

# 10<sup>th</sup> PHILIPPINE PORTS AND SHIPPING 2019

SOFITEL PHILIPPINE PLAZA MANILA, THE PHILIPPINES  
TUESDAY 19 TO THURSDAY 21 FEBRUARY 2019

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## BIMP-EAGA The Gateway To Global Trade

### KEY SPEAKERS..... PLUS MANY MORE!

1. **Sean Perez**  
ATI Senior Vice President, Asian Terminals Incorporated, Republic of The Philippines
2. **Bonifacio B. Licayan**  
Vice President, Davao International Container Terminal, Republic of The Philippines
3. **Serawa Budol**  
General Manager, Miri Port Authority, Malaysia
4. **Anthonie Versluis**  
Head of Ports Practice-Managing Partner Malaysia, Roland Berger, Malaysia
5. **Paul McCarthy**  
General Manager, Wise Group Security, Australia
6. **Benny Woenardi**  
Managing Director, Cikarang Dry Port, Indonesia
7. **Daniel Ventanilla**  
President, Logistics Division, Transnational Diversified Group (TDG), Republic of The Philippines
8. **Chiefy Adi K**  
President Director, Indonesia Port Corporation Car Terminal, Indonesia
9. **Peter Sebastian Pütz**  
Head of Strategic Marketing, Tsubaki Kabelschlepp GmbH, Germany
10. **Jim O'Mahony**  
Assistant Commercial Manager, Nectar Group, United Kingdom

### HIGHLIGHTED TOPICS

- Developments in economy, trade and investment in the BIMP-EAGA region and identifying commercial opportunities
- BIMP-EAGA connectivity and modernisation for regional trade growth
- ASEAN maritime trade trends - Implications and lessons learnt in the BIMP-EAGA region
- Managing safety, security risks and preventing accidents in ports
- Reducing accidents and insurance claims for ports & terminals
- Next-Gen Smart Ports and creating economic value through port investments and expansions
- Smart port vision in hinterland connectivity and implementation of IOT in port and logistics activities
- Refining port service delivery and the supply chain cycle through technology innovations
- Port modernisation in creating business competitiveness, expanding trade and improving maritime transport gateway for the Philippines and the BIMP-EAGA region
- Improving maritime connectivity and trade in the Philippines and the BIMP-EAGA region
- Positioning as the premier transshipment hub for the BIMP-EAGA region

For more Information or to Register

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Website: [www.transportevents.com](http://www.transportevents.com)

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21 May 2018

Dear Colleague,

To understand the substantial commercial opportunities currently presented in The Philippines, you are invited to participate in the biennial **10<sup>th</sup> Philippine Ports and Shipping 2019 Exhibition and Conference** - now in its 10<sup>th</sup> successful year - taking place from Tuesday 19 to Thursday 21 February 2019 at the Sofitel Philippine Plaza Manila.

This event is the largest biennial Container Ports and Terminal Operations Exhibition and Conference B2B trade event in the Philippines and one of the largest throughout the ASEAN region.

This trade Exhibition and Conference is honored to be endorsed and hosted by the **Philippine Ports Authority**.

The event will be a two-day gathering of 350 senior executive decision-makers from the world's leading regional container shippers, cargo owners, shipping lines, freight forwarders, logistics, port authorities, importers/exporters, terminal operating companies, railway operating companies, haulage companies, container terminal equipment and services suppliers operating throughout Australasia.

There will be an Exhibition of 50 international shipping lines, container ports, logistics companies, IT companies, container terminal equipment, services providers and event sponsors.


A two-day concurrent Conference will feature 25 world-class conference speakers analyzing latest global and regional transport and logistics issues facing shipping lines and cargo owners.

There were 583 participants from 30 countries at the last event in Manila in 2017.

We welcome you to our beautiful country rich in history and cultural diversity in what is one of the largest archipelagos in the World.

We encourage your participation and look forward to the pleasure of your valued company at the largest biennial Container Ports and Terminal Operations Exhibition and Conference in The Philippines.

Sincerely,

  
**JAY DANIEL R. SANTIAGO**  
General Manager

Tuesday 19 February 2019

## TECHNICAL SITE VISIT

8am	Delegates registration at the lobby of Sofitel Philippine Plaza Manila. <b>Delegates attending the Technical Site Visit are required to wear the event name tags that will be provided during registration</b>
9am	Transport departs from Sofitel Philippine Plaza Manila to Manila North Harbour Port
10am	Arrival at Manila North Harbour Port for the Technical Site Visit Facilities visited during the site visit are as follows: <ul style="list-style-type: none"> <li>• Passenger Terminal Complex</li> <li>• Hiring Hall</li> <li>• PPA Port Police</li> <li>• PPA North Harbor</li> <li>• Operations Center</li> </ul> Refreshments will be served for all delegates
11 30am	Transport departs from Manila North Harbour Port back to the Sofitel Philippine Plaza Manila
12 30pm	Arrival at Sofitel Philippine Plaza Manila (approx.)

7 30pm to 9pm Networking Welcome Reception at the Seawall Side Garden of Sofitel Philippine Plaza Manila for all registered participants. Smart Casual Attire. **Delegates attending the Networking Welcome Reception are required to wear the event name tags that will be provided during registration**

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Wednesday 20 February 2019

8am Conference delegates registration and refreshments served in the exhibition

## OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle, CMILT, Managing Director, Transport Events, Malaysia
9 05am	Opening Address Jay Daniel R. Santiago, General Manager, Philippine Ports Authority, Republic of The Philippines
9 15am	VIP Keynote Address Fernando Juan C. Perez, Undersecretary for Maritime, Department of Transportation, Republic of The Philippines
9 30am	Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

## SESSION 1 Developments in economy, trade and investment in the BIMP-EAGA region and identifying commercial opportunities

