For more Information or to Register
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Website: www.transportevents.com

13th ASEAN PORTS & SHIPPING
2015

JW Marriott, Jakarta, Indonesia
Wednesday 24 and Thursday 25 June 2015

For more Information or to Register
Tel. + 60 87 426 022    Fax. + 60 87 426 223    Email: enquiries@transportevents.com
Website: www.transportevents.com

Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies at only GBP595! Save GBP400!

- Technical Site Visit
- 70 International Exhibition Stands
- 30 International Conference Speakers
- 500 International Decision Makers
- Networking Welcome Reception
- Free Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs)
- Networking Welcome Reception
- 70 International Exhibition Stands
- 30 International Conference Speakers
- 500 International Decision Makers
- Networking Welcome Reception

HIGHLIGHTED TOPICS
- Indonesia’s maritime reform and opportunities for shipping and ports sector
- How ASEAN port operators respond to the changing global maritime trade trends
- Logistics and transportation trend in 2015 and beyond for ASEAN countries
- Public-private partnership (PPP) models for development of ports in Indonesia and the ASEAN region
- Financing of port infrastructure with export credit agency (ECA) coverage
- Feasibility of ports financing – Case studies from Indonesia
- Intra-Asia container trade challenges & opportunities
- Exploring regional opportunities for container and dry bulk market in the ASEAN
- Perspective of shippers: Drivers and barriers to port’s productivity and efficiency
- The impact of new shipping alliances on ASEAN ports
- Developing efficient and effective logistics network in ASEAN
- Intermodal Logistics Park for regional ASEAN trade: Opportunities & challenges
- Innovations in intermodal connectivity for ASEAN networks
- Ports overcapacity challenge: Container trade supply & demand’s perspective in ASEAN
- New ports development in Indonesia: New Priok case study
- ASEAN ports performance and benchmark for efficiency
- Proposed container and liquid/dry bulk gateway port in response to Manila port congestion and accessibility

FEATURED SPEAKERS.... PLUS MANY MORE!

- Benny Woenardi
  Managing Director, Cikarang Dry Port, Indonesia
- Jakob Friis Sorensen
  President Director, Maersk Indonesia, Indonesia
- Daniil J. Sunag
  Executive Vice President, PT Kamadoja Logistics, Indonesia
- Didier Bernard Rochas
  Vice President Shore Connection, Schneider Electric, Indonesia
- Anthonie Versluis
  Managing Partner - Malaysia & Head - Global Maritime Practice, Roland Berger Strategy Consultants, Malaysia
- Agung Kresno Sarwono
  Director of Engineering and Operation, Terminal Teluk Lamong, Indonesia
- Jens-Oliver Schuenzel
  Vice President, KfW IPEX-Bank GmbH, Germany
- Dr. Saut Gurning
  Director of Innovation and Venture Business Agency, Institut Teknologi Sepuluh Nopember (ITS) Surabaya, Indonesia

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Dear Industry Colleague,

13th ASEAN Ports and Shipping 2015 Indonesia Exhibition and Conference  
JW Marriot, Jakarta, Indonesia  
Wednesday 24 and Thursday 25 June 2015

Welcome to Jakarta,

On behalf of Indonesia Port Corporation I, II, III, and IV, we are delighted to announce that the 13th ASEAN Ports and Shipping 2015 will take place in Jakarta, Indonesia on Wednesday 24 and Thursday 25 June 2015.

ASEAN Ports and Shipping is the biggest annual Container Ports, Shipping and Transport Logistic Exhibition and Conference B2B trade event in South East Asia Region. This international maritime transportation gathering will promote Indonesia, regional shipping, and transport logistics to foreign investment and showcase Jakarta as cultural, business, tourism and conference destination.

A 2 days conference will feature 30 world-class business leaders who will analyze latest global transportation and logistics issues, attended by a gathering of 500 delegates from more than 25 countries consisting of senior executive decision makers from the world’s leading container shipping lines, shippers, cargo owners, importers/exporters, freight forwarders, logistics companies, ports, terminal operating companies, port equipment and services suppliers.

