



## **The 6<sup>th</sup> MINEX Europe Mining & Exploration Forum**

5 -7 July 2022 in Tirana, Albania

**Fresh perspective on Sustainable  
Mining & Investment in Western Balkans**



[www.minexeurope.com](http://www.minexeurope.com)



# About MINEX Europe Forum

Founded in 2015, MINEX Europe Forum offers a vibrant platform for dissemination of innovative technologies and promoting investment opportunities and best practices for mining and exploration across Europe.

The previous MINEX Europe Forums have been held in Austria, Serbia, North Macedonia, and Bulgaria. These Forums have brought together local mining communities and international companies to facilitate cross-border dialogue on developing sustainable mining industries across Europe. In 2020 the Forum was organised online and highlighted mining projects in Southern, Northern, Central and Eastern Europe.

**The 6th MINEX Europe Mining and Exploration Forum will be held on 5 -7 July 2022 in Tirana, Albania focusing on Mining and Renewables in Western Balkans\* and wider Europe.**



## Fresh perspective on Sustainable Mining and Investment in Western Balkans

\* What are the Western Balkan states?

The term Western Balkans has a geographical and a political dimension. It first entered into the language of the European Union at a summit held in Vienna in 1998, and refers to the states that together make up the Balkan peninsula, that are not yet EU member states. Currently, this includes Albania along with the successor states of former Yugoslavia: Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro and Serbia. It does not include Slovenia and Croatia, which joined the European Union in 2004 and 2013 respectively.



## The European Raw Materials Initiative and Green Deal



A New Industrial Strategy for Europe launched in 2020 stipulated the need for “Reinforcing Europe’s industrial and strategic autonomy” by bringing more manufacturing back to the EU and reducing its dependency on critical materials, technology, and energy. The Green Deal presented in 2019 has the overarching objective for the EU to become the first climate neutral continent by 2050, resulting in a cleaner environment, more affordable energy, smarter transport, new jobs, and an overall better quality of life. EU wants to accelerate the take-up of renewables to contribute and reach the goal of reducing net greenhouse gas emissions by at least 55% by 2030.

Digital technologies such as artificial intelligence, 5G, cloud and edge computing and the Internet of things are indispensable for climate solutions – be it electric transport, smart houses, or remote working. To become more competitive as it becomes greener and more circular, industry will need a secure supply of clean and affordable energy and raw materials.

To put it in perspective, for electric vehicle batteries and energy storage, the EU would need up to 18 times more lithium and 5 times more cobalt in 2030, and almost 60 times more lithium and 15 times more cobalt in 2050, compared to the current supply to the whole EU economy. Critical raw materials are also crucial for markets such as e-mobility, batteries, renewable energies, pharmaceuticals, aerospace, defence, and digital applications. If not addressed, this increase in demand may lead to supply issues.

## Where will the raw materials and renewable energy come from?

In response to the strategic directions the EU is looking at its overseas partners and neighbours, such as Norway, Ukraine, and the Western Balkans to accelerate and facilitate procedures for the approval of mining of gold, copper, lithium, and

other metals, as well as smelters. The European mines which are currently under exploration or already operating, show the wide range of impacts on the environment and people, which cannot be neglected. To secure the supply of minerals, the EU regulators, national governments, miners, and investors must put in place concrete measures to address the environmental and human rights concerns related to mining.

## Sustainable Mining and Exploration in Western Balkans

Countries of the Western Balkans region have long-term tradition in mining, processing, and metallurgical activities. The RESEERVE project, funded by the EU, is currently mapping the mineral resources of the six ESEE countries: Albania, Bosnia & Herzegovina, Croatia, Serbia, Montenegro, and North Macedonia. The project’s objective is to identify business opportunities for further development of “untapped” strategic metals and reduce exploration and investment risks. The main result of this project is creation of the WEST BALKAN MINERAL REGISTER of primary and secondary raw materials. It offers comprehensive information about a significant number of business opportunities in primary and secondary raw materials sector in the region.

For Albania, Bosnia and Herzegovina, Montenegro, North Macedonia, and Serbia, business opportunities with high potential are mainly associated with metallic commodities and include exploration activities and development of mines or green field areas. In Croatia the majority of business opportunities are related to exploration and development of mines of non-metallic commodities.





