



Statement of Capability

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SYDNEY
Level 20,
15 Castlereagh St
Sydney, NSW 2000,
Australia
Tel 61 (0)2 8224 8888
Fax 61 (0)2 9221 8592

BRISBANE
Suite 2, Level 1,
10 Market St
Brisbane, QLD 4000,
Australia
Tel 61 (0)7 3221 4602
Fax 61 (0)7 3102 9151

BEIJING
Beijing Kelun Dasha
Building A Room 507
12A Guanghua Road
Chaoyang District
Beijing 100020 China
Tel 86 10 6581 1036
Fax 86 10 6581 1037

Johannesburg
Office B 14 Sandton View
Conduit Street Lyme Park
Sandton Johannesburg
Republic of South Africa
Tel 27 11 789 4341
Fax 27 11 886 7048

Barlow Jonker Pty Ltd
ABN 46 000 878 875
On the Internet:
www.barlowjonker.com
www.coalportal.com
info@barlowjonker.com

Table of Contents

1.	Background Information.....	3
2.	Personnel	4
2.1.	Senior Consultants	4
2.2.	Information Services	5
3.	Capabilities.....	7
3.1.	Advisory Work and Reviews.....	8
3.2.	Mine Evaluations & Due Diligence.....	9
4.	Information Services	10
4.1.	Coalportal Premium Service.....	10
4.2.	Major Studies, Books and Maps.....	14
5.	Clients	19
5.1.	Client Countries	19
5.2.	Client Sectors	19

1. Background Information

For over twenty years the company has offered consulting and information services to the energy and minerals industries. It is the leading market and supply economics consultancy in the world coal industry, covering the coal chain from resource evaluation through coal mining and coal consumption to long-term price and demand/supply forecasting. Barlow Jonker has developed models covering the markets for Australian domestic energy and internationally traded coal. We maintain a database of supply information, including detailed mine costs, for the coal industries of Australia, China, South Africa, Indonesia, Canada, Colombia, Venezuela and USA.

Barlow Jonker provides independent advice on a regular basis, at board and senior management level, to coal producing and consuming companies worldwide. The company maintains offices in Sydney, Brisbane, Beijing, and Johannesburg. It has a network of advisors and associates in Indonesia, India, the United Kingdom, Russia, Poland, Colombia, Canada and the United States.

Having been a leading provider of information on the coal industry for more than two decades, Barlow Jonker now owns and manages a vertical information portal for the global coal industry – www.coalportal.com. The company monitors the market for coal on a daily basis and maintains an extensive database of market information. A number of coal price indices are determined by Barlow Jonker and some of these are used to set prices in international coal supply contracts. The best known is the Barlow Jonker Index or BJI, which reflects the price of spot thermal coal from Australia.

The staff of Barlow Jonker have specialized skills in:

- Analysis of mineral & energy markets, including demand, supply and price forecasting
- Mining engineering and technical auditing for coal mines & related infrastructure
- Fuel advisory services including full technical and commercial due diligence to Power Projects
- Marketing strategy advice
- Identification of coal property investments, valuations and sale and purchase advice
- Coal mine strategic planning and risk analysis
- IPO listing assessments and expert reports
- Mining and transportation cost estimation and competitive analysis
- Analysis of gas and power markets
- Coal sourcing, market identification and coal contract negotiation
- Coal utilization

2. Personnel

The company and its staff are well known to senior and chief executives in the Australian and international coal, mineral, power and steel industries, as well as to key government officials. Full time professional staff have skills in business and mine management, geology, mining engineering, supply economics, market analysis, sales negotiating and contracting, financial evaluation and data processing. The company works closely on specific projects with experts in specialized fields related to the energy, coal and mineral industries. These associates include geologists, coal preparation engineers and transport specialists.

Senior staff CV's are available at www.barlowjonker.com.

2.1. Senior Consultants

Sydney

Mark Earley BSc MSc (Mining) 1st Class Mine Manager's Certificate. Executive Director. Extensive experience in Australia, South Africa, and Indonesia in mine management and development. He is an expert on the Indonesian coal industry and regularly leads due diligence assignments worldwide.

