

 Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies only GBP595 • Local Delegates Only SAR1800 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •

KEY SPEAKERS.... PLUS MANY MORE!

- Anthonie Versluis Head of Ports Practice, Managing Partner Malaysia, Roland Berger, Malaysia
- Reinout Polders Senior Consultant, Maritime & Transport Business Solutions (MTBS), The Netherlands
- **Julien Horn** Director, TT Club, United Arab Emirates
- lain Rawlinson Group Commercial Director, Gulftainer Group, United Arab Emirates
- Eduardo Prat Vice President Kalmar EMEA South Europe, Middle East & Africa, Kalmar, Spain
- Luca Abatello Chairman, LOG@SEA (Circle IB Network), Italy
- Hamdi Nadhrah Deputy Managing Director, Red Sea Gateway Terminal, Kingdom of Saudi Arabia
- Lluís París Commercial Manager, Port de Barcelona, Spain

HIGHLIGHTED TOPICS

- Current and future prospects for containerisation in Saudi Arabia
- Adapting to economic and currency fluctuations in global maritime trade activities
- A review on Saudi Arabia port operations and developments
- Developing efficient and effective logistics network in the Middle East region
- Innovations in intermodal connectivity for the Middle East region
- Logistics and transportation trends in the Middle East region
- New port projects: Overcoming bottlenecks and development challenges
- Ports infrastructure investment and financing trends in the Middle East region
- Improving operational intelligence through technology
- Strategic and operational best practices in ports & container terminals: Middle Eastcase studies

For more Information or to Register

Tel. + 60 87 426 022 Fax. + 60 87 426 223 Email: enquiries@transportevents.com

Website: www.transportevents.com

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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 12th Trans Middle East 2016 Saudi Arabia 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 12th Trans Middle East 2016 Saudi Arabia 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.

Sponsored by **navis**

Event Name Tags

All event participants are given an identification name tag. Your company's colour logo will be <u>exclusively</u> 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.**



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 — Tuesday 25 October 2016

This Networking Welcome Reception is the first of the 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.

Session 1







SIEMENS Session 4

Session 5





Session 7

Session 8

<u>Conference Delegates Refreshment Breaks</u>

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 **PHOENIX***

Break 2

Break 3

Break 4

Medi Telegraph

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 GBP4,985.

Wednesday 26 October 2016

Sponsored by

محطة بوابة البجر الأحمر RED SEA GATEWAY TERMINAL

Thursday 27 October 2016

<u>Networking Welcome Dinner – Wednesday 26 October 2016</u>

This Networking Welcome Dinner is the second of the 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.







Park Hyatt Jeddah – Marina, Club and Spa, Jeddah, Saudi Arabia Wednesday 26 and Thursday 27 October 2016

Hosted by Official Local Partner

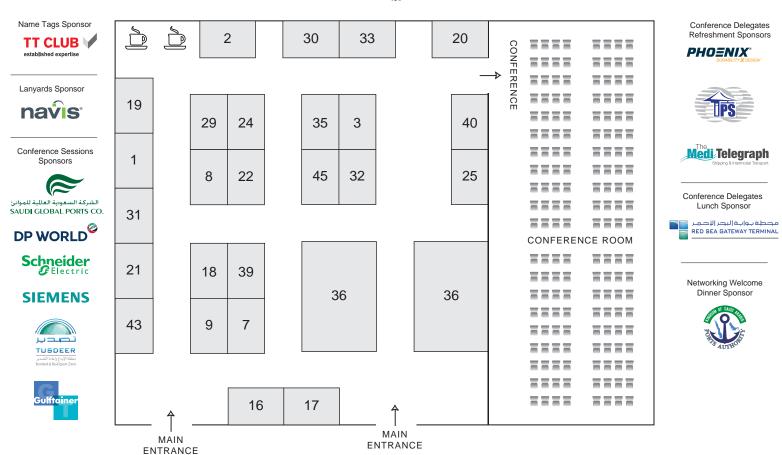




Official Hotel and Venue



Official Carrier



STAND ALLOCATION (updated on 31 / 10 / 2016)