**The sustainable growth of business and investment activities in the PRM sector in Western Balkans countries largely depends on improving the following conditions:**

- Creating quality control of the data regarding the type and size of resources/reserves according to international classification standards.
- Adopting long-term strategies for the development and exploitation of primary raw materials.
- Improvement of the business environment areas e.g., streamlining the lengthy and multi staged permitting procedures, creation of land planning provisions for the development of mineral wealth, etc.
- Improvement of the social acceptance of mining by resolving social and environmental issues e.g., the delineation and sustainable management of nature protected areas in compliance with EU regulation, reclamation of historic and/or abandoned sites, improvement of transparency of supply chains starting with the raw material mines and stretching to smelters and complicated manufacturing networks.
- Increasing investments in R&D regarding the exploration, mining, processing, and recovery of primary and secondary resource materials.
- Improving training quality and increasing number of skilled professional and technical personnel.

## Western Balkans: Energy transition and Renewables Energy opportunities



Power generation in the Western Balkans is at a critical juncture. All six countries in the region face the challenge of building new capacity to replace the existing energy infrastructure and serve growing demand while meeting targets on carbon reduction and climate change mitigation.

Addressing this challenge successfully will require a new strategy, focusing on renewable sources of energy, decarbonisation, combined with increased internal and external regional cooperation. Natural gas, once more widely available, will also play an important role on this energy transition.

Current installed electrical capacity in the region is about 18,000 MW, almost evenly divided between hydropower and thermal power plants (TPPs), the latter being mostly coal-fired. The International Energy Agency (IEA) indicates that Western Balkans countries use lignite coal as a source for roughly 60% of their electricity generation. This

is not surprising given the substantial reserves of coal in the region, but it is a major problem because most of it is lignite, which is the most polluting kind of coal. Only Albania has no reliance on coal, with generation coming exclusively from hydro. As all Western Balkans countries, except Albania, are currently constructing or planning to construct coal based TPPs, the key question is what this would mean for the future carbon emissions. All Western Balkans countries (except Kosovo) have signed the Paris Agreement, thus committing to lower carbon emissions. But even if the upgraded or new plants meet EU Best Available Technology (BAT) standards, the cost of emitting each tonne of carbon is expected to rise as the EU tightens its emissions-trading scheme, making the continued use of high emitting power sources uneconomical. This could lead to the disuse of these assets, effectively stranding these big investments, because it will be cheaper to use alternative energy sources.

According to The Energy Community report, Western Balkans countries have significant opportunities for decreasing carbon emissions and integrating renewable energy sources in their energy mix.

One possibility is to develop further the region's hydropower potential. But the potential for hydro to "solve" the region's energy problems should not be overestimated. Albania's case illustrates this, as it suffers from seasonal fluctuations in water flows. During shortfalls it has to turn to importing power generated by coal power plants from neighbouring countries.

Other renewable energy sources, such as wind, solar, and sustainable biomass offer alternative untapped energy generation opportunities due to windy locations, sunny days and, in some countries, a large agriculture (and forestry) sector. There is also increasing interest from foreign investors and financiers in renewable energy development in the region.

Transition to lower carbon energy sector in the Western Balkans is also accelerating through the use of natural gas. The construction of the Trans-Adriatic Pipeline (TAP), which travels through the region and brings around 10 bcm of gas from Azerbaijan via the Trans-Anatolian Natural Gas (TANAP) pipeline, to Greece and Albania and across the Adriatic Sea to Italy, as well as a number of cross-country gas interconnectors that are currently being explored, may open options for a coal-to-gas switch. Commission of the TAP is a prerequisite for the construction of the 5 bcm Ionian Adriatic Pipeline (IAP) from Albania, through Montenegro and Bosnia and Herzegovina, to Croatia, which would bring gas to the Adriatic part of the Western Balkans. To this aim, the TAP pipeline could be upgraded to almost double its capacity with compressor stations and increase energy generation using natural gas.



# AGENDA OVERVIEW

## Untapping mineral potential of Western Balkans - new business opportunities

Expected medium to long-term demand for mining critical raw materials closer to the European markets, draws attention to the mineral-rich regions across the European continent. Although Western Balkans countries have long-term tradition in mining, processing, and metallurgical activities, recent EU sponsored RESEERVE project identified untapped potential for mining primary resources

minerals and investment. Business opportunities are arising at different stages of mining projects, from the initial stage of mineral exploration of PRM to the stage of mine production, ore processing as well as reprocessing of SRM for the recovery of contained mineral values. Consequently, business opportunities might also arise from the evaluation of minerals potential using internationally recognised standards.

