Thursday 23 and Friday 24 February 2017
The Peninsula Manila, The Philippines

Hosted By

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TRANSPORT EVENTS

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KEY SPEAKERS.... PLUS MANY MORE!
1. Jay Daniel R. Santiago
   General Manager, Philippine Ports Authority (PPA), The Philippines
2. Arthur P. Tugade
   Secretary, Department of Transportation, The Philippines
3. Romeo M. Montenegro
   Director for Investment Promotions and Public Affairs, Mindanao Development Authority (MINDA), The Philippines
4. Emma L. Susara
   Manager, Commercial Services Department, Philippine Ports Authority (PPA), The Philippines
5. Phillip Emmanuel
   Regional Director, TT Club Asia Pacific, Hong Kong
6. Truong Bui
   Project Manager, Roland Berger Strategy Consultants, Singapore
7. Tim Wickmann
   Chief Executive Officer, MCC Transport, Singapore
8. Daniel Ventanilla
   General Manager, NYK Line, The Philippines
9. Nestor Felicio
   President, Supply Chain Management Association of Philippines (SCMAP), The Philippines
10. Andrew Wood
    Executive Vice President, Asian Terminals Inc., The Philippines
11. Richard Barclay
    Chief Executive Officer, Manila North Harbour Port Inc., The Philippines
12. Atty. Annabel Pulvera-Page
    Head of Legal & Corporate Development, Oriental Port and Allied Services Corporation (OPASCOR), The Philippines
13. Reghis M. Romero II PhD
    Chairman and Chief Executive Officer, Harbour Centre Port Terminal Inc., The Philippines
14. Martin B. Dino
    Chairman & Administrator, Subic Bay Metropolitan Authority, The Philippines

HIGHLIGHTED TOPICS
- Economic & maritime trade outlook for the Philippines and the BIMP-EAGA Region
- Overview of BIMP-EAGA Ports Development and Outlook
- How Ports and Terminal Operators in Southeast Asia Respond to the Changing Global Market Trends
- Future Container Freight Demand in BIMP-EAGA Region
- The Maritime Agenda for the Philippines and the BIMP-EAGA Countries
- Outlook on Container Activities in BIMP-EAGA Region and the Impact on Ports Activities
- Shippers’ Perspectives: How Ports and Terminal Operators Can Improve Efficiency
- Opportunities and Challenges in Financing Infrastructure Development Projects in the Philippines and the BIMP-EAGA Region
- The Role of Technology and Solutions in Improving the Dynamic of Ports and Container Terminals Operation
- Avoiding bottlenecks by forecasting the coming terminal operation become pro-active
- Sustainable Port Initiatives and the Impact on Container Shipping Operations
- Improving Connectivity and Competition among BIMP-EAGA’s Ports
- Opportunities for New Ports Development in the Philippines and BIMP-EAGA Region

FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs)
18 October 2016

Dear Colleague,

To understand the substantial commercial opportunities currently presented in The Philippines, you are invited to participate in the biennial 9th Philippine Ports and Shipping 2017 — now in its 9th successful year - taking place on Thursday 23 and Friday 24 February 2017 at the luxurious 5 star The Peninsula Manila Hotel.

This event is the largest biennial Container Ports and Terminal Operations Exhibition and Conference B2B trade event in the BIMP EAGA (Brunei Indonesia Malaysia Philippines East ASEAN Growth Area) region and one of the largest throughout the ASEAN region.

This trade Exhibition and Conference is honoured to be endorsed by the Department of Transportation and hosted by the Philippine Ports Authority.

The event will be a two days gathering of 400 senior executive decision makers from the world’s leading regional container shippers, cargo owners, shipping lines, freight forwarders, logistics, port authorities, importers/exporters, terminal operating companies, railway operating companies, haulage companies, container terminal equipment and services suppliers operating throughout Australasia.

There will be an Exhibition of 50 international shipping lines, container ports, logistics companies, IT companies, container terminal equipment, services providers and event sponsors.

A two days concurrent Conference will feature 25 world-class conference speakers analysing latest global and regional transport and logistics issues facing shipping lines and cargo owners.

There were 350 participants from 23 countries at the last event in Manila in 2015.

We welcome you to our beautiful country rich in history and cultural diversity in what is one of the largest archipelagos in the World.

We encourage your participation and look forward to the pleasure of your valued company at the largest biennial Container Ports and Terminal Operations Exhibition and Conference in The Philippines taking place at the luxurious 5 star The Peninsula Manila on Thursday 23 and Friday 24 February 2017.

