

TECHNICAL
SITE VISIT

NETWORKING
RECEPTION

INTERNATIONAL
EXHIBITION

INTERNATIONAL
CONFERENCE

300
CONFERENCE
DELEGATES

LOCAL
DELEGATES
DISCOUNT

Associate Member



PEMA

ICHCA
INTERNATIONAL

Follow us on:

LinkedIn



facebook



TRANS MIDDLE EAST 2023

Mövenpick Grand Al Bustan Dubai, United Arab Emirates
Tuesday 24 to Thursday 26 January 2023



Trans Middle East 2023 continues to be the Biggest Annual Ports, Shipping and Transport Logistics Exhibition and Conference in the GCC Region



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



MEET THE SPEAKERS



Tiemen Meester
Group Chief Operating Officer, Ports & Terminals, DP World, United Arab Emirates

Tiemen Meester is Group COO Ports & Terminals for DP World, with 30 years of experience in the container transportation industries. Prior to joining DP World in 2017 as CEO for the Americas region, Tiemen served as Senior Vice President of Business Implementation of APM Terminals for A.P. Moller-Maersk, where he was a member of APM Terminals' management board and responsible for new businesses including greenfield, brownfield and mergers and acquisitions. He also held the position of Vice President, Head of Human Resources with APM Terminals, and was responsible for a wide range of global human resource functional activities including performance and talent management. Prior positions also included Vice President, Chief Commercial Officer, and CEO and board member for Salalah Port, Oman. Tiemen graduated from Maritime Institute "De Ruyter," Vlissingen, The Netherlands in 1987 as Merchant Naval Officer and Civil Engineer. He also attended several executive development courses at Cornell University, Columbia University, IMD and Harvard Business School.



Julien Horn
Senior Underwriter, TT Club, United Kingdom

Julien Horn is a Director and Senior Underwriter for TT Club, the leading Port and Transport insurer. Currently based in London, between 2014 and 2020 he was stationed in Dubai as a Director of TTMS (Gulf). He is a Fellow of the Chartered Institute of Insurance (FCII), Graduate of the World Maritime University & Freeman and Master Mariner of the City of London.



His Excellency Sheikh Yousef Abdullah Sabah Al Nasser Al Sabah
Immediate Past Director General, Kuwait Ports Authority and Immediate Past President, Arab Seaports Federation, State of Kuwait

H.E. Sheikh Yousef Al-Sabah was one of the leaders in the port and maritime industry within the Middle East. He previously held several posts such as the Chairman of the Executive Committee Arab Academy for Science, Technology & Maritime, the Chairman of the Arab Ports Federations, Chairman of the Arab Transport Sector & Director General of the Kuwait Ports Authority. He holds a Bachelor's Degree in Economics & Mathematics from Boston University & MBA, and MA in International Studies & Diplomacy from the School of Oriental & African Studies SOAS - University of London, Graduate Diploma in Global Business from the University of Oxford and an MSc in Major Programme Management from the University of Oxford.



Steve Wray
Technical Director and Head of Maritime Advisory, Infrata Limited, United Kingdom

Steve Wray joined Infrata in August 2022 to head up the company's growing Maritime Advisory business. Steve brings over 30 years of direct industry and consulting experience and offer maritime advisory capabilities to support transactions, market studies, forecast projections and strategic advice through a unique ability to leverage in-depth industry knowledge and application of global experience across all areas of the ports, shipping, logistics and asset management businesses.



Nishal Sooredoo
Associate Director, Royal HaskoningDHV, United Kingdom

Nishal Sooredoo is an Associate Director highly experienced in port economic feasibility and market studies. Prior to joining OSC, Nishal held roles at both Drewry and ARUP, where he was involved in numerous port projects worldwide, covering port developments and transport analysis, market studies, corporate strategy and due diligence. His particular area of expertise lies in the container and dry bulk sectors, notably in Latin America, Africa and Europe. Nishal was the lead commercial advisor for the sale of Goldman Sachs and InfraCapital's 30% stake in Associated British Ports for £1.6bn (sell side). Nishal holds an MSc in Maritime Economics and Logistics from the Erasmus University in Rotterdam.



Willem Slendebroek
Senior Expert, Maritime & Transport Business Solutions (MTBS), The Netherlands

Mr. Slendebroek has over 25 years' experience in shipping and port related consultancy business. He started his career in 1993 in the port of Rotterdam as project leader in integrated transport automation projects on container terminals and inland water transport projects. He has been involved in several rail terminals and barge terminals projects as well as road transport projects. He worked for CoeClerici, a major bulk shipping company in Monaco where he built extensive experiences in the bulk shipping, coal and steel markets worldwide. For port projects he specialized (port) marketing, port privatization, port policy and tariffs, portfolio analysis, traffic flow analysis & forecasting, logistics, and port master planning. His maritime transport and port technology related education has also been very useful in several shipping and port development projects. He was manager in large port projects in South Africa in 1998 and 1999 and several other projects in South Africa, Ivory Coast, Nigeria, India, Cyprus, Egypt and the Netherlands. In 2000, he joined the management team of Dynamar Consultancy, a leading maritime shipping advisor for traffic and trade consultancy projects in the ports and shipping sectors. Since 2015 he is senior expert, project leader and co-ordinator of projects with MTBS. He has experience with EU, World Bank and other financed projects in countries worldwide.



