

BIMP-EAGA 2004



Hosted By



In Association With



BRUNEI DARUSSALAM INDONESIA MALAYSIA THE PHILIPPINES-
EAST ASEAN BUSINESS COUNCIL (BIMP - EAGA)

Tuesday 30 and Wednesday 31 March 2004
Peninsula Manila Hotel, Manila, The Philippines
www.transportevents.com

- Setting The Scene in Globalisation – Structural Changes in World Economy and Implication on Trade – Asian Focus
- Gearing and Planning Role of Ports In The Future – Roadmap to Enhanced Efficiency
- Trends in Port and Shipping – Current Realities And Impact On Future Trends And Opportunities
- Value Added Services In The Logistics and Multimodal Chain – Trends And Growth Strategies
- Prospecting Opportunities Through IT – Key In Expanding And Sustaining Competitiveness
- **200 Conference Delegates**
- **25 Exhibitors and Event Sponsors**
- **Visit: www.transportevents.com**

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- ◆ ASEAN Ports Association
- ◆ BIMP-EAGA
- ◆ East ASEAN Business Council (BIMP-EABC)
- ◆ Brunei Freight Forwarders Association
- ◆ Federation of Transportation and Stevedoring Brunei Darussalam
- ◆ Indonesian Shipowners' Association

Supporting Organisations

- ◆ Malay Chamber of Commerce Malaysia
- ◆ Maritime Institute of Malaysia
- ◆ Mindanao Economic Development Council
- ◆ National Chamber of Commerce and Industry Brunei Darussalam
- ◆ Philippine Chamber of Commerce and Industry
- ◆ Subic Bay Metropolitan Authority

Supporting Media

- ◆ Borneo Bulletin
- ◆ BusinessWorld
- ◆ Containerisation International
- ◆ Indonesia Shipping Gazette
- ◆ Mindanao News and Information Cooperative Center
- ◆ Philippine Daily Inquirer
- ◆ PortCalls

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THE PENINSULA
MANILA



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E-Mail : pia_mo@phividecauthority.com.ph
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BRUNEI DARUSSALAM INDONESIA MALAYSIA THE PHILIPPINES-
EAST ASEAN BUSINESS COUNCIL (BIMP - EAGA)



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Cruz-Taal, C apistrano Streets,
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October 2003

2nd BIMP- EAGA 2004: The Philippines Exhibition and Conference

Hosted by Phividec Industrial Authority &
Cagayan de Oro Chamber of Commerce & Industry, Inc.
Tuesday 30 and Wednesday 31 March 2004
Peninsula Manila, Makati City, Metro Manila, Philippines

Dear Colleague:

The Phividec Industrial Authority and the Cagayan de Oro Chamber of Commerce and Industry take pleasure to host the above-mentioned event to be held in the dynamic city of Makati, Philippines in March 2004.

This conference and exhibition will provide an opportunity to articulate common issues involving development in the BIMP-EAGA region, as well as to showcase the investment opportunities of the four member countries - Brunei, Indonesia, Malaysia and the Philippines, specially of Mindanao.

Expected participants in this international event are foreign investors not only from the BIMP-EAGA Region but all over the world.

We look forward to meeting you in the Makati City on Tuesday 30 and Wednesday 31 March for what will be a most fruitful two-day international conference and exhibition.

Yours sincerely,

GABRIEL B. EVANGELISTA
Administrator, PHIVIDEC Industrial Authority &
Concurrent President, Cagayan de Oro Chamber of Commerce & Industry, Inc.

Tuesday 30 March 2004

7.30 am Conference Delegates' Registration and Refreshments
Sponsored by



9.15 am Conference and Exhibition Opening Ceremony

9.15 am Welcome Address

General Lisandro C. Abadia
Chairman
Phividec Industrial Authority, The Philippines

9.25 am Opening Remarks

Datuk Hj. Ahmad Ali bin Lope Abdul Aziz
Chairman
East ASEAN Business Council, Malaysia

9.45 am Keynote Address

The Honourable Leandro Mendoza
Secretary
Department of Transportation and Communications,
The Philippines

10.15 am Exhibition Opening Ceremony and Tour of Exhibits by
The Honourable Leandro Mendoza, Secretary, Department
of Transportation and Communications, The Philippines

Session 1 Setting The Scene in Globalisation – Structural Changes in World Economy and Implication on Trade – Asian Focus

10.45 am Chairman's Opening Remarks

Barry Cable
Director - Transport, Communications,
Tourism and Infrastructure Development Division
United Nations ESCAP, Thailand

10.50 am How Does BIMP-EAGA Fit Within The Context of AFTA
and The Overall Liberalisation of Trade?

