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ASEAN PORTS AND SHIPPING

2022

Tuesday 25 to Thursday 27 October 2022
Sheraton Saigon Hotel & Towers, Ho Chi Minh City, Vietnam

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Số *27* /HTQT

Hà Nội, ngày *20* tháng 10 năm 2021

THƯ CHÀO MỪNG

**Triển lãm quốc tế/Hội thảo chuyên đề “Cảng biển và Vận chuyển hàng hóa
đường biển ASEAN lần thứ 20”**

Bộ Giao thông vận tải Việt Nam hoan nghênh Triển lãm quốc tế/ Hội thảo chuyên đề “Cảng biển và Vận chuyển hàng hóa đường biển ASEAN lần thứ 20” được tổ chức từ ngày 25-27 tháng 10 năm 2022 tại Thành phố Hồ Chí Minh. Sự kiện mang tính quốc tế này sẽ góp phần quảng bá lĩnh vực vận tải biển, cảng biển và logistics vận tải của Việt Nam và khu vực đối với các nhà đầu tư quốc tế, đồng thời giới thiệu thành phố Hồ Chí Minh như là một điểm đến về văn hóa, du lịch và hội nghị quốc tế.

Triển lãm quốc tế/ Hội thảo chuyên đề trong 3 ngày sẽ tập trung thảo luận về việc phát triển lĩnh vực vận tải biển đặc biệt là các dịch vụ logistics với sự tham dự của các hãng tàu biển, cảng biển, công ty giao nhận, chủ hàng, các nhà xuất, nhập khẩu và công ty logistics hàng đầu thế giới...

Chúng tôi xin nhiệt liệt chào mừng các quý vị đại biểu tới tham dự sự kiện quốc tế quan trọng này được tổ chức tại thành phố Hồ Chí Minh tươi đẹp trong năm 2022. *ts*



Chào trân trọng

Nguyễn Xuân Sang
Thủ trưởng Bộ GTVT



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Hà Nội, 20th October 2021

20th ASEAN PORTS AND SHIPPING
25-27/10/2022 in Ho Chi Minh City

The Ministry of Transport of Viet Nam warmly welcomes the 20th Asean Ports and Shipping 2022 to be held in Ho Chi Minh City on 25-27, October 2022. This international event will promote Viet Nam, regional shipping, port and transport logistics to foreign investment and showcase Ho Chi Minh city as a cultural, tourism and conference destination.

The 3 days Conference and Exhibition will be the venue for discussions on the shipping and logistics development with the attendance of the world's leading shipping lines, ports, shippers, cargo owners, importers/exporters, freight forwarders, logistics companies, terminal operating companies, service suppliers,...

We look forward to the prospect of welcoming you to our beautiful city of Ho Chi Minh City and to what will be a most rewarding and enjoyable 3 days International Conference and Exhibition event in 2022. *✍*



Yours sincerely,

✍
Nguyễn Xuân Sang
Deputy Minister

MEET THE SPEAKERS



Reshma Yousuf

Director, CLLB Sdn Bhd (Centre for Logistics Leadership in Business) and President, Women in Shipping & Trading Association (WISTA), Malaysia

Reshma Yousuf, Founder and CEO, CLLB (Centre for Logistics Leadership in Business), Malaysia. She has more than 20 years' experience in the integrated logistics industry as a service provider, user, trainer and consultant, and is an accomplished and experienced moderator. She is a Chartered Member of CILT and has also obtained corporate affiliation between CLLB and CILT. Reshma is currently a council member of the Institute in Malaysia.



Jayendu Krishna

Director-Maritime Advisors, Drewry Maritime Services, Singapore

Jayendu joined Drewry in 2006. He has led research and advisory assignments in shipping and port sectors. He has undertaken numerous consultancy assignments on due diligence, feasibility study for ports, freight procurement strategy, traffic potential and logistics cost estimation related to liquid bulk, dry bulk, LPG and LNG for potential investors, financial institutions, port promoters and other firms. He has done MA (Economics) and M. Phil from Jawaharlal Nehru University, New Delhi. Before joining Drewry, he was engaged in academics and research in multiple areas of economics including macroeconomic projects sponsored by multilateral organisations for over seven years. He has keen interest in developing econometric model for shipping markets and ports.



