KEY SPEAKERS.... PLUS MANY MORE!

1. Christian Eddy Avellin
   Director General, Port of Toamasina (SPAT), Madagascar

2. Rachid Baho
   Chief Executive Officer, Madagascar International Container Terminal Services Limited (MICTSL), Madagascar

3. Philippe Murcia
   Founder, Ocean Company Consulting, Advisor, ENAC Group, Expert in Maritime Economics, UNECA (United Nations Economic Commission for Africa), Madagascar

4. Nishal Sooredoo
   Principal Consultant, Ocean Shipping Consultants, United Kingdom

5. Thierry Jeandet
   Business Development Manager, MSC Mediterranean Shipping Company S.A., Madagascar

6. Nacho Mendelow
   General Manager, Global Business Development Sub Saharan Africa, WiseTech Global, South Africa

7. Jean Frédéric Laurent
   Chief Executive Officer, Grand Port Maritime De La Réunion, Réunion

8. Leonel Muchanga
   Business Development Analyst, Cormonder de Moçambique, Mozambique

HIGHLIGHTED TOPICS

• Indian Ocean economic transformations and trade outlook for 2017: Opportunities and challenges from a regional and global perspective
• The Port of Toamasina and its future prospects
• Creating value for Eastern and Southern Africa ports: Roles of hinterland countries
• Strategic approach in increasing container handling capacity in Eastern Africa
• Port investment and expansion opportunities around the Indian Ocean region: Current developments and future plans of deep water expansions
• Discussing the concept of blue economy and improving the supply chain connectivity in today’s challenging economy
• Designing an efficient port logistics center for the development of regional maritime transportation
• Sustainable approach to technology in increasing terminal throughput and meeting trade demands in current economic scenarios
• Building regional alliances among ports and terminal operators in the Indian Ocean and Africa in improving hinterland connectivity

Hotel Carlton, Antananarivo, Madagascar
Wednesday 22 and Thursday 23 March 2017

Hosted By

UNESCO

Organised By

TRANSPORT EVENTS
Indian Ocean Ports and Logistics is the largest annual Container Ports, Shipping and Transport Logistics Exhibition and Conference on maritime trade and investment opportunities in the Indian Ocean islands region. Now, in its 11th successful year.

The 11th Indian Ocean Ports and Logistics 2017 Exhibition and Conference 2017 will take place in Madagascar at the luxurious 5 star Hotel Carlton in Antananarivo from Tuesday 21 to Thursday 23 March 2017. The event is hosted by the Port Authority of Toamasina (SPAT) and fully supported by Madagascar International Container Terminal Services Limited (MICTSL).

A two days Conference Programme will feature 30 world-class conference speakers addressing topical issues and challenges facing regional transportation and logistics attended by a gathering of 300 senior executive harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region’s leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the Indian Ocean and African Union.

There will be the opportunity for 35 exhibitors and sponsors to showcase latest products and services to the 300 senior executive decision makers at this prestigious market leading international maritime transport Exhibition and Conference in Madagascar in 2017.

We welcome and encourage your valued support and participation at what is the largest annual Container Ports, Shipping and Transport Logistics Exhibition and Conference on maritime trade and investment opportunities in the Indian Ocean islands region taking place in the beautiful Malagasy capital city of Madagascar from Tuesday 21 to Thursday 23 March 2017.

Yours sincerely,

LE DIRECTEUR GENERAL

AVELLIN Christian Eddy
Indian Ocean Ports and Logistics is the largest annual Container Ports, Shipping and Transport Logistics Exhibition and Conference on maritime trade and investment opportunities in the Indian Ocean islands region. Now, in its 11th successful year.

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Yours sincerely,

Rachid BAHO
CEO
MICTLS
SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 11th Indian Ocean Ports and Logistics 2017 Madagascar 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 11th Indian Ocean Ports and Logistics 2017 Madagascar 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 length of the lanyard in a highly visible format. Sponsorship is €6,695. This does not include name tag 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.

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 one of the most valuable and important benefits of event participation and enables delegates to prebook their schedule of business to business meetings with target registered attendees in advance for during the event. As a Business Matchmaking Brand Sponsor, your latest full colour corporate logo will be branded in a highly visible way online which is ideal for companies that wish to be associated with this IT platform. Sponsorship is €8,695.