There will be a concurrent exhibition of 80 international companies and sponsors showcasing containerized transport related products and services. In this occasion, one day technical site visit will be arranged to view Indonesia world class leading and modern car terminal, The Tanjung Priok Car Terminal and a glimpse of the Indonesia mega project The New Priok Terminal.

We look forward to the prospect of welcoming you back to our beautiful city of Jakarta for what will be more rewarding and enjoyable two days International Exhibition and Conference trade event this year.

Sincerely yours,

DESSY EMASTARI P.  
Acting as Permanent Secretary  
PT. Pelabuhan Indonesia I, II, III, IV (PERSERO)
Companies wishing to maximise their profile at the 13th ASEAN Ports & Shipping 2015 Indonesia 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 13th ASEAN Ports & Shipping 2015 Indonesia 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 GBP 2,985

**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 length of the lanyard in a highly visible format. Sponsorship is GBP4,985. This does not include lanyard 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 GBP4,985. This does not include lanyard sponsorship.

**Event Website**
Have your latest full 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 GBP3,985.

**Brochure Distribution**
Have your latest corporate brochure distributed personally by our event staff at the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is GBP2,985.

**Conference and Exhibition Directional Signage**
Have your company’s latest full colour logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is GBP3,985.

**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 GBP3,985 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 GBP3,985.

**Networking Welcome Reception – Tuesday 23 June 2015**
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 sociable 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 GBP3,985 per Conference Session Sponsorship.

**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 GBP3,985.

**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 GBP4,985.

Wednesday 24 June 2015

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STAND ALLOCATION (updated on 16 / 06 / 2015)

17 ARCK Sensor
3 Bekaert
19 Bekaert
20 Bekaert
48 Bekaert
17 Bellmond Technologies
33 Bemo Rail BV
35 Bemo Rail BV
11 Bromma
54 Bromma
17 Brosa
31 Cikarang Dry Port
41 Gantrex Rail Systems
61 Gantrex Rail Systems
40 Gaussian Manugistique
39 Hydranov Services Pte Ltd
21 Hyster Asia Pacific
29 igus GmbH
34 Indonesia Port Corporation I
45 Indonesia Port Corporation II
50 Indonesia Port Corporation III
57 Indonesia Port Corporation IV
18 International Container Terminal Services Inc. (ICTSI)
15 Johor Port Authority
16 Johor Port Berhad
14 Konecranes
7 Kuantan Port Consortium Sdn. Bhd.
47 Kuantan Port Consortium Sdn. Bhd.
46 Liebherr
6 Malaysia’s Southern Gateways
15 Malaysia’s Southern Gateways
16 Malaysia’s Southern Gateways
23 PBI Materials Handling Limited
36 PBI Materials Handling Limited
53 Phoenix Terminal Solutions
6 Port of Tanjung Pelepas
17 Prysmian Group
8 PT. Indonesia Kendaraan Terminal
9 PT. Indonesia Kendaraan Terminal
42 PT. MHE-Demag Indonesia
5 RAM Spreaders
58 Schneider Electric
12 Shibata Industrial Co. Ltd.
22 SIBRE Siegerland Bremsen GmbH
49 Stemmann - Technik GmbH
51 Svendborg Brakes
52 Svendborg Brakes
27 Terex Port Solutions
24 Transas Marine
25 Transas Marine
55 Tsubaki Kabelschlepp GmbH
26 Westports Malaysia
59 Westports Malaysia
30 ZF Friedrichshafen AG

EXHIBITION BOOTH PACKAGE

3 x 2 Square Metre booths 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 Booth Lighting
- Electrical Power Point
- Exhibition Booth Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Booth Package is GBP5,985
- There is a Registration And Administration Fee of GBP395
- There are Multiple Events Booking Discounts

Please Visit: www.transportevents.com

TRANSPORT EVENTS
Transport Events Management Limited (Head Office)
Tel: + 60 87 426 022
Fax: + 60 87 426 223
Email: enquiries@transportevents.com
Tuesday 23 June 2015