Jonathan Beard

Partner, Infrastructure Advisory - Strategy & Transactions Asia-Pacific Platform, Ernst & Young Transactions Ltd., Hong Kong

Jonathan has consulted on transportation policy and related infrastructure finance and development in over 25 countries and has guided the strategic planning for some of the world's largest and most successful ports, including Shanghai, Hong Kong, Singapore and Port Klang; and the logistics development strategy for several major airports, including Hong Kong and Beijing. He has advised on privatisations, PPPs and M&As for a range of stakeholders, including governments, major international investors and operators. Jonathan is currently advising ASEAN on maritime connectivity and trade facilitation; Malaysia on the decarbonization of its maritime sector and the development of green bunkering solutions; and Saudi Arabia on the set-up of a new Sea Mobility Authority and Port Operator.



Victor Wai

Senior Consultant, Maritime & Transport Business Solutions (MTBS), Singapore

Victor Wai joined Maritime Transport Business Solutions (MTBS), a maritime consulting firm headquartered in the Netherlands, as a Senior Consultant since April 2022. His main area of work is in port transaction advisory, covering from a port's commercial and financial feasibility to structuring investment returns for various stakeholders under a PPP scheme. Prior to joining MTBS, he has successfully delivered more than 40 projects with Royal HaskoningDHV - Ocean Shipping Consultants and Drewry Maritime. He was a sell-side lead analyst for Port sector with Drewry, covering listed port companies with a cumulative market capitalization of more than US\$60 billion. In that capacity, he was consistently ranked on Bloomberg as the top analyst for the companies he covered. He has a Bachelor degree from National University of Singapore and is a CFA charterholder since 2014.



Leonard Anilaputra Eggert, CFA

Vice President - Infrastructure Finance, KfW IPEX-Bank, Singapore

Leonard is a Vice President at German bank KfW IPEX. As a specialist financier for the German and European export industry, KfW IPEX has financed more than 35 ports around the world.



Shivaprakash Rao

Head of Consulting, and Energy Transition, APAC, BMT Singapore Pte Ltd, Singapore

Shivaprakash heads the Consultancy and Energy transition in BMT. He is responsible for initiatives related to Energy Transition, which includes a pivot towards offshore wind, maritime decarbonization and hydrogen. With over 28 years of experience in the Energy Sector, he has executed projects in various industries, such as LNG, bulk liquid storage terminals, FPSO, gas platforms, petrochemicals, refinery, specialty chemicals, pharmaceutical bulk drugs and port development. His areas of expertise are Market Studies, Economic Appraisal, Project Management, Process Engineering, Piping Engineering, Risk Management, Capital Planning and Advisory services. Shivaprakash is passionate about climate change, renewable energy and decarbonization. He has been a speaker at many industry events, including ASEAN Wind 2020, JACKS Forum 2021, EIC Wind Energy 2021, SMW Singapore 2021 and OTC KL 2021.



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MEET THE SPEAKERS



Khairul Amalin Abd Rahman
Head of HSSE Division, Port of Tanjung Pelepas, Malaysia

Khairul Amalin Abd Rahman joined PTP as Head of Health, Safety and Environment on 29th November 2018 and was later promoted to Head of Health, Safety, Security and Environment Division on 1st February 2020. He holds a Bachelor's Degree in Chemical Engineering from University of Minnesota, USA and Master's of Business Administration from University of Technology Malaysia. Prior to joining PTP, Khairul Amalin was with Texas Instruments where he took on numerous roles such as safety specialist, occupational hygienist, environmental specialist, emergency response team manager, HSE Manager and Regional Manager being his last role. Before that, he worked at MIMOS Semiconductor (M) Sdn Bhd as an Integration Engineer. With more than 15 years' experience in HSE and Emergency Response, Khairul Amalin will lead not only PTP's Health, Safety, Security, Environment and Emergency Crisis Management Division but also Sustainability in his latest portfolio, towards a better future and transformation of PTP.



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

Dato' Azman Shah Mohd Yusof joined the MMC Port Holdings Sdn Bhd on 2 November 2015 and was assigned to NCB Holdings Berhad and Northport (Malaysia) Bhd as the Executive Director. He was later appointed as the Chief Executive Officer of Northport (Malaysia) Bhd on 16 February 2016. Dato' Azman started his career with Bank Negara Malaysia in 1992. He served the Government of Malaysia for more than 10 years, holding various positions in Bank Negara Malaysia, Pengurusan Danaharta Nasional Berhad and Corporate Debt Restructuring Committee. Dato' Azman holds a Bachelor of Economics from the London School of Economics (LSE), United Kingdom. He also attended the "Macroeconomic Policy and Management" Executive Program at the Harvard University, USA.



