10TH INDIAN OCEAN PORTS & LOGISTICS 2016

SEM Nordev, Reunion Island
Thursday 28 and Friday 29 January 2016

Hosted By

Official Carrier

Free Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs)!

• Technical Site Visit
• 35 International Exhibition Stands
• 30 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!

HIGHLIGHTED TOPICS
• Climate-related risks to ports
• Transhipment Opportunities in Indian Ocean Container Trade
• The Impact of Increasing Vessels Size on Port Operations in Indian Ocean
• The Impact of Landside Logistics on Port Efficiencies: Lessons from Indian Ocean
• Dry bulk trends in the Indian Ocean and efficient Bulk Handling in Ports
• Mobile Harbour Cranes to Maximise Port Productivity and Efficiency
• Maritime Security in Indian Ocean: Opportunities and Challenges
• Port CCS, trade facilitation and IT applications in ports
• Containerization in tropical areas
• Managing Risks, safety and Security in Ports and Terminal Operations
• Automation in Port Handling Equipments: Safe and Green Solutions
• Key Considerations in New Ports Construction
• Optimizing empties on imbalanced container trades and inland logistics
• Financing ports and container terminals in the Indian Ocean
Reunion Island, 20th February 2015

10th Indian Ocean Ports and Logistics 2016
Reunion Island
Exhibition and Conference
Wednesday 27 to Friday 29 January 2016

Dear Industry Colleague,

Port Reunion is delighted to invite you to attend the 10th Indian Ocean Ports, and Logistics 2016 Exhibition and Conference taking place on the Indian Ocean island of Reunion from Wednesday 27 to Friday 29 January 2016.

A 2-day conference will feature 25 world-class business leaders who will analyse latest international transportation and logistics issues for the Indian Ocean region that will be attended by a gathering of 250 senior executive delegates from over 25 countries consisting of delegates from 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 30 international companies and sponsors showcasing state-of-the-art transport and logistics equipment and services.

We look forward to welcoming you to Reunion island for what will be a thoroughly rewarding and memorable international maritime transportation and logistics gathering from Wednesday 27 to Friday 29 January 2016.

Yours sincerely,

Jean Frédéric LAURENT
Chief Executive Officer
Companies wishing to maximise their profile at the 10th Indian Ocean Ports and Logistics 2016 Reunion 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 10th Indian Ocean Ports and Logistics 2016 Reunion 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 nametag 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 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 — Wednesday 27 January 2016**

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.

**Thursday 28 January 2016**

- **Break 1**
  - **LIEBHERR**
- **Break 2**
- **Break 3**
- **Break 4**
- **Break 5**
- **Break 6**

**Networking Welcome Dinner – Thursday 28 January 2016**

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**

- **SPONSORSHIP PROGRAMME**
**STAND ALLOCATION (updated on 21/01/2016)**

36  4SH
7   American Science & Engineering (AS&E)
21  Bollore Logistics
6   Bromma
49  Bromma
52  Coopérative Ouvrière Réunionnaise (LA COR)
54  Coopérative Ouvrière Réunionnaise (LA COR)
14  GMC Shipping
46  Haropa Ports
41  Groupement des Entrepreneurs de Manutention de Port-Reunion (GEM-PR)
2   RAM Spreaders
46  Haropa Ports
36  Infoport
5   Kalmar
37  Kenya Ports Authority
3   L'Etat en mer
8   Liebherr
14  Maersk
29  Mauritius Freeport Development (MFD)
30  Mauritius Freeport Development (MFD)
31  Mediterranean Shipping Company (MSC)
32  Mediterranean Shipping Company (MSC)
33  Madagascar International Container Terminal Services (MICTSL)
22  PIL Agent
35  Ports Association of Indian Ocean Island (A.P.I.O.I / P.A.I.O.I)
50  Port of Toamasina
51  Port of Toamasina
15  Port Reunion
16  Port Reunion
17  Port Reunion
18  Port Reunion
29  Port Reunion
30  Port Reunion
31  Port Reunion
14  Safmarine
22  SAGA Reunion
41  SGM Manutention
28  Siemens
45  Soletanche Bachy
31  SOMACOM
32  SOMACOM
30  SGM Manutention
5  S.P.A.T
51  S.P.A.T
9   Stemmann-Technik GmbH
13  Tantri Trailers
36  TLF Reunion
10  UMCL Port Services