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



MEET THE SPEAKERS



Michael Formoso
Regional Head of Partnerships and Sustainability Solutions, PSA Middle East and South Asia, United Arab Emirates

Mike is the Regional Head of Partnerships and Sustainability Solutions for the Middle East South Asia (MESA) region of PSA International, responsible for developing commercial and partnership opportunities in the region and leading the delivery of sustainable solutions for the portfolio. Mike is a board member of a number of PSA's terminal and business interests in the region including Saudi Global Ports. Prior to his current role in the UAE, Mike was Managing Director of PSA India, responsible for PSA's 4 container terminals and 2 CFS operations there from 2015-2022. As Managing Director of PSA Vietnam from 2007-14, Mike led the development and startup of Vietnam's first deepsea container terminal. After graduating in International Transport and Maritime Commerce at the University of Wales College Cardiff in 1994, Mike has spent his entire career in the container terminal industry in a variety of roles in business management and development, commercial and project management and has also been based in the UK, Singapore, Hong Kong, Malaysia and Indonesia.



Gerhard Fischer
Head of Sales, Harbor Cranes, Siemens, Germany

Gerhard Fischer graduated in Electrical Engineering from the University of Applied Science, Munich, Germany and has built up his experience in high frequency and large power converters in various countries in Asia and Europe. Gerhard contributes in standardization and norming as member of IEEE Industry Applications Society, the VDI working group B1 for cranes, the VDE DKE working group for hoisting systems and as vice-chairman of the PEMA committee for equipment design and infrastructure. Since 2008 Gerhard is heading the sales of harbour cranes in Siemens' Cranes department.



Bader Hood Al Mahmood
Assistant Undersecretary of Ports Affairs, Ministry of Transportation and Telecommunications, Kingdom of Bahrain

H.E. Bader Hood Al Mahmood has been working in the ports and maritime sector for more than 20 years, he first started his career in 1999 when he joined Customs and Ports Directorate back then at Mina Salman Port where he filled various positions at the port and gradually promoted throughout his career. It is worth to mention that he was appointed as a member in various important committees related to the national port industry development initiative; he was a member in the subcommittee responsible for Bahrain ports privatization project, and also was a member in the selection subcommittee that supervised the tendering process of the bidders for port privatization offerings and upon completion of the tendering and a Royal Decree was issued for port privatization, he became a member of the port transition team for handing over Mina Salman Port to APMT Bahrain in 2006 and then supervised the transition to KBSP in 2009. Mr. Al Mahmood possesses a wide experience in the port and maritime industry as well as strategic management and administration. He graduated from London South Bank University UK awarded with a Master degree in International Marketing. Currently Mr. Bader Al Mahmood is holding the position of Assistant Undersecretary for Port Affairs and responsible for managing the regulatory aspects of Khalifa Bin Salman Port in addition to other commercial and operational areas that fall under the scope of the Ports Affairs such as private and industrial ports.



Stefan Haid
Partner (Regulated & Infrastructure), Roland Berger, Germany

Stefan is a Partner in Roland Berger's Global Strategic Infrastructure Practice with 18 years of experience in management consulting. The focus of his work is the facilitation of strategic infrastructure projects, particularly ports, during their entire lifecycle. His clients comprise government institutions, development banks and private companies. Before joining Roland Berger in 2009, he worked for several other consultancies and studied Business/Economics and Political Science at the Universities of Passau, Mannheim, and ESSEC (Paris) as well as International Relations/Economics at Johns Hopkins University's School of Advanced International Studies (SAIS) in Washington DC.



Stephen Archer
Chief Executive Officer, Baltic Rail AS, Estonia

Stephen Archer has worked in Central Europe for 25 years in a variety of consulting and transportation roles. He established Baltic Rail in 2008 providing intermodal train services between Poland and the Adriatic Port of Koper.



Sameer Mubarak
Chairman of the Board, Nafith International LLC, Jordan

Mr. Mubarak has more than 30 years of experience in technology driven logistics for ports and hubs, in the MENA region and North America. He has developed many patented and advanced technologies for logistics monitoring and control services, supply chain management, marshalling services, trade facilitation portals, IoT and Deep Learning technology.



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



MEET THE SPEAKERS



Gihlas Abdulla
Sales Manager (Middle East), Dellner Bubenzer, Germany

Gihlas Abdulla is an enthusiastic sales professional with over 16 years of experience as a Sales Manager in the Middle East. He received his Mechanical Engineering degree from Kerala University in 2006. He applies his knowledge of business, in-depth sales strategies and exceptional presentation skills to help his customers choose the best brake solutions on the market today.