Mark Yong
Managing Director (APAC & EMEA), Blume Global, Hong Kong

Dr. 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. Dr. 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, he joined BMT Group where his key role includes overseeing the shipping and infrastructure development activities in the region. Recently, he started a new exciting role as Managing Director of Asia Pacific at Blume Global focusing on smart ports and logistics.



Do Hoang Phuong
Chairman / Founder, Precious Prestige Trading and Logistics One Member Company Limited (PPL), Vietnam

An independent director and a senior executive with more than several years of hands-on experience in diversified business and manufacturing industries, namely for the past several years in management level with broad range of expertise covering operational management, business growth planning & management and general management. A dedicated leader and excellent communicator who takes pride in building relationships that deliver sustainable results to the company. Possesses strong analytical skill which supports in the decision making process as well as the ability to motivate the team, meet deadlines under stress and adapt new technology effectively to achieve the company goals.



Lam Bui
Country Manager, Sealand, Vietnam

Lam Bui is currently the Country Manager for Sealand Vietnam/Cambodia. Sealand - A Maersk Company is an integrator division of Maersk. Sealand Asia offers intra-Asian logistics and shipping solutions. Lam's been with AP Moller Maersk for nearly 20 years and held commercial roles in Asia Pacific. Lam has a bachelor's in international politics from the Diplomatic Academy of Vietnam. In 2003, she joined Maersk's 2-year Management Trainee programme. Lam is Vietnamese, married and currently resides in Vietnam.



Lai Fur Nar, General Manager
Technical and Process Improvement, Sabah Ports Sdn. Bhd. (SPSB), Malaysia

Lai Fui Nar is the General Manager (Technical & Process Improvement) of Sabah Ports Sdn Bhd. She has extensive experience in the port industry, having worked with both the port authority and the port operator. In 2013, she became the first female to be appointed as port manager in the more than 50 years' history of Sabah Ports. She leverages on her knowledge in port operation to spearhead digitalisation and process engineering efforts in the port.



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Pramit Gangopadhyay
Technical Sales, Sibre, Germany

Pramit Gangopadhyay is a Technical Sales Engineer based out of the SIBRE headquarter in Germany. His primary role is as sales, marketing, and business development of markets in Europe and Asia. His experience in roles related to product sales and project management in India and Europe has helped him gain suitable insights in the material handling and industrial sector towards increasing system efficiency and customer satisfaction.



Dael Hoffmans
Global Sales Director Material Handling - Asia, Dellner Bubenzer Group, Germany

Dael Hoffmans studied at the University of Rijswijk and has a Bachelor degree for Engineering. He has served in several management positions in the past. He recently joined Dellner Bubenzer GmbH where he's the Regional Sales Director & Global Sales Director Mining.



Ben Peng
Regional Sales Manager FUCHS Asia Pacific, Malaysia

Ben Peng Regional Sales Manager FUCHS Asia Pacific, Malaysia -Experienced Business Development Manager with a demonstrated history of working in the machinery industry. Skilled in Negotiation, Operations Management, Sales, Business Development, and Sales Management. Strong business development professional with a Bachelor of Engineering (B.Eng.) focused in Mechanical Engineering from Universiti Malaya.



Jay Pandya
Director, IGO Solutions, United Kingdom

Jay Pandya, CEO with over 30 years' experience in the port Industry, in various senior line management roles. Jay has worked with Global Port Operators, has played a key role in the successful implementation of 7 Automated terminals. Jay has been leading Igo Solution for 14 years, during this time IGO has developed a unique set of Products and Services that is radically changing the way terminals operate.



Ramana Jampala
President and Chief Executive Officer, Avlino, United States of America

Co-Founder and CEO of Avlino. Entrepreneur and versatile Technology Executive, bringing more than 20 years of global experience in sectors such as Investments, Business Strategy, Advisory Services and Design Engineering.



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

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



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Pieter van Vrijberghe de Coningh
Managing Director, Saab Technologies (Hong Kong) Ltd., Hong Kong

After serving 18 years in The Royal Netherlands Navy, Pieter joined Saab (or previously named "HITT Holland Institute of Traffic Technology B.V.") and started his second career in the Vessel Traffic Services (VTS) domain. In the last 20 years, Pieter is active in VTS business in Europe, South America and Asia. As a permanent resident in Hong Kong, Pieter put his focus on maritime traffic management in Asia markets.



