

10th
ANNUAL

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Coal MARKETS

A Decade Of Bringing Buyers
And Sellers Together

21 – 24 FEBRUARY 2012
RESORTS WORLD SENTOSA, SINGAPORE

NOW IN ITS 10th YEAR!

- ✓ 3 Tracks; 30+ C- Level speakers; 50+ speakers all up
- ✓ 25+ countries
- ✓ 250+ attendees
- ✓ 60+ sessions



Bob Kamandanu
Chairman, **APBI-ICMA**,
President Director,
PT Delma Mining,
Commissioner, **PT Berau
Coal - INDONESIA**



Matt Coulter
Chief Development Officer -
Coal, **Rio Tinto Energy**
- **AUSTRALIA**



Paul Mulder
Managing Director
**Hancock Coal -
AUSTRALIA**



David Premraj, Corporate
Development, **Beacon Hill
Resources - MOZAMBIQUE**



Semyon Vavilov
VP Business
Development Asia
Severstal - RUSSIA



Rodrigo Venegas, CEO,
**Blackstorm Energy Co -
COLOMBIA**



Renato Paladino
President
**Arch Coal Asia Pacific -
USA**



Ken Allan, Marketing
Director, PT Borneo
Lumbang, **Energi & Metal
Tbk - INDONESIA**



Enebish Baasangombo
CEO
**Erdenes MGL -
MONGOLIA**



Dr. Supriyadi
President Commissioner
**PT Bukit Asam -
INDONESIA**

CHECK OUT THE PRE
AND POST CONFERENCE
ADD-ON DAYS!
SEE INSIDE FOR DETAILS

NEW IN 2012:

- **3 Tracks** on Coal Investment, Coal Trade and Coal Infrastructure / Logistics
- **Coal Producers Dialogue** on supply security and reliability
- **Analyst Briefing** on China and India
- **Energy Companies Roundtable** on Thermal Coal demand
- **In-depth focus** on pricing, trade risk management and supply contracts
- **Buyer-Seller Meetup** on Coal Sourcing and Procurement
- **Enhanced emphasis** on Coking Coal markets
- **Projects Showcase** from Investment hotspots - Indonesia, Mongolia, Mozambique, Australia, Colombia, South Africa and Russia
- **Online Networking Tool** - network before and after the event!

"I will recommend this event to anyone who deals with coal in this region"

Norfadelizan Abdul Rahman, Head, Commodities, Bursa Malaysia



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21 – 24 FEBRUARY 2012
RESORTS WORLD SENTOSA, SINGAPORE

2012 SPEAKERS INCLUDE:

 Ron Wells , ETI Asia Credit Manager, Cargill International Trading	 Karim Kanji , Head of Coal and Dry Freight Trading, Barclays Capital	 Peter S. Sandler , Managing Director – Ocean Freight Platform Head, Louis Dreyfus Commodities	 Yeo Ek Meng Patrick , Vice President & Director, Commodities, Singapore Exchange Ltd	 Michael Mewing , Executive Director, Ambre Energy
 Helmi Najmamudin , Head of Coal Division, PT PLN	 Aaron Domingo , Executive Vice President & General Manager, Meralco Powergen Corporation	 Azhari Sulaiman , SVP Ventures 1, Malakoff Power , Malaysia	 Jeanie Moothoo , Strategy Manager, Primary Energy Division, Eskom Holdings SOC Limited	 Yong Jae Lee , Senior Manager, Fuel Team, Korea South-East Power Co.
 Russell Taylor , Project Director - Coal Mines, Reliance Coal Resources Limited	 Dr. Zhang Jianping , Senior Economist, Director, Department of International Economic Cooperation, IIER, National Development and Reform Commission (NDRC) , China	 Prof. Dr. Franz-Josef Wodopia , Chief Executive, German Coal Association	 Pawel Olejarnik , Senior Energy Analyst, International Energy Agency	 Ian Roper , Commodity Strategist, CLSA
 Ashok Mitra , CFO, PT Kaltim Prima Coal	 Yuichi Uemoto , GM, Mitsubishi Corporation	 Pasoroan Herman Harianja , Director, Indonesia Port Corporation - IV	 Capt. R. Raghunath , Executive Vice President, Noble Chartering Ltd	 Dinh Quang Trung , General Manager, Import/Export Division, Vietnam National Coal
 Capt. Unmesh Abhyankar , Chief Logistics Officer, Mundra Port & SEZ Ltd	 Brian Davis , SVP Supply Chain and Operation, PT Apple Coal	 Alberto Migliucci , Head of Mining, Energy and Oil & Gas, Investment Banking - Southeast Asia, Credit Suisse	 Arun Bhalla , Chief Executive – Power Business Development, Shree Cement	 Olarn Thunmanond , Acting Head of Coal Technology and Planning Section, Fuel Management Division, Electricity Generating Authority of Thailand (EGAT)
 Alejandro Duarte Galan , Chief Operating Officer, Blackstorm Energy , Colombia	 Nguyen Van Tau , Chief of Hanoi Representative Office, Tan Tao Energy Corp	 Nicolas Tardieu , Head Metals & Mining, Asia, BNP Paribas Structured Finance	 Zenny Tran , Coal Team Leader, Ginga Petroleum	 Michael Evans , VP - Energy Minerals, SGS, USA

