

# MINING INVESTMENT INSIGHT

12-14 OCTOBER 2010

CONRAD HOTEL, HONG KONG

**FIFTA** CO-ORGANISERS  
MONGOLIA

## mongolia2010 INVESTMENT SUMMIT

### Expert speaker faculty includes:



**Jim Dwyer** Executive Director  
**BUSINESS COUNCIL OF MONGOLIA**



**Masa Igata** Chief Executive Officer  
**FRONTIER SECURITIES**



**Owen Hegarty** Vice Chairman & Executive Director  
**G-RESOURCES**



**Alexander Molyneux** President and Chief Executive Officer  
**SOUTHGOBI RESOURCES**



**Peter Nicholls** General Manager Commercial Copper Development  
**RIO TINTO**



**Thomas Bispham** Managing Director, Asia-Pacific  
**BEHRE DOLBEAR GROUP**



**Merryl Peterson** Principal Consultant  
**RUNGE**



**Lawrence Fok** Chief Marketing Officer  
**Hong Kong Exchanges and Clearing Limited**



**Vincent Poizat** Director, Head of Mining  
**ING BANK**



**Philip Ter Woot** Mongolia Country Director  
**EBRD**

### Plus:

- Alberto Migliucci** Head of Southeast Asia Mining **CREDIT SUISSE**
- Alisher Ali Djuanov** Chairman **MONGOLIA DEVELOPMENT RESOURCES**
- Fred Kinmonth** Partner **MINTER ELLISON**
- Gérald Cadet** Principal **MAGERIGO CONSULTING GROUP**
- James Schaeffer** Chief Executive Officer **MONGOLIA ENERGY CORPORATION**
- Jean Richardson** Global Director Marketing **SGS MINERALS SERVICES**
- Keith Spence** President & Partner **GLOBAL MINING CAPITAL CORP** and Co-Chairman **CIMVAL**
- Peter C. Akerley** President & CEO **ERDENE RESOURCE DEVELOPMENT**
- Simon Morris** Chief Executive Officer **KHAN BANK**
- Warren Gilman** Head of the Asia Pacific Region **CIBC WORLD MARKETS**

### Attend these leading mining investment events to:

- **Explore** the potential rewards and risks of investing in exploration stage mining projects
- **Receive** guidance on setting discount rates to cover key mining project risk factors
- **Learn** how to make an accurate valuation of an exploration stage mining project
- **Discover** investment opportunities in North Asia's hottest market - Mongolia
- **Learn** what the new Hong Kong Exchange rules mean for investment in junior mining companies

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### Leading Mongolian government & SOE speakers from:

- Baasankhuu Ganzorig** Chairman **FIFTA**
- D. Ganbat** Adviser to the Minister **MINISTRY OF ROAD, TRANSPORTATION, CONSTRUCTION AND URBAN DEVELOPMENT**
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- D. Tsogtbaatar** State Secretary **MINISTRY OF FOREIGN AFFAIRS AND TRADE**
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- D. Zorigt** Minister **MINISTRY OF MINERAL RESOURCES AND ENERGY**
- Orchirbat Chuluubats** MP and Former Governor of the Bank of Mongolia **PARLIAMENT OF MONGOLIA**
- Ts. Bayarsaikhan** MP, Head of Economic Standing Committee **PARLIAMENT OF MONGOLIA**
- Tsogtsaikhan Gombo** Director **MONATOM LLC**

### Plus: 12 October 2010 Workshops

**09:00-12:30**  
**MINING IN A MORNING**  
A guide to mining industry fundamentals for non-mining professionals  
**Workshop leader: Dr. Chris Hinde** Editorial Director **MINING JOURNAL**

**13:30-17:00**  
**MINING COMPANY AND PROJECT EVALUATION**  
A hands-on guide to putting a valuation on an early stage mining project

### OFFICIAL MEDIA



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# Helping You to Maximise the Returns on Your Mining Investment Portfolio

## MINING INVESTMENT INSIGHT 2010 - 13 OCTOBER 2010



Mining Investment Insight 2010 provides the investor community with an in-depth guide to the risks and rewards of investing in exploration stage and junior mining companies.