10 30am	Conference Moderator's Opening Remarks Prof. Dr.-Ing. Holger Schuett, Managing Director, akquinet port consulting GmbH, Germany
10 30am	Smartports and key trends in Asia Mark Yong, Director, BMT Hong Kong Limited, Hong Kong
10 45am	ASEAN maritime trade trends - Implications and lessons learnt in the BIMP-EAGA region Anthonie Versluis, Head of Ports Practice-Managing Partner Malaysia, Roland Berger, Malaysia
11am	Structuring valuable port PPPs for strategic business growth Paul van Eulem, Director, Maritime and Transport Business Solutions (MTBS), The Netherlands

## SESSION 2 Managing safety, security risks and preventing accidents in ports

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11 15am	Reducing accidents and insurance claims for ports & terminals Phillip Emmanuel, Regional Director, TT Club Asia Pacific, Hong Kong
11 30am	The effects of cyber terrorism on shipping and in port security Paul McCarthy, General Manager, Wise Group Security, Australia

## SESSION 3 Next-Gen Smart Ports and creating economic value through port investment and expansion

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11 45am	Equity investors' perspectives on ports Victor Wai, Consultant, Royal Haskoning DHV, Singapore
12 15pm	The cargo logistics platform: The power of an open platform to drive immediate productivity for the port communities Michael Bouari, Chief Executive Officer, 1-Stop Connections, Australia
12 15pm	Alternative marine power systems Daiel Hoffmans, Sales Director, Region Asia, Middle East & Africa, Power Collection Business Unit – Product Line Industry, Stemmman-Technik, The Netherlands
12 30pm	Questions and answers followed by conference delegates networking lunch

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## SESSION 3 Next-Gen Smart Ports and creating economic value through port investment and expansion (continuation)

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2pm	Conference Moderator's Opening Remarks Anthonie Versluis, Head of Ports Practice-Managing Partner Malaysia, Roland Berger, Malaysia
2pm	Developing smart port ecosystem: Cikarang Dry Port's experience in internet of things implementation Benny Woenardi, Managing Director, Cikarang Dry Port, Indonesia
2 15pm	Next-gen for rural ports: Smartphone apps for cargo tallying René Bendt, Director, arl-shipping.com, Republic of The Philippines

## Supporting Trade Organisations



## SESSION 4 BIMP-EAGA Supply chain – The future of logistic connectivity and developing an efficient logistics network

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- 2 30pm Developments and logistics operations of Busan Port in creating business opportunities  
Nam Ki-chan, Chief Executive Officer, Busan Port Authority, Republic of Korea
- 2 45pm Authentic halal data and full traceability proven crucial in global trading and supply chain  
Amnah Shaari, Chief Executive Officer, Serunai Commerce Sdn. Bhd., Founder of Global Halal Data Pool and Verify Halal, Malaysia
- 3pm Halal silk route: Powering the integrated halal value chain  
Dato' Azman Shah Mohd Yusof, Chief Executive Officer, Northport (Malaysia) Bhd, Malaysia
- 3 15pm Questions and answers followed by refreshments served in the exhibition
- 4 15pm Logistics opportunities in The Philippines – Connecting the domestic economy  
Daniel Ventanilla, President, Logistics Division, Transnational Diversified Group (TDG), Republic of The Philippines
- 4 30pm Reducing bottlenecks in logistics to help improve regional supply chain movements  
Christine Pardinias, President, Supply Chain Management Association of the Philippines (SCMAP), Republic of The Philippines

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## SESSION 5 Refining port service delivery and the supply chain cycle through technology innovations

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- 4 45pm Technology packages for cranes and long travel applications  
Peter Sebastian Pütz, Head of Strategic Marketing, Tsubaki Kabelschlepp GmbH, Germany
- 5pm The next generation of mobile equipment for ports  
Michael Wahab, Director of MEQ (Kalmar APAC), Kalmar, Australia
- 5 15pm Questions and answers followed by Chairperson's closing remarks
- 7pm-10pm Networking Welcome Dinner for all registered participants at the poolside of Sofitel Philippine Plaza Manila.  
Smart Casual Attire. **Delegates attending the Welcome Dinner are required to wear the event name tags that was provided during the event registration**

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Thursday 21 February 2019

- 8am Conference delegates registration and refreshments served in the exhibition

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## SESSION 5 Refining port service delivery and the supply chain cycle through technology innovations (continuation)

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- 9am Conference Moderator's Opening Remarks  
Benny Woenardi, Managing Director, Gikarang Dry Port, Indonesia
- 9am How to choose the right path for RTG automation  
Lim Meng Yong, Senior Sales Manager (Kalmar APAC, Automation and Project Divisions), Kalmar, Singapore
- 9 15am Improving supply chain service delivery in ports and logistics industry  
Derry Sak, Regional Product Marketing Manager (ASEAN & ANZ), Honeywell, Malaysia
- 9 30am New Konecranes Noell RTG  
Jerry Fann, Sales Director (Northeast & Southeast Asia), Konecranes, Finland
- 9 45am Innovation at Mariveles Multipurpose Terminal  
Jim O'Mahony, Assistant Commercial Manager, Nectar Group, United Kingdom
- 10am VAHLE ARTG solution helps port enhance the efficiency  
Xiaowei Jiang, Key Account Manager, Vahle, Singapore
- 10 15am Questions and answers followed by conference delegates refreshments served in the exhibition
- 11 15am Improving productivity and reducing costs in port operations  
Markku Vuorinen, Area Sales Director, Mantsinen Group Ltd Oy, Finland
- 11 30am The use of Artificial Intelligence in safeguarding port security  
Vicky Wu, Senior Regional Sales Manager, Umbo Computer Vision, Taiwan
- 11 45am Pro-active shift planning and predictive maintenance - That's what you need for improving terminal's efficiency  
Prof. Dr.-Ing. Holger Schuett, Managing Director, akquinet port consulting GmbH, Germany
- 12pm Making global maritime trade safe  
Everhardus van den Heuvel, Director Business Development and Deputy Head of MTM - Sales & Marketing, Saab Technologies Ltd., Canada
- 12 15pm Exploring port automation in enhancing service delivery  
Peter Thomas, General Manager, Conductix-Wampfler, Republic of The Philippines
- 12 30pm Questions and answers followed by conference delegates networking lunch

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## SESSION 6 Port modernisation in creating business competitiveness, expanding trade and improving maritime transport gateway for the Philippines and the BIMP-EAGA region