TECHNICAL SITE VISIT

8am  Transport departs from the lobby of JW Marriott Hotel
10 30am  Arrive at Cikarang Dry Port for presentation and tour
11 30am  Depart to Port of Tanjung Priok
2pm  Arrive at PT Indonesia Kendaraan Terminal (IKT) for presentation and tour
2 45pm  Arrive at Jakarta International Container Terminal (JICT) for presentation and tour
3 30pm  Arrive at Terminal Petikemas Koja for presentation and tour
4 15pm  Depart for JW Marriott Hotel
6pm  Arrive at JW Marriott Hotel (approx.)

Wednesday 24 June 2015 Opening Ceremony

8am  Conference delegate registration. Refreshments served in the exhibition sponsored by

9am  Organiser’s Remarks
     Rory J. Doyle, Managing Director
     Transport Events Management
     Malaysia

9 05am  Welcome Address
     Bambang Eka Cahyana, President Director
     PT Pelabuhan Indonesia I (Persero)
     Indonesia

9 15am  Keynote Address
     His Excellency Ignasius Jonan, Minister of Transportation
     Ministry of Transportation
     Indonesia

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

SESSION 1  Sponsored by

ASEAN maritime trade, ports and logistics reforms: Opportunities, challenges and drivers

10 30am  Chairperson’s Opening Remarks
     Dr. Mark Yong, Director – Business Development
     BMT Asia Pacific
     Hong Kong

10 30am  Indonesia’s maritime reform and opportunities for shipping and ports sector
     Anthonie Versluis, Managing Partner - Malaysia & Head - Global Maritime Practice
     Roland Berger Strategy Consultants
     Malaysia

10 45am  Logistics and transportation trend in 2015 and beyond for ASEAN countries
     Samuel Sianturi, Senior Consultant, Transportation & Logistics Practice
     Frost & Sullivan
     Indonesia

11 30am  Critical commercial issues related to ports and shipping business in the era of Indonesia marine highway policy
     Dr. Saut Gurning, Director of Innovation and Venture Business Agency
     Institut Teknologi Sepuluh Nopember (ITS) Surabaya
     Indonesia

11am  How ASEAN port operators respond to the changing global maritime trade trends
     Dr. Simon Su, Director & Chief Economist
     BMT Asia Pacific
     Hong Kong

11 45am  Port development and growth trends in Indonesia
     Paul van Eulem, Managing Director
     Maritime & Transport Business Solutions
     The Netherlands

SESSION 2  Sponsored by

Ports infrastructure investment and financing potential in Indonesia and the ASEAN region

12pm  Financing of port infrastructure with ECA coverage
     Jens-Oliver Schuenzel, Vice President
     KfW IPEX-Bank GmbH
     Germany

12 15pm  Feasibility of ports financing – Case studies
     Daniel van Tuijil, Maritime Specialist
     The World Bank
     Indonesia

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

SESSION 3  Container trade and shipping trends in ASEAN – perspectives of shipping lines and shippers

2pm  Unleashing the growth potential of Indonesia’s shipping industry
     Jakob Friis Sorensen, President Director
     Maersk Line Indonesia
     Indonesia

2 20pm  Containerization of dry bulk increases port profitability
     Balan Velan, Managing Director
     Scorpio Engineering Pvt. Ltd.
     India

SESSION 4  Integrated supply chain and logistics management: Strategies for ASEAN

2 40pm  Intermodal connectivity through hub & spoke, expanding seaport reach to hinterland
     Benny Woenardi, Managing Director
     Cikarang Dry Port
     Indonesia

3pm  Questions and answers followed by conference delegates refreshments served in the exhibition

4pm  Ensuring efficiency in end to end supply chain – Indonesia’s perspective
     Danilo J. Sunga, Executive Vice President
     PT Kamadjaja Logistics
     Indonesia

4 15pm  Logistics solutions for efficient supply chain management in Indonesia’s private sector
     Jeffrey Bahar, Deputy Chief Executive Officer
     Spire Research and Consulting
     Indonesia

