



**Coaltrans**  
Conferences

# Coaltrans Emerging Asian Coal Markets

Register by  
28 September  
& **SAVE**  
**US\$200**

**15-16 November 2012** | The Banyan Tree, Bangkok, Thailand

**Featuring Cambodia, Laos, Malaysia, Myanmar,  
Philippines, Thailand and Vietnam**

**Join us** in Bangkok to:

- Establish the **GDP growth forecast for South East Asia** and the **role of coal in its increasing demand** for power
- Discover how the **regulatory environment impacts coal projects throughout the region** and **which countries offer the most advantageous investment opportunities**
- Hear from **the leading Indonesian and Australian coal suppliers** and develop **prosperous business relationships to expand your coal network**
- **Hedge against global economic slowdown** and **position yourself as a key player** in this new and exciting market

*“An opportunity to get closer to existing customers as well as potential clients.”*

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# From export to import – Reacting to the coal imports in South East Asia

With the slowdown of China's economic growth affecting both coal prices and purchasing levels, the inaugural **Coaltrans Emerging Asian Coal Markets** conference offers an opportunity for international coal producers to connect with new customers. Developing a sustainable regional energy system in South East Asia is critical to its success. Coal is expected to take a significant role but as domestic reserves are becoming increasingly depleted and are generally of a lower rank, what presence will the region have in the international coal markets?

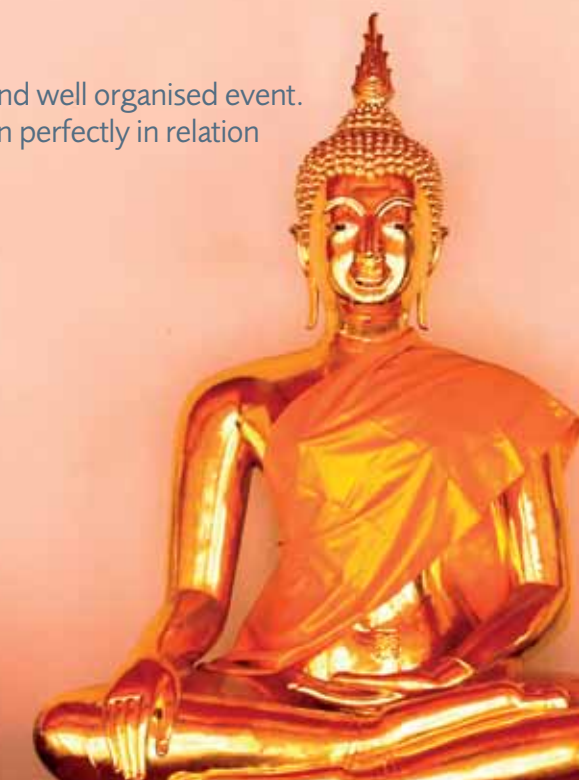
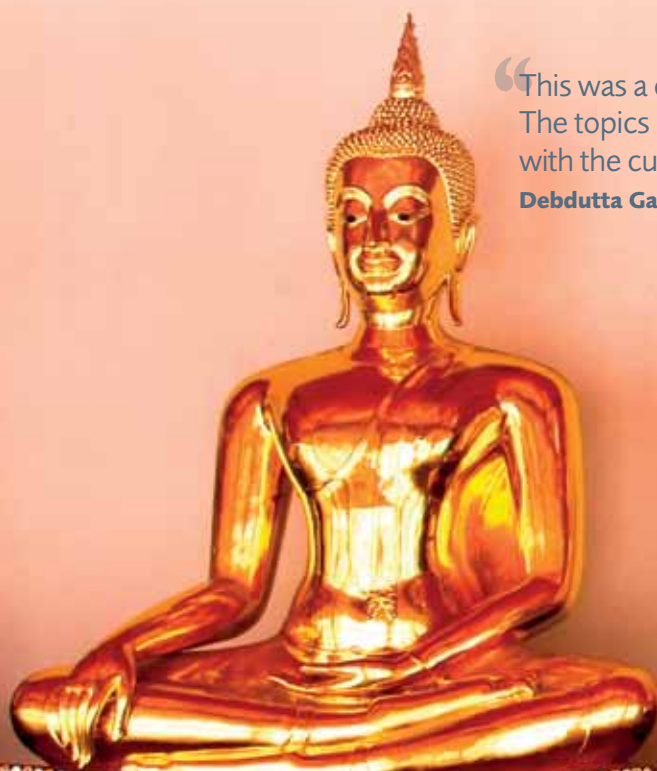
**Attend the conference** to establish exactly how the ASEAN region can adapt to the change in market dynamic and develop the necessary infrastructure for importing coal cost effectively whilst limiting the environmental implications associated with coal.

