

9TH INDIAN OCEAN PORTS & LOGISTICS 2015

GIRASSOL INDY CONGRESS HOTEL AND SPA, MAPUTO, MOZAMBIQUE
THURSDAY 22 AND FRIDAY 23 JANUARY 2015

HOSTED BY



FULLY SUPPORTED BY



Ivan Consultoria & Servicos - ICS



• Technical Site Visit • 50 International Exhibition Stands • 35 International Conference Speakers • 500 International Decision Makers • Networking Welcome Dinner •
Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies at only GBP595! Save GBP400! •
FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •

KEY SPEAKERS.... PLUS MANY MORE!

- Paulo Mata**
Port Authority Director, Maputo Port Development Company, Mozambique
- Junaid Zamir**
Chief Executive Officer, DP World, Mozambique
- Sancho Junior**
Executive Board Member, Mozambique Ports and Railways, Mozambique
- Jean François Laurent**
Chief Executive Officer, Port Reunion, France
- Silvino Augusto José Moreno**
Chief Executive Officer, STEMA, Mozambique
- Barbara Mommen**
Chief Executive Officer, Maputo Corridor Logistics Initiative, Mozambique
- Johny Smith**
Chief Executive Officer, Walvis Bay Corridor Group, Namibia
- Anthonie Versluis**
Managing Partner Malaysia, Roland Berger Strategy Consultants Sdn Bhd, Malaysia
- Steve Wray**
Principal Consultant, Ocean Shipping Consultants (A company of Royal Haskoning DHV), United Kingdom
- Cobus du Plessis**
Chief Operations Officer, Group Red Sky, South Africa

HIGHLIGHTED TOPICS

- Indian Ocean trade: Forecasting economic growth, analysing trade forecasts and managing associated risk
- Comparison of potential transshipment hubs in the Indian Ocean
- Ports as engines for economic growth in Africa
- Evidence-based people management
- Developing Namibia into a logistics Hub
- Container trade trends, forecasts and market analysis
- Supply chain complexities: Holistic solutions to address constraints faced by shippers
- Mobile harbour cranes in managing terminal operation requirements
- Addressing rapid growing business environments through port expansions
- The growth and transformation of Terminal de Carvão da Matola (TCM)
- Developing strategies in meeting rail and port sector challenges
- The role of maritime education and training needs in current business environments

For more information or to Register

Tel. + 60 87 426 022

Fax. + 60 87 426 223

Email: enquiries@transportevents.com

Website: www.transportevents.com

Maputo, 11th September 2013

9th INDIAN OCEAN PORTS AND LOGISTICS 2015

THURSDAY 22 AND FRIDAY 23 JANUARY 2015
MAPUTO, MOZAMBIQUE

Port Maputo is delighted to host the captioned event to be held in Mozambique on Thursday 22 and Friday 23 January 2015.

This international trade event for the Indian Ocean region will comprise both a two days world class trade exhibition and concurrent conference programme.

The conference will feature **30** world class speakers specialising in global logistics and transport that will be attended by more than **300** senior executives from the world's leading shippers, cargo owners, shipping lines, freight forwarders, logistics providers, terminal operators, manufacturers and port equipment suppliers.

The concurrent two days trade exhibition provides a perfect commercial opportunity for **50** companies to exhibit latest products and services to at least **300** senior executive maritime industry decision makers from Europe, the Middle East, Africa and countries of the Indian Ocean region.

This international event is designed to promote transportation and logistics in the Indian Ocean region.

Your participation and support in continuing to make the eight biennial international event a great success will be much appreciated and good for our international maritime and logistics industry in the Indian Ocean region.

We look forward to welcoming you to beautiful Mozambique on Thursday 22 and Friday 23 January 2015 for what will be a most rewarding and memorable two days international Exhibition and Conference trade event and cultural experience.

Yours sincerely,



SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **9th Indian Ocean Ports and Logistics 2015 Mozambique Exhibition and Conference** will benefit from international publicity offered by sponsorship. As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All international event advertising, direct mail and public relations
- The official 9th Indian Ocean Ports and Logistics 2015 Mozambique Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- **3 Free of Charge Conference Delegate Registrations worth GBP 2,985**

Event Name Tag Lanyards

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants. Your company's colour logo will be exclusively printed on the length of the lanyard in a highly visible format. Sponsorship is GBP4,985. **This does not include nametag sponsorship.**

Sponsored by 

Event Name Tags

All event participants are given an identification name tag. Your company's colour logo will be exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is GBP4,985. **This does not include lanyard sponsorship.**

Sponsored by 

Event Website

Have your latest colour logo exclusively on the event homepage linking all event website viewers directly to your website for more information on your company's products and services. Sponsorship is GBP3,985.

