



# THE COIN CONFERENCE™

**23–25 OCTOBER 2017**

**Marriott Hotel  
Warsaw, Poland**

The only event to focus on coins as  
part of cash strategies in circulation  
from the perspective of currency issuers

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

*“My expectations were far reached as I was able to learn and hear a lot of development on cash issues. Very useful and interesting to hear from people who work on cash daily. The speakers have an in-depth knowledge in their respective areas.”*

Bank of Tanzania

# Welcome



Coin issuers face the same challenges wherever they are in the world; soaring production costs, volatile fluctuations in metal prices and inefficiencies in cash circulation. For coins to be viable and cost-effective in the future, it is essential to make the right choices today.

In October, we will explore some of the proven benefits of successful coin strategies with over 250 coin professionals. We will ask this distinguished group for their insight on topics spanning the merits of lighter and smaller coins, new authentication technologies, different denomination structures, improving redemption and best practice circulation strategies.

If you want to discover new ways to make coins more durable, secure and ultimately more cost-effective, you will find The Coin Conference a fascinating and valuable experience.

Astrid Mitchell & Nena Vukicevic,  
Conference Chairs

## Topics

- Forecasting demand
- Determining the optimum note/coin boundary
- Optimising distribution
- Minimising costs of production and circulation
- Building and maintaining public confidence
- Counterfeiting and authentication
- Performance in circulation
- Alternative payment methods

For more details or to secure your place, visit [www.thecoinconference.com](http://www.thecoinconference.com)

# Who Should Attend

## Governments

- Treasury departments and monetary authorities
- Central banks
- Financial institutions

## Coin Production

- State-owned and commercial mints
- Manufacturers of components and blanks

## Cash Management

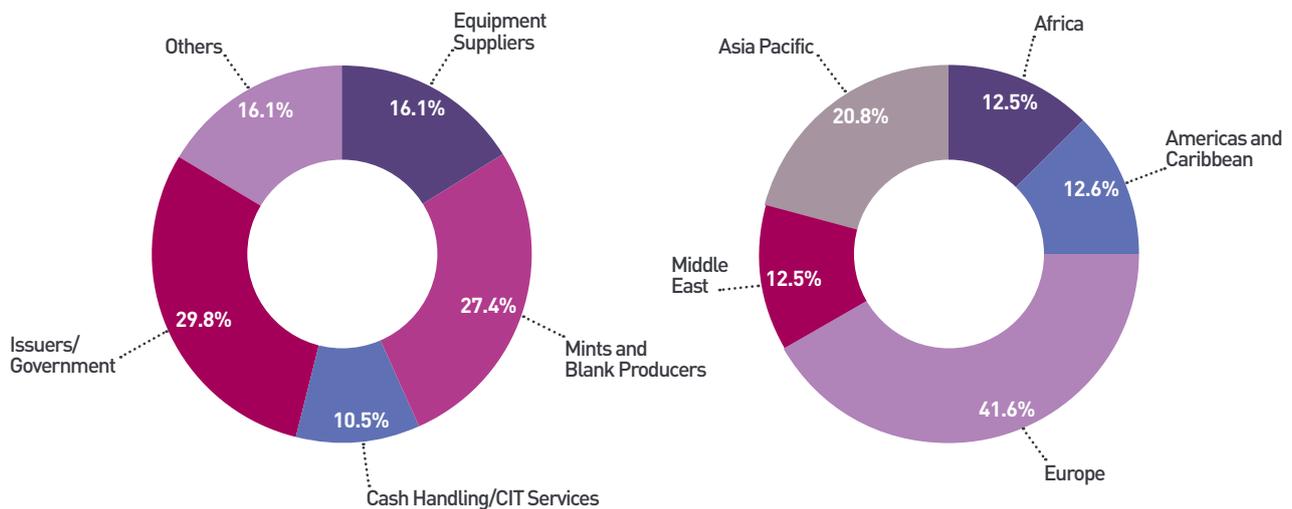
- Cash handling and CIT service providers
- Coin services
- Vending systems manufacturers and operators

## Specialist Suppliers

- Suppliers of coin production, handling and packaging equipment

# Who Attended in 2015

Over 230 delegates from more than 30 countries attended The Coin Conference which took place in Madrid in October 2015.