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 €3,995.

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 €5,295.

Company 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 – Tuesday 21 March 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 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 €5,295 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 €5,295.

Break 1
Break 2
Break 3
Break 4
Break 5
Break 6

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.

Wednesday 22 March 2017
Thursday 23 March 2017

Networking Welcome Dinner – Wednesday 22 March 2017
The Networking Welcome Dinner is the social highlight of the event. All participants and spouses 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

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Sponsored by
**11th Indian Ocean Ports & Logistics 2017**

Hotel Carlton, Antananarivo, Madagascar

Wednesday 22 and Thursday 23 March 2017

**Official Hotel and Venue**

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### STAND ALLOCATION

(updated on 27 / 03 / 2017)

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<th>APMF - Agence Portuaire, Maritime et Fluviale</th>
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<td>Networking Welcome Dinner Sponsor</td>
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<td>14</td>
<td>Conference Delegates Refreshments and Lunches</td>
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### EXHIBITION BOOTH PACKAGE

3 x 2 Square Metre booths include:
- A Guaranteed Speaker Place in The Concurrent Conference Programme
- 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 €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

Please Visit: [www.transporteevents.com](http://www.transporteevents.com)

Follow us on:

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**Transport Events Management Limited**

Tel: +60 87 426 022
Fax: +60 87 426 223
Email: enquiries@transportevents.com
Tuesday 21 March 2017

TECHNICAL SITE VISIT

Any registered participants who wish to visit Madagascar International Container Terminal Services Limited (MICTSL) in Toamasina, please contact MICTSL directly to make the necessary arrangements for a private tour.

Contact Details for Technical Site Visit:
Mrs. Bija Rasoloniaina
Madagascar International Container Terminal Services Limited (MICTSL)
Tel: +261 20 533 5204
Mobile: +261 34 140 8180
Email: brasoloniaina@ictsi.mg

Please note that it will be necessary to fly domestic to Toamasina by Air Madagascar (one hour) at own cost.

7pm - 9pm Networking Welcome Reception for all participants at Le Toit De Tana (The top level of Hotel Carlton). Smart casual attire. Generously sponsored by

Wednesday 22 March 2017

Opening Ceremony

8am Conference delegate registration and refreshments served in the exhibition
9 30am Organiser’s Remarks
Rory J. Doyle, Managing Director
Transport Events Management
Malaysia

9 35am Opening Address
Rachid Baho, Chief Executive Officer
Madagascar International Container Terminal Services Limited (MICTSL)
Madagascar

9 40am Welcome Address
Christian Eddy Avellin, Director General
Port of Toamasina (SPAT)
Madagascar

9 45am Ministerial Keynote Address
His Excellency Andrianisoa Mamy Jean Jacques
Honourable Minister
Ministry of Public Security, Interim Minister of Transport and Meteorology
Madagascar

10am Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates' refreshments

SESSION 1  Sponsored by

Indian Ocean economic transformations and trade outlook for 2017: Opportunities and challenges from a regional and global perspective

11am Chairperson’s Opening Remarks
Jerome Sambalis, Former Minister of Trade and Supply
Madagascar

11am The Port of Toamasina and its future prospects
Christian Eddy Avellin, Director General
Port of Toamasina (SPAT)
Madagascar

11 30am Administering the port business of Madagascar and supporting the “supply of services” dimension to our customers
Col. Jean Hubert Zipa, Director General
Harbour Agency, Maritime and River of Madagascar (APMF)
Madagascar

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

SESSION 2  Sponsored by

Port investment and expansion opportunities around the Indian Ocean region: Current developments and future plans of deep water expansions

2pm Terminals as the key link in a logistic chain - Developing container terminal projects
Pascal Reyne, Owner and Manager
CTS Consulting
France

2 30pm Port investment opportunities in Madagascar
Nishal Sooredoo, Principal Consultant
Ocean Shipping Consultants
United Kingdom

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

Supporting Trade Organisations
SESSION 3  Sponsored by
Discussing the concept of blue economy and improving the supply chain connectivity in today's challenging economy

4pm  ENAC Group: Blue Economy & ports: A new communication concept
Philippe Murcia, Founder, Ocean Company Consulting, Advisor, ENAC Group, Expert in Maritime Economics
UNECA (United Nations Economic Commission for Africa)
Madagascar

