1. Valdo Kalm
Chairman of the Management Board, Port of Tallinn, Estonia

2. Bogdan Oldakowski
Secretary General, Baltic Ports Organization, Poland

3. Dr. Patrick Uyttendaele
None-Executive Director, Maritime & Transport Business Solutions (MTBS), The Netherlands

4. Dennis Kögeböhn
Partner, HPC Hamburg Port Consulting GmbH, Germany

5. Andrew Huxley
Regional Development Director, TT Club, United Kingdom

6. Martin Nommik
General Manager, Mann Lines, Estonia

7. Mart Melles
Managing Director, Katoen Natie, Estonia

8. Stephen Archer
Chief Executive Officer, AS Baltic Rail, Estonia

9. Dmitry Dubrovsky
Big Trucks Territory Manager – Eastern Europe, Hyster-Yale Group, United Kingdom

10. Patryk Felmet
Business Development Director, Gdansk Port, Poland

11. Ingo Meidinger
Sales Director, JadeWeserPort Wilhelmshaven, Germany

12. Piotr Nowak
Vice President, Port of Gdynia Authority, Poland

**KEY SPEAKERS..... PLUS MANY MORE!**

**HIGHLIGHTED TOPICS**

- Baltic Sea economy and trade focus – Discovering new business opportunities
- Container shipping industry trends and the impacts on ports and terminals in the Baltic region
- Shaping next generation port industry – Port development best practices and getting the best return on investments while creating trade opportunities
- Loss Prevention - Managing risks and reducing accidents in port operations
- Improving regional supply chain movement activities in addition to unlocking new business prospects available in the Baltic region and Europe
- Understanding current shipping trends in the Baltic Sea in unlocking potential new businesses
- Digitalisation in ports and the logistic chain - Improving operation efficiency in meeting customer needs and maintaining a competitive edge
- The Future of Containerisation - Technology innovations that improve process, performance efficiency, safety and productivity
- Efficiency in port operations and creating an efficient regional transport-transit hub in recognising the Baltic region as an important economic zone for surrounding countries

**Radisson Blu Hotel Olümpia, Tallinn, Estonia**
**Wednesday 27 to Friday 29 September 2017**
Dear Colleagues,

Baltic Sea Ports & Shipping 2017
Radisson Blu Hotel Olümpia, Tallinn, Estonia
Wednesday 27 to Friday 29 September 2017

Port of Tallinn is pleased to host the Baltic Sea Ports & Shipping 2017 exhibition and conference from Wednesday 27th to Friday 29th September 2017 at the Radisson Blu Hotel Olümpia, Tallinn, Estonia.

This event is proudly hosted by the Port of Tallinn. The Port of Tallinn is the biggest port authority in Estonia, which operates as an intermodal hub, handling passengers as well as multiple types of cargo. The company Port of Tallinn includes five harbours, none of which are actually named after Estonia’s capital. An umbrella organisation, Port of Tallinn consists of Old City Harbour, Muuga Harbour, Paldiski South Harbour, Paljassaare Harbour and Saaremaa Harbour. On average, these ports welcome 7000 ship calls annually of which 2000 are cargo vessels (bulkers, container ships, tankers, ro-ro vessels) and 5000 ferries and cruise liners. At the crossroads of the East and West and the North and South, Port of Tallinn offers delivery time access to 450 million people within 72 hours.

Port of Tallinn’s vision is to become one of the most modern ports in the Baltic Sea region. Modernity in this context means, for example, that in the future all operations connected to passengers and cargo clients would work very conveniently and function in a smooth and digitalized business environment. The goal is to develop Port of Tallinn to be a modern and innovative gateway to the city of Tallinn and to Estonia in general.

This two-day conference will feature 35 world class conference speakers addressing issues, challenges, solutions and innovations in port operations, shipping, supply chain and logistic strategies which will be attended by a gathering of more than 300 senior level executives such as CEOs, General Managers, harbour masters and terminal operators together with the region’s leading maritime consultants, shippers, cargo owners, importers/ exporters, shipping lines, freight forwarders, logistic companies, technology providers and service suppliers from countries throughout the Baltic Sea.