Bill Simes B.E.(Mining) 1st Class Mine Mgr's Cert, M.B.A. Executive Director. Bill has extensive experience in Australian coal mining operations, is an expert on the Chinese coal industry and a leader in world coal supply economics. His responsibilities include the management of the Barlow Jonker consulting group.

Stephen Gye B.Sc. major in Geology. Executive Director. Responsible for coal market analysis and marketing, with more than 30 years experience in the coal industry, ranging from exploration and project management to contract negotiations worldwide for major Australian and international coal producers.

Mark Wilson B.Sc.(Hons) Associate Director. Responsibility for consulting in marketing. Mark has worked for over 25 years as a scientist and market analyst.

Matthew Wall Dip Transport Economics. Senior Consultant. Matt has over 15 years coal marketing, trading and logistics experience, in Australia and Indonesia. As well as providing advice on the market, how to buy/sell coal and contract negotiation, Matt has particular skills in coal price risk management.

Stephen Hulton MSc, Grad Dip App Finance. Manager research & Analysis. Stephen has over 20 years minerals experience, including global mineral exploration roles, and 8 years coal industry economics. Stephen leads the research and analysis group in BJ, focussing on supply-demand of the coal market world wide.

Michael Fell B.E. (Mining). Consultant. With 7 years mining engineering and operations experience, in particular in Australian and Indonesian open cut coal mines, Mick is evaluating coal assets and supply economics, with a particular focus on Indonesia.

Paul Manley B.Sc. Geologist/Energy Analyst. Experienced in exploration and resource assessment, Paul also provides maps, resource databases, and coal and gas industry studies.

Kate King . Energy Analyst, Sydney Office. Kate has experience as an economist with banks and economic forecasting agencies in Australia and Singapore. Previously writing articles for www.coalportal.com newsletters and news services, Kate has now joined the Research & Analysis group with BJ.

Brisbane

Robin Griffin BSc (Hons), MSC (Mining Engineering). Senior Consultant, Brisbane Office. Experience as a geologist, mining engineer and coal marketer, Robin specialises in coal marketing advice, market analysis, power project development and mining geology.

Beijing

Dr Mark Dougan PhD Chief Representative China (Beijing). Responsible for BJ's China work, Mark has extensive business experience in China including resource and investment assessment, plus market analysis. He is fluent in the Chinese written and spoken language.

Peter Doyle B.Sc.(Geology), MBA (Merit) – Senior Consultant, Beijing. With 10 years experience in exploration, resource assessment, mine geology, coal quality management and logistics / coal contract management, Peter provides advice right across the coal supply chain.

South Africa

Dirk Fourie BSc (Mining), MBL, Mine Manager's Certificate. General Manager -Africa. Dirk leads BJ's Johannesburg Office. Over 20 years experience in South African coal industry, with experience in mine management and technical issues, Dirk is an expert on South African coal mining, technical issues, logistics, contracts and due diligences.

2.2. Information Services

Marian Hookham Managing Editor located in Brisbane Office. Marian has extensive experience as a writer, publishing manager and editor in the mining sector, specialising in underground coal mining. She has a Masters Degree in Creative Writing.

David Robson Associate and Market Advisor David has worked for many years in coal marketing, most recently as General Manager Marketing for a NSW coal producer. He is responsible for Coalfax.

Brent Spalding BCom (Hons), MPhil (Energy Studies) Manager Information Services Johannesburg Office. Responsible for the South African coal publications, price indices and European market analysis.

John O,Neil Consultant Coal and Energy Johannesburg Office responsible for African Mineral Services, and South African coal industry analysis.

Peter MacDonald Consultant Coal and Energy Johannesburg Office responsible for African Mineral Services, and South African coal industry analysis.

[David McDonald](#) Consultant Coal and Energy Johannesburg Office responsible for African Mineral Services, and South African coal industry analysis.