# 10 Reasons to Attend

- 1 Better understand the issues affecting coin production and management
- 2 Meet 250+ coin experts drawn from every part of the industry
- 3 Benefit from the experience of 30 international speakers
- 4 Explore the relative merits of different approaches to coin circulation
- 5 Discover new and practical ways to improve cash strategies
- 6 Join the debate with two panels of experts
- 7 Enhance your professional knowledge with our in-depth workshops
- 8 Learn about the latest innovations and new technologies
- 9 Ask leading mints, suppliers and service providers for their perspectives
- 10 Establish new contacts and expand your professional network

250+

international professionals

10

leading suppliers

30

industry presenters

## Trends, Issues and Challenges

### The Circulating Coin Market – An Update

Astrid Mitchell, *Currency News™*

### Circulating Coins in the US – Demand, Legislation, Research and Redemption

Jon Cameron, *US Mint*

### Euro Coins: Last Developments and Perspectives

Rüdiger Voss, *European Commission*

### The Core of Cash – Choice and Inclusion for All

Dieter Merkle, *International Currency Association*

## Coin Strategies Around the World

### Meeting Demand for Coin in India

SPMCIL (tbc)

### Strategies on Coin Acceptability and Usage in the Nigerian Economy

Central Bank of Nigeria

### Challenges and Benefits of Replacing Alloys with Plated Coins

National Bank of Macedonia

### Poland's New Circulating Coin Series

Mint of Poland

## Coin Recirculation and Recycling

### Mexico's Coin Recirculation Programme

Banco de Mexico

### The Importance of Coin Redemption and Recycling

Walter ter Rahe, *Scancoin*

### SARB's Coin Recirculation Project

South African Reserve Bank (tbc)

### Currency Changeovers and Decoining

Janis Blums, *Bank of Latvia* and Davorin Dragas, *M. One A.G*

## Security and Authentication

### True Security – The Tri-Material Coin

Peter Huber, *State Mint of Baden Wurttemberg*  
Günther Waadt, *Bavarian Mint*

### Progress and Advancements in Alloys for Coinage Applications

Vishal Argawal, *Jarden Zinc*

### Why do You Need a High Security, High Value Coin?

James Whitburn, *The Royal Mint*

## Driving Efficiencies in Management and Distribution

### Why Change Change? The Benefits, Risks and Practicalities of Coin Replacement

Ross Knight, *Vaultex*

### Re-engineering the Cash Cycle in France

Emmanuelle Politronacci, *Banque de France*

### Management of the Domestic Coin Cycle – Opportunities to Optimize the Cash Cycle Infrastructure

Jens Eberhardt, *Cash Infrastructure Projects and Services*

### Currency Reform in Pakistan and Restructuring of the Mint

Aftab Baloch, *Pakistan Federal Board of Revenue*



# Coin Supply and Specifications

## Guidelines on Coin Design, Fraud, Security Features and Quality Assurance

Dieter Merkle, *Schuler*

Klaus Meyer-Steffens, *CPI, European Vending Association*  
representing the *MDC Technical Committee*

## The Coin Registration Office and Technical Specifications for Circulating Coins

*Monnaie de Paris*

## What is Most Important in Corporate Social Responsibility?

*Mint of Finland*

# Public Engagement

## Public Education Programme for Coins in Swaziland

*Central Bank of Swaziland*

## Success of the Bahamas 5 Coin Painted Silver Numismatic Set

Derek Rolle, *Central Bank of the Bahamas*

## Coins Designed by The Public, for The Public

*Royal Canadian Mint*

## Commemorative Circulation Coins – Their Use to Celebrate Country Milestones and People

*South African Mint*

## Panel Discussion 1

### Coin Procurement for the 21st Century

There is no question that current minting capacity vastly outstrips demand. That, with advances in technology, mints need to invest to meet new requirements for coins that are secure, cost-effective and environmentally-friendly. And that, unlike banknotes, the production of most countries' circulating coins are still undertaken by state-owned domestic mints.

In this day and age, is this necessary – or even appropriate? Would the market be better served by a smaller number of better-equipped mints? And, faced with the above challenges, what is the future for the world's 50-odd mints anyway?

This panel discussion will examine the options – invest and upgrade, privatise, diversify, consolidate, or even close – with examples from around the world of countries that have taken those different routes, and why..

