



McCloskey and mjunction present

# Indian Coal Markets Conference 2008



December 4 – 5 2008, The Oberoi, New Delhi

Sponsored by



A member of the Noble Group

# Indian Coal Markets Conference 2008

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## Surviving the tumult

In the months since the last McCloskey Indian Coal Markets Conference the industry has been through a sea of change with an explosion in prices followed by the tumultuous fall of the last two months.

Over most of this period high international prices have restricted imports and domestic production has not kept pace with power capacity growth. The consequence: Indian stocks have fallen to all time lows, with nearly half of India's power generators holding only four days' stocks.

This collapse in prices could not have come at a better time for the Indian buyers with the government now urging generators onto the import market again. However, it is uncertain if the generators will be able to take full advantage. As with other entities the world over, credit has become a particularly thorny issue, which may restrict many generators to only a few suppliers. Are the industrial coal buyers, which are also coming back into the market in a manner not seen for months, affected in a similar way?

## Will Coal India ever match demand?

Further out there is now growing acceptance that Coal India's own mine expansion programme cannot keep up with demand. The choice for buyers: more imports (possibly through investment in overseas mines) or private participation in domestic mining.

With global coal prices at all time highs earlier this year, more attention was being given to mining captive blocks identified for third-party exploitation. Whereas washing domestic coal, once thought of as being prohibitively expensive, is suddenly becoming an attractive option with investment into this sector really beginning to flow.

## Investing in a new bargain market

However, with many international coal miners now seeing their shares fall drastically, has the door opened once more for Indian companies wanting to invest abroad to secure supply? Or, for those preferring to start up independent operations, are there any decent concessions left in Indonesia or does Mozambique hold serious potential?

## Power capacity growth behind schedule....

Meanwhile, power capacity growth is behind schedule. The coal IPPs have stuttered over the last year. The Ultra Mega Power Projects in particular have been held up by red tape, while high import prices and issues over the allocation of captive mining blocks have held back other IPPs. However, while power generation capacity growth has languished, what has been the impact of high coal prices on industrial consumers of steam coal?

## ...But infrastructure development shows promise

Indian Infrastructure has always been seen as the bottleneck for imports. But an encouraging development for the international suppliers has been the swift upgrade to ports and discharge facilities – the latter capped by Coeclerici's capesize floating facility as well as plans to take Mundra up to 200,000t-plus capacity.

These opportunities and issues facing India's coal market will be among many topics addressed at the third Indian Coal Markets Conference. We hope to see you at the conference, where you will learn more about the present and future outlook of the Indian coal markets and where you can participate in the always lively discussions on the issues affecting their future.

## About CERA / McCloskey

McCloskey, now part of Cambridge Energy Research Associates (CERA), an IHS Company, is a leading source of news and analysis on the international coal industry. Produced by a team of industry experts, the McCloskey news and forecasting services are widely considered to be the most accurate and reliable in the business.

Known for providing valuable market information and insights, the group's suite of publications, including the McCloskey Coal Report, is recognized globally for accurate and reliable price reporting. Every day, many of the major deals in the international market are executed using McCloskey prices as a reference.

The group also hosts a number of highly regarded coal conferences throughout the world, and the consultancy practice continues to advise many of the world's leading producers and consumers on a wide range of issues.

## The Oberoi, New Delhi

Located in New Delhi, India's capital city, The Oberoi, New Delhi reflects the city's spirit in a harmonious blend of tradition and contemporary sophistication.

Located close to the city centre near business, commercial and shopping districts, the luxury hotel overlooks Delhi's prestigious Golf Club on one side and the heritage site of Humayun's Tomb on the other.

## Location - The Oberoi

New Delhi, 110003, India

Tel : 00 91 112436 3030

Fax: 00 91 11 2436 0484

Web: [www.oberoidelhi.com](http://www.oberoidelhi.com)



# Agenda

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## 3 December 2008

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18.30 Early Registration

**19.00 Welcome Reception & Buffet Dinner**

*This event is available to sponsor*

## 4 December 2008

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08.00 Registration

**09.00 Welcome Address**

Viresh Oberoi, Managing Director,  
Mjunction Services Ltd

### Session One: Governmental stance

**09.10 An industry health check**

S P Seth, Addl. Secretary, Ministry of Coal,  
Government of India *(Invited)*

**09.30 Powering a giant: An update report on Indian power capacity progress**

Anil Razdan, Secretary, Ministry of Power,  
Government of India

**09.50 Steel demand, the new economic environment and government intervention**

Pramod Kumar Rastogi, Secretary,  
Ministry of Steel, Government of India *(Invited)*

**10.10 How much is India's economic growth being restricted by power shortages?**

M Satyamurty, Jt Advisor (Coal),  
Planning Commission, Government of India

**10.30 Q&A**

**11.10 Refreshments**

*This event is available to sponsor*

### Session Two: India in context

**11.30 A new financial landscape and what it means for commodity prices**  
*(Speaker Invited)*

**11.50 The world coal markets**

Gerard McCloskey, Founder, McCloskey Group

**12.10 Impediments to growth: The issues holding back India's power capacity plans**

R S Sharma, Chairman cum Managing Director,  
NTPC Limited *(Invited)*

**12.30 What's shaping India's steel market evolution and what does this mean for coking coal demand?**

A M Misra, Vice President raw material, TATA Steel

**12.50 Q&A**

**13.20 Lunch**

*This event is available to sponsor*

### Session Three: Indian steam coal demand – has growth stalled and why?

**14.20 Why have import projects been hit hardest by the slowdown in power capacity growth?**

R V Shahi, Chairman, Energy Infratech PVT Ltd

**14.40 Feeding the cement sector's growth: Fuel options**

S K Maheshwari, Group Executive President, the Aditya Birla Group and Chief Manufacturing & Projects Officer (CMO) of the Cement Business of Grasim & UltraTech.