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- 2pm POIC as the catalyst for the development of Sabah and for BIMP-EAGA  
Rose Pun, Senior Manager, Marketing & Sales, POIC Lahad Datu, Sabah, Malaysia
- 2 15pm Setting up a world-class port infrastructure in improving regional economic growth  
Bonifacio B. Licayan, Vice President, Davao International Container Terminal, Republic of The Philippines
- 2 30pm Developing best practises in terminal efficiency for Philippines ports  
Sean Perez, ATI Senior Vice President, Asian Terminals Incorporated, Republic of The Philippines
- 2 45pm Unleashing the potential of Sapangar Bay as the hub of shipping and logistics in the BIMP-EAGA region  
Siti Noraishah Azizan, General Manager, Sabah Ports Sdn. Bhd., Malaysia
- 3pm The role of local ports in supporting the local economy  
Serawa Budol, General Manager, Miri Port Authority, Malaysia
- 3pm RoRo freight: Prospects and challenges for the Philippines and the BIMP-EAGA  
Chiefy Adi K, President Director, Indonesia Port Corporation Car Terminal, Indonesia
- 3 30pm Questions and answers followed by Conference Moderator's closing remarks and conference delegates refreshments served in the exhibition

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### Supporting Media



# Meet The Speakers

Sofitel Philippine Plaza Manila, The Philippines  
Tuesday 19 to Thursday 21 February 2019



**Mark Yong**  
Director, BMT Hong Kong Limited

Mark Yong earned his undergraduate degree and doctorate of philosophy in molecular biology before finding a career in shipping. At P&O Containers/Nedlloyd, he spent the majority of his tenure in emerging markets such as Vietnam, Cambodia and China. His next position was director of business development at Alibaba.com, before being invited to serve as a committee member of the Hong Kong General Chamber of Commerce e-commerce unit. Yong joined INTTRA in 2002 where he served in several managerial positions, finishing as General Manager, South Asia, overseeing the growth and development of India, Pakistan, Sri Lanka and Bangladesh. In 2008, Mark joined BMT Group where his key role includes overseeing the shipping and infrastructure development activities in the region.



**Antonie Versluis**  
Head of Ports Practice-Managing Partner Malaysia, Roland Berger

Antonie Versluis is a Head of Ports Practice-Managing Partner Malaysia for Roland Berger. He Holds MSc in Industrial Engineering/Management at Technical University Twente, Netherlands and has BSc in Mechanical Engineering at University of Technology, Delft, Netherlands.

Antonie Versluis has more than 30 years of professional experience, most of which he spent in strategy consulting. He has worked for clients in Asia and the Middle East on issues related to strategy, development planning, port development, logistics, shipping, infrastructure development, feasibility studies, corporate and business strategy, transformation and operations restructuring, management and improvement. In his career, he has managed or directed around 50 port development projects, in Malaysia, China, Indonesia, Maldives, Saudi Arabia, Europe and in various countries in the Caribbean.



**Paul van Eulem**  
Director, Maritime and Transport Business Solutions (MTBS)

Paul van Eulem is Director of MTBS since 2005. He holds an MSc Degree from Delft University of Technology and MBA Degree from the Erasmus University Rotterdam. He has more than 20 years of worldwide experience in board room port consultancy. As a project manager and Senior Advisor he has considerable experience in privatisation, port development, planning, business development, organisation and financing of ports and terminals worldwide. He has been Advisor to many Port Authorities and (Global) Terminal Operators, as well as Development and Commercial Banks, blue chip international Shipping Lines and Transport Companies. Mr Van Eulem has been responsible for the implementation of numerous PPP transaction mandates in the port and transport sector. Mr Van Eulem is a well-known industry figure and a frequent speaker at international conferences on topics of port strategy, port reform and PPP transactions. He has carried out projects in more than 40 countries in Europe, Middle East, Asia, Africa, Caribbean, both in developed and emerging markets.



**Phillip Emmanuel**  
Regional Director, TT Club Asia Pacific

Phillip Emmanuel is based in Hong Kong and the Regional Director for the TT Club's Asia Pacific operations, a specialist insurer in the transport and logistics field. Phillip has over 20 years experience working with the TT Club's client base of port, terminal, logistics and ship operator Members, providing solutions to their insurance and risk management requirements. Previously, Phillip was the Regional Claims Director for the TT Club's EMEA business.



**Paul McCarthy**  
General Manager, Wise Group Security

Paul McCarthy is an internationally respected security expert in supply chain security. Recognised for his holistic approach to security, including; the assessment, design, implementation and operation. McCarthy is an Australian-based security professional with over 28 years' experience in designing and providing physical security solutions, such as electronic access controls, CCTV and software, workforce management and identity systems and in recent years cyber protection and cyber risk mitigation. McCarthy is an avid proponent of raising standards in supply chain security while at the same time ensuring a return on investment by engaging with all areas of company management, promoting security as a business driver and not just a cost. In particular, he has led the way in the use of IP technology and management systems to create seamless systems that work across enterprises to coordinate and manage security, risk, occupational health & safety, compliance and governance.



**Victor Wai**  
Consultant, Royal Haskoning DHV

Victor Wai is a consultant with Royal Haskoning DHV. Based in Singapore, his main contributions to the team are market studies and valuations of ports in South and Southeast Asia regions. Prior to joining the company, he had 7 years of investment research experience, primarily covering port companies. He was ranked top analyst in Bloomberg for port and infrastructure coverage in 2017. Victor holds a Bachelor degree from National University of Singapore, and is a CFA charter holder since 2014.



**Michael Bouari**  
Chief Executive Officer, I-Stop Connections

Michael Bouari is the CEO of I-Stop Connections, a globally recognised leader in integrated solutions provider for the Port Community. Michael has over 19 years' experience in Business to Business (B2B) technology solutions. His career started at 3M, leading several eBusiness solutions in the 90's, before joining Sun Microsystems in the UK. Working for P&O Nedlloyd as the B2B process automation expert in APAC, he joined I-Stop in 2004 and is now a part of the digital disruption revolution through I-Stop.



