

Coaltrans Conferences presents

16th Annual
Coaltrans
ASIA



30 May – 2 June 2010

Bali International Convention Centre, Indonesia

Asia's premier coal industry event

COALTRANS ASIA 2010 TOP FEATURES:

- A new **E-Messaging system** allowing delegates to communicate directly with target clients
- A spectacular line-up of high-profile **Ministry and Industry speakers**
- Opportunities for **interactive discussion** between speakers and audience throughout the conference
- **Three official networking receptions** and a multitude of **networking opportunities**
- **Three full halls of over 75 networking exhibition stands**

"A real networking event and the best in the industry."

Arthur Simatupang,
PT Adimitra Baratama
Nusantara

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Bronze Sponsors



Coaltrans
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Hear from

- **Darwin Zahedy Saleh**
Minister of Energy and Mineral Resources, Indonesia
- **Sri Mulyani Indrawati**
Minister of Finance, Indonesia
- **Mari Elka Pangestu**
Minister of Trade, Indonesia
- **Bambang Setiawan**
Director General for Mineral Resources, Coal and Geothermal Affairs, Indonesia
- **Nur Pamudji**
Director of Energy Primer, PT PLN
- **Boy Thohir**
President Director, PT Adaro Energy Tbk.
- **Ari Hudaya**
President Director, Bumi ResourceS
- **Y.A. Didik Cahyanto**
President Director, PT Berau Coal



THE QUEEN'S AWARDS
FOR ENTERPRISE:
INTERNATIONAL TRADE
2007

Adapting to growth and realising pote

After the phenomenal success of the 15th Coaltrans Asia in 2009, the 16th edition returns in 2010 with an unmissable line-up of high profile speakers and unparalleled opportunities for networking with key players in Asia's flourishing coal industry.

Last year Indonesia produced 254 million tonnes of coal, a 20% drop on the previous year. With the worst of widespread economic uncertainty having subsided, the outlook for the Asian coal markets in 2010 certainly appears positive. Both thermal and metallurgical coal prices have strengthened but the continuing volatility commands some caution. For those with the know-how this environment offers more opportunities than ever to strengthen their competitive position and reap rewards.

The estimated target for Indonesian coal production is 275 million to 280 million tonnes this year. Given China's insatiable hunger for coal imports and India's increasing desire to secure supply for a projected 80 million tonnes shortfall in 2011-12, are Indonesia and Australia producing at a sufficient rate to satisfy such ravenous demand?

The result of controversy and insecurity surrounding the practical implications of the New Indonesian Mining Law, no doubt contributed to a drop in investment in Indonesia's mining industry last year. The regulations have been somewhat clarified, but to what extent has confidence returned to the investment sector and is this enough to support industry expansion in the short term?

These questions and many more will be put under the spotlight at the 16th Coaltrans Asia.

New and improved features include:

E-messaging system

Coaltrans Asia attracted over 1400 delegates in 2009 making it Asia's largest coal industry event. Given its phenomenal growth, it is increasingly vital for delegates to have the opportunity to meet with target clients. Our brand new E-Messaging system allows delegates to communicate privately with fellow registered attendees from three weeks prior to the event.

Exhibition

The exhibition area has expanded by over a third in only two years. Coaltrans Asia now offers access to over 75 exhibiting companies making up three halls. This area includes numerous refreshment stands and a business centre with business card printing facility.

Miners and Shakers Forum

This brand new Forum will offer the chance for small and medium sized coal companies to pitch their projects to an audience of financiers and investors as well as to our general audience. Please see inside the programme for further details.

Networking Activities

The 16th Coaltrans Asia features three Evening Networking Receptions, all in the relaxed and luxurious surroundings of the Westin Resort Nusa Dua Hotel.

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WORLD COAL MINING WEEKLY ENGINEERING NEWS argus e-coal.com OFFICIAL PUBLICATION COALTRANS

ntial in Asia's expanding coal markets



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AGENDA AT A GLANCE

DAY ONE: Monday 31 May 2010

Session 1: Ministry Keynotes

Session 2: Industry Keynotes

Session 3: Global Viewpoints and Competitive Context

DAY TWO: Tuesday 1 June 2010

STREAM A

Session 4A: Miners and Shakers Forum

Session 5A: Practical Application of the New Indonesian Mining Law

Session 6A: Indonesia Production Outlook

Session 7A: Fuelling Asia's Power and Cement Industries

STREAM B

Session 4B: Trends in Asia's Finance and Investment Sector – Part One

Session 5B: Trends in Asia's Finance and Investment Sector – Part Two

Session 6B: Coal Mining Operations and Economics – Part One

Session 7B: Coal Mining Operations and Economics – Part Two

DAY THREE: Wednesday 2 June 2010

Session 8: Metallurgical Coal

Session 9: Shipping and Logistics

Optional Post-conference Workshop – Legal Aspects of Coal Supply Contracts and Letters of Credit

Organised by the industry

Both the event administration and the conference programme are provided by organisations whose sole business focus is the world coal industry.



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 2010, Coaltrans is running events in Australia, Brazil, China, India, Indonesia, Singapore, South Africa, The Netherlands, The UK, The US, and Vietnam.



Indonesian Coal Mining Association

The Indonesian Coal Mining Association represents the Indonesian export and domestic coal industry. Its on-the-ground support to Coaltrans ensures delegates get a full understanding of the market and maximum value from the event.



Bob King & Associates

A group of 15 companies who are the market leaders in their respective fields within the Indonesian coal industry. Specialising in all aspects of coal, including: Mine due diligence studies; survey; exploration; mine planning; mine site cost reductions; infrastructure design; contract mining; safety and the environment; coal market analyses; industry introductions; finance and legal.



