Girassol Indy Congress Hotel And Spa, Maputo, Mozambique
Thursday 22 and Friday 23 January 2015

Hosted By

1. Atulya Misra
   Chairman, Chennai Port Trust, India
2. Tanwar Prahlad
   Associate Director – Transport & Logistics, KPMG, India
3. Ennarasu Karunesan
   Chief Executive Officer & Director, DP World Chennai, India
4. Aashish Agarwal
   Director, Global Client Services, Control Risks, India
5. Srinath Manda
   Program Manager - Transportation & Logistics Practice, Middle East, North Africa & South Asia, India, Frost & Sullivan, India
6. Narasimha Rao
   Head of Shipping Vertical, CMC Limited, India
7. Devdatta Bose
   Group Sector Head – Ports and Harbours, TATA Consulting Engineers Limited, India
8. Capt. Shantanu Bhattacharya
   Head Inland Business – India South Region, APM Terminals Inland Services, India

HIGHLIGHTED TOPICS

1. Paulo Mata
   Port Authority Director, Maputo Port Development Company, Mozambique
2. Junaid Zamir
   Chief Executive Officer, DP World, Mozambique
3. Sean Rowan
   Commercial Executive: Terminals, Grindrod, South Africa
4. Henri Dupuis
   Business Development and Communication Head of Department, Grand Port Maritime De La Réunion, Réunion Island
5. Silvino Augusto José Moreno
   Chief Executive Officer, STEMA, Mozambique
6. Barbara Mommen
   Chief Executive Officer, Maputo Corridor Logistics Initiative, Mozambique
7. Johny Smith
   Chief Executive Officer, Walvis Bay Corridor Group, Namibia
8. Henner Rodenwoldt
   Division Manager - Maritime Cranes, Liebherr-Africa (Pty) Ltd, South Africa
9. Steve Wray
   Principal Consultant, Ocean Shipping Consultants (A company of Royal Haskoning DHV), United Kingdom
10. Elias Mwenya
    Head of Marketing, Business Development, Namport, Namibia

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

• Technical Site Visit • 50 International Exhibition Stands • 35 International Conference Speakers • 500 International Decision Makers • Networking Welcome Dinner • Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies at only GBP595! Save GBP400! • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •
9th INDIAN OCEAN PORTS AND LOGISTICS 2015

THURSDAY 22 AND FRIDAY 23 JANUARY 2015
MAPUTO, MOZAMBIQUE

Port Maputo is delighted to host the captioned event to be held in Mozambique on Thursday 22 and Friday 23 January 2015.

This international trade event for the Indian Ocean region will comprise both a two days world class trade exhibition and concurrent conference programme.

The conference will feature 30 world class speakers specialising in global logistics and transport that will be attended by more than 300 senior executives from the world’s leading shippers, cargo owners, shipping lines, freight forwarders, logistics providers, terminal operators, manufacturers and port equipment suppliers.

The concurrent two days trade exhibition provides a perfect commercial opportunity for 50 companies to exhibit latest products and services to at least 300 senior executive maritime industry decision makers from Europe, the Middle East, Africa and countries of the Indian Ocean region.

This international event is designed to promote transportation and logistics in the Indian Ocean region.

Your participation and support in continuing to make the eight biennial international event a great success will be much appreciated and good for our international maritime and logistics industry in the Indian Ocean region.

We look forward to welcoming you to beautiful Mozambique on Thursday 22 and Friday 23 January 2015 for what will be a most rewarding and memorable two days international Exhibition and Conference trade event and cultural experience.

Yours sincerely,
Companies wishing to maximise their profile at the 9th Indian Ocean Ports and Logistics 2015 Mozambique 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 Indian Ocean Ports and Logistics 2015 Mozambique 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 name tag sponsorship.

Sponsored by P&O Maritime

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.

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 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.

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 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.

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.

Session 1  Session 2  Session 3  Session 4  Session 5

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.

Break 1  Break 2  Break 3  Break 4  Break 5

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.

Thursday 22 January 2014  Sponsored by BancABC
Friday 23 January 2014  Sponsored by CMA CGM

Networking Welcome Dinner – Thursday 22 January 2015
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 Porto de Maputo
9TH INDIAN OCEAN PORTS & LOGISTICS 2015

Girassol Indy Congress Hotel And Spa, Maputo, Mozambique
Thursday 22 and Friday 23 January 2015

STAND ALLOCATION (updated on 26 / 01 / 2015)

6 ACTOM - FenderTeam AG
12 Advantech DLOG
56 BancABC
57 BancABC
8 Bromma
34 Bromma
2 CityMover
7 CMA CGM
23 CMA CGM
1 Cornelder de Moçambique
27 DP World Maputo
26 Grindrod
39 Grupo Lindley
40 Grupo Lindley
15 Hyster Europe
22 Kalmar