3. Capabilities

BJ provides services tailored to the requirements of the client including:

- Special reports prepared on an individual client or multi-client basis
- Advisory or retainer agreements of one or more years' duration
- Ad-hoc advice, analysis or the provision of information on an hourly or daily charge basis
- Presentations to boards of directors or management groups
- Fuel Advisory Services under contract to IPP sponsors or lenders
- Identification of business opportunities and business partners
- Technical and commercial audits
- IPO reports and valuations
- Services as expert witnesses
- Sale of mineral properties

While the primary focus is the coal industry, over the years the company has also worked on ferrous, base and precious metals assignments. In recent years the services have been extended to gas and coal bed methane. Assignments have involved economic evaluations, feasibility studies, marketing and strategic studies.

Consulting services have been provided to Australian, United States, Chinese, Canadian, Indonesian, Colombian, Indian, New Zealand and South African coal producers and to coal consumers and trading companies in Asia and Europe. Staff regularly visit Australian and overseas mining operations to keep abreast of the mining developments as they affect productivity and cost economics. Advice has also been provided in regards mining developments in Mongolia, Mozambique, Vietnam, Bangladesh, Philippines and FSU.

Work on mine investment proposals is often performed in close association with clients and investment banks. Fuel advisory services to the sponsors of, or lenders to, Independent Power Projects cover all aspects from technical due diligence of mines, ports and transportation facilities to commercial advice covering supply contracts, transportation contracts and the integration of these with power purchase agreements.

For many years Barlow Jonker staff have been regarded as experts on the coal sectors of Australia, Indonesia and South Africa; as well as very strong on Canada and Colombia / Venezuela. Barlow Jonker is also regarded as most knowledgeable on the Chinese coal industry. Barlow Jonker's Chinese business goes back over twenty years when arranging the first export sales to China of Australian steaming and coking coals. Barlow Jonker is also actively enhancing its knowledge and capabilities on the coal sectors within Mongolia, India, Russia, Poland and Africa (outside RSA).

A core skill of Barlow Jonker is its research and analysis of the coal sector, and its forecasting models. Built upon data on more than 1500 coal mines and projects worldwide, plus over 3000 consuming plants (power, steel, coke, cement) across more than 85 countries, the forecast models consider long and short term demand and supply scenarios for the export and domestic coal markets. Strategic opportunities, market imbalances, price forecasts, freight implications, infrastructure issues – these are all examples of the outcomes from Barlow Jonker’s coal market modelling.

Presentations and seminars (1/2 day – 2 day duration) are typically provided in-house for a variety of clients on their specific items of interest. In addition, BJ has also undertaken open seminars for delegates from across the industry in Tokyo and Jakarta on the coal industry and investment issues.

3.1. Advisory Work and Reviews

Following is a sample list of some of the advisory work carried out in recent years.

- BJ has provided a number of market analysis seminars for clients internationally
- BJ has advised international companies on investment options and strategies into coal projects in Australia and internationally
- BJ has provided coal sourcing and contract advice for a new Asian IPP
- BJ has provided independent market reports (for IPO listing) for coal mines & projects, and independent technical reports on coal properties and coal bed methane
- BJ has provided forecast capacity requirements on Australian coal transport infrastructure and the implications for stakeholders
- BJ has provided expert witness advice for disputes in relation to coal transport, mine valuations, coal market conditions, coal prices and delivered coal quality
- BJ has identified investment opportunities and provided investment advice on coal projects in Indonesia, China and Mongolia
- BJ has participated in strategic programs within major coal industry groups
- BJ has undertaken detailed reviews of Asian and African coal sectors for governments and the World Bank
- BJ has developed a detailed plant by plant model on coal fired power stations for importing countries.
- BJ also has a detailed steel industry demand model, with coke blend analysis on key consumers
- BJ has advised on the market potential for a number of proposal metallurgical and thermal coal projects.
- BJ has provided detailed global export coal supply costs, by mine – historical, current and forecast

- BJ has undertaken intensive in country research efforts in relation to coal market and coal supply potential, with up to 5 staff and numerous sub consultants working in the field at any one time.
- BJ has provided future competitive coal supplies to New South Wales and Queensland power stations
- BJ has advised on coal supply logistics and contracts and mine due diligence in respect of coal supply to Asian IPPs
- BJ has audited coal supply arrangements for power generators
- BJ has provided natural gas supply and pricing in the East Australian market
- BJ has managed the sale process for coal assets.
- BJ provides coal contract and negotiation advice

3.2. Mine Evaluations & Due Diligence

BJ has evaluated mines and projects, including mine valuations and due diligence in

- Australia (NSW, Queensland, South Australia, Victoria, Western Australia, Tasmania)
- Indonesia (Kalimantan and Sumatra)
- India
- China
- Mongolia
- South Africa
- South America
- Canada
- Kazakhstan
- Ukraine
- Vietnam

BJ has provided independent market, technical and mine reviews for IPO and other financing purposes.