Ulrich T. Beholz
General Sales Manager, Wölfer Motoren GmbH, Germany

Ulrich Beholz Sales Director, Franz Wölfer Elektromaschinenfabrik Osnabrück GmbH, Germany Ulrich Beholz is with Wölfer since May 2017 but active in the motor industry since 1979. After making an apprenticeship as an electrician he served the State for 3 years and then went to the university and made a 5 years study in foreign trade. Mr. Beholz then joined a big German manufacturer for electro motors and was in several positions responsible for project around the world, based in Germany, England, Singapore and a short time in other regions of the world. Starting as a project export engineer all the way up to Sales Director International. Wölfer was and is the chance to come back to real business and the crane industry, with several applications for electro motors, was always of interest for Mr. Beholz.



Ludgero Sousa
DP World Director/Head of Global Automation, DP World, United Arab Emirates

Highly versatile Senior Manager with over 24 years of experience in the Automotive and Ports & Terminals industry. Ludgero's role within DP World includes developing the vision, design, strategy, and implementation of "Global Automation Program" with the aim to provide professional research, development, automation and energy management services to the DPW portfolio. Ludgero leads the Global Automation department which was created to meet the needs strategically of the new era of innovation, technology, safety, process control, efficiency and decarbonization. Ludgero holds a Master degree in Electrical Engineering & Computer Science and a bachelor degree in Electromechanical Engineering.



Dr. Mohamed Rahmah
Vice President, CARGOES Ports & Terminals (ZODIAC FZE), DP World, United Arab Emirates

In the DP industry, Mohamed Rahmah directs the technological advancement of ports and terminals. He holds a doctorate in the application of technology to promote economic diversity. He also oversees the technology division for the Asia-Pacific region and serves as vice president of the group's technology.



Jan Gerrit Koechling
Partner, Roland Berger, United Arab Emirates

Jan Gerrit is a Partner in Roland Berger's Dubai office and leads the Maritime practice in the firm's Middle East region. He has over 12 years of consulting experience, thereof 10 years in the Maritime sector. He has worked extensively for shipyards and ports in the region as well as global/regional shipping lines, leisure cruises and marina operators. His clients comprise government institutions and private companies. Before joining Roland Berger in 2013, Gerrit worked for other consultancies and studied Business Administration in Germany and Spain. He holds an MBA degree from IE Business School/UCLA Anderson.



Xiaowei Jiang
Key Account Manager, VAHLE, Singapore

Since 2004 Studied in Germany and start carrier as an Engineer in VAHLE China for various ERTG / Contactless power supply / EMS project for ZPMC / Volkswagen / Airbus. In 2014 move to VAHLE South East Asia as the Key account manager to develop the port market such as HPH Laem Chabang ARTG project, NPICT in Jakarta from PSA / MITSUI, Mundra T2, Kattupalli ARTG in ADANI



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



MEET THE SPEAKERS



Teun Druijf
Director, Bemo Rail BV, The Netherlands

Teun Druijf is the Director of Bemo Rail for more than 30 years and almost 40 years working for the company in the field of crane track technology. Bemo Rail is celebrating its 50 years existing, and is active in the crane rail marked and shunting systems in harbours, industry and railways. Supporting and involved in PT Bemo Rel Indonesia, he did his first job in Indonesia in 1988 in Belawan.



Nasr Mahmud
Managing Director, ifm, United Arab Emirates

With 11 years in ifm electronic, Nasr Mahmud have significant experience in automation and instrumentation for the Middle East Asia market. Nasr live the close-to-you motto of ifm by working closely with our customers and providing the optimum solution and service for both automation and Industry 4.0



Julien Raybaud-Gines
General Manager Bar Systems, Dextra Manufacturing, Thailand

Julien graduated with a Bachelor of European Management with honours at Middlesex University and KEDGE Business School. He joined Dextra Group in 1998 as Contracts Manager. After 23 years at Dextra, Julien held the position of General Manager – Bar Systems Product-Line.



Ravi Behara
Commissioning Manager, World Crane Services, United Arab Emirates

Ravi Behara has over 20 years of experience in container crane commissioning and upgrade projects. During his tenure in ports and terminals, he has been involved in many solutions for customers around the globe in the container crane business. He is presently leading his team in developing innovative solutions in the areas of crane automation, hybridization, electrification and more.



Riyo Roy
Sales Manager, Magna Tyres Middle East & Africa Fzc, United Arab Emirates

Mr. Riyo Roy a passionate Sales professional with an experience of 15 years in Tire Industry. Started carrier with Bridgestone Tires, Oman. Currently working as Sales Manager with Magna Tires Group a leading OTR manufacturer from Holland, responsible for business development & sales in Caucasian countries, Africa, and Middle East Region.