Yours sincerely,

JAY DANIEL R. SANTIAGO
General Manager

"By 2020, JPA shall have provided port services of global standards."

1. Provide reliable and responsive services in ports, sustain development of communities and the environment, and be a model corporate agency of the government.
2. Establish a mutually beneficial, equitable and fair relationship with partners and service providers.
3. Provide meaningful and gainful employment while creating a nurturing environment that promotes continuous learning and improvement.
4. Establish a world-class port operation that is globally competitive adding value to the country’s image and reputation.
Companies wishing to maximise their profile at the 9th Philippine Ports & Shipping 2017 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 9th Philippine Ports & Shipping 2017 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 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.

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**Event Website**

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**Conference and Exhibition Directional Signage**

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**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 – Wednesday 22 February 2017**

The Networking Welcome Reception is the 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.

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**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 €6,695.

**Brochure Distribution**

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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.

**Networking Welcome Dinner – Thursday 23 February 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
**STAND ALLOCATION** (updated on 17/02/2017)

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**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 €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

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**7 1-Stop Connections**
7. Alatas Hong Kong Ltd.
18. Asian Terminals Incorporated
19. Asian Terminals Incorporated
16. Bellmon Technologies
9. Bemo Rail BV
14. BOEING Material Handling Corporation
15. BOEING Material Handling Corporation
55. CAMCO Technologies
56. CAMCO Technologies
53. Caterpillar Heavy Equipment and Power Systems
31. Harbour Centre Port Terminal Inc.
32. Harbour Centre Port Terminal Inc.
54. Honeywell
36. Hyster Asia Pacific
48. igus GmbH
1. International Container Terminal Services, Inc. (ICTSI)
2. International Container Terminal Services, Inc. (ICTSI)
40. Johor Port Authority
40. Johor Port Berhad
14. Jungheinrich
15. Jungheinrich
35. Konecranes
40. Malaysia’s Southern Gateways
20. Manila North Harbour Port
21. Manila North Harbour Port
52. Mer Lion Metals Pte Ltd
53. Monark Equipment Corporation
3. Northport Malaysia
5. Northport Malaysia
25. Oriental Port and Allied Services Corporation (OPASCOR)
17. Philippine Ports Authority
47. PortCalls
3. Port Klang, Malaysia
5. Port Klang, Malaysia
40. Port of Tanjung Pelepas
16. Prysmian Group
14. SANY
15. SANY
8. ShibataFenderTeam
34. Sibre Brakes
54. SPL Tech
6. Stemmann-Technik GmbH
14. Stinis
15. Stinis
22. V.A. Crane Limited
3. Westports Malaysia
5. Westports Malaysia
38. Wuxi City Xinhua Lifting Equipment Co., Ltd

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Thursday 23 and Friday 24 February 2017
The Peninsula Manila, The Philippines

[9th PHILIPPINE PORTS AND SHIPPING 2017]

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Name Tags Sponsor
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Business Matchmaking Sponsor
Company Banners Sponsor
Conference Sessions Sponsors
Conference Delegates Lunch Sponsor
Conference Delegates Refreshment Sponsor
Networking Welcome Dinner Sponsor

EXHIBITION ENTRANCE

EXHIBITION ENTRANCE
Wednesday 22 February 2017
TECHNICAL SITE VISIT

9am  Depart from the Peninsula Manila Hotel
10am  Arrive at Manila North Harbour Port Inc. for presentation and tour
10 45am  Arrive at Manila International Container Terminal for presentation and tour
11 30am  Arrive at Asian Terminals Inc.
12 30pm  Presentation and light lunch kindly sponsored by
1 30pm  Depart to the Peninsula Manila Hotel
3pm  Arrive at the Peninsula Manila Hotel (approx.)

Thursday 23 February 2017
Opening Ceremony

8am  Conference delegate registration and refreshments served in the exhibition sponsored by

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

9 05am  Welcome Address
Jay Daniel R. Santiago, General Manager
Philippine Ports Authority (PPA)
The Philippines

9 15am  Keynote Address
Arthur P. Tugade, Secretary
Department of Transportation
The Philippines

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

SESSION 1  Sponsored by
Promoting BIMP-EAGA connectivity and maritime co-operation: The big picture

10 30am  Chairperson’s Opening Remarks
Mildred J. Padilla, Port Manager, Surigao Port
Philippine Ports Authority (PPA)
The Philippines

10 30am  Consolidation of liners and deployment of large vessels — What are the impacts on BIMP-EAGA transhipment potential?
Dr. Jonathan Beard, Head of Transportation & Logistics Asia
Arcadis
Hong Kong

10 50am  Reducing accidents and insurance claims for ports & terminals
Philip Emmanuel, Regional Director
TT Club Asia Pacific
Hong Kong

SESSION 2  Sponsored by
Ports expansion and modernization for East Asian Growth Area (EAGA): Gearing up for open trading

11 10am  The port industry in the Philippine perspective
Reghis M. Romero II PhD, Chairman and Chief Executive Officer
Harbour Centre Port Terminal Inc.
The Philippines

11 10am  Davao Sasa port modernization project: PPP Perspectives
Emma L. Susana, Manager, Commercial Services Department
Philippine Ports Authority (PPA)
The Philippines

11 30am  Latest port projects and development in BIMP-EAGA region: A look ahead to 2020
Truong Bui, Project Manager
Roland Berger Strategy Consultants
Singapore

12 10pm  Boosting sea connectivity of BIMP-EAGA region: MINDA’s perspectives
Romeo M. Montenegro, Director for Investment Promotions and Public Affairs
Mindanao Development Authority (MINDA)
The Philippines

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

SESSION 3  Sponsored by
Boosting container trade in BIMP — EAGA with transhipment hubs and efficient transport system

2pm  The role of technology and solutions in improving the dynamic of ports and container terminals operation
Michael Bouari, Chief Executive Officer
1-Stop Connections
Australia

2 20pm  IAS trade, cascading, challenges and opportunities between carrier and ports
Tim Wickmann, Chief Executive Officer
MCC Transport
Singapore

2 40pm  Shipper’s perspective — how ports and terminal operators can improve efficiency
Eric Leong, Executive Director
Mer Lion Metals Pte. Ltd.
Singapore

3pm  Strategies to reduce port congestions — shipping lines’ perspectives
Daniel Ventanilla, General Manager
NYK Line
The Philippines

3 20pm  Questions and answers followed by conference delegates’ refreshments served in the exhibition

SESSION 4A  Sponsored by
Automation revolution in container ports & terminals: How ready are BIMP EAGA ports?

4pm  The next generation of lifting
Kimmo Hyman, Director, Sales Support Port Cranes
Konecranes
Finland
Friday 24 February 2017

8am Conference delegate registration and refreshments served in the exhibition sponsored by

SESSION 4B Sponsored by

Automation revolution in container ports & terminals: How ready are BIMP EAGA ports?

9am Chairperson’s Opening Remarks
Bienvenido P. Basco, Director
Port Users Confederation (PUC)
The Philippines

9am Light and quick for heavy weights
Jens Göbel, Industry Manager Cranes & Material handling e-chainsystems®
Germany

9 20am Alternative marine power systems
Daiel Hoffmans, International Sales Manager
Stemmann-Technik GmbH
Germany

9 40am Innovative port solutions for improving trade growth
Brecht Thijs, Business Development
CAMCO Technologies
Belgium

10am How to get more out of your existing resources - Learn from the big ones
Prof. Dr. Ing. Holger Schuett, Managing Director
ISL Applications GmbH
Germany

10 20am Questions and answers followed by conference delegates’ refreshments served in the exhibition sponsored by

SESSION 5 Sponsored by

Towards Realising ASEAN Economic Integration — A Review on BIMP-EAGA Transport’s Models and Systems

11 20am Improving supply chain health and reducing bottlenecks in logistics: Industry’s perspectives
Nestor Felicio, President
Supply Chain Management Association of Philippines (SCMAP)
The Philippines

11 40am Optimization of terminal operations
Johannes Lehöl, Sales Engineer, APAC
Navis
Singapore

12pm Recommended procedures for the maintenance of marine fenders
Chris Millwood, General Manager
Shibata Fender Team
Australia

12 20pm Crane rail solution and special applications
Teun Druijf, Managing Director
Bemo Rail BV
The Netherlands

SESSION 6 Sponsored by

Container terminals planning & operations in BIMP-EAGA: Lastest best practices

Sustaining terminal efficiency at Manila South Harbor and the Batangas Port
Andrew Reed, Executive Vice President
Asian Terminals Inc.
The Philippines

Questions and answers followed by conference delegates networking lunch sponsored by

Chairperson’s Opening Remarks
Atty. Annabel Pulvera-Page, Head of Legal & Corporate Development
Oriental Port and Allied Services Corporation (OPASCOR)
The Philippines

Port congestion: The Cebu Port experience and challenges
Atty. Annabel Pulvera-Page, Head of Legal & Corporate Development
Oriental Port and Allied Services Corporation (OPASCOR)
The Philippines

