

IHS McCloskey and mjunction presents Indian Coal Markets Conference and Awards Dinner 2013

24th – 25th September 2013
Gurgaon, NCR, India

Sponsorship Prospectus

For more information on sponsorship opportunities please contact:

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Organised by:



Conference Overview

IHS McCloskey and mjunction and are happy to announce the 7th edition of **Indian Coal Markets Conference** and Awards Dinner 2013 at an opportune time when India has been tagged as the fourth largest energy consumer of the world after the US, China and Russia in spite of its per capita energy consumption remaining lower than that of developed countries (Source US EIA) and its appetite for imported coal has showed a continuous uptrend.

Some of the key discussions that the conference will focus on include:

- Is the country at the policy level willing to help facilitate the exploitation of the huge reserves it possesses?
- Is Coal India capable of meeting the fuel demands of its customers? Or is import the only option left for CIL?
- What were the disadvantages of pooled pricing and why was it shelved?
- Will the Indian electricity market evolve to be more competitive or will state intervention continue? What is the status of restructuring/bail out of distribution companies?
- Against these factors what is the likely import levels to be now and in the future where are the major import destinations?

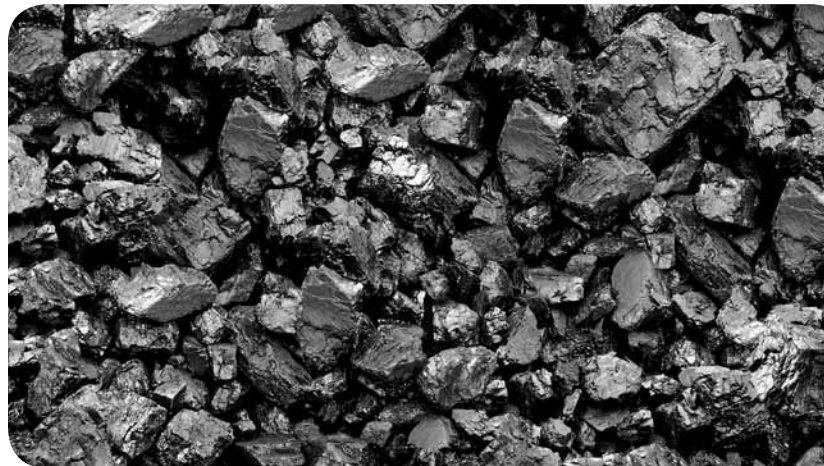
All this and lot more will be discussed in greater detail at the Indian Coal Markets Conference and Awards Dinner 2013 where leading industry professionals and government bodies will present their views and provide a clear roadmap to the benefit of the Indian Coal Market.

Past Delegate Demographics Geography

- Australia
- China
- Finland
- India
- Indonesia
- Japan
- Singapore
- South Africa
- Switzerland
- Thailand
- United Arab Emirates
- United Kingdom
- USA

Past Delegate Demographics Business Titles

- Analyst
- AVP / EVP
- Business Development
- Chief Executive Officer
- Consultant
- Deputy Director / Director
- Manager
- Marketing Manager
- Managing Director