## Key reasons to attend:

- ✓ **Dedicated papers on energy demand, upgrading coal technologies and the future of coal mining** in South East Asia
- ✓ Interactive panel sessions giving you the **chance to ask questions on coal policy, energy strategy and power demand**
- ✓ Access to **facts and figures to help you form a coherent and profitable marketing strategy** for the next year
- ✓ Opportunities to **create infrastructure solutions that will open up South East Asia** as a critical coal market
- ✓ An extensive range of **networking activities connecting you with key decision makers**

“This was a comprehensive and well organised event. The topics have been chosen perfectly in relation with the current scenario.”

**Debdutta Ganuly, PT.SMGC**





# e changing dynamics of



**Coaltrans**  
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## AGENDA AT A GLANCE

**Day One:** Thursday 15 November 2012

**Day Two:** Friday 16 November 2012

**Session 1:** Setting the scene

**Session 2:** Regional power demand

**Session 3:** Regulating coal production

**Session 4:** Perspectives from the coal producers

**Session 5:** Matching coal and energy prices with international markets

**Session 6:** Factoring in the environment

**Session 7:** Overcoming logistical challenges

## About the organisers



**Coaltrans**  
Conferences

### Coaltrans Conferences

Coaltrans Conferences organises large-scale international coal conferences, which attract delegates from all over the world. It also runs focused regional events, exhibitions, field trips and training courses. It has a reputation for employing the highest organisational standards. In 2012, Coaltrans is running events in Australia, Brazil, China, Colombia, India, Indonesia, Mongolia, Mozambique, Russia, Singapore, South Africa, Thailand, Turkey, UK and USA.

For more information please visit [www.coaltrans.com](http://www.coaltrans.com).

## Hotel



In the sprawling metropolis that is Bangkok, Banyan Tree offers a sanctuary for the senses with unparalleled panoramic cityscapes, elegantly decorated guest rooms, renowned service and the Banyan Tree Club lounge, along with integrated spa facilities. For details on how to reserve your room at a preferential rate for attendees, please see page 8.

## SOUTH EAST ASIA

MYANMAR

LAOS

VIETNAM

THAILAND

CAMBODIA

MALAYSIA

PHILIPPINES



# CONFERENCE AGENDA

## DAY ONE

Thursday 15 November 2012

08:00 Registration & coffee; Exhibition opens

09:00 Welcome & opening remarks  
**Louisa Pratt**, *Conference Producer, Coaltrans Conferences Ltd*

### SESSION 1: SETTING THE SCENE

09:05 Chair's opening remarks

09:10 **KEYNOTE PRESENTATION**  
**Opportunities in ASEAN – New markets in which to sell coal**

- Factoring ASEAN into the mix to hedge against changes in global market dynamics
- Expansion plans – What level of focus is being given to new markets?
- Challenges to overcome to open those markets up for coal suppliers

**Eko B.F. Natalina**, *General Manager, Marketing and Sales, PT Berau Coal*

09:30 **Shale gas – The beginning of the end for SE Asian thermal coal demand?**

- Background into developments in the US and Australian LNG industry
- What's happening with US coal at present?
- How is power demand and capacity expected to evolve in SE Asia?
- What do the numbers tell us?
- How do I position myself to exploit any opportunities presented?