Davao International Container Terminal: Setting up world-class port for Southern Mindanao’s economic growth
Bonifacio B. Licayan, Vice President
Davao International Container Terminal
The Philippines

CAT Lift Trucks
Albert Ventura, Team Leader — MCF Sales
Monark Equipment
The Philippines

Monark allied products
Niko Celestino, Machine Applications Engineer
Monark Equipment
The Philippines

Questions and answers followed by Chairperson’s closing remarks followed by conference delegates refreshments served in the exhibition sponsored by

Supporting Media
I Wish to Attend The Networking Welcome Dinner on Thursday 23 February 2017. Email To:
alin@transportevents.com

I Wish to Attend The Technical Site Visit on Wednesday 22 February 2017. Registration For The Site Visit
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 22 February 2017. Registration For The Site Visit Will Not be Accepted Without Receipt of A Black And White Copy of The ID Page of Your Passport or Local ID, Visa Copy If Available and Photo ID Proof/Company ID For Port Security Check In Advance. Please Email To: vist@transportevents.com

I Wish to Attend The Networking Welcome Dinner on Thursday 23 February 2017.

What Best Describes Your Industry Sector? (Please Tick One)
- Port Authority/Terminal Operator
- Inland Terminal Operator
- Stewarding
- Dredging
- Surveying/Civil Engineering
- Classification Society/Registry
- Maritime Consultancy/Analysis
- Shipping/liner Company
- Bankrupting Sales & Service
- Charter Operator

INTERNATIONAL DELEGATE REGISTRATION

- On or Before Sunday 22 January 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 €1,195!
- From Monday 23 January 2017: The Regular Conference Delegate Registration is €1,295. Special Offer! - 3 Delegates For The Price of 2 In This Category! Save €1,295!
- 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. Apply 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.

REGISTRATION INFORMATION

To Participate in The 9th Philippine Ports and Shipping 2017 You Need to Register as a Conference Delegate or Exhibition Visitor

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Business Matching Programme • Conference Refreshment Breaks And Lunches • Exhibition Access • Networking Welcome Dinner • All Conference Presentations • Official Colour Photographs From The Event

Exhibition Visitors Receive: Access to Exhibition Area Only

CONFERENCE DELEGATE REGISTRATION

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.

DATE: 
SIGNED:

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

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

EXHIBITION VISITORS ONLY

- The Official Hotel And Venue Is The Peninsula Manila, The Philippines. Exclusive Reduced Hotel Rates Will Be Made Available To All Registered Participants. Subject To Availability.
- The Peninsula Manila
- Corner Of Ayala and Makati Avenues
- 1226 Makati City
- Metro Manila, Philippines
- Contact Person
- Camille Abasolo
- Sales Coordinator, Sales and Marketing
- Tel: + 63 2 887 2888
- Fax: + 63 2 815 4825
- E-mail: camilleabasolo@peninsula.com
- Website: www.peninsula.com

OFFICIAL HOTEL AND VENUE

Transport Events Management Limited
Tel: + 60 87 426 0277
Fax: + 60 87 426 223
enquiries@transportevents.com
www.transportevents.com

Follow us on:

LOCAL DELEGATE REGISTRATION

- For Filipino Nationals, Citizens And Residents Only Of The Philippines, The Conference Delegate Registration is PHP22,500
- 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.

Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com
Follow The Instructions On Our Registration Page. The PHP Amount Will Be Converted To EUR During The Transaction Process At The Prevailing Rate

I Have Transferred PHP22,500 or £395 Per Delegate to Public Bank

Bank Transfer to:
Account Name: Transport Events Management Limited
Account Number: 10 - 20228365 - 051
Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA)
Agent Bank: Deutsche Bank AG, Frankfurt (Swift Code: DEUTDEFF)

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 87 426 223 or Email to: alin@transportevents.com

Electronic Deposits Must Be Made Directly to Public Bank.

I Have Transferred €1,295 / €1,195 / €795 (Circle Correct Amount) Per Delegate to Public Bank

CONFERENCE DELEGATE REGISTRATION

Please Quote Both Delegate And Company Name As Reference. Transmitting Bank Charges Must Be Paid By The Sender.

Bank Transfer to:
Account Name: Transport Events Management Limited
Account Number: 10 - 20228365 - 051
Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA)
Agent Bank: Deutsche Bank AG, Frankfurt (Swift Code: DEUTDEFF)

Please Quote Both Delegate And Company Name As Reference. Transmitting Bank Charges Must Be Paid By The Sender.

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