

BLACK AND CASPIAN SEA PORTS & SHIPPING 2022

PARAGRAPH RESORT & SPA SHEKVETILI, GEORGIA
TUESDAY 5 TO THURSDAY 7 APRIL 2022

Russian to English to Russian Bilingual Conference Translation

Русский - Английский - Русский Двухязычный перевод конференции

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- Technical Site Visit • Networking Welcome Reception • International Exhibition • International Conference •
- 150 Conference Delegates • Networking Welcome Dinner • Local Delegates Discount •

HIGHLIGHTED TOPICS

- Strengthening Economic Resilience and Adaptability through Europe and the Black Sea-Caspian Region Connectivity
- Railway Transit and Freight Potential Through Europe and the Black Sea-Caspian Region Connectivity
- Strengthening of Transportation Sustainability and Safety. Potential Investments and Infrastructure Projects for EU-ASIA Cooperation
- New approaches in strengthening Trans-Caspian International Transport Route (TITR) Cargo Flows in the Black Sea. What are the Developments in Supply Chain Transportation in the region?
- Containerization. Logistics Processes and Motorways of the Sea in the Black Sea-Caspian Region
- Advancement in Digitalisation and Technologies for Railway and Maritime Infrastructure

For more Information or to Register

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21 December 2021

Dear Valued Colleague,

To connect international trade and investment between the Black Sea and Caspian Sea, the inaugural **Black and Caspian Sea Ports & Shipping 2022 Exhibition and Conference** will take place at the luxurious five-star Paragraph Resort and Spa, Shekvetili, Georgia from Tuesday 5 to Thursday 7 April 2022 hosted by **APM Terminals Poti** in a safe and professional 5-star hotel environment.

A two days Conference Programme will feature **25** world-class transport and logistics conference speakers addressing topical issues and challenges covering global and regional trade and investment attended by a gathering of more than **150** senior government officials, industry principals, academics, senior executive harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region's leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the Black and Caspian Sea trade corridor.

There will be the commercial opportunity for **25** exhibitors and sponsors to network safely In Person with the delegates at this major annual international transport exhibition and conference for the Black and Caspian Sea region.

To ensure that you are effectively represented at this market leading annual trade event, you are invited to reserve an exhibition stand of your choice from the floorplan and register your delegates to attend the concurrent two days conference programme.

We look forward to welcoming you in person to the Black and Caspian Sea Ports & Shipping 2022 Exhibition and Conference taking place at the luxurious five-star Paragraph Resort and Spa, Shekvetili, Georgia from Tuesday 5 to Thursday 7 April 2022 hosted by APM Terminals Poti in a safe and professional 5-star hotel environment.

Yours sincerely,

Keld Mosgaard Christensen,

JSC "Poti Sea Port Corporation"

Managing Director





Guram Guramishvili

Deputy Minister, Ministry of Economy and Sustainable Development, Georgia

Previously, Guram Guramishvili held various positions at Georgian Railways from 1995 to 2017 before being appointed as Director of Freight Transport. He graduated from the faculty of transport at Georgian Technical University. He is the current Deputy Minister of the Ministry of Economy and Sustainable Development in Georgia since March 2021.



Keld Mosgaard Christensen

Managing Director, APM Terminals Poti, Georgia

Keld Mosgaard Christensen is an experienced senior executive with vast experience from senior leadership positions within multiple industries. He first joined the Maersk Group in 1997 and has since then worked in different international positions, including a position as Consul General of Denmark based in Istanbul from 2007-2011, before he re-joined the Group in 2019. Keld Mosgaard Christensen is currently serving as Managing Director for APM Terminals, Poti.



Asset Assavbayev

Secretary General, Permanent Secretariat (PS) of the Intergovernmental Commission (IGC) TRACECA, Azerbaijan

Mr. Asset Assavbayev was born in 1982 in Kazakhstan. He graduated from the Kazakh University of Traffic Ways in 2006, and received the Master Degree in State and Municipal Administration from the Russian Academy of National Economy and Public Administration under the President of the Russian Federation in 2016. Mr. Asset Assavbayev has over 18 years of professional experience in the transport sector. Since 2004, Mr. Assavbayev accumulated experience occupying various positions in the Transport Control Committee of the Ministry of Transport and Communications of the Republic of Kazakhstan including the post of the Vice-Chairman (2010-2013) and the Chairman (2013-2014) of the same Committee. He served as the Chairman of the Transport Committee of the Ministry of Investment and Development from 2014 to 2019 where he dealt with the implementation of transport policy, ensuring transport safety, development of road, railway and port infrastructure and etc. Prior to being elected as the TRACECA Secretary General, Mr. Assavbayev was the President of the Association of Road Builders of Kazakhstan and Independent Director of the Board of Directors of JSC «NC «KazAutoZhol» (2019). Since December 2019 up to now, Mr. Assavbayev holds the post of Secretary General of the PS IGC TRACECA.