THE QUEEN'S AWARDS
FOR ENTERPRISE:
INTERNATIONAL TRADE
2007

CONFERENCE AGENDA

PRE-CONFERENCE PROGRAMME - SUNDAY 30 MAY 2010

0630 - 1600

Complimentary Coaltrans Golf Classic

Bali Golf Country Club
Places are limited and allocated on a first come, first served basis. Please register on p. 12.

Sponsored by



0900 - 1730

The Coaltrans World Cup Football Trophy

Lampagnan Samudrah field, Off Jalan Kalianget, Kuta
This tournament, featuring football teams from across the world, will be run together with the Bali Sports Peace Foundation which aims to offer sporting opportunities to underprivileged children in Bali, Papua and other parts of Indonesia.

In collaboration with



0800 - 1400

Complimentary Coaltrans Tennis Tournament

Westin Tennis Courts
Join us for a relaxed afternoon of tennis. Places are limited and allocated on a first come and first serve basis. Please register on p.12

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1800 - 2100 Pre - Registration

Bali International Convention Centre

Hosted by

1900 - 2100 Welcome Reception

Westin Resort Nusa Dua Poolside



DAY 1 - MONDAY 31 MAY 2010

0700 Registration and Refreshments

0800 **Networking Brunch and Exhibition 'Meet and Greet'**
Sponsored by



0930 **Opening remarks and Introduction**
Gerard Strahan, *Managing Director, Coaltrans Conferences Ltd.*

Auditorium sponsored by **TANITO**coal

SESSION 1: MINISTRY KEYNOTES

Chair: **Bob Kamandanu**, *Chairman, Indonesian Coal Mining Association (ICMA)*

0940 **Chair's introduction and opening remarks**

0945 Indonesia's energy policy

- Continuing Indonesia's role as leading thermal coal exporter while supporting domestic energy needs
- Carrying through the second phase of Indonesia's 10,000 MW fast-track programme
- How much of this power will be generated by coal?

Darwin Zahedy Saleh, *Minister of Energy and Mineral Resources, Government of Indonesia*

1010 Financing Indonesia's 10,000 MW fast-track programme

- Raising finance for the second stage of the programme - How much has been raised?
- International participation in Indonesian power investment - Impact of Chinese investment?

Sri Mulyani Indrawati, *Minister of Finance, Government of Indonesia*

1035 Facilitating Indonesia's coal trade

- Role of coal in Indonesia's export market
- Preparing for growth and trends and trade flows
- What are the benefits of the new Letter of Credit requirements?

Mari Elka Pangestu, *Minister of Trade, Government of Indonesia*

1100 Questions and Discussion

1110 **Networking Break and Refreshments**
Sponsored by



1120 Indonesia's coal industry - Looking ahead

- Medium to long term prospects for coal exports
- Opportunities for foreign investment in Indonesia - Joint ventures
- The Indonesian Coal Price Index

Bambang Setiawan, *Director General for Mineral Resources, Coal and Geothermal Affairs, Government of Indonesia*

1145 The role of coal in Indonesia's future domestic energy mix

- Indonesia's future energy policy - Coal vs. renewable energy sources?
- 2,000MW Power Plants - The new generation?
- How much of these will be made up of coal fired plants?
- Cost, location and projected timescale for development

Nur Pamudji, *Director of Energy Primer, PT PLN*

1210 Questions and Discussion

1220 **Networking Lunch**
Sponsored by



SESSION 2: INDUSTRY KEYNOTES

1335 Chair's introduction and opening remarks

1340 Adaro's key success factors to achieve continual production growth

- Working together with the local community towards sustainable change
- Learning from one's mistakes to tailor corporate social responsibility to the community

Boy Thohir, *President Director, PT Adaro Energy Tbk.*

1400 PT BUMI ResourceS - Indonesia's largest thermal coal producer

- Will the Indonesian market see further market consolidation?
- Expansion of BUMI's exports in key strategic markets e.g. India and China
- Serving the expanding domestic Indonesian market

Ari Hudaya, *President Director, Bumi ResourceS*

1420 PT Berau - Positioning for future growth

- Increasing production to 30 million tonnes by 2013 and further development of Tarakan mine

Y.A. Didik Cahyanto, *President Director, PT Berau Coal*

1440 Private investment in Indonesia's rail infrastructure

Madhu Koneru, *Executive Vice Chairman, MEC Coal*

1500 Questions and Discussion

1520 **Networking Break and Refreshments**
Sponsored by



SESSION 3: GLOBAL VIEWPOINTS AND COMPETITIVE CONTEXT

Chair: **Simon F Sembiring**, *Independent Commissioner & Senior Adviser, PT. Petrosea Tbk & PT. Indika Energy*

1545 Chair's introduction and opening remarks

1550 The competitive cost of coal - Analysing the major producing areas of the world

- Impact of geological structure and mining method
- Mining costs - Capital and operating, direct and indirect, cash and non-cash
- Impact of ownership versus contracting
- Transportation - Trucking, barging, trans-loading

John Devon, *Executive Vice President & Principal Consultant, Marston & Marston*

"This was a very useful event and the best place to expand our knowledge and relationship in the coal business." Chairul Fikri, PT Central Java Power

1610 Producer's perspective - South Africa's coal exports

- Balancing exports with Eskom's rising demand for coal
- Impact on export pricing
- Is South Africa receiving the necessary investment in its coal industry?
- Rail and port development – Can the infrastructure system support additional coal exports?