**Dael Hoffmans**  
Sales Director, Region Asia, Middle East & Africa for Power Collection Business Unit – Product Line Industry, Stemmann-Technik

Dael holds a degree in Engineering from the University of Rijswijk. He started his career in 2005 as Technical Commercial Advisor at Stemmann Technik Netherlands. In 2012, he has been appointed as International Sales Manager at the Head Office Stemmann Technik Germany, where he kept himself busy with global sales. In 2014, Wabtec Corporation has acquired ownership of Fandstan Group (Stemmann Technik) and in 2016 they acquired majority ownership of Faiveley Transport S.A. Since 2017, Dael has been appointed as Sales Director, Region Asia, Middle East & Africa for Power Collection Business Unit – Product Line Industry.



**Benny Woenardi**  
Managing Director, Cikarang Dry Port

Benny Woenardi has 23 years of executive experience in managing logistics facilities, support services and port activities. He designed, developed and manages Cikarang Dry Port, the first fully fledged dry port in Indonesia. He reorganizes and set quality standards in operation to reduce cost, lower turnover, to achieve Q-C-D (Quality – Cost – Delivery), to comply with safety requirement (QHSE). He showed his leadership by providing training programs, improving morale and building mutual respects among the staffs. He also holds various positions in industry associations; Director of Supply Chain Asia for Indonesia, Advisory Board Member of Indonesia Port Corporation Association (ABUPI – Asosiasi Badan Usaha Pelabuhan Indonesia), Chairman of Standing Committee on Logistics Park & Area Committee in Indonesia Chambers of Commerce. He is also a member of Working Group 3 under Indonesia Coordinating Ministry of Economic to evaluate and synchronize economic stimulus packages policies released by the government.





**René Bendt**  
Director, arl-shipping.com

René has worked with IT-driven process improvements in shipping and logistics from bases in Europe, Middle East and Asia. arl-shipping.com is providing innovative, in-expensive and easy-to-deploy Smartphone/IoT and cloud apps for ports, terminals, shipping lines, agents and logistics providers, contributing to digitising the transport industry, and closing the IT-gap to other industries.



**Nam Ki-chan**  
Chief Executive Officer, Busan Port Authority

NAM Ki-chan is a president of Busan Port Authority since 2018. He received his master's degree and Ph.D in Engineering from the Graduate School of University of Wales in United Kingdom. He has more than 25 years of experience in ports and maritime industries, the greater part of his career spent as a lecturer and professor of Korea Maritime and Ocean University, Erasmus University Rotterdam, and Catholic University of Chile. NAM also dedicated himself to the development of Busan Port as a Member of Logistics Policy Committee of Busan Metropolitan City from 2002 to 2004 and Port Commissioner (Board of Director) of Busan Port Authority from 2006 to 2009. He was awarded Prime Minister citation in 2017 when he worked as Policy Advisor of Ministry of Maritime Affairs and Fisheries of Korea.



**Amnah Shaari**  
Chief Executive Officer and Founder, Serunai Commerce Sdn Bhd and Global Halal Data Pool

Amnah Shaari is the CEO of Beyond Corporate Group Sdn Bhd and Serunai Commerce Sdn Bhd. She also a founder of world's first Halal data pool (Global Halal Data Pool) and smartphone verification engine for halal products and premises (Verify Halal) with support from the world's oldest halal certification bodies, JAKIM.



**Dato' Azman Shah Mohd Yusof**  
Chief Executive Officer, Northport (Malaysia) Bhd

Azman was appointed as the CEO of Northport (Malaysia) Bhd, the operator of the oldest port terminal in Port Klang, on 16th February 2016. Northport has won the Best Performance by a Port Operator Award presented by the Ministry of Transport for two consecutive years in 2016 and 2017.



**Daniel Ventanilla**  
President, Logistics Division, Transnational Diversified Group (TDG)

Daniel Ventanilla has been in the logistics and transport industry over the last 26 years. He heads the Logistics Division of TDG who is the local partner of NYK Line, NCT, CJ Logistics, ONE, TCL, Yusen Logistics, ICTSI (for LGICT) and TCL. He is currently President of Transnational Aviation Support Services (TASS) and also CJ Transnational Logistics Philippines (CJT). Daniel had played an active role in enhancing the overall landscape of transport in the country by assisting JICA, APEC, DOTC and the Philippine Government in various consultative roles. He graduated from UP Diliman with a degree of Mathematics major in Actuarial Science. Daniel is also a distinguished member of the Pan Xenia International Professional Foreign Trade Fraternity.



**Christine Pardiñas**  
President, Supply Chain Management Association of the Philippines (SCMAP)

Christine Pardiñas is the president of the Supply Chain Management Association of the Philippines, the premiere supply chain organization in the country. Prior to assuming the position in 2019, she served as the organization's secretary in 2016, vice president in 2017, and president-elect in 2018. She also leads the organization's Training and Academic committee, spearheading efforts to expand supply chain education in all levels across the country.

Christine has worked for the likes of Sterling Paper, Smart Communications and Philsteel Holdings throughout her career. She was also involved with the UP Institute for Small Scale Industries, providing research, training and consultancy functions in service to micro-entrepreneurs across the country.



**Peter Sebastian Pütz**  
Head of International Cranes and Long Travel Division & Head of Strategic Marketing for Tsubaki Kabelschlepp GmbH

Peter Puetz was born in 1969, he was enrolled in the German Air Force incl. vocational education and studies: Academic Studies: mechanical engineering, Vocational education: Aircraft mechanic, Vocational education: Jet engine mechanic. He began his career at European technical publisher as editorial journalist and project manager.

He has 16 years' experience with cable carrier Systems for port cranes, cranes in general and bulk material handling applications. Currently, he's working with TSUBAKI Kabelschlepp GmbH as a Head of Crane Business/Business Development.



**Michael Wahab**  
Director of MEQ (Kalmar APAC), Kalmar

Michael is the Solution Sales Director for Kalmar Asia Pacific (APAC) specialising in the mobile equipment sector. Kalmar is part of Cargotec, a global leader in cargo handling solution.