### DISCUSSION THEMES

- Geological potential
- Business environment and regulation
- Finance and support
- Political, Social and Technical Risks

## Mining and Environment in the Western Balkans

Mining and mineral processing played a vital part in the history and the economy of the Western Balkans. Richly endowed with mineral resources such as copper, chromite, lead and zinc, it

boasts some of the largest deposits in Europe. Capitalising on these assets will be a priority in order to boost local economies and attract foreign investment. A period of high rare earth prices 17 years ago resulted in 400 mines developments. Current high prices may result in a flurry of new mines. To secure the environmental, economic, and social sustainability of new or restarted operations, the region will need to define and enforce a legal framework for sustainable mining practices.

### Discussion themes

- Environmental trends and perspectives in the Western Balkans
- Factors contributing to environmental risks at mine sites
- Technical problems at tailings management facilities
- Land use and biodiversity issues
- Mine water and air pollution management practices and treatment technologies
- Integrated mine closure planning – benefits for governments and miners
- Zero emission mining – electrification, renewables, digitalisation
- The role of key actors in shaping environmental future of the Western Balkans
- Environmental emergency risks reduction opportunities



# Landfill mining and reclamation in Western Balkans

Landfill mining can recover valuable metals, produce high quality fertiliser and construction materials, and can make available real-estate that was once considered lost forever. If “waste from energy” and metal prices are today’s hot topics, then you can view a landfill as being a gold mine and a coal mine rolled into one. The majority of waste disposal sites recorded for the

Western Balkans countries are related to mining waste landfills. More than half of the landfill sites are found in Albania. Western Balkans countries offer business opportunities related to flotation tailings and metallurgical slags. Recovery of CRM, Rare Earths from Red Mud constitute an opportunity to be further examined.

metallurgical industry, adjustments are needed in the national strategy for socio-economic development. Clearly defined ecological fiscal regulation and green taxonomy will be playing a critical part in supporting sustainable and responsible mining.

## DISCUSSION THEMES

### DISCUSSION THEMES

- Business models for landfill mining
- Pre-fill planning for future landfill mining
- Optimised methane acceleration, recovery, and termination
- Regulatory and environmental issues for landfill mining
- Sorting and treatment technology for landfill mining
- New technology options for landfill mining and landfill processing
- Waste-stream utilisation and beneficiation options

- Zero carbon agenda the European mining industry in 2022-23.
- What benefits and penalties are being imposed on mining companies to invest in achieving carbon neutrality?
- How will cross-border carbon regulation develop and how will this affect the competitiveness of exporting mining and metallurgical companies?
- What are the challenges of reducing carbon emissions of the mining industry?
- What archetypes of energy transition and decarbonisation are available to mining operations in Western Balkans?
- How much does carbon-free mining cost?
- How do companies plan to finance decarbonisation?
- What technologies can bring the fastest and most efficient results for reducing emissions?
- Will mining and metals sector be able to turn climate risks into opportunities, and at what cost to business?

# The 2030 decarbonisation challenge in the European mining industry

Pursuing an economy with net-zero greenhouse gas (GHG) emissions is at the heart of the European Green Deal and is aligned with the EU’s commitment to global climate action under the Paris Agreement. Reducing carbon emissions by at least 55% by 2030 will require a clear roadmap and coordination across all sectors. Mine operators across Europe come under public pressure to reduce GHG emissions as part of preserving social license to operate. Consequently, some are already working toward electrifying their operations

and are collaborating with industry associations and other groups to develop innovative solutions for decarbonising energy-intensive processes, such as smelting and calcining. However, the transition to carbon neutrality will require unprecedented investments in the development of new production methods and renewable energy technologies. The transition to solar and wind energy will raise tariffs and reduce competitiveness of exported products. For the implementation of renewable energy technologies in the mining and

## Mining Critical Minerals and Metals in Europe to meet climate change commitment

Europe represented just 5% of global mining in 2020 and is the only region in the world with a declining mining industry. Europe’s ambitious electrification plans will likely fail unless Europe’s mineral rich countries start investing in mining and processing raw materials and production of basic chemicals. Diversification of supplies and

imports of CRMs is needed. It includes the expansion of domestic mining, processing, and refining capacities in Europe for reducing its imports and unwanted geopolitical dependencies as well as for lowering global climate emissions. For implementing and realising these strategic objectives, political leadership, guidance, and

adequate political support as well as public communication strategies for European mining projects of CRMs,

including in Western Balkans, will become ever more important in the forthcoming years.