Daniel Kroos

Senior Programme Officer, Energy Security, OSCE Secretariat, Austria

Daniel Kroos has more than 15 years of experience of managing substantial projects in the Caspian Sea region and Central Asia in the spheres of oil & gas, investments, renewables, and trade and connectivity for private companies and international organizations. He currently serves as Senior Programme Officer for Energy Security at the OSCE Secretariat in Vienna.



Dr. Irakli Danelia

Business Development Manager for Black Sea Countries, MAERSK / Sealand, Georgia

Mr. Danelia has an experienced commercial background with a demonstrated history of working in Shipping, International Logistics, Supply Chain Management, Global Trade, Maritime, Intercontinental Rail Transportation, Digital Transformation and in Project Management. Mr. Danelia is an Associate Professor in Economics at Tbilisi State University. He had been managing economic research department in the Business and Economy Centre at The Parliament of Georgia and before that having various positions in Economic Bloc Ministries and International Organizations. Mr. Danelia holds PhD in Economics with specialty of International Economic Relations. Besides, He graduated various International Academic, Master Executive programs in Economics, International Trade & World Economy, European Law, Fiscal Decentralization and Regional Economic Development at CORVINUS University of Budapest, Erasmus University Rotterdam, International School Of Economics ISET, Estonian School of Diplomacy, International Swedish Institute for Public Administration, RAND Corporation / US State Department and Riga Graduate School of Law. Mr. Danelia is the author of over 60 publications.



Iain Rawlinson

Chief Commercial Officer, APM Terminals Poti, Georgia

Mr. Rawlinson is a senior executive with a proven record of building, managing and growing commercial and business departments and companies, combining in-depth technical knowledge with refined business acumen and management skills. An expert at designing persuasive approaches and proposals to convert potential clients into long-term customers. He is skilled in identifying and managing the implementation of strategic value-added services and solutions in alignment with corporate objectives to open new lines of business and achieve organisational goals. An experienced communicator continually focused on building relationships and promoting synergy across business lines to drive positive change, cohesive, comprehensive business approaches, and enhance profitability.



Azamat Askaruly

General Director, Member of the Board of Directors, QazTrade JSC, Republic of Kazakhstan

Azamat Askaruly is a CEO at QazTrade JSC. He is an expert in trade and investments, supply chain management, strategic partnerships and export promotion.



Gaidar Abdikerimov

Secretary General, Trans-Caspian International Transport Route, Republic of Kazakhstan

Gaidar Abdikerimov, managed the Representative Offices of NC KTZ JSC in the European countries of the CIS, the countries of the Caucasus and the Baltic countries. Author of more than 15 scientific papers, co-author of a textbook on logistics. Developer of draft agreements (contracts) on international transportation, development of international transport links and cooperation with railway transport authorities of foreign countries.



Ibragimov Umidulla Nazrillaevich

Deputy Chairman of the Board of JSC "Uzbekistan Railways" - Head of the Main Department Logistics and Digitalization Development, Uzbekistan

Head of the main Department of logistics and digitalization development of JSC "Uzbekistan railways", Republic of Uzbekistan. Ibragimov Umidulla is Candidate of Technical Sciences, Ph.D., senior researcher, associate professor. The research activity of Ibragimov U.N. is rich in the field of international logistics, speeding up the delivery of goods, increasing the volume of transit cargo, international transport and international transit corridors, ensuring the economic security of the republic. Author of more than 25 scientific articles and theses, the participant of 8 international scientific conferences. Participant of the first international conference: Central Asia in the system of international transport corridors: strategic prospects and unrealized opportunities (Tashkent - 2018).



Jemal Inaishvili

Chairman, Tbilisi Dry Port LLC, Georgia

Mr. Jemal Inaishvili is a Georgian businessman. He is a former president and advisory board member of the Confederation of Asia Pacific Chambers of Commerce and Industry (CACCI). In the past, Mr. Inaishvili had served as CEO of the Poti Sea Port (1997-2004) and as President of the Georgian Chamber of Commerce and Industry (2004-2010). In 2004 -2008 Mr. Inaishvili occupied the state political position, being elected the deputy chairman of the Georgian Parliament. Mr. Inaishvili has extensive business experience in shipping and logistics. He is a former Chairman of the board of directors of Port of Kherson LLC. At present, he is a Chairman of the Board of Tbilisi Dry Port LLC and a board member of MSC Georgia LLC, Medlog Georgia LLC and Wilhelmsen Ships Service Georgia LLC.



Abay Turikpenbayev

Chairman of the Executive Board (President), JSC "Sea Port of Aktau", Republic of Kazakhstan

Turikpenbayev Abay has been a Chairman of the Executive Board (President) of JSC "Sea port of Aktau" since 2017. He has profound experience in a wide range of fields like oil engineering, civil engineering, commerce and port governance.