With close to 20 years of experience in the port container handling business, Michael has worked with different disciplines from multi cultures and is well verse in the port business around the region. For many years, Michael has been the sales lead in the company, most notable for pioneering various solution that has added value to the way the ports operate today.



**Lim Meng Yong**  
Senior Sales Manager (Kalmar APAC, Automation and Project Divisions), Kalmar

Meng Yong is the Senior Sales Manager for Kalmar Asia Pacific (APAC) Automation Project Division. Kalmar is part of Cargotec, a global leader in cargo handling solution. Meng Yong holds a double Master (MSc in Mechatronics from National University of Singapore and EMBA from Temple University (US, Philadelphia, Pennsylvania). He is also a Charter Engineer (UK- IET) and a fellow in the Singapore Institute of Arbitrators (SIArb).

With over 10 years of experience involvement of port equipment business, Meng Yong is adept in providing automation solution that suits the port business requirement around the region.





**Derry Sak**  
Regional Product Marketing Manager (ASEAN & ANZ), Honeywell

*Derry Sak is the Asia Pacific Industry Marketing for Honeywell Safety & Productivity Solutions, the world leader in Safety and Workflow Performance Solutions. Derry's expertise lies in more than 20 years of supply chain, distribution, consulting and sales experience, spanning across SCM, ERP and AIDC. He will be sharing his unique insights and extensive knowledge in operations and technology enablement.*



**Jerry Fann**  
Sales Director (Northeast & Southeast Asia), Konecranes

*Jerry Fann is the Sales Director of the Konecranes Port Solutions and in charge the sales and marketing of Port Cranes (STS/RTG/RMG) in Southeast and Northeast of Asia. More than 20 years working in the sales of port equipment. He is coming from Taiwan.*

*Before joining the sales of port equipment, Mr. Fann has worked in marine engineer and chief engineer more than 10 years in Taiwan.*



**Jim O'Mahony**  
Assistant Commercial Manager, Nectar Group

*Jim is the assistant commercial manager at nectar group, a market leading dry bulk terminal operator and port service provider. He is responsible for business development for some of the group's key subsidiaries and for delivering customer focused logistic solutions globally using the group's fleet of mobile equipment. Having graduated in 2014 with a BSc in ship and port management, Jim is a new face in the industry hoping to bring some fresh ideas.*



**Markku Vuorinen**  
Area Sales Director, Mantsinen Group Ltd Oy

*Markku Vuorinen of Mantsinen Group from Finland has worked in multiple industries during his career mainly within industrial automation and material handling as well as in military technology. He has degree of Master of Science in Mechanical Engineering.*

*Currently he is running Mantsinen material handling machinery business in Asia Pacific area. Mantsinen produces the largest multipurpose machine in the world.*



**Vicky Wu**  
Senior Regional Sales Manager, Umbo Computer Vision

*Vicky Wu is member of an IPO company and started from scratch. She has more than 12 years' experience in security industry and managed the sales team for Asia market.*



**Prof. Dr.-Ing. Holger Schuett**  
Managing Director, akquinet port consulting GmbH, Germany

*Holger Schuett is the CEO of akquinet port consulting GmbH (former known as ISL Applications GmbH). He is working in the field of simulation as well as in the branch of ports and container terminals for nearly 30 years. Starting within the IT of HHLA, the biggest terminal operator in Hamburg, he was responsible for the simulation-based consultancy of the fully automated Container Terminal Hamburg Altenwerder.*

*In 2002 he joined ISL to combine ISL's research-based simulation products with his knowledge from the practice. The product family CHESSCON developed by ISL supports the optimisation of terminal processes in all five continents.*



**Everhardus van den Heuvel**  
Director Business Development and Deputy Head of MTM - Sales & Marketing, Saab Technologies Ltd.,

*Everhardus van den Heuvel has an experience from low to high-dollar value (>multi-Billion) procurements involving complex CAPEX projects and product support / Supply Chain Management activities. His main focus area includes Maritime Shipping, Navy/Army/Airforce and Security solutions. He is an expert in Project/Program Management, Complex Contracting, Project Planning, Cost Estimation and Controls, Business Development. He holds MBA in High-Tech Management and BAsC (Eng) in Electrical Engineering (Electronics) at University of Ottawa.*



**Peter Thomas**  
General Manager, Conductix-Wampfler

*Peter Thomas is the General Manager for Conductix-Wampfler covering the South East Asia region. Peter has been involved in providing solutions to the ports industry for 17 years and has a wide range of experience in all topics of power and data management for moving machinery.*

*With the business evolving Peter has experience in Machine learning for industry and works closely with the port industry on Battery technology. Peter works closely with many Ports, equipment manufacturers and service companies with a keen focus on value that makes the ports more efficient, green and provides solutions to reduce operating costs of the ports.*



**Xiaowei Jiang**  
Key Account Manager, Vahle

*Since the year 2004, Xiaowei had studied in Germany and start carrier as the Engineer in Vahle China for various ERTG / Contactless power supply / EMS project for ZPMC / Volkswagen / Airbus.*

*In 2014 he moved to South East Asia as the key account manager to develop the market such as HPH Laemchabang ARTG project, NPIC in Jakarta from PSA / MITSUI, Mundra T2, Kattupali ARTG in ADANI*



# Meet The Speakers

Sofitel Philippine Plaza Manila, The Philippines  
Tuesday 19 to Thursday 21 February 2019



**Rose Pun**  
Senior Manager, Marketing & Sales, POIC Lahad Datu

*Ms. Rose Pun graduated with a degree in Business Finance from Liverpool John Moore University, England in 1994 and a postgraduate diploma in Administration and Information Management from Napier University, Edinburgh, Scotland in 1996 after which she spent some 21 years working with major developer of industrial park in Sabah promoting the State Government industrialization project.*

*Ms. Pun joined POIC Sabah Sdn Bhd in early 2005 to head the Marketing & Sales Division. She is one of the pioneer in POIC Sabah Sdn Bhd when it was incorporated in 2005.*