**Karim Awad**, *Head of Corporate Finance Transactions, AWR Lloyd*

09:50 **Coal production and consumption throughout South East Asia**

- New mining and power production projects within this region
- Overview of how the market is expected to evolve
- Highlighting future opportunities for domestic coal production

**Richard Marston**, *Principal and Senior Practice Leader, Golder Associates*

10:10 Questions and discussion

10:15 Networking refreshment break



### SESSION 2: REGIONAL POWER DEMAND

10:45 Chair's opening remarks

As the economies of Cambodia, Laos, Malaysia, Myanmar, Philippines, Thailand and Vietnam grow, the demand for steam coal and supporting transportation infrastructure will prove crucial to the success of SE Asian country growth strategies. Each SE Asian country will have a very different outlook on coal fired power generation and the prospects for it meeting their country's requirements. In this panel session, representatives from the featured countries will have the opportunity to give an overview on their energy policy moving forward and just what quantities of coal they will be intending to burn in the next couple of years as well as outlining whether they will be using domestic or international coals.

Topics to be discussed:

- SE Asian country power demand
- Timeline for the construction of new coal fired power plants
- Domestic coal production versus imported coal
- Policy shifts that may affect forecasts – Removal of energy price subsidies, imposition of a carbon tax and/or export or import taxes on steam coal
- Expected quantities and qualities of steam coal to be procured

**Prapas Vichakul**, *Executive Vice President, EGAT (Thailand)*  
**Nguyen Cong Dung**, *Deputy Managing Director, PetroVietnam Coal Import and Supply Company (Vietnam)*  
**Thana Boonyasirikul**, *Vice President, Foreign Investment Division, Ratchaburi Electricity Generating Holding PCL (Thailand)*  
**Azhari Sulaiman**, *Senior Vice President, Malakoff Corporation Berhad (Malaysia)*

12:30 Networking lunch sponsored by



### SESSION 3: REGULATING COAL PRODUCTION

14:00 Chair's opening remarks

14:05 **Learning from the Indonesian regulatory experience – What emerging Asian coal markets should do differently to Indonesia from a regulatory perspective**

- Understanding the nature of foreign investment in mining projects
- Balancing the needs and concerns of foreign investors with domestic interests
- The importance of ensuring regulatory certainty and consistency
- The realities of mandating domestic processing and refining

**Bill Sullivan**, *Licensed Foreign Advocate, Christian Teo Purwono & Partners (in association with Stephenson Harwood)*



# CONFERENCE AGENDA

- 14:25 **Managing Indonesia's domestic demand versus international demand**
- Latest forecast of Indonesia's domestic coal requirements – 2012 to 2017
  - Ability of Indonesia's coal producers to meet these domestic requirements
  - Experience to date with the implementation

- 14:45 **Developing and operating coal projects to meet Philippines domestic demand**
- Review of coal resources and reserves in Philippines
  - Outlook for coal mining in Philippines in the next five years
  - Overcoming logistical challenges to ensure the coal meets the market
  - Timeline for commissioning new mine mouth coal fired power plants by 2015
- Joseph Omar A. Castillo**,  
Vice President – Business Operations,  
PNOC Exploration Corporation

15:05 Question and discussion

15:15 Networking refreshment break

## SESSION 4: PERSPECTIVES FROM THE COAL PRODUCERS

- 15:45 Chair's opening remarks  
**Geoffrey Gold**, Chief Executive Officer,  
Asia Mining Research

This panel will offer a selection of international coal producers the chance to discuss how they can supply these new markets. The focus will be on the producers that specialise in lower rank coals and panellists will be requested to discuss the exact qualities of coal that they can make available as well as how they intend to incorporate SE Asian markets into their future marketing strategies.