Ian Rose

Director, Senior Underwriter, TT Club, United Kingdom

Ian is a Senior Underwriter located in the London office, heading the FSU, Baltics, Eastern Europe Liability & EMEA Cargo Teams, underwriting both Mutual Liability and Cargo business. Ian underwrites a broad spectrum of TT Club business, including transport operators, freight forwarders, ports and terminals and cargo. Ian has previously held various senior underwriting roles in a number of insurance companies and syndicates. He has prior experience in managing a Delegated Underwriting Authority for a large Lloyds broker, setting up a Managing General Agent (MGA) specialising in property, casualty and other lines of business.



Ormanov Marat

NC "KazMunayGas" JSC Chairman of the Supervisory Board, NMSC Kazmormtransflot LLP, Republic of Kazakhstan



Bogdan Stegarescu

Senior Development Manager, Grampet, Romania

Bogdan Stegarescu, Senior Development Manager, GRAMPET. With experience of more than 14 years in the railway business, currently managing the development of the emerging railway companies of the group, and the development of alternative transport methodologies.



Selim Makzume

Regional Manager, CMA CGM Georgia, Georgia

Born in 1979, father of two, academics in Switzerland and USA, working experience Internationally with special focus on ex CIS region. Active member of the shipping and logistic industry regionally. Joins the Caucasus operation in January 2006 and currently leading CMA CGM in south caucasus since that time.



Julian Fernandez

Chief Financial Officer, APM Terminals Poti, Georgia

Julian Fernandez is an experienced transport infrastructure investment professional with 19 years' international experience leading and working in cross-functional teams and capital-intensive projects, mainly in the ports industry. He joined the Maersk Group in 2001, focused in Finance, Accounting, Audit and in the past several years identifying and securing multi-million port infrastructure investments in Latin America and Caribbean region. Currently, Julian is working as Chief Financial Officer at APM Terminals Poti.



Michał Stupak
Account Manager, Port of Gdańsk Authority, Poland

Born in 1970. Graduated 1994 at the Maritime Economic Faculty of the University of Gdansk. Between 1994 and 1995 was responsible for forwarding shipping lines between Gdansk and Scandinavian countries. Since the end of 1995 in the Port of Gdansk Authority at the Marketing Department, responsible for contacts with clients. Last three years responsible for the acquisition of investors in the port area and extending area of activity of the Port of Gdansk as Account Manager in Commercial Department.



Natig Jafarov
Director, ADY Container LLC, Azerbaijan

Natig Jafarov is the Director at ADY Container LLC, Azerbaijan. Azerbaijan Railways is the national state-owned rail transport operator in the Republic of Azerbaijan.



Alkan Alicik
Managing Director, MSC Georgia LLC, Georgia

Alkan Alicik was born in 1976 in Istanbul. He graduated Business Administration Faculty in Izmir in 1998. He joined MSC in 2003 as a Sales Representative. He performed MSC Antalya Branch Manager and MSC Turkey Global Accounts Manager roles in MSC Turkey. He was appointed to Managing Director position of MSC Georgia in 2015 and he's also the Board Member of MEDLOG Georgia.



Daniel Jarnea
Head of Marketing Department, National Company Maritime Ports Administration S.A. Constanta, Romania

Jarnea Daniel Razvan was born in 1978 and has a degree in international relationships at the Romanian-American University in Bucharest. He works since 2003 at the National Company Maritime Ports Administration SA Constanta in the Marketing Department. He has participated in multiple conferences, exhibitions, and promotional events.



Frank van Laarhoven
Senior Sales Manager, RAM Spreaders

Frank van Laarhoven is a Senior Sales Manager for RAM Spreader. He was studied in electrical engineering. He was started worked in the over height crane business and then moved into the port business. He became a sales manager 16 years ago with a spreader manufacturer. After 2 years, he moved into sales and now he worked with RAM Spreaders as senior sales manager for the regions Europe, Black sea and Africa.



Rebecca Rowley
Product Manager, Navis, New Zealand

Rebecca Rowley joined the Navis Product Management Team last year, after being a Solution Architect for Master Terminal for the previous three years. Prior to that, she was a Developer, Technical Lead and Solution Architect for a leading Ecommerce Platform Provider. The shift into Terminal Operating Systems was perhaps inevitable considering the Toy Port, complete with Straddle Carriers and Quay Cranes, she had as a child.