Islam Mohamed
Head Siemens' Cranes Department (Middle East), Siemens, United Arab Emirates

Islam graduated as Electrical Engineer and has 20 years of experience in port & cranes business. He started his career at terminal operator APMT in Egypt and developed his know how in global engineering at APMT HQ. At Siemens Dubai, Islam heads Siemens' cranes department for the middle east and is global account manager for DP World



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



MEET THE SPEAKERS



Peter Sebastian Puetz
Vice President Marketing & Innovation / Head of Crane Business, Tsubaki Kabelschlepp GmbH, Germany

Peter Sebastian Puetz is the Vice President Marketing & Innovation/Head of Crane Business at TSUBAKI Kabelschlepp GmbH. He was born on the 7th of November 1969. He has more than 10 years of experience in the German Air Force including vocational education and studies in mechanical engineering, aircraft mechanic and jet engine mechanic. Peter also has 2 years of experience in editorial journalist and project manager for an international leading media group. Further to the years he has more than two decades of international experience with cable carrier Systems and high flexible cables for all kind of cranes and bulk material handling applications.



Marco Fehmer
Chief Executive Officer, DSP, Switzerland

Marco Fehmer is Civil Chartered Engineer with a specialization in transportation and logistics. He joined DSP Data and System Planning SA in 2007 and since 2017 has been appointed as Chief Executive Officer. In 2020 Marco has been appointed as President of the Board of DSP LAB Pvt, Chennai India and in 2021 Managing Director of DSP TALUMIS BV. DSP is one of the most worldwide recognized and valuable Terminal Operations Systems (TOS) implementation and process optimization consulting partner. At the beginning of his career, Marco served as officer in the Italian Navy Coast Guard and then joined the port industry and container terminal operations at the Contship Italia Group, gradually focusing on TOS management. He was project manager and business process advisor of distinct Container Terminals (Valencia, Jebel Ali, Constanta, Trieste, Manila) and Ports (Piraeus, Auckland) worldwide, with hands on experience on process optimization and automation. In 2007 he was ICT Project Manager for the construction of new Eurogate Tangier Terminal in Morocco. Strong believer in innovation and new technologies, in 2004 Marco was project manager for the implementation of the first worldwide Prime Route for Trucks Terminal and in 2010 Marco started process automation projects introducing the concept of automated truck job stepping. Today is the project sponsor and functional design advisor of the GEMINI terminal digital twin project within DSP TALUMIS.



Guenter Schmidmeir
Chief Revenue Officer, AVLINO, United States of America

Guenter Schmidmeir is the Chief Revenue Officer at Avlino where he is expanding and strengthening relationships with GTOs and large regional operators. Guenter brings over 20 years of experience in the ports and terminals industry having performed as VP and General Manager, EMEA at Navis, and Senior VP and Head of Sales and Marketing at Kalmar.



Marlene Oliveira
Commercial Director, Sociedade Gestora de Terminais, S.A. (SOGESTER), Republic of Angola

Marlene Oliveira, has a BA with Honours in Business Management in London South Bank University and two top up degrees, one in Project Management and other in Leadership Development specific in shipping, done in University Stellenbosch Business. Currently, the Commercial Manager at Sogester, container terminal in Luanda, Angola. Currently focus on logistic attractions to "blocked" countries, such as the Congo's and Zambia, this is on a raw phase, with a high potential to grow further, this is just one of the most recent projects. Commercial is a very simple word for all the department holds, under the same umbrella there is also Customer Service, Marketing and Communication. Marlene was borne in Portugal and raised in UK, London and resident in Angola since 2014, has management in the various roles since 2008, from construction company, to shipping line, to forwarder, to retail, to the most recent terminal operator. All possible ways to affect logistics, Marlene is or was somehow involved to understand pros and cons on the way.



Abdul Fahl
TTMS (Gulf) Director, TT Club, United Arab Emirates

Abdul has been with TT Club since January 2013 initially in the London office before relocating to TTMS (Gulf) office in Dubai in August 2020. Prior to TT Club, Abdul worked as an Insurance and Claims Manager for a CMA-CGM subsidiary in London. Abdul hold master degrees in Marine Policy as well as in Maritime Law from Cardiff University and Swansea University respectively. His focus since 2013 has been on the ports and terminals, freight forwarding, multimodal logistics and container shipping industries.

For All Speaking Enquiries



Please contact:
Ajay Haridas CMILT
Conference Director
Email: ajay@transportevents.com



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



Tuesday 24 January 2023

TECHNICAL SITE VISIT (By Invitation Only)

8 30am	Delegate Registration at the Lobby of the Mövenpick Grand Al Bustan Dubai
9am	Transport Departs from the Mövenpick Grand Al Bustan Dubai to Jabel Ali Port
10am	Arrival at Jabel Ali Port to Visit Terminal One, Two and Four and Box Bay
11am	Transport Departs from Jabel Ali Port to the Mövenpick Grand Al Bustan Dubai
12pm	Arrival at the Mövenpick Grand Al Bustan Dubai Lobby (approx.)

