

# 8th COAL MONGOLIA 2018

INTERNATIONAL COAL TRADE, INVESTMENT CONFERENCE AND EXHIBITION

September 4-5th, 2018

Shangri-La Hotel  
Ulaanbaatar, Mongolia

## Pre-Agenda

(As of July 2nd, 2018)

Register before August 1st and save 200 USD



Authorized image from Ukhaa Khudag coal mine of Energy Resource LLC

### MAIN ORGANIZER:



Geology & Mining Consulting Services

### CO-ORGANIZERS:



MINISTRY OF MINING  
AND HEAVY INDUSTRY



MINERAL RESOURCES  
AND PETROLIUM  
AUTHORITY



MONGOLIAN  
COAL  
ASSOCIATION

### DIAMOND SPONSOR:



### PLATINUM SPONSOR:



### IT SPONSOR:



### MEDIA SPONSOR:



### SUPPORTER ORGANIZATIONS:



## ABOUT CONFERENCE

### Objective

“Coal Mongolia” is an annual international coal trade, investment conference and exhibition where main objectives are to attract investment in Mongolian coal industry, introduce new technologies, improve coal export, trade, transportation and logistics as well as to strengthen competitiveness of Mongolian Coal Industry in the Asian market and has been successfully organized since 2011.

### Motto for 2018

This year, “Coal Mongolia-2018” is going to be held for the 8<sup>th</sup> year on September 4-5<sup>th</sup>, 2018 in Shangri-La Hotel, Ulaanbaatar. This year's conference motto will be “Together towards technological advance” and we are delighted to welcome you participate in Mongolia's biggest coal trade and investment conference and exhibition.

### Highlights for 2018 and goals

Mongolia has began to process and export both its anthracite and thermal coal and it's the most highlighting event for the coal industry that Mongolian coal export has reached its all-time high level in 2018. Many new coal processing plants have initiated its construction and some have began to be implemented in their project level. Currently, the industry is facing processing, handling and transportation technology issues. Thus, we are emphasizing technological advancement in this year's conference and suggesting a goal to extend business cooperation between producer and supplier in a creative as well as efficient manner.

### Organizers

We are pleased to inform you that the conference main organizer is “Glogex Consulting” LLC, a geology and mining consulting company and the co-organizers of the conference are Ministry of Mining and Heavy Industry, Coal Research Division of Mineral Resource and Petroleum Authority of Mongolia, Mongolian Coal Association as well as Fenwei Energy Information Services Co.,Ltd (Fenwei), the biggest coal research company of China.

### Who will attend?

- Members of government, specialists and head of government agencies
- Coal mining, processing, handling as well as transportation companies
- Trade, transportation, and logistics companies
- Operator companies
- Investors, banks and financial organizations
- Exploration project owners, junior companies
- Technological companies, producers
- Consulting and software companies
- Researchers and scholars

### Conference benefits

- Business networking opportunities with leaders of the industry
- To hear opinions of top global researchers on coal market and price forecast
- To get informed about industry policy, planning updates and new projects
- To get introduced with new investment projects
- To enhance company sales
- To acquire information about advanced technology price and their productivity
- Business expansion opportunity at lower cost and in short time

## CONFERENCE ATTENDEES

Since 2011 (in duplicated number)



**5367**  
TOTAL  
ESTEEMED DELEGATES



**3**  
PRIME  
MINISTERS



**24**  
MINISTERS



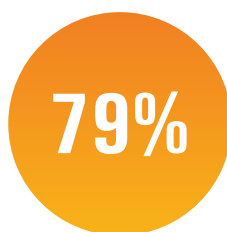
**36**  
PARLIAMENT  
MEMBERS



**218**  
INTERNATIONAL  
SPEAKERS



**TOTAL CONFERENCE ATTENDEES:**



BUSINESS  
REPRESENTATIVES



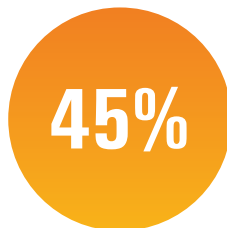
OTHER  
REPRESENTATIVES



GOVERNMENT  
REPRESENTATIVES



**424**  
EXHIBITOR  
COMPANIES



TECHNOLOGY &  
EQUIPMENT  
SUPPLIERS



COAL  
INDUSTRIES



COAL  
MINERS



NEW  
PROJECTS



OTHER

## EXHIBITION VISITORS

Since 2011 (in duplicated number)



**13756**  
TOTAL  
VISITORS



DECISION  
MAKERS  
(Chairman, General  
Director, CEO)



SENIOR  
MANAGERS  
(CTO, CFO,  
Purchase manager, etc.)