**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](http://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
Wednesday 27 January 2016

TECHNICAL SITE VISIT

9am   Transport departs from Hotel Mercure Creolia Saint-Denis

9.30am   Arrive at Port Reunion for presentation and tour of the West and East Ports. The following facilities will be covered:
- Container Terminal
- Grain Terminal
- New pillars construction for the bridge linking capital Saint-Denis and Port Reunion

11.30am   Transport departs for Hotel Mercure Creolia Saint-Denis

12pm   Arrive at Hotel Mercure Creolia Saint-Denis for lunch generously sponsored by

3.30pm   Transport departs from Hotel Mercure Creolia Saint-Denis

4.30pm   Inauguration ceremony for the Port Reunion’s new container facilities

7pm   Transport departs for Hotel Mercure Creolia Saint-Denis

7.30pm   Arrive at Hotel Mercure Creolia Saint-Denis (approx.)

Thursday 28 January 2016 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
Olivier Hoarau, Chairman
Port Reunion
Reunion Island

9.15am   Keynote Address
Dominique Sorain, Reunion Island’s Prefect
Reunion Island

9.30am   Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments

SESSION 1   Sponsored by SIEMENS
Maritime trade outlook in the Indian Ocean for 2016 and beyond: Opportunities and challenges

10.30am   Chairperson’s Opening Remarks
Jean Frederic Laurent, Chief Executive Officer
Port Reunion
Reunion Island

10.30am   Container traffic at Indian Ocean Ports, 1994-2014
Professor Emeritus Jacques Charlier, Faculty of Science
Catholic University of Louvain
Belgium

10.50am   Transhipment in an age of mega-vessels and mega-alliances — can ports afford not to play the game?
Dr. Jonathan Beard, Vice President, Global Lead Ports & Logistics
ICF International
Hong Kong

11.10am   Transhipment opportunities in Indian Ocean container trade
Pascal Reyne, Owner and Manager
CTS Consulting
France

SESSION 2   Public-private partnerships for trade promotion and development in the Indian Ocean

11.50am   Challenges of major infrastructure projects reported to the Indian Ocean ports: Return on experiences
Nicolas Utter, Design Manager
Soletanche Bachy-Vinci Group
France

12.10pm   Key strategies for Madagascar to increase its container handling capacity
Rachid Baho, Managing Director
Madagascar International Container Terminal Services Ltd. (MICITSL)
Madagascar

12.30pm   Questions and answers followed by conference delegates networking lunch

SESSION 3   Sponsored by
Cultivating competitive maritime trade in the Indian Ocean

2pm   Transforming the customer experience in the container shipping industry
Matthieu Roger, Head of Trade & Overseas Territories
Maersk
France

2.20pm   Working with ports for a global and competitive shipping services
Jean-Michel Audiger, Director
Mediterranean Shipping Company
Reunion Island
Daniel Rigat, Director General
SOMACOM
Reunion Island

2.40pm   The impact of increasing vessels size and alliance on port operations in Indian Ocean
Nomita Devi Seebaluck, Manager, Port Operations at Mauritius Ports Authority
Chartered Institute of Logistics and Transport (CILT) Mauritius
Mauritius

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

SESSION 4  Sponsored by 
Optimizing trade route and logistics in the Indian Ocean islands

4pm  Tapping regional logistics corridor & free trade zones to promote trade growth in Indian Ocean islands
Jean-Alain Seerungen, Sales Manager
Mauritius Freeport Development
Mauritius

4 20pm  Port CCS, trade facilitation and IT application in ports
Hervé Marodon, President & Chairman
Infoport
Reunion Island

4 40pm  Scanning for port security, revenue generation and logistical efficiency
Paul Hollingshead, Regional Sales Director, Africa & Pakistan
American Science and Engineering, Inc
United Kingdom

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

7pm - 10pm  Networking Welcome Dinner for all participants at Village Bienvenue. Transport will depart from the Hotel Mercure Creolia Saint-Denis at 7pm sharp and will return back to the hotel at approximately 10pm. Smart Casual Attire. Generously sponsored by