## DISCUSSION THEMES

- The EU's "Open Strategic Autonomy" plan
- Global market analysis and outlook for critical materials
- Impact of EU climate and energy policy on CRM demand and output
- Responsible sourcing of critical metals in Europe
- What is the future of battery metals demand and production in Europe?
- The EV Revolution: impacts on critical raw material supply chains
- Prospects for CRM production in the Western Balkans and wider Europe
- New "greener" solutions for recovery of critical and precious elements
- Mining for the EU's Green Future – challenges ahead

## Energy transition away from coal and towards renewables

Some Eastern European countries dependent on coal will face tough decisions as they transition to cleaner forms of energy. As the region progresses toward net-zero emissions, governments will face significant challenges such as energy security, worker reskilling, asset decommissioning, while addressing rampant air pollution and the broader impacts of climate change. Coal is by far the most used fossil fuel in Bosnia and Herzegovina, Kosovo, Montenegro, North

Macedonia, and Serbia. There were 65 coal mines in the area in 2018, producing 93 Mt of hard coal and lignite – around 20% of the coal produced in the European Union. The Initiative for coal regions in transition in the Western Balkans and Ukraine was launched in December 2020 to help the countries to move away from coal towards a carbon-neutral economy. Transitioning away from coal will not be easy. The selected pilot regions will be provided with access to technical assistance in the form of expert support to develop transition roadmaps and help coal regions access financing for transition projects.

## DISCUSSION THEMES

- The future of coal in the Western Balkans
- EU's ESG and taxonomy rules impact on coal-generated energy
- Overview of the international coal transition initiatives in Western Balkans
- Environmental aspects of coal mine closure
- Energy transition of coal mines to PV power plants and storage systems
- Advanced Coal mine reclamation
- Using coal shafts to store energy
- Reuse of former mining sites – success stories

## Supporting exploration and exploitation in the Western Balkans

One of Europe's challenges is to secure sustainable supply of raw materials, increasingly from European sources. Without undertaking its own exploration, the EU will have no new mining projects. This, in turn, means no refineries and, without refining capacity, the EU will continue to be in great part dependent on foreign supplies of high-quality materials. Only 9% of the EU's overall raw material demand can be supplied by the EU-27 itself. Meanwhile much of the European continent remains under-explored in terms of greenfield geological resources, and most comprehensive exploration campaigns, especially in the Balkans and Eastern Europe, date back to the mid-fifties. Huge reserves remain to be found onshore as well as offshore. In addition to greenfield deposits, Europe has a millennial legacy of sites impacted

by mining and industrial activities. These countless 'brownfield' sites represent untapped local resource potential for the transition to green economy.

The best and most efficient way to find a deposit is to allow small exploration companies to take the lead, whereby they can raise high risk finance on capital markets and receive support from major mining companies, private investors, and EC funds. Low, as well as the absence of skilled professional and technical personnel are some of the other aspects to be confronted for the enhancement of business. Updating legislation and codification as well as development of long-term strategies are also necessary to ensure a favourable business environment.



## DISCUSSION THEMES

- Overview of critical raw materials exploration and production in the Western Balkans
- How competitive is greenfield and brownfield exploration in the Western Balkans?
- What can the Western Balkans offer investors?
- Where will growth come from to support exploration in the coming decade?
- What bottlenecks are holding back greenfield and brownfield development?
- Are the local Governments changing strategies to encourage the inward investment in the development and exploitation of PRMs in the region?
- What business opportunities are emerging in exploration, mining, processing, and recovery of PRM in the region?

## Accelerating ESG financing and de-risking investment in European mining projects

Despite the record prices and dramatic demand for metals ESG remains central in terms of both attracting investors and holding a social license to operate. Lenders and investors will play crucial role in the energy transition of mining to net-zero. To be bankable, these mine

development projects will need to take into account ESG and sustainability best practice at every stage, from inception to mine decommissioning, and throughout the supply chain. Companies that have focused their attention on their ESG performance are seeing the benefits.

## DISCUSSION THEMES

- Managing value and costs of mining in the context of a green economy agenda and climate commitments.
- What areas of mining face the most scrutiny from investors and regulators related to ESG and sustainability issues?
- EU funding prospects to develop new raw material mines and supply chains of critical raw materials.
- Development of sustainable and responsible financing in the mining industry – global and national experience.
- How does ESG financing help solve environmental problems and secure licence to operate?
- Is the transparency level of ESG data of exploration and producing mining companies sufficient to be attractive for targeted sustainability-oriented investors/funds/private capital?
- Investing in energy transition materials mining in Eastern and Central Europe.
- Experience in financing sustainable development projects: building solar and wind power plants, purchasing electricity from suppliers with the lowest carbon footprint, investing in construction of water treatment facilities and restoring biodiversity of ecosystems.
- Performance evaluation criteria of ESG-funded projects.
- ESG finance for junior exploration companies.

## Technological and Digital solutions to move towards “Greener” mining

Decarbonisation of global economy and implementation of the UN Sustainable Development Goals drive changes in the Environmental, Social and Corporate Governance in the mining and metallurgical industry. The difficulty in delivering minerals to satisfy consumption growth while decreasing the environmental footprint is being compounded by declining ore grades. This has direct implications for the amounts of water and energy needed for production while increasing the environmental footprint of mining. Many mining companies in Europe are reviewing their sustainability strategies and are actively implementing technologies and projects that help minimise their environmental footprint, reduce CO2 emissions and waste, and use energy and water more efficiently.

### DISCUSSION THEMES

- Reducing water use and maximising water recovery
- Lowering tailings risk and footprint
- Energy efficiency and electrification
- Decarbonisation
- Lifecycle enhancement
- Digital and data-based optimisation



# Next generation mining safety technologies

Maintaining 24/7 safety is a serious challenge to any mining operation. Following safety procedures without modernising mining safety equipment could result in fatal accidents, heavy penalties and often loss of exploitation licence. The most recent example is the accident on 1 April 2022 at Soko

coal mine in Serbia. Although the mine had implemented safety measures «at the highest level», the equipment and monitoring apparatus on site could not predict and contain the sudden release of methane. Recent technology developments enhanced by regulation and funding are becoming game changer for creating zero harm environment across mining. The next generation predictive safety systems combine new technologies and data can predict potential harm and offer the means to prevent it.

## DISCUSSION THEMES

- An integrated approach to safety analytics
- Use of advanced analytics and artificial intelligence for predictive modelling of mine accidents
- Wireless underground communications and remote controls systems
- How can drones improve mining safety?
- Self-contained rescuers
- Use of wearable technologies at mines from collision avoidance and environmental monitoring to fatigue management and personal injury reduction
- Vehicle collision preventing technologies

# SPEAKING OPPORTUNITIES

MINEX Europe offers excellent opportunities for presenting analytical reports and disseminating practical information on the development of mining, investment, and technological projects. Presenters often use the Forum's platform for engaging audience in discussion of the challenges and changes facing the mining sector.

Book presentation before 16 May 2022



- KEYNOTES
- PLENARY SESSION PRESENTATIONS
- MINING COMPANY PRESENTATIONS
- TECHNICAL PRESENTATIONS
- FINANCE AND INVESTMENT ROUND-UPS
- PANEL DISCUSSIONS AND FIRE SIDE CHATS
- VIDEO INTERVIEWS





## PARTICIPATION TERMS FOR PRESENTERS AND PANELLISTS

- Mining company presentation (includes: 2 tickets, 1 tabletop) **€2000**
- Company or Commercial organisation (includes 1 admission to the Forum) **€600**
- NGO/Academic organisation (includes 1 admission to the Forum) **€300**
- Government and government agency participation - **Please inquire**
- Investor participation - **Please inquire**

## COMPANY PRESENTATION



Since 2005 MINEX Forum has organised over 70 mining events focusing on investment, technological and regulation developments across the Eurasian continent. MINEX Forum events regularly attract some of the biggest names in the industry. Our exhibition, sponsorship and partnership opportunities are designed to ensure that your company, brand, and services get noticed! As part of our sponsorship and exhibition packages, we offer senior company executives the opportunity to update the key audience of investors, industry insiders and

government officials about their latest company developments. Speaking at MINEX Europe 2022 companies are able to directly engage with the Forum's in-person participants and also connect to the wider online audience and potential clients and key influencers.