**Bonifacio B. Licayan**  
Vice President, Davao International Container Terminal

*Bonifacio B. Licayan is the Vice President for Davao International Container Terminal (DICT). He holds Bachelor of Science in Commerce (Major in Accountancy) and Bachelor of Science in Business Administration (Major in Management) with Ateneo De Davao University. He has profession in Certified Public Accountant (CPA).*



**Sean Perez**  
ATI Senior Vice President, Asian Terminals Incorporated

*Sean James L. Perez serves as Senior Vice President - Commercial and Outports of Asian Terminal Inc. He was the Vice President for Marketing, Commercial and MGT from October 2008 to January 2010, Vice President for Domestic and Outports from January 2007 to September 2008, Vice President for Domestic/Marketing and Commercial Services (2004-2006). He has held various positions in the Company from the position of being the Terminal Manager of Batangas, Container Division and General Stevedoring Division for South Harbor to Vice-President for Operations, Marketing and Outports. He obtained his degree in Bachelor of Arts, Major in Economics from the University of Santo Tomas. He has been with the Company since 1996.*



**Siti Noraishah Azizan**  
General Manager, Sabah Ports Sdn. Bhd

*Siti Noraishah Azizan has been in the Port industry for over 20 years and currently the General Manager of Sabah Ports Sdn Bhd. Holds an MBA in Shipping & Logistics, Middlesex University London and a Chartered Member in Logistics & Transport. She is also Chairperson of the International Association of Ports and Harbours (IAPH) Women's Forum since 2015.*



**Serawa Budol**  
General Manager, Miri Port Authority

*Serawa Budol is the General Manager for Miri Port Authority. Serawa holds a Corporate Master of Business Administration from Ohio University and a Degree in Accountancy from Institute Teknologi Miri.*

*She has 27 years of professional experience in Port Industry, began as an Accountant before being promoted to the post Operations Manager, Business Development Manager and then the General Manager, covering all issues related to business strategy, port development, transformation and operations management and improvement.*



**Chiefy Adi K**  
President Director, Indonesia Port Corporation Car Terminal

*Chiefy Adi K is currently President Director of IPC Car Terminal. He has 17 years' experience in port. He holds Bachelor's Degree in Psychology at Gadjah Mada University Yogyakarta and Master of Science in Netherlands Maritime University; majoring in Shipping and Transport. He also the General Secretary of Indonesia Port Business Corporation Association (ASBUP), Member of International Association of Ports & Harbours (IAPH) and Member of Indonesia Psychologist Association. He has Certified in Human Capital Management from LM-PPM (2010). Certified Modern Port Management UNCTAD (2010). The Best CMO Creative Branding & Marketing-Subsidiary of SOE Companies (2017), The Best Sales & Marketing Director Sector: Subsidiary of SOE Companies (2017), Silver Winner of The Best Leader of The Work Ethics (2018), The Most Indonesia Innovative & Inspirative Leader of the Year (2018), Top Leader CSR Commitment (2018), The Best Communicators (2018) and The Best Indonesia Leaders 2018-2019 Category: Public Company SOE's Subsidiary (2018).*



# 10<sup>th</sup> PHILIPPINE PORTS AND SHIPPING 2019

Sofitel Philippine Plaza Manila, The Philippines  
Wednesday 20 and Thursday 21 February 2019