10 REASONS TO ATTEND:

- 1 **3 Tracks, 30+ C Level speakers, 250+ attendees** offering a high quality networking environment
- 2 **50+ speakers** and market updates across supply, demand, trade and transportation
- 3 **Enhanced focus** on emerging supply markets into Asia - South Africa, Russia, USA, Colombia, Mozambique
- 4 **Consider the latest opportunities** in coal finance and investment for thermal and coking coal
- 5 **Hear from top Asian and International traders** on strategies for the regional market
- 6 **Review infrastructure developments** from key import and export countries
- 7 **Cutting Edge panel debates** with Coal Producers, Energy Producers and Industry Analysts
- 8 **Three separate tracks** on Investment, Trade and Logistics to benefit your entire team
- 9 **Evaluate peer strategies** on Price and Contract risk management
- 10 **Online networking tool** for access to all participants, speakers and sponsors



Visit www.coalmarketsasia.com/video.php to watch last year's video

PLUS - ADD ON DAYS:

- 21 February 2012:** Pre Conference Buyer - Seller Meetup Coal Sourcing and Procurement
- 24 February 2012:** Post Conference Workshops
Morning: Coal Trading & Hedging
Afternoon: Negotiating and Managing Coal Supply Agreements

ONLINE NETWORKING TOOL

See who is attending, send and receive messages, and make appointments!

Conference delegates, speakers, sponsors and exhibitors will have the opportunity to reach out to fellow participants before and after the event. This networking tool will operate from a secure online site, and participants will be emailed a unique log in and password that will enable access 10 days before and continue till 5 days after the event.

MEDIA PARTNERS:

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APBI-ICMA (Asosiasi Pertambangan Batubara Indonesia - Indonesian Coal Mining Association) was officially established by the coal producers in Indonesia on the 20th September, 1989 and was registered as a member of the Indonesian Chamber of Commerce on the 16th October, 2004. The association focuses on developing the business climate for the coal mining sector.

WITH THE SUPPORT OF:



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BUYER – SELLER MEETUP

TUESDAY, 21 FEBRUARY 2012

COAL SOURCING AND PROCUREMENT

09.00 Sourcing Coal from Indonesia

- Supplier considerations
- Quality factors
- Price determinants
- Risk management in Supply Agreements



Dr. Supriyadi
President Commissioner, **PT Bukit Asam**

09.30 Korea's Energy Plan and Coal Purchasing Circumstances

- Price, Risk, Reliability and other considerations
- Due diligence in selecting suppliers and partners
- Lessons learned in sourcing coal from Indonesia



Yong Jae Lee
Senior Manager, Fuel Team, **Korea South-East Power Co.**

10.00 Solutions for Coal to Assure National Energy Security in Vietnam

- Update coal demand and supply by 2030 in Vietnam
- Strategies for Coal Development in Vietnam
- Vinacomin's Smart Supply Chain: Project or Reality



Dinh Quang Trung
General Manager, Import/ Export Division, **Vietnam National Coal**

10.30 Q & A Followed by Morning Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

11.00 Sourcing Perspectives of a Buyer for a Power Plant in India

- Quality and specifications of fuel
- Key drivers in the decision making process
- Fuel requirements and sourcing experiences from US, South Africa, Australia and Russia