OTHER

## HIGHLIGHTS IN COAL INDUSTRY 2017-2018

<p><b>June 1st, 2017</b></p>	<p><b>160 km queue of Mongolian coal trucks</b> China's coking coal import faced significant drop due to Australian Cyclone Debbie which drowned over 20 million coking coal to the sea on April, 2017. In order to gain this supply gap, coal imports from Mongolia increased greatly that caused massive loading at Gashuun Sukhait border which happened to be an event worth written in Guinness book-a 160 km queue of Mongolian coal trucks.</p>
<p><b>January 1st, 2018</b></p>	<p><b>Significant influence of MMC in Mongolian macro economy</b> Intensified Ukhaa Khudag and Baruun Naran mine operations in 2017 resulted in increase of 179% total mining which is 8.3 million tons of coal as well as increase of 175% washed and processed coal sale. Total net revenue reached 311 million USD and MMC ranked 5th in Mongolian top 100 enterprises. Currently, MMC is ranked 8th by its employment rate and 2nd by its total sales revenue. In this way, MMC (Energy Resources)'s positive impact on Mongolian socio-economy is increasing greatly.</p>
<p><b>January 1st, 2018</b></p>	<p><b>Mongolian coal export reached its all-time high level</b> In 2017, Mongolia exported 33.4 million tons of coal out of 49.5 million tons of coal mined and which is all-time high export rate in the last 95 years of Mongolian coal industry development. As a result, Mongolia has been the 2nd biggest coking coal exporter of China after Australia.</p>
<p><b>January 1st, 2018</b></p>	<p><b>Caterpillar increased its influence on coal industry.</b> In 2017, 35 million tons of coal, which is 70% of the total coal mined, were mined using Caterpillar heavy equipment and machinery supplied by Wagner Asia Equipment LLC and that reconfirming its durability in severe weather conditions of Mongolia.</p>
<p><b>February 28th, 2018</b></p>	<p><b>Raw coal consumption is banned in the capital city, Ulaanbaatar</b> In an effort to reduce air pollution, the government took the decision to ban consumption of raw coal in Ulaanbaatar city starting from May 15, 2019. This is considered to be a favorable decision for the development of coal processing and refined, briquette coal production as well as attracting foreign investment.</p>
<p><b>April 1st, 2018</b></p>	<p><b>Thermal coal export increased by 350%</b> There are some increasing trend in Mongolian thermal coal export. For example, it was 162 thousand tons in February, 2018 and then reached to 510 thousand tons in March which is an increase of 350% according to <a href="http://www.asianmetal.com">www.asianmetal.com</a>.</p>

<p><b>April 10th, 2018</b></p>	<p><b>Positive results of Prime Minister visit</b></p> <p>Mongolian Prime Minister, Khurelsukh Ukhnaa paid official visit To China seeking solutions to issues between both countries including massive traffic jam of coal trucks at Gashuun Sukhait border. As a result of discussion with China, Chinese side has added entrance lanes enabling 1200 coal trucks to cross the border starting from April. Finally, the issue of jamming has been solved and made it possible for Mongolia to export 40 million tons of coal and in some way to go before Australia.</p>
<p><b>May 22th, 2018</b></p>	<p><b>Erdenes Tavantolgoi JSC announced to launch IPO.</b></p> <p>During "Mongolian Economic Forum-2018", MPP and the Government of Mongolia announced their decision to stock 30% of Erdenes tavan Tolgoi JSC shares owned by the Government of Mongolia in international stock exchange and their plan to construct processing plant, railway and power plant by 4.7 trillion USD which is then among the investors expectations.</p>
<p><b>June 1st, 2018</b></p>	<p><b>Glogex Consulting confirmed competitiveness of its consulting service in global market.</b></p> <p>Glogex Consulting LLC is a national leading company for its mining and geology consulting service in domestic market and the first company introduced Australian JORC standard of reserve report in Mongolia. This year, Glogex performed and completed Reserve reports of Ukhaa Khudag and Baruun Naran coal deposit under JORC standard and this occasion both confirmed its engineers skill that reached same competitiveness level as consultants of Western countries and was marked as first in 95 years of Mongolian coal industry. As members of the Australasian Institute of Mining and Metallurgy, Naranbaatar.L, General director of Glogex Consulting LLC, and Buyan-Ulzii.N, CEO of Glogex Consulting LLC led the team for this project.</p>



