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International Partner



**Indian Coal Markets
Conference**

NOV 26-28, 2018 ITC Sonar, Kolkata
www.indiancoalmarkets.com



Indian coal: **The return of shortage**

About ICMC 2018

India's leading international conference that has been focusing on the issues of coal consumers for the last 11 years. mjunction services limited is happy to announce the 12th Indian Coal Markets Conference and Awards Dinner, 2018. The Indian coal sector is passing through a crucial juncture, wherein sharp fluctuation in demand is compelling policymakers to go back to the drawing board. Moving between surplus and shortage, the industry is looking for a direction. With the return of shortage, imports have staged a comeback in 2018, despite record production growth by the domestic miners. Are increasing imports going to be a fact of life? Will the power plants continue to face shortage? Will the government go ahead with its plan to introduce commercial mining? Will another period of trough change all calculations?

12th Indian Coal Markets Conference

These and many other questions would come up for discussions in the 12th Indian Coal Markets Conference. Some Key topics to be discussed in the conference this year:

- 1 The return of imports: Can India ever be self-sufficient in coal?
- 2 Commercial mining: Will it be a disruptor or a magic-bullet?
- 3 CIL in 2030: The blueprint for India's coal future
- 4 Will China's maritime ambitions and trade frictions impact the global coal matrix?
- 5 India's steel rush: But where is the roadmap for met coal?
- 6 What is the best hedge for met coal price volatility?
- 7 India's met coke dilemma: Time to review the anti-dumping duty?
- 8 Optimal coal stock: How to end the blame game between TPPs and miners?
- 9 Quality issues: Will lack of testing infra fail CIL's new pricing system?

and many more...!

Who should attend?

- ◆ Coal Producers
- ◆ MDOs
- ◆ Coal Traders
- ◆ Consumers from Power, Cement, Steel, Sponge Iron sector
- ◆ Coal Washeries
- ◆ Coal Handling company
- ◆ Inspection Agencies
- ◆ Ports & Shipping Agencies
- ◆ Coal Logistics company
- ◆ Equipment Manufacturers
- ◆ Research Analysts & Consultants
- ◆ Banking & Financial Institutions