Book  
presentation  
before  
16 May 2022

Company presentation package: € 2000 Euro  
Includes:

- 15 - 20 minutes presentation at the Forum
- 2 tickets to the Forum and Gala Dinner
- Tabletop with a space for roll-up banner
- Opportunity for scheduling one-on-one meetings
- Company short profile on the website and the programme
- Company profile in the mobile app

## SPEAKER PRESENTATION BOOKING TERMS

### In-person participation

Speakers presenting on behalf of commercial organisations and wishing to attend the Forum in person are expected to pay the admission fee. Speakers representing exhibitors, sponsors, and partners, as well as speakers who have received a guest pass from the Forum secretariat, are exempt from paying the fee.

### Online participation

Applications from speakers interested in presenting remotely are considered on a case-by-case basis. For further information please email [eu@minexforum.com](mailto:eu@minexforum.com)

### Payment

Payments in foreign currency are accepted by Advantix Ltd (UK) via bank transfer or credit card (payments will be processed through Stripe).

### Cancellations and replacements

In case of cancellation up to 15 days prior to the event, paid registration fee will be refunded minus 15% to cover administrative costs. In case of cancellation of participation less than 15 days before the start of the event, the registration fee is not refundable. Participants can be replaced at any time at no additional cost. All cancellations must be submitted to [eu@minexforum.com](mailto:eu@minexforum.com)



### REQUIREMENTS FOR PRESENTATION MATERIALS

Please submit presentation slides before 25 June to [slides@minexforum.com](mailto:slides@minexforum.com)

The Forum is organised in English with simultaneous translation to and from Albanian. Presenters may use either one or both languages (dividing slides into two parts) when preparing presentation materials. During the forum, only one presentation file can be projected on the screens. Presentation slides are accepted in PowerPoint (PPTX), Adobe Viewer (PDF) and Prezi (for online speakers). Slides must be prepared in standard 16:9 screen dimension.

Slides must be prepared in standard 16:9 screen dimension. Slides containing videos, background music, or speech are only accepted in PowerPoint (PPTX) only. In cases where presenters are unable to attend the event in person, they may pre-record their presentation on YouTube or Vimeo and send the video file link to [slides@minexforum.com](mailto:slides@minexforum.com).



# EXHIBITOR AND PROMOTIONAL PACKAGES

Trade and investment exhibition organised alongside the Forum on 5-6 July offers international and local companies opportunity to highlight their projects, products, and services to the Forum's local and global audiences.

## Past exhibitors

- Adriatic Metals
- ALS Global
- Appropriate Process Technologies
- Ausvac Mining
- Bara Consulting
- Belevion
- BG Drilling Solutions
- Central Asia Metals
- Centro Tecnológico CARTIF
- CiDRA Minerals Processing
- Continental
- COPIN GROUP / SARDICH
- Deswik Europe
- Drillex International
- EIT RawMaterials
- EnviroChemie
- Environmental Resources Management (ERM)
- Euromax Resources
- Extraco
- Ferrit Global Mining Solutions
- Firma Codogni
- Fugro Austria
- Geological & Mining Association of Serbia
- Geops-Bolkan Drilling Services
- Innovia Olympus
- Labena Serbia & Macedonia
- MEFFA Lab
- MICROMINE
- Mine Environment Management
- Molycop
- Mundoro
- NEXT
- Palaris
- Rakita Exploration
- Robertson Geologging
- Rodinia
- SGS Beograd
- Siebtechnik
- SRK Consulting
- STEINERT
- Talpasolutions
- Teknoxgroup Serbia
- Tetra Tech
- The Department for International Trade
- The European Association of Geoscientists and Engineers

## TABLETOP

Cost: 2 000 EUR

### What is included

Table, 2 chairs, power supply 220 V., a space for a mobile banner (to be supplied by exhibitor). The banner should not exceed 2 meters in height and 1.5 meters in width.

### Corporate Profile

- Placement of the company profile on the forum website.
- Placement of the company profile in the mobile application.
- Opportunity to publish the company news in a special section on the event website.



- Access to forum materials (after the event).

