14th Coaltrans India™

2 – 4 March 2015
Taj Palace Hotel, New Delhi

India's premier coal industry event

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Coaltrans Conferences

The dawn of a new era

With a new government introducing fresh policies, the liberalisation of Coal India Ltd. and infrastructural developments planned throughout the country, there has never been a more important time to access information on the Indian coal industry.

Join over 1,000 attendees for an unmissable experience. Find out everything there is to know about the transformation of the industry and meet everyone you need to know at our grand networking events.

The Coaltrans India Experience

Government Question Time: all your queries clarified!

A unique chance to ask direct questions to new government ministers and secretaries about the latest policy reforms and how they will affect your business.

Interactive panel discussions and roundtables

Exchange information and engage in top level dialogue with industry experts.

The Coal Sampling Debate

An Oxford-style debate featuring *VK Arora, President – Coal Services, Karam Chand Thapar & Bros (Coal Sales) Ltd.; B K Saxena, Director of Marketing, Coal India Ltd and Asheesh Sharma, Chairman, Mahagenco.*

See and be seen by the whole industry

Register to have your name on the delegate list, expand your network and attract new business.

Network with the entire coal industry under one roof

> Welcome Reception

Sponsored by FARLIN

Meet your fellow delegates in true Indian style – experience the vibrant energy of Indian Bhangra dancing and sample the exquisite local Punjabi cuisine.

> Delegate Messenger System App

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Connect with other delegates, explore the agenda and share photos & information.

> Extensive meeting space

Meet your clients over lunch, refreshments, or just to talk business.

> Networking Evening Reception

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THE GREAT GATSBY: Step back in time to the Roaring 1920s with a luxurious buffet dinner, jazz music and extravagance galore!

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PRE-CONFERENCE
MONDAY 2 MARCH 2015

15:30 – 18:00
Pre – Registration
Sponsored by

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15.30 - 17.00
Golf tournament
Join us on the lawns of the Taj Palace for a fun-filled networking mini-golf tournament.

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17:30 – 20:00
Welcome reception
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FARLIN

Join us and make key contacts ahead of the start of the conference sessions.

DAY ONE AGENDA
TUESDAY 3 MARCH 2015

08:00 Registration
Sponsored by
Exhibition opens

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08:30 **Welcome & opening remarks**
Orson Francescone, *Managing Director,* ***Coaltrans Conferences Ltd***

08:35 – 09:30
OPENING KEYNOTE

Future of India's domestic coal and power demand
- Taking India's domestic coal production to the next level
- Developing a coal asset: Land acquisition, environmental clearances and resource data
- Developing coal mining, infrastructure and power capacity in sync
- Encouraging the return of investor interest to the power sector

Invited Keynote: **Piyush Goyal**, *Minister,* ***Ministry of Power, Coal and Renewable Energy***

09:30 – 10:30
GOVERNMENT QUESTION TIME

Chair: **Suresh Prabhu**, *Minister for Railways,* ***Government of India***

This session will offer the industry the chance to ask the newly elected government ministers and department secretaries specific questions on policies, implementation, regulation, and how they are expected to impact the coal, power and logistical sectors.

The secretaries for the Ministry of Power, Coal & Renewable Energy, Ministry of Mines, Ministry of Steel, Ministry of Environment, Forests & Climate Change and Ministry of Shipping are in the process of being designated but participation will be announced in due course. For speaker updates please visit www.coaltrans.com/india.

Find out about:
- Private sector involvement in coal mining
- Domestic mining: e-auctions, restructuring the sector and its effect on pricing and efficiency
- Regulation: the new coal distribution policy and coal washing guidelines
- Logistics: developments to National Waterway 1

10:30 Networking refreshment break

11:00 – 12:45
TRANSLATING POLICY INTO PRACTICE

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Chair: **Rahul Bhandare**, *CMD,* ***Knowledge Infrastructure***

Impact of government reforms and sector liberalisation on:
- International sourcing
- Domestic production
- Efficiency developments in Indian transport networks
- International and domestic buying patterns

Manish Dahiya, *Executive Director - Global Head of Energy Coal,* ***Noble Group***

Panel discussion: Implementation of new government policies
- The role of Coal India Limited
- The future of coal block allocations and captive mine blocks
- The effect of increased custom duty and freight costs
- Demand for imported coal
- How quickly can port and rail infrastructures be developed?
- Opportunities for the Indian private sector
- UMPPs

Panellists:
- **C.S Verma**, *Chairman,* ***SAIL & ICVL***
- **Ajay Mathur**, *Chief Executive Officer,* ***ICVL***
- **Tuhin Mukherjee**, *Managing Director,* ***Essel Mining***
- **Jim Nicholson**, *Senior Vice President Asia,* ***Argus***

12:45 Networking lunch
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Shree Cement

14:00 – 16:00

PRIVATE DISCUSSION ROUNDTABLES

Each roundtable discussion will be led by an expert in the relevant field and will last for one hour, giving you the opportunity to attend two different roundtables in this two-hour session. Places at each roundtable are offered on a first come, first served basis.