Advisers for 12th Indian Coal Markets Conference



Mr P S Bhattacharya
Former CMD
Coal India Limited



Mr V K Arora
Mentor
Karam Chand Thapar & Sons



Dr Bhaskar Chatterjee
Secretary General
Indian Steel Association



Mr Supriyo Gupta
Vice President
SBI Caps

Block your calendar now

Conference Schedule

November 26, 2018 Monday, 7:00 pm
Welcome Reception

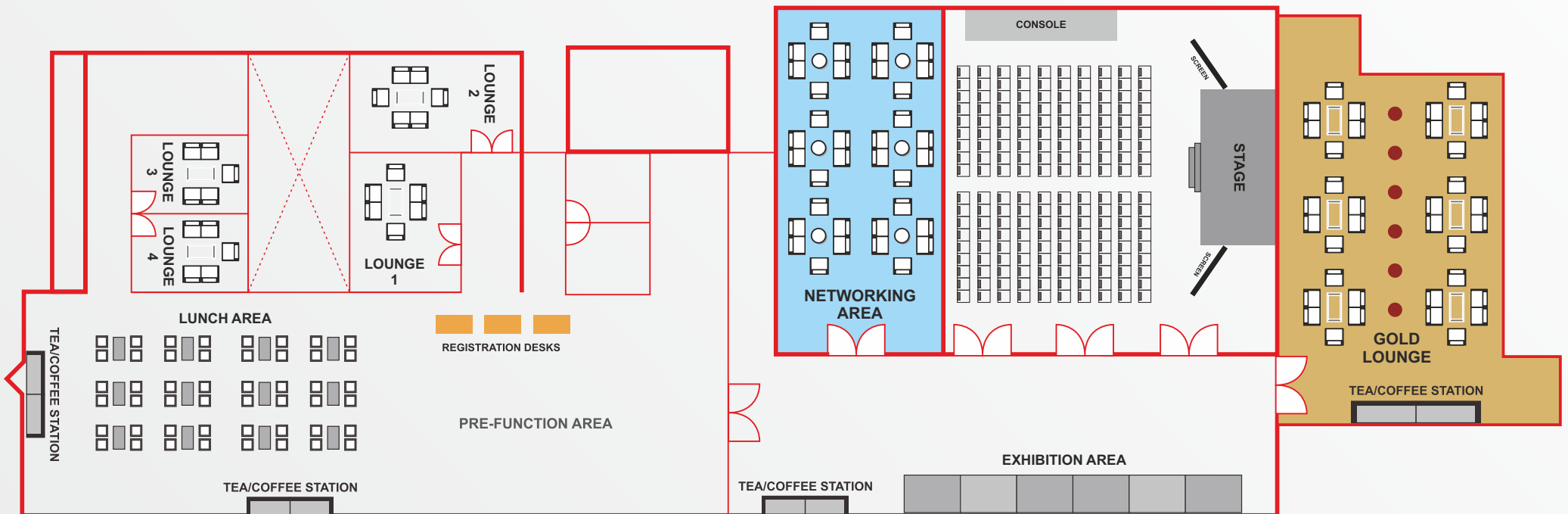
November 27, 2018, Tuesday
Conference Starts at 9:00 am

Indian Coal Markets Awards
followed by Cocktails & Dinner at 7:00 pm

November 28, 2018, Wednesday
Conference Starts at 9:00 am
Conference ends at 5:00 pm



The venue layout



ITC Sonar, Kolkata 1 JBS Haldane Avenue, Kolkata 700 046

Be a part of this conference

- ◆ **Participate as a delegate**
- ◆ **Sponsorship Opportunities**

Sponsorship provides a great means of broadening your competitive edge by improving your company's image, prestige and credibility by supporting events that your target market finds attractive.

Key benefits include

- 1) Raise brand awareness and create preference.
- 2) A platform to build brand positioning.
- 3) A channel to fulfil your corporate communication needs.
- 4) Highly targeted marketing.



Delegate Rates

In INR

DOMESTIC	Early Bird till 15th October		Normal Rates	
	Base Rate	Rate after Tax	Base Rate	Rate after Tax
Gold Class				
Only Conference Registration (does not include rooming)	35,000	41,300	50,000	59,000
Conference + 5 Star Accomodation (for 1 night)	40,000	47,200	55,000	64,900
Conference + 5 Star Accomodation (for 2 night)	45,000	53,100	60,000	70,800
Silver Class				
Only Conference Registration (does not include rooming)	25,000	29,500	30,000	35,400
Conference + 3/4 Star Accomodation (for 1 night)	30,000	35,400	35,000	41,300
Conference + 3 /4 Star Accomodation (for 2 night)	35,000	41,300	40,000	47,200

In USD

INTERNATIONAL	Early Bird till 15th October		Normal Rates	
	Gold Pass with 2 Nights Accomodation at the Venue	1,500		2,000