Hosted By



Endorsed By



Official Hotel and Venue

**SOFITEL**  
HOTELS & RESORTS  
PHILIPPINE PLAZA MANILA

Delegates Nametags Sponsor



Conference Delegates  
Lunch Sponsor



Conference Sessions Sponsors



Networking Welcome  
Reception Sponsor



Brochure Distribution Sponsors



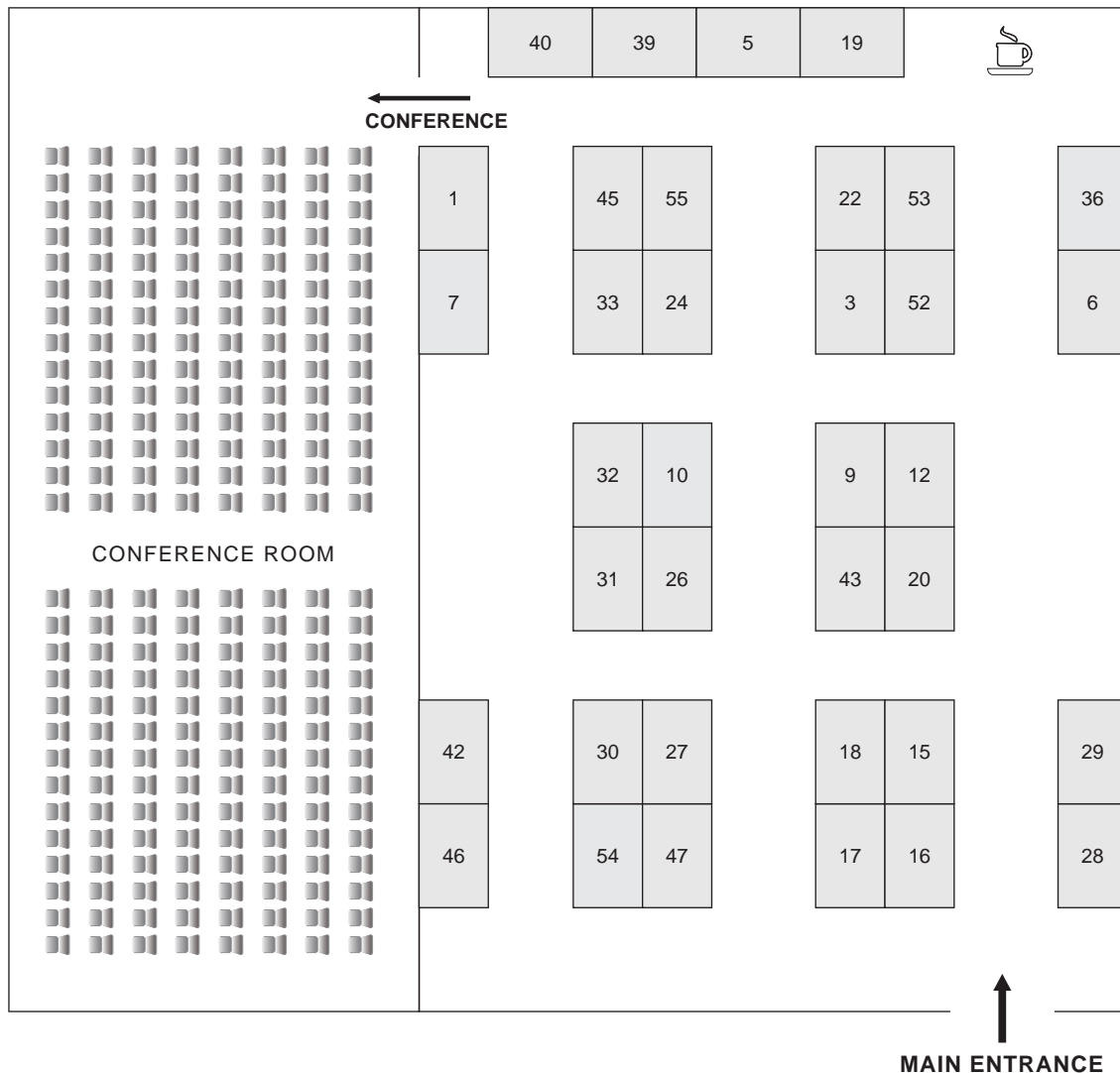
Company Banners Sponsors



Conference Delegates  
Refreshment Sponsors



Networking Welcome  
Dinner Sponsor



## STAND ALLOCATION (updated on 12 / 02 / 2019)

42	1-Stop Connections	46	Mantsinen
7	akquinet port consulting GmbH	47	Markel International Singapore
15	Asian Terminals Incorporated	52	MHE-Demag
18	Asian Terminals Incorporated	22	Northport Malaysia
6	Bellmond Technologies	16	Philippine Ports Authority
39	BOEING Material Handling Corporation	17	Philippine Ports Authority
40	BOEING Material Handling Corporation	45	POIC Sabah
10	Bromma	9	PortCalls
52	Conductix-Wampfler	22	Port Klang Free Zone
27	Davao International Container Terminal	22	Port Klang, Malaysia
30	Davao International Container Terminal	32	Port of Tanjung Pelepas
12	Harbour Centre Port Terminal Inc.	6	Prysmian Group
20	Harbour Centre Port Terminal Inc.	55	Saab
36	Houcon Cargo Systems B.V.	39	SANY
43	Hyster	40	SANY
28	International Container Terminal Services, Inc. (ICTSI)	53	Seasia Nectar Port Services Inc. (SNPSI)
29	International Container Terminal Services, Inc. (ICTSI)	24	Sibre
32	Johor Port Authority	5	Stemmann-Technik
32	Johor Port Berhad	26	Subic Bay Metropolitan Authority
54	Kocks Ardelit Kranbau	31	Subic Bay Metropolitan Authority
1	Konecranes	3	Tsubaki Kabelschlepp GmbH
32	Malaysia's Southern Gateways	19	Umbo Computer Vision
		33	Vahle
		22	Westports Malaysia

## 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

Please Visit: [www.transportevents.com](http://www.transportevents.com)

Follow us on:



### TRANSPORT EVENTS

Transport Events Limited

Tel: + 603 8023 5352

Fax: + 603 8023 3963

Email: [enquiries@transportevents.com](mailto:enquiries@transportevents.com)

LinkedIn

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## REGISTRATION INFORMATION

To Participate in The **10th Philippine Ports and Shipping 2019** You Need to Register as an **Exhibitor, Conference Delegate** 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

**Exhibition Visitors Receive:** Access to Exhibition Only

## CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Fax Back This Form or Register Online at [www.transportevents.com](http://www.transportevents.com) Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 603 8023 3963 or Email to: [alin@transportevents.com](mailto:alin@transportevents.com)

### Conference Delegate Registration

- ☐ I Wish to Attend The Technical Site Visit on Tuesday 19 February 2019. 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: [anis@transportevents.com](mailto:anis@transportevents.com)
- ☐ I Wish to Attend The Networking Welcome Reception on Tuesday 19 February 2019
- ☐ I Wish to Attend The Networking Welcome Dinner on Wednesday 20 February 2019

Name: \_\_\_\_\_ 19 / 02 / 2019  
 Job Title: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Website: \_\_\_\_\_

What Best Describes Your Industry Sector? (Please Tick One)

- |   |   |
|---|---|
| <input type="checkbox"/> Port Authority/Terminal Operator | <input type="checkbox"/> Ship Owning and Operating Service                      |
| <input type="checkbox"/> Inland Terminal Operator         | <input type="checkbox"/> Freight Forwarder/Third Party Logistics Provider (3PL) |
| <input type="checkbox"/> Stevedoring                      | <input type="checkbox"/> Road/Rail Operation                                    |
| <input type="checkbox"/> Dredging                         | <input type="checkbox"/> Shipper/Beneficial Cargo Owner (BCO)                   |
| <input type="checkbox"/> Surveying/Civil Engineering      | <input type="checkbox"/> Association/Government Agency                          |
| <input type="checkbox"/> Classification Society/Registry  | <input type="checkbox"/> Finance/Insurance P&I/Banking/Legal Services           |
| <input type="checkbox"/> Maritime Consultancy/Analysis    | <input type="checkbox"/> Equipment Manufacturer/Service Supplier                |
| <input type="checkbox"/> Shipping/Liner Company           | <input type="checkbox"/> IT Systems/Hardware                                    |
| <input type="checkbox"/> Bunkering Sales & Service        | <input type="checkbox"/> Other _____  |
| <input type="checkbox"/> Barge Operation                  |   |

## INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Saturday 19 January 2019**: The 'Early Bird' Conference Delegate Registration is **€1,195** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Sunday 20 January 2019**: The Regular Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is **€795**. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners Conference Delegate Registration is Free of Charge. Apply by emailing [alin@transportevents.com](mailto:alin@transportevents.com). Business/Photo ID is required.
- One Day Conference Delegate Registration is **€795**
- No Delegate Registration Will be Accepted Without Full Payment

☐ **Credit Card** - For secure Online Registration And Payment at [www.transportevents.com](http://www.transportevents.com) please Follow The Instructions on Our Registration Page. Payment will be accepted in any of the following currencies: EUR, MYR, PHP and USD.

