

# China Coal Market Summit 2023

## -Beibu Gulf Port Field Trip-

Sep 6-8, 2023  
Nanning, Guangxi, China



# Summit Introduction

China's coal market has gradually shifted from shortage to surplus in recent years. The overseas market has also been volatile. With more than half of the world's total coal consumption and expected demand recovery after the pandemic, China has become an indispensable target market for global coal miners. This, however, has further accelerated the decline of coal prices in China.

The coal market would still face many uncertainties in either the next peak consumption season of the year or the foreseeable future, following the changes of macro-economy, energy or "dual carbon" policies and overseas market. We sincerely invite you to this forum and discuss on how industry insiders, researchers and observers shall cope with the short-term or far-reaching changes in the industry and seize the opportunities.

The forum will be held in Nanning, Guangxi Zhuang autonomous region over September 6-8, 2023. With Southwest China at back and the Beibu Gulf in front, Nanning city is also an important window for China's opening-up and cooperation with ASEAN countries.

We will invite experts in the coal industry and guests from upstream and downstream enterprises to discuss and share their insights on the operation of coal, power, coking, steel, chemical and cement industries as well as the situation of imported coal market.

**Organizer:**



**Sponsors:**



**Time:** Sep 6: registration; Sep 7: the conference; Sep 8: port visit

# Summit Agenda (preliminary)

Session 1 09:00-11:40		Session 2 14:00-17:00	
09:10 – 09:40	<p>Macro-economy: challenges and possible paths for the Chinese economy</p> <ul style="list-style-type: none"> <li>✓ Macro economy challenges</li> <li>✓ Future policy guidance</li> <li>✓ Economic development path</li> </ul>	14:00 – 14:30	<p>Coking coal supply &amp; demand analysis and outlook</p> <ul style="list-style-type: none"> <li>✓ Year-to-date coke capacity reduction</li> <li>✓ Coking coal capacity further increased</li> <li>✓ Coal imports surge in China market</li> <li>✓ Whether demand can match growing supply</li> <li>✓ Price trend forecast</li> </ul>
09:40 – 10:10	<p>Whether profit improvement in the power sector sustainable</p> <ul style="list-style-type: none"> <li>✓ Paths for energy and power structure adjustment</li> <li>✓ Coal price decline improves power sector's profitability</li> <li>✓ Progress in power market reform and sustainability of industrial profit improvement</li> </ul>	14:30 – 15:00	<p>Introduction to coal resources and coal market operation in Southwest China</p> <ul style="list-style-type: none"> <li>✓ Coal sources structure in Southwest China</li> <li>✓ Demand characteristics in Southwest China</li> <li>✓ Market status and trend in Southwest China</li> </ul>
10:10 – 10:40	<p>Development trend of iron &amp; steel industry and its influence on the use of feed stocks</p> <ul style="list-style-type: none"> <li>✓ China's steel industry facing challenge of insufficient demand</li> <li>✓ Adjustments to be made in the steel industry under "dual carbon" goal</li> <li>✓ Progress and prospect of short-process steelmaking and supply of scrap steel</li> <li>✓ Development status quo and prospect of direct reduced iron (DRI)</li> <li>✓ How will iron and steel production structure adjustment affect coal usage?</li> </ul>	15:00 – 15:30	<p>Imported coal market analysis and outlook</p> <ul style="list-style-type: none"> <li>✓ Background for the sharp increase in coal imports</li> <li>✓ Characteristics of major coal sourcing countries (Indonesia, Mongolia, Russia, Australia)</li> <li>✓ Opportunities and risks in coal import business</li> </ul>
10:40 - 11:10	<p>Logistic resources consolidation and construction of modern logistics system at Beibu Gulf Port</p> <ul style="list-style-type: none"> <li>✓ Business status and vision planning</li> <li>✓ Coal business positioning at Beibu Gulf Port</li> </ul>	15:30 – 16:00	<p>Operation status and coal procurement of cement industry</p> <ul style="list-style-type: none"> <li>✓ Status quo of cement industry</li> <li>✓ Coal demand trend</li> </ul>
11:10 – 11:40	<p>Thermal coal supply &amp; demand analysis and outlook</p> <ul style="list-style-type: none"> <li>✓ Status quo and challenges in thermal coal industry</li> <li>✓ Continuous capacity expansion leads to supply surplus</li> <li>✓ Market outlook for Q4</li> </ul>	16:00 – 16:30	<p>Operation status and coal procurement of chemical industry</p> <ul style="list-style-type: none"> <li>✓ Status quo of chemical industry</li> <li>✓ Coal demand trend</li> </ul>
		16:30 – 17:00	<p>Coking coal &amp; coke spot and futures price outlook and investment strategies</p> <ul style="list-style-type: none"> <li>✓ Market outlook</li> <li>✓ Investment strategies</li> <li>✓ Spot and futures arbitrage opportunities</li> </ul>