Noordin Azhari
Director - Bureau of Economic Cooperation
Association of South East Asian Nations, Indonesia

11.15 am Mindanao Prospects and Opportunities

- Overview of Mindanao
- Key development strategies for Mindanao
- Recent developments and updates
- Prospects and existing opportunities

Eufemia (Femy) O. Calderon
Assistant Secretary and MEDCo Vice Chairman
Mindanao Economic Development Council,
The Philippines

January 8, 2004

Distinguished Colleagues,

2ND BIMP-EAGA 2004: THE PHILIPPINES EXHIBITION & CONFERENCE
Hosts: PHIVIDEC Industrial Authority (PIA) and Cagayan de Oro Chamber
of Commerce and Industry Foundation, Inc (Oro Chamber)
The Peninsula Manila Hotel, Makati City, Philippines
Tuesday 30 and Wednesday 31 March 2004

Following the success of the inaugural BIMP-EAGA 2002 Exhibition and Conference hosted by Malaysia, we will see the biennial **2ND BIMP - EAGA 2004: the Philippines Exhibition and Conference** hosted by the PHIVIDEC Industrial Authority and the Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc. taking place on Tuesday 30 and Wednesday 31 March 2004 at the Peninsula Manila Hotel Philippines.

This two-day conference will feature 25 world-class speakers to be attended by 200 senior executive delegates. The event will serve as an avenue for international companies and sponsors to showcase their latest product and services directly or e-on-one to the highly prestigious target audience.

The BIMP East ASEAN Business Council, as the private sector component of BIMP-EAGA, is delighted to continue its full support and endorsement to this important biennial Exhibition and Conference. I enjoy your participation through exhibiting or sending delegates to the conference.

We look forward to the pleasure of your company again for what will certainly be a compelling and valuable two-day event.

Very truly yours,

DATUK HAJI AHMAD ALI BIN LOPE ABDUL AZIZ
Chairman

BIMP - EAGC SECRETARIAT

Kenyaling PO, Box A243, 1st Floor, Lot 8645, Bangunan Ko-Perkasa, Jalan Simpang Tiga, 93300 Kuching, Sarawak, Malaysia.
Tel: 60-82-413887 Fax: 60-82-415887 Email: bimpeabc@tm.net.my http://www.eastASEANbiz.net

11.40 pm How M&A And Financing Trends Are Developing In
Today's Market

- How has world trade changed?
- What is the resulting impact on M&A and capital raising?
- What kind of growth is better, organic or acquisition growth?
- How has the market changed for funding?
- How can growth and funding become a competitive advantage?

Andrew F. Walters
Director, Head – Asia Pacific Transportation
Citigroup Global Markets Asia Limited, Hong Kong

12.05 pm Asian Economic Integration – Implications For
Maritime Transport

- Changes in economic structure – fact and fiction
- Trade and transport: complex interactions
- Restructuring of Asian shipping services
- Demands for ports and demands on ports
- So what happens next?

Steve Meyrick
Managing Director
Meyrick & Associates Pty. Ltd., Australia

12.35 pm Questions and Answers Followed by Conference
Delegates Lunch Sponsored by



Session 2 Gearing and Planning Role of Ports In The Future – Roadmap to Enhanced Efficiency

2.15 pm Sustainable Logistics Development Programme (SLDP)

- The creation of a grains highway
- RoRo ferry network
- Cool chain System

Vitaliano Nanagas
Chairman
Development Bank of the Philippines, The Philippines

2.45 pm Ship Building Opportunities For BIMP-EAGA

Agustin Bengzon
Undersecretary
Department of Transportation and Communications,
The Philippines