1 **Indonesia – legal insights for Indian owners and buyers**

Sreejith Chalakkal, *Marketing Manager,* ***PT. Bayan Resources TBK***

2 **Expanding the linkage network between pit, port and plant**

Vivek Singh, *Head – Urban Transportation & Railway,* ***Tata Consulting Engineers***

5 **Chile – The new supplier**

Ian Phillipi, *Chief Commercial Officer,* ***Mina Invierno***

6 **Creating a contract that addresses all specifications**

Shivpriya Nanda, *Partner,* ***J. Sagar Associates***

More roundtables to be announced - updates at www.coaltrans.com/india

3 **Handymax to capesize – Making the freight markets suit your deal**

Pankaj Malhotra, *Divisional Director,* ***Clarksons Dubai***

4 **Indian thermal coal import outlook - short to medium term perspective**

Pranay Shukla, *Senior Dry Bulk Analyst,* ***Mercuria***

7 **India's ports – Ability to handle increased quantities of coal imports**

MLN Acharyulu, *Executive Director,* ***Karaikal Port Private Limited***

8 **International supplier developments**

Clyde Russell, *Asia Commodities and Energy Columnist,* ***Thomson Reuters***

16:30 – 17:30

THE DEBATE AROUND COAL QUALITY AND QUANTITY

The Indian coal industry is evolving fast - domestic consumption is increasing rapidly and there is a wider range of coal qualities available. This session will be a formal debate, examining the cases for and against sampling coal at both ends of the supply chain, as well as exploring solutions for meeting domestic coal demand.

Chair: **VK Arora**, *President – Coal Services,* ***Karam Chand Thapar & Bros (Coal Sales) Ltd.***

The motion:
The evolution of coal grades available to Indian end users from a wider range of sources has made it essential to improve both production and sampling of coal.

Covering the impact of increased production and sampling on:
- Coal India Ltd. • The Ministry of Power, Coal and Renewable Energies
- Coal deliveries • End-user control • Domestic coal pricing • Imports

Debate participants:
- **Asheesh Sharma**, *Chairman,* ***Maharashtra State Power Generation Company***
- **B K Saxena**, *Director of Marketing,* ***Coal India Limited***

18:00 **Networking Evening Reception**

THE GREAT GATSBY

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Xcoal ENERGY & RESOURCES

Join us for a chance to cement existing relationships and meet new business partners in a relaxed, informal setting.

DAY TWO AGENDA
WEDNESDAY 4 MARCH 2015

09:00 Registration
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09:30 **Opening remarks**
Kathryn Wood, *Conference Producer,* ***Coaltrans Conferences Ltd***

09:30 – 11:00
COAL FOR POWER GENERATION

Chair: **Ahmed Buhari**, *CEO,* ***Coal & Oil***

Panel discussion: Thermal coal pricing and purchasing strategies for power generation utilities
- Introduction of pass-through tariffs
- State Electricity Board Imports: avoiding the excessive commitment of long-term contracts
- Ensuring domestic coal holds a competitive edge
- FOB prices vs. CFR prices
- International sourcing: Australia & Chile vs. Indonesia
- Does South Africa have the export capacity to satisfy Indian demand?
- The impact of private and foreign involvement on power generation utilities
- Developing coal washeries at both the mine and the plant
- Divergence from Captive Mining: how will this affect existing investors?
- Coal exchange / e-auctions

Panellists:
- **Jim Nicholson**, *Senior Vice President Asia,* ***Argus Media***
- **Sudhir Kumar Agrawal**, *Group Coal Head & Senior Vice President,* ***Sesa Sterlite Limited***
- **Gurudas Mustafi**, *CEO & Director,* ***MBE Coal & Mineral Technology India Private Limited***
- **James O'Connell**, *Editorial Director, Global Coal,* ***Platts***

11:00 Networking refreshment break

11:30 – 12:30
COAL FOR EXPANDING CEMENT PRODUCTION

Chair: **Shri N.A Vishwanathan**, *Secretary General,* ***CMA Noida***

Panel discussion: Use of domestic and international coal for cement production
- Adapting to reduced availability of domestic coal
- Improving operating capacity at existing cement plants
- Market demand for US coal: balancing the higher sulphur content
- Role of volatiles in cement fuel blending
- Working with the ash content of domestic coal
- Demand and uses for domestic and international pet coke

Panellists:
- **Shri Arun Daga**, *Chairman CMA Committee on Coal Matters & Sr. Vice President, Central Procurement Cell,* ***Ultratech Cement Limited.***
- **Ernie Thrasher**, *CEO and Chief Marketing Officer,* ***Xcoal Energy & Resources***
- **Shri K. C. Gandhi**, *Joint President of Material Management,* ***Shree Cement Ltd.***