3

Red Sea Gateway Terminal

Arab Academy for Maritime Studies

22	Arab Academy for Maritime Studies	3	Red Sea Galeway Terminal
21	DP World Jeddah	35	Red Sea Gateway Terminal
31	DP World Jeddah	25	Robban Assafina Magazine
1	Gulftainer GSCCO	36	Saudi Ports Authority
17	Houcon Cargo Systems B.V.	33	Schneider Electric
5	Hyster	30	SIBRE Brakes
2	Kalmar	19	Siemens
8	King Abdulaziz University	43	SMSA Express Transportation
39	Kranunion	9	Solvo
29	Log@Sea (Circle - IB Network)	16	Stinis Holland B.V.
17	MAFI Transport Systems	7	Tsubaki Kabelschlepp GmbH
18	Phoenix Terminal Solutions	32	Tusdeer
24	Port De Barcelona	45	Tusdeer
40	Port of Livorno	20	ZF Friedrichshafen AG

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
- Endibited Name Daniel
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Booth Package Is GBP5,985

Exclusive Island Site Stand Special Offer

- There is One Exclusive 6 x 4 Square Metre Exclusive Island Site Exhibition Stand Reduced by 52% to Just GBP11,970. In Addition to All of The Above Benefits, 25 Square Metre Stand Includes 12 Conference Delegate Registrations Worth GBP11,940!
- There is a Registration And Administration Fee of GBP395
- There are Multiple Events Booking Discounts

Please Visit: www.transportevents.com



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Tuesday 25 October 2016

TECHNICAL SITE VISIT

8am Delegates' registration at the lobby of the Park Hyatt Jeddah — Marina, Club and Spa

9am Departure from Park Hyatt Jeddah — Marina, Club and Spa

9 30am Arrival at Jeddah Islamic Port for registration (Port gate No. 2)

9 35am A visit to the customs checkpoint for presentation and viewing of the X-ray

10 15am Field trip on operating stations to view facilities and services provided by

the port

10 45am A visit to Saudi Trade & Export Development Co. 'Tusdeer' for a site tour

11 15am A visit to Red Sea Gateway Terminal for a site tour

11 45am Refreshments served at the maritime control tower

12 15pm Transport leaves back to Park Hyatt Jeddah — Marina, Club and Spa

12 45pm Arrival at Park Hyatt Jeddah — Marina, Club and Spa (approx.)

Wednesday 26 October 2016

Opening Ceremony

PHOENIX'

Conference delegate registration and refreshments served in the exhibition 8am

Recital of the Holy Quran 9am

9 05am Welcome Address

Musaad Al Drees, Chief Executive Officer

Saudi Ports Authority Kingdom of Saudi Arabia

9 10am Organiser's Remarks

Rory J. Doyle, Managing Director Transport Évents Management

Malaysia

9 15am **Keynote Address**

Dr. Nabeel Mohammed Al Amudi, President

Saudi Ports Authority Kingdom of Saudi Arabia

9 30am Exhibition opening ceremony and tour of the exhibition by the

VIP group followed by delegates' refreshments sponsored by



الشركة السعودية العالمية للموانئ SAUDI GLOBAL PORTS CO. SESSION 1 Sponsored by

Middle East market outlook — Where does it stand?

Looking into opportunities in container trade and discussing critical aspects of overcoming multiple economic challenges

in emerging economies

10 30am Chairperson's Opening Remarks

Jens Floe, Managing Director **Red Sea Gateway Terminal** Kinadom of Saudi Arabia

10 30am Promoting container trade growth in the Middle East through

infrastructure transformation

Anthonie Versluis, Head of Ports Practice, Managing Partner Malaysia

Roland Berger Malaysia



Critical Success Factors for Port PPP Projects in Emerging Markets 11am

Reinout Polders, Senior Consultant

Maritime & Transport Business Solutions (MTBS)