3.15 pm Role of Infrastructure Development in ADB Regional
Cooperation Strategy and Program in BIMP-EAGA.
Focus on Selection, Financing and Implementation
of Transport Projects

Patrick Giraud
Director, Southeast Asia Infrastructure Division
Asian Development Bank, The Philippines

3.45 pm Conference Delegates Refreshments Sponsored by



Session 3 Trends in Port and Shipping – Current Realities And Impact On Future Trends And Opportunities

4.30 pm Trends in Ports and Terminal and Relationships With Shipping Lines

*Richard D. Barclay
Chairman and President
Asian Terminals Incorporated, The Philippines*

5.00 pm How Ports Remain Ahead in a Highly Competitive World – How We Capitalise on Opportunities – Case study – Sabah Ports Sdn Bhd

*Hj. Ramli Abu Samah
Chief Operating Officer
Sabah Ports Sdn Bhd, Malaysia*

5.30 pm Questions and Answers followed by Chairman's Closing Remarks

5.45 pm Welcome Reception and Cultural Evening Sponsored by Phividec Industrial Authority and the Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc



Wednesday 31 March 2004

8.00 am Conference Delegates Registration and Refreshments Sponsored by



9.15 am Chairman's Opening Remarks

*Des Powell
Deputy Chairman
Port of Melbourne Corporation, Australia*

9.30 am Indonesian Ports Within a BIMP EAGA Regional Network

- Current links - Inter BIMP, Intra Indonesia
- Future proposals and possibilities (Batam, Bojonegoro, Manado, Kali Lamong)
- Issues – Customs, FTZ, Security

*David P. Montgomery
Vice President Director
Pt. Terminal Petikemas Surabaya, Indonesia*

10.00 am SCIPSI - Transforming The Makar Wharf Into A World-Class Terminal

- South Cotabato Integrated Port Services, Inc.'s (SCIPSI) transformation of the Makar Wharf in the port of Gen. Santos City into the premier trading gateway of southern Mindanao.
- The Makar Wharf, a multi-purpose terminal, is strategically located at the heart of the BIMP-EAGA Region and serves as the " backdoor " port of the Philippines
- In 1999, the entry of ICTSI and ATI in SCIPSI has prepared and geared Makar Wharf for brisk port activities with heavy trading in the BIMP-EAGA region for the past years.
- Public and private sectors note the improved productivity, port efficiency and service delivery in the terminal.
- In transforming the Makar Wharf into a productive and efficient port, SCIPSI focused on change management, human resources development, equipment and infrastructure, and information and communications technology.

*Rico T. Cruz
Business Development Manager – Asia Pacific Region
International Container Terminal Services, Inc.,
The Philippines*

10.30 am Conference Delegates Refreshments Sponsored by



Session 4 Value Added Services In The Logistics And Multimodal Chain – Trends And Growth Strategies

11.15 am Value Added Strategies and Tactics

- Industrial development as one focus of BIMP-EAGA
- Industrial estates as natural adjuncts to transport nodes
- Thinking beyond national borders: Intra-regional collaboration for mutual benefit

*Michael Bennett
Principal
Subic Bay Consultants, The Philippines*

11.45 pm Trends In Cargo Security - Reducing Potential Risks

- The present day threat scenario
- The ISPS Code & related issues
- Security Technology
- Impact on the shipping and logistics industry - costs & risks

*Captain Amar Hanspal
Head of Training and Consulting, Asia Pacific Region
ABS Consulting Inc., Singapore*

12.15 pm Australasia Trade Route - Benefits and Opportunities for BIMP-EAGA

*Garry Scanlan
Trade Development Manager
Darwin Port Corporation, Australia*

*John Parkes
General Manager - International Marketing
FreightLink Pty.Ltd., Australia*

12.45 pm Questions and Answers Followed by Conference Delegates Lunch Sponsored by



Northern Territory Government

2.00 pm Global Competitiveness of The Philippine Maritime Industry in The Brunei, Indonesia, Malaysia and Philippines East ASEAN Growth Area

- Introduction
- The Recent Developments in The BIMP-EAGA
- The Significant Contribution of The BIMP EAGA in The Philippine Maritime Industry
- Conclusions