This two-day conference will cover all the key factors that must be taken into account when selecting a potential mining investment. And by demonstrating how to set discount rates to cover a range of key project and political risks, this conference will show you how to accurately value an early stage mining project and make the right investment choices.

## MONGOLIA INVESTMENT SUMMIT 2010 - 14 OCTOBER 2010



Having been updated on the latest approaches to picking and valuing mining investment opportunities, you will then have a chance to explore some of the hottest new prospects in North Asia at the **Mongolia Investment Summit 2010**.

The Summit is co-organised by FIFTA, ensuring high-level support from Mongolia's government and SOEs.

Attend this one-day summit to enjoy a showcase of exciting Mongolian investment opportunities in the natural resources sector and beyond. The programme also offers an insight into the key market drivers, risks and influencers that are shaping the Mongolian market.

## EVENT TIMETABLE



	12 OCTOBER 2010	13 OCTOBER 2010	14 OCTOBER 2010
AM	Mining in a Morning	Mining Investment Insight 2010	Mongolia Investment Summit 2010
PM	Mining Company and Project Evaluation Workshop		

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12 OCTOBER 2010

## MINING IN A MORNING

Mining Journal presents a back-to-basics half-day seminar on the mining industry. Attend this event for a comprehensive but straightforward (no jargon) explanation of what the global mining industry is, and how it works.

The event is aimed at non-mining professionals working in associated sectors (the financial community, lawyers, PR companies, equipment manufacturers, service providers, etc.), who would benefit from an overview of mining, and be in a better position to develop more business opportunities as a result.

Seminar leader:

**Dr. Chris Hinde** *Editorial Director*

**MINING JOURNAL**



### Registration and morning coffee

#### 09:00 Introduction

- Overview
- Industry schematic

#### 09:30 Geology

- Formation of the Earth, rock types, basic structures
- Mineral groups, metals properties
- Geological processes
- Resource/reserve definitions
- Location of the world's mineral wealth

#### 10:10 Refreshments

#### 10:30 Mining

- Surface mining methods
- Underground mining methods
- Equipment review

#### 11:10 Processing and Delivery

- The main metallurgical processes, and the beneficiation of ore
- Metals transportation and warehousing, pricing mechanisms

#### 11:30 Economics

- Supply, demand and costs
- Market structure
- The role of prices and substitution

#### 12:10 Q & A

#### 12:30 Lunch

## MINING COMPANY & PROJECT EVALUATION WORKSHOP

#### 13:30 Workshop Outline

This in-depth half-day workshop will provide a hands on guide to putting a valuation on a mining project. With key risks and the complexity of measuring an underground resource taken into account, this workshop will show you how to price an investment to ensure optimum ROI.

#### 17:00 Close

# MINING INVESTMENT INSIGHT

13 OCTOBER 2010

#### 08:00 Registration and morning coffee

#### 09:00 Chairman's opening remarks and business card exchange

### MINING INVESTMENT – FINDING THE VALUE

#### 09:10 The state of the mining industry: Big picture outlook for the mining investor

- Key market drivers – Supply, demand, and outlook for natural resources
- Why Asia is emerging as a centre for mining investment Impact of influx of Chinese investment on the pricing of mining deals
- Future trends and key opportunities for the mining and minerals sector  
**Thomas Bispham** *Managing Director, Asia-Pacific*  
**BEHRE DOLBEAR GROUP**

#### 09:35 Investing in a junior mining company: Understanding the risks and rewards

- Why invest in a junior mining company as opposed to a major? What ROI can you expect?
- Understanding the growth curve and lifecycle of a mining operation: When to invest and exit
- Options for financing a mining project from conception to production
- Why commodity, geography and geology matter?  
**Vincent Poizat** *Director, Head of Mining*  
**ING BANK**

