



The 2nd Annual Mongolia-Asia Investment Forum 2010

25 March, 2010 • The Westin Beijing Chaoyang, China

Preliminary Agenda

07.30– 08:30	Registration and Coffee
08.30– 08:35	Welcome Address: Euromoney Conferences
08:35 – 08:40	Opening Remarks:
08:40 – 08:50	Keynote Address:
08:50 – 09:40	<p>Panel I: Investing in Mongolia's Mining Assets</p> <p>Significant demand for mining commodities has outstripped the supply side, with the result of windfall profits for mining companies. Mongolia, a mineral-rich country, has drawn worldwide mining players' attention. The settlement of Oyu Tolgoi (OT) is just the beginning. Tavan Tolgoi, known as the world's biggest untapped coking coal deposit, with a coal reserve of 6.5 billion tonnes in the Gobi desert, is another lucrative project. Rapid growth in Mongolia's mining sector has also driven the pace of peripheral developments including infrastructure, supply chain and properties. This panel will present an in-depth analysis on investment opportunities in mining industry and set the discussion framework for the rest of the day.</p> <ul style="list-style-type: none"> • Subsequent to the signing of OT agreement end of last year, how does this open-up to foreign investments affect Mongolia's economy at large and the mining industry in particular? • Mongolia's economy was hit hard by the fall of copper prices last year. How well placed is the mining sector to weather external shocks? Is the sector ready to bounce back? • What are Chinese investors looking for when considering adding these assets to their portfolios, forming strategic partnerships, or participating actively in this sector? • How should investors properly analyze the market (discovery, development, earnings), and how best evaluate the risks? • Will green technology be integrated in the sector?
09:40 – 10:25	<p>Workshop A</p> <p>Hosted by Khan Bank</p>
10:25 – 10:45	Coffee Break
10:45 – 11:35	<p>Panel II: Investing in Infrastructure – To support the thriving mining industry in Mongolia</p> <p>Infrastructure to access Mongolian coal and other minerals is rapidly developing in China. Railway lines and major coal loading facility have been built in China. The Mongolian government also supports a permanent border crossing which allows for distribution of minerals to customers in China. An interactive panel with leading companies and fund managers examining the environment for investing in infrastructures for the support of the mining industry and how these opportunities can be efficiently accessed.</p> <ul style="list-style-type: none"> • How are flows of private sector capital to transport, power or water infrastructure being encouraged by the Government of Mongolia? • What investment vehicles give investors exposure to these long-term assets? • How are infrastructure assets most efficiently accessed: direct / indirect equity investments, sovereign funds, PPPs? • What recent successes have Chinese companies /investors had when investing/partnering in Mongolia? • What opportunities and projects are in the pipeline?
11:35 – 12:20	<p>Workshop B</p> <p>Hosted by Trade and Development Bank</p>
12:20 – 13:30	Luncheon

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13:30 – 14:20	<p>Panel III: Developing Mongolia's Capital Markets</p> <p>On the occasion of the 19th anniversary of stock exchange in Mongolia, it may be the best time to take deeper look in the development of Mongolian capital market. The commercial banks have gained considerable stability in the Mongolia's financial market and have been playing an important role in it. Nowadays only 5% of the capital raised in Mongolia is obtained from the capital market and the remaining 95% comes from commercial banks. Proven by the recent financial crisis, total dependency on the banking system is visibly dangerous: money supply shortage, loan restriction, loan rate increase. There is an urgent need for a strong capital market for Mongolia.</p> <ul style="list-style-type: none"> • How is the development of bond market in Mongolia? • How can projects or enterprises be best financed from capital markets? • What will medium-term financing strategies (debt, equity, loans) look like? • How are they best evaluated and efficiently accessed by Chinese investors?
14:20 – 15:05	<p>Case study: Mongolia-China Trade Facilitation</p> <p>Trade between Mongolia and China is of huge importance to both counterparts. Not only are there new players on the scene, but the structures and financing techniques are becoming ever more innovative, technical and thus beneficial to importers and exporters alike. The advent of new financing solutions is addressing problems with traditional funding and facilitating the growth in trade between China and Mongolia. The following issues will be covered:</p> <ul style="list-style-type: none"> • Specific issues financing Mongolia-China trade in leading sectors: textiles; minerals; oil & energy • What new financing tools and structures/products are being used by emerging market players? What are successful cases in the present environment? • What are the implications to Mongolia-China trade facilitation? How may Mongolia corporate and Chinese investors benefit from these? • What are the risks, challenges and resolutions?
15:05 – 15:20	<p>Coffee Break</p>
15:20 – 16:10	<p>Panel IV: Capitalizing on Mining Supply Chain Management</p> <p>World renowned mining companies manage to improve their performance by integrating supply chains into their business. They are not only focusing on current productions, but also taking efforts in extending their supply chains. These efforts enhance shareholder value by enabling the mining companies to gain market share while offering sustainable improvements in capital efficiency.</p> <ul style="list-style-type: none"> • What is the current development of mining supply chain in Mongolia? • How could mining companies in Mongolia borrow the success in supply chain management from their counterparts? • How to identify and realise the supply chain opportunities? • How could the investors gain exposure to the opportunities?
16:10 – 17:00	<p>Panel V: Investing in Property Market</p> <p>As the economy grows, the property market is likely to follow. The OT agreement signals the open-up to foreign investments, which has encouraged more foreign companies to make their way to this lucrative market. As a result, a large number of expat families are moving to Mongolia and settle down there in the near future. To accommodate the boom of population, it undoubtedly drives the development of properties including commercial buildings, residential housing, restaurants, schools, and shopping arcades.</p> <ul style="list-style-type: none"> • What are the key developments at the moment? • What obstacles are there to successful financing and what structures would be best used in Mongolia to mitigate them? • How are investment opportunities and risks best evaluated? • What is the medium-term prognosis?
17:00	<p>Closing Remarks: Euromoney Conferences</p>

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