Past Delegate Companies

- Adityaa Energy Resource
- Alfred H Knight Group
- Alpha Coal India
- Ananke India
- Anglo American
- Anik Industries
- Argus Media
- Atal Overseas
- Baker & McKenzie
- Ben Line Agencies
- Bertling Logistics India
- BHP Billiton
- Binani Industries
- Bloomberg
- BNP Paribas Securities
- BS TransComm
- Bulk Trading
- Bunge
- Canopus Group of Companies
- Cargill India
- Coal & Oil Group
- Coal India Limited (CIL)
- Coalguru
- Coaljunction
- Coeclerci Asia
- Concord Fortune Materials
- Cosmic Vision Resources
- Daiichi Chuo Shipping
- Dalmia Cement (Bharat)
- Devendran Coal International
- Drewry Maritime Research
- Dynamic Sales Service International
- Energy Executive Insider
- Energy Infratech
- Equentia Natural Resources
- Feedback Infrastructure Services
- FJS Energy
- Foresight Coal Sales
- Fortum
- Fortum India
- Geo-Chem Laboratories
- Glencore India
- GMR Energy (GMR Consulting Services)
- Government of India
- GVK Power and Infrastructure
- H&W Worldwide Consulting
- Hadiputranto, Hadinoto & Partners
- HeidelbergCement Trading
- Hinduja Energy
- ICICI Securities
- IHS
- IHS CERA
- IHS McCloskey
- IMR Resources India
- India Core
- Indian Captive Power Producers Association (ICPPA)
- Indo German International - Somani Group
- International Shipping & Logistics (ISL)
- Investec Capital Services India
- JSPL
- Jubilant Life Sciences
- Karam Chand Thapar & Bros (Coal Sales)
- King & Sons
- Kopex India
- Krishnapatnam Port Company
- KSK Energy Ventures
- Kyori Oremin
- Lanco Power
- LBH South Africa
- LG International Corporation
- Louis Dreyfus Commodities
- Magnifico Traders
- Mahavir Multitrade
- Mako Trading
- Martin and Robson
- MBE Coal & Mineral Technology India
- Mercator/Oorja
- Metis BSPL
- Metis Business Solutions
- Mitsui & Co
- Mitsui Coal Holdings
- mjunction services limited
- MMTC
- Monnet Ispat and Energy
- Morgan Stanley
- MP AMRL (Bicharpur) Coal Company
- Naresh Kumar & Co
- National Thermal Power Corporation (NTPC)
- Nihon Ispat
- Noble Chartering
- Noble Resources & Trading India
- Nydel Resources
- OPG Power Generation
- Parekh Marine Agencies
- Parikh Steel
- Peabody Energy
- PLS Trading
- Press Trust of India
- Rawmet Commodities
- Reliance Power
- RWE Supply and Trading
- S&T Mining
- SAIL
- Salva Resources
- Samsara Group
- Sara International
- Saraogi Udyog
- SBI Capital Markets
- Solid Black Gold
- Star Coal India
- SteelMint Info Services
- Sumitomo Corporation
- Swaaraj Shipping and Logistics
- Tata Power Company
- Tata Sponge Iron
- Tata Steel
- Taurian Iron and Steel
- TCRC
- Tenders Info
- The State Trading Corporation of India
- Thiess India
- Thomson Reuters
- Tiger Energy Trading
- Transammonia India Trading
- Transnet
- Trimex International
- United Shippers
- UPM India
- Vale India
- Vardhman Fabrics
- Vedanta Aluminium
- Visa Resources India
- Vision Mining Consultants
- Western Coalfields Ltd (WCL)
- Zen Energy Consultants

Sponsorship Opportunities

The Sponsorship Program is an integral part of the conference. Key benefits and elements include:

- Exclusive opportunity for recognised market leaders only
- Focused opportunities to reach specific communities in a highly concentrated and efficient manner
- Enhanced visibility to senior executives and regional leaders
- A platform to reinforce your corporate communication and public affairs objectives

Please find below the sponsorship opportunities. We are able to adapt any package to suit your specific requirements

Sponsorship Options	Number of Delegate Passes	Additional Delegate(s) Discount	Value INR
Awards Dinner Sponsor	6	10%	830,000
Platinum Sponsor	5	10%	665,000
Gold Sponsor	4	10%	550,000
Delegate Bag Sponsor	2	10%	440,000
Conference Pad and Pen	2	10%	440,000
Refreshment Breaks (both days)	2	10%	440,000
Delegate Badge Sponsor	2	10%	440,000
Conference Auditorium Sponsor	2	10%	440,000
Conference Delegate Documentation	2	10%	440,000
Exhibition Booth (with branding)	2	10%	440,000
Exhibition Booth (without branding)	2	10%	220,000

*All sponsorship options include corporate branding as follows:

Branding — Identification and recognition as conference Sponsor in key promotional materials, including:

- Logo displayed on select projection screens in main ballroom during select conference-wide plenary sessions
- Logo placement on select on-site event signage
- Logo and company description featured in the conference delegate book
- Logo and hyperlink to sponsor's website on conference website sponsor page
- Logo in select marketing campaigns

Please note the only option that does not include corporate branding is the exhibition booth (without branding)

For further information on what is included in the Awards, Platinum and Gold Packages please see below. For further information on other options listed please contact us

Sponsorship Opportunities

Awards Dinner Sponsor

This Awards Dinner Sponsorship offers a high level of participation, and exposure for your company's brand and services

Sponsor Contribution

- Executive from Awards Dinner Sponsor company to welcome guests and nominees to the Awards Dinner
- Executive from Awards Dinner Sponsor company to present one award to the category of their choice

Reserved Seating

- Awards Dinner sponsor will have one (1) reserved/named table for up to eight (8) guests at the Awards Dinner. Sponsor agrees to manage the reserved table invitation and RSVP process.