- Aris Munandar**, Director, PT Permata Energy Resources  
**David Heap**, Marketing Director, PT Harum Energy  
**F Hary Kristiono**, Business Development and Marketing Senior Manager, PT. Medco Energi Mining International  
**Junwen Wen**, Overseas Marketing, Thai Capital Corporation Public Company Limited  
**Nick Jorss**, Managing Director, Stanmore Coal Ltd

17:00 Close of day one

17:30 Networking drinks reception sponsored by



## DAY TWO Friday 16 November 2012

08:30 Welcome coffee

09:00 Opening remarks  
**Louisa Pratt**, Conference Producer,  
Coaltrans Conferences Ltd

## SESSION 5: MATCHING COAL AND ENERGY PRICES WITH INTERNATIONAL MARKETS

09:05 Chair's opening remarks  
**Lanita Idrus**, Publisher, *The ASIA Miner*;  
*Coal Age Asia*

### 09:10 **SE Asian coal price and demand trends - Evolving approaches to price setting**

- Steam coal price trends (2000 – September 2012)
- Are traditional steam coal price indices accurate indicators of what power customers are paying for steam coal in the coal markets of SE Asia?
- Chinese contract defaults during 2012 - How much are Chinese coal buyers really paying for their coal imports and will they adhere to their physical supply contracts?
- Regulatory control over domestic power prices in Indonesia, India and China and their impacts on the price of physical coal in SE Asia
- Alternative price futures for steam coal in SE Asia through to 2015

**Bart Lucarelli**, President, *Roleva Energy*

### 09:30 **Buying from the international market – How to achieve the best deal for you**

- Benefiting from the international trading platforms
- Role of indices in giving transparency to the market
- Short term contracts versus long term arrangements

**James O'Connell**, Senior Managing Editor, *Platts*

### 09:50 **Possible impacts of an ASEAN power distribution network on location of coal fired power plant and steam coal demand in SE Asia**

- Status of regional power transmission grid in South East Asia
- Necessary developments to improve transmission and distribution of energy across the region

# CONFERENCE AGENDA

- Advantages of using a power share programme
- Paulius Kuncinas**, *Regional Editor, Oxford Business Group*

- 10:10 **Case studies of operating power plants in the Philippines**
- Coal sourcing – Spot/domestic
  - Operating Regime - Challenges/ opportunities
  - Open Access - Game changer for the market?
- Frank Thiel**, *Managing Director, Quezon Power (Philippines) Co.*

10:30 Questions and discussion

10:45 Networking refreshment break

## SESSION 6: FACTORING IN THE ENVIRONMENT

- 11:15 Chair's opening remarks
- 11:20 **GTL Energy coal upgrading – Commercial plant proves technology**
- Working through the scale-up stages to reach commercial deployment of the Solid Energy plant in New Zealand
  - Addressing all key risks to guarantee success
  - Creating a platform for technology deployment in Asia through large scale project development
- Blake Williams**, *Chief Commercial Officer and CFO, GTL Energy*
- 11:40 **Beneficiation of low rank coals – Value of using UBC**
- Analysis of upgrading coal technologies on Indonesia's low rank coals
  - Ability to overcome potential reabsorption of water or spontaneous combustion
  - Advantages of UBC technology
- Hiromichi Ishino**, *General Manager – Sales & Marketing, Coal & Energy Division, Natural Resources & Engineering Business, Kobe Steel Ltd.*

- 12:00 **The environmental upside of UCG mining methods**
- Kev Garner**, *Independent*