**“Coal Mongolia-2018” International Coal Trade, Investment Conference and Exhibition**

<b>First day: September 4th, 2018 (Tuesday)</b>		<b>Shangri-La Hotel, Ulaanbaatar</b>
<b>08:00</b>	<b>Registration opens and gifts from the sponsors for the guests</b>	
<b>09:00</b>	<b>Opening remarks</b> - D.Sumiyabazar, Mongolian Parliament Member, Ministry of Mining and Heavy Industry - Yang Xianfeng, General Director, Economic Operation Department & President, China Coal Transportation and Distribution Association, “China National Coal Association” - W.K. Chan, Partner, “Fenwei Energy Information Services” Co., Ltd, co-organizer of “Coal Mongolia” - L.Naranbaatar, Founder, Main organizer of “Coal Mongolia”, General Director of “Glogex Consulting” LLC	
<b>09:30</b>	<b>First session: Mongolian coal industry competitiveness: Challenges and Opportunities</b>	
09:30	R.Mergen, State Secretary, Ministry of Road and Transport Development of Mongolia “Current situation of the transportation policy and planning of mining production”	
10:00	Dr. G.Battsengel, Executive Director/CEO, “Energy Resource” LLC “Unexpected opportunity for Mongolian coal?”	
10:20	Kelvin Andrew Kaukinen, Executive Director, “Wagner Asia Equipment” LLC Topic: “ Technology and Mining efficiency”	
10:40	B.Gankhuyag, CEO, “Erdenes Tavan Tolgoi” JSC “Business Development and the Latest Business trend of Erdenes Tavan Tolgoi”	
11:00	Z.Altan, Executive Director, “Monnis Mining Equipment” LLC “ Challenges of mining activity and Contract Mining”	
<b>11:20</b>	<b>Press Conference/Tea, coffee and snack break /Sponsored by “Elgen” LLC/</b>	
<b>12:00</b>	<b>First session Continuation: Mongolian coal industry competitiveness-Challenges and Opportunity</b>	
12:00	D.Borgil, Executive Director, “AODE” LLC “Achieving high efficiency and real results with low cost”	
<b>12:30</b>	<b>Topic discussion</b> <b>Moderator:</b> B. Batmanlai, Deputy Director, “Bloomberg TV Mongolia” <b>Panelist:</b> - G.Nandinjargal, State Secretary, Ministry of Mining and Heavy Industry - R. Mergen, State Secretary, Ministry of Road and Transport Development of Mongolia - Dr. G. Battsengel, Executive Director/CEO, “Energy Resource” LLC - B.Gankhuyag, Executive Director, “Erdenes Tavan Tolgoi” JSC - Z. Altan, Executive Director, “Monnis Mining Equipment” LLC - D. Borgil, Executive Director, “AODE” LLC	
<b>13:00</b>	<b>Lunch break /Sponsored by “Erdenes Tavan Tolgoi” JSC/</b>	
<b>14:00</b>	<b>Second session: Mongolia-China Coal Industry Business Forum</b>	
14:00	Yang Xianfeng, Director General, Economic Operation Department, President of China Coal Transportation and Distribution Association, “China National Coal Association” “Development perspective of China coal industry”	
14:30	Sarah Liu, Vice President, “Fenwei Energy Information Services” Co., Ltd “China coking coal market, supply, demand, price and competition”	
15:00	Pralabh Bhargava, Senior Analyst, Asia-Pacific Mining & Metals Fundamentals Research, “Wood Mackenzie Group” “Navigating through transition”	
15:30	Julien Hall, Regional Metals Content Director – Asia, “S&P Global Platts” “Importing trend of China coking coal”	
<b>16:00</b>	<b>Tea, coffee and snacks break /Sponsored by “Elgen” LLC/</b>	
<b>16:30</b>	<b>Second session-Continuation: Mongolia-China Coal Industry Business Forum</b>	
<b>17:00</b>	<b>Signing ceremony of cooperation: Business organizations</b> (G.Nandinjargal, State Secretary, Ministry of Mining and Heavy Industry and other government officials and business representatives will participate)	
<b>17:20</b>	<b>Topic discussion</b>	