Wednesday 25 January 2023

8 30am	Conference Delegates Registration and Refreshments Served in the Exhibition
--------	-----------------------------------------------------------------------------

OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle FCILT, Managing Director, Transport Events, Malaysia
9 10am	Welcome Address Tiemen Meester, Group Chief Operating Officer, Ports & Terminals, DP World, United Arab Emirates
9 30am	Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments

Refreshments Sponsor



SESSION 1

GCC Economic Outlook for 2023: Regional Market Developments and Forecasting GCC Economic Growth and New Opportunities

10 30am	Conference Moderator's Opening Remarks Julien Horn, Senior Underwriter, TT Club, United Kingdom
10 30am	His Excellency Sheikh Yousef Abdullah Sabah Al Nasser Al Sabah, Immediate Past Director General, Kuwait Ports Authority and Immediate Past President, Arab Seaports Federation, State of Kuwait
10 50am	Steve Wray, Technical Director and Head of Maritime Advisory, Infrata Limited, United Kingdom
11 10am	Global and regional container trends and developments Nishal Sooredoo, Associate Director, Royal HaskoningDHV, United Kingdom

Session Sponsor



SESSION 2

Port Development, Investments and Expansion: Building a Competitive Port and Logistics Hub in Creating Commercial and Economic Value

11 30am	The H2 Supply Chain Revolution Willem Slendebroek, Senior Expert, Maritime & Transport Business Solutions (MTBS), The Netherlands
11 50am	Michael Formoso, Regional Head of Partnerships and Sustainability Solutions, PSA Middle East and South Asia, United Arab Emirates
12 10pm	Investments in Automation Technology & Risk Mitigation Gerhard Fischer, Head of Sales, Harbor Cranes, Siemens, Germany
12 30pm	Questions And Answers Followed by Conference Delegates Networking Lunch

Session Sponsor



SESSION 3

Sustainable Port Developments: Visions in Reducing Carbon Footprint, Cultivating Workforce, Natural Resources and Fostering Progress Towards Achieving Sustainable Development Goals

2pm	Bader Hood Al Mahmood, Assistant Undersecretary Ports Affairs, Ministry of Transportation and Telecommunications, Kingdom of Bahrain
2 20pm	Stefan Haid, Partner (Regulated & Infrastructure), Roland Berger, Germany

Session Sponsor



SESSION 4

Current Innovations on Shipping and Intermodal Connectivity in Strengthening Supply Chain Movements in the GCC

2 40pm	Fast Access to Middle East from Poland Stephen Archer, Chief Executive Officer, Baltic Rail AS, Estonia
3pm	Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition

Session Sponsor



Refreshments Sponsor



SESSION 5A**Port Technology and Integrated Solutions: Transformation and Implementation of Smart Port Initiatives**

- 4pm Enhancing Port and Hub to Hinterland Connectivity with HiTech Innovation
Sameer Mubarak, Chairman of the Board, Nafith International LLC, Jordan
- 4 20pm Industrial Revolution for Industrial Brake Services
Gihes Abdulla, Sales Manager (Middle East), Dellner Bubenzer, Germany
- 4 40pm Ulrich T. Beholz, General Sales Manager, Wölfer Motoren GmbH, Germany
- 5pm Ludgero Sousa, DP World Director/Head of Global Automation, DP World, United Arab Emirates
Dr. Mohamed Rahmah, Vice President, CARGOES Ports & Terminals (ZODIAC FZE), DP World, United Arab Emirates
- 5 20pm Questions and Answers Followed by Conference Moderator's Closing Remark
- 5 30pm - 7 30pm Networking Reception for All Registered Participants at the Mövenpick Grand Al Bustan Dubai.
Smart Casual Attire

Session Sponsor

**Thursday 26 January 2023**

Refreshments Sponsor



- 8 30am Conference Delegates Registration and Refreshments Served in the Exhibition

SESSION 5B**Port Technology and Integrated Solutions: Transformation and Implementation of Smart Port Initiatives**