Arun Bhalla
Chief Executive - Power Business Development, **Shree Cement**

11.30 Buyer-Seller Meetup

This session offers the opportunity for small to medium-sized coal mining companies to make a 10-15 minute presentation on their coal quality types, supplies available for export and pricing. If you are a small to medium-sized coal producer who would like to attend this meetup and who would like to speak on this session please contact Aileen Vitug at aileen.vitug@ibcasia.com.sg

14.00 Strategic Raw Materials Procurement for Steel Companies

- Indian steel industry & challenges facing
- Developing spot market for Coking coal
- Coking coal strategy
- Securing long term contracts for supplies



Akshaya Misra
Deputy General Manager - Procurement, **Essar Steel Ltd.**

14.30 Case Study: Eskom - Meeting South Africa's Energy Needs

- Coal requirements
- Challenges and opportunities in coal procurement
- Logistics and coal supply strategies



Jeanie Moothoo
Strategy Manager, Primary Energy Division, **Eskom Holdings SOC Limited**

15.00 Q & A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Securing Coal Supplies for Thailand's Power Industries

- Power generation and policy update
- Coal demand and import requirements
- Challenges, key considerations, expectations from suppliers



Olarn Thunmanond, Acting Head of Coal Technology and Planning Section,
Fuel Management Division, **Electricity Generating Authority of Thailand (EGAT)**

16.00 Strategic Coal Procurement in the Philippines

- Power Development Updates in the Philippines
- Key Considerations in Coal Purchase
- Key Strategies in Coal Procurement



Aaron Domingo, Executive Vice President & General Manager
Meralco Powergen Corporation

16.30 Structured Commodity Financing for Coal Transactions

- Availability of finance
- What are the advantages and costs of structured commodity financing?
- Embedded coal hedging



Nicolas Tardieu
Head Metals & Mining, Asia, **BNP Paribas Structured Finance**



Adrian Stone
Director - Mining & Metals, Asia, **BNP Paribas Structured Finance**

17.00 Q&A End of Day

POST CONFERENCE WORKSHOP (AM)

FRIDAY, 24 FEBRUARY 2012

9.00am to 12.00pm

COAL TRADING & HEDGING

Trading the physical coal market

- The international coal market
 - International production and export flows
 - Quality trends and traded volumes
- The standardised coal market
 - What is it, and how does it work?
 - Volumes and trends
 - New / upcoming pools of liquidity

Separating physical from financial risk with hedging tools

- Survey of indices in Asia and their practical use
- The swap market
 - Trends and volumes
 - Mechanics of a swap
- Trading physical coal on index
 - Trends and volumes
 - How does it work in practice?
- Clearing
 - Why clear? How does it work?
 - How can clearing support physical trading?

Practical hedging scenarios for Asian producers, consumers and traders

ABOUT YOUR WORKSHOP LEADERS:



Patrick Markey
Chief Operations Officer
globalCOAL

Pat Markey, Chief Operations Officer, joined globalCOAL in 2002. In September 2003, he moved to Singapore to open the company's Asian offices. Prior to globalCOAL, Patrick worked as a crude oil and refined products trader at Enron Capital & Trade Resources in Houston and Singapore. Previously, he spent over 10 years working for Conoco Inc. in engineering, supply and trading, internal consulting, and strategic planning.



Chris Walker
Market Manager
globalCOAL

Chris Walker joined globalCOAL in 2010 as Market Manager. Based in Singapore, Chris is a point of contact for globalCOAL's clients in Asia and is in charge of establishing new products and markets in the region. His focus is on developing globalCOAL's bespoke brokerage service, particularly for the Indonesian market. Prior to joining globalCOAL, Chris worked at JL Group Pte Ltd, in both trading and project management. JL Group Pte Ltd is a private investment vehicle with interests in several mine concessions in East Kalimantan and Sumatra. His role was to attract foreign investment to the mines and to market coal from the company's sources in Indonesia. Before moving to Asia, Chris was employed in investment banking in his native Australia.