12:30 Networking lunch

14:00 – 15:30
COAL FOR RISING STEEL DEMAND

Opportunities and challenges for India's coke producers
- An overview of the global metallurgical coal market – where is the demand and what are the risks to supply?
- The trends in the changing use of metallurgical coal by steel producers
- Challenges and opportunities this presents Indian coke producers

Clare Eilbeck, *Senior Analyst – Metals and Mining,* ***Wood Mackenzie***

Panel discussion: Developments in the coking coal market
- Adapting procurement strategies to the wider availability of lower quality coal
- Future of Australia as a dominant coking coal supplier
- Development of Russian coking coal markets
- Index-pricing and commoditisation of coking coal
- Expected pick-up in domestic steel demand

Panellists:
- **Arti Luniya**, *Executive Director, Coal Import Group,* ***S.A.I.L.***
- **Arun Kumar Jagatramka**, *CMD,* ***Gujarat NRE Coke Ltd***

15:30 Networking refreshment break

16:00 – 17:00
OUTLOOK FOR DISPLACEMENT OF INDIA'S COAL IMPORTS BY DOMESTIC PRODUCTION

Chair: **Timothy Cahill**, *COO Cargo Solutions,* ***Inchcape Shipping Services***

Panel discussion: Future dynamics for domestically produced vs imported coal
- Will the new reforms achieve their goal of improving efficiency and satisfying India's increasing coal demand?
- Comparing the qualities of domestic and imported coal – what does this mean for international suppliers?
- Indian road and rail networks: at what rate will they be developed and what effect will this have on imports?
- Impact of reforms on existing investors, plus areas for future domestic and international investment
- Consequences of India's coal industry regeneration for end-users

Panellists:
- **Amitabh Dubey**, *Director, India Research,* ***Trusted Sources***
- **Rahul Prithiani**, *Director,* **CRISIL Research**

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- Generate **new sales** and **seal historical deals**
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- **Feature** alongside leading coal industry players

BENEFITS

1. Receive the **delegate list** one month prior to the event, ahead of the delegates
2. **Brand exposure** in invaluable places such as delegate badges, networking lunches and the main auditorium
3. **Promotional** corporate literature inserted into every delegate bag
4. **Your contact details** included in the conference documentation ensuring that delegates can reach you

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- **Create a base** so that 1,000 delegates can find you
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- **Contact** new and existing clients
- **Launch** a new company or service

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Find out more:
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14th COALTRANS INDIA 2015 REGISTRATION FORM

2-4 MARCH 2015, TAJ PALACE, NEW DELHI, INDIA

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

To enquire about the conference

Email: coaltrans@euromoneyplc.com

Telephone:
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(HK) +852 2912 8038

EARLY BIRD FEE £1599 (BY 16 JANUARY 2015)
STANDARD FEE £1749 (AFTER 16 JANUARY 2015)

Fee includes: 1. Attendance to all conference sessions 2. Full conference documentation, which includes copies of all available speakers' papers 3. Refreshments, lunches and evening receptions 4. Access to the Delegate Messenger System

STANDARD INTERNATIONAL PRICES			
Delegates	**Early Bird By 16 January 2015 (£150 off)**	**Standard After 16 January 2015**	**Discount**
1st	£1599	£1749	
2nd	£1499	£1649	£100
3rd & 4th	£1199	£1349	£400
5th+	£799	£949	£800

All bookings made on-site (2-4 March 2015) will be subject to a £100 administration charge.

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2. Payment by BANK TRANSFER should be made through Lloyds Bank plc, PO Box 72, Bailey Drive, Gillingham Business Park, Kent ME8 0LS, £ Account Number 01083711, Sort Code 30-00-02, Swift Code: LOYDGB2LCTY, IBAN: GB23LOYD30000201083711 (all charges to be paid by sender) Option only available before 20 February 2014.
3. CHEQUES should be drawn on a UK Bank and made payable to Coaltrans Conferences Ltd. Option only available before 20 February 2014.

Please complete and return this form together with a copy of your bank transfer or cheque, payable in £ to Coaltrans Conferences Ltd, and send by post or fax to:
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IT IS IMPORTANT TO FILL OUT ALL THE INFORMATION BELOW
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- ☐ Coal: Mining Services provider

HOTEL

Coaltrans Conferences Ltd. are working with the Taj Palace Hotel, New Delhi to provide delegates a variety of accommodation types at the best available published rates. These rooms are exclusive to participants of the 14th Coaltrans India only. For hotel information and booking details please visit www.coaltrans.com/India.

*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 30 January 2015 for a full refund, less a 10% administration charge. We cannot accept verbal cancellations. Cancellations received after 30 January 2015 are liable for the full conference fee. However, substitutions can be sent to attend in your place at no extra charge. Registrations received after 30 January 2015 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. If you require a letter of invitation for your visa application, please contact Coaltrans Conferences at png@euromoneyplc.com. Invitation letters will only be issued upon receipt of full payment. Cancellations due to unsuccessful visa applications will still be subject to the cancellation policy.

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