- 9am Conference Moderator's Opening Remarks
Jan Gerrit Koechling, Partner, Roland Berger, United Arab Emirates
- 9am The Zero Emission Terminal – How to Connect the Green Future
Xiaowei Jiang, Key Account Manager, VAHLE, Singapore
- 9 15am The Influence of Corrosion and Temperature on Crane Constructions in the Middle East
Teun Druijf, Director, Bemo Rail BV, The Netherlands
- 9 30am Nasr Mahmud, Managing Director, ifm, United Arab Emirates
- 9 45am Use of Composite & Steel Materials and Precast Technology in Marine Structures
Julien Raybaud-Gines, General Manager Bar Systems, Dextra Manufacturing, Thailand
- 10 am Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition
- 11am Ravi Behara, Commissioning Manager, World Crane Services, United Arab Emirates
- 11 15am Impact of Tyres for Port Operation - Why Magna
Riyo Roy, Sales Manager, Magna Tyres Middle East & Africa Fzc, United Arab Emirates
- 11 30am Digitalization and Automation for Sustainable Crane Operation
Islam Mohamed, Head Siemens' Cranes Department (Middle East), Siemens, United Arab Emirates
- 11 45am Technology Packages for Cranes and Heavy Duty Applications
Peter Sebastian Puetz, Vice President Marketing & Innovation / Head of Crane Business, Tsubaki Kabelschlepp GmbH, Germany
- 12pm Efficiency Through Simulation and Predictive Analysis of Port Operations
Marco Fehmer, Chief Executive Officer, DSP, Switzerland
- 12 15pm The Missing Link: What Does AI Mean for Container Terminals?
Guenter Schmidmeir, Chief Revenue Officer, AVLINO, United States of America
- 12 30pm Questions And Answers Followed by Conference Delegates Networking Lunch

Session Sponsor

**SESSION 6****Improving Port Performance and Service Delivery with the Aim of Becoming the Most Efficient Port in the GCC Trade Gateways**

- 2pm Marlene Oliveira, Commercial Director, Sociedade Gestora de Terminais, S.A. (SOGESTER), Republic of Angola
- 2 20pm Ports and Terminals After COVID-19: An Insurer Guide to Where Claims Come From and Why
Abdul Fahl, TTMS (Gulf) Director, TT Club, United Arab Emirates
- 2 40pm Questions and Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Refreshments Served in the Exhibition

Session Sponsor



Refreshments Sponsor





TRANS MIDDLE EAST 2023

Mövenpick Grand Al Bustan Dubai, United Arab Emirates
Wednesday 25 and Thursday 26 January 2023

Official Hotel and Venue



4 x 2 METRE EXHIBITION STAND PACKAGE

- ✓ Professional Standard Shell Scheme
- ✓ 1 Exhibition Table
- ✓ 2 Exhibition Chairs
- ✓ Exhibition Stand Lighting
- ✓ Electrical Power Point
- ✓ Exhibition Stand Carpet
- ✓ Exhibitor Fascia Name Panel
- ✓ WIFI Broadband Internet Access
- ✓ Speaker in Concurrent Conference Programme
- ✓ 3 Conference Delegates
- ✓ 3 Exhibition Stand Personnel
- ✓ Your Company Branded as a Lead Sponsor in all Pre-event
- ✓ Marketing and Social Media Worldwide and Throughout the Two Days of the Event
- ✓ Exhibition Stand Package is €8,995
- ✓ Registration and Administration Fee of €495 Per Exhibition Stand Package and Per Event Branding
- ✓ Multiple Events Booking Discounts Available

