



Mastering Market Principles & Developing Effective Strategies

**Vienna Seminar:
October 11-14, 2020**

Advanced Fuel Market Training

UxC is pleased to announce that it will be holding a second Nuclear Fuel Training Seminar in Vienna, Austria this year on October 11-14, 2020. The Vienna seminar will provide the same industry-leading content and market insights as our annual Atlanta seminar, but will be held in central Europe for easier access for many of our international clients.

Market participants from all over the world have been raving about UxC's Nuclear Fuel Training Seminar, which is open to members of the entire nuclear industry and beyond. All participants in the nuclear fuel markets require up-to-date knowledge and unbiased insights to formulate effective strategies for procurement, sales efforts, investment activities, or other nuclear fuel-related objectives. UxC's expanded training seminar is designed to assist you in achieving these goals by providing an advanced understanding of factors affecting nuclear fuel demand, market price formation, supply source availability, supplier motivations, and utility contracting practices.

Seminar Overview

The UxC Nuclear Fuel Training Seminar follows a unique format that takes place over a three-day period. The first day is devoted to an examination of current market and industry trends for the uranium, conversion, enrichment, and fabrication sectors, as well as presenting supply and demand outlooks, price forecasts, inventory holdings, and other key fundamentals affecting each market segment.



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Future forecasts are presented and discussed for each of the four front-end markets. Historical perspectives are incorporated with these outlooks to provide attendees with UxC's distinctive viewpoints of the nuclear fuel markets.

The second day provides more detailed discussion of critical market issues, such as price reporting and the latest practices in buying and selling, as well as key policy issues affecting the markets. UxC experts will be on hand to provide their perspectives and experiences on important topics throughout the nuclear fuel cycle.

On the third day, we shift to group discussions and market-focused role-playing exercises to allow participants to put their newly gained tools into practice. Part of the day is split into two separate tracks: one for utility buyers wishing to learn the best strategies for fuel procurement, and another track focused on sales and marketing strategies.

The primary aim of this three-day course is to provide a thorough

nuclear fuel market education. The seminar structure includes ample time for questions, both on a formal and informal basis, to ensure that attendees obtain maximum benefit from their time with UxC experts as well as through interactions with fellow participants.

Seminar Materials

UxC compiles a binder of information for each participant, which can be used to follow the discussions as well as to add any pertinent information. Afterward, the seminar binder serves as a valuable reference source.

Target Audience

The UxC Nuclear Fuel Training Seminar is open to all participants, including utility fuel buyers and their managers, supplier marketing specialists, traders, investors, and government agency staff, among

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Nuclear Fuel Training Seminar



others. Anyone that is, or will be, exposed to the nuclear fuel markets will gain a new, enhanced perspective from this comprehensive three-day event.

Seminar Venue



The Vienna Nuclear Fuel Training Seminar is scheduled for October 12-14, 2020, with a welcome reception to be held on the evening of October 11th before the seminar at the Hilton Vienna Plaza Hotel in central Vienna, Austria (about 20 minutes from the airport). The seminar is scheduled to end at 3:00 pm on Wednesday, October 14th. A dedicated hotel link will be available to make reservations using the discounted seminar rate.

Hotel information:

Hilton Vienna Plaza Hotel
Schottenring 11, A-1010
Vienna, Austria
TEL: +43-1-313-900



Seminar Cost

The cost of the seminar is US\$2,800 per attendee. An early-bird discounted rate of US\$2,500 is available for anyone registering by July 31, 2020. This fee covers the seminar and course materials, as well as lunch each day and dinner on two nights. Snacks and refreshments will also be provided throughout the seminar.

For more information, please contact Eric Webb (eric.webb@uxc.com).

Topics to be Covered

Day 0 (Oct 11): Welcome Reception (in the evening)

Day 1 (Oct 12): Nuclear Fuel Cycle Fundamentals

Reactor Markets and Demand Analysis

Key questions covered: What is the global outlook for nuclear power and how will regional differences evolve over the coming decades? How do these forecasts translate into nuclear fuel demand now and in the future? What reactor technologies and market factors will drive future fuel cycle decisions?

Fuel Markets 101

Key questions addressed include: How do the markets currently function? What factors are shaping the markets today (e.g., emergence of the mid-term market)? Why do different market players act the way they do?

Supply Component Analyses

Uranium – Supply and demand fundamentals, mining methods and production costs, historical contracting trends, current and future prices, issues affecting future market trends, among others.

Conversion – Supply and demand fundamentals, production costs and possible new plants, historical contracting trends, current and future prices, issues affecting future supply, among others.

Enrichment – Supply and demand fundamentals, current and future technologies, historical contracting trends, current and future prices, issues affecting SWU trade, inter-relationship of enrichment and uranium, among others.

Fabrication – Supply and demand fundamentals, market shares and contracting trends, new fuel designs, current and future prices, and issues affecting markets.

Secondary Supplies – The role of government and commercial inventories, supply/demand imbalances, inventory disposition and expansion strategies, etc.

Day 2 (Oct 13): Nuclear Fuel Markets In Practice

Nuclear Fuel Price Reporting

UxC will provide in-depth explanations of how it approaches and handles nuclear fuel price reporting, including examples from real world experiences.

Market Issues

A broad range of discussions will include: basics of buying and selling nuclear fuel, roles and behaviors of various fuel market participants, optimization of nuclear utility fuel costs, and modeling & price forecasting.

Expert Presentations

UxC experts will also present their views on such important market issues as nuclear fuel brokerage and advanced contracting approaches, international policy issues affecting the nuclear fuel markets, among other important topics.

Day 3 (Oct 14): Group Discussions & Role Playing in Separate Tracks

UxC continually surveys active market participants with a special emphasis on utility fuel procurement management practices as well as supplier marketing and contracting trends. We provide a summary of our research, highlighting how trends have evolved to respond to the ever-changing markets.

Track 1: Utility Fuel Procurement Strategies (for utility participants only)

To build a successful procurement strategy, we evaluate ways to reduce fuel costs such as optimal tails and contract flexibilities. We also have detailed discussions on contracting mechanisms, the contracting process, and renegotiations, ending with aspects of implementing a procurement strategy. A role-playing exercise focused on utility nuclear fuel procurement will also be conducted.

Track 2: Sales and Marketing Strategies (for all other participants)

Discussions will be held on important factors affecting suppliers and others active in the nuclear fuel markets, including: understanding utility contracting preferences, changes in nuclear fuel pricing, sales strategies, among others. A role-playing exercise focused on sales and marketing will also be conducted.

Day 3 target end time is 3:00 pm ET