4. Information Services

4.1. Coalportal Premium Service

Coalportal Premium Service is a large and growing resource of current and historical information about the global coal industry, including coal seam gas. Producers, traders, consumers, investors and members of the financial community will find real value in an annual subscription to consolidate their coal information.

Subscribers have access to news throughout the day and can search the archive. There are seven excellent newsletters with archive, and an online database of mines and projects, coal quality, asset sales, freight rates, prices, tenders, indices, stocks, world exports, imports, production, and monthly coal statistics.

Coalportal Premium subscription includes the various sections 1 - 4 listed below. We encourage you to read the descriptions of the individual products to understand the breadth of information always available to subscribers. Whilst we advise a subscription to the Premium Service, which is at a discount to the sum of its parts, it is possible to subscribe to one or more of the individual products that make up the Premium Service. Each individual subscription includes up to five additional individuals within the subscribing company. Premium includes up to 20 within the subscribing company.

4.1.1. Daily News

From the Home Page subscribers can press on succinct industry news as it appears throughout the day. Daily News is being input from our offices in Brisbane, Sydney, Beijing and Johannesburg. All news items are archived in a database ready to be searched at no extra cost.

Coal News with archive

Our daily news service will keep you up to date with market developments, mergers and acquisitions, pricing, new contracts, and environmental developments throughout the day from our international network of coal and power specialists. Subscribers may elect to have emailed daily alerts. Subscription includes a searchable archive.

Coal Seam Gas News with archive

This is a daily news service that accompanies the newsletter - International CSG. Buy the Premium Service or International CSG under Newsletters and you will automatically have access to daily coal seam gas news and its archive.

4.1.2. Newsletters

Our newsletters cover the main coal exporting countries – Australia, China, Indonesia, and South Africa. The content spans both the domestic and export industries for the country with a strong emphasis on the market for coal. Included are statistics, graphs, and news about and analysis of production, pricing, demand, negotiations, stocks, rail, shipping, freight, government policy,

industrial relations and ownership changes. We have recently introduced a newsletter about Coal Seam Gas. Newsletters are either monthly or weekly.

[Australian Coal Report with archive \(Monthly\)](#)

Barlow Jonker has published this monthly newsletter since 1979. It provides the most informed news and commentary on the Asian Pacific coal market while focusing on Australia's coal industry. It also comments on developments in other markets where Australia is involved as supplier. These include Europe and South America. The content covers both the domestic and export industries with a strong emphasis on the market for coal. Included are statistics, graphs, news about and analysis of production, pricing, demand, negotiations, stocks and shipping as well as mine sales and ownership changes in the industry.

[Coalfax with archive \(Weekly\)](#)

Each week Coalfax covers developments in the international coal trade with a particular focus on the Asia-Pacific markets. Prices, tenders, stocks, contracts, production, industrial relations and shipping are included, and in every issue the BJI spot price index for thermal coal ex Newcastle is updated to give readers the edge on the market.

[Indonesian Coal & Power with archive \(Monthly\)](#)

This monthly newsletter provides the most accurate and informative commentary on Indonesia's coal industry and power sector. Included is news and analysis on production, pricing, demand, negotiations, stocks, and shipping. Energy news throughout the Southeast Asian region is also covered.

