

# Conference Program

Day One

Monday, 16 January 2017

08:00 Registration and networking

09:00 Start of Conference

09:05 Welcome Speech (PAM)  
**H.E. Eng. Hilal Al Busaidi**, Chief Executive Officer, **Public Authority for Mining**

09:10 Keynote Address  
**Abdulsattar Al Murshidi**, Chairman, **Oman Mining Company**

09:30 Developing Iran and Oman Mining Relations  
**H.E. Dr. Mehdi Karbasian**, Deputy Minister & Chairman of the Board, **Iranian Mines & Mining Industries Development & Renovation Organization (IMIDRO)**

09:40 Coffee & Networking Break

## Session 1: Investing in Oman's Mining Sector

Session Chairman:  
**Dr. Ali Alrajhi**, Assistant General Manager, **Public Authority for Mining**

10:00 Mining Role in the Contribution to the Development of National Economy  
**Salah Al Masroori**, Director General of Administrative and Financial Affairs, **Public Authority for Mining**

10:20 Unlocking Value in Mineral Resources Development to Enhance Project Economics – Potential to Investors

- Providing a general industry

update and rational for unlocking value in mineral resources development

- Analysing the country factors and investment attractiveness (Case Study)
- Unlocking value in mining projects to attract investors

**Henry Antwi**, Head of Mining & Metals, **Oman Oil Company**

10:40 Expediting the Development of Mining in Oman to the National Interest

- Presenting the status of development in Oman's mining sector
- Making Oman's mining industry a competitive investment choice

**Ibrahim Al Amri**, Operations Director, **Minerals Development Oman (Under formation)**

11:00 Funding Mining Projects in the Sultanate

- Brief review of Banking sector in Oman
- Understanding the mining sector perspective from a local bank
- Finance options for Oman Mining Sector with examples

**Lloyd Maddock**, Chief Executive Officer, **Ahliibank**

11:20 Question & answer session

11:30 Morning Coffee and Networking Break

## Session 2: Mining and Related Infrastructure Development

Session chairman:

**Dr. Salim Al Busaidi**, Chief Executive Officer,  
**Maadin Enterprises LLC**

**12:00** Limitations of Trucking and Supply Chain Constraints in the Mining Industry in the Dhofar Region – An Insight from Port of Salalah

**Jesse Damsky**, Chief Commercial Officer,  
**Port of Salalah**

**12:20** Developing Ports to Serve the Needs of the mining industry in Oman – Perceptive from Port of Duqm

**Reggy Vermeulen**, Chief Executive Officer,  
**Port of Duqm**

**12:40** SOHAR as the Biggest Bulk Port in the Middle East and South Asia

- Presenting the Vale Oman success story - 45m tonnes in 4 years of operations
- Adding value to Oman's mining sector - Dry Bulk Logistics Corridor
- Providing an update on the port expansion plans and outlook on 2017

**Marc Evertse**, Executive Commercial Manager, **SOHAR Port and Freezone**

**13:00** Shipping Solution: Business Drivers and Key Benefits – An Insight from Oman Shipping Company

- Presenting Oman Shipping Company's dry bulk business and activity
- Volatility of freight market and the challenges with long term solution

- Extended shipping cooperation to Oman's mining sector

**TaeKwon Kim**, General Manager  
-Commercial Dry Bulk & Liner  
**Oman Shipping Company**

**13:20** Question & answer session

**13:30** Afternoon Coffee and Networking Break

## Session 3: Analysing the Technology Solutions for the Mining Industry

Session chairman:

**Henry Antwi**, Head of Mining & Metals, **Oman Oil Company**

**13:50** Data Management, interpretation, and analysis – Discussing the key to a successful mining project

**Ravi Sharma**, Managing Director & Principal Consultant, **Bedrock Mineral Resource Consulting**

**14:10** Digital mining: Mine of the future

- Digital mining: what is it and why is it necessary? Which the benefits?
- How mining companies are dealing with digital transformation
- How a mine in the future will look like, from an automation and information point of view

**Marc Gillis**, Industry Manager Metals Mining Cement and Aggregates, **Rockwell Automation**

**14:40** Question & answer session

**14:50** Chairman's closing remarks

**15:00** Lunch & End of day one

# Conference Program

Day Two

Tuesday, 17 January 2017

08:00 Registration and Networking

## Session 1: Understanding the Environment Regulations and Challenges

Session Chairman:

**Eng. Husain Al Zubaidi, Public Authority for Mining**

09:05 Session Chairman's Opening Remarks

09:10 Exclusive Insight: Sustainability and Social Responsibility in the Mining Sector

**Mohammed Al Battashi, Manager of Geological Surveys, Public Authority for Mining**

09:30 Understanding the Requirements from Ministry of Environment Climate Affairs (MECA)

**Prof. Steve Halls, Senior Environmental Expert, Ministry of Environment and Climate Affairs (MECA)**

09:50 Question & Answer Session

10:00 Morning Networking and Coffee Break

## Session 2: Presenting the Project Opportunities

Session Chairman:

**Ibrahim Al Amri, Operations Director, Minerals Development Oman (Under formation)**

Part A

10:20 Presentation reserved for Alara Resources

**Justin Richard, Managing Director & Chief Executive Officer, Alara Resources**

10:40 Providing an Insight on Fertilizer Potential in the Sultanate – Adding Value: Exclusive presentation from Gulf Mining Group

**Thomas Sinclair, Managing Director-Fertilizers, Gulf Mining Group**

11:00 Presenting the project opportunities – An insight from Savannah Resources

- The Mineral Resource
- Geographic qualifications
- Infrastructure
- Social license

**David Archer, Chief Executive Officer, Savannah Resources**

Part B

11:20 Accessing Capital and Exploring New Mining Opportunities – Moving Towards IPO

**Dean Cunningham, Chief Executive Officer, Kunooz Oman Holding**

11:40 Presenting the Current Projects and the Future Expansion Plans

**Mohammed Al Shabibi, Chief Executive Officer, Gulf Mining Group**

12:00 Presenting the current projects from Oman Mining Company

**Ali Al Wiley, Chief Executive Officer, Oman Mining Company**

12:20 Question & Answer Session

12:30 Afternoon Networking and Coffee Break

## Session 3: Best Practice Case Studies from Around the Globe

Session Chairman:

**Dr. Ali Al Azki, Geological Society of Oman**

- 13:00** Valuing a Silver Mine Project in the Face of Price Uncertainty With Options to Close and Defer Investment – Analysing the Case of a Mining Firm Deciding Whether to Invest in a Silver, Zinc and Lead Mine Project - An Australian Perspective
- Analysing the limitations of traditional project evaluation techniques, based on the Discounted Cash Flow (DCF), in the face of economic and operational uncertainty
  - Introducing and proposing advanced quantitative risk analysis and real options analysis as complement of traditional DCF to manage uncertainty in the project evaluation process
  - Showing the benefits of using Real Options Analysis (ROA) when valuing a mine project in the face of price uncertainty

**Dr. Luiz Martinez, General Manager & Principal Mining Consultant, R&O Analytics**

- 13:20** Sharing the best practices: Promoting Mine-owners to Global Market for Better Realization and Generating Additional revenues for the Government
- Exploring the global market through best trade practices and aiming for mines to factory trade service
  - Understanding the difficulties in end to end Bulk trade process i.e. marketing, contract/LC, loading, vessel chartering, quality risk, discharge and delivery till the factory
  - Advantage of using end to end

trade strategy - Generating higher revenues for the government and mine-owners both giving best deal to end users

**Mahaveer Chopra, Co-founder and Head of Global Trade, Exim Startup**

- 13:40** Question & answer session

## Session 4: Human Resource Development & HSE in the Mining Sector

Session Chairman:

**Dean Cunningham, Chief Executive Officer, Kunooz Oman Holding**

- 13:50** Enhancing and Developing Skills - Creating the Next General of Managers in Oman's Mining Sector  
**Adnan Al Balushi, Group Human Resources Manager, Kunooz Oman Holding**
- 14:10** Multiple Threats in Mining: How to Limit These with the Best Commercial and technical management team – An exclusive insight
- Tackling “failed” projects due to failure in managerial matters
  - Implementing the right expertise to make sure the investment channel is open to financial organizations
  - Understanding the importance of having solid management guidelines with strong technical and commercial expertise
- Cheryl Zeghers, Principal Consultant, InterSearch Middle East**
- 14:30** Presenting the progress of HSE in Gulf Mining  
**Khuwailid Al Hinai, Assistant General Manager - HSE & Security Manager, Gulf Mining Group**
- 14:50** Question & Answer Session  
**15:00** Chairman's Closing Remarks  
**15:05** Lunch and End of Conference