## Panel Discussion 2

### Coins and a Cashless Future

The debate about cash versus cashless, and whether cash has a major role to play – or indeed a role at all – in any future payments landscape, continues to rage. It has long been accepted that cashless payments predominate for higher value transactions, but what about the lower end, where coins face the threat of displacement by NFC-enabled cards and m-payments?

Combined with this, some central banks are actively pushing cashless – or at the very least less-cash payments, whilst others are seeking to place limits, and even drive out coins, in order to generate efficiencies and pave the way for e-alternatives

The cash industry, and wider sections of society, however, are beginning to fight back – pointing out the numerous benefits of cash and why its continuing existence is essential, albeit as part of a plural payments landscape.

This panel discussion will discuss the alternatives for lower value transactions, the arguments for and against cash, and how those in the coin and broader cash industry should be ensuring that it continues to play a part in any future payments system.



**30**  
international  
speakers



For the latest changes and additions to the programme,  
[www.thecoinconference.com](http://www.thecoinconference.com)

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Platinum



Mint of Finland Group is the leading coin manufacturer in the euro area and one of the world's largest exporters of coins. It designs, markets and manufactures metallic circulation coins, collector and special coins, coin sets and coin blanks. In addition, the company's supply includes services related to coins and coin blanks.

[www.mint.fi](http://www.mint.fi)



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[www.monnaiedeparis.fr](http://www.monnaiedeparis.fr)



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[www.mint.ca](http://www.mint.ca)



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The Royal Mint is the world's leading export mint, providing circulation coins and coin blanks for the UK and around 50 countries each year; consultancy regarding minting, technical and tooling services, cash cycle strategies, anti-counterfeiting and alloy recovery programmes; and medals, bullion and commemorative coins.

[www.royalmint.com/circulating](http://www.royalmint.com/circulating)

Gold



Its 22 enterprises and technical centre are specialised in banknote printing, minting, banknote paper making, machinery for banknote printing and minting, credit cards, high-purity gold and silver refining, printing of value-added fax invoices, negotiable securities, banking vouchers, high-level anti-counterfeiting certificates.

[www.cbpm.cn/home/en/index](http://www.cbpm.cn/home/en/index)



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

Silver



Freiberger EuroMetall GmbH is a privately-owned, fully independent company dedicated exclusively to the development and production of circulation coin blanks. The company supplies its products to governments, central banks and mints worldwide. Our products are used to securely produce high quality circulation coins of any type of base materials.

[freiberger-eurometall.de/en/index.html](http://freiberger-eurometall.de/en/index.html)



Gupta Metal Sheets Ltd, a flagship company of BMG GROUP, is primarily engaged in the manufacture of copper and copper alloy sheets, strips and foils in India. The company has been a regular supplier of various copper-nickel alloys strips / coils to various coin blank manufacturers / mints worldwide in bulk quantities.

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

Football



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[www.monea-coin-technology.sk](http://www.monea-coin-technology.sk)

# The MDC's Customer Task Force

## Pre-Conference Workshop 1:

Monday 23rd October | 9.00-12.00

At the last Coin Conference in Madrid, the workshop on 'Coins for Cash' examined key aspects of coins – among them attractiveness, innovation, public perception, security and trust – and 'balloted' participants, mainly central banks, on the relative importance of these both at the start and at the end of the workshop. Surprisingly, the voting before and after changed 180 degrees, demonstrating the lack of appreciation by coin producers on what the issuers actually want.

Hence the formation, by the MDC, of a Customer Task Force to gain a clear understanding of the key issues affecting the different stakeholders for coins, to share innovation and to remind stakeholders what coins are for.

This workshop – organised by Dieter Merkle of Schuler Group and also convenor of the MDC Taskforce – will take the work of Madrid to the next stage by defining the national authorities' priorities, which will be used to inform the taskforce's work so that it can ensure the coin community is meeting these priorities.

**This workshop is for central banks only, and is free of charge.**

# The Note/Coin Boundary

## Pre-Conference Workshop 2:

Monday 23rd October | 13.00-15.00

Whilst setting the coin/note boundary is generally straightforward at the low end or the high end of the denominational spectrum, the case for the middle denominations has never been more competitive.

Moreover, the only 'accepted' model of where this boundary should lie was devised by the banknote industry, so is hardly unbiased. And many countries don't even come close to following it anyway, resulting in a plethora of very low value banknotes, where the interests of the country would be much better served by replacing these with coins.

