting the demand and the performance of domestic mills in UAE? What can be the solution?

Competition, be it from domestic mills or import mills, is good for the industry. However, it has to be on equal footing. The main competition for UAE mills is from Indian and Chinese Mills which are facing Safeguard measures and Anti-dumping in USA and other bulk consumers. In both these countries they have import duties for material coming from UAE. On the other hand, they get tax benefits and other incentives on their Steel exports. These things put the UAE Mills at a double disadvantage.

The following are some of the measures that can be taken to make it fair for UAE Mills:-

- a) Introducing quota for limiting imports of Galvanized Steel into UAE.
- b) Imposing a Customs Duty of 15%.
- c) Removing the GI Custom Duty Exemption for manufacturing activity.
- d) Using domestically

Due to construction boom in the last two decades in the region, the majority of steel consumption has been on the long products side.

produced GI for all the Government Projects

What are the present products and services offered by AGIS? Tell us about your future plans.

AGIS produces 500,000 MT per annum of Hot Dip Galvarised Coils with a thickness of 0.20 to 2.50 mm and width upto 1250mm from its two Continuous Galvanizing Lines. The production lines have been engineered and designed to cater to the requirements of the end-users in the region. Sheets and slitted coils are also offered as per customer requirements. All grades of GI -CQ, LFQ, SQ & HSLA for a wide variety of applications are produced in AGIS. We also offer Skin Passed GI and Oiled GI for some special applications.

Our next plan is to remove the bottleneck in our Cold Rolling Mill by adding a new Mill to our complex. We expect to do this in the next 3-5 years.

JOIN US

STEELWORLD

**To Get More Updates On
Iron and Steel Industry**



<https://facebook.com/pages/Steelworld/621590691216613>



<http://steelworldblog.wordpress.com/>



<https://twitter.com/ChandekarSteel>



<https://www.linkedin.com/company/13423799/>



<https://youtube.com/channel/UCJLJDOXYZTm12RuhR09wjuw>