Sandro Chu
Senior Claims Executive, TT Club, Hong Kong

Sandro is Senior Claims Executive in the Hong Kong office mainly handling claims for the South-East Asian and Hong Kong members. Before joining TT Club, he worked in the Trade Finance Department in Bank of America as Bills Specialist. Sandro has obtained a B.A.(Hon) in International Business Studies from City University of Hong Kong and is studying for a diploma in insurance. Sandro speaks English, Mandarin and Cantonese.



Dominic Lim
Area Sales Manager, Bromma (Cargotec Terminal Solutions Malaysia), Malaysia

Dominic joined Bromma in July 2007, he has served in several management positions in the past 14 years with managerial experience in Operation, Sourcing & Supplier Development and currently the Regional Sales Manager responsible for Vietnam, Philippines, Cambodia and Myanmar.



Jason Ang
Marketing Manager, SENNEBOGEN Pte. Ltd. (Asia Pacific), Singapore

Jason Ang has more than 10 years of active involvement in Asia Pacific's heavy machinery industry. Over the years, he has been exposed to various best practices to improve productivity and redundancy management in major industries such as construction, port and logistics. Based in Singapore regional office of SENNEBOGEN, Jason Ang holds the title, Marketing Manager, Asia Pacific.



Patryk Czerwinski
Product Marketing Manager Product Line Industry, Stemmman-Technik GmbH, Germany

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.



Alexander Eckardt
Business Development Manager, Focus Market Container Handling, Conductix, Singapore

Mr. Alexander Eckardt joined Conductix-Wampfler in 2013 as technical sales engineer working in the ports industry with a strong focus on APAC territory. Since 2018 he is part of the global sales team with a focus on business development activities for electrification and data transmission in various port applications. He holds a degree in Industrial Engineering.



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Jimmy Tsang
Business Development Asia, Siemens AG, Germany

Jimmy Tsang, Global Account Manager Siemens AG, has worked for Siemens since 2001 in various project and sales roles, of which have had a strong automation focus. In the beginning of 2014 he relocated from Hongkong to Germany working in Siemens Crane Head Office. Over the years, Jimmy has engaged to numerous successful Siemens crane projects for customers across North Asia and Hutchison Ports with a focus on Simocrane automation systems.



Maxim Maximov
Commercial Director, Solvo, The Netherlands

Has a master's degree in information technologies. Focused on the automation of logistics processes working at various manufacturing and IT companies. Since 2004, has been working for SOLVO. Started his career from the position of Project Manager, then as a Head of Analytics & Consulting Department. For more than 7 years holds the position of Commercial Director.



Richard Szufiak
Chief Executive Officer, DP World, Vietnam

Richard's expertise in the port industry can be seen through the three roles he has held: he was the first CEO of Vietnam's first privately owned port infrastructure, then he led a dedicated port M&A team and led a €750 million deal Invested in the port industry in Europe. The result of the investment is the European Port, a complex of 17 diverse seaports and inland terminals on the European continent and capable of handling 70 million tons of cargo. In 2011, Richard joined Gultainer, one of the largest privately-owned port groups in the Middle East, as Finance and Investment Director. Through capital raising and portfolio expansion, he has helped the company achieve solid EBITDA (earnings before interest, tax, depreciation and amortization) growth of 21% annually. Richard currently serves as DP World Ports, Terminals and Logistics Business Development Director and is now based in Hong Kong, where he is responsible for expanding the company's assets in the Asia Pacific region, including China.



Md Derick Basir
Chief Executive Officer, Johor Port Berhad, Malaysia

Md Derick Basir joined Johor Port Berhad ("Johor Port") as Chief Executive Officer on 15 June 2020. Prior to joining Johor Port Berhad, Md Derick Basir was the Chief Executive Officer of Senai Airport Terminal Services Sdn Bhd ("Senai International Airport"). He had also served with the other MMC Group of Companies such as Penang Port Sdn Bhd as Senior General Manager, Corporate Support Services Division, Johor Port as Senior General Manager, Corporate Services Division and Port of Tanjung Pelepas as its General Manager for Corporate Communications, Property and Free Zone. Md Derick Basir was an undergraduate of Law with Staffordshire University, United Kingdom.