[China Coal Report with archive \(Fortnightly\)](#)

The China Coal Report (CCR) is completely China-focused and every two weeks provides summaries of the industry's key developments including: producer news at the mines, transport issues with rail, ports and freight, consumption-side developments in power and metallurgy, policy and other changes affecting coal imports/exports, and other issues ranging from coal seam gas to electricity tariffs that impact the industry. CCR now also carries a 'Mongolia Coal News' section summarising key developments on China's increasingly important northern border. Finally, each issue's editorial defines where the market is at, covering subtle changes in price trends and policy issues ranging from coal trade to the investment environment. No other China coal news service has the experience or resources to report on the industry in this capacity.

[International CSG with archive and Daily News \(Monthly\)](#)

This service comprises a monthly newsletter as well as Daily Coal Seam Gas News accessible from the Home Page of coalportal.com

Through the newsletter and daily coal seam news we comment and report on the companies involved in the industry worldwide, government policy, changes to technology, new projects, gas contracts, gas reserves, and prices. Buy this product and you will automatically have access to Coal Seam Gas News with archive.

[South African Coal Report with archive \(Monthly\)](#)

This monthly newsletter is the leading commentary on South Africa's coal industry. The report contains information on production, stocks, projects, exports, prices, contracts, shipping, and on

infrastructure developments. Subscribers watch the South African Coal Index (SACI), which indicates the price of spot thermal coal bound for Europe from Richards Bay.

[From the Coal Face with archive \(Weekly\)](#)

Content includes politics, labour relations, developments in export coalmines, market news including prices, exchange rates and news at the ports. Each week the South African Coal Price Index is revised. Since early March 2002 the service has contained a new series of price indicators. These allow direct comparison of South African prices with export parity prices for coal from other sources sold to Europe and Asia.

4.1.3. Coal Statistics

Coalportal gives a monthly review in Excel of the key statistics from the major coal producing nations covering production and export volumes as well as prices. This service provides a convenient and valuable summary of trade surrounding the main coal suppliers.

4.1.4. Coal Data and Prices

The following products allow one to search our relational database of key coal industry data relating to mines, consumers, ports, brands and what these elements do in terms of the market.

[Asset Sales](#)

Subscribers to this section of our database can search an up to date history of coal asset sales in Australia (from 1988), Indonesia, Canada, South Africa, and Colombia Venezuela, which includes mines, some ports, and companies with underlying coal assets. Subscribers can search a history of how much has been paid for various coal assets (companies, mines, plants) over time in terms of dollars per tonne of capacity and/or dollars per tonne of resources measured and indicated. Each sale has a printable report.

[Mines and Projects](#)

This data includes information on mines and projects located in Australia, Indonesia, China, Mongolia, South Africa, Mozambique, Canada, Colombia, and Venezuela.

Under Mines and Projects subscribers can search by mine, mine status, mine method, coal basin, coal field, coal category, operator, load port, geological classification, and minimum saleable capacity. Subscribers can click on a mine to open up a report with more information including description, resources, production history, preparation plant, and transport routes. From the mine one can click through to the brand and its specifications as well as the port and terminal used.

Subscribers to Mines and Projects also have access to Consuming Plants (iron and steel works and power stations) searchable by Plant Country, Plant Type, Coal Consumption Ktpa, Consumer Name, and Discharge Port as well as to Freight Rates and Ports (discharge and load terminals).

[World Production and Trade](#)

Subscribers to this section can also review our forecasts for world imports and exports and the breakdown by country where available.

- **World Coal Imports** Coalportal provides ten years history of imports of thermal and metallurgical coals for all the countries of significance in the trade well as Barlow Jonker's forecasts of imports in the current and following year. There is also a breakdown by country showing countries imported from.
- **World Coal Exports** Coalportal provides ten years history of world exports of thermal, thermal seaborne, metallurgical and metallurgical seaborne coal for all the countries of significance in the trade as well as Barlow Jonker's forecasts of exports in the current and following year. There is also a breakdown by country showing countries exported to..
- **World Coal Production** - Coalportal provides ten years history of world hard coal and lignite production for all the countries of significance in the trade. We do not provide forecasts of production because it is too hard to quantify.

Prices, Tenders, Indices and Stocks

This information is about markets and prices is systematically maintained. Our indices are uploaded as soon as the information is available.