There will be commercial opportunities for exhibitors and sponsors to network directly with delegates at this biggest ports, shipping and transport logistics trade event in Tallinn.

We welcome you with warm hospitality to our beautiful city of Tallinn and to the biggest annual container port and terminal operations event in the Baltic Sea, taking place for the first time in Tallinn from Wednesday 27 to Friday 29 September 2017.

Mr. Valdo Kalm
Chairman of the Management Board
Port of Tallinn

PORT OF TALLINN
The Port of Good News
Companies wishing to maximise their profile at the Baltic Sea Ports & Shipping 2017 Estonia Exhibition and Conference will benefit from international publicity offered by sponsorship.

As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All international event advertising, direct mail and public relations
- The official Baltic Sea Ports & Shipping 2017 Estonia Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- 3 Free of Charge Conference Delegate Registrations worth €3,995

### Event Name Tag Lanyards

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants. Your company’s colour logo will be exclusively printed on the name tag in a highly visible format. Sponsorship is €6,695. **This does not include nametag sponsorship.**

### Event Name Tags

All event participants are given an identification name tag. Your company’s colour logo will be exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €6,695. **This does not include lanyard sponsorship.**

**Sponsored by TT CLUB**

### Event Website

Have your latest colour logo exclusively on the event homepage linking all event website viewers directly to your website for more information on your company’s products and services. Sponsorship is €5,295.

### Business Matchmaking Brand Sponsorship Platform

Business matchmaking is a great way of marketing your company to a captive audience. A Business Matchmaking Brand Sponsor has the opportunity to prebook their schedule of business to business meetings with target registered attendees in advance for the entire event. As a Business Matchmaking Brand Sponsor, your latest full colour corporate logo will be printed on the event website for the full duration of the event and you can choose the specific categories that you wish your company to be associated with. Sponsorship is €5,295.

### Conference and Exhibition Directional Signage

Have your latest corporate logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is €5,295.

### Corporate Banners

Have 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, outside the Conference hall and inside the Exhibition area. Sponsorship is €5,295 per 3 banners.

### Technical Site Visit (TSV) Transportation Sponsorship

The Technical Site Visit to leading local ports will be organised one (1) day before the event as part of the agenda for participating delegates. Sponsoring the TSV transportation is an excellent way of branding your company’s active participation in the local ports and terminal operations industry. The Sponsor is invited to say a few words of Welcome before the start of the TSV and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus, etc. Sponsorship is €5,295.

### Networking Welcome Reception — Wednesday 27 September 2017

The Networking Welcome Reception is first of two main evening social functions. All participants enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed social evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

### Conference Sessions Sponsorship

An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a topic related conference session. You are guaranteed of the full attention of this captive audience for up to 5 minutes plus an additional 5 minutes for a few words from the sponsor and time for questions and answers before the conference session commences. The cost of this commercial opportunity is €5,295 per Conference Session Sponsorship.

<table>
<thead>
<tr>
<th>Session 1</th>
<th>Session 2</th>
<th>Session 3</th>
<th>Session 4</th>
<th>Session 5</th>
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<tbody>
<tr>
<td><strong>Break 1</strong></td>
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<td><strong>Break 6</strong></td>
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<td><strong>Break 8</strong></td>
<td><strong>Break 9</strong></td>
<td><strong>Break 10</strong></td>
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### Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company’s colour logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. **Exclusive sponsorship of each Conference Delegate Refreshment break is €5,295.**

### Conference Delegates Lunches

Your company’s colour logo will be displayed as a Main Sponsor in the conference brochure distributed worldwide. Your company has the opportunity to display promotional literature and posters in the delegates’ dining room as well as words of welcome before the start of the lunch. **Exclusive lunch sponsorship per day is €6,695.**

**Thursday 28 September 2017**

**Friday 29 September 2017**

### Networking Welcome Dinner — Thursday 28 September 2017

The Networking Welcome Dinner is the social highlight of the event. All participants enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with wonderful local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

**Sponsored by MAFI**
EXHIBITION STAND PACKAGE

3 x 2 Square Metre Stands Include:

• A Guaranteed Speaker Place in The Concurrent Conference Programme
  For Companies That Book a Minimum of 5 Exhibitions in a Calendar Year
• Professional Standard Shell Scheme
• 1 Exhibition Table
• 2 Exhibition Chairs
• Exhibition Stand Lighting
• Electrical Power Point
• Exhibition Stand Carpet
• Exhibitor Name Panel
• WiFi Broadband Internet Access
• 3 Free of Charge Conference Delegate Registrations
• The Rate Per Exhibition Stand Package is €7,895
• There is a Registration And Administration Fee of €495
• There Are Multiple Events Booking Discounts

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Tel: +60 87 426 022
Fax: +60 87 426 223
Email: enquiries@transportevents.com
Wednesday 27 September 2017

TECHNICAL SITE VISIT

8am   Delegates’ registration at the lobby of the Radisson Blu Hotel Olümpia
9am   Departure from the Radisson Blu Hotel Olümpia to the Port of Tallinn
9 30am  Arrival at the Port of Tallinn for a presentation entitled: “Port of Tallinn - The largest port on shores of the Baltic Sea” located at the Muuga harbour office
10 30am  Site visit to the vessel traffic control centre and Muuga harbour area
11 30am  Site visit to Transiidikeskuse AS terminal including a presentation entitled - “Transiidikeskuse AS - A multifunctional terminal operator offering innovative and effective handling and software solutions”
12 15pm  Departure from Transiidikeskuse AS terminal back to Radisson Blu Hotel Olümpia
12 45pm  Arrival at the Radisson Blu Hotel Olümpia (approx.)

Thursday 28 September 2017

Opening Ceremony

8am   Conference delegate registration and refreshments served in the exhibition
9am   Organiser’s Remarks
Rory J. Boyle, Managing Director
Transport Events Management
Malaysia

9 05am  Ministerial Keynote Address
Her Excellency Kadri Simson, Minister of Economic Affairs and Infrastructure
Ministry of Economic Affairs and Communications
Estonia

9 20am        Welcome Address
Valdo Kalm, Chairman of the Management Board
Port of Tallinn
Estonia

9 30am    Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates’ refreshments sponsored by

SESSION 1  Sponsored by
Baltic Sea economy and trade focus — Discovering new business opportunities

10 30am  Chairperson’s Opening Remarks
Margus Vilman, Chief Commercial Officer
Port of Tallinn
Estonia

10 30am  Unlocking PPP port development in growing economies
Dr. Patrick Uyttendaele, Non-Executive Director
Maritime & Transport Business Solutions (MTBS)
The Netherlands

10 50am  Container shipping industry trends and the impacts on ports and terminals in the Baltic region
James Kyritsis, Consultant
Drewry Maritime Advisors
United Kingdom

11 10am  Current port market dynamics in the Baltics and tackling environmental challenges in maritime transport
Bogdan Oldakowski, Secretary General
Baltic Ports Organization
Poland

SESSION 2  Sponsored by
Shaping next generation port industry — Port development best practices and getting the best return on investments while creating trade opportunities

11 30am  Automation in Ports and Terminals - Best practices and their applicability to the Baltic Sea region
Dennis Kögebohn, Partner
HPC Hamburg Port Consulting GmbH
Germany

11 50am  Crossovers with the port: Port economic developments synergising into the city economy
Ariša Bakker, Partner
Stig B.V.
The Netherlands

12 10pm  Single Window solutions as the most advanced IT solutions for terminal operators
Peter Kludman, Project Manager
Cone Center
Estonia

12 30pm  Questions and answers followed by conference delegates networking lunch

SESSION 3  Sponsored by
Loss Prevention - Managing risks and reducing accidents in port operations

2pm   Cargo Integrity – Operational and legal issues that impact on container carriers, identifying changes in practice and regulation while providing guidance as to what steps may need to be considered
Andrew Huxley, Regional Development Director
TT Club
United Kingdom

SESSION 4  Improving regional supply chain movement activities in addition to unlocking new business prospects available in the Baltic region and Europe