### Participation in the Forum

- One (1) delegate pass for all forum events. Coffee breaks and lunches, evening events (subject to availability).
- Delegate information pack containing the forum program, pen, notebook and inserts from sponsors and advertisers.
- 50% discount for purchasing additional delegate tickets.

### Networking and business development

- Access to the list of participants through the web application.
- Ability to schedule physical and online meetings through the web application.

### Presentation at the Forum

- One Speaker presentation opportunity (up to 15 minutes) at the Forum (subject to availability)

## BANNER PLACEMENT

Cost: 300 EUR

### What is included

- A space mobile banner in the exhibition area and opportunity for the distribution of promotional materials.
- Note: The banner should not exceed 2 meters in height and 1.5 meters in width. The mobile banner is produced, delivered, and assembled by the exhibitor.
- Distribution of materials is organised by the exhibitor's representative or promoter. Payment for the services of the promoter and participation in the forum and meals are not included in the price.

## VIRTUAL 3D BOOTH

Cost: 800 EUR

### What's included

- Production of a virtual 3D booth and integration of promotional materials provided by the exhibitor. Materials can include corporate profiles, logos, website and social media links, PDF and PowerPoint presentations, photos, videos, audio files
- The price includes 12 months web-hosting of a 3D virtual exhibition booth on the Forum website.
- 50% discount for purchasing delegate tickets



PROMOTIONAL OPPORTUNITIES

Promotional inserts in participants' bags  
Cost: 500 EUR

What is included

- Possibility of placing promotional materials (souvenirs, printed materials) in the delegate packs.
- 50% discount for purchasing delegate tickets

Note: Inserts should be provided by the advertiser. Inserts specifications are available on request.

Advertising and eMarketing

Cost:  
One e-broadcast – 1,500 EUR  
Two e-broadcasts – 2,000 EUR  
Three e-broadcasts – 2,500 EUR

What is included

eMarketing campaign to the MINEX Forum subscribers.  
NB. Materials and text for eMarketing campaign are provided by the advertiser.

- Placement of advertisements in the MINEX forum social groups.
- Publication of the company profile and logo on the forum website.
- Publication of the company profile and logo in the web application.

Advertising on the event website and in the mobile application  
Cost: 500 EUR

What is included

- Placement of the company profile (logo and description) on the forum. Placement of the company profile in the web application.

Video advertising

Cost:  
One day – 500 EUR  
Two days – 750 EUR

What is included

- Demonstration of video clips on the screens of meeting rooms during session breaks. Videos are demonstrated in rotation and without sound.

Note. The price does not include video production. Videos should not exceed 30 seconds. Video clips are shown in rotation.

DELEGATE PACKAGES

Corporate rate  
Cost: 600 EUR

What is included

- One (1) delegate pass for all forum events. Coffee breaks and lunches, evening events (subject to availability).
- Delegate information pack containing the forum program, pen, notebook and inserts from sponsors and advertisers.
- Access to the Forum materials (after the event).

Academic rate  
Cost: 300 EUR

What is included

- One (1) delegate pass for all forum events. Coffee breaks and lunches, evening events (subject to availability).
- Delegate information pack containing the forum program, pen, notebook and inserts from sponsors and advertisers.
- Access to the forum materials (after the event).

ADDITIONAL OPTIONS

Gala dinner  
Cost: 90 EUR

What is included

- One place at the Gala dinner, welcome drinks, buffet meal, alcohol, and beverages



- Entertainment program
- Bus or taxi transfer to and from the venue



**Mine site visits**  
**Cost: 250 EUR**

**What is included**

- Day trip and guided tour around a top mine
- Transportation to and from the mine site
- Translation
- Lunch
- Refreshments



# SPONSORSHIP OPPORTUNITIES

We invite companies and organisations working in the mining industry in the Western Balkans and wider Europe to support the Forum as sponsors.

Sponsorship status is a distinguished sign of the company's leadership aspirations and high professional standing in the European mining industry. Sponsorship offers companies exclusive engagement and visibility opportunities at Europe's premier mining event.

To learn more please contact us via

[eu@minexforum.com](mailto:eu@minexforum.com)  
or +44 208 089 2886

Sponsorship offers companies exclusive features and visibility at the Forum.