- **Prices** Spot and contract prices for various coal qualities, identifying supplier, consumer, brand and loading port. Quarterly price forecasts are included for 3 categories of coal exported from Australia - Australian hard coking to Europe, Queensland hard coking to Japan, and Australian Thermal to Asia.
- **Tenders** Includes announcements and results of coal tenders held by the Japanese Power utilities, Taipower and Korean and other Asian generating companies.
- **Stocks** Inventory levels of export coal in Australia, South Africa, Indonesia, China, and Colombia.
- **Indices:** Price indices include the Barlow Jonker Index (BJI), which relates to the current price of spot thermal coal from New South Wales, Australia; the South African Coal Index (SASC), which indicates the price of spot thermal coal bound for Europe from Richards Bay. These two indices are determined weekly. Indices determined monthly are the ACR Asian Index (AAI) in AUD and USD, the New South Wales Asia Index (NAI), the China Steam Coal Index (CSCI), and the China Coking Coal Index (CCCI). There are also annually determined indices, some of which extend back to 1978, including the Queensland Japan Hard Coking Index (QJHCI) in AUD and USD, the Japan Power Utility Index (JPUI), the JSM Hard Coking Index (JHCI), the JSM Semi Hard Coking Index (JSHI), the JSM Semi Soft Coking Index (JSSI), and the Latin American Coal Index (LACI). Charts are included and a stock graph can be made to overlay an index graph.

Coal Quality

Subscribers to Coal Quality can search our extensive database of standardised product specifications for coking, thermal, and semi-coking coals. Use Coal Quality Online to compare and evaluate products, and to match coal specifications with the listed requirements of major consumers. Searches can be performed by coal category, Shipper, Country, Brand as well as further filtering by certain specification criteria.

Transport and Ports

- **Shipping Freight Rates** Subscribers can filter by Destination Country, Discharge Port, Vessel, Cargo Minimum Size (Tonnes), Loading Port, Charterer, Cargo Maximum Size (Tonnes), and Loading Date From and To.
- **Ports** Subscribers can search by Port Type and Country, then press on the name of a port to see a port summary page, and then press on the Coal Terminal to find the Terminal Name, the Terminal Type (load or discharge), Annual Capacity (Mtpa), Stockpile Capacity (Mt), Vessel LOA (m), and Maximum Vessel Capacity (dwt).

Shipping Reports Subscribers can read Simpson Spence and young's monthly Shipping Reports.

4.2. Major Studies, Books and Maps

Our major studies include Coal Supply Series for the main exporting countries, books about the coal industry in various countries, Supply Demand studies, and coal maps.

4.2.1. Coal Supply Series

This series covers the key exporting countries with detailed information about mine costs.

China Coal 4th Edition

Barlow Jonker's 'China Coal 4th Edition 2007' is the most complete review of China's coal industry available on the market. The 3 Volume Study covers China's coal geology, coal production, transport, consumption and trade. Containing over 500 pages of information and 60 maps it is THE essential reference guide to all involved in and impacted by China's 2.3 billion tonne coal market.

Vol I 'Industry Overview' provides over 250 pages of information on China's entire coal chain from detailed reviews of each province's coal geology, to government policy, coal transport, consumption, and trade. It contains Barlow Jonker's own expert opinion and analysis of a range of drivers shaping the industry and forward outlooks.

Vol II 'Key Producers' has been expanded and contains detailed mine data sheets (including cost estimates) on 66 of China's largest coal producing companies that collectively control over 500 mines together producing over 1,000Mtpa. Also included are data on 230 new coalmine projects with combined new production capacity of over 800Mt. The level of detail, presentation, and analysis of this data exists nowhere else.

Vol III 'Coastal Consumers' is a new addition to the Study examining coal demand in China's coastal provinces – the key region impacting on the international seaborne market. It contains data and analysis of each province's coal demand, including power stations and coke producers. It is essential information for exporters to China, as well as all those impacted by China's involvement in the international seaborne market.