Mxolisi Mgojo, Executive General Manager, Exxaro

1630 China's long term import/export balance

- Is the world's largest coal producer on the verge of becoming a net-importer?
- Import price spreads
- How and why China's government may intervene in the coal markets
- Domestic market reform and investment

Richard K. Morse, Coal Markets Lead, Stanford University – Program on Energy and Sustainable Development

1650 Assessing credit risk in the coal industry

- Industry, market and financial risks – The fundamentals of credit analysis
- Sovereign and regulatory risks – How do they impact Indonesian corporates?
- Case studies from Indonesia

Kalai Pillay, Senior Director, Head of Industrials Ratings Asia-Pacific, Fitch Ratings

1710 Questions and Discussion

1730 Close of Day One

1800 Evening Reception

Westin Nusa Dua Resort beachfront

Hosted by  **MEC Coal**



DAY 2 – TUESDAY 1 JUNE 2010

0800 Exhibition opens

0800 Networking Breakfast

Join fellow delegates in a friendly, relaxed environment to make additional business contacts

0900 Conference opens

CHOICE OF STREAMED SESSIONS

STREAM ONE

SESSION 4A: MINERS AND SHAKERS FORUM

The Miners and Shakers Forum is a new feature of Coaltrans Asia that will offer the opportunity for small to medium-sized coal mining companies to make a 15-20 minute presentation summarising their operations and their need to raise capital. The audience will be made up of investors, private equity and venture capital delegates, and debt financiers as well as our general audience.

Those interested in speaking in this session please contact Sarah Robertson at srobertson@euromoneyplc.com

Chair: **Jeffrey Mulyono**, President Director, PT Bhakti Energi Persada and PT Arya Citra Mineconsult

0855 Chair's introduction and opening remarks

0900 Introductory comments – Financing challenges for mine owners and investors in Indonesia's coal mining sector

David Barnes, Managing Director, DB Consulting

0915 Start of presentations

1030 Refreshments and Networking Break
Sponsored by



OR

STREAM TWO

SESSION 4B: TRENDS IN ASIA'S FINANCE AND INVESTMENT SECTOR – PART ONE

Chair: **Jim Rowe**, Head of Asian Heavy Equipment Financing, ANZ Singapore

0855 Chair's introduction and opening remarks

0900 Keynote Presentation: Launch of a traded coal future

- New futures contract on low-rank / domestic Indonesian coal
- Development of an international reference-based futures contract for export coal

Hassan Zain Mahmud, President, Jakarta Futures Exchange

0920 Derivatives markets and their uses

- Fundamentals of price risk management - Why hedge?
- The market environment and outlook
- Who is using the derivatives markets and why?

Michael Conn, Director, Structured Corporate Solutions, Commodity Derivatives, BNP Paribas

0940 The development of over-the-counter markets

- Obstacles to the development of coal futures contracts in Asia
- Can OTC instruments offer a better solution for the region?
- What can be done to overcome the resistance to the use of financial tools in the region?
- China's role in the evolution of Asian derivative markets

Jason Feer, Sr VP and General Manager, Asia Pacific, Argus Media Ltd

1000 Opportunities in heavy equipment leasing and structured finance in the Indonesian coal sector

Jim Rowe, Head of Asian Heavy Equipment Financing, ANZ Singapore

1020 Questions and Discussion

1030 Refreshments and Networking Break
Sponsored by



"This was a very comprehensive and well organised event, with great networking and learning opportunities." Syafei Rachman, Bank Mandiri



SESSION 5A: DISCUSSION FORUM – PRACTICAL APPLICATION OF THE NEW INDONESIAN MINING LAW

Chair: **Bill Sullivan**, *Licensed Foreign Advocate, Christian Teo & Associates*

1055 **Chair's introduction and opening remarks**

1100 **Chair's Introductory Comments**

1110 In this session a group of panellists will discuss some of the implementing regulations of the New Indonesian Mining Law and their practical implications. The Audience Response System will be used to maximise audience participation.

- **Rick Beckmann**, *Senior Foreign Legal Counsel, Brigitta I. Rahayoe & Partners*
- **Colin Davies**, *President Director, Laing O'Rourke*
- **Bob Kamandanu**, *Chairman, Indonesian Coal Mining Association (ICMA)*
- **Micky Hehuwat**, *Director and Deputy Chief Business Development Officer of PT Indika Energy Tbk*
- **Ian Wollff**, *Exploration & Business Development Manager, PT. Aquila Energy Development Indonesia*

1210 **Networking Lunch Sponsored by**



SESSION 6A: INDONESIA PRODUCTION OUTLOOK

Chair: **David Heap**, *Marketing Director, TANITO Coal*

1325 **Chair's introduction and opening remarks**

1330 **Indonesia's coal industry: Past Accomplishments-Future Prospects**

- Domestic-export sales trends over the past decade
- Status of MoEMR resource and reserve estimates
- PLN's fast-track program and its impact on domestic coal demand through to 2015
- Impact of Indonesia's export markets if new supplies from Australia's Galilee and Surat Basins enter the market in 2013-15 time frame

Bart Lucarelli, *President, LP Power Consultants, Ltd.*

1355 Questions and Discussion

1405 **Indonesian producers' panel**

- Production forecast
- Production challenges
- What will shape the Indonesian coal industry of the future?

Panellists:

- **Richard Lee**, *Managing Director, Kideco*
- **Eko Natalina**, *General Manager Marketing and Sales, PT Berau Coal*
- **Hendra H. Santoso**, *Director, E-Coal*
- **Aphimuk Taifayongvichit**, *SVP, Sales and Logistics, PT.Indo Tambangraya Megah Tbk*
- **Edwin Tsang**, *Chief Marketing Officer, PT Adaro*

1500 **Refreshments and Networking Break Sponsored by**



OR

SESSION 5B: TRENDS IN ASIA'S FINANCE AND INVESTMENT SECTOR – PART TWO

1055 **Chair's introduction and opening remarks**

1100 **What will drive value in 2010?**

- Opportunities for further consolidation
- How to finance growth?
- Who will be buyers in 2010-11?
- Are valuations going too high?
- Are commodities a hedge against inflation?