For All Speaking Enquiries



Please contact:

Ajay Haridas CMILT

Conference Director

Email: ajay@transportevents.com



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Tuesday 25 October 2022

TECHNICAL SITE VISIT

8 30am	Delegate Registration at the Lobby of the Sheraton Saigon Hotel & Towers
9am	Transport Departs from the Sheraton Saigon Hotel & Towers to Saigon Newport Corporation
10am	Arrival at Saigon Newport Corporation for a Tour
10 45am	Departure from Saigon Newport Corporation to Vietnam International Container Terminal
11 30am	Arrival at Vietnam International Container Terminal for a Tour
12 30pm	Departure from Vietnam International Container Terminal to Saigon Premier Container Terminal
1pm	Arrival at Saigon Premier Container Terminal for a Tour
2pm	Departure from Saigon Premier Container Terminal Back to the Sheraton Saigon Hotel & Towers
3pm	Arrival at the Lobby of the Sheraton Saigon Hotel & Towers (approx.)

Wednesday 26 October 2022

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

9am	Organiser's Remarks Rory James Doyle FCILT, Managing Director, Transport Events, Malaysia
9 05am	Welcome Address Richard Szuflak, Chief Executive Officer, DP World, Vietnam
9 10am	Welcome Address Bui Van Quy, Vice President, Saigon Newport Corporation, Vietnam
9 15am	Welcome Address Truong Nguyen Linh, Deputy General Director, Vietnam International Container Terminals (VICT), Vietnam
9 20am	Keynote Address Tran Viet Ha, LLM, Deputy Director General International Cooperation Department, Ministry of Transport, Vietnam
9 30am	Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments

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SESSION 1 Economic Outlook for Vietnam and ASEAN. Options for Improving Regional Maritime Trade

10 30am	Conference Moderator's Opening Remarks Reshma Yousuf CMILT, Director, CLLB Sdn Bhd (Centre for Logistics Leadership in Business) and President, Women in Shipping & Trading Association (WISTA), Malaysia
10 30am	Economic Growth of Vietnam and ASEAN and Container Shipping Market Outlook Jayendu Krishna, Director-Deputy Head Maritime Advisors, Drewry, Singapore
10 45am	Enhancing Maritime Connectivity & Supply Chain Resilience in ASEAN - Lessons from the Covid Pandemic Jonathan Beard, Partner, Infrastructure Advisory - Strategy & Transactions Asia-Pacific Platform, Ernst & Young Transactions Ltd., Hong Kong
11am	Port Investment Opportunities in ASEAN Victor Wai, Senior Consultant, Maritime & Transport Business Solutions (MTBS), Singapore

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SESSION 2 Port Development, Investments and Expansion: Prospering Trade Through Developing a Major Regional Logistics Centre

11 15am	KfW IPEX-Bank - Your Partner for Port Financing Leonard Anilaputra Eggert, CFA, Vice President - Infrastructure Finance, KfW IPEX-Bank, Singapore
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SESSION 3 Sustainable Port Developments: Insights in Reducing Carbon Footprint, Cultivating Workforce and Natural Resources in Powering Trade and Economic Growth

11 30am	Government and Private Options of Green Financing Shivaprakash Rao, Head of Consulting, and Energy Transition, APAC, BMT Singapore Pte Ltd, Singapore
11 45am	ESG: Megatrends and Opportunities in Shaping Future for PTP Khairul Amalin Abd Rahim, Head of HSSE Division, Port of Tanjung Pelepas, Malaysia
12pm	Northport's Journey Towards Becoming A Safer, Greener, Smarter and Better Port Dato' Azman Shah Mohd Yusof, Chief Executive Officer, Northport (Malaysia) Bhd, Malaysia
12 15pm	Questions And Answers Followed by Conference Delegates Networking Lunch

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SESSION 4**Current Initiatives on Shipping and Intermodal Connectivity with the Aim of Strengthening Supply Chain Movements in the ASEAN Region**

- 2pm Leveraging AI & ML to Tackle Supply Chain Challenges
Mark Yong, Managing Director (APAC & EMEA), Blume Global, Hong Kong
- 2 15pm Minimize the Barriers to Strengthening Supply Chain Movements in the ASEAN Region
Do Hoang Phuong, Chairman / Founder, Precious Prestige Trading and Logistics One Member Company Limited (PPL), Vietnam
- 2 30pm Lam Bui, Country Manager, Sealand, Vietnam
- 2 45pm Sapangar Bay Container Port (SBCP) the Promising Gateway for BIMP-EAGA
Lai Fur Nar, General Manager, Technical and Process Improvement, Sabah Ports Sdn. Bhd. (SPSB), Malaysia
- 3pm Reshma Yousuf CMILT, Director, CLLB Sdn Bhd (Centre for Logistics Leadership in Business) and President, Women in Shipping & Trading Association (WISTA), Malaysia
- 3 15pm Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition

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**SESSION 5****Port Technology for Sustainable Operations, Improving Value Added Services and Reducing Carbon Emissions**

- 4 15pm Increasing Operational Efficiency and Equipment Health Through Brake Technology and Monitoring
Pramit Gangopadhyay, Technical Sales, Sibre, Germany
- 4 30pm Industrial Revolution for Industrial Brake Services
Daiel Hoffmans, Global Sales Director Material Handling - Asia, Dellner Bubenzer Group, Germany
- 4 45pm Terex Fuchs - Professional Solutions for Port Handling
Ben Peng, Regional Sales Manager FUCHS Asia Pacific, Malaysia
- 5pm The Fundamental Strategy for Implementing Automated Autonomous Container Terminal Operations
Jay Pandya, Director, IGO Solutions, United Kingdom
- 5 15pm Solving the Paradox: Increasing throughput while reducing emissions
Ramana Jampala, President and Chief Executive Officer, Avlino, United States of America
- 5 30pm Questions and Answers Followed by Conference Moderator's Closing Remarks
- 5 30pm - 7 30pm Networking Reception for All Registered Participants on Level 23 of the Sheraton Saigon Hotel & Towers. Smart Casual Attire

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**Thursday 27 October 2022**

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

SESSION 5**Port Technology for Sustainable Operations, Improving Value Added Services and Reducing Carbon Emissions (Cont.)**

- 9am Conference Moderator's Opening Remarks
Jayendu Krishna, Director-Deputy Head Maritime Advisors, Drewry, Singapore
- 9am Use of Composite & Steel Materials and Precast Technology in Marine Structures
Julien Raybaud-Gines, General Manager Bar Systems, Dextra Manufacturing, Thailand
- 9 20am An Introduction to the Maritime Services Suite: Latest Developments on Maritime Traffic Management System
Pieter van Vrijberghe de Coningh, Managing Director, Saab Technologies (Hong Kong) Ltd., Hong Kong
- 9 40am Sandro Chu, Senior Claims Executive, TT Club, Hong Kong
- 10am Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition
- 11am Dominic Lim, Area Sales Manager, Bromma (Cargotec Terminal Solutions Malaysia), Malaysia
- 11 20am Port Handling Solutions and Applications
Jason Ang, Marketing Manager, SENNEBOGEN Pte. Ltd. (Asia Pacific), Singapore
- 11 40am Patryk Czerwinski, Product Marketing Manager Product Line Industry, Stemmann-Technik GmbH, Germany
- 12pm Alexander Eckardt, Business Development Manager, Focus Market Container Handling, Conductix, Singapore
- 12 20pm Digitalization and Automation of Cranes
Jimmy Tsang, Business Development Asia, Siemens AG, Germany
- 12 40pm How a Unified IT Ecosystem Allows the Port to Cope With the Growing Cargo Turnover and Effectively Interact With Other Participants in the Logistics Chain
Maxim Maximov, Commercial Director, Solvo, The Netherlands
- 1pm Questions And Answers Followed by Conference Delegates Networking Lunch

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**SESSION 6****Strengthening Port Operations in Improving Service Delivery in Meeting Regional and International Supply Chain Demands**

- 2pm Richard Szuflak, Chief Executive Officer, DP World, Vietnam
- 2 20pm Md Derick Basir, Chief Executive Officer, Johor Port Berhad, Malaysia
- 2 40pm Questions and Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Refreshments Served in the Exhibition

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Wednesday 26 and Thursday 27 October 2022