## Platinum Sponsorship Package

Our top line sponsorship package, the Platinum Sponsor Package, comes with a range of benefits including presentation and session moderation opportunities, prominent logo display, multiple delegate passes and guest places at the gala dinner, discount for additional tickets, exhibitor place, sponsors inserts in delegate bags, advertisement in the forum program, delegate list, access to private meeting room, and a feature article or an interview on the MINEX Forum website.

### Session sponsorship

Sponsorship of the forum sessions provides opportunity to participate in the program content development, speaker selection, audience engagement and much more.

### Mine Site Visits

Sponsorship of the post-event visits to local mines and exploration sites extends the opportunities for engaging international and local investors, officials, suppliers, and media in the discussion of the development strategies, technical issues and modernisation plans.

### Corporate Sponsorship Packages

Diamond, gold, silver, bronze sponsorship packages are designed for companies interested in achieving complex tasks such as promotion of brands or products, corporate communications, marketing and much more.

### Co-branding Sponsorship Packages

Co-branding sponsorship offers opportunities for promoting branded products or services through on-site and online packages e.g., the web application, delegate materials packs, notebooks, coffee cups, lanyards and badges, translation and wi-fi.

## PREVIOUS SPONSORS

- Central Asia Metals
- Copin Group / Sardich
- Department for International Trade
- Dundee Precious Metals
- Ellatzite-Med
- Environmental Resources Management (ERM)
- Euromax Resources
- GEOTECHMIN Group
- Micromine
- Mundoro Capital
- Reservoir Minerals Macedonia
- South Danube Metals
- SRK Consulting (UK)
- Teknoxgroup Macedonia
- Wardell Armstrong International



# PARTNERSHIP OPPORTUNITIES

MINEX Europe invites governmental bodies, trade associations and media to engage in the forum as Knowledge, Media or Official Partners.

## Media Partners

Media Partners will have an opportunity to generate exclusive content via interviews with the key speakers presenting at the Forum and create awareness of their information products by disseminating promotional information on the Forum's digital, online, and on-site platforms.



## Knowledge Partners

Knowledge partnership enables companies, trade associations and companies to participate in the development of the Forum agenda, speaker engagement and dissemination of the information about their initiatives and projects to the Forum's in-person and virtual audience.



## Official Partners

As an Official Partner of the Forum, government bodies and international organisations can raise awareness of investment, trade and other business development opportunities in their jurisdiction and connect with and promote the interests of the mining and service sectors in their country.



## Our expectations from Knowledge partners

- Assistance with developing the content of the sessions, presentations, panel discussions, press releases;
- Assistance with the engagement of leading experts, business leaders, politicians and other “influencers” in the Forum;
- Assistance with writing event summary;
- Preparation of analytical reviews and studies based on the materials of the Forum;
- Assistance in promoting the Forum and engaging new partners, sponsors, exhibitors, and participants.
- Proposals must be submitted by 16 May 2022

## Our expectations from media-partners

- Placement of web banners of the forum on partner's Internet resources;
- Placement of the Forum advertising modules in partner's printed publications;
- Publication of announcements and articles provided by the forum organisers;
- Electronic distribution (Email, SMS, twits, blogs, etc.) of the forum announcements to the media partner's readers and subscribers;
- Announcement of the Forum in the social media groups;
- Organisation of video broadcasting of Forum events, video editing and online distribution;
- Copyrighting and publication of print, photo and video materials about the Forum;
- Organisation and publication of interviews with the Forum participants;
- Provision of the copies of published materials inclusion in the Forum post-event materials.







CENTRAL ASIA

2022

22-23 SEPTEMBER 2022

ALMATY, KAZAKHSTAN

[minexasia.com](http://minexasia.com)



RUSSIA

**MINING  
GOES  
DIGITAL**

4-6 OCTOBER 2022

MOSCOW, RUSSIA

[minexrussia.com](http://minexrussia.com)



EURASIA

2022

28 NOVEMBER 2022

LONDON, UNITED KINGDOM

[minexeurasia.com](http://minexeurasia.com)

**WWW.MINEXFORUM.COM**

**Moscow, Russia**

+7 495 128 3577

[ru@minexforum.com](mailto:ru@minexforum.com)

**Nur-Sultan, Kazakhstan**

+7 7172 696 836

[kz@minexforum.com](mailto:kz@minexforum.com)

**London, United Kingdom**

+44 208 089 2886

[uk@minexforum.com](mailto:uk@minexforum.com)