Sandeep Pahwa, *Managing Director and Head of Global Banking for Southeast Asia, Deutsche Bank*

1115 **Case study: Mining M&A – Back to Basics**

- Lessons learnt from both successes and failures
- Key considerations along the M&A process
- Improving the odds of a good deal

Vincent Poizat, *Director, Head of Mining, Asia-Pacific, ING Bank N.V.*

1130 **Mergers and Acquisition activity – A 2010 rush?**

- Consolidation in the market – A look at the impact of major deals and recent activity
- What lies ahead for M&A activity in 2010 - 2011
- Making a successful bid – Advice and considerations

Alberto Migliucci, *Head of Mining and Oil and Gas, South East Asia, Credit Suisse*

1145 **Market entrance strategy and joint venture structures for overseas companies based in Indonesia**

- What areas of the market are most attractive for new entrants?
- What types of company are entering the market? Indonesian/ Overseas investors
- Types of joint venture structure and pros and cons of each
- What are the key grey areas in the regulations?

Brian Scott, *Partner, Herbert Smith LLP, Foreign Counsel at HBT Jakarta*

1200 Questions and Discussion

1210 **Networking Lunch Sponsored by**



SESSION 6B: COAL MINING OPERATIONS AND ECONOMICS: PART ONE

In association with



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Chair: **Ali Mardi**, *Partner, PricewaterhouseCoopers Indonesia*

1325 **Chair's introduction and opening remarks**

1330 **Exploration drilling programs and costs to generate JORC coal resources**

- Example of a drill program to satisfy client and JORC requirements
- Budgeting for program costs and manning
- Selection and control of drilling contractor
- Review of project out-come and targets achieved

Tully Mathews, *Geologist, PT SMG Consultants*

1350 **Case study – Equipment hire versus ownership and mining operations – asset management solutions**

- Equipment hire vs. ownership – When to use each?
- Service and maintenance to maximise equipment utilisation and minimise downtime
- Equipment selection and timing of updating fleet to the latest technological advances

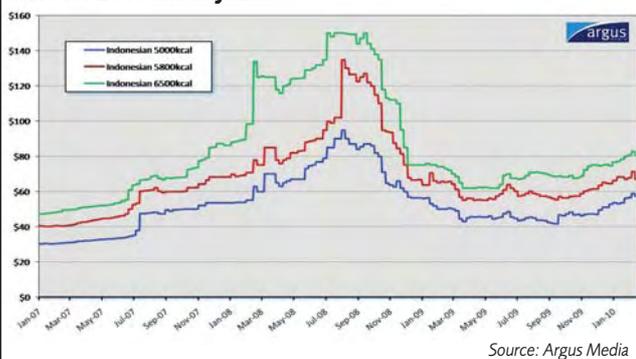
Marcus Geisler, *Executive Director, Coates Hire Operations*

"The conference is very good as it is the forum to attend for any coal organisation. It opens opportunities to develop business relationships." *Rangsan Chantadee, Banpu Public Company Ltd*

SESSION 7A: DEMAND OUTLOOK – FUELLING ASIA'S POWER AND CEMENT INDUSTRIES

- 1525 **Chair's introduction and opening remarks**
- 1530 **India's thermal coal demand – A growing hunger/ India's surging power industry**
- Key challenges to investment in Indonesia's domestic power market
 - India demand forecast and continuing role of Indonesia in supply
- Minesh Dave**, Chief Representative – Indonesia, Tata Power
- 1550 **Korea - Coal consumption and outlook for the electricity generating sector**
- Outlook for Korean demand for Indonesian coal in 2010-11
 - How will competition between Indonesian and Australian coal play out in Korea?
- Y.J. (Yong-Jae) Lee**, Team Leader/Senior Manager, Fuel Team, Korea South East Power Co.
- 1610 **The Japanese Power Market – Stable but static?**
- Medium to long term thermal coal demand
 - Securing Japanese coal supply
 - How much derivatives trading is taking place?
- Yasaku Yukita**, Deputy General Manager, Thermal Coal Business Unit, Mitsubishi Corporation
- 1630 **Vietnam's private power projects**
- What will be Vietnam's realistic coal requirement 2010 – 2020?
 - How many projects will meet planned deadlines?
 - Coal imports and port requirements – Focus on Vintan
 - Coal within Vietnam's energy mix – Extent to which Vietnam's global warming concerns are affecting the industry
- Senior Executive**, Vinacomin
- 1650 **New developments in Taiwan's power industry**
- An update on thermal power plant development in Taiwan
 - The development of Taiwan's first offshore coal-unloading pier
- Albert Jen**, Deputy Director of Fuel Department, Taipower
- 1710 **Indonesia's cement industry - Growth forecasts for 2010-11**
- How much new demand capacity will come online?
 - Role of China in fueling demand
 - Fuel supply options for the cement industry – Coal, petcoke
- Urip Trimuryono**, President, Indonesia Cement Association
- 1730 Questions and Discussion
- 1740 **Chairman's Remarks and Close of Day Two**

Indonesian thermal coal prices between 2007 – 2010. What is in store for 2010 and beyond?