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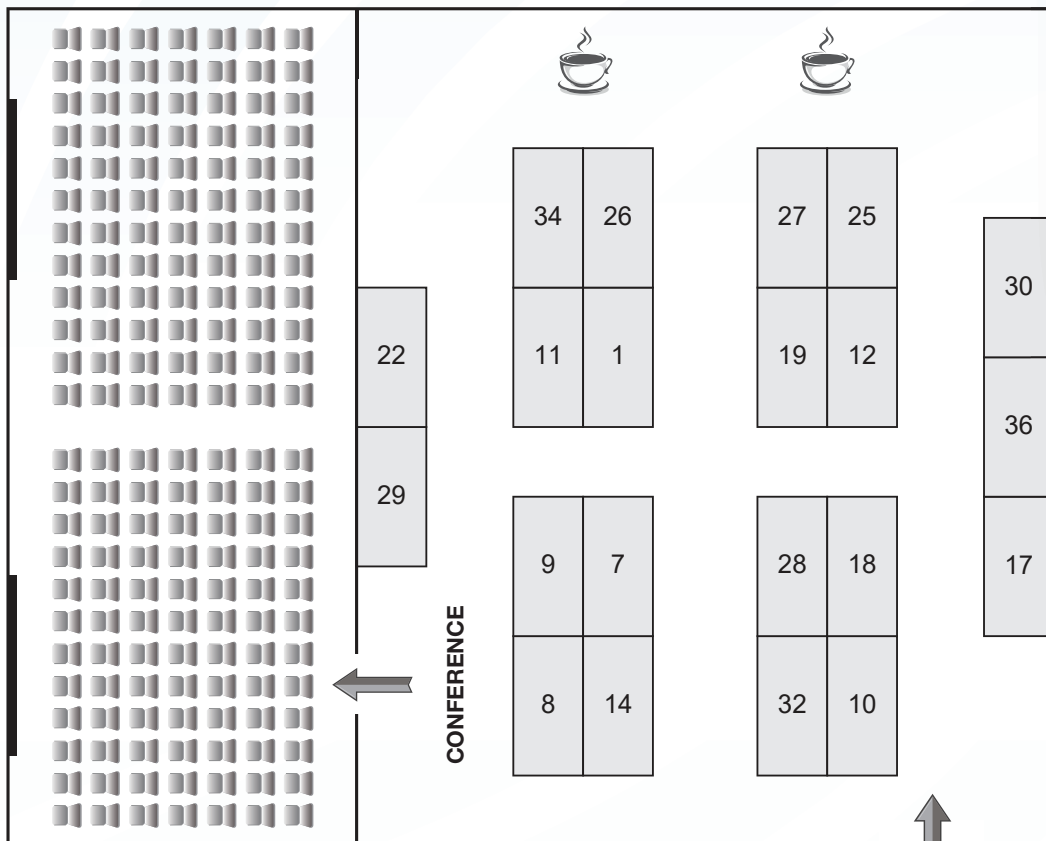


Please contact:

Ms. Alexis TAN

Exhibitions Manager

Email: alexis@transportevents.com



EXHIBITION ENTRANCE

STAND ALLOCATION (updated on 25 / 10 / 2022)

30	Avlino	30	IGO Solutions	25	Sennebogen
8	Bemo Rail	17	Johor Port Authority	11	Sibre
26	Bromma	17	Johor Port Berhad	1	Siemens
22	Conductix-Wampfler	29	Magna Tyres	14	Solvo
12	Dellner Bubenzer	17	Malaysia's Southern Gateway	10	Stemmann-Technik
19	Dextra Manufacturing	17	Port of Tanjung Pelepas	9	Terex
27	DP World	28	Precious Prestige Trading and Logistics	18	Vietnam International Container Terminals (VICT)
9	Fuchs		One Member Company Limited (PPL)		
34	Green Corporation Vietnam	7	Saab		
32	Huy Duc Trading Equipment and Services Joint Stock Company	36	Saigon Newport Corporation		
		27	Saigon Premier Container Terminal (SPCT)		

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SPONSORSHIP PROGRAMME

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

- The official conference programme distributed worldwide
- All digital media event promotion
- All international event advertising, direct mail and public relations
- The official ASEAN Ports and Shipping 2022 Vietnam Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- Welcome Arch at the main entrance to the Exhibition and Conference
- Three Free of Charge Conference Delegate Registrations