POST CONFERENCE WORKSHOP (PM)

FRIDAY, 24 FEBRUARY 2012

1.00pm to 4.00pm

NEGOTIATING AND MANAGING COAL SUPPLY AGREEMENTS

An integral document, the best Coal Supply Agreements are the ones that are negotiated well in the first place. This workshop will use practical examples and case studies to examine the essential elements of well drafted CSAs.

Elements to be covered will include:

- Evaluating sample agreements
- Consideration of key risk factors
- Supplier, Trader and Buyer perspectives
- Dealing with Price and Quality risk
- Dispute resolution mechanisms

ABOUT YOUR WORKSHOP LEADER:



Damian Adams
Partner,
Watson Farley & Williams LLP

Damian advises on a range of cross-border corporate and commercial transactions including M&A, capital markets, joint ventures and corporate restructuring in the transport, offshore and natural resources sectors. He also advises on structured commodity and trade finance transactions, having acted for producers, traders and financiers in relation to commodities supply, sale and purchase, storage, collateral management and financing and security arrangements. Damian is a regular speaker at regional conference on various topics relating to transport and offshore, natural resources and commodities. Damian joined Watson, Farley & Williams as a trainee solicitor in 1997 and in 2008 became a partner in the firm's office in Singapore, where he has been based since 2000.

DAY ONE: WEDNESDAY, 22 FEBRUARY 2012

COAL SUPPLY SECURITY

08.30 Registration & Coffee

08.45 Welcome & Speed Networking

A chance to get to know your peers from all tracks before the start of the conference and set a relaxed and informal atmosphere

Aileen Vitug
Conference Producer, **IBC Asia (S) Pte Ltd**

8.50 Chairman's Opening Remarks

Patrick Markey
Chief Operating Officer, **globalCOAL**

09.00 KEYNOTE: Indonesian Coal Production Targets and Forecast for 2012

- Preparing for growth and rising trade flows in export markets
- Discussing policy drivers, pricing and investments influencing coal supply
- Dealing with new entrants in the market and new trends in coal transactions
- Ban on the export of Low Rank Coal (LRC) from 2014 onwards

Bob Kamandanu, Chairman, Indonesia Coal Mining Association (ICMA), President Director, **PT Delma Mining**, Commissioner, **PT Berau Coal**

09.30 KEYNOTE: From the Ore Body to Customer - Conferring Security Across the Supply Chain and the Mine Development Lifecycle

- Where investment is currently being made to assure supply to customers
- Where the fault lines and weak points in security are likely to emanate from
- An Australian perspective with a number of other key supply geographies
- Outlining Rio Tinto's focus and actions

Matt Coulter
Chief Development Officer - Coal, **Rio Tinto Energy**

10.00 Balancing the Asia-Pacific Coal Market

- Demand and Supply fundamentals for thermal coal
- Market fundamentals for met coal
- The US contribution: Current situation and future perspective

Renato Paladino
President, **Arch Coal Asia Pacific**

10.30 Q&A Followed by Morning Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

11.00 "Tavan Tolgoi" World-class Coal Deposits in Mongolia

- Updates of Tavan Tolgoi deposit
- Mine development and operation plans and timelines
- Infrastructure developments

- IPO of the Erdenes Tavan Tolgoi JSC

Enebish Baasangombo
CEO, **Erdenes MGL**

11.30 Severstal's Financial and Strategic Targets

- Steel related mining - first priority investments
- Emerging markets as key geographic areas for Severstal growth
- Vertical integration for our steel assets at level of 100% and more

Semyon Vavilov
VP Business Development Asia, **Severstal**, Russia

12.00 US West Coast Thermal Coals - A New Supply Source for the Asian Market

- Overview of the world's 2nd largest coal producer
- Competitiveness of US export thermal coals
- Logistical constraints
- US west coast port developments

Michael Mewing
Executive Director, **Ambre Energy**

12.30 COAL PRODUCERS ROUNDTABLE: Initiatives for Ensuring Supply Security

- Investing for solutions in infrastructure & logistics
 - The quality debate, and room for coal upgrade
 - Providing price reliability
 - Partnering with traders, and leveraging Singapore as a trading hub
- Please visit www.coalmarketsasia.com for more information.