OR

- 1410 **Project finance for mine acquisitions and infrastructure development**
- Recent examples of capital raised for mine acquisitions and infrastructure
 - Requirements from banks - Feasibility studies, JORC reserves, off-take agreements, owner guarantees and securities
 - Typical loan structure, terms, conditions and fees for small and large size mine infrastructure development projects
- Deepak Kukean**, Managing Director, Project & Export Finance, Standard Chartered Bank
- 1430 **Tax and commercial considerations for investment in coal assets in Indonesia**
- Investment and financing structure
 - Update on new tax laws and regulations impacting coal mining sector
 - Current tax and commercial issues in the coal mining sector
- Ali Mardi**, Partner, PricewaterhouseCoopers Indonesia
- 1450 Questions and Discussion
- 1500 **Networking Break and Refreshments**
- Sponsored by



SESSION 7B: COAL MINING OPERATIONS AND ECONOMICS: PART TWO

- Chair: **Bob King**, Consultant Mining Engineer, Bob King & Associates and Co-Organiser of the Mining Operations and Economics Stream
- 1525 **Chair's introduction and opening remarks**
- 1530 **Optimum mine scheduling – Maximising the profits and life from your coal reserves and mine**
- Pit optimisation techniques and challenges for coal.
 - Mine scheduling and blending for coal
 - Modelling waste haulage scenarios, in-pit ex-pit
 - Implications for mining contracts
- Stuart Ashdown**, General Manager (Indonesia), Gemcom AustralAsia
- 1545 **Blending for maximum value**
- Using the energy-value curve to your advantage
 - Arbitrage opportunities in blending
 - Risk and return on coal specifications
- Robert de Jongh**, Managing Director, ASEAMCO Pty Ltd
- 1600 **Case study examples - Upgrading operations for maximum performance**
- Radical business improvement – Overcoming pitfalls and optimising operations
 - Rightsizing aligned to market realities
 - Ensuring maximum performance of machinery and transport chain
- Seelan Naicker**, Strategy and Innovation Leader, Deloitte
- 1615 **Mine Waste Water, Acid Mine Drainage & Environmental Management**
- **D. Setiaji Hadiprayitno**, Managing Director DHV Indonesia
 - **Francis Gibbons**, Group Manager: Water Sector, SSI Engineers and Environmental Consultants (PTY) Ltd.
- 1635 **Latest developments in the techniques for Coal Bed Methane and Coal Mine Methane**
- Exploration methods and procedure to ascertain CBM potential of a coal property
 - Drilling methods for optimum resource extraction and/or gas drainage
 - Case studies from Australia and other countries where CBM/CMM is either already well advanced, or in early stages
 - Impact on existing mining operations when introducing CBM
 - Capital and operating costs of CBM operations
- Nathan Mitchell**, Director, Mitchell Drilling Pty Ltd.
- 1650 **Case study: Raising efficiency in road transportation and long distance truck hauling**
- Coal hauling in Kalimantan
 - Optimising delivery time and cost
 - Development of dedicated haul roads
- Darwin Bintang**, Operation Research & Project Evaluation Dept. Head, PT Pampapersada Nusantara
- 1710 Questions and Discussion
- 1720 **Chairman's Remarks and Close of Day Two**

1800 **Evening Reception**
Westin Nusa Dua Resort beachfront

"An invaluable opportunity to find out about the current coal trends in Asia."

Tatsuya Shimomura, NYK LINE





"A one stop service event. Knowledge, networking and relaxation mixed together in one venue." *Indra Sarimuda, PT. Jaya Samudra Karunia Shipping*

DAY 3 – WEDNESDAY 2 JUNE 2010

- 0800 Exhibition opens
0845 Conference opens

SESSION 8: METALLURGICAL COAL

Chair: **Bill Graybeal**, *Chief Executive Officer, Coeclerici Asia Ltd.*

0855 **Chair's introduction and opening remarks**

0900 **The overview of global coking coal supply drivers**

- The pattern of supply growth under a future demand and price scenario
- Outlook for emerging supply sources to seaborne markets
- Significant projects currently planned or underway

Jim Truman, *Senior Analyst - Americas Coal Research, Wood Mackenzie*

0920 **Developing New Zealand's coking coal resources**

- Timescale for production from first shipment in February 2010
- Key demand market and transport logistics
- Meeting environmental requirements and protecting the Paparoa Ranges

Gordon Ward, *Chief Executive, Pike River*

0940 **The development of a coking coal index – What will be the effect of index pricing?**

- Timescale for implementation and scope of use
- How much demand is there for a coking coal index?
- Impact on steel mills and steel market
- Price discovery methodology – How accurate will this be?

Each panellist will be given the opportunity to make a five minute presentation before moving onto a panel discussion

- **Jason Feer**, *Sr VP and General Manager, Asia Pacific, Argus Media Ltd*
- **James Meredith**, *SCoTA Contract Manager, GlobalCOAL*
- **John O'Neil**, *Senior Journalist, Energy Publishing*
- **James O'Connell**, *Managing Editor, Platts*

1020 Questions and Discussion

1030 **Networking Break and Refreshments Sponsored by**



SESSION 9: SHIPPING AND LOGISTICS

Chair: **Richard Fulford-Smith**, *Managing Partner, RS Platou LLP*

1055 **Chair's introduction and opening remarks**

1100 **Panel discussion – Overview of Asia's freight markets**

- How will shipping costs around Asia evolve?
- How much of the 2009 order book has been pushed through to 2010?
- Scrapping and lay up scenarios
- What is the future for freight derivatives?

Each panellist will be given the opportunity to make a five minute presentation before moving onto a panel discussion

- **Jagmeet Makkar**, *Executive Vice President, Noble Chartering Limited*
- **David Schenk**, *Executive Director, Dry Cargo Chartering, SSY Sydney*
- **Phillip Williams**, *Manager - Asia Pacific, The Baltic*

1130 **Piracy – A rogue cost**

- What is the real cost of piracy to freight players?
- Insurance premiums, deviation and training costs – Who is responsible for what?
- Is there an end in sight? What can the industry do to mitigate the effects?