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 Worth GBP2,985
- The Rate Per Exhibition Booth Package Is GBP5,985

Exclusive Island Site Stand Special Offer

- There Are Five Exclusive 6 x 4 Square Metre Exclusive Island Site Exhibition Stands Reduced by 50% to Just GBP11,970. In Addition to All of The Above Benefits, 24 Square Metre Stands Include 12 Conference Delegate Registrations Worth GBP11,940!
- There is a Registration And Administration Fee of GBP395 Per Booth
- There Are Multiple Events Booking Discounts

Please Visit: www.transportevents.com

Transport Events Management Limited (Co. No. LL05879)
Level 1, Lot 7, Block F, Saguking Commercial Building, Jalan Patau-Patau, 87000 Labuan F. T., Malaysia
Tel : +60 87 426 022    Fax : +60 87 426 223
Wednesday 21 January 2015

TECHNICAL SITE VISIT

9am Transport departs from the Girassol Indy Congress Hotel and Spa lobby to Port of Maputo
9 20am Arrival at the Port of Maputo to board a tug boat for the site visit
9 30am Tour of the Matola port facilities
10am Tour of the main port facilities
10 30am Tour of the port channel viewing the city from the water
11am Tug boat returns to the berth
11 15am Networking refreshments on board the tug boat for all participants
12pm Transport departs from the Port of Maputo to Girassol Indy Congress Hotel and Spa
12 20pm Arrival at the Girassol Indy Congress Hotel and Spa lobby (approx.)

Thursday 22 January 2015 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
Osório Lucas, Chief Executive Officer
Maputo Port Development Company
Mozambique
9 10am VIP Keynote Address
His Excellency Carlos Mesquita, Minister of Transport and Communications
Ministry of Transport and Communications
Republic of Mozambique
9 20am Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments sponsored by

SESSION 1 Sponsored by
Indian Ocean trade: Forecasting economic growth, analysing trade forecasts and managing associated risk

10 20am Chairperson’s opening remarks
João Cuna, Human Resource Director
Maputo Port Development Company
Mozambique
10 20am PPP project prospects in the Indian Ocean
Frank Luisman, Director
Maritime & Transport Business Solutions (MTBS)
The Netherlands

SESSION 2 Sponsored by
Current developments, growth and way forward in port and terminal operations in Maputo

11 10am Addressing rapid growing business environments through port expansions
Paulo Mata, Port Authority Director
Maputo Port Development Company
Mozambique
11 35am The growth and transformation of Terminal de Carvão da Matola (TCM)
Sean Rowan, Commercial Executive: Terminals
Grindrod
South Africa
12pm DP World Maputo as a gateway to Southern Africa’s vast economic hinterland
Junaid Zamir, Chief Executive Officer
DP World
Mozambique
12 25pm Developing strategies in meeting rail and port sector challenges
Ilídio Matola, Director
Mozambique Ports and Railways (CFM)
Mozambique
12 50pm Questions and answers followed by conference delegates networking lunch sponsored by

SESSION 3 Sponsored by
Adapting to evolving maritime business environments through innovative human capital planning

2pm Embedding the human resource element in business strategy
Willie Coetsee, Senior Manager: Strategy
Transnet Port Terminals
South Africa

Supporting Media
SESSION 4 Sponsored by Lindley

Harmonising the supply chain cycle for improved trade facilitation in the region

2 30pm  Developing Namibia into a logistics Hub
Johny Smith, Chief Executive Officer
Walvis Bay Corridor Group
Namibia

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

4pm  The impact of landside logistics on port efficiencies. Lessons from the Maputo Corridor
Barbara Mommen, Chief Executive Officer
Maputo Corridor Logistics Initiative
Mozambique

4 30pm  Supply chain complexities: Holistic solutions to address constraints faced by shippers
Paula Cheary, Project Manager
LBH Africa
South Africa

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

6 30pm - 9pm  Networking Welcome Dinner for all participants and spouses at Restaurante Doca Rio at the Passenger Terminal of the Port of Maputo. Transport leaves from Girassol Indy Congress Hotel and Spa lobby at 6 30pm sharp and will return back to the Girassol Indy Congress Hotel and Spa lobby at approximately 9pm.
Smart Casual Attire. Generously sponsored by

Friday 23 January 2015

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

SESSION 5 Sponsored by Siemens

Increasing port productivity while reducing operational delays through infrastructure upgrades – When must you upgrade?