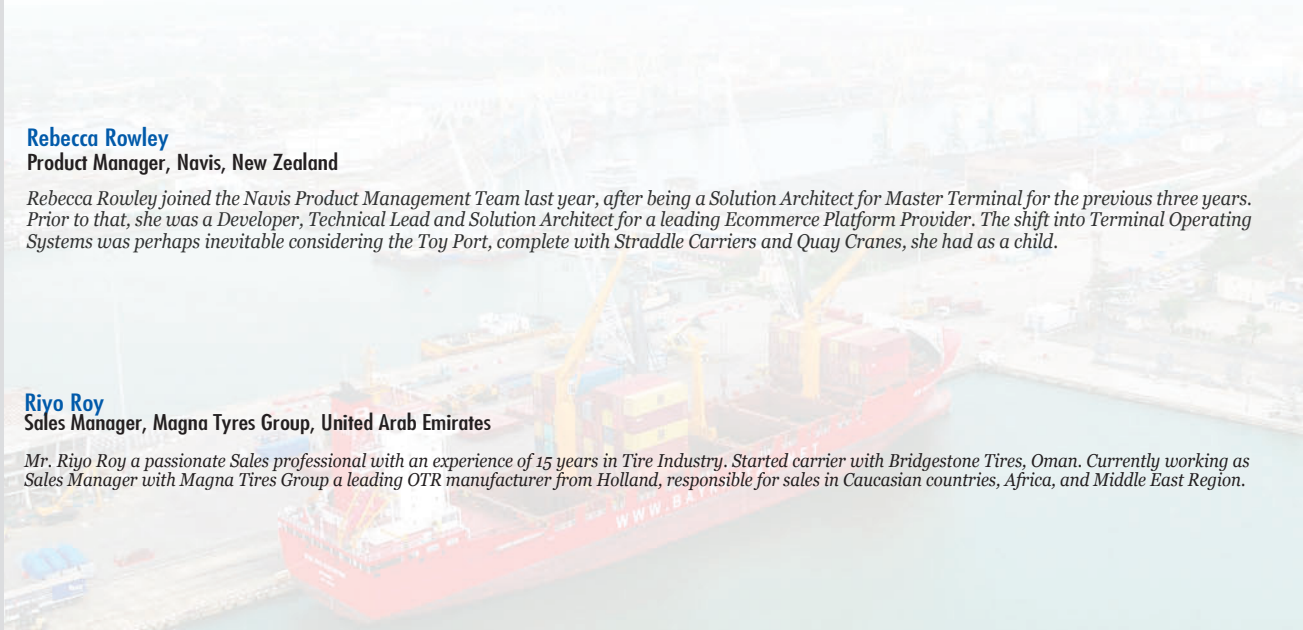
Riyo Roy
Sales Manager, Magna Tyres Group, United Arab Emirates

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 Tyres Group a leading OTR manufacturer from Holland, responsible for sales in Caucasian countries, Africa, and Middle East Region.



Eugene Seah
Chief Operation Officer, Port of Baku, Azerbaijan

Eugene Seah, building on my 25 years of Port experience, I am currently the Chief Operating Officer of the Baku International Sea Trade Port. In Port of Baku, I take a lead in the infrastructure planning and systems development. My duties also include long term strategic planning for the Port and its related activities and objectives, plans, budgets, programs and policies. I oversee the operations, which includes resource allocation, performance measurement and service quality.





Patryk Czerwinski
Head of Marketing, Stemmann-Technik, Poland

A mature manager with 15+ years' experience in Strategy building and implementation, Marketing, Product management and Business Development in industrial, electrical, electronic and mechanical B2B areas. Successful in increasing prospects, customers and revenue numbers, CAGR ~21%, managing Product Managers and P&L for business. Aligning cross functional, international teams: Sales, Engineers, Operations - towards common goals, strive for Customers' satisfaction. High skills in customer relations and understanding their needs - Voice of Customer. Ease of developing and driving initiatives to implement and correct actions if needed. Huge fan of Lean and Continuous improvement. He value the most openness and honesty, team working, customer first approach, innovation.



Tatyana Drozd
Head of Project, JSC "NC" Kazakhstan Railways, Republic of Kazakhstan

Tatyana Drozd has professional experience in the field of telecommunications and transport logistics. She has experience in digitalization of multimodal transportation operations and customer service. Knows all the smallest details of transportation, has technical skills, including import / export / transit customs work and border crossing procedures.



Jaba Tarimanashvili
Director, Trans Logistic LLC, Georgia

Jaba Tarimanashvili is the Director of Trans Logistic LLC Maritime and freight forwarding services in Georgia. Trans Logistic LLC provides wide variety of commodity trading, ship supply, bunkering, logistics, port & terminal services, stevedoring, trans shipment, maritime services, chartering, ship agency.