#### 10:00 Understanding risk: An investor's guide to the risks to factor into a valuation

- Transport infrastructure considerations for the potential mining investor
- Power: Is the resource on-grid or off-grid and what this means for project risk?
- Oil and construction materials price fluctuations and impact on long term feasibility of a project
- Macro-economic risks and market risk
- Event risk: What this covers and what it could mean for an investment
- Workforce: Risks to consider
- Setting discount rates to cover project risks when making valuations  
**Owen Hegarty** *Vice Chairman & Executive Director*  
**G-RESOURCES**

#### 10:25 Philosophies and strategies for the successful mining investor

**Clive Palmer** *Chairman*  
**MINERALOGY**

#### 11:00 Morning refreshments and networking

### RISK, VALUATION AND REWARD

#### 11:30 Stage-based valuations - Practical approaches to valuations of projects, based on the stage development

- What are the basic tenets of mining valuation?
- Understanding which valuation methods should be used for exploration stage projects
- What valuation methods are appropriate for a development stage project
- Using the appropriate valuation methods for producing projects
- What is an appropriate discount rate, and when should it be applied
- Understanding Codes for Certifying a Valuation (VALMIN, CIMVAL, SAMVAL etc.)  
**Keith Spence** *President & Partner* **GLOBAL MINING CAPITAL CORP** and Co-Chairman **CIMVAL**

# Helping You to Maximise the Returns on Your Mining Investment Portfolio

## 12:00 Resource or reserve? Inferred, indicated, measured, probable or proved?

- Understanding the different terminology used to describe mineral deposits
- How these classifications are determined and certified (NI 43-101, JORC, SAMREC etc.)
- Establishing the extent of mineral resources – How much drilling is needed to establish the extent of a mineralisation?
- Implications for investor risk and potential return

**Merryl Peterson** *Principal Consultant* **RUNGE**

## 12:30 Understanding and putting a value on political risk

- Guide to key political risks relevant for Asian mining investments
- Regulation, government policy and taxation: Potential impact on long term investment return
- Approaches to pricing political risks into your valuation of a mining investment

**Gérald Cadet** *Principal*

**MAGERIGO CONSULTING GROUP**

## 13:00 Lunch and networking

### EXPLORING KEY TRENDS IN MINING FINANCE AND INVESTMENT

## 14:20 Metal price trends and risk/reward implications for the mining investor

- Exploring key demand trends for key metals and the impact on the return on a mining investment
- How to select the metal price to use when making a mine valuation
- Market risk: What will metal price fluctuations do for the long-term feasibility of your target investment and the timing of your entry and exit?
- Factoring market risk into a valuation

**Warren Gilman** *Managing Director and Head of the Asia Pacific Region*  
**CIBC WORLD MARKETS**

## 14:40 Feasibility study: How bankable?

- Understanding the role of the feasibility study in the lifecycle of a mine
- Steps that go into creating a bankable feasibility study
- What a bankable feasibility study tells the investor and what's missing
- How accurate is "bankable feasibility" and where is there still risk for investors?
- Who undertakes the bankable feasibility study? Implications for investor confidence

## 15:00 Mitigating technical risk in project development and operations: New technologies to address old concerns

- What is technical risk and why is it so important in determining the overall risk profile of a mining project?
- Examining the scope of technical risk and the potential impact on resource size, concentrate grade and ultimate profitability of a mining project
- Approaches for displaying and measuring technical risks: What should investors look out for and demand?
- Techniques for mitigating technical risk: Examples and lessons learnt.