	<p><b>Moderator:</b> W.K. Chan, Partner, “Fenwei Energy Information Services” Co., Ltd, co-organizer of “Coal Mongolia”</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>- Yang Xianfeng, General Director, Economic Operation Department &amp; President, China Coal Transportation and Distribution Association, “China National Coal Association”</li> <li>- Sarah Liu, Vice President, “Fenwei Energy Information Services” Co., Ltd</li> <li>- Pralabh Bhargava, Senior Analyst, Asia-Pacific Mining &amp; Metals Fundamentals Research, “Wood Mackenzie Group”</li> <li>- Julien Hall, Regional Metals Content Director – Asia, “S&amp;P Global Platts”</li> <li>- O. Odbayar, Vice Director of Strategy and Planning, “Erdenes Mongol” LLC</li> <li>- Li Xin Chuang, President, “China Metallurgical Industry Planning and Research Institute”</li> </ul>
<b>18:00</b>	<p><b>Closure of the first day conference</b> L.Naranbaatar, Founder, Main organizer of “Coal Mongolia”, General Director of “Glogex Consulting” LLC</p>

<b>Second day: September 5<sup>th</sup>, 2018 (Wednesday)                      Shangri-La Hotel, Ulaanbaatar</b>	
<b>08:00</b>	<b>Registration opens</b>
<b>09:00</b>	<b>Third session: Coal and Air pollution</b>
09:00	J.Batbayasgalan, Vice Governor, Green Development and Air pollution of Capital City “Implementation of the air and environmental pollution reduction in the Capital City”
09:30	G. Davaajargal, Senior Specialist, Air Pollution Reduction Department of the Capital city “Air pollution of Ulaanbaatar city”
10:00	Kh.Khaliun, General Director, “Mongolian Coal Briquette Producers Group” LLC “Contribution of Mongolian briquette coal producers to reduction of air pollution in the capital city”
10:30	J. Zoljargal, Senior Analyst, The World Green Development Organization “Fuel and Smoke”
<b>11:00</b>	<p><b>Topic discussion</b> <b>Moderator:</b> L. Naranbaatar, Founder, Main organizer of “Coal Mongolia”, General Director of “Glogex Consulting” LLC</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>- M.Ganbaatar, Executive Director, “Tavan Tolgoi Briquette” LLC</li> <li>- J.Batbayasgalan, Vice Governor, Green Development and Air pollution of Capital City</li> <li>- Kh.Khaliun, General Director, “Mongolian Coal Briquette Producers Group” LLC</li> <li>- J. Zoljargal, Senior Analyst, The World Green Development Organization</li> </ul>
<b>11:30</b>	<b>Tea, coffee and snack break /Sponsored by “Glogex Consulting” LLC/</b>
<b>12:00</b>	<p><b>Fourth session: Mongolia’s Transport Industry: Coal transportation and Logistic issues</b> <b>Moderator:</b> S. Bold-Erdene, Editor in Chief, Asia Mining Magazine</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>- L.Khaltar, Vice Minister, Ministry of Road and Transport Development of Mongolia</li> <li>- R. Mergen, State Secretary, Ministry of Road and Transport Development of Mongolia</li> <li>- S. Batbold, Head of Policy Implementation Department, Ministry of Road and Transport Development of Mongolia</li> <li>- B. Tsengel, Head of Road Policy Implementation Department, Executive Director, “Mongolian Railway” LLC</li> <li>- D.Jigjidnyamaa, General Director, “Ulaanbaatar Railway” JVC</li> <li>- David Paul, Executive Chairman, “Aspire Mining” Ltd</li> <li>- P. Delgernaran, Director “National Road Transport Centre”</li> </ul>
<b>13:00</b>	<b>Lunch Break /Sponsored by “AODE” LLC/</b>
<b>14:00</b>	<b>Fifth session: Coal processing technology and challenges</b>
14:00	Associate Prof. B.Chinzorig, President, “Mongolian Mineral Processing Association” “Mongolian mineral processing sector’s current situation and development perspective”
14:20	David Jiang, Chief Executive Director, “Mongolia Processing Technologies” LLC “Hybrid least cost coal processing technologies”