13.00 Networking Lunch

SPONSORSHIP OPPORTUNITIES AVAILABLE

TRACK 1 FINANCE & INVESTMENT

Chairman: Ben Lawson
Chief Development Officer, **PT Apple Coal**

14.00 Trends in M & A activity from an Investment Banker's Perspective

- The Indonesian and regional coal landscape
- M&A trends in the coal sector
- Understanding investor appetites and 'perceived' risk factors

Alberto Migliucci, Head of Mining, Energy and Oil & Gas, Investment Banking - Southeast Asia, **Credit Suisse**

14.30 Partnership and Investment Prospects for Financiers and Investors

- Future Financing requirements
- Assessing the pros and cons of the financing products available
- Domestic vs international financing options
- Expansion prospects and developments

Ashok Mitra
CFO, **PT Kaltim Prima Coal**

15.00 Q&A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Investing in Australia's Coal Sector

- GVK acquires leading Galilee Basin projects
- Basin Quantities - Reserves quantity and quality
- Overview of GVK's Development plans in the Galilee Basin including rail and port infrastructure
- Opportunities and challenges for investors

Paul Mulder
Managing Director, **Hancock Coal**

16.00 South African Coal Resources and Reserves - how viable a resource?

- The Coalfields of South Africa
- Historical and Recent Coal Resource Estimates
- Current Coalfield Developments
- Challenges Facing Future Development

Grant van Heerden
Principal Coal Geologist, **The MSA Group**

16.30 CASE STUDY: Investing and Developing Mine-Mouth Power Plants

- Introduction to Reliance Power
- Power Station Development
- Coal Supply Security for Reliance Power
- Coal Mine Development - India and Indonesia

Russell Taylor, Project Director - Coal Mines **Reliance Coal Resources Limited**

TRACK 2 COAL TRADE

Chairman: Bart Lucarelli
Managing Director, **Roleva Energy**

14.00 Dynamics of the Global Coal Trading Market

- Emerging trends between Atlantic and Pacific markets
- Analyzing trade patterns and quantities traded in physical versus paper
- Coal industry in comparison to other commodity markets
- Speculating on market liquidity, pricing and risk

Karim Kanji, Head of Coal and Dry Freight Trading **Barclays Capital**

14.30 Lessons learned from global trading regions and applications to Asia

- International Coal Trade and Asia - can we draw parallels?
- How trading adds value
- Market opportunities and challenges

Richard Payne, ETI Platform Marketing Director **Cargill International SA**

15.00 Q&A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Transforming Asia's coal trading scene

- Physical and derivatives
- Fixed price vs. Floating
- Index and transparency
- Trading with minimum risk
- Roles of brokers, clearing houses

Zenny Tran
Coal Team Leader, **Ginga Petroleum**

16.00 Managing Coal Price Risks and Credit Risks through an Exchange Clearing

- Hedging - a Tool to Managing Price Risks
- Mitigating Credit Risks through Clearing
- SGX Coal Swaps - Adding New Dimensions
- Settlement of Swaps, Costs and Concern

Yeo Ek Meng Patrick, Vice President & Director, Commodities, **Singapore Exchange Ltd**

16.30 Coking Coal Derivatives, taking the next step with a new tool

- Coking Coal Derivatives development to date
- Risk Management and Application
- Working the Steel Margin

Kristian Thunes
Director of Commodities, **Credit Suisse**

TRACK 3 INFRASTRUCTURE & LOGISTICS

Chairman: Capt. R. Raghunath
Executive Vice President, **Noble Chartering Ltd**

14.00 Matching Indonesia's Transport and Port Facilities to Increases in Production

- Partnering with exporters
- Establishing investment criteria
- Key projects coming up

Pasoroan Herman Harianja, Director **Indonesia Port Corporation - IV**

14.30 Mundra Port - Development & Infrastructure Update

- Port capacity upgrade
- Improving hinterland connectivity
- Key timeframes for project completion

Capt. Unmesh Abhyankar, Chief Operating Officer, **Mundra Port & SEZ Ltd**

15.00 Q&A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Update on Infrastructure and Logistics in China

- China's import infrastructure
- Regional port alternatives for receiving coal
- Easing Port congestion

Ian Roper
Commodity Strategist, **CLSA**

16.00 Logistics Considerations on Exporting & Transporting Coal from Colombia

- Road and railroad projects
- Expansion of ports and handling capacity
- Logistics challenges and transport bottlenecks