12:20 Questions and discussion

12:30 Networking lunch sponsored by



## SESSION 7: OVERCOMING LOGISTICAL CHALLENGES

- 14:00 Chair's opening remarks
- 14:05 **An insight into Vietnam's infrastructure requirements and developments**
- Demand for on-land coal terminals – How will this be met?
  - Working with the Government to meet Vietnam's infrastructure demands
  - Potential use of floating platforms/ transshipment facilities to overcome the depth restrictions
- Tau Nguyen**, *Vice President, Tan Tao Group; Tan Tao Energy Corporation*
- 14:25 **Prospects of barging from Indonesia – Is it an option?**
- Understanding the economics of barging coal from Indonesia to SE Asian countries
  - Use of low draft river barges and other options for making barging a lower cost transport option
  - Weather, sea conditions and other factors that limit the use of barges for coal transport
- Patrick Jourdain**, *General Manager, LD Ports & Logistics (Asia)*
- 14:45 **Creating deep water ports and on-land coal terminals**
- An overview of infrastructure that is required
  - Regulatory and technical challenges that are delaying the development of these new ports and coal terminals in SE Asia
  - Potential solutions for overcoming these development constraints
- 15:05 Questions and discussion
- 15:15 Closing remarks
- 15:20 Close of day two

*\*Subject to final confirmation*





# Sponsorship and Exhibition Opportunities

**Ensure your company is the first to seize new opportunities!**

Partnering with Coaltrans at our exciting Emerging Asian Coal Markets Conference ensures you feature at the forefront of the event and showcases your brand to the high level delegation we attract.

**With new emerging prospects, there has never been a better time to partner with Coaltrans.**

This event will offer an invaluable networking platform, delivering fantastic opportunities to develop new and profitable business relationships with the **biggest players in the industry.**

## Interested in sponsoring?

- Be part of the next success story!
- Invest in exciting new coal projects
- Showcase your project to investors and secure funding for your venture
- Promote your company's skills to administer new projects
- Strengthen your position in the market
- Contact new clients and maintain existing relationships by taking a sponsorship opportunity at the event: you will have your logo displayed on the main conference stage, and your corporate literature will be inserted into each delegate bag, thereby creating an opportunity for potential clients to contact you.



**Only 4  
exhibition  
stands  
remaining**

### Invaluable sponsorship opportunities include:

- Networking evening reception
- Delegate bags
- Conference documentation
- Networking break
- We are very flexible and can customise a variety of options to suit your particular budget, objectives and aspirations.



## JOIN OUR EXHIBITION!

Promote your company, services, knowledge and achievements while ensuring long-term and brand new clients know where to find you. This is the place to be, as it hosts all refreshment breaks and the internet café.

Every level of exhibitor can be accommodated from first-time to experienced exhibitor and bespoke packages are available to suit any budget.

For further information on Sponsorship or Exhibiting please contact:

**Oliver Bufton**, Sponsorship and Exhibition Executive,

Tel: **+44 (0) 20 7779 8748** | Fax: **+44 (0) 20 7779 8946**

Email: **obufton@euromoneyplc.com**



**The easiest way to register is online at [www.coaltrans.com/emergingasia](http://www.coaltrans.com/emergingasia)**

**Four  
other ways to  
register**

**Email:**  
[coaltrans@euromoneyplc.com](mailto:coaltrans@euromoneyplc.com)  
(quoting brochure ref.)

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+44 20 7779 8946

**Telephone:**  
(HK) +852 2912 8038  
(UK) +44 20 7779 7222

**Post:**  
Coaltrans Conferences Ltd  
Nestor House, Playhouse Yard  
London EC4V 5EX

**EARLY BIRD FEE US\$1,699 (by 28 September 2012) – STANDARD FEE US\$1,899 (after 28 September 2012)**

**Fee includes:** 1. Attendance to all conference sessions 2. Full conference documentation  
3. Refreshments, lunches and evening reception

**IT IS IMPORTANT TO FILL OUT ALL THE INFORMATION BELOW**

Please photocopy this form for multiple bookings

**BY COMPLETING THE DETAILS BELOW YOU ARE AGREEING TO OUR CANCELLATION TERMS AND CONDITIONS\***

STANDARD DELEGATE FEES			
Delegates	Before 28 September 2012	After 28 September 2012	Discount
<input type="checkbox"/> 1st	US\$1,699	US\$1,899	
<input type="checkbox"/> 2nd	US\$1,499	US\$1,699	<b>US\$200</b>
<input type="checkbox"/> 3rd+	US\$1,199	US\$1,399	<b>US\$500</b>

**END USER RATE\*:** US\$999

\*Please note eligibility to these fees will be at the sole discretion of Coaltrans Conferences

Bookings made on-site (15 – 16 November 2012) will be subject to a US\$100 administration charge

**HOTEL:**

Accommodation is available at the Banyan Tree Hotel Bangkok to registered delegates at the following special rate: Deluxe Room for Single Occupancy – THB 4800 plus 7.7% & 10% service charge (breakfast is included).