☐ **Telegraphic Transfer** - Complete The Registration Details on This Page And Fax to + 603 8023 3963 or Email to: [alin@transportevents.com](mailto: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 **€1,295 / €1,195 / €795** (Circle Correct Amount) Per Delegate to OCBC Bank

☐ I Have Transferred **US\$1,541 / US\$1,422 / US\$946** (Circle Correct Amount) Per Delegate to OCBC Bank

**Euro (EUR) Bank Transfer to:**

Account Name: Transport Events Limited  
 Account Number: 708 - 123937 - 5  
 Beneficiary Bank: OCBC Bank (Malaysia) Berhad  
 Swift Code: **OCBCMYKL**  
 Branch Code: **708**

**US Dollar (USD) Bank Transfer to:**

Account Name: Transport Events Limited  
 Account Number: 708 - 123936 - 7  
 Beneficiary Bank: OCBC Bank (Malaysia) Berhad  
 Swift Code: **OCBCMYKL**  
 Branch Code: **708**

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

## LOCAL DELEGATE REGISTRATIONS

For Filipino Nationals, Citizens And Residents of Republic of The Philippines, The Conference Delegate Registration is **PHP40,000**

- On or Before **Saturday 19 January 2019**: The 'Early Bird' Conference Delegate Registration is **PHP33,100**
- From **Sunday 20 January 2019**: The Regular Conference Delegate Registration is **PHP40,000**
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment

☐ **Credit Card** - For secure Online Registration And Payment Via PayPal at [www.transportevents.com](http://www.transportevents.com) Follow The Instructions on Our Registration Page. Payment will be accepted in any of the following currencies: EUR, MYR, PHP and USD. For transactions in currencies not listed here, your local amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

- ☐ I Have Transferred **PHP33,100** or **EUR495** Per Delegate to OCBC Bank
- ☐ I Have Transferred **PHP40,000** or **EUR595** Per Delegate to OCBC Bank
- ☐ I Have Transferred **PHP33,100** or **USD587** Per Delegate to OCBC Bank
- ☐ I Have Transferred **PHP40,000** or **USD705** Per Delegate to OCBC Bank

**Euro (EUR) Bank Transfer to:**

Account Name: Transport Events Limited  
 Account Number: 708 - 123937 - 5  
 Beneficiary Bank: OCBC Bank (Malaysia) Berhad  
 Swift Code: **OCBCMYKL**  
 Branch Code: **708**

**US Dollar (USD) Bank Transfer to:**

Account Name: Transport Events Limited  
 Account Number: 708 - 123936 - 7  
 Beneficiary Bank: OCBC Bank (Malaysia) Berhad  
 Swift Code: **OCBCMYKL**  
 Branch Code: **708**

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 603 8023 3963 or Email to: [alin@transportevents.com](mailto: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 Registrations Will be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt of Your Registration Form And Full Payment, a Set of Delegate Information Documents Will be Emailed to You Including Your Proforma Invoice
- 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, 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: + 603 8023 5352  
 Fax: + 603 8023 3963  
[enquiries@transportevents.com](mailto:enquiries@transportevents.com)



[www.transportevents.com](http://www.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.

Display Opening Times are:

Wednesday 20 February 2019	9am to 5pm
Thursday 21 February 2019	9am to 3 30pm

## OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Sofitel Philippine Plaza Manila, The Philippines**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**Sofitel Philippine Plaza Manila**  
 CCP Complex, Roxas Boulevard  
 1300 Pasay City  
 Philippines

**S O F I T E L**  
 HOTELS & RESORTS  
 PHILIPPINE PLAZA MANILA

Contact Person  
**Grant Kutsukawa**  
 Events Officer

Tel: + 63 2 551 5555  
 Fax: + 63 2 832 6932  
 Email: [H6308-SM17@sofitel.com](mailto:H6308-SM17@sofitel.com)  
 Website: [www.sofitelmanila.com](http://www.sofitelmanila.com)



# SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **10th Philippine Ports and Shipping 2019 The Philippines 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 international event advertising, direct mail and public relations
- The official 10th Philippine Ports and Shipping 2019 The Philippines 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 €3,995

## 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 €6,695 including all production costs. This does not include nametag sponsorship.

## 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 €6,695. This does not include lanyard sponsorship.

Sponsored by **TT CLUB**  
50 years of established expertise

## Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €5,295.

## 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 €3,995.

Sponsored by **MANTSINEN KONECRANES**

## Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo exclusively displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €5,295.

## 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 €5,295 per 3 banners.

Sponsored by **akquinet VAHLE 1Stop SNPSI**  
SEA AREA HECTAR PORT SERVICES INC

## 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 €5,295.

## Networking Welcome Reception – Tuesday 19 February 2019

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 **1Stop**

## 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 €5,295 per Conference Session Sponsorship.

Session 1	Session 2 <b>KABELSCHLEPP</b> TSUBAKI KABELSCHLEPP	Session 3 <b>BOEING MATERIAL HANDLING CORP.</b> Your Reliable Source Of Quality Material Handling Products <b>SANY GENMA bulk</b>
Session 4 <b>SHANGHAI PORT</b>	Session 5 <b>HOUCON</b> www.houcon-group.com	Session 6 <b>PORT KLANG</b> M A TAY & L

## 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 €5,295.

Break 1	Break 2	Break 3 <b>DICT</b>
Break 4 <b>SUBIC BAY</b> METROPOLITAN AUTHORITY PHILIPPINES	Break 5 <b>Faiveley</b> Siemens-Technik a Webtec Company	Break 6 <b>SAAB</b>

## 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 €6,695.

Wednesday 20 February 2019 Sponsored by **ASIAN TERMINALS INCORPORATED**

Thursday 21 February 2019

## Networking Welcome Dinner – Wednesday 20 February 2019

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 **PHILIPPINE PORTS AUTHORITY**