14:40	Libor Vacek, Managing Director, “Enelex spol” s.r.o “Coal Quality Management Systems - Effective extraction and processing of coal”
15:00	J.Batbold, Director of Planning Department “INCO engineering” s.r.o. “New trends in Coal Extraction, Transportation and Processing”
<b>15:20</b>	<b>Topic discussion</b> <b>Moderator:</b> N. Buyan-Ulzii, AusIMM member, Executive Director, “Mongolian Mineral Processing Association”, Executive Director, “Glogex Consulting” LLC <b>Panelists:</b> - Associate Prof. B.Chinzorig, President, Mongolian Mineral Processing Association - David Jiang, Chief Executive Director, “Mongolia Processing Technologies” LLC - Libor Vacek, Managing Director, “Enelex spol” s r.o. - J.Batbold, Director of Planning Department “INCO engineering” s.r.o - D.Dolgor, AusIMM member, General Mineral Processing Engineer, “Energy Resource” LLC
<b>16:00</b>	<b>Tea, coffee and snack break /Sponsored by “Glogex Consulting” LLC/</b>
<b>16:30</b>	<b>Sixth session: Development and prospect of Mongolia’s brown coal (lignite) deposits</b>
16:30	E.Nominchuluun, Chief Executive Director, “Baganuur” JSC “Development and prospect of Baganuur’s mining.”
16:45	Ts.Enkhtuvshin, Chief Executive Director, “Shivee-Ovoo” JSC “Development and prospect of Shivee-Ovoo’s mining.”
17:00	O.Odbayar, Vice Director of Strategy and Planning, “ Erdenes Mongol” LLC “Future prospect of brown coal (lignite) deposits”
17:05	G.Batkhuyag, General Director, “ Digital Coin Service” LLC “Asset backed investment opportunity on blockchain for coal project’s investments”
<b>17:20</b>	<b>Topic discussion</b> <b>Moderator:</b> O. Odbayar, Vice Director of Strategy and Planning, “ Erdenes Mongol” LLC <b>Panelists:</b> - Ts.Enkhtuvshin, Chief Executive Director, “Shivee-Ovoo” JSC - E.Nominchuluun, Chief Executive Director, “Baganuur” JSC - G.Batkhuyag, General Director, “Digital Coin Service” LLC - B.Batmunkh, Member of Board of Directors, “Shariin Gol” Ltd
<b>18:00</b>	<b>Conference Closure</b>
<b>19:00</b>	<b>Awarding dinner</b> Presenting awards to the best of the Coal Industry ceremony “Mongolian Coal Association” <b>Shangri-La Hotel Ulaanbaatar</b>
<b>19:40</b>	<b>Greetings:</b> D.Sumiyabazar, Mongolian Parliament Member, Ministry of Mining and Heavy Industry
<b>19:50</b>	<b>Presenting memorial trophies to the sponsor companies:</b> L.Naranbaatar, Founder, Main organizer of “Coal Mongolia”, General Director of “Glogex Consulting” LLC
<b>19:55</b>	<b>Awarding committee:</b> Introduction of awarding committee members of “Mongolian Coal Association” for “Coal Mongolia” Awards 2018
<b>20:00</b>	<b>Nominations of the year:</b> - Best company in the coal sector (Grand Prix) - Best contract mining company - Best supplier of technology - Best coal transportation service - Best engineer
<b>20:30</b>	<b>Networking</b>
<b>21:00</b>	<b>Closure</b>