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff at the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is GBP2,985.

Conference and Exhibition Directional Signage

Have your company's latest full colour logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is GBP3,985.

Company Banners

Have 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, outside the Conference hall and inside the Exhibition area. Sponsorship is GBP3,985 per 3 banners.

Technical Site Visit (TSV) Transportation Sponsorship

The Technical Site Visit to leading local ports will be organised one (1) day before the event as part of the agenda for participating delegates. Sponsoring the TSV transportation is an excellent way of branding your company's active participation in the local ports and terminal operations industry. The Sponsor is invited to say a few words of Welcome before the start of the TSV and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus, etc. Sponsorship is GBP3,985.

Networking Welcome Reception – Wednesday 21 January 2015

The Networking Welcome Reception is first of two main evening social functions. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed sociable evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Conference Sessions Sponsorship

An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a topic related conference session. You are guaranteed of the full attention of this captive audience for up to 5 minutes plus an additional 5 minutes for a few words from the sponsor and time for questions and answers before the conference session commences. The cost of this commercial opportunity is GBP3,985 per Conference Session Sponsorship.

Session 1 

Session 2 

Session 3 

Session 4 

Session 5 

Session 6 

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's colour logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is GBP3,985.

Break 1 

Break 2 

Break 3 


Break 4 

Break 5 

Break 6 

Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure distributed worldwide. Your company has the opportunity to display promotional literature and posters in the delegates' dining room as well as words of welcome before the start of the lunch. Exclusive lunch sponsorship per day is GBP4,985.

Thursday 22 January 2014 Sponsored by 

Friday 23 January 2014 Sponsored by 

Networking Welcome Dinner – Thursday 22 January 2015

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 wonderful 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 

Wednesday 21 January 2015

TECHNICAL SITE VISIT

- 9am Transport departs from the Girassol Indy Congress Hotel and Spa lobby to Port of Maputo
- 9 20am Arrival at the Port of Maputo to board a tug boat for the site visit
- 9 30am Tour of the Matola port facilities
- 10am Tour of the main port facilities
- 10 30am Tour of the port channel viewing the city from the water
- 11am Tug boat returns to the berth
- 11 15am Networking refreshments on board the tug boat for all participants
- 12pm Transport departs from the Port of Maputo to Girassol Indy Congress Hotel and Spa
- 12 20pm Arrival at the Girassol Indy Congress Hotel and Spa lobby (approx.)

Thursday 22 January 2015 Opening Ceremony

- 8am Conference delegate registration and refreshments served in the exhibition sponsored by
Ivan Consultoria & Servicos - ICS
- 9am Organiser's Remarks
Rory J. Doyle, Managing Director
Transport Events Management
Malaysia
- 9 05am Welcome Address
Osório Lucas, Chief Executive Officer
Maputo Port Development Company
Mozambique
- 9 10am VIP Keynote Address
- 9 20am Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments sponsored by



SESSION 1 Sponsored by GRINDROD LIMITED

Indian Ocean trade: Forecasting economic growth, analysing trade forecasts and managing associated risk

- 10 20am Chairperson's opening remarks
- 10 20am PPP project prospects in the Indian Ocean
Frank Luisman, Director
Maritime & Transport Business Solutions (MTBS)
The Netherlands
- 10 40am Comparison of potential transshipment hubs in the Indian Ocean
Steve Wray, Principal Consultant
Ocean Shipping Consultants (A company of Royal Haskoning DHV)
United Kingdom
- 11am Ports as engines for economic growth in Africa
Anthonie Versluis, Managing Partner Malaysia
Roland Berger Strategy Consultants Sdn Bhd
Malaysia
- 11 20am Emerging trends and economic outlook in the Indian Ocean and Africa
Chris Fisher, Principal
Fisher Associates
United Kingdom



SESSION 2 Sponsored by DP WORLD

Current developments, growth and way forward in port and terminal operations in Maputo

- 11 40am Addressing rapid growing business environments through port expansions
Paulo Mata, Port Authority Director
Maputo Port Development Company
Mozambique
- 12pm Developing strategies in meeting rail and port sector challenges
Sancho Junior, Executive Board Member
Mozambique Ports and Railways
Mozambique
- 12 20pm The growth and transformation of Terminal de Carvão da Matola (TCM)
Sean Rowan, Commercial Executive: Terminals
Grindrod
South Africa
- 12 40pm DP World Maputo as a gateway to Southern Africa's vast economic hinterland
Junaid Zamir, Chief Executive Officer
DP World
Mozambique
- 1pm Questions and answers followed by conference delegates networking lunch sponsored by



SESSION 3 Sponsored by GFM

Adapting to evolving maritime business environments through innovative human capital planning