Friday 29 January 2016

8am  Conference delegate registration and refreshments served in the exhibition

SESSION 5  Optimising bulk materials handling operations

9am  Chairperson’s Opening Remarks
Henri Dupuis, Director — Sales and Operations
Port Reunion
Reunion Island

9am  COR, a powerful tool at the service of ports development
Michel Seraphine, Special Adviser
COR
Reunion Island

9 20am  Global dry bulk trends in the Indian Ocean
Gilles Cossy, Chartering Manager
SETAF-SAGET
France

9 40am  Maximize productivity and availability
Luis Cabrita, Modular Automation of Crane Control
Siemens
Germany

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

SESSION 6  Sponsored by 
Innovation in port equipment and technology solutions

11am  Alternative marine power systems
Dietl Hofmanns, International Sales Manager
Siemen-Technik
Germany

11 20am  The latest technologies which boost cargo handling operation
Anthony Martin-Garin, Division Manager Maritime Cranes
Liebherr
France

11 40am  Kalmar a specialized company in Crane Upgrades
Eduardo Prat, Vice President Kalmar EMEA, South Europe, Middle East & Africa
Kalmar
Spain

12pm  Intelligent solutions for a sustainable logistic
Patrick Cassagnabere, Director
SOTRAM
Reunion Island

12 20pm  Questions and answers followed by conference delegates networking lunch

SESSION 7  Ports cooperation in the Indian Ocean Islands region

2pm  Chairperson’s Opening Remarks
Jean Frederic Laurent, Chief Executive Officer
Port Reunion
Reunion Island

2pm  PAIOI, The networking of the ports
Christian Eddy Avellin, Chief Executive Officer, Toamasina Autonomous Port (SPAT) & President, Ports Association of Indian Ocean Islands (PAIOI)
Madagascar

2 20pm  Successful ports cooperation models from HAROPA
Patrick Bret, Director — Commercial and Communication
HAROPA
France

2 40pm  Closing Address
Dominique Sorain, Reunion Island’s Prefect
Reunion Island

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

Supporting Media
**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
Branch Name: HSBC - Johannesburg Branch

Branch Code: 587000
Swift Code: HSBCZAJJ
Account Type: Current
Address: 2 Exchange Square, 85 Maude Street, Sandton, 2196 South Africa

1. I Have Transferred ZAR23,000 (GBP995 - Full Rate) Per Delegate to HSBC
2. I Have Transferred ZAR21,000 (GBP895 - Early Bird) Per Delegate to HSBC
3. I Have Transferred ZAR20,000 (GBP795 - 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.*

**METHOD OF PAYMENT**

**EUROPEAN EUROS**

Payment in European Euros Only Can be Paid Into

Account name: TRANSPORT EVENTS MANAGEMENT LIMITED
EUR account no.: 121-011126-001
Branch Name: HSBC - Frankfurt Branch

Branch Code: 587000
Swift Code: HSBCDEFF
Account Type: Current
Address: Leopoldstraße 8, 80337 Munich, Germany

1. I Have Transferred EUR230 (GBP995 - Full Rate) Per Delegate to HSBC
2. I Have Transferred EUR210 (GBP895 - Early Bird) Per Delegate to HSBC
3. I Have Transferred EUR200 (GBP795 - Concession) Per Delegate to HSBC

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*Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid By The Sender.*

**METHOD OF PAYMENT**

**US DOLLARS**

Payment in US Dollars Only Can be Paid Into

Account name: TRANSPORT EVENTS MANAGEMENT LIMITED
USD account no.: 121-011126-001
Branch Name: HSBC - New York Branch

Branch Code: 587000
Swift Code: HSBCUS33
Account Type: Current
Address: 11 Wall Street, New York, NY 10005, USA

1. I Have Transferred USD230 (GBP995 - Full Rate) Per Delegate to HSBC
2. I Have Transferred USD210 (GBP895 - Early Bird) Per Delegate to HSBC
3. I Have Transferred USD200 (GBP795 - Concession) Per Delegate to HSBC

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*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 Preference Invoice And, If Required, A Letter of Invitation For Entry 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
- No Flights, Airport Transfers And Accommodation Are Not Included in Your Delegate Registration Fee
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**CONTACT DETAILS**

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Fax: +60 87 426 223
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**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