**BUSINESS TRAVEL AGENDA**

**TRAVEL SPONSORED BY:  
"BANK SPONSOR"**



**VENUE:**

**"Chinggis Khaan Palace"**

**September 6th, Thursday**

09:00 - Leave hotel

09:30 - "Chinggis Khaan Palace" /welcoming ceremony/

10:00 - Break fast

11:00 - Mini-Naadam competition

13:00 - Lunch

14:00 - Bank sponsor event

15:30 - Return to Ulaanbaatar



**Ulaanbaatar**

**"Chinggis khaan"  
International Airport**

23km



**"Chinggis Khaan Palace"**

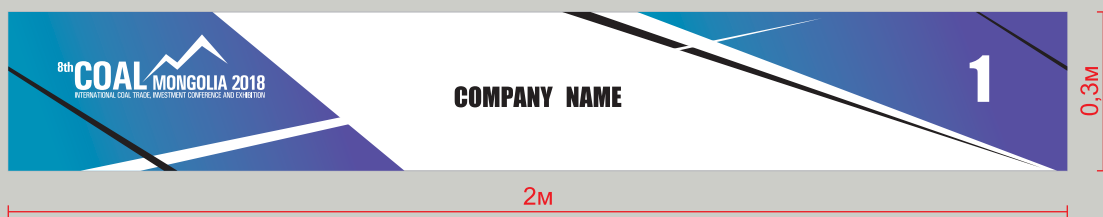
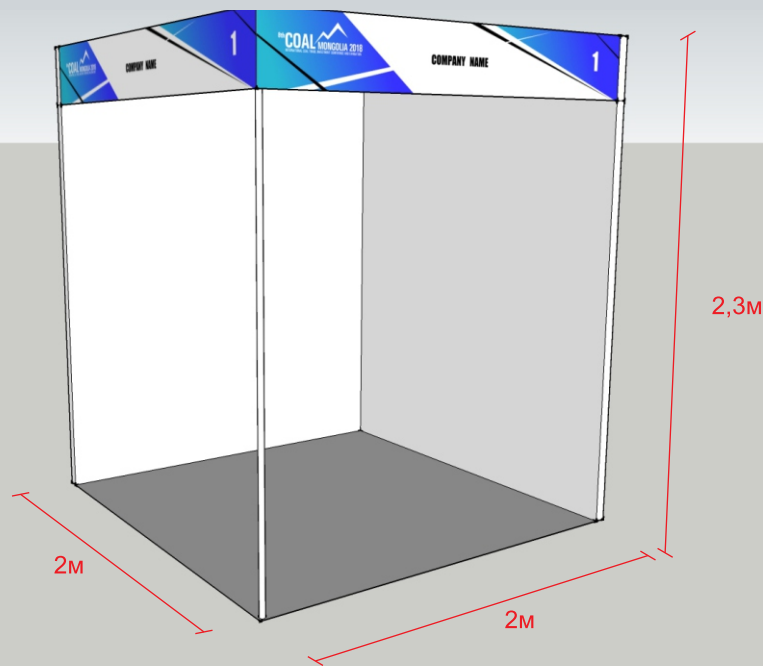


**“Coal Mongolia-2018” Conference and Exhibition:  
SPONSORSHIP OFFER**

	Sponsorship type				
	Diamond	Platinum	Bank of the event	Gold	Silver
Number of sponsors	1	2	1	2	4
Sponsorship price /included VAT/	50,000 USD	40,000 USD	30,000 USD	25,000 USD	10,000 USD
<b>Benefits offered to sponsors</b>					
Sponsorship award	Yes	Yes	Yes	Yes	Yes
Event named by sponsor	Awarding dinner with +250 VIP guests	Conference bag or badge+notepad +pen	Business travel with +100 VIP guests	Lunch	Coffee, tea, cookies
<b>Exhibition booth</b>					
Booth size (Length x Width)	6m x 4m	6m x 4m	4m x 2m	6m x 2m	4m x 2m
Booth place /see conference and exhibition plan/	Diamond	Platinum	Bank of the event	Gold 1 or 2	Silver 1 or 2, 3, 4
<b>Number of badges include</b>					
Premium badge	5	5	3	3	3
Regular badge	10	10	5	5	5
Exhibitor badge	50	50	30	30	20
Conference panelist	Yes	Yes	Yes	Yes	Yes
<b>Presentation slot</b>					
Duration of presentation	30 minute	30 minute	30 minute	30 minute	30 minute
Session of presentation	1st	1st	2nd	2nd	3rd, 4th
Sponsor's flag on	conference and exhibition hall	conference and exhibition hall	conference and exhibition hall	conference and exhibition hall	conference and exhibition hall
Sponsor's Logo on conference materials /please see conference and exhibition plan/	Yes	Yes	Yes	Yes	Yes
Conference main screen (15m x 4.5m)	Yes	Yes	Yes	Yes	Yes
Brochure (English, Mongolian, Chinese)	Yes	Yes	Yes	Yes	Yes
Bloomberg TV advertisement	Yes	Yes	Yes	Yes	Yes
Other marketing promotion materials	Yes	Yes	Yes	Yes	Yes