2 20pm        High, heavy and project cargoes via Baltic ports
Tiit Arus, Chief Executive Officer and Board Member
CF&S Estonia AS
Estonia

2 40pm        Responding to current challenges, unlocking new businesses and enriching customer experience
Martin Nomnilk, General Manager
Mann Lines
Estonia

3pm        Smart logistics solutions and value added services by Katoen Natie
Mart Melles, Managing Director
Katoen Natie
Estonia

Supporting Trade Organisations
### SESSION 5

**Digitalisation in ports and the logistic chain - Improving operation efficiency in meeting customer needs and maintaining a competitive edge**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker/ Organisation</th>
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</thead>
<tbody>
<tr>
<td>4:40pm</td>
<td>Port of Tallinn: Going smart &amp; digital</td>
<td>Valdo Kalm, Chairman of the Management Board, Port of Tallinn, Estonia</td>
</tr>
<tr>
<td>5pm</td>
<td>Reducing total cost of ownership by using alternative power sources</td>
<td>Dmitry Dubrovsky, Big Trucks Territory Manager — Eastern Europe, Hyster-Yale Group, UK</td>
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<tr>
<td>5:20pm</td>
<td>Questions and answers followed by Chairperson’s closing remarks</td>
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<tr>
<td>7pm</td>
<td>Networking Welcome Dinner for all participants</td>
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</table>

**Friday 29 September 2017**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker/ Organisation</th>
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</thead>
<tbody>
<tr>
<td>8am</td>
<td>Conference delegate registration and refreshments served in the exhibition</td>
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<tr>
<td>9am</td>
<td>Digitalisation in ports and the logistic chain - Improving operation efficiency</td>
<td>Arènsk Bakker, Partner, Stig B.V., The Netherlands</td>
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<tr>
<td></td>
<td>in meeting customer needs and maintaining a competitive edge</td>
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<tr>
<td>9:25am</td>
<td>SmartLog blockchain logistics platform live testing in Port of Tallinn</td>
<td>Illimar Paul, Field Leader, SmartLog, Estonia</td>
</tr>
<tr>
<td>9:50am</td>
<td>How to increase performance efficiency out of your existing resources - Learn</td>
<td>Prof. Dr.-Ing. Holger Schuett, Managing Director, ISL Applications GmbH, Germany</td>
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<td>from the big ones</td>
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<tr>
<td>10:15pm</td>
<td>Questions and answers followed by conference delegates’ refreshments served</td>
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**SESSION 7**

**The Future of Containerisation - Technology innovations that improve process, performance efficiency, safety and productivity**

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<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker/ Organisation</th>
</tr>
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<tbody>
<tr>
<td>11:15am</td>
<td>Dust free bulk loading – Case studies that have adopted innovative system to</td>
<td>Frank van Lahrhaven, Senior Sales Manager, RAM Spreaders, The Netherlands</td>
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<td></td>
<td>stop dust pollution</td>
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**SESSION 8**

**Efficiency in port operations and creating an efficient regional transport-transit hub in recognising the Baltic region as an important economic zone for surrounding countries**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker/ Organisation</th>
</tr>
</thead>
<tbody>
<tr>
<td>11:55am</td>
<td>The customs benefits of Authorised Economic Operator certification for port</td>
<td>Dariusz Słobodziewski, President of Board, Szczecin and Swinoujscie Seaports Authority, Poland</td>
</tr>
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<td></td>
<td>operations</td>
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<td></td>
<td>The one belt one road initiative - The significant role of JadeWeserPort as a</td>
<td>Ingo Meidinger, Sales Director, JadeWeserPort Wilhelmshaven, Germany</td>
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<td></td>
<td>strategic connector for the Baltic</td>
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<td></td>
<td>Port of Gdansk as a Baltic Hub</td>
<td>Patryk Felmet, Business Development Director, Gdansk Port, Poland</td>
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<td></td>
<td>Developing a new transit-hub in Sillamäe, Estonia: A private landlord’s</td>
<td>Lauri Karp, Director, AS Silmet Group, Port of Sillamäe, Estonia</td>
</tr>
<tr>
<td></td>
<td>perspective</td>
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**SESSION 9**