# Summit Registration

Activity	Member	Non-Member
Forum	USD 800/person	USD 1,000/person
	The fees include conference fee, conference documentation, meal, translation; accommodation and transport fees are not covered.	
Port Visit	200\$/person (total 30 persons, suggest to reserve your seats as soon)	

Registration:

Join the summit by clicking <https://sxcoal88.mikecrm.com/CaXOwhm>  
or contact Gina Cao at +86 133 1343 4090 or [gina.cao@fwenergy.com](mailto:gina.cao@fwenergy.com).

# Summit Sponsorship

No.	Item	Plan A	Plan B	Plan C
		¥ 200,000	¥ 150,000	¥ 100,000
1	Listed as the sponsor of the conference, display the company LOGO+name on the background of the conference registration center and the main background	√	√	√
2	Display the company LOGO+ name in the conference brochure and conference-related publicity materials	√	√	√
3	Colored advertisements and introductions of the company can be published in the conference brochure	√	√	√
4	Enjoy 1 VIP guest seat	√	√	√
5	Enjoy the free conference passes	5	3	2
6	Enjoy 1 large booth (standing on the same floor as the venue)	√	√	√
7	Enjoy 1 large printing exhibition shelf (standing on the same floor as the venue)	√	√	
8	Enjoy 1 X-exhibition shelf (standing on the same floor as the venue)		√	√
9	Enjoy the advertising space on the homepage of our official website for 1 month	√	√	√
10	Play company promotional videos during meeting breaks	√	√	√
11	30 minutes keynote speech	√	√	
12	Company brochure to be placed in bag and distributed to attendees together with our conference documentation.	√	√	√
13	Meeting room	√	√	
14	One free pass for coal salon activities hosted by Sxcoal, valid for one year	√	√	√
15	Banquet title, speech, welcome background, company promotional video during banquet, banquet invitation and meal coupon design, 1 VIP seat at the main, enjoy 10 banquet invitations	√		

# Summit Sponsorship

No	Option	Item	Price	Chances	Standard & Remarks
1	Venue Advertisement	Large Booth	30,000	5	3m×3m (including desk, chair, power supply, spotlight) in exhibition hall; one free conference pass
2		Large Painting Exhibition Shelf	15,000	4	3m×2m (free design and painting) in main venue
3		X-exhibition Shelf	3,000	10	0.8m×2m in prominent location of venue
4		Hanging Flag	5,000	10	1m×1.5m on above both sides of main venue
5	Conference Supplies Advertisement	Bag	20,000	1	Display company information
6		Company Brochure in Package	10,000	5	Company brochure to be placed in the bag and distributed to attendees together with our conference documentation
7		Conference Supplies Title Sponsor	10,000	1	Company logo to be labeled on conference notebooks, name plates, or meal ticket (one option available)
8		Drinking Water Sponsor	10,000	1	Company logo to be labeled on water bottles, no need to provide water
9		Conference Pass	10,000	1	Display company information on the back of the conference pass
10		Conference Meal Vouchers	10,000	1	Display company information on the back of conference meal voucher
11	Profound Market Promotion	Keynote Speech	30,000	2	Keynote speech 30 minutes
12		Promotion Video	20,000	4	Scrolling playback on the large screen in the main venue during breaks
		Brand promotion via various media	20,000	5	Brand promotion via WeChat public account, Douyin, Weibo, Toutiao etc.
13		Live streaming Sponsor	20,000	4	Inserts company advertisements on the conference live-streaming platform
14		Conference Gift Sponsor	Negotiable		Free gifts to be given to participants for company promotion.
15	Other Sponsorship	Customer Exchange, Conference Co-organizing, etc.	Negotiable		Customize special devices or display methods according to sponsor's special needs