Delegates Lanyards Sponsorship

€8,895



Delegates Nametags Sponsorship



€8,895

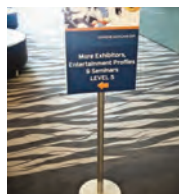


Conference Delegates Lunches

Day 1

Day 2

€8,895



Conference and Exhibition Directional Signage



€6,895



Company Banners



€6,895



Brochure Distribution



€3,895



Technical Site Visit Transportation Sponsorship

€6,895



Event Website

€6,895



Sessions Sponsorship

Session 1 **SIEMENS**

Session 2 **Solomon Ports**

Session 3 **BROMMA**

Session 4 **SAAB**

Session 5 **Stemmann-Technik**
A Wabtec Company

Session 6 **Huy Duc Trading Equipment and Services Joint Stock Company**

€6,895



Conference Delegates Refreshment Breaks

Break 1 **UNION QUARTER JONER**

Break 2 **Dextra**

Break 3 **TEREX** **FUCHS**
A TEREX BRAND

Break 4 **SENEBOGEN**

Break 5 **SIBRE**
Sure to be Safe
Siegfried Bremen

Break 6 **DELLNER BUBENZER**

€6,895



Networking Reception
Tuesday 25 October 2022

RFP



Networking Dinner
Wednesday 26 October 2022

RFP



Conference Speaker Sponsorship

Conference Speaker guaranteed in a session related to the speaker topic

- FREE of CHARGE delegate registrations without reserving an exhibition stand
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event marketing materials distributed worldwide and all social media before and throughout the three days of the event
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event materials on site throughout the three days of the event
- Three conference delegate registrations for guests of the sponsor to attend the whole event FREE of CHARGE
- Conference Speaker Sponsorship Package is €4,895 per sponsorship
- BONUS: Buy any four Conference Speaker Sponsorship Packages in the same calendar year and receive a fifth Conference Speaker Sponsorship Package in the same calendar year FREE of CHARGE

€4,895



Tuesday 25 to Thursday 27 October 2022
Sheraton Saigon Hotel & Towers, Ho Chi Minh City, Vietnam

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For Sponsorship Enquiries



Please contact:
Ms. Alexis TAN
Exhibitions Manager
Email: alexis@transportevents.com

SUPPORTING MEDIA



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REGISTRATION FORM

To Participate in **ASEAN Ports and 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 ☐ Conference Refreshment Breaks And Lunches ☐ Exhibition And Conference Access ☐ Networking Reception ☐ A Full Set of Conference Presentations ☐ Official Colour Photographs From The Event ☐ List of Participants

Exhibition Visitors Receive: ☐ Access to Exhibition Only

INTERNATIONAL DELEGATE INFORMATION

- ☐ On or Before **Sunday 25 September 2022**: The 'Early Bird' Conference Delegate Registration is **€1,695**
- ☐ From **Monday 26 September 2022**: The Regular Conference Delegate Registration is **€1,895**
- ☐ One Day Conference Delegate Registration is **€995**
- ☐ **Credit Card** - For Secure Online Registration And Payment Via PayPal at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR.
- ☐ **Bank Transfer** - Complete The Registration Details on This Page And Email to: alin@transportevents.com For Bank Payment, You Must Supply Confirmation of The Payment From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
- ☐ I Have Transferred **€1,895 / €1,695 / €995** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

LOCAL DELEGATE INFORMATION

- For Nationals, Citizens And Residents of Vietnam, The Conference Delegate Registration is €895.**
- ☐ On or Before **Sunday 25 September 2022**: The 'Early Bird' Conference Delegate Registration is **€795**
 - ☐ From **Monday 26 September 2022**: The Regular Conference Delegate Registration is **€895**
 - ☐ Business / Photo ID is Required
 - ☐ **Credit Card** - For Secure Online Registration And Payment Via PayPal at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.
 - ☐ **Bank Transfer** - Complete The Registration Details on This Page And Email to: alin@transportevents.com For Bank Payment, You Must Supply Confirmation of The Payment From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
 - ☐ I Have Transferred **€895 / €795** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

REGISTER HERE OR ONLINE

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

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

Conference Delegate Registration

- ☐ I Wish to Attend The Technical Site Visit on **Tuesday 25 October 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: marlisa@transportevents.com
- ☐ I Wish to Attend The Networking Reception on **Wednesday 26 October 2022**

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

Telephone: _____ 31 / 10 / 2022
Fax: _____
Email: _____

BANK ACCOUNT DETAILS

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

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

TERMS AND CONDITIONS

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

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

Sign: _____ Date: _____

EXHIBITION VISITORS

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

Exhibition Opening Times:
Wednesday 26 October 2022 9am to 5pm
Thursday 27 October 2022 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Sheraton Saigon Hotel & Towers, Ho Chi Minh City, Vietnam**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Sheraton Saigon Hotel & Towers

88 Dong Khoi, District 1
Ho Chi Minh City
Vietnam 700000

Contact Person

Ms Tam Tran
Assistant Director of Convention Service

Telephone: +84 283 827 2828 (ext: 8029)
Mobile: +84 933 534 862
E-mail: sheratonsaigon@sheraton.com
tam.tran@sheraton.com
Website: www.marriott.com/sgnsi



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