The Netherlands

Sponsored by **DP WORLD SESSION 2**

Loss Prevention - Managing risks and reducing accidents in

11 30am Contingency planning - Taking the right steps in reducing accidents

> within ports and terminals Julien Horn, Director

TT Club **United Arab Emirates**

SESSION 3

Schneider Belectric Sponsored by

Infrastructure build-ups: Latest project developments in the Middle East and the emerging opportunities for new

port projects/ upgrades

Latest projects and developments in IPS's Dammam container terminal 12pm

Santosa Muharam, Head of Commercial

International Ports Services Kinadom of Saudi Arabia

12 30pm Questions and answers followed by conference delegates

networking lunch sponsored by



Sponsored by **SIEMENS** SESSION 4

Key elements in technology automations — Leveraging

port operations

2pm Chairperson's Opening Remarks

Captain Haytham Chaaban, Chief Executive Officer

Robban Assafina Magazine

Lebanon

2pm Kalmar a specialised company in crane upgrades

Eduardo Prat, Vice President Kalmar EMEA South Europe, Middle

East & Africa Kalmar Spain

2 30pm Integration, interoperability and automation: Concrete opportunities of

terminal optimization and building International Fast Trade Lanes

Luca Abatello, Chairman LOG@SEA (Circle – IB Network)

Italy

Questions and answers followed by conference delegates' refreshments

served in the exhibition sponsored by

Medi Telegraph



3pm





















Improving trade growth through port modernisation and automation 4pm Falko Horsch, Segment Manager Cranes Siemens Germany 4 30pm Latest trends and automatization in forklift trucks Christian Schuster, Manager Hyster-Yale Group **United Kingdom** Questions and answers followed by Chairperson's closing remarks 5pm 8.30pm -Networking Welcome Dinner for all participants at Park Hyatt 10 30pm Jeddah — Marina, Club and Spa. Smart casual attire. Sponsored by SESSION 7 Trends in technological applications in logistics operations and maritime transport Thursday 27 October 2016 11 40am A system dynamics model for emergency logistics "Post-disaster - Jeddah, Saudi Arabia" Dr. Shougi Abusuliman, Assistant Professor Ports and Maritime Conference delegate registration and refreshments served in the 8am Transports Department, Faculty of Maritime Studies exhibition King Abdulaziz University Kingdom of Saudi Arabia SESSION 5 Sponsored by Technological advancements in mapping and tracking logistical 12pm operations using GIS and remote sensing Key elements in technology automations — Leveraging Dr. Rifaat Abdalla, Associate Professor and Head of Hydrographic port operations Surveying Department, Faculty of Maritime Studies King Abdulaziz University Kingdom of Saudi Arabia 9am Chairperson's Opening Remarks lain Rawlinson, Group Commercial Director 12 20pm Performance of GNSS-based precise positioning technique for the **Gulftainer Group** safety of maritime transport **United Arab Emirates** Dr. Mohammed El-Diasty, Assistant Professor, Hydrographic Surveying Department, Faculty of Maritime Studies King Abdulaziz University 9am Current innovations and solutions for effective port operation activities Kingdom of Saudi Arabia Matthieu Nadaud, Business Development Manager for Shore Connection Solutions for North of Africa and Middle East 12 40pm Questions and answers followed by conference delegates' Schneider Electric networking lunch France **SESSION 8** Developing strategic operational best practices in ports & container terminals in keeping up with challenging 9 20am Fuel and cost savings at the terminal economic demands Cornelius Witte, Key Account Manager ZF Friedrichshafen AG 2pm Chairperson's Opening Remarks Germany Captain Haytham Chaaban, Chief Executive Officer Robban Assafina Magazine 9 40am Modern energy guiding systems for port cranes Lebanon Peter Sebastian Pütz, Key Account Manager (Business Development) 2pm Setting a benchmark! Increasing existing port capacity volume and Tsubaki Kabelschlepp GmbH efficiency in operational handling Germany Hamdi Nadhrah, Deputy Managing Director Red Sea Gateway Terminal 10am Questions and answers followed by conference delegates' Kingdom of Saudi Arabia refreshments served in the exhibition 2 20pm Insights on improving port operations and ensuring a balanced economic growth lain Rawlinson, Group Commercial Director **Gulftainer Group**

SESSION 6 Sponsored by

> Key elements in technology automations — Leveraging port operations

11am Cost effective innovations for port operations

Daniel Pershin, Head of Marketing

Solvo Russia

11 20am Terminal efficiencies through XL — Engineering Kocks Ardelt - Tukan K

Sales Manager Middle East & Africa

Kranunion Germany

3 20pm

2 40pm

3pm





















United Arab Emirates

Port de Barcelona

gateway ports

Livorno Port Authority

Spain

Italy

Barcelona: New terminals, new strategies

rancesco Ghio, Research Department

Lluís París, Commercial Manager





Euro - Mediterranean trade: Infrastructures and innovation solutions for

Questions and answers followed by Chairperson's closing remarks

and conference delegates' refreshments served in the exhibition























REGISTRATION INFORMATION

To Participate in The 12th Trans Middle East 2016 You Need to Register as a Conference Delegate or Exhibition Visitor