Alejandro Duarte Galan, Chief Logistics Officer, **Blackstorm Energy**, Colombia

16.30 CASE STUDY: Coal import logistics for a power plant in Vietnam

- Demand for imported coal
- Logistics infrastructure from buyer side

Nguyen Van Tau, Chief of Hanoi Representative Office, **Tan Tao Energy Corp.**

17.00 End of Conference Day 1 - Networking Cocktail Reception

SPONSORSHIP OPPORTUNITIES AVAILABLE

DAY TWO: THURSDAY, 23 FEBRUARY 2012

COAL DEMAND SCENARIOS

09.00 Treading water or full steam ahead: The role of coal in driving economic growth in an emissions-constrained world

- Coal, the backbone of global electricity generation
- Importance of China and India for coal and energy markets
- Developments in coal supply costs
- Policy and technology actions for climate change



Paweł Olejarnik
Senior Energy Analyst, **International Energy Agency**

09.30 Update on German and European imports

- Overview of European coal and lignite production
- Decreasing European coal production and imports
- Overcoming resistance against coal use through sustainability arguments - Coal vs. gas vs. nuclear
- Can resistance against coal be resolved? CCS as a key element?
- Development of new power plants in Germany
- Outlook for European Coking Coal



Prof. Dr. Franz-Josef Wodopia
Chief Executive, **German Coal Association**

10.00 Indonesia's Domestic Power Production and Demand Update

- Coal-fired power generation and mine-mouth plant construction update
- PLN and IPP Power Plants, and impact on DMO
- Coal pricing, long term contracts and relevant energy policies



Helmi Najmamudin
Head of Coal Division, **PT PLN**

10.30 Q&A Followed by Morning Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

11.00 ANALYST BRIEFING: How are Buyer's Needs Changing?



- Impact of Japan crisis on Asian coal demand
- How will India's demand effect the global market?
- Mongolia a lot of potential but can it deliver?
- Growth of the Steel sector and its soaring coal needs



Moderator: Yuichi Uemoto, General Manager, **Mitsubishi Corporation**, Japan



Ian Roper
Commodity Strategist, **CLSA**



Isnaputra Iskandar
Equity Analyst, **Nomura Holdings**

11.40 China's Role in Global Coal Markets

- Challenges faced by Chinese Coal Mining Industry
- Scenarios and prediction of China's Coal Demand
- Prospect and Potential of Import and Export of Coal in China
- Policy suggestions and update



Dr. Zhang Jianping, Senior Economist, Director, Department of International Economic Cooperation, IIER, **National Development and Reform Commission (NDRC)**, China

12.10 ENERGY COMPANIES ROUNDTABLE: Current and Planned Power Plant Construction



- Increases in energy demand
- Current generation and plans for future capacity
- Key projects and timelines
- Coal sourcing and procurement strategies being considered



Azhari Sulaiman, SVP Ventures 1 **Malakoff Power**, Malaysia



Jeanie Moothoo, Strategy Manager, Primary Energy Division, **Eskom Holdings SOC Limited**, South Africa



Dinh Quang Trung, General Manager, Import/ Export Division, **Vietnam National Coal Mineral Industries Group** (Vinacomin)



Aaron Domingo, Executive Vice President & General Manager, **Meralco Powergen Corporation** Philippines



Olarn Thunmanond, Acting Head of Coal Technology and Planning Section, Fuel Management Division, **Electricity Generating Authority of Thailand (EGAT)**

12.50 Q&A



13.00 Networking Lunch

SPONSORSHIP OPPORTUNITIES AVAILABLE

TRACK 1 FINANCE & INVESTMENT

14.00 Mozambique - New Hotspot for Investment?

- Opportunities and challenges in the region
- Beacon Hill Resources and the Minas Moatize Project
- Key Country risk factors



David Premraj, Corporate Development, **Beacon Hill Resources**

14.30 Due Diligence in Securing Columbian Coal

- Increasing Chinese and Indian interest in coal mining in Colombia
- Various coal qualities available in Colombia
- How best to take advantage of this growing market?
- Accessing investment opportunities
- Regulatory requirements to consider