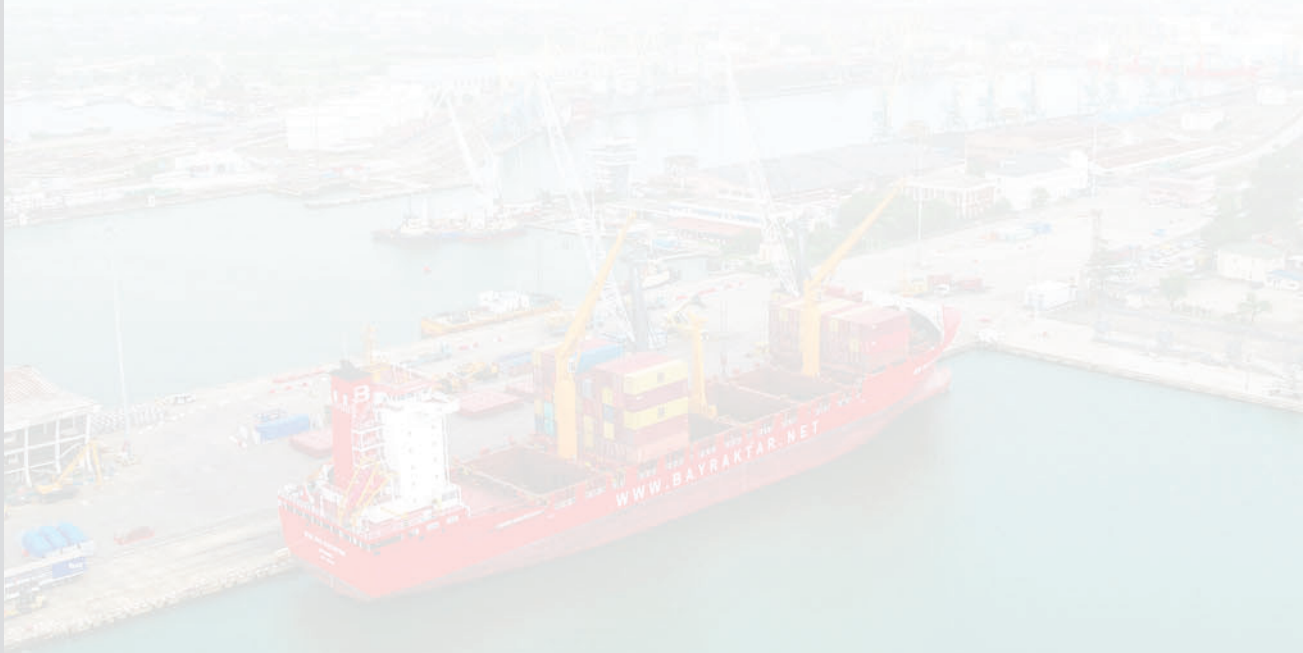
Ketevan Oragvelidze
Marketing and HR Manager, Batumi International Container Terminal LLC, Georgia

Ketevan Oragvelidze is the Marketing Manager of Batumi International Container Terminal LLC (BICT) has joined the company since opening from October 2007 and has worked across multiple positions in BICT, starting as PA to Managing Director, HR Manager and Marketing Manager at present. The holder of the NIMA diploma of the marketing practitioner, Ketevan is responsible for developing and maintaining marketing strategies, evaluation of clients' research, market conditions, competitors' data and implements marketing plan changes when it's needed. Oversees marketing, advertising, promotions and liaises with Government officials.



Victor A Aragones
Senior Transport Economist, World Bank, United States of America

His current role at the World Bank involves supporting clients in the revitalization and modernization of railway systems, regulatory and policy issues in transport, and freight intermodal transport. Other areas of expertise are transport planning, cross-border transport issues, and railway safety. Prior to joining the World Bank, Victor served as Staff Director of the Regulatory Analysis division in the Federal Railroad Administration overseeing the regulatory impact analysis portfolio of the agency.



Tuesday 5 April 2022

TECHNICAL SITE VISIT

8 30am	Delegate Registration at the Event Registration Desk Located at the Lobby of Paragraph Resorts and Spa
9am	Departure from the Paragraph Resorts and Spa to APM Terminals Poti
9 30am	Port Tour
10 15am	Depart from Port to the Container Yard
11 45am	Port Expansion Project Area Tour
12 45pm	Depart from APM Terminals Poti to Paragraph Resorts and Spa

7 30pm to 9pm Networking Welcome Reception Generously Hosted by APM Terminals Poti to All Registered Participants. Smart Casual Attire.

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Lifting Global Trade

Wednesday 6 April 2022

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

Sponsored by  **Stemmann-Technik**
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OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle FCILT, Managing Director, Transport Events, Malaysia
9 10am	Welcome Address Keld Mosgaard Christensen, Managing Director, APM Terminals Poti, Georgia
9 25am	Keynote Address Guram Guramishvili, Deputy Minister, Ministry of Economy and Sustainable Development, Georgia
9 40am	Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments

SESSION 1 Strengthening Economic Resilience and Adaptability Through Europe and the Black Sea-Caspian Region Connectivity

Sponsored by 

10 30am	Conference Moderator's Opening Remarks Michał Stupak, Account Manager, Port of Gdańsk Authority, Poland
10 30am	The Role of TRACECA in Promoting Trade Demands Asset Assavbayev, Secretary General, Permanent Secretariat (PS) of the Intergovernmental Commission (IGC) TRACECA, Azerbaijan
10 50am	Promoting Green Ports and Connectivity in the Caspian and Black Seas Daniel Kroos, Senior Programme Officer, Energy Security, OSCE Secretariat, Austria
11 10am	New Reality for Middle Corridor Dr. Irakli Danelia, Business Development Manager for Black Sea Countries, MAERSK / Sealand, Georgia
11 30am	Poti Sea Port Expansion Plan: Challenges and Opportunities Iain Rawlinson, Chief Commercial Officer, APM Terminals Poti, Georgia
11 50am	Prospects for the Development of Trade Through the Caspian and Black Seas Azamat Askaruly, General Director, Member of the Board of Directors, QazTrade JSC, Republic of Kazakhstan