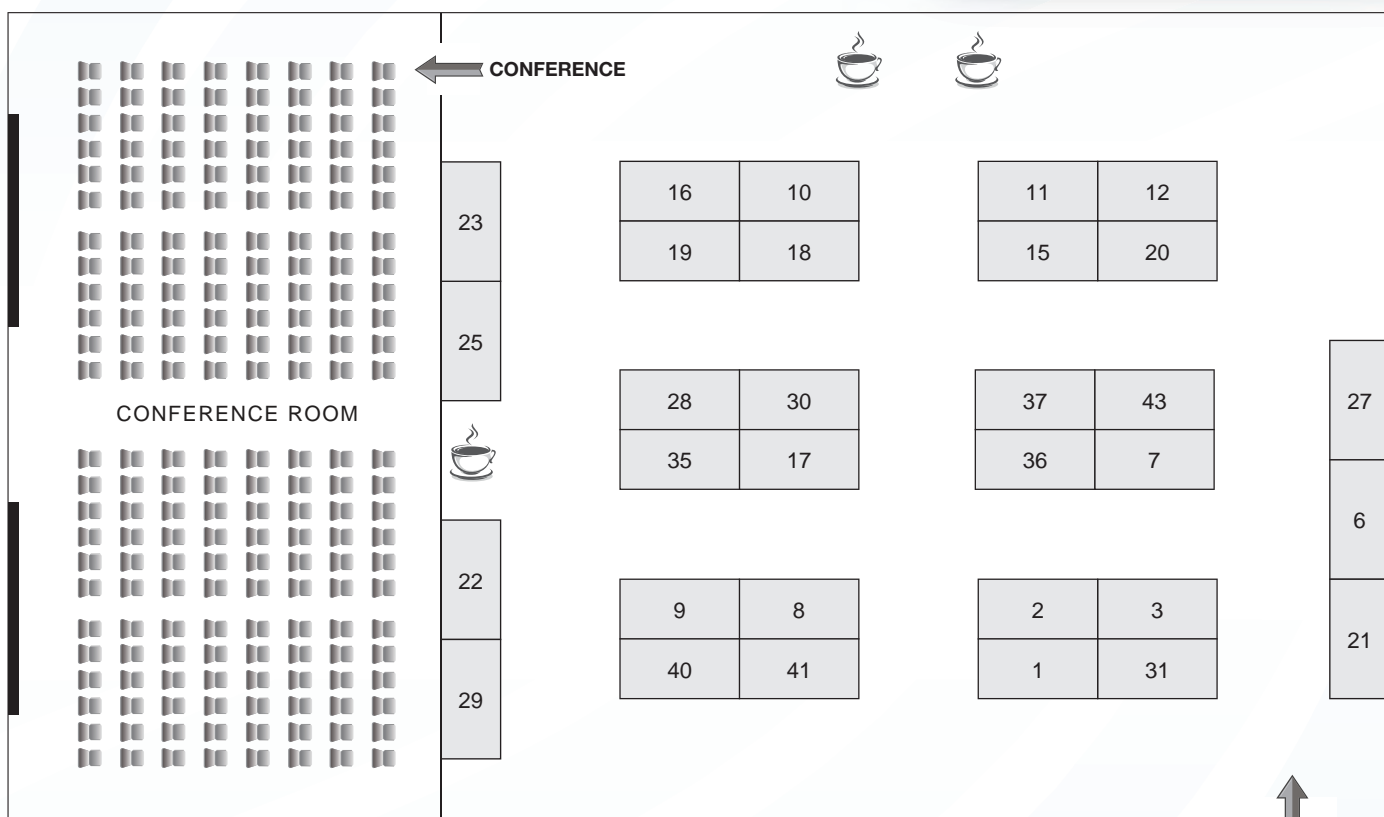
For Exhibition Enquiries

Please contact:

Ms. Hoyan CHAN

Senior Exhibitions Manager

Email: hoyan@transportevents.com



EXHIBITION ENTRANCE

STAND ALLOCATION (updated on 20 / 1 / 2023)

28 Avlino
15 Bemo Rail
17 Bromma
31 CARGOES by DP World
31 CARGOES Ports & Terminals (ZODIAC FZE)
37 CIM Banque
43 CIM Banque
9 DSP
23 Dellner Bubenzer
25 Dextra Manufacturing
1 Dutch Lanka Trailers
2 Dutch Lanka Trailers

22 ifm electronic
29 ifm electronic
11 Magna Tyres
12 Magna Tyres
18 Nafith Logistics
19 Nafith Logistics
40 PSA International
41 PSA International
30 Robban Assafina
40 Saudi Global Ports
41 Saudi Global Ports
6 Sibre

3 Siemens
35 Sogester SA
8 Stemann-Technik
21 Stinis
16 Terberg Middle East FZE
20 Tsubaki Kabelschlepp
27 TT Club
10 Vahle
36 Woelfer Motoren
7 World Crane Services

SPONSORSHIP PROGRAMME

As an Official Sponsor, your company's latest full colour corporate logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All digital media event promotion
- All international event advertising, direct mail and public relations
- The official Trans Middle East 2023 United Arab Emirates Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- Welcome Arch at the main entrance to the Exhibition and Conference
- Three Free of Charge Conference Delegate Registrations



Delegates Lanyards Sponsorship

€8,895



Delegates Nametags Sponsorship



€8,895



Conference Delegates Lunches

Day 1

Day 2

€8,895



Conference and Exhibition Directional Signage



€6,895



Company Banners



€6,895



Brochure Distribution



€6,895



Technical Site Visit Transportation Sponsorship

€6,895



Event Website

€6,895



Sessions Sponsorship

Session 1 **WCS**

Session 2 **Stemmann-Technik**
A Wabtec Company

Session 3 **SIBRE**
Sure to be Safe
Siegerland Bremsen

Session 4 **DSP**

Session 5 **WÖLFER**

Session 6 **SIEMENS**

€6,895



Conference Delegates Refreshment Breaks

Break 1

Break 2 **MAGNA**
MYRES

Break 3 **BemoRail**

Break 4 **TERBERG**
MIDDLE EAST

Break 5

Break 6 **BROMMA**

€6,895



Networking Reception
Wednesday 25 January 2023

RFP



Networking Dinner

RFP



Conference Speaker Sponsorship

- Conference Speaker guaranteed in a session related to the speaker topic without the necessity to reserve an exhibition stand package
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event marketing materials distributed worldwide and all social media before the event
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event materials on site throughout the three days of the event
- Three conference delegate registrations for guests of the sponsor to attend the whole event FREE of CHARGE
- Conference Speaker Sponsorship Package is €4,895 per sponsorship

€4,895

TRANS MIDDLE EAST 2023

Mövenpick Grand Al Bustan Dubai, United Arab Emirates
Tuesday 24 to Thursday 26 January 2023



Please contact:

Ms. Hoyan CHAN

Senior Exhibitions Manager

Email: hoyan@transportevents.com

SUPPORTING MEDIA



GREENPORT
BALANCING ENVIRONMENTAL
CHALLENGES WITH ECONOMIC DEMANDS

portstrategy



VSG **Vietnam SHIPPING GAZETTE**
SINCE 1999
Business partner for shipping and logistics



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



REGISTRATION FORM

To Participate in **Trans Middle East 2023** You Need to Register as an **Exhibitor, Conference Delegate** or **Exhibition Visitor**.