**Jean Richardson** *Global Director Marketing*  
**SGS MINERALS SERVICES**

## 15:20 Afternoon refreshments and networking

### HONG KONG – ASIA'S MINING INVESTMENT HUB?

## 15:40 Key steps to developing Hong Kong into a global centre for mining investment

- HKEx as an international fund raising platform for mining companies
- Recent development and fund raising trends in Hong Kong -

opportunities for investors

- Initiatives to become a global exchange for resources companies
- Outlook on further development and evolution of the rules

**Lawrence Fok** *Chief Marketing Officer*

**Hong Kong Exchanges and Clearing Limited**

## 16:05 Implications for investors of market listing rules for junior mining companies

- Guide to the new HK Exchange rules for listing junior mining companies:
- Understanding the range of listing rules to which juniors must comply
- What these listing requirements mean for the risk and reward profile of a mining investment

**Fred Kinmonth** *Partner*

**MINTER ELLISON**

## 16:30 Panel Discussion: Perspectives on mining investment from Hong Kong and China's investment community

- What kind of mining company is most favoured by Hong Kong and Chinese investors? Why and how is this changing?
- Impact of new HK Exchange listing rules on investor appetite for mining investment opportunities
- Examining attitudes of HK and China's investment community towards junior and exploration stage mining companies
- What are the key knowledge gaps in the investor community when considering a junior mining investment?
- Our panellists' views on the future of mining investment in Hong Kong – How large can it grow?

**Alberto Migliucci** *Head of Southeast Asia Mining*

**CREDIT SUISSE**

**Christopher Lindsay** *Partner & Head of Thematic Research*

**SARASIN & PARTNERS**

*Senior Representative*

**TRADE AND DEVELOPMENT BANK OF MONGOLIA**

## 17:00 Mining Investment Insight round-up and close

# mongolia2010 14 OCTOBER 2010

## INVESTMENT SUMMIT

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## 08:30 Registration and morning coffee

## 09:00 Chairman's opening remarks and business card exchange

## 09:05 Why invest in Mongolia? - Building Mongolia into North Asia's premier investment destination

- Examining Mongolian economic policy and the outlook for growth
- How the Oyu Tolgoi (OT) Investment Agreement smoothes the way for future investments in Mongolia
- Reforming the State Budget, stabilising the tax regime and enforcing environmental laws to attracting Foreign Direct Investment (FDI) and boost growth
- Banking and exchange rules: Implications, challenges and advantages for the investor
- Update on the growth of Mongolia's capital markets and implications for foreign investors
- Beyond natural resources: Developing a knowledge based economy in Mongolia

*Panelists include:*

**D.Tsogtbaatar** *State Secretary*

**MINISTRY OF FOREIGN AFFAIRS AND TRADE**

**Baasankhuu Ganzorig** *Chairman FIFTA*

**Ts. Bayarsaikhan MP**, *Head of Economic Standing Committee*  
**PARLIAMENT OF MONGOLIA**

**Jim Dwyer** *President BUSINESS COUNCIL OF MONGOLIA*

**Philip Ter Woot** *Country Director*

**EUROPEAN BANK FOR RECONSTRUCTION & DEVELOPMENT**

**Masa Igata** *Chief Executive Officer*

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# Bringing You The Best Of Mongolia's Investment Opportunities

## 10:00 Privatizing Mongolia's state owned assets and what this means for investors

- Outlining plans to raise funds through international listing of current State Owned Enterprises
- Challenges ahead: Overcoming corruption, creating transparency and improving corporate governance
- Developing international financial and reporting standards for SOEs
- Providing an update on the 3 National Champions plan and identifying the opportunities that will exist for investors

**Dulam Sugar** *Chairman*

**STATE PROPERTY COMMITTEE**

## 10:15 Mining in Mongolia: Perspectives of a foreign investor

- Overview of the opportunities in the development of Mongolia's natural resources sector
- Challenges and key success factors for a foreign owned mining company to do business in Mongolia
- Exploring the growing appetite of China for Mongolian mineral products
- Beyond China: Assessing demand from other markets in the region

**Alexander Molyneux** *President and Chief Executive Officer*  
**SOUTHGOBI RESOURCES**

## 10:35 Oyu Tolgoi – Boosting the economic development of Mongolia with a world leading copper-gold project

- Update on the Oyu Tolgoi project – timelines to full production
- Lessons learned from the OT Investment Agreement that can be applied to future projects
- How OT can act as a catalyst for economic and social development in the wider region
- Benefits for foreign companies and investors to do business in Mongolia

**Peter Nicholls** *General Manager Commercial Copper Development*  
**RIO TINTO**

## 10:55 Morning refreshments and networking

## 11:15 Mongolia mining investment outlook: Unlocking the economic potential of Mongolia's resources sector

- Implications for investors of the Oyu Tolgoi (OT) and Tavan Tolgoi (TT) projects
- Uranium mining investment opportunities and the impact of Mongolia's Nuclear Energy Law
- Assessing the potential of Mongolia's iron ore sector
- Rare Earth Metals - Mongolian mining opportunities in the lesser known parts of the Periodic Table
- Investment potential in Mongolia's 1.6 billion barrels of proven oil reserves
- Strategies and policies to develop Mongolia's mining sector and boost investment return
- Ensuring transparency within the mining sector to enhance its attractiveness to investors
- Assessing price trends and outlook for Mongolia's natural resource products

*Panelists include:*

**D. Zorigt** *Minister*

**MINISTRY OF MINERAL RESOURCES AND ENERGY**

**Dorjpurev Batkhuyag** *Chairman*

**MINERAL RESOURCES AUTHORITY**

**J. Peter Morrow** *Advisor* **KHAN BANK**

**O. Orkhon** *First Deputy Chief Executive Officer*

**TRADE AND DEVELOPMENT BANK**

**Tsogtsaikhan Gombo** *Director* **MONATOM LLC**

## 12:00 Providing exposure to both resource and non-resource sectors in Mongolia

- Resource sector as driving force of Mongolia's economic transformation
- Massive Investments in resource sector with significant spill-over effects to other industries
- Beyond mining, high growth areas like financial services and property
- Attractive investment opportunities across asset classes in Mongolia

**Alisher Ali Djumanov** *Chairman*

**MONGOLIA DEVELOPMENT RESOURCES**



## 12:20 10 minute company presentations showcasing Mongolian investment opportunities

*Featured presentations include:*

**Alexander Molyneux** *President and Chief Executive Officer*

**SOUTHGOBI RESOURCES**

**Peter C. Akerley** *President & CEO*

**ERDENE RESOURCE DEVELOPMENT**

## 13:00 Lunch and networking

## 14:00 Developing infrastructure to fulfil the potential of Mongolia's natural resources sector

- What is the Mongolian Government doing to improve infrastructure critical to the mining sector?
- Understanding the political hurdles that need to be overcome
- Who pays? Who will fund the infrastructure necessary to fulfil the potential of Mongolia's natural resources sector
- Implications of the new Concession Law defining private sector involvement in Public Private Partnerships
- Implications for investors in mining projects

*Panelists include:*

**D. Ganbat** *Adviser to the Minister*

**MINISTRY OF ROAD, TRANSPORTATION,  
CONSTRUCTION AND URBAN DEVELOPMENT**

**Orchirbat Chuluubats**, *MP and Former Governor of the Bank of Mongolia*  
**PARLIAMENT OF MONGOLIA**

## 14:30 Khan Bank view of investment opportunities in Mongolia

**Simon Morris** *CEO* **KHAN BANK**

## 14:50 Fast-track coal project in Western Mongolia

**James Schaeffer** *Chief Executive Officer*

**MONGOLIA ENERGY CORPORATION**

## 15:10 10 minute company presentations showcasing Mongolian investment opportunities

## 15:40 Afternoon refreshments and networking

## 15:50 10 minute company presentations showcasing Mongolian investment opportunities

## 16:30 Panel discussion: Beyond mining: Investment opportunities in downstream products and high-tech

- Project plans to add value downstream domestically to Mongolia's natural resources
- Benefits for the domestic economy and opportunities for investors
- How Mongolia is encouraging innovation through the High Technology Industrial Development Strategy
- Ones to watch – Our panelists picks for sectors to watch out for in Mongolia in 2011

*Panelists include:*

**Dr. Chuluundorj Khashchuluun** *Chairman*

**NATIONAL DEVELOPMENT AND INNOVATION COMMITTEE**

## 17:00 Summit round-up and close

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