Hilton Beirut Habtoor Grand, Lebanon
Tuesday 20 to Thursday 22 October 2020

Hosted By

Ministry of Public Works & Transport

SPONSORED BY

• Technical Site Visit • Networking Welcome Reception • Exhibition • Conference • 250 Conference Delegates • Local Delegates at Only LBP1,193,520 •

HIGHLIGHTED TOPICS

• The macroeconomic costs of a global pandemic and the impact on the Middle Eastern trades
• Improving regional maritime connectivity and reviewing implemented initiatives during and after the pandemic
• Reform trade and investment: What are the pros, cons and future in the Middle East?
• Emerging risks in the port and terminal sector and how best to manage them
• The impact on logistics industry after the pandemic and ways to improve
• How technology and automation advancement aids operational continuity
• The unique challenges for ports and terminal operators in Middle East during disruptions
• Operational best practices in ports and container terminals in keeping up with challenging economic demands
• Unlocking the key potential of emerging ports in improving regional and global economy
• The next port industry: Innovation and reaching out to global trade

For more Information or to Register
Tel. +852 2157 3907   Fax. +852 3895 0948   Email: enquiries@transportevents.com   Website: www.transportevents.com   Follow us on: LinkedIn   Facebook
Dear Colleague,

Trans Middle East is the biggest annual Containerised Ports, Shipping and Transport Logistics Exhibition and Conference in the Middle East.

The Ministry of Public Work and Transport is delighted to host this event in the prosperous city of Beirut on Tuesday 20 to Thursday 22 October 2020.

The *Trans Middle East 2020* will comprise both a world-class Exhibition and Conference consisting of 30 international business leaders responsible for global transport and logistics and will be attended by more than 250 senior executives from the world’s leading ports, shippers, cargo owners, shipping lines, freight forwarders, logistics companies, terminal operators, railway operators and port-rail equipment services suppliers.

A concurrent three days Trade Exhibition comprising more than 100 international exhibition stands will provide a valuable opportunity for companies to market products and services to the participants at this prestigious annual event.

This annual Pan European, Middle Eastern and Africa transport and logistics Exhibition and Conference is designed to promote containerised transport throughout the EMEA region and your participation and support in making this event a great success will be much appreciated and good for our industry.

We look forward to meeting you in our beautiful city of Beirut in 2020 for what promises to be a most enjoyable and memorable three days international trade event.

Yours Sincerely,

Youssef FENIANOS
Minister of Public Works & Transport
Lebanon
Tuesday 20 October 2020

TECHNICAL SITE VISIT

A half day trip to visit container terminals, logistics and warehousing facilities at the port only for registered delegates of the Trans Middle East 2020 Exhibition and Conference 2020.

Wednesday 21 October 2020

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

OPENING CEREMONY

9am  Organiser’s Remarks
Rory James Doyle, FCILT, Managing Director, Transport Events, Malaysia

9 05am  Welcome Remarks

9 15am  VIP Keynote Address

9 30am  Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

SESSION 1  The macroeconomic costs of a global pandemic and the impact on the Middle Eastern trades

10 30am  Conference Moderator’s Opening Remarks

10 30am  Current challenges in Middle East and its role in the global economic recovery

11am  Implementation of immediate and expansive containment strategies in the region
Nishal Sooredoo, Principal Consultant, Royal HaskoningDHV, United Kingdom

11 30am  Improving regional maritime connectivity and reviewing implemented initiatives during and after the pandemic
Steve Wray, Associate Director, WSP, United Kingdom

SESSION 2  Reform trade and investment: What are the pros, cons and future in the Middle East?