**Efficiency in port operations and creating an efficient regional transport-transit hub in recognising the Baltic region as an important economic zone for surrounding countries**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker/ Organisation</th>
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<tbody>
<tr>
<td>2pm</td>
<td>Practical remarks on the implementation of the VBM concept in port authorities</td>
<td>Piotr Nowak, Vice President, Port of Gdynia Authority, Poland</td>
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<td></td>
<td>and its influence on the efficiency of port operations</td>
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<tr>
<td>3pm</td>
<td>Questions and answers followed by Chairperson’s closing remarks</td>
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**REGISTRATION INFORMATION**

To Participate in The Baltic Sea Ports & Shipping 2017 You Need to Register as a Conference Delegate or Exhibition Visitor

**CONFERENCE DELEGATE REGISTRATION**

Please Complete And Fax Back This Form or Register Online at www.transportevents.com

Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email to: alin@transportevents.com

Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Wednesday 27 September 2017. Registration For The Site Visit Will Not be

Conference Delegate Registration

I Wish to Attend The Networking Welcome Dinner on Thursday 28 September 2017.

Please Email to: +60 87 426 223 or Email to: alin@transportevents.com

Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax

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Exhibition Visitors Receive: Access to Exhibition Area Only

**INTERNATIONAL DELEGATE REGISTRATION**

- On or Before Monday 28 August 2017: The ‘Early Bird’ Conference Delegate Registration is €1,195
  - Save €100! Special Offer! - 3 Delegates For The Price of 2 in This Category! Save €195!
- From Tuesday 29 August 2017: The Regular Conference Delegate Registration is €1,295.
  - Special Offer! - 3 Delegates For The Price of 2 in This Category! Save €295!
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is €795.
  - Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is Free of Charge. By Emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration is €795
- No Delegate Registration Will be Accepted Without Full Payment
- No Payment Will be Accepted By Bank Transfer Within 7 Days Of The Dates Of The Event. In This Case, Payment Will Only be Accepted by Credit Card Online Or in Cash On Site At The Event Registration Desk.

**LOCAL DELEGATE REGISTRATION**

For Estonian Nationals, Citizens And Residents of Estonia, The Conference Delegate Registration is €595.

- On or Before Monday 28 August 2017: The ‘Early Bird’ Conference Delegate Registration is €495
- From Tuesday 29 August 2017: The Regular Conference Delegate Registration is €595
- Business/Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment
- No Payment Will be Accepted By Bank Transfer Within 7 Days Of The Dates Of The Event. In This Case, Payment Will Only be Accepted by Credit Card Online Or in Cash On Site At The Event Registration Desk.

**TERMS AND CONDITIONS**

- No Delegate Registrations Will be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt Of Your Registration Form And Full Payment, A Set Of Delegate Information Documents Will Be Emailed To You Including Your Proforma Invoice And, If Required, A Letter Of Invitation For Entry Visa Application
- No Refunds Will Be Given However, Substitutions Can Be Made At Any Time
- Delegates Will Not Be Admitted Unless Payment Has Been Received In Full
- Flights, Airport Transfers And Accommodation Are Not Included In Your Delegate Registration Fee
- This Event Programme Is Subject To Change Without Notice. E&O.E

I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Signed:

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**EXHIBITION VISITORS ONLY**

Registration to Visit The Trade Exhibition is Free of Charge And Should be Done During The Event On-Site at The Registration Desk

Display Opening Times are:

Thursday 28 September 2017 9am to 5pm
Friday 29 September 2017 9am to 3pm

**OFFICIAL HOTEL AND VENUE**

The Official Hotel is Radisson Blu Hotel Olümpia, Tallinn. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Radisson Blu Hotel Olümpia, Tallinn
Livoliis 33
Tallinn 10118
Estonia

Contact Person
Aire Rahuoja
Conference & Event Coordinator

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Fax: +372 631 5676
E-mail: estonia.events@radissonblu.com
Website: https://www.radissonblu.com/en/olumpiahotel-tallinn