9am  Chairperson’s opening remarks
Barbara Mommen, Chief Executive Officer
Maputo Corridor Logistics Initiative
Mozambique

9am  SENNEBOGEN - Competence in ports, efficient bulk handling
Benjamin Blümel, Area Sales Manager Green Line
Sennebogen
Germany

9 25am  Smoothening the supply chain cycle with the right equipment
Luís Vasconcelos Dias, Managing Director
Lindley
Portugal

9 50am  Mobile harbour cranes in managing terminal operation requirements
Neil Clegg, General Manager Sales and Service
Terex Port Equipment
South Africa

10 15am  Questions and answers followed by conference delegates refreshments served in the exhibition

11 15am  Crane upgrades and services offering through Kalmar Care Concept
Anton Burchell, Managing Director
Kalmar
South Africa

11 40am  Technology, knowledge and customer service, a formula for increased productivity and higher equipment lifetime
Henner Rodenwoldt, Division Manager - Maritime Cranes
Liebherr-Africa (Pty) Ltd
South Africa

12 05pm  Low Cost Dust Free Bulk Export Systems - Case study
“An Australian dust free export system in environmentally conscious Australia that converted from a traditional dusty method to a containerised system resulting in zero material losses”
Ray Lee, Managing Director
Portside Solutions
Australia

12 30pm  Video presentation by

12 55pm  Questions and answers followed by conference delegates networking lunch sponsored by

SESSION 6 Ports, terminals and bulk operations - Looking into building regional alliance among operators in the Indian Ocean and Africa

2pm  Commitments and vision of becoming the leading port in Africa
Joshua Asanga, General Manager Monitoring
Nigerian Ports Authority
Nigeria

2 20pm  The mission of STEMA in national and international grain market
Silvino Augusto José Moreno, Chief Executive Officer
STEMA
Mozambique

2 40pm  Port Reunion, gateway to the Indian Ocean
Henri Dupuis, Business Development and Communication Head of Department
Grand Port Maritime De La Réunion
Réunion Island

3pm  Developing port infrastructure to strengthen hinterland connectivity
Elias Mwenyo, Head of Marketing, Business Development
Namport
Namibia

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

Supporting Trade Organisations
**REGISTRATION INFORMATION**

To Participate in The 9th Indian Ocean Ports and Logistics 2015 You Need to Register as a Conference Delegate  • Password Protected Online Conference Papers And Speakers Bios  • Conference Lunches And Refreshment Breaks  • Networking Welcome Dinner  • Official Colour Photographs From The Event.

**CONFERENCE DELEGATE REGISTRATION**

Please Complete And Fax 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 (SOUTH AFRICAN RAND)**

Payment in South African Rand Only Can be Paid Into Account name: TRANSPORT EVENTS MANAGEMENT LIMITED ZAR account no.: 121-011126-001 Bank Name HSBC : Johannesburg Branch Branch Code: SB7000 Swift Code: HSBCZAJJ Account Type: Current Address: 2 Exchange Square, BS Maude Street, Sandton, Sandton, 2196 South Africa

I Have Transferred ZAR18,000 (GBP995 - Full Rate) Per Delegate to HSBC
I Have Transferred ZAR16,500 (GBP895 - Early Bird) Per Delegate to HSBC
I Have Transferred ZAR11,000 (GBP595 - Concession) Per Delegate to HSBC

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

1) Electronic Deposits Must be Made Directly to HSBC.
2) For Deposits Via Any of The First National Bank Electronic Delivery Channel, Please Advise That Due to a Technical Limitation on FNB, Please Drop The First Character Of The Account Number reducing it to Eleven i.e 121 00XXXX 001 on FNB Would Need to be 21 00XXXX 001

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:

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

Transport Events Management Limited Level 1, Lot 7, Block F, Sagaking Commercial Building, Jalan Patuau-Patua, 87000 Labuan F. T., Malaysia
Tel. + 60 87 426 022 Fax: + 60 87 426 223 enquiries@transportevents.com

www.transportevents.com

The Official Hotel And Venue is the Girassol Indy Congress Hotel & Spa, Maputo, Mozambique. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Girassol Indy Congress Hotel & Spa Rue Mozambique Nongué - Nongué, R.1.373 - Sommerschield Maputo - Mozambique

Contact Person Luísa Abreu
Tel: +258 21 498 765 / 21 483 156 / 21 483 100 Fax: + 258 21 499 643 E-mail: girassolindihotel@visabeira.mz / luisabreu@visabeira.mz / reservasgirassol@visabeira.co.mz Website: http://www.girassolhotels.co.mz

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, to Booking Through Email, Please Contact kuleungiquiries@my.Qatarairways.com For The Attention of The Supervisor on Duty With Subject Matter: OS QR DC/KULX013. You May Also Contact Tel: +60 3 2118 6100 Fax: +60 3 2118 6002 or Visit www.qatarairways.com And Key in The Promo Code: MPMIPL15 (Valid to fly between 11 January 2015 to 2 February 2015)

**EXHIBITION VISITORS ONLY**

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

Exhibition Opening Times are:
Thursday 22 January 2015 9am to 5pm
Friday 23 January 2015 9am to 3pm