- 2pm The role of maritime education and training needs in current business environments
Dr. Eric Khoza, General Manager
Transnet Academy
South Africa
- 2 20pm Evidence-based people management
Cobus du Plessis, Chief Operations Officer
Group Red Sky
South Africa
- 2 40pm Embedding the human resource element in business strategy
Moshi Motlohi, Port Manager, Port of Durban
Transnet Port Terminals
South Africa

Supporting Media



SESSION 4 Sponsored by 

Harmonising the supply chain cycle between shipping lines, shippers, freight forwarders, logistic hubs and intermodal networks for improved trade facilitation

- 3pm **Developing Namibia into a logistics Hub**
Johny Smith, Chief Executive Officer
Walvis Bay Corridor Group
Namibia
- 3 20pm **Making trade simple**
Jorge Ferraz, Managing Director
OCC
Mozambique
- 3 40pm **Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by**

- 4 40pm **The impact of landside logistics on port efficiencies. Lessons from the Maputo Corridor**
Barbara Mommen, Chief Executive Officer
Maputo Corridor Logistics Initiative
Mozambique
- 5pm **Supply chain complexities: Holistic solutions to address constraints faced by shippers**
Athol Emerton, Managing Director
LBH Africa
South Africa
- 5 20pm **Questions and Answers followed by Chairperson's closing remarks**
- 6 30pm - 9pm **Networking Welcome Dinner for all participants and spouses at Fortaleza de Maputo Transport leaves from Girassol Indy Congress Hotel And Spa lobby at 6 30pm sharp and will return back to the Girassol Indy Congress Hotel And Spa lobby at approximately 9pm. Smart Casual Attire. Generously sponsored by**


Friday 23 January 2015

- 8am **Conference delegate registration and refreshments served in the exhibition sponsored by**


SESSION 5 Sponsored by 

Increasing port productivity while reducing operational delays through infrastructure upgrades – When must you upgrade?

- 9am **Chairperson's opening remarks**
Barbara Mommen, Chief Executive Officer
Maputo Corridor Logistics Initiative
Mozambique
- 9am **SENNEBOGEN - Competence in ports, efficient bulk handling**
Benjamin Blümel, Area Sales Manager Green Line
Sennebogen
Germany
- 9 25am **Smoothering the supply chain cycle with the right equipment**
Luís Vasconcelos Dias, Managing Director
Lindley
Portugal
- 9 50am **Mobile harbour cranes in managing terminal operation requirements**
Neil Clegg, General Manager Sales and Service
Terex Port Equipment
South Africa




- 10 15am **Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by**

- 11 15am **Crane upgrades and services offering through Kalmar Care Concept**
Anton Burchell, Managing Director
Kalmar
South Africa
- 11 40am **Technology, knowledge and customer service, a formula for increased productivity and higher equipment lifetime**
Henner Rodenwoldt, Division Manager - Maritime Cranes
Liebherr-Africa (Pty) Ltd
South Africa
- 12 05pm **Low Cost Dust Free Bulk Export Systems - Case study "A case study of a dust free bulk exporting system in environmentally conscious Australia that converted from a traditional dusty method to a containerised system resulting in zero material losses"**
Ray Lee, Managing Director
Portside Solutions
Australia
- 12 30pm **Questions and answers followed by conference delegates networking lunch sponsored by**


SESSION 6 Sponsored by 

Ports, terminals and bulk operations - Looking into building regional alliance among operators in the Indian Ocean and Africa

- 2pm **Commitments and vision of becoming the leading port in Africa**
Habib Abdullahi, Managing Director
Nigerian Ports Authority
Nigeria
- 2 20pm **The mission of STEMA in national and international grain market**
Silvino Augusto José Moreno, Chief Executive Officer
STEMA
Mozambique
- 2 40pm **Port Reunion, gateway to the Indian Ocean**
Jean François Laurent, Chief Executive Officer
Port Reunion
France
- 3pm **Developing port infrastructure to strengthen hinterland connectivity**
Elias Mwenyo, Head of Marketing, Business Development
Nampor
Namibia
- 3 20pm **Questions and answers followed by Chairperson's closing remarks and conference delegates refreshments served in the exhibition sponsored by**


Supporting Trade Organisations



REGISTRATION INFORMATION

To Participate in The **9th Indian Ocean Ports and Logistics 2015** You Need to Register as a Conference Delegate • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Dinner • Official Colour Photographs From The Event.

CONFERENCE DELEGATE REGISTRATION

Please Complete And Fax Back This Form or Register Online at www.transportevents.com Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email to: alin@transportevents.com

Conference Delegate Registration

- I Wish to Attend The Technical Site Visit on Wednesday 21 January 2015. 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 (Only Business and Diplomatic Visas) and Photo ID Proof/Company ID For Port Security Check in Advance. Please Email To: ajay@transportevents.com
- I Wish to Attend The Networking Welcome Dinner on Thursday 22 January 2015. Spouses Welcome to Attend.