4 30pm  Reviewing current shipping industry outlook in the Indian Ocean, meeting demands and maximising customer satisfaction
Thierry Jeandet, Business Development Manager
MSC Mediterranean Shipping Company S.A.
Madagascar

5pm  Questions and answers followed by Chairperson’s closing remarks

7 30pm - 10pm  Networking Welcome Dinner for all participants at Hotel Paon d’Or, Antananarivo. Transport will depart from the lobby of Hotel Carlton at 7 30pm sharp and will return back to the lobby of Hotel Carlton at approximately 10pm. Smart Casual Attire. Generously sponsored by

Thursday 23 March 2017

8am  Conference delegate registration and refreshments served in the exhibition

SESSION 4  Sponsored by
Sustainable approach to technology in increasing terminal throughput and meeting trade demands in current economic scenarios

9 30am  Chairperson’s Opening Remarks
Nishal Sooreedo, Principal Consultant
Ocean Shipping Consultants
United Kingdom

9 30am  Technological disruption along the supply chain and the next generation logistic execution system
Nacho Mendelow
General Manager, Global Business Development Sub Saharan Africa
WiseTech Global
South Africa

10am  Optimisation and integration for logistics resources of Indian Ocean ports
Sidong Long, General Manager Assistant
China Harbour Engineering Company
China

10 30am  Questions and answers followed by conference delegates’ refreshments served in the exhibition

SESSION 5  Building regional alliances among ports and terminal operators in the Indian Ocean and Africa in improving hinterland connectivity

11 30am  Key strategies in place by MICTSL to increase its container handling capacity in Madagascar
Rachid Baho, Director General
Madagascar International Container Terminal Services Limited
Madagascar

12pm  Maintaining high workforce standards in achieving Blue Economy objectives for Port Victoria
Colonel Andre Ciseau, Chief Executive Officer
Seychelles Ports Authority
Seychelles

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

SESSION 6  Building regional alliances among ports and terminal operators in the Indian Ocean and Africa in improving hinterland connectivity

2pm  Improving regional connectivity
Jean Frédéric Laurent, Chief Executive Officer
Grand Port Maritime De La Réunion
Réunion

2 30pm  Port of Beira’s development: Success stories and lessons learnt
Leonel Muchanga, Business Development Analyst
Cornelder de Moçambique
Mozambique

3pm  Questions and answers followed by Chairperson’s closing remarks followed by conference delegates refreshments served in the exhibition
**INTERNATIONAL DELEGATE REGISTRATION**

Payment in South African Rand Only Can be Paid Into
- **Account Name:** TRANSPORT EVENTS MANAGEMENT LIMITED
- **ZAR Account No.:** 121-011126-051
- **Bank Name:** HSBC Bank plc - Johannesburg Branch
- **Branch Code:** 587000
- **Swift Code:** HSBCZAJS

**Contact Person**
Onhily Ruzindamibison
• Responsible Commercial
• Tel: +261 20 22 240 60
• Fax: +261 20 22 240 51
• Email: onhily.ruzindamibison@carlton.mg
• Website: http://www.carlton-madagascar.com/en

**LOCAL DELEGATE REGISTRATION**

For Malagasy Nationals, Citizens and Residents of Madagascar, The Conference Delegate Registration is MGA1,200,000. ID required.

- 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.

**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:**

**COMPLETE AND RETURN YOUR REGISTRATION FORM TO:**

Transport Events Management Limited
Tel: +60 87 426 022
Fax: +60 87 426 223
emperii@s2networks.com

**OFFICIAL HOTEL AND VENUE**

The Official Hotel And Venue is Hotel Carlton Antananarivo, Madagascar. Exclusive Reduced Hotel Rates Will Be Made Available To All Registered Participants. Subject to Availability.

**Hotel Carlton Antananarivo**
Rue Pierre Stibbe Anosy - P.O. Box: 959
Antananarivo 101 - Madagascar

**Contact Person**
Onhily Ruzindamibison
• Responsible Commercial
• Tel: +261 20 22 240 60
• Fax: +261 20 22 240 51
• Email: onhily.ruzindamibison@carlton.mg

**WEBSITE:** http://www.carlton-madagascar.com/en