Conference Delegates Receive: ☐ Competitive Hotel Rates ☐ Technical Site Visit ☐ Conference Refreshment Breaks And Lunches ☐ Exhibition And Conference Access ☐ Networking Reception ☐ A Full Set of Conference Presentations ☐ Official Colour Photographs From The Event ☐ List of Participants

Exhibition Visitors Receive: ☐ Access to Exhibition Only

INTERNATIONAL DELEGATE INFORMATION

- ☐ On or Before **Saturday 24 December 2022**: The 'Early Bird' Conference Delegate Registration is **€1,795**
- ☐ From **Sunday 25 December 2022**: The Regular Conference Delegate Registration is **€1,995**
Special Offer - 4 International Delegates for the Price of 3 at Full Rate
- ☐ One Day Conference Delegate Registration is **€1,595**
- ☐ **Credit Card** - For Secure Online Registration And Payment Via PayPal at www.transportevents.com
Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR.
- ☐ **Bank Transfer** - Complete The Registration Details on This Page And Email to: alin@transportevents.com For Bank Payment, You Must Supply Confirmation of The Payment From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
- ☐ I Have Transferred **€1,995 / €1,795 / €1,595** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

LOCAL DELEGATE INFORMATION

- For Nationals, Citizens And Residents of United Arab Emirates, The Conference Delegate Registration is €895.**
- ☐ On or Before **Saturday 24 December 2022**: The 'Early Bird' Conference Delegate Registration is **€795**
 - ☐ From **Sunday 25 December 2022**: The Regular Conference Delegate Registration is **€895**
 - ☐ Business / Photo ID is Required
 - ☐ **Credit Card** - For Secure Online Registration And Payment Via PayPal at www.transportevents.com
Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.
 - ☐ **Bank Transfer** - Complete The Registration Details on This Page And Email to: alin@transportevents.com For Bank Payment, You Must Supply Confirmation of The Payment From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
 - ☐ I Have Transferred **€895 / €795** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

REGISTER HERE OR ONLINE

Complete Following Form or Register Online at www.transportevents.com

Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Email to: alin@transportevents.com

Conference Delegate Registration

- ☐ I Wish to Attend The Technical Site Visit on **Tuesday 24 January 2023**. 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: marlisa@transportevents.com
- ☐ I Wish to Attend The Networking Reception on **Wednesday 25 January 2023**

Name: _____
Position: _____
Organisation: _____
Address: _____

Telephone: _____ 25 / 1 / 2023
Fax: _____
Email: _____

BANK ACCOUNT DETAILS

Euro (EUR) Bank Transfer to:
Account Name: Transport Events Limited
Account Number: 708-125769-1
Beneficiary Bank: OCBC Bank (Malaysia) Berhad
Bank Address: 1A-A-4A-A, Jalan USJ 10/1A, Pusat Perniagaan USJ 10, 47610 Subang Jaya, Selangor Darul Ehsan, Malaysia
Swift Code: OCBCMYKL

Please Email a Copy of the Bank Deposit Receipt With Your Registration Form to:
alin@transportevents.com

TERMS AND CONDITIONS

- ☐ No Delegate Registrations Accepted Without Completing 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 Receipt
- ☐ No Refunds Will be Given However, Substitutions Can be Made at Any Time
- ☐ Withholding Tax Must Not be Deducted from the Amount Set Out in This Contract. If it is, the Client Agrees to Pay the Organiser an Amount Equivalent to the Amount of the Withholding Tax.
- ☐ Delegates Will Not be Admitted Unless Payment Has Been Received in Full in Advance
- ☐ Flights, Visa Arrangements, Airport Transfers And Accommodation Not Included in Delegate Registration Fee
- ☐ Event Programme is Subject to Change Without Notice. E&O.E

I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Sign: _____ Date: _____

EXHIBITION VISITORS

Registration to Visit The Trade Exhibition is Free of Charge And is Done During Event On-Site at Registration Desk With Business Card.

Exhibition Opening Times:
Wednesday 25 January 2023 9am to 5pm
Thursday 26 January 2023 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Mövenpick Grand Al Bustan Dubai, United Arab Emirates**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Mövenpick Grand Al Bustan Dubai
Casablanca Road, Al Garhoud
P.O. Box 30880
Dubai, United Arab Emirates

Contact Person
Eva Marintan GUSTIENNI
Events Executive

Telephone: +971 4 705 4288
Mobile: +971 56 218 5110
E-mail: eva.marintan@accor.com

Website: www.movenpick.com

MÖVENPICK | **GRAND**
AL BUSTAN DUBAI



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:

