



Frontier Securities Annual Conference

“MONGOLIA: CAPITAL RAISING” CONFERENCE

June 15 – June 16
Chinggis Khan Hotel

Ulaanbaatar 2010



Topics of Discussion Include:

- Privatization of State Owned Companies of Mongolia
- The importance of Hong Stock Exchange for Mongolian companies
- Raising capital in London Stock Exchange, Tokyo AIM,
- Korean Exchange and through Depositary Receipts
- Outlook for mining in Mongolia and market prospects of of key minerals of the country
- Mongolian money flows and investor relations
- Issuing the first Mongolian sovereign bonds
- Successfully raising capital in overseas markets
- Future investments in resrouces from China into Mongolia

Do not miss your chance to hear from and connect with industry leaders, relevant government officials and service providers from abroad and Mongolia.

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[Message from CEO:](#)

[Confirmed list of speakers/panelists:](#)

[Tentative Agenda:](#)

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For inquiries about the conference write to or send the completed registration forms to staff@frontier.mn

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Message from CEO:

This annual conference focuses on capital raising by Mongolian private sector as well as the Mongolian government by way of privatization and/or sovereign bond issue. This year these opportunities have become exponentially abundant, as Mongolia is aggressively emerging from severe economic crisis last year and its mining sector is about to boom.

Relevant to this, our conference will focus on introducing to Mongolian companies ways to raise capital in foreign soil, specifically **Hong Kong Stock Exchange, London Stock Exchange, Tokyo AIM, Korean Exchange (KRX)** and others.

Taking this opportunity, we welcome variety of professionals and business partners in the world's financial centers. This is a perfect chance to get acquainted, present yourself about all the promising possibilities to invest or to be invested and cooperate; to meet, communicate and expand your network between foreign expatriates and local representatives and companies. Mongolian businessmen can meet with major foreign stock exchanges, investment banks, investors and other various types of professionals in the markets.

This is an exciting year for Mongolian companies looking to expand abroad and also foreign investors looking for opportunities in Mongolia and we, at Frontier Securities, kindly provide this option via our annual conference in the heart of this frontier market.

Over the years, our conference has proved to be successful and helpful in various ways. We are confident that this event will add genuine value to the decision-making by providing the necessary information and venue for networking.

Masa Igata, founder and CEO, Frontier Securities

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Download Conference Agenda:

A screenshot of the conference agenda, showing a list of topics and speakers for the two-day event.

"MONGOLIA: CAPITAL RAISING" CONFERENCE

Frontier
2010

June 15-16
Chinggis Khan Hotel

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Confirmed speakers include:



Oyun Sanjaasuren,
*Parliament Member & Former
Minister of Foreign affairs,
Government of Mongolia*



Takuo Kidokoro,
*Ambassador,
Embassy of Japan*



Khangai Altai,
*COO, First Deputy Exec Director
Mongolian Stock Exchange*



Lawrence FOK,
*Chief Marketing Officer,
Hong Kong Stock Exchange*



Justin Reynolds,
*Managing Director - Asia Pacific,
Ipree LLC*



Rayon Chu,
*Partner, Capital Market Services,
PricewaterhouseCoopers*



James Reichert,
*Senior Infrastructure Specialist,
The World Bank*



Thomas W. Eastling,
*Director – Advisory Service,
American Appraisal China
Limited*



Naomitsu Abe,
*Senior Manager – Asia Pacific,
The London Stock Exchange*



Yutaka Ito,
*Chief Operating Officer,
Tokyo Aim, Inc.*



Batbayar Purevjargal,
*Associate Banker, Natural
Resources,
EBRD*



Patrick Loftus-Hills,
*MD, Investment Banking
Joint Head of Asian Industrials
Groups, UBS Investment Bank*



Jay Hyuk Lee,
*Assurance Manager,
Samil PricewaterhouseCoopers*



Graeme Hancock,
*Senior Mining Specialist,
The World Bank*

Other speakers/panelists:

- **Sugar Dulam,** *Chairman, State Property Committee of Mongolia*
- **Ganbat Chuluunkhuu,** *Advisor to the Minister, Ministry of Road, Transportation, Construction, and Urban Development*
- **Dugarjav Ganpurev,** *Vice-Chairman, Foreign Investment Foreign Trade Agency*
- **Miguel Perez-Lafaurie,** *Asia Pacific Head of Depository Receipts, Citigroup*
- **Jung-Suk Jo,** *Head of Asia-Pacific/Europe, Korean Stock Exchange*
- **John Johnson,** *Chief Executive Officer, CRU International*
- **Jamie Barr,** *Head of Corporate Practices, Hogan Lovells*
- **David Rohanna,** *Managing Director Asia, Quintana Minerals Corporation*
- **Chuluunbat Ochirbat,** *Parliament Member and Former Governor of Mongol Bank, Government of Mongolia*

CONFERENCE DAY ONE – TUESDAY JUNE 15, 2010

8:30	Registration opens	
9:00	Opening remarks and welcome address Masa Igata, Chief Executive Officer, Frontier Securities	
9:10	FIFTA presentation Dugarjav Ganpurev, Vice-Chairman, Foreign Investment Foreign Trade Agency	
9:15	The privatization of Mongolian SOEs and the need for capital raising abroad Sugar Dulam, Chairman, State Property Committee of Mongolia	
	-	Initial outline of the privatization program
	-	Challenges in raising capital when privatizing
	-	Implications & importance of overseas markets to aid the privatization program
9:45	Improvement of financial environment in assisting the investor friendly climate in Mongolia Senior representative, The Government of Mongolia (TBD)	
	-	Overview of current financial environment and its pros and cons
	-	The government's action plan to address the issues in the finance sector of Mongolia
	-	Mongolia welcoming capital markets abroad
10:15	Case study of successful capital raising in overseas market – TBD Senior representative (TBD)	
	-	The company profile and its activities in Mongolia
	-	Considerations when listing in Hong Kong
10:45	Coffee Break	
11:20	Investors' perspective on investment in Mongolia	
11:40	Patrick Loftus-Hills, Managing Director, Investment Banking, Joint Head of Asian Industrials Group, UBS Investment Bank	
12:00	Luncheon kindly sponsored by North Asia Resources Ltd.	
13:30	Practical Roadmap to Public Listing	
	Rayon Chu, Partner, Capital Market Services Group, PricewaterhouseCoopers Hong Kong	
	-	Pros and cons of listing
	-	Which market to list
	-	Key barriers to successful listing
	-	Common questions raised by Hong Kong Stock Exchange
An hour long session dedicated to overseas stock exchanges		
14:00	Hong Kong as Mongolia's international listing and fund raising platform	
	Lawrence Fok, Chief Marketing Officer, Hong Kong Exchanges and Clearing Limited	
	-	Advantages of listing Mongolian companies in Hong Kong
	-	Listing requirements and procedures
	-	New rules for the listing of mineral and exploration companies
14:20	Panel discussion and interactive Q&A: Differences in strategies and target markets of each stock exchanges	
	Lawrence Fok, Chief Marketing Officer, Hong Kong Exchanges and Clearing Limited	
	-	What are procedural differences and similarities of each stock exchange
	-	How come some stock exchanges attract more mining companies and others IT for example
	Jung-Suk Jo, Head of Asia-Pacific/Europe, Listing Promotions, Korean Exchange	
	-	What companies seeking for IPO should look for and investigate when choosing different stock exchanges
	Naomitsu Abe, Senior Manager for Japan, Korea and Mongolia, London Stock Exchange	
	-	
An hour long session dedicated to Depositary Receipts		
15:00	Introducing Depositary Receipts and the role of Citi for Mongolian companies to successfully raise capital	
	Miguel Perez-Lafaurie, Asia Pacific Head of Depositary Receipts, Citigroup	
	-	Introduction of Depositary Receipts and ways to raise capital using DR
	-	Different types of DRs and their key considerations
	-	Role of Citigroup to facilitate DR issuance by Mongolian companies
15:20	Panel discussion and interactive Q&A Structure of Depositary Receipts and benefits of raising capital by DR	
	Confirmed panelists:	
	Miguel Perez-Lafaurie, Asia Pacific Head of Depositary Receipts, Citigroup	
	-	Using depositary receipts to successfully raise capital overseas-lessons from other emerging markets
	-	Structure of DR and its benefits of pursuing DR opportunities for Frontier capital markets like Mongolia
	-	Benefits and challenges of DR comparing to other means of raising capital
16:00	Snack break	
16:20	Listing in Hong Kong and other international markets – some common themes	
	Jamie Barr, Head of Corporate Practice- Asia, Hogan Lovells	
	-	An overview of alternative markets
	-	The road to listing
	Patrick Loftus-Hills, MD, Investment Banking, Joint Head of Asian Industrials Group, UBS Investment Bank	
	-	Some bumps on the road
16:40	Panel discussion and interactive Q&A: Basic rules of reform for Mongolian capital market	
	Chairman: Jamie Barr, Head of Corporate Practice- Asia, Hogan Lovells	
	-	An international perspective on corporate governance
	-	What an international investor expects, and what a Mongolian investor deserves
	KHANGAI Altai, COO, First Deputy Executive Director, Mongolian Stock Exchange	
	-	Where Mongolia stand today on corporate governance
	-	The road forward in Mongolia – what is realistic and how will the market get there
17:20	End of day one	
18:00	Gala dinner/reception by a sponsor	

CONFERENCE DAY TWO – WEDNESDAY JUNE 16, 2010

8:30	Start of day two		
40-minutes long session dedicated to Tokyo AIM			
9:00	Tokyo AIM – preparing for the first listings		
	Yutaka Ito, Chief Operating Officer, Tokyo AIM	-	Mission of Tokyo AIM: the first international market in Japan
		-	Legal background: full support from the Japanese government
		-	Tokyo AIM market structure: flexible but disciplined regulatory framework
		-	Potential issuer profiles: suitable for issuers that want to tackle the Japanese and wider Asian businesses
		-	Tokyo listing accessing Japanese and international investors
9:20	Panel discussion with interactive Q&A: The ease of access to an international market by Mongolian companies via Tokyo AIM		
	- Yutaka Ito, Chief Operating Officer, Tokyo AIM		
	-Takuo Kidokoro, Ambassador of Japan, Embassy of Japan		
	-Katsutake Matsuoka, Trade and Investment Policy Advisor, JICA		
	-Tetsuo Otashiro, Head of International Relations Corporate Communications, Tokyo Stock Exchange Group, Inc.		
40-minutes long session dedicated to Korean Exchange			
9:40	KRX market at a glance		
	Jung-Suk Jo, Head of Asia Pacific/Europe, Listing Promotions, Korean Exchange	-	IPO market of Korea
		-	Benefits of listing on KRX
		-	Listing procedure and requirements
10:00	Panel discussion and interactive Q&A: Experience in working with Mongolian Stock Exchange by KRX		
	-Jung-Suk Jo, Head of Asia Pacific/Europe, Listing Promotions, Korean Exchange		
	- Senior Representative (TBD), PwC Korea		
40-minutes long session dedicated to London Stock Exchange			
10:20	Gateway to European Capital Markets - The Opportunities For Mongolian Companies		
	Naomitsu Abe, Senior Manager responsible for Japan, Korea and Mongolia, London Stock Exchange	-	London - The World's Capital Market
		-	Listing shares in London
		-	Listing DRs in London
		-	Mining in London
10:40	Panel discussion with interactive Q&A: European investors appetite for Mongolian companies		
	Confirmed panelists: Naomitsu Abe, Senior Manager responsible for Japan, Korea and Mongolia, London Stock Exchange		
11:00	Coffee Break		
40-minutes long session dedicated to China’s demand for Mongolian minerals			
11:20	Market prospects for key Mongolian metals and ores, and the impact on raising capital in international markets		
	John Johnson, Chief Executive Officer, China, CRU Group	-	Demand fundamentals – Short term slowdown and longer term growth
		-	Supply issues going forward – Is Mongolia well placed to supply?
		-	How good do the Mongolian projects look for raising capital?
11:40	Panel discussion and interactive Q&A: Forecasting future investment to Mongolia in resources from China		
	Chairman: John Johnson, Chief Executive Officer, China, CRU Group		
	Hancock Graeme E., Senior Mining Specialist, World Bank		
	Oyun Sanjaasuren, Parliament Member & Former Minister of Foreign affairs, Government of Mongolia		
	Battbayar Purevjargal, Associate Banker, Natural Resources, EBRD		
12:00	“Mongolian money flows & and Investor Relations”		
	Justin Reynolds, Managing Director, Asia Pacific, Ipreo LLC		
12:20	Panel discussion and interactive Q&A: “Mongolian money flows & and Investor Relations”		
	Justin Reynolds, Managing Director, Asia Pacific, Ipreo LLC		
13:00	Luncheon/Banquet by a sponsor		
An hour long session dedicated to sovereign bonds issuance			
14:00	Panel discussion and interactive Q&A: Meeting proper conditions for successfully issuing the sovereign bonds for the first time		
	Enkhbayar Namjildorj, Economic Policy Advisor to the Prime Minister, Government of Mongolia	-	Comparing Mongolia to other emerging markets that had issued bonds
		-	Lessons learned and challenges to account for from the previous success and failure stories – identifying conditions for success
	Chuluunbat Ochirbat, Parliament member, Government of Mongolia	-	Impact and implication of successfully issuing sovereign bonds in the international market to the country’s economy and its private sector
40-minutes long session dedicated to infrastructure development in Mongolia			
15:00	Panel discussion and interactive Q&A: Infrastructure development prospects in Mongolia		
	Ganbat Ch. , Advisor to the Minister, Ministry of Road, Transportation, Construction & Urban Development	-	Identifying key issues regarding the railway construction dilemma
	Jim Reichert, Sr. Infrastructure Specialist, World Bank	-	Economic and political implications of railway constructions and how it could be solved, is being resolved
	Stefan Hanselmann, Project director, GTP-IPAS	-	What’s the role of Public Private Partnership in implementation
15:40	Snack break		
16:00	Risk and return ratio sought by mining companies and investors dealing business in Mongolia		
	David Rohanna, Managing Director – Asia, Mining & Natural Resources, Quintana Minerals Corporation	-	Political & commercial risks Mongolia poses & implications on investment decisions
		-	Different stages of mining development & respective risks & returns associate with each stage
		-	Quintana Capital Group’s long-term plans in Mongolia & its investment outlook of the country
16:20	IPO-related Valuation Services		
	Thomas W. Eastling, Director - Advisory Services, American Appraisal China Limited	-	Pre & Post-IPO Valuation Procedures and Process
		-	Hong Kong Stock Exchange Valuation Requirements
		-	Mongolian Case Study: SouthGobi
16:40	15 minutes company presentations		
17:40	End of day two and close of conference		
18:00	Networking dinner/reception by a sponsor		

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Sponsorship/Exhibition

Frontier Securities is providing unique opportunity for Corporate and/or Institutional entities to increase their product visibility and enhance their networking possibilities at the "Mongolia: Capital Raising" conference either through direct or indirect (luncheon/reception or dinner/banquet hosting) sponsorship or exhibition booth only.

GENERAL SPONSORSHIP PACKAGE:

5 000 USD*

- A company presentation/speaker slot
- Acknowledgement as a sponsor on promotional literature and conference materials
- Exhibition booth/stand and/or company literature displayed for distribution at the main networking area
- Up to 5 complimentary registrations
- Seated lunch/cocktail receptions and banquets

EXHIBITION SPONSORSHIP PACKAGE:

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- Access to the lunch/cocktail receptions and banquets

SUPPLEMENTARY EVENT SPONSORSHIP:

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BOOTH ONLY:

300 USD*

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- Table 1m x 40cm
- booth walls 2.5 m height x 1 m width (x 3 dimension)

To find out more on benefits of sponsorship and/or express your interest to become one, contact Nick / Narantuguldur Saijraakh at ni@frontier.mn or (+976) – 7011-9999

*10% VAT is not included in the amount