Captain Pottengal Mukundan, *Director, International Maritime Bureau*

1150 **Sustaining Indonesia's ever increasing coal export through Integrated Coal Logistics**

- Overview of Offshore Coal Logistics (Barging, Self Propelled, Floating Crane vs Geared etc)
- Improving logistics to reduce transportation costs (One Stop Package)
- Advantage of floating vs shore-based terminals
- Differing solutions for different logistical challenges

Mario Terenzio, *Managing Director, Logmarin Advisors*

1210 **Offshore transshipment – Achieving flexibility in the dry bulk market**

- How does availability of these affect the market?
- Case study – How has this impacted on operations?
- Context and considerations for implementation – What is the volume needed to optimise use and loading rate?

Capt Giordano Scotto d'Aniello, *Business Development Manager, Coeclerici Logistics S.p.A*

1230 **Investment in Kalimantan coal transport logistics**

Dasa Sutantio, *Managing Director, PT Pelita Samudera Shipping*

1250 Networking Lunch

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WEDNESDAY 2 JUNE 2010 - OPTIONAL POST-CONFERENCE WORKSHOP (Please book on p.12)

US\$399

1400 – 1700

Legal aspects of Coal Supply Contracts and Letters of Credit

Efficiently using contracts as a risk management tool demands an understanding of the meaning of critical terms in coal contracts and of how coal contracts react to events affecting performance. This workshop will focus on the events, terms and relationships frequently encountered in international coal markets to assess their global implication for contractual performance.

Topics include:

Key Provisions of Long Term Coal Supply Contracts

Use of Letters of Credit

- L/C Process
- Inco terms and UCP600
- Indonesian Ministry of Trade Directive

Inter relationship of LCs, Coal Sales Contract and Charterparty

- Interdependent obligations under coal sales contract and letter of credit
- Time limits and cancellations
- Counterparty Risk

Workshop instructors:

- **Simon Davidson**, *Partner, Holman Fenwick Willan, Singapore*
- **Alistair Duffield**, *Partner, Holman Fenwick Willan, Singapore*

Sponsored by:



US\$1895

Optional post-conference **FIELD TRIP**

See
page 12 for
booking
details

Thursday 3 June 2010 and Friday 4 June 2010
(Departing Wednesday 2 June 2010 – PM)

OUTLINE ITINERARY:

Day 1 – Wednesday 2 June 2010

- Midday: Fly from Denpasar (Bali) to Balikpapan (Kalimantan)
- Overnight at Le Grandeur Hotel in Balikpapan

Day 2 – Thursday 3 June 2010

Banpu site visit

- Morning: Visit to the Indominco Mandiri coal mine
- Afternoon: Visit of Bontang Port facility

Day 3 – Friday 4 June 2010

PT Kaltim Prima Coal site visit

- Morning: Transfer to PT Kaltim Prima Coal and visit of the mine
- Afternoon: Visit of KPC's Tanjung Bara port facilities
- Evening: Departure*

*NB – Field trip subject to a minimum and a maximum number of participants. Itinerary subject to change due to flight schedules. Delegates will be able to join on a first-come first-served basis. The price for the field trip includes domestic flights, transfers, accommodation, and meals. *All delegates will be flown back to Jakarta. Any delegates wishing to make an International connection following the field trip will be organised by the individual delegate at their own expense.*

THURSDAY 3 JUNE 2010

ITM (PT Indo Tambangraya Megah)



Indominco, also widely known as "Bontang" due to the name of its Port, is ITM's flagship coal mine. Banpu has managed this mine by means of its majority ownership of ITM and the coal is widely accepted among major Power Utilities in Japan, Taiwan, Korea and Italy as well as other Asian buyers. It is an open-pit mine of world class based in Bontang, East Kalimantan. It is operated by truck & shovel and produced 12.5 million tonnes in 2009. Indominco will ramp up to 5 million tonnes per annum mine by end of 2009, with plans to further increase. The company has just completed Bontang Port expansion with a major investment that increased stock capacity to 650,000 tonnes, with handling capacity of 21 million tonnes per annum. It also has the world biggest Continuous Barge Unloader rated 12 million tonnes per annum.

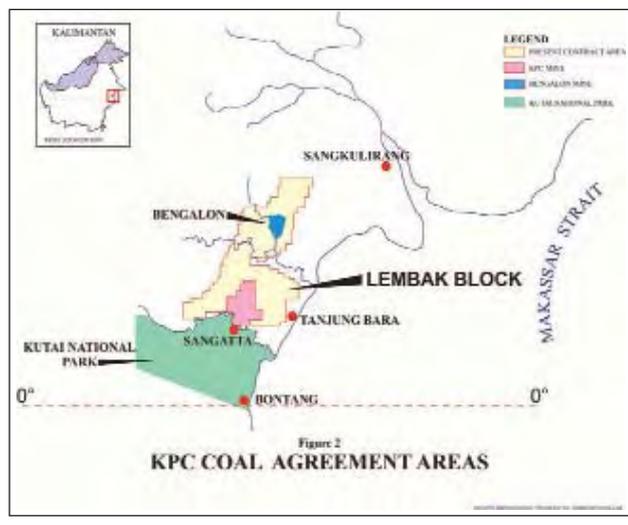


FRIDAY 4 JUNE 2010

PT KALTIM PRIMA COAL (KPC)



Participants will visit KPC's operations around Sangatta in the East Kutai Regency (Kutim), north of Balikpapan. The Lembak Block comprises the Sangatta and Bengalon regions, both mined directly by KPC and contractors. There are a number of operating pits. The Sangatta region has marketable reserves of 1,290 million metric tonnes. The Bengalon region/mine, exploited since 2005 by contractors, has marketable reserves of 220 million metric tonnes. Delegates will then visit the Sangatta region pits and processing areas before proceeding to the port at Tanjung Bara, which is linked to the Sangatta region by a 13-km long overland conveyor. Bengalon coal is trucked to the Lubuk Tutung port via a 21km road. This close proximity of all the mines to their respective ports provides KPC with the advantage of low mine to port transportation costs.