Sponsorship Rates

Sponsorship Title	Level of Sponsorship		
	Platinum	Gold	Awards Night
Maximum Number of Sponsors	1	2	1
Rate	15 Lacs	8 Lacs	10 Lacs
Key Benefits			
Complimentary Delegate Passes	5 Gold, 3 Silver	3 Gold, 2 Silver	4 Gold, 3 Silver
Priority in Space / Stall Booking	First		
One Full page colour advertisement in the Conference Booklet	Yes	Yes	Yes
One full page corporate write up in the Conference Booklet	Yes		
Pre-Event Branding			
Branding in pre-event brochure. Logo presence on Brochure. First cum first serve basis.	Yes	Yes	Yes
Logo visibility in the official website of the conference with hyperlink to your company website	Yes	Yes	Yes
Mentions in all event updates	Priority Visibility	Yes	Yes
Promotional Mailers (EDM)	Priority Visibility	Yes	Yes
Branding in pre-event promotions and activities			
One Electronic Direct Mailer will be sent to all the registered delegates (Database will not be given)	Yes		
Thank You Sponsor Card in the delegate kit at the conference	Yes		Yes
No. of Standees in strategic locations of the venue of 6ft X 4ft. Artwork to be provided by the sponsor	4	2	3
Branding in the Event Venue			
Wings of the Backdrop	Yes	Yes	Yes
Sponsor Panel Boards at strategic locations	Yes	Yes	Yes
Special Limited Reserved seating for delegates nominated in the " Sponsor Block "	Yes	Yes	Yes
Opportunity to screen corporate film at the beginning of the post-lunch session once in both the days (max 3 mins each)	Yes		
Branding in th Awards Trophies			Yes
Awards Dinner Branding: Logo presence in Napkins, Coasters			Yes
Post Event Branding			
Logo presence in the post event mailers	Yes	Yes	Yes

*18% GST under reverse charge mechanism

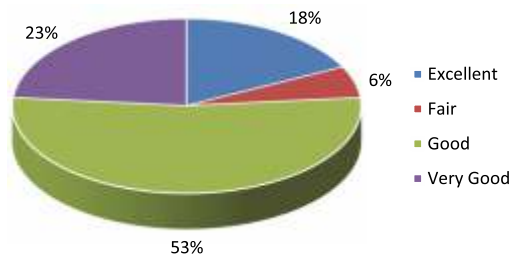
Sponsorship Rates*

Offer Elements	Level of Sponsorship		Event Specific Sponsorship							Collateral Sponsorship			Space Sponsorship#
	Silver	Bronze	Welcome Dinner	Lunch Day 1	Lunch Day 2	Tea/Coffee Break	Gold Lounge	Registration	Networking Area	Delegate Bag	Delegate Folder	Badges & Lanyards	6 Square Meter
Rate	6 Lacs	4 Lacs	5 Lacs	6 Lacs	5 Lacs	6 Lacs	8 Lacs	6 Lacs	6 Lacs	8 Lacs	6 Lacs	8 Lacs	3 Lacs
Slots	3	4	1	1	1	1	1	1	1	1	1	1	10
Main Backdrop	Y	Y	Y	Y	Y	-	-	-	Y	-	-	-	-
Standees	4	2	2	4	3	2	6	4	4	4	2	4	-
Event Website	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Branding Opportunity (Logo Visibility)	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Entrance Banner	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	-
Online Promotion	Y	-	Y	Y	-	-	Y	Y	Y	Y	-	Y	-
Lunch (napkins & coasters)	-	-	-	Y	Y	-	-	-	-	-	-	-	-
Dinner (napkins & coasters)	-	-	Y	-	-	-	-	-	-	-	-	-	-
Delegate Bag	-	-	-	-	-	-	-	-	-	Y	-	-	-
Badges & Lanyards	-	-	-	-	-	-	-	-	-	-	-	Y	-
Complimentary Passes	2G & 2S	1G & 1S	1G & 1S	2G & 2S	1G & 2S	2G & 2S	3G & 2S	2G & 2S		2G & 2S		2G & 2S	
Logo branding in Gold Lounge							Y						
Registration Desk Branding								Y					
Tea/ Coffee Break Branding						Y							
Networking Area Logo									Y				
Speech during welcome dinner			Y										

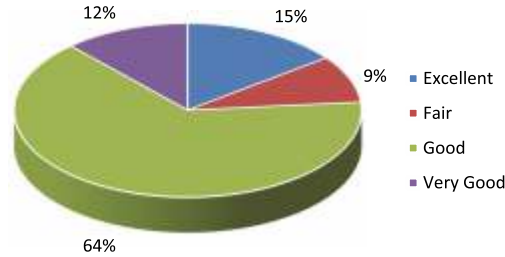
*18% GST under reverse charge mechanism
#18% tax applicable for exhibition space