Rodrigo Venegas
CEO, **Blackstorm Energy Co.**

15.00 Q&A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Investing in Indonesia's Coking Coal Reserves

- Opportunities and challenges in developing a coking coal mine
- Impact of new Indonesian coking coal supplies being brought into the marketplace
- Pricing, regulatory and infrastructure concerns



Ken Allan, Marketing Director **PT Borneo Lumbung Energi & Metal**

16.00 Capital raising for Coal Investments

- Financing options available
- Lender requirements
- Country risk factors influencing lenders

16.30 Q&A

TRACK 2 COAL TRADE

14.00 Mitigating trade disputes through sampling precision - How good are the numbers

- Why load port and discharge port results will differ
- How should samples be taken to minimize the differences between load and discharge port results
- How should contracts address the issue that sampling is a statistical process and there is impression in the results



Michael Evans
VP - Energy Minerals, **SGS**, USA

14.30 Price Review in Coal Supply Agreements

- Considerations in documenting quarterly and monthly price review processes
- Understanding the implications of short-term pricing on other elements of coal supply agreements
- Practical tips for coal supply agreements which accommodate short-term pricing



Simon Scott
Partner, **Minter Ellison**

15.00 Q&A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Updated Developments on Indonesian Coal Prices

- Regional Coal Pricing Trends
- ESDM Methodology for Calculating the monthly HBA and HPBs
- GOI Coal Price Regulation (Permen 17/2010) and its Evolving Interpretation by ESDM and MEMR
- Coal Industry Responses and Affects on Buyer Procurement Risk



Bart Lucarelli
Managing Director, **Roleva Energy**

16.00 Risk Management Techniques and Tools

- Understanding price and market risks
- Managing operational and credit risk
- Performance and payment as key types of credit risk
- Protecting your company's solvency and profitability



Ron Wells, ETI Asia Credit Manager **Cargill International Trading**

16.30 Q&A

TRACK 3 INFRASTRUCTURE & LOGISTICS

14.00 Dry Bulk Freight Outlook and its Impact on Coal Markets

- Fuel prices and their impact on fleet supply
- Shifting trade patterns
- Scrapping - can it make a difference?



Peter S. Sandler, Managing Director - Ocean Freight Platform Head, **Louis Dreyfus Commodities**

14.30 Logistics Update from Australia

15.00 Q&A Followed by Afternoon Refreshments

SPONSORSHIP OPPORTUNITIES AVAILABLE

15.30 Managing logistics in Indonesia from Mine Site to Vessel

- Managing client and government expectation
- Working with suppliers to achieve outcomes
- Driving new methods of loading vessels to achieve great GLR



Brian Davis, SVP Supply Chain and Operation **PT Apple Coal**

16.00 Increasing coal imports into India and the readiness of port infrastructure

- How far are India's port's geared in handling the growing coal imports?
- Overview of India's port upgrades and developments
- Impact of Krishnapatnam Port on the dynamics of coal imports into India
- Connecting ports to end users - How are India's railways adapting in line with port expansion?



Jithendra Nimmagadda, Vice President Marketing **Krishnapatnam Port Company**

16.30 Q&A

17.00 End of Conference



Coal MARKETS



2012 PROGRAMME AT A GLANCE

21 February 2012	22 February 2012	23 February 2012	24 February 2012
BUYER-SELLER MEET UP	MAIN CONFERENCE DAY 1	MAIN CONFERENCE DAY 2	POST CONFERENCE WORKSHOPS
Coal Sourcing and Procurement	PLENARY SESSIONS: Coal Supply Security <ul style="list-style-type: none"> Keynote Addresses - Indonesia and Australia Coal Export Scenario Sourcing Options from U.S., Mongolia and Russia Coal Producers Roundtable: New Initiatives for Supply Reliability 	PLENARY SESSIONS: New Demand Drivers <ul style="list-style-type: none"> International Energy Agency update on Coal in the energy economy Analyst Briefing: China and India Demand Update German and European imports Energy Companies Roundtable 	Coal Trading & Hedging
Networking Lunch			
Coal Sourcing and Procurement	TRACK 1 Finance and Investment	TRACK 3 Coal Trade	TRACK 3 Infrastructure and Logistics
		TRACK 1 Finance and Investment	TRACK 2 Coal Trade
		TRACK 3 Infrastructure and Logistics	Negotiating and Managing Coal Supply Agreements

WITH A 10 YEAR HISTORY, THE COAL MARKETS CONFERENCE IS TODAY RECOGNIZED AS THE PIVOTAL FORUM FOR ANY PROFESSIONAL INVOLVED IN THE INDUSTRY IN THIS REGION.