SESSION 5A  Sponsored by

Trends in marine terminal automation: Port handling equipment and solutions for ASEAN ports

4 30pm  Alternative maritime power systems
     Daed Hoffmann, International Sales Manager
     Steimmann-Technik
     The Netherlands

Supporting Media
SESSION 6  Sponsored by Schneider Electric
Sustainable and Green Ports: Key to promoting efficiency and productivity in ASEAN ports
12 30pm
Shore Connection: Building the green ASEAN ports
Didier Bernard Rochas - Vice President Shore Connection
Schneider Electric
Indonesia

12 45pm
Questions and answers followed by conference delegates networking lunch

SESSION 7  Sponsored by
Emerging trends and issues in new ports and infrastructure development in ASEAN
2pm
Best practices and lessons learnt from port expansions projects in Asia
Michael Coull, Technical Director, Ports and Marine
AECOM
Singapore

2 15pm
Engineering world-class ports
David Dudok van Heel, Technical Director & Project Manager
Maritime & Waterways
Royal HaskoningDHV
Indonesia

SESSION 8  Sponsored by
Strategic and operational best practices in ports & container terminals: ASEAN case studies
2 30pm
Strategic alliances to unlock the value of port and logistics in Sumatera
Saut Fransiswoyo Siagian, ST, Assistant Senior Manager, Business Planning
PT Pelabuhan Indonesia I (Persero)
Indonesia

2 45pm
Terminal Teluk Lamong: Indonesia’s first green container terminal
Agung Kresno Sarwono, Director of Engineering and Operation
Terminal Teluk Lamong
Indonesia

3pm
Alternative method of handling dry bulk cargo in Kuantan Port
Selvarajah A Nallapan, General Manager
Kuantan Port Consortium Sdn. Bhd.
Malaysia

3 15pm
Terminal productivity and performance in the ASEAN market - Operational KPIs/metrics terminals use to increase productivity in the current market climate
Johannes Leholm, Head of Pre-Sales Engineering – Asia Pacific
Navis
Singapore

3 30pm
Questions and answers followed by Chairperson's closing remarks and conference delegates refreshments served in the exhibition sponsored by
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

Method Of Payment (Indonesian Rupiah Only)

- For Indonesian Nationals, Citizens And Residents Only of Indonesia, The Conference Delegate Registration is IDR5,850,000
- 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 by cash on site at the event registration desk
- I Have Transferred IDR5,850,000 in GBP Equivalent Per Delegate to HSBC

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Electronic Deposits Must be Made Directly to HSBC.
Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid By The Sender.

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:

Dated:

Contact Details

Transport Events Management Limited (Head Office)
Tel. +60 87 426 022
Fax: +60 87 426 223
enquiries@transportevents.com

www.transportevents.com

The Official Hotel And Venue is JW Marriott Hotel Jakarta, Indonesia. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

JW Marriott Hotel Jakarta
Jl. DR Idi Anark Agung Gde Agung Kav. E.1.2 No. 1 & 2
Kawasan Mega Kuningan
Jakarta Selatan 12950
Indonesia

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Mob: +62 8 111 367 192
Fax: +62 2 157 988 956
E-mail: rizzy.wibowo@marriott.com
Website: www.marriott.com

EXHIBITION VISITORS ONLY

Free Registration For Visiting The Trade Exhibition Only, Should be Done During The Event On-Site at The Registration Desk
Exhibition Opening Times are:
Wednesday 24 May 2015 9am to 5pm
Thursday 25 May 2015 9am to 5pm

Official Charity

Oasis Africa Australia began in 2005 to support vulnerable and disadvantaged children. Since then they have educated over 8,000 children and currently have over 80 students from some of the worst affected slums currently studying under an Oasis Africa Secondary School and University scholarship each year.

Oasis Africa also partners in a farming project that supports a local slum-based Primary School who are achieving self-sustainability through the sale of their crops.

Website: www.oasisafrica.org.au

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