What our patrons say

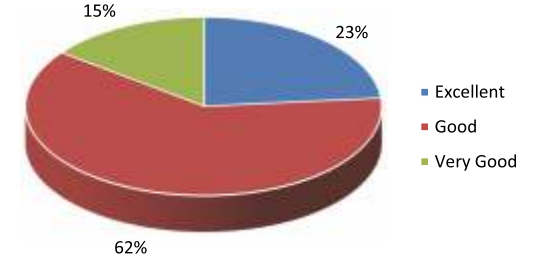
Quality of Panelists and Speakers



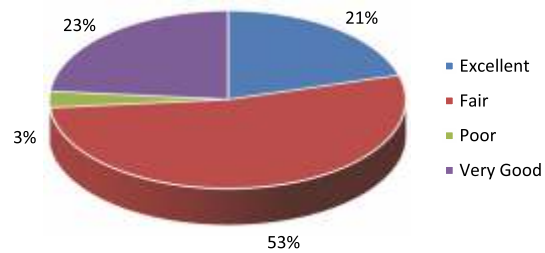
Representation of Delegates



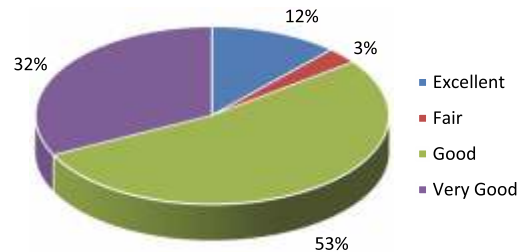
Ease of Registration



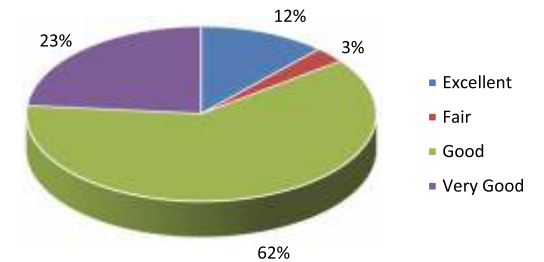
Hospitality arrangements at the Conference Venue



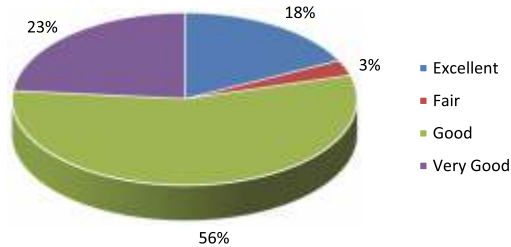
Topics chosen for discussion



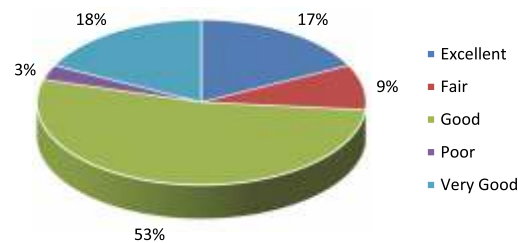
Representation of various segments of Coal Industry



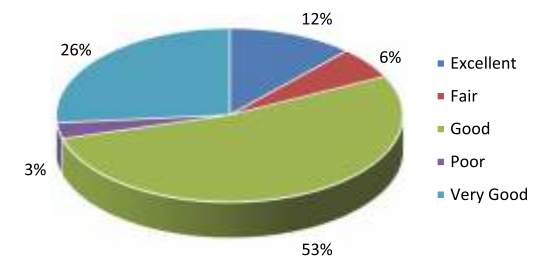
Facilities at the Conference Venue



Pre Conference announcements regarding Conference



Choice of Kolkata as the host city for the Conference



11th ICMC Overview



For Sponsorship and Exhibition opportunities

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