Coal Supply Series Australia

Coal Supply Series Australia 2007 is a comprehensive 230 page multi client study on the New South Wales and Queensland Coal Industries. It includes:

- Cost Estimations for 92 exporting mines, 44 domestic supply mines and 18 advanced projects. Cost curves in Australian and US dollars. Costs are estimated for 2007 and are in terms of Q1 dollars

- Mine data sheets showing basic operational data, ownership, resources, brand specifications in relation to other mines, production history and costs
- Brand Specifications for hard coking coals, weak, semi coking and PCI coals brands, thermal coals and semi anthracites
- A matrix of historical and current estimated costs set out in a neat, easy to follow manner
- Industry performance including mine size, production, yield, productivity, wages and materials
- Infrastructure review of ports and rail focusing on capacity constraints and planned capacity expansions
- A review of government policy and imposts including the new New South Wales Mines Safety Levy
- A summary of Australia's black coal industry with production levels, exports by coal type and regional destination

Coal Supply Series Canada

Western Canada stands behind Australia as a key supplier of hard coking coal to the export market. It competes strongly in the Asian and South American markets. As a well managed and growing industry it poses a threat to the Queensland exporters.

This comprehensive review of the Western Canadian coal mines details the coal producing companies and their mines, plus 13 new projects that are under development or being planned. FOB cost estimates are included for all the exporting mines. The 116 page report covers the development of the industry, the geology and resources, and government and environmental issues. A detailed review of the transport infrastructure is also included. It is packed with detail, tables, charts and maps.

The information in this report will assist steel makers to optimize their sources of supply and will assist all coal exporters to assess their competitive position. Investors will use the report to identify and evaluate opportunities.

Coal Supply Series Colombia Venezuela

Colombia and Venezuela are poised to take full advantage of the USA thermal import growth. How are the incumbents positioned to expand operations and who are the emerging players? This study provides a detailed analysis of the coal industries from these two countries which are in key positions as suppliers to both the US and European markets. The mine specific costs and cost curves cover the principal exporters and also describe emerging exporters in need of funding and technical expertise. Geology and infrastructure are described in detail. The publication is supported by several colour maps. There are over 150 pages.

Coal Supply Series Indonesia

In 2005 Indonesia became the world's largest seaborne exporter of thermal coal and has continued growing its coal production every year. In addition to its remarkable growth in coal exports, Indonesia is now embarking on a "crash program" which will lead to a major increase in its domestic coal fired power generation over the next 3-4 years.

Regional growth in the power sector has also ensured that investment in Indonesian coal has increased dramatically from India, China, Singapore and Australia.

Does your business rely on understanding the Indonesian coal industry? Barlow Jonker's Coal Supply Series Indonesia 2007 contains cost estimates of 63 operations and is recognized as the definitive supply study for the Indonesian coal industry.

The study contains a comprehensive review of Indonesian coal production, including:

- Background on the development of the coal industry and issues facing it going forward
- Transport and infrastructure, major transport routes and details on ports and off shore anchorages and loading points
- Coal production statistics, export and domestic market sector sales
- Detailed descriptions of mining concessions
- Individual mining cost assessments for numerous operations, presented in USD
- Cost curves for bituminous, sub-bituminous and low energy coals

Illustrated with numerous maps, tables and charts, Coal Supply Series Indonesian 2007 is essential reading for those involved in operations, trade or investment in the Indonesian coal industry.

Coal Supply Series South Africa

Mine details and full cost estimates are provided for exporting mines compiled in a detailed matrix, and presented in industry cost curves and individual mine data sheets. Each two-page mine data sheet has details on each mine such as ownership, location, mine type, geological setting, production history, coal quality, the detailed cost build-up, and its comparative ranking in terms of coal quality and cost competitiveness. Consolidated company data sheets are provided for the eight largest groups.

Coal Profile India

This comprehensive review of the Indian coal sector provides details on the consumers and domestic supply in India, the key thermal power generators and the steel and coke producers, including a review of their demand needs for the next five years. There are BJ forecast scenarios on demand and coal imports for these sectors. The report also includes information on the domestic coal supply, a thorough resource review and details on the producing mines and regions. This 150 page report contains numerous charts, tables and maps, and is a must for those seeking to understand the Indian coal scene and looking to develop sales into a dynamic growing market.