SESSION 2 Railway Transit and Freight Potential Through Europe and the Black Sea-Caspian Region Connectivity

Sponsored by 

12 10pm	Developments of Trans-Caspian East-West-Middle Corridor Initiative Gaidar Abdikerimov, Secretary General, Trans-Caspian International Transport Route, Republic of Kazakhstan
12 30pm	Formation of Transit Corridor Between Southeast Asia and the European Union Through the Transport Systems of Central Asia and the Caucasus Countries Ibragimov Umidulla Nazrillaevich, Deputy Chairman of the Board of JSC Uzbekistan Railways - Head of the Main Department Logistics and Digitalization Development, Uzbekistan
12 50pm	Questions And Answers Followed by The Chairman's Closing Remarks and Conference Delegates Networking Lunch

SESSION 3 Strengthening of Transportation Sustainability and Safety. Potential Investments and Infrastructure Projects for EU-ASIA Cooperation

Sponsored by  **Middle Corridor**
Trans-Caspian International Transport Route 

2pm	Conference Moderator's Opening Remarks Jemal Inaishvili, Chairman, Tbilisi Dry Port LLC, Georgia
2pm	Encouraging Trade Demands in The Caspian Sea Region Abay Turikpenbayev, Chairman of the Executive Board (President), JSC "Sea Port of Aktau", Republic of Kazakhstan
2 20pm	Ports Facing Changing Climatic Risk Ian Rose, Director, Senior Underwriter, TT Club, United Kingdom
2 40pm	Questions And Answers Followed by Conference Delegates Refreshments Served in The Exhibition


Supporting Trade Organisations



UFO

SESSION 4	New Approaches in Strengthening Trans-Caspian International Transport Route (TITR) Cargo Flows in the Black Sea. What are the Developments in Supply Chain Transportation in the Region?	Sponsored by 
3 40pm	Accelerating Innovation and Digitalization in Railways and Logistics Sectors Bogdan Stegarescu, Senior Development Manager, Grampet, Romania	
4pm	Global View of Shipping in Georgia Selim Makzume, Regional Manager, CMA CGM Georgia, Georgia	
4 20pm	Questions And Answers Followed by The Chairman's Closing Remarks and Conference Delegates Refreshments Served in The Exhibition	
7 30pm - 9 30pm	Networking Welcome Dinner Generously Hosted by APM Terminals Poti to All Registered Participants. Smart Casual Attire.	Sponsored by 

Thursday 7 April 2022

8 30am	Conference Delegates Registration And Refreshments Served in The Exhibition	Sponsored by 
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SESSION 5	Containerization and Bulk Cargo. Logistics Processes and Motorways of the Sea in the Black Sea-Caspian Region	Sponsored by 
9am	Conference Moderator's Opening Remarks Julian Fernandez, Chief Financial Officer, APM Terminals Poti, Georgia	
9am	Port of Gdańsk as a Regional Transportation Hub Michał Stupak, Account Manager, Port of Gdańsk Authority, Poland	
9 20am	Intersection of Eurasian Rail Freight Corridors: New Transit Options via East-West, North-South and South-West Railway Networks Natig Jafarov, Director, ADY Container LLC, Azerbaijan	
9 40am	Living with the New Normal: Potential Effects of the Developments in Global Container Flow to South Caucasus and Caspian Alkan Alicik, Managing Director, MSC Georgia LLC, Georgia	
10am	Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition	
11am	Clean Bulk Ports - The Next Generation in Clean Bulking Handling. Case Studies of Zero Loss Bulk Supply Chain Frank van Laarhoven, Senior Sales Manager, RAM Spreaders, The Netherlands	
11 20am	Port of Constanta EU Black Sea Gateway Daniel Jarnea, Head of Marketing Department, National Company Maritime Ports Administration S.A. Constanta, Romania	

SESSION 6	Improving Ports Performance Through Infrastructure and Productivity Developments	Sponsored by  
11 40am	Handling the Complexities of Intermodal and Mixed Cargo Terminals Rebecca Rowley, Product Manager, Navis, New Zealand (on-demand)	
11 50am	Tyres Role in Port Productivity - Why Magna? Riyo Roy, Sales Manager, Magna Tyres Group, United Arab Emirates	
12 10pm	Alexander Sokolowsky, General Manager, Prime Concrete, Georgia	