Cancellations: All cancellations must be received in writing by 30 April 2010 for a full refund, less a 10% administration charge. We cannot accept verbal cancellations. Cancellations received after 30 April 2010 are liable for the full field trip fee. However, substitutions can be sent to attend in your place at no extra charge. Registrations received after 30 April 2010 are still liable for the full field trip fee in case of cancellation. If owing to a force majeure, Coaltrans will not be liable for any travel or accommodation expenses incurred by delegates or their organisations.

"The group discussions at the end of each session allowed me to get an insight in to the thoughts of both the speakers and the audience." Benjamin Nicholas Lane, Regent Pacific

Exhibition Opportunities

The 16th Coaltrans Asia exhibition will kick off with a relaxed networking brunch in the three halls to give exhibitors maximum exposure from the outset. With two halls of stands already reserved, the exhibition promises to sell out and be more vibrant than ever.

Exhibiting presents the perfect opportunity to promote your company, services, knowledge and achievements while ensuring long-term and brand new clients know where to find you. Every level of exhibitor can be accommodated from first-time through to experienced exhibitor, and bespoke packages are available to suit any budget.

With this year's exhibition looking likely to sell-out, secure your stand now to avoid disappointment!

Confirmed EXHIBITORS as at 18/02/10

- Allegro Development
- Altus Group
- ANZ
- Argus Media
- Aurecon
- Bando Indonesia
- Banpu Public Company Limited
- Baramulti Group
- BEP Coal
- Cargotech
- Carsurin - Surveyors with Integrity
- Cigading Bulk Terminal
- Coal and Oil
- Coaltrans Business Centre
- Coaltrans Conferences
- Coates Hire / PT Allight Indonesia
- Coeclerici
- Dry Cargo
- EnviroEssentials
- FXL Energy Engineering & Equipment Corp.
- GAC Group
- Gemcom
- AustralAsia
- Geoservices
- globalCOAL
- Hancock Coal Pty Ltd
- ICMA
- IDT Shipping
- IMC Shipping
- Inchcape Shipping Services
- Inspectorate
- Kideco
- Laing O'Rourke
- MBE Coal & Mineral Technology GmbH
- Media Pavilion
- Micromine
- Mitra SK Private Ltd
- OpenLink
- Ozmine
- Petrosea
- Platts
- PT. Emas Hitam Jaya Rahayu
- PT. Energi Batubara Lestari (Hasnur Group)
- PT.MNKK
- PT. Toba Sejahtra
- PT. Trans Pacific Jaya /PT Galangan Mercusuarat
- PT. Adaro Indonesia
- PT. Arpeni Pratama Ocean Line Tbk
- PT. Berau Coal
- PT. Indonesian Bulk Terminal
- PT. Mitra Bahtera SegaraSejati
- PT. Pamapersada Nusantara
- PT. Perusahaan Pelayaran Rusianto Bersaudara
- PT. Thermalindo Sarana Laboratoria
- PT. Thiess
- Rundra Energy
- Salva Resources
- SatNetCom
- Scantech
- Scorpio Logistics
- SGS
- SMG Consultants
- Sucofindo
- Wilhelmsen Ship Services
- Wood Mackenzie
- World Coal
- Xin Ming Hua

Enter our 'Best Stand' competition where all exhibition stands will be judged for a fantastic prize



Exhibition floorplan

OUTDOOR PAVILION EXHIBITION

Showcase your large scale cutting edge equipment

BRAND NEW FOR 2010

For the first time at any Coaltrans event, we are expanding outdoors! The outdoor pavilion will showcase an array of cutting edge equipment including trucks, drills and pumps. Exhibit your equipment in the Outdoor Pavilion for just US\$5000 during this introductory year. This is the perfect opportunity for delegates to see your equipment in real life, rather than on the page of a brochure. Other benefits include:

- Receive the delegate list four weeks prior to the event to plan your networking
- Feature as 'Outdoor Pavilion Exhibitor' on the conference website and in all documentation
- Add a one page A4 piece of corporate literature to the delegate bags to introduce the items you have located on the pavilion
- Feature an image of your item on the Welcome Wall
- Receive one additional exhibitor pass within the package

HOSPITALITY SUITES

Want to invite delegates to your own private suite?

Book a hospitality suite now and ensure your networking is conducted in a confidential and professional manner alongside the main conference. For further information please contact Hannah Thomas on hthomas@euromoneyplc.com

Sponsorship Opportunities

Sponsoring an element of Coaltrans Asia ensures your company features at the pinnacle of the conference. Join us and showcase your company's brand and competitive edge to more than 1400 key decision makers within the international coal industry.

Evening Reception available to sponsor!

BRAND NEW FOR 2010

Other available opportunities include:

- BRAND NEW Delegate E-messaging Service
- BRAND NEW Coaltrans Business Centre
- Conference Documentation
- Registration Area
- Lunch on third day of the conference

Benefits include:

- Receive the delegate list four weeks prior to the event to plan your networking
- Delegate passes for you and your colleagues
- Display your company logo on the main conference stage and welcome wall
- Detail your company contact information in all conference documentation
- Showcase your website through links from the Coaltrans website
- Insert corporate literature into each delegate bag

Partner with Coaltrans and seize the opportunity for potential clients to remember your brand and strength within the industry.

Sponsorship packages can be tailored to suit your individual budgets, objectives and aspirations.



Platinum Sponsors



MEC Coal



PT. MITRA SWIRE CTM

Brand New Flight Carrier



Gold Sponsors



BNP PARIBAS



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CONVENTIONAL & ALTERNATIVE FUELS



wherever you go



PT BUMI ResourceS Tbk.



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TANITO coal

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SALVA RESOURCES



Bronze Sponsors



The easiest way to register is online at www.coaltrans.com/asia

Two other ways to register	Fax: +44 20 7779 8946	Post: Coaltrans Conferences Ltd Nestor House, Playhouse Yard London EC4V 5EX, UK	To enquire about the conference	Email: coaltrans@euromoneyplc.com (quoting brochure ref.)	Telephone: UK +44 20 7779 8999 HK +852 2842 6995 (for enquiries only)
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EARLY BIRD FEE US\$1,649 (by 16 April 2010) - **STANDARD FEE US\$1,799** (after 16 April 2010)

Fee includes: 1. Attendance at all conference sessions 2. Full conference documentation, which includes copies of all available speakers' papers 3. Complimentary tours, refreshments, lunches and evening receptions

DELEGATE FEES			
Delegates	By 16 April 2010	After 16 April 2010	Discount
<input type="checkbox"/> 1st	US\$1,649.00	US\$1,799.00	
<input type="checkbox"/> 2nd	US\$1,599.00	US\$1,749.00	US\$50
<input type="checkbox"/> 3rd	US\$1,236.75	US\$1,349.25	25%
<input type="checkbox"/> 4th+	US\$1,071.85	US\$1,169.35	35%

Bookings made on-site (30 May - 2 June 2010) will be subject to a **US\$100** administration charge.

DOCUMENTATION

I cannot attend but I would like to purchase the documentation for US\$700 Soft copy (electronic)

I WISH TO REGISTER FOR:

Complimentary Coaltrans Golf Classic (see p.4 for details)
 1st Delegate Handicap → 2nd Delegate Handicap →

Complimentary Coaltrans Tennis Tournament (see p.4 for details)
 1st Delegate: 2nd Delegate:

Complimentary Partners Programme
 Delegate partner: 30 May Tour 1 June Tour

Name:

Places are limited and allocated on a first come, first served basis.

HOTEL:

Coaltrans have negotiated the best available published accommodation rates with several hotels in Nusa Dua exclusively for attendees of the 16th Coaltrans Asia, 30th May - 2nd June 2010. Only delegates registered to attend the 16th Coaltrans Asia are able to take advantage of these preferential rates.

The Westin Resort	SOLD OUT
The Laguna Resort & Spa	SOLD OUT
Nusa Dua Beach Hotel & Spa	Superior \$185++ inclusive of breakfast Deluxe \$205++ inclusive of breakfast Palace Club \$305++ inclusive of breakfast
<i>To book a room at the Nusa Dua Beach Hotel & Spa please visit: http://www.nusaduahotel.com/coaltrans-conference-2010</i>	
Melia Bali	Deluxe Garden \$120++ inclusive of breakfast Duplex Suite \$150++ inclusive of breakfast
<i>To book a room please visit www.coaltrans.com/asia and download a booking form.</i>	
Grand Hyatt Bali	Run of house \$190++ inclusive of breakfast
<i>To book a room at the Grand Hyatt Bali please visit: http://www.bali.grand.hyatt.com/hyatt/hotels/index.jsp and enter the group promotion code: G-CN29.</i>	

PAYMENT

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 to book and pay online

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)

IT IS IMPORTANT TO FILL OUT ALL THE INFORMATION BELOW

Please photocopy this form for multiple bookings

1st Delegate details **Workshop US\$399.00** (See p.8 and p.9.)
 Field trip US\$1895.00 (Cancellation policy applies)

Mr/Mrs/Ms _____ First name _____
 Surname _____
 Job title _____
 Tel _____ Fax _____

In order to take advantage of the delegate E-Messaging service, please provide the individual delegate email address for each attendee.

Email _____

2nd Delegate details **Workshop US\$399.00** (See p.8 and p.9.)
 Field trip US\$1895.00 (Cancellation policy applies)

Mr/Mrs/Ms _____ First name _____
 Surname _____
 Job title _____
 Tel _____ Fax _____

In order to take advantage of the delegate E-Messaging service, please provide the individual delegate email address for each attendee.

Email _____

Organisation details

Company Name _____

Please supply your company description for the delegate list

Company Activity (EXAMPLE: Power GenCo operates three 200MW power plants in the UK (40 words maximum) and consumes 4MT of coal.)

 Address _____

 Postcode _____ Country _____
 Email (group contact) _____

3. CHEQUES should be made payable to Coaltrans Conferences Ltd. A receipted invoice will be sent to all delegates.

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
www.coaltrans.com/asia**

CANCELLATIONS

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Data protection: The information that you provide will be safeguarded by Coaltrans Conferences Ltd, a division of Euromoney Institutional Investor PLC group, whose subsidiaries may use it to keep you informed of relevant products and services. We occasionally allow reputable companies outside the Euromoney Institutional Investor PLC group to contact you with details of products that may be of interest to you. As an international group, we may transfer your data on a global basis for the purposes indicated above. If you object to contact by telephone fax or email please tick the relevant box. If you do not want us to share your information with other reputable companies, please tick this box