4.2.2. Marketing Books

South African Coal Statistics

This book includes total coal production, local consumption per consuming industry, types of coal produced and production from various coalfields, coal qualities by mine, rail transport and port information, details of the January 2004 agreement between the shareholders of the RBCT with the National Ports Authority to make available 4.0 mtpa of entitlement at the Terminal for Common Users, Black Economic Empowerment companies involved in the coal industry including coal reserves, ownership, coal resources, mining methods, underground and opencast

mines, a directory on coal companies and staff with details on the emerging coal exporters as well as smaller companies which do not have export entitlement out of Richards Bay.

4.2.3. Market Reviews

The Company maintains databases and data models of mine specific cost information for the export coal industries of Australia, China, USA, Canada, Indonesia, South Africa, Venezuela and Colombia and selective mines and projects in Russia, Vietnam, Poland, Mozambique, Bangladesh, and Mongolia. Information includes mine ownership, mine capacity, mine type, locations, coal types, ex-mine costs, rail & port costs, capital costs, and FOBT costs on both a cash cost and total cost basis. The Company also maintains a database and models of coal consumers across more than 85 countries, with details on 3000 plants (power, steel, coke, cement), including forecast coal consumption levels. We also record world coal reserves including calculations of various categories of reserves.

Thermal Coal Market 2006 Supply Demand to 2020

The study reviews thermal coal demand on a country by country basis with a detailed breakdown of coal consumption for the Asian countries, along with a market analysis of other major importing countries. Special attention is paid to China and India as key influences on the market in the forecast period.

Demand forecasts for imports take into account the economic, technical, fuel alternatives and other factors that apply in each country. Supply forecasts are provided for the major source countries showing the current and future supply capacities for key exporting countries and their relative cost competitiveness.

Key exporting countries covered include Australia, Indonesia, South Africa, Colombia, and Venezuela. Mines and project forecasts until 2020 are included. There are 227 pages packed with charts, tables and maps.

Metallurgical Coal Market 2006 Supply Demand to 2020

The 205 page supply demand review covers recent historical demand and supply, cost competitiveness, supply demand balance and price trends. Both coke and PCI markets are reviewed.

There are country by country demand forecasts for coke oven blend coals and PCI coals. These forecasts are built from an analysis of the fundamentals impacting supply and demand including demand for crude steel and iron, coke oven production and changing steel making technology.

Supply data covers Australia, Canada, China and the United States. The study reviews current and future supply capacities and relative cost competitiveness. Key content includes drivers for metallurgical coal demand and the supply limitations and potential for exports from Australia, Canada and China.

Maps and charts include summary tables to 2020 of blend coal for coke making and PCI for blast furnaces, summary tables to 2020 of coke production and coke trade balances, trends in coal quality and demand for types of metallurgical coal as well as mine and project forecasts to 2020 for Australia and Canada.

4.2.4. Wall Maps

- Map of Coal Concessions of Sumatra
- Map of Coal Consumers of Japan, Korea and Taiwan

- Map of Coal Consumers of South East Asia
- Map of Coal Fields of China
- Map of Coal Fields of India
- Map of Coal Mines and Projects of NSW
- Map of Coal Mines and Projects of Queensland
- Map of Coal Mines Exporting through Newcastle
- Map of Coal Mines of Russia
- Map of Concession Areas of Kalimantan
- Map of the Coal Mines of Canada
- Map of World Coal Trade

5. Clients

BJ has provided consulting services to hundreds of clients worldwide, including from the following countries and industry sectors:

5.1. Client Countries

Australia
Bangladesh
Botswana
Brazil
Canada
Chile
Colombia
Cyprus
The Republic of China
The People's Republic of China
France
Indonesia
Germany
Hong Kong
India
Ireland
Israel
Japan
Netherlands
New Zealand
Norway
Philippines
Russia
Singapore
South Africa
South Korea
Switzerland
Thailand
UAE
United Kingdom
United States
Vietnam

5.2. Client Sectors

Coal Producers
Steel Companies
Power Companies
Cement Companies
Coal Traders
Government Bodies
Rail Providers
Port Operators
Shipping Companies
Investment Banks
Financing Organisations
Accounting Companies
Legal Firms
Consulting Groups