SESSION 7	Climate Change Adaptation Planning for Port Operations – Strategies towards Reducing Co2 Emissions	Sponsored by 
12 30pm	Proactive Steps in Becoming The First Green Port in The Caspian Region Eugene Seah, Chief Operation Officer, Port of Baku, Azerbaijan	
12 50pm	Reducing CO2 Emission and More for Ports and Shipping Patrik Czerwinski, Head of Marketing, Stemmann-Technik, Poland	
1 10pm	Questions And Answers Followed by Chairperson's Closing Remarks and Networking Lunch	

SESSION 8	Advancement in Digitalisation and Technologies for Railway and Maritime Infrastructure	Sponsored by 
2pm	Creation of a Single Digital Transit Corridor Using Blockchain Technology Tatyana Drozd, Head of Project, JSC "NC" Kazakhstan Railways, Republic of Kazakhstan	
2 20pm	Digital Silk Road - Belt and Road on Blockchain Jaba Tarimanashvili, Director, Trans Logistic LLC, Georgia Ketevan Oragvelidze, Marketing and HR Manager, Batumi International Container Terminal LLC, Georgia	
2 40pm	Questions and Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Networking Refreshments Served in the Exhibition	

Supporting Media

BLACK AND CASPIAN SEA PORTS & SHIPPING 2022

Paragraph Resort & Spa Shekvetili, Georgia
Tuesday 5 to Thursday 7 April 2022

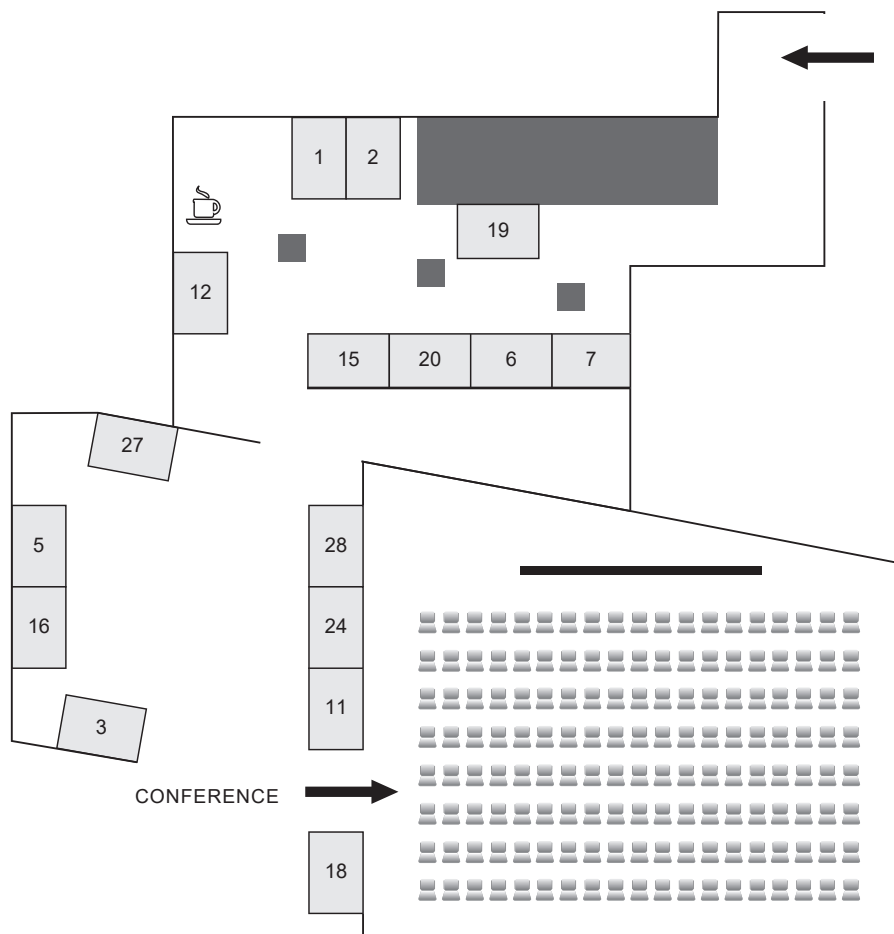
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EXHIBITION
ENTRANCE

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Conference Delegates Refreshment Sponsor



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STAND ALLOCATION (updated on 14 / 4 / 2022)

1 APM Terminals Poti	11 PEINER Smag
2 APM Terminals Poti	12 PEINER Smag
27 Batumi International Container Terminal	24 Port of Aktau
3 Fuchs	28 Port of Aktau
24 International Association «Trans-Caspian International Transport Route»	5 Port of Baku
28 International Association «Trans-Caspian International Transport Route»	16 Port of Baku
18 Magna Tyres	11 RAM Spreaders
6 Medlog Georgia	12 RAM Spreaders
7 Medlog Georgia	15 Sibre
6 MSC Georgia	20 Sibre
7 MSC Georgia	19 Stemmann-Technik
	3 Terex

EXHIBITION STAND PACKAGE

3 x 2 Square Metre Stands Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **Black and Caspian Sea Ports & Shipping 2022 Georgia Exhibition and Conference** will benefit from international publicity offered by sponsorship. 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 social media
- All international event advertising, direct mail and public relations
- The official Black and Caspian Sea Ports & Shipping 2022 Georgia 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 €4,485

Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company's latest full colour corporate logo is exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €8,895 including all production costs. This does not include nametag sponsorship.

Sponsored by 

Delegates Nametags Sponsorship

All event participants are given an identification name tag to wear throughout the two days of the event. Your company's latest full colour corporate logo exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €8,895 including all production costs. This does not include lanyard sponsorship.

Sponsored by 

Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure. 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, plus a VIP lunch area for up to eight of your VIP clients or partners. Exclusive lunch sponsorship per day is €8,895.

Wednesday 6 April 2022

Thursday 7 April 2022

Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €6,895.

Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €6,895.

Company Banners

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is €6,895 per 3 banners.

Sponsored by  

Technical Site Visit Transportation Sponsorship

The Technical Site Visit take place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is €6,895.



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 conference session. Cost is €6,895 per Conference Session Sponsorship.

Session 1		Session 2		Session 3	  	Session 4	
Session 5		Session 6	 	Session 7		Session 8	

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's latest full colour corporate 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 €6,895.

Break 1		Break 2		Break 3	
Break 4		Break 5		Break 6	

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is €3,895.

Conference Speaker's Sponsorship

Conference Speaker's Sponsorship Package will cost €3,895 and will include excellent value for money comprising:

- Perfect for companies who wish to be **guaranteed** a speaker in the conference; have their company branded before and during the event in a highly visible way and have three free delegates without taking an exhibition stand
- Conference Speaker Guaranteed in a Session Related to the Speaker's Topic
- Branding of sponsor's latest full colour logo as a Principal Sponsor on all event marketing materials distributed worldwide and all event social media
- Branding of sponsor's latest full colour logo as a Principal Sponsor on event materials on site throughout the three days of the event
- Three conference delegate registrations for the sponsor's management or VIP clients to attend the event completely free of charge compliments of the sponsor

Networking Welcome Reception – Tuesday 5 April 2022

The Networking Welcome Reception is the first of two social highlights of the whole event. 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.

Sponsored by 

Networking Dinner – Wednesday 6 April 2022

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with 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 

REGISTRATION INFORMATION

To Participate in **Black and Caspian Sea Ports & Shipping 2022** You Need to Register as an Exhibitor, Conference Delegate, Event Sponsor or Exhibition Visitor.

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

Exhibition Visitors Receive: Access to Exhibition Only

CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Email 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 Email to: alin@transportevents.com

Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on **Tuesday 5 April 2022**. 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: amelia@transportevents.com

☐ I Wish to Attend The Networking Welcome Reception on **Tuesday 5 April 2022**

☐ I Wish to Attend The Networking Welcome Dinner on **Wednesday 6 April 2022**

Name: _____ 14 / 4 / 2022

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Saturday 5 March 2022**: The 'Early Bird' Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Sunday 6 March 2022**: The Regular Conference Delegate Registration is **€1,495** Special Offer - 3 Delegates For The Price of 2 in This Category
- One Day Conference Delegate Registration is **€995**
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment Via PayPal at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Made in EUR.

☐ Telegraphic Transfer - Complete The Registration Details on This Page And 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 **€1,495 / €1,295 / €995** (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 035-802-538366-831

Beneficiary Bank: OCBC Wing Hang Bank Limited

Bank Address: 161 Queen's Road Central, Hong Kong

Swift Code: WIIHBKHH

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

LOCAL DELEGATE REGISTRATIONS

For Nationals, Citizens And Residents of Georgia, The Conference Delegate Registration is **€695**.

- On or Before **Saturday 5 March 2022**: The 'Early Bird' Conference Delegate Registration is **€595**
- From **Sunday 6 March 2022**: The Regular Conference Delegate Registration is **€695**
- Business / Photo ID is Required
- No Delegate Registration Accepted Without Full Remittance

☐ 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.

☐ I Have Transferred **€595** Per Delegate to OCBC Wing Hang Bank Limited

☐ I Have Transferred **€695** Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 035-802-538366-831

Beneficiary Bank: OCBC Wing Hang Bank Limited

Bank Address: 161 Queen's Road Central, Hong Kong

Swift Code: WIIHBKHH

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

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

TERMS AND CONDITIONS

- No Delegate Registration 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 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 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 Limited

Tel: +852 2157 3907

enquiries@transportevents.com

www.transportevents.com



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:

Wednesday 6 April 2022 9am to 5pm

Thursday 7 April 2022 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is the **Paragraph Resort & Spa, Shekvetili**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Paragraph Resort & Spa
Shekvetili Beach
Highway E70 Shekvetili
3521, Georgia

Contact Person
Giorgi Gvadzabia
Executive of Sales
Tel: +995 322 999 900
Mob: +995 568 886 026
Email: g.gvadzabia@paragraphhotels.com
Website: www.paragraphhotels.com

