



## Mastering Market Principles & Developing Effective Strategies

### Advanced Fuel Market Training

People from all over the world have been raving about UxC's Nuclear Fuel Training Seminar, which has become a premiere event open to all members of the nuclear industry and anyone interested in learning more about the nuclear markets. UxC is pleased to announce it will be holding its next Nuclear Fuel Training Seminar in Vienna, Austria in June 2023.

For the past 20 years, global market participants have joined UxC's Nuclear Fuel Training Seminars. As the nuclear fuel markets continue to experience many changes, all market participants require up-to-date knowledge and unbiased insights to formulate effective strategies for procurement, sales, investment, or other nuclear fuel-related objectives. UxC's Seminar provides an advanced understanding of the factors affecting nuclear fuel demand, market price formation, supply source availability, supplier motivations, utility contracting practices, as well as policy and financial issues affecting the markets.

### Seminar Overview

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 factors and trends affecting each market segment. Forecasts are presented and discussed for each of the four front-end markets and historical perspectives are incorporated to provide attendees with UxC's distinctive views of the nuclear fuel markets.



The second day provides an in-depth 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 perspective and experience on important topics affecting the nuclear fuel cycle.

On the third day, the seminar shifts to group discussions and role-playing exercises to allow participants to put their newly gained knowledge into practice. Part of the day is split into two separate tracks: one for utility buyers focused on the best strategies for fuel procurement, and another track for non-utility attendees centered on sales and marketing strategies.

The primary aim of UxC's Nuclear Fuel Training Seminar is to provide a thorough nuclear fuel market education. Ample time for questions is included, 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 provides all presentation slides and additional information electronically to follow the lectures throughout the seminar. Since all presentation materials are provided electronically, UxC highly recommends that each participant bring a laptop or tablet computer to the seminar.

### 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 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.

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

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# Nuclear Fuel Training Seminar



## Seminar Venue



The Vienna Nuclear Fuel Training Seminar is scheduled for June 11-14, 2023, with a welcome reception to be held on the evening of June 11<sup>th</sup> prior to the start of 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, June 14<sup>th</sup>. A dedicated hotel link will be available to make reservations at 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\$2,900 per attendee. A discounted rate of US\$2,600 is available for registration by April 30, 2023. This fee covers the seminar and course materials, as well as lunch each day plus dinner on two nights. Note that breakfast is included as part of the hotel room rate. Snacks and refreshments are also provided.

## COVID-19 Policies

In the event UxC is unable to hold the Vienna in-person seminar due to travel bans or other factors outside of its control, all registration fees will be refunded or can be applied to a future in-person seminar.

## UxC Nuclear Fuel Training Seminar Schedule

### June 11: Evening Welcome Reception

### June 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.

### June 13: Nuclear Fuel Markets In Practice

#### *Market Issues*

A broad range of discussions, including: basics of buying & selling nuclear fuel, roles and behaviors of various fuel market participants, the role of financials in the uranium market, 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.

#### *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.

### June 14: Group Discussions & Practice Exercises 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 real-world practice 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 real-world practice exercise focused on sales and marketing will also be conducted.

Day 3 target end time is 3:00 pm