The mint industry has taken on the challenge of redefining this boundary, and some of the leading mints will take participants through the economics and related social issues of banknotes versus coins in circulation, the steps it is taking to offer an alternative model to the industry standard, and how issuers could benefit financially from a more balanced structure between paper and metal currency.

# How to Forecast Coin Demand

## Pre-Conference Workshop 3:

Monday 23rd October | 15.30-17.30

Forecasting demand for coins is notoriously difficult. Get it wrong, and banks will either be holding large (and expensive) stocks of unwanted coins, or there will be insufficient coins in circulation. But how to accurately forecast future demand, given that coins – unlike banknotes – rarely return from circulation and hence do not provide the key data that enables future demand to be assessed?,

This workshop will examine different models of coin forecasting from around the world, and the advantages and drawbacks of these models. It will also examine recirculation models, since this is an essential component of effective forecasting, enabling participants to both share with and learn from the experience of others on how to strike the right balance between supply and demand.

**The workshops are optional, and an additional fee is charged for participation. For more details, visit [www.thecoinconference.com](http://www.thecoinconference.com)**

**REGISTER ONLINE**

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



## Awards

The 2017 Excellence in Currency Awards, organised by the International Association of Currency Affairs (IACA) to promote and recognise excellence in currency issue, production, processing, management and distribution, will be presented during the conference. For more details, visit [www.thecoinconference.com](http://www.thecoinconference.com)

## Social and Networking Events

Four social events are included, providing the perfect opportunity to meet other delegates and make new contacts in an informal setting. On Monday 23 October, delegates will enjoy a welcome cocktail reception.

On Tuesday 24 October will be the conference dinner hosted by Mint of Poland (featuring a spectacular evening of Polish music and cuisine).

Sponsored by Monea, on Wednesday 25th October a 'Coin Football Match', will be played between the delegates. Spectators and players (of any skill level) are always welcome.

## Special Tour

On Thursday 26 October there will be two tours to the Mint of Poland Production Hall.

This is for central banks only. Further details on request. Numbers are limited so please book your place early to avoid disappointment.

# THE COIN CONFERENCE™

## Useful Information

### Registration

To be part of *The Coin Conference™* 2017, go to [www.thecoinconference.com](http://www.thecoinconference.com) to book online or contact the team at [info@thecoinconference.com](mailto:info@thecoinconference.com)

### Fees

€2,265

### Discounts and Concessions

#### Government Delegates

€1,135

#### Mint Delegates

€1,700

#### Currency News Subscribers

Currency News is the monthly newsletter for currency issuers, banknote printers and mints and the suppliers of specialist technologies, equipment and services.

Subscribers qualify for an additional 10% discount when registering for The Coin Conference. To become a subscriber, visit [www.currency-news.com](http://www.currency-news.com).

### Workshop Fees

One workshop: €250

Both workshops: €350

Fees do not include travel, visas, accommodation or accompanying spouse or social partner fees for the cocktails/reception.

### Travel and Accommodation

Delegates are responsible for arranging their own travel and accommodation. Details of special booking rates and how to make your hotel reservation can be found at [www.thecoinconference.com](http://www.thecoinconference.com)

*“The conference is very informative - the experience of other countries regarding coin circulation is a good reference, while discussions on emerging technologies in coin security is useful for countries contemplating changing their own coin series.”*

Bangko Sentral ng Pilipinas

### Venue

Our venue for The Coin Conference™ 2017 is the luxurious **Marriott Hotel**, well situated in the centre of Warsaw offering the perfect way to experience this vibrant location. Recently renovated, delegates can take advantage of the hotel's extensive facilities whilst also taking in the fantastic views of Warsaw's city centre.

### Here to Help

If you have any questions about the conference, contact the conference team:

**Rhiannon Lewis**, Conference Manager

Tel: +44 (0)1932 267 232

Fax: +44 (0)1932 780 790

Email: [info@thecoinconference.com](mailto:info@thecoinconference.com)

### Other Information

**Conference Language:** The conference will be conducted in English.

**Your Conference Organiser:** The event is organised by Currency Publications, a joint venture between Reconnaissance and Currency Research. In addition to publishing Currency News, we also produce a number of special reports, quarterly supplements and industry directories.

**Release:** The organisers accept no liability for personal injury or any loss of or damage to delegates' personal effects. We reserve the right to cancel, modify or postpone the event without prior notice and to refuse admission to any person (with payments refunded).

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