For booking information please visit [www.coaltrans.com/emergingasia](http://www.coaltrans.com/emergingasia) and click on the hotel tab

To reserve a room at this rate please contact + 44 (0) 1904 682639, or send an e-mail to [Reservations@banks-sadler.co.uk](mailto:Reservations@banks-sadler.co.uk) quoting "coaltrans".

**1<sup>st</sup> Delegate details**

Mr/Mrs/Ms \_\_\_\_\_ First name \_\_\_\_\_

Surname \_\_\_\_\_

Job title \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Confirmation will only be sent to the e-mail address provided above

**2<sup>nd</sup> Delegate details**

Mr/Mrs/Ms \_\_\_\_\_ First name \_\_\_\_\_

Surname \_\_\_\_\_

Job title \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Confirmation will only be sent to the e-mail address provided above

**3<sup>rd</sup> Delegate details**

Mr/Mrs/Ms \_\_\_\_\_ First name \_\_\_\_\_

Surname \_\_\_\_\_

Job title \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Confirmation will only be sent to the e-mail address provided above

**Organisation details**

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_ Country \_\_\_\_\_

Email (group contact) \_\_\_\_\_

**Invoice will be sent to the e-mail address provided above.**

**CONFERENCE FEE PAYMENT**

**All payments must be received by 8 November 2012, unless registering online at [www.coaltrans.com/emergingasia](http://www.coaltrans.com/emergingasia)**

Payment may be made in one of three ways - please tick appropriate box ✓

- 1. To make a payment by credit card, please visit [www.coaltrans.com/emergingasia](http://www.coaltrans.com/emergingasia)
- 2. Payment by BANK TRANSFER should be made through Lloyds Bank plc,  
PO Box 72, Bailey Drive, Gillingham Business Park, Kent ME8 0LS,  
US\$ Account Number 11127713, Sort Code: 30-12-18, Swift Code: LOYDGB2LCTY  
IBAN: GB67LOYD30121811127713 (all charges to be paid by sender)  
Option only available before 8 November 2012

- 3. CHEQUES should be made payable to Coaltrans Conferences Ltd. A receipted invoice will be sent to all delegates. Option only available before 8 November 2012

**Please ensure the invoice number and the company and delegate names are stated on the payment form.**

*Please complete and return this form together with a copy of your bank transfer or cheque, payable in US\$ to Coaltrans Conferences Ltd, and send by post or fax to:*  
**Coaltrans Conferences Ltd, Nestor House, Playhouse Yard, London EC4V 5EX, UK**  
**Tel: +44 20 7779 8999, Fax: +44 20 7779 8946, [coaltrans@euromoneyplc.com](mailto:coaltrans@euromoneyplc.com)**  
**[www.coaltrans.com/emergingasia](http://www.coaltrans.com/emergingasia)**

**CANCELLATIONS**

**Conference fee:** By completing this registration form, you are agreeing to the terms and conditions whereby you are liable for the full conference fee. All cancellations must be received in writing by 15 October 2012 for a full refund, less a 10% administration charge. We cannot accept verbal cancellations. Cancellations received after 15 October 2012 are liable for the full conference fee. However, substitutions can be sent to attend in your place at no extra charge for the entire conference only with prior notice. Registrations received after 15 October 2012 are still liable for the full conference fee in case of cancellation. If owing to a force majeure, Coaltrans Conferences is obliged to postpone or cancel the event, Coaltrans Conferences will not be liable for any travel or accommodation expenses incurred by delegates or their organisations. Badge swapping with other registered/non-registered delegates is against our company policy and will not be permitted.

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