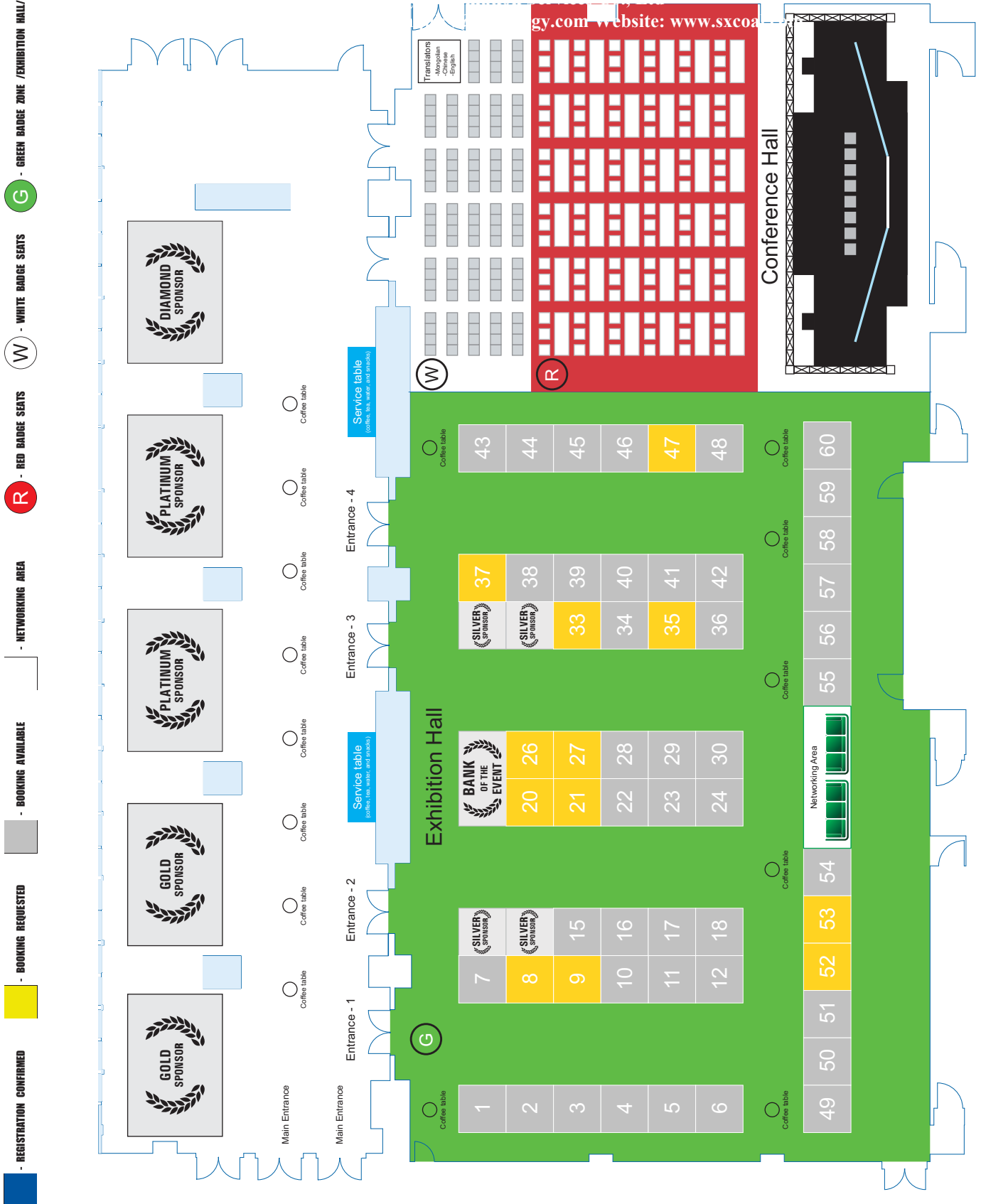
## "Coal Mongolia-2018" Conference and Exhibition: EXHIBITION BOOTH DESIGN AND SERVICE

Booth size:



- Standard booth size and price
- 1m square/\$ = \$500 (not included 10% of VAT)
- Standard Booth size: 2m\*2m = total 4m square (2.3m/tall)
- Included service for each booth purchase:
- (premium badge) - 1 red mandate
- (regular badge) - 1 white mandate
- (visitor badge) - 5 green mandate
- Table - 1
- Chair - 2

**Coal Mongolia-2018 Conference and Exhibition**  
**HALL PLAN**





**9th COAL MONGOLIA 2019**  
INTERNATIONAL COAL TRADE, INVESTMENT CONFERENCE AND EXHIBITION

SEE YOU NEXT YEAR  
**September 5-6th, 2019**

Register before August 1st, 2019 and take 40% discount

**Fenwei Energy Information Services Co., Ltd**

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