



## Mastering Market Principles & Developing Effective Strategies

**2019 Seminar will include Special Anniversary Event!**

### Advanced Fuel Market Training

Following over a decade of successful seminars focused on utility nuclear fuel procurement, UxC created its broader Nuclear Fuel Training Seminar starting in 2016. All participants in the nuclear fuel markets require up-to-date knowledge and unbiased insights in order to formulate effective strategies either for procurement, sales efforts, investment activities, or other 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 – in uranium, conversion, enrichment, and fabrication – as well as presenting supply and demand outlooks, price forecasts, inventory holdings, and other key fundamentals affecting each market segment.

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. Industry experts as well as UxC consultants will also be on hand to provide their perspectives and experiences on important topics.

On the third day, there are two



### MASTERING MARKET PRINCIPLES & DEVELOPING EFFECTIVE STRATEGIES

Atlanta, GA • June 25-27, 2019

separate tracks: one for utility buyers wishing to learn the best strategies for fuel procurement and another track focused on other factors influencing the fuel industry, such as logistics, issues affecting suppliers, utility contracting preferences, and sales strategies.

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

The primary purpose of this three-day course is to provide a thorough nuclear fuel market educational opportunity. The seminar is structured to provide ample time for questions, both on a formal and informal basis. These discussions allow attendees to gain the maximum benefit from the UxC staff and guest speakers.

### Seminar Materials

UxC has prepared a large binder of information that will be given to

participants at the onset of the seminar. Participants will use this binder during the seminar to follow the discussions, as well as to add any pertinent information. Afterward, it will serve 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 others. Anyone that is, or will be, exposed to the nuclear fuel markets will take away a new perspective from this comprehensive three-day course.

The next UxC Nuclear Fuel Training Seminar will be held in Atlanta, Georgia on June 25-27, 2019. For more information, please contact Eric Webb.

### UxC

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# Nuclear Fuel Training Seminar



## Seminar Venue

The next UxC Nuclear Fuel Training Seminar will be scheduled for June 25-27, 2019 and will be held in the Buckhead district of Atlanta, Georgia. The 2019 seminar will be held at the InterContinental Hotel. Participants normally plan to arrive Monday night. A MARTA train (subway) station is within a block of the hotel, and trains are approximately a 30-45 minute ride from Hartsfield-Jackson International Airport. The seminar is scheduled to end at 3:00 pm on Thursday. When making hotel reservations, please indicate you will be attending the “UxC Nuclear Fuel Training Seminar.”



### Hotel information:

InterContinental Buckhead Atlanta  
3315 Peachtree Road N.E.  
Atlanta, GA 30305 USA  
Phone: +1 (404) 946-9000



### Seminar Cost

The cost of the seminar is US\$2,800 per attendee. A discount rate of US\$2,500 is available for registration by April 30, 2019. This fee covers the seminar and course materials, as well as breakfast and lunch each day, plus dinner on two nights. Snacks and refreshments also provided. **All meals included throughout the seminar!**



## Topics to be Covered

### Day 1: 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 decisions in the fuel cycle?

#### *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: 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 and consultants will also present their views on such important topics as nuclear fuel brokerage and advanced contracting approaches, international policy issues affecting the nuclear fuel markets, among other important topics.

### Day 3: Specialized Tracks

UxC continually surveys active market participants with special emphasis on utility fuel procurement management practices and contracting trends. From this work, we will 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)*

As part of building a successful procurement strategy we will look at ways to reduce fuel costs such as optimal tails and contract flexibilities. We will also have detailed discussion on contracting mechanisms, the contracting process, and renegotiations, ending with aspects of implementing a procurement strategy. We also emphasize the importance and discuss the mechanisms of increasing supplier knowledge and market exposure.

#### *Track 2: Market Trends and Contracting Issues (for all other participants)*

Detailed discussions will be held on various important factors affecting the nuclear fuel markets, including: nuclear fuel logistics, transportation, key issues affecting suppliers, understanding utility contracting preferences, changes in nuclear fuel pricing, supplier 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