# Summit Sponsorship

## Large Booth



## Large Painting Exhibition Shelf



## X-Exhibition Shelf



# Summit Sponsorship

## Sponsor——Bag



正面

背面

## Sponsor——Meal Ticket



Front



Back

## Sponsor——Name Plates



Front



Back

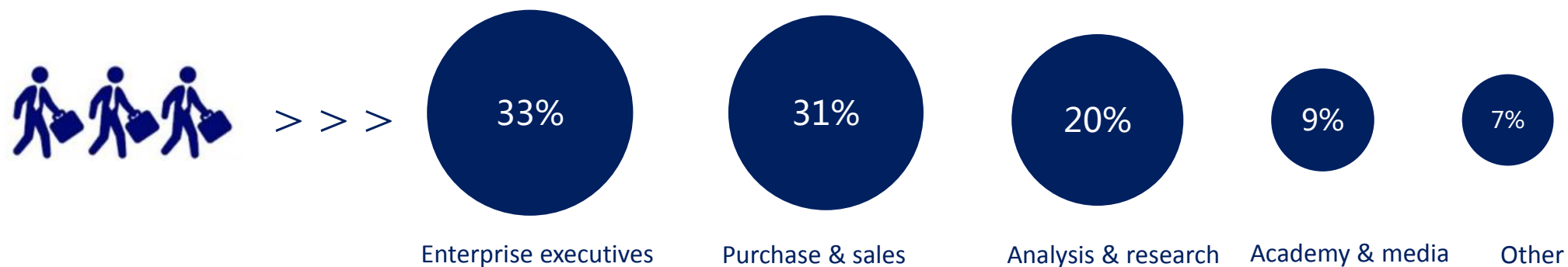
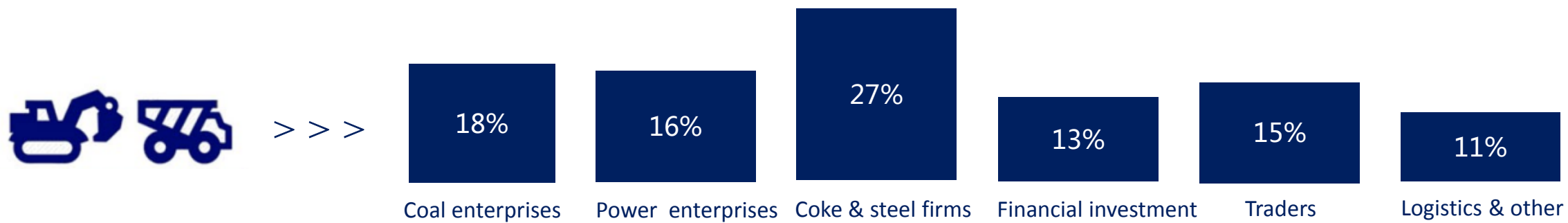


# About Us

Fenwei Digital Information Technology Co., Ltd., established in 1998, is China's earliest and most-reputable independent services provider and consultant in the coal industry. Its area of expertise range from consulting, analytics, technical solutions and benchmarks, etc. Fenwei has been helping major overseas companies set foot in China for more than 20 years and has developed long-term partnerships with many clients thereafter, and is renowned for its ability to gaze into the niche and opaque Chinese coal space with internationally accepted perspectives and conducts. With nearly 100 industrial veterans, Fenwei adopts methodologies, tools, and 'know-hows' for its works and established exclusive indices and database.

Sxcoal – main information platform of Fenwei – is a pioneer in tracking coal market information and has attracted more than 140,000 registered members, and its professional service has expanded to the world.

# Diversified clients background



# Constantly recognized by famous enterprises



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