The Asian coal industry has given the event a resounding thumbs-up, and acknowledged its role in setting future directions alongside enabling business. In 2012, Coal Markets celebrates its 10th anniversary, with an enviable line up of speakers, new focus on coal investment and trade, and an in-depth look at transportation and logistics projects.

Demand drivers continue to underpin strong trade fundamentals, with international coal trade figures expected to top 938 Mt. Apart from working with market drivers, the industry also needs to embrace the complexities of trade, finance and law in a global market place.

Coal Markets 2012 will equip the contemporary coal professional with invaluable tools and networking options - don't miss it!

PARTNERSHIP AND PROFILE BUILDING OPPORTUNITIES AT THE 10TH ANNUAL COAL MARKETS

Present a keynote session, launch a product, sponsor a lunch or cocktail, demonstrate that pioneering technology you have developed - the options are endless.

Key decision makers from the coal industry will converge in Singapore to outline new projects, infrastructure and logistics requirements, and technology expectations. This is your chance to reach out to them!

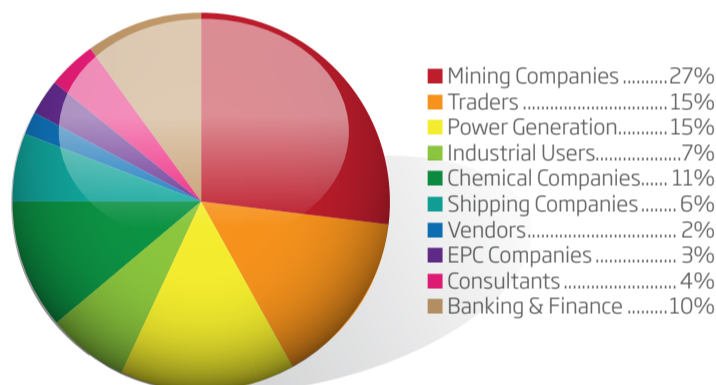
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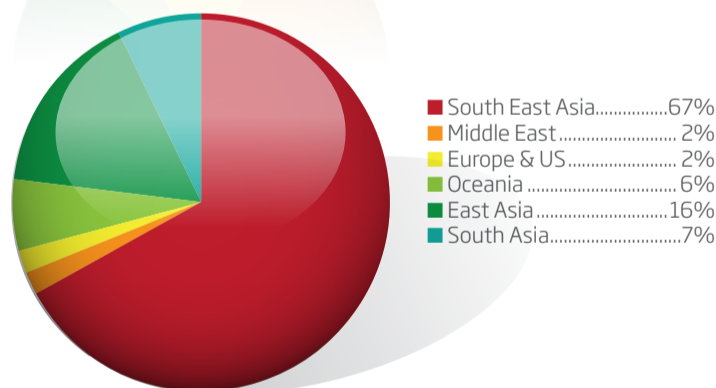


250+ ATTENDEES IN 2011!

Over 90% Coal Related Industry Professionals:



International Representation From:



"EXCELLENT SELECTION OF PAPERS AND SPEAKERS. VERY INFORMATIVE OF THE INDONESIAN COAL INDUSTRY."

Patrick Hanna, Executive Director, Cokal Ltd, Australia

"I AM SUPERHAPPY WITH THE QUALITY AND NETWORKING OPPORTUNITY AT IBC ASIA'S COAL MARKETS."

Michael Petersen, Technical Advisor, CSL Asia, Singapore

"EXTREMELY KNOWLEDGEABLE, WOULD DEFINITELY LIKE TO COME NEXT YEAR. LOVED IT."

Farah Agha, Director, Al Nur, Dubai, U.A.E.

"I WILL DEFINITELY RETURN."

Dr. Bodo Goerlich, President & CEO, STEAG State Power Inc., Philippines

For more information on sponsorship and exhibition opportunities at the 10th Annual Coal Markets, please contact:

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