**15.00 How big is the coal demand from non-ferrous metal sector now and in the future?**

Vernon Morais, Head Fuel & Captive Power Plant,  
Bharat Aluminium and Vedanta Group

**15.20 Which fuel to choose for a power projects today and tomorrow?**

Chris Hansen, Associate Director, CERA

**15.40 Q&A**

**16.20 Refreshments**

*This event is available to sponsor*



## Session Four: Can Indian infrastructure facilitate demand?

Chair: D Bose, Managing Director, TM International Logistics Ltd

### 16.40 How much are infrastructure bottlenecks likely to restrict supply?

Sudhir Nair, Head Research, CRISIL Limited

### 17.00 Current port developments: Are they enough to cope with demand?

Captain Pankaj K Mishra, Managing Director, Canopus

### 17.20 The advantages of a floating terminal over traditional unloading options

*(Speaker Invited)*

### 17.40 Q&A

### 18.00 End of Day One

### 18:30 - 20:30 Cocktail Reception

*This event is available to sponsor*

## 5 December 2008

## Session Five: Securing long-term supplies – The domestic option?

### 09.00 Opening address - Can Coal India rise to the challenge?

P S Bhattacharya, Chief Managing Director, Coal India Ltd *(Invited)*

### 09.20 Mining blocks: any improvement in allocation?

R B Mathur, Advisor, JSW Group

### 09.40 Beneficiation of domestic coal

V P Sinha, JT Managing Director, Gupta Group of Companies

### 10.00 Q & A

### 10.30 Refreshments

*This event is available to sponsor*

## Session Six: Securing long-term supplies - The international option

### 10.50 Developing Mozambique's coal potential

Patrick Hanna, & Steve Mallyon, Managing Director, Riversdale

### 11.10 Indonesia: Is there anything left to buy?

Terry Gray, Partner, Britmindo

### 11.30 Panel discussion: Securing long-term supplies – The options

- Reliance Energy Limited *(Speaker Invited)*
- Amulya Charan, Managing Director, TATA Power Trading Company Ltd
- Tuhin Mukherjee, Executive Director, JSW Energy
- N C Jha, Director Technical, Coal India Ltd

### 13.00 – 14.00 Lunch

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## Session Seven: International steam coal market

### 14.00 Can South Africa up its exports or will domestic demand prove too voracious

Fred Meyer, General Manager, Total

### 14.20 Can Indonesian growth be sustained?

Philip Gasteen, Vice President, Marketing and Logistics, Banpu

### 14.40 Managing price risk in a volatile market

Jack Kellett, Mitsui & Co. Energy Risk Management Ltd

### 15.00 Q&A

### 15.20 Refreshments

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## Session Eight: Coping with a volatile market

### 15.40 Panel discussion

- A K Kothari, Chief Engineer, Gujarat State Electricity Corporation
- STC *(Speaker Invited)*
- R L Mattoo, General Manager, NTPC *(Invited)*
- Coal & Oil *(Speaker to be nominated)*
- Ritonjay Mehta, Manager, London Commodity Brokers
- Raffi Vartanian, Director, FIS Dubai

### 17.00 Conference Ends

# Booking Form



The fee for attending the **Indian Coal Markets Conference 2008** is US\$1,800 (plus any local taxes as applicable) excluding accommodation, meals and leisure facilities at the hotel. Delegates will be responsible for their own costs relating to room service, spa treatments, bar and mini bar.

## Booking details:

Name			Position
Company			
Address			Sector
			Town
Postcode/Zip			Country
Tel	Fax	Mobile	
Email			Website

## Name(s) of additional delegate(s):

Name	Position
Name	Position
Name	Position

## Payment Options

1 Please charge my credit card:  MasterCard/Access  Visa  AMEX Card No:

Name of cardholder: .....

SIGNATURE:  EXPIRY:  SECURITY CODE:  (THREE DIGIT NUMBER ON BACK OF CARD)

European Union member countries (except UK) must supply TVA/MOMS/MWST/BTW/IVA/FPA registration number to avoid extra charges:

2 Please invoice me (payment due on receipt of invoice):

Email 4

3 I enclose a cheque made payable to The McCloskey Group:

4 Automated Bank Transfer: If you would like to pay by Automated Bank Transfer please contact us for details.

## Terms and Conditions

**Date & Venue:** 4-5 December 2008, The Oberoi, New Delhi, 110003, India  
Tel: +91 11 2436 3030 Fax: +91 11 2436 0484 Website: www.oberoidelhi.com/en-US/Hotel/

**Fees:** US\$1,800 per delegate. All fees include lunch, refreshments and conference papers. Payment is required prior to the event. Bookings posted less than 10 days before the event should be confirmed by telephone. The McCloskey Group will not be held liable for non-arrival of your registration confirmation details. If you do not receive confirmation of your registration please call us. All invoices and registrations processed must be honoured in full, unless cancellation has been received under the terms stated below.

**Cancellations:** Cancellations received in writing 30 days before the date of the conference will receive a full refund less a service charge of US\$200. We regret that no refunds can be made for cancellations received after the time. Substitutes are welcome at no extra charge. It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the speakers. In event of cancellations the organisers are not liable for any fees incurred in relation to travel and accommodation costs. This contract is subject to English Law.



Please return to: **Susie Hansford**, The McCloskey Group, Unit 6,  
Rotherbrook Court, Bedford Road, Petersfield, Hampshire, GU32 3QG, UK.

**Tel:** +44 (0)1730 265095 **Fax:** +44 (0)1730 260044 **Email:** susie.hansford@mccloskeycoal.com

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