Conference Delegates Receive: Discounted Air Fares • Competitive Hotel Rates • Technical Site Visit

- Business Matchmaking Service 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 Only

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 Tuesday 25 October 2016. 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: ajay@transportevents.com
- I Wish to Attend The Networking Welcome Dinner on Wednesday 26 October 2016

	9
	31 / 10 / 2016
<u>Job Title:</u>	
Company Name:	
Address:	
Tel:	
Email:	
Website:	
What Best Describes Your Industr	y Sector? (Please Tick One)
☐ Port Authority/Terminal Operator	☐ Ship Owning and Operating Service
☐ Inland Terminal Operator	☐ Freight Forwarder/Third Party Logistics Provider (3PL)
☐ Stevedoring	☐ Road/Rail Operation
□ Dredging	☐ Shipper/Beneficial Cargo Owner (BCO)
☐ Surveying/Civil Engineering	☐ Association/Government Agency
☐ Classification Society/Registry	☐ Finance/Insurance P&I/Banking/Legal Services
	☐ Equipment Manufacturer/Service Supplier
☐ Shipping/Liner Company	☐ IT Systems/Hardware
☐ Bunkering Sales & Service	☐ Other

INTERNATIONAL DELEGATE REGISTRATION

- On or Before Monday 26 September 2016: The 'Early Bird' Conference Delegate Registration is GBP895 - Save GBP100! Special Offer! - 3 Delegates For The Price of 2 in This Category! Save GBP895!
- From Tuesday 27 September 2016: The Regular Conference Delegate Registration is GBP995. Special Offer! -3 Delegates For The Price of 2 in This Category! Save GBP995!
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is GBP595.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 GBP595
- 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 by 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
- Telegraphic Transfer Complete The Registration Details on This Page And Fax to + 60 87 426 223 or Email to: alin@transportevents.com For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. Transmitting Bank Charges Must be Paid by The Sender.
- I Have Transferred GBP995 / GBP895 / GBP595 (Girde Correct Amount) Per Delegate to Public Bank

*Bank Transfer to:

■ Barge Operation

Account Name: Transport Events Management Limited

Account Number: 10 - 20228365 - 050

Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA) Agent Bank: Bardays Bank PLC, London (Swift Code: BARCGB22)

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

LOCAL DELEGATE REGISTRATION

- For Saudi Arabia Nationals, Citizens And Residents of Saudi Arabia, The Conference Delegate Registration is SAR1800
- 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 by 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 SAR Amount Will be Converted to GBP During The Transaction Process at The Prevailing Rate
- I Have Transferred SAR1800 Equivalent to GBP300 Per Delegate to Public Bank

*Bank Transfer to:

Account Name: Transport Events Management Limited

Account Number: 10 - 20228365 - 050

Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA) Agent Bank: Bardays Bank PLC, London (Swift Code: BARCGB22)

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

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
- 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: Dated:

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Management Limited (Head Office)

Tel. + 60 87 426 022 Fax. + 60 87 426 223 enquiries@transportevents.com

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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 Opening Times are: Wednesday 26 October 2016

9am to 5pm Thursday 27 October 2016 9am to 3pm

OFFICIAL CARRIER

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, Please visit www.qatarairways.com And Key in The Promo Code: JEDTMĚJ16 to Book Önliné. (Discount up to 25% for flights to Jeddah, Saudi Arabia between 6 November 2015 to 27 October 2016). Travel Period From 15 October 2016 to 6 November 2016.



OFFICIAL HOTEL

The Official Hotel And Venue is **Park Hyatt Jeddah — Marina, Club and Spa, Jeddah, Saudi Arabia**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Park Hyatt Jeddah — Marina, Club And Spa Al Hamra District, Southern Corniche, P.O. Box 5863 Jeddah, Kingdom of Saudi Arabia, 21432

ARK HYATT JEDDAH

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