*Atty. Oscar M. Sevilla
Marina Administrator
Maritime Industry Authority, The Philippines*

Session 5 Prospecting Opportunities through IT – Key in expanding and sustaining competitiveness

2.30 pm Making Processes Smarter And More Effective Through IT

- Information flows at ports & terminals
- The impact of IT systems
- Advantages and disadvantages of making or buying IT solutions

*Rudy Martens Ing/Lic.
Director
Cosmos, Belgium*

3.00 pm Integration of IT in the Supply Chain Management – Key Roles of IT – Capitalising on IT to Streamline Supply Chain Processes

- Impact of US security on shipper's supply chain management
- Collaboration and real-time supply chains
- Solution selection process - a practical guide to ROI, change management and integration
- Leveraging IT to support changing demands on logistics management. Recent changes in US security information requirements

*Jim Jones
Chief Executive Officer
Infrontier Limited, Hong Kong*

3.30 pm Questions and Answers followed by Chairman's Closing Remarks

3.45 pm Conference Delegates Refreshments Sponsored by



4.15 pm Exhibition and Conference Closure

REGISTRATION INFORMATION

Special Offer: If 2 or more delegates register from the same company at the full rate, a 3rd delegate from the same company is entitled to **Free of Charge** registration.

To participate in the **2nd BIMP EAGA 2004 The Philippines**, you need to register as a conference delegate. Delegate registration includes, participation in all conference sessions, a set of conference papers, welcome reception & cultural evening, lunches and refreshment breaks. The registration fee is:

2-Day International Delegate Rate US\$1195 (Full Rate)

1-Day International Delegate Rate US\$945

2-Day Philippines National Delegate Rate (ID required) US\$395 / PHP 21,995

METHOD OF PAYMENT

- 1) **Credit Card** - Secure Online Registration at www.transportevents.com or complete the Method of Payment and Fax Back Registration details on this page, together with your credit card details, and fax to: + 60 3 8023 3963.
- 2) **Telegraphic Transfer** - Complete the Fax Back Registration details on this page and fax to + 60 3 8023 3963. For TT payment, you **must** fax confirmation of the TT from your bank with this application.
- 3) **Cheque Payment** per delegate: US\$ Bankers Draft Only. For cheque payment, you must submit your cheque with this application by courier or postal mail.

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I attach a US\$ bankers draft US\$1195 / US\$945 / US\$395 per delegate

CANCELLATIONS

No refunds can be made. However, substitutions can be made at any time.

DISCLAIMER

The organiser reserves the right to change the contents of this brochure and speaker programme without notice. E&OE.

FAXBACK REGISTRATION

To register for the **2nd BIMP EAGA 2004 The Philippines**, please complete and return this form or register online at www.transportevents.com. If you wish to register multiple participants, please copy the form for each person and fax to: + 60 3 8023 3963

I wish to register for **2nd BIMP EAGA 2004 The Philippines**

Name: _____ 26/03/2004

Position: _____

Organisation: _____

Address: _____

Tel: _____

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Email: _____

I will not attend the **2nd BIMP EAGA 2004 The Philippines** but wish to purchase a set of conference papers after the event at a cost of US\$295 per set including DHL delivery. A set of papers will be delivered once payment is received. I require a printed set of papers / papers on CD ROM (Delete as applicable)

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

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OFFICIAL HOTEL AND VENUE

The Official Hotel and Venue is **The Peninsula Manila**. To receive discounted accommodation rates, please quote **2nd BIMP EAGA 2004 The Philippines**, when making your hotel reservation. Reservation can also be made on-line at www.peninsula.com

The Peninsula Manila
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Tel : + 63 2 887 2888
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Email : revn.tpm@peninsula.com

THE PENINSULA
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OFFICIAL AIRLINE

Philippine Airlines is the appointed Official Airline. Special negotiated market airfares are on offer to participants attending this event. For airfares, reservations or further information, please contact your nearest **Philippine Airlines** office and quote **2nd BIMP EAGA 2004 The Philippines** or visit www.philippineairlines.com. Please check if you need a Visitor's Visa to enter The Philippines with your local Philippines Embassy or High Commission.



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