Branding — Identification and recognition as conference **Awards Dinner Sponsor** in key promotional materials, including:

- Exclusive logo placement on signage during the Awards Dinner and Reception
- Branded napkins with company logo (subject to time constraints)
- Logo and company description featured in on-site collateral
- Logo and hyperlink to Sponsor's web site on Conference website sponsor page
- Logo in select marketing campaigns

Participation

- Six (6) conference passes for executive participation
- Opportunity to purchase additional passes at special rate.

Fee: 830,000 INR

Sponsorship Opportunities

Platinum Sponsor – Networking Sponsorship

The Platinum Sponsorship offers a high-level profile and recognition throughout the conference, and in select marketing and advertising campaigns.

Welcome Reception

- Opportunity for sponsor to address delegates, offer welcoming remarks and comments
- Exclusive logo placement on signage during the reception
- Opportunity to provide gift to reception attendees (to be agreed by IHS and mjunction)

Branding

Identification and recognition as Platinum Sponsor in key promotional materials, including:

- Logo displayed on select projection screens in main ballroom during conference-wide keynote and plenary sessions
- Logo placement on select on-site event signage
- Logo and company description featured in the conference delegate book
- Logo and hyperlink to Sponsor's website on conference website sponsor page
- Logo in select marketing campaigns

(Please note: Deadlines apply for submission of branding materials)

Participation

- Five (5) conference passes for Platinum Sponsor executive participation
- Opportunity to purchase additional passes at special rate. Restrictions apply.

Other branding

- Opportunity to sponsor a session

Exhibit Space

- Table top exhibit space

Fee: 665,000 INR

Gold Sponsorship

The Gold Sponsorship offers a high level of participation, and exposure for your company's brand and services

Delegate Lunch Host: Day One or Day Two

- Exclusive logo placement on signage during the luncheon on selected day
- Opportunity to provide gift to luncheon attendees (to be agreed with by IHS and mjunction)
- Opportunity to give opening remarks at the sponsored lunch

Branding

Identification and recognition as conference Gold Sponsor in key promotional materials, including:

- Logo displayed on projection screens in main ballroom during select conference-wide plenary sessions
- Logo placement on select on-site event signage
- Logo and company description featured in the conference delegate book
- Logo and hyperlink to Sponsor's website on conference website sponsor page
- Logo in select marketing campaigns

Participation

- Four (4) conference passes for executive participation
- Opportunity to purchase additional passes at special rate.

Session Sponsor

- Opportunity to sponsor a session

Exhibit Space

- Table top exhibit space

Fee: 550,000 INR

About the Partners



About mjunction

mjunction services limited operating at the cutting edge of Information Technology and the Internet, is a 50:50 venture promoted by SAIL and TATA Steel. Founded in February 2001, it is today not only India's largest eCommerce company (having eTransacted worth over Rs.1,60,000 crores till date) but also runs the world's largest eMarketplace for steel. The steel and coal supply chain in India has been transformed by mjunction, which has ushered in Efficiency, Transparency and Convenience to the way steel and coal, is bought and sold. Similar transformational change is being sought to be made in the automobile industry and in the sale of branded products with the launch of autojunction and straightline respectively.

Business volume of the company in terms of Transaction Value has soared from Rs 94.35 crores in FY'02 to Rs 40,737 crore in FY13, registering a spectacular CAGR of 80%.

mjunction's growth has not only been in terms of transactional value, revenue and profits. In the space of just 12 years, it has established a national footprint with presence in more than 25 locations all over the country. Starting out with a team of less than six people at inception, today more than 500 people from different professional and academic backgrounds are working on growing the company at a scorching pace.

Today, mjunction offers a wide range of eSelling, eSourcing, eFinance and Knowledge services across diverse industry verticals that empower businesses with greater process efficiencies. mjunction has service offerings spanning the entire eCommerce spectrum and operates through - metaljunction.com, buyjunction.in, coaljunction.in, autojunction.in, straightline.in, financejunction.in, valuejunction.in, and mjunctionedge.

mjunction is a ISO 9001:2008, ISO 27001 and CMMI Level 3 certified company.



About IHS (www.ihs.com)

IHS (NYSE: IHS) is the leading source of information and insight in critical areas that shape today's business landscape, including energy and power; design and supply chain; defence, risk and security; environmental, health and safety (EHS) and sustainability; country and industry forecasting; and commodities, pricing and cost.

Businesses and governments around the globe rely on comprehensive content, expert independent analysis and flexible delivery methods of IHS to make high-impact decisions and develop strategies with speed and confidence.

IHS has been in business since 1959 and became a publicly traded company on the New York Stock Exchange in 2005.

Headquartered in Englewood, Colorado, USA, IHS employs more than 5,100 people in more than 30 countries around the world.