Name: _____ 05 / 01 / 2015

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

METHOD OF PAYMENT (NON SOUTH AFRICAN RAND)

- On or Before Monday 22 December 2014: The 'Early Bird' Conference Delegate Registration is GBP895 - **Save GBP100!** Special Offer! - 3 Delegates For The Price of 2 in This Category! Save GBP895!
- From Tuesday 23 December 2014: The Regular Conference Delegate Registration is GBP995. **Special Offer!** - 3 Delegates For The Price of 2 in This Category! **Save GBP995!**
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is GBP595. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is FREE. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration on Thursday 22 January 2015 is GBP595
- One Day Conference Delegate Registration on Friday 23 January 2015 is GBP595
- No Delegate Registration Will be Accepted Without Full Payment
- For Mozambican Nationals, Citizens And Residents of Mozambique, The Conference Delegate Registration is MZN15,000.**

- Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com Follow The Instructions on Our Registration Page
- Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 87 426 223 or Email to: alin@transportevents.com For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
- I Have Transferred GBP995 / GBP895 / GBP595 (Circle Correct Amount) Per Delegate to HSBC
- I Have Transferred MZN15,000 Equivalent in GBP300 Per Delegate to HSBC

*Bank Transfer to:

Agent Bank : HSBC Bank PLC, London, UK (Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15)

IBAN Code : GB32MIDL40051535674259

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)

Account Name: Transport Events Management Limited

Account Number: 801 - 005521 - 725

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

METHOD OF PAYMENT (SOUTH AFRICAN RAND)

Payment in South African Rand Only Can be Paid Into
Account name: TRANSPORT EVENTS MANAGEMENT LIMITED

ZAR account no.: 121-011126-001

Bank Name HSBC : Johannesburg Branch

Branch Code: 587000

Swift Code: HSBCZAJJ

Account Type: Current

Address: 2 Exchange Square, 85 Maude Street, Sandown, Sandton, 2196 South Africa

- I Have Transferred ZAR18,000 (GBP995 - Full Rate) Per Delegate to HSBC
- I Have Transferred ZAR16,500 (GBP895 - Early Bird) Per Delegate to HSBC
- I Have Transferred ZAR11,000 (GBP595 - Concession) Per Delegate to HSBC

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 87 426 223 or Email to: alin@transportevents.com

- 1) Electronic Deposits Must be Made Directly to HSBC.
- 2) For Deposits Via Any of The First National Bank Electronic Delivery Channel, Please Advise That Due to a Technical Limitation on FNB, Please Drop The First Character of The Account Number Reducing it to Eleven i.e 121 00XXXX 001 on FNB Would Need to be 21 00XXXX 001

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 And, if Required, a Letter of Invitation For Entry Visa Application
 - No Refunds Will be Given However, Substitutions Can be Made at Any Time
 - Delegates Will Not be Admitted Unless Payment Has Been Received in Full
 - Flights, Airport Transfers And Accommodation Are Not Included in Your Delegate Registration Fee
 - This Event Programme is Subject to Change Without Notice. E&O.E
- I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Signed: _____

Dated: _____

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Management Limited
Level 1, Lot 7, Block F, Saguking Commercial Building,
Jalan Patau-Patau, 87000 Labuan F. T., Malaysia

Tel. + 60 87 426 022

Fax. + 60 87 426 223

enquiries@transportevents.com

www.transportevents.com

The Official Hotel And Venue is the **Girassol Indy Congress Hotel And Spa, Maputo, Mozambique.** Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Girassol Indy Congress Hotel & Spa

Rua Macombe Nongué - Nongué, R.1.373 - Sommerschild
Maputo - Moçambique

Contact Person

Lúisa Abreu

Tel: + 258 21 498 765 / 21 483 156 / 21 483 100

Fax: + 258 21 499 643

E-mail: girassolindyhotel@visabeira.mz / luisaabreu@visabeira.mz

Website: <http://www.girassolhoteis.co.mz>

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, by Booking Through Email, Please Contact kulenquiries@my.qatarairways.com For The Attention of The Supervisor on Duty With Subject Matter: **OS QR DC/KULX013**. You May Also Contact Tel: +60 3 2118 6100 Fax: +60 3 2118 6002 or Visit www.qatarairways.com And Key in The Promo Code: **MPMI0PL15** (Valid to fly between 11 January 2015 to 2 February 2015)



EXHIBITION VISITORS ONLY

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

Exhibition Opening Times are:

Thursday 22 January 2015

Friday 23 January 2015

9am to 5pm

9am to 3pm