12pm  Reform strategies and policies to improve regional trade competitiveness
Shailesh Garg, Director, Drewry, India

12 30pm  Red Sea Port investment corridor and advancement of RSGT as a strategic investor
Gagan Seksaria, Director of Global Investments, Red Sea Gateway Terminal, Kingdom of Saudi Arabia

1pm  Questions and answers followed by conference delegates networking lunch

2pm  Emerging risks in the port and terminal sector and how best to manage them
Anthony van der Hoest, Director, MTBS, The Netherlands

Supporting Trade Organisations

[List of logos and names]

Sponsored by [Images and logos]
### SESSION 3  How 2020 is shaping up for shipping lines and logistics

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
<th>Speaker/Details</th>
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<tbody>
<tr>
<td>2:30pm</td>
<td>The new norms for shipping lines&lt;br&gt;Jihane Abi Khalil Yanni, Managing Director, Adelmar Shipping Lines Sarl, Lebanon</td>
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<tr>
<td>3pm</td>
<td>Questions and answers followed by conference delegates refreshments served in the exhibition</td>
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<tr>
<td>4pm</td>
<td>The impact on logistics industry after the pandemic and ways to improve&lt;br&gt;LogiPoint, Lebanon</td>
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<tr>
<td>4:30pm</td>
<td>Utilising digital technology to reduce risks and mobilise the supply network in the pandemic&lt;br&gt;Maritime Science and Technology Institute (MARSATI), Lebanon</td>
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<tr>
<td>5pm</td>
<td>Questions and answers followed by the Chairman’s closing remarks</td>
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<tr>
<td>6pm - 7:30pm</td>
<td>Networking Welcome Reception for all participants and spouses. Smart casual attire.</td>
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**Thursday 22 October 2020**

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<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>8am</td>
<td>Conference delegates’ registration and refreshments served in the exhibition</td>
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### SESSION 4  How technology and automation advancement aids operational continuity

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<tr>
<th>Time</th>
<th>Event Description</th>
<th>Speaker/Details</th>
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<tbody>
<tr>
<td>9am</td>
<td>Conference Moderator’s Opening Remarks</td>
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<tr>
<td>9am</td>
<td>Industrial revolution for industrial brake services&lt;br&gt;Friederike Imhäuser, Marketing Manager, Pintsch Bubenzer, Germany</td>
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<tr>
<td>9:30am</td>
<td>Technology packages for cranes and heavy duty applications&lt;br&gt;Peter Pütz, Head of International Cranes and Long Travel Division &amp; Head of Strategic Marketing, Tsubaki Kabelschlepp GmbH, Germany</td>
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<tr>
<td>10am</td>
<td>Questions and answers followed by conference delegates refreshments served in the exhibition</td>
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<tr>
<td>11am</td>
<td>Next Gen Ports &amp; Terminals: Digitalization and Smart Apps&lt;br&gt;Shannon Sebastian-Lewis, Senior Marketing Manager, Navis, USA</td>
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### SESSION 5  The unique challenges for ports and terminal operators in Middle East during disruptions

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<tr>
<th>Time</th>
<th>Event Description</th>
<th>Speaker/Details</th>
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<tbody>
<tr>
<td>11:30am</td>
<td>Facilitating international trade through efficient port services during Covid-19&lt;br&gt;Maresh J. Manikoth, General Manager, Operations, APM Terminals, Bahrain</td>
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<tr>
<td>12pm</td>
<td>Unlocking the key potential of emerging ports in improving regional and global economy&lt;br&gt;Beirut Container Terminal Consortium, Lebanon</td>
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<tr>
<td>12:30pm</td>
<td>The next port industry: Innovation and reaching out to global trade&lt;br&gt;Port of Tripoli, Lebanon</td>
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<td>1pm</td>
<td>Questions and answers followed by conference delegates networking lunch</td>
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<td>2pm</td>
<td>Insights on improving port operations and ensuring a balanced economic growth&lt;br&gt;Port of Beirut, Lebanon</td>
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<tr>
<td>2:30pm</td>
<td>Operational best practices in ports and container terminals in keeping up with challenging economic demands&lt;br&gt;David Casey, Chief Operation Officer, Gulftainer, United Arabs Emirates (Invited)</td>
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<tr>
<td>3pm</td>
<td>Questions and answers followed by Chairperson’s closing remarks followed by conference delegates refreshments served in the exhibition</td>
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**STAND ALLOCATION** (updated on 4 / 6 / 2020)

1. APM Terminals Bahrain
2. Port of Beyrouth
21. Port of Beyrouth
22. Port of Beyrouth
27. Port of Beyrouth
28. Port of Beyrouth
11. Port of Tripoli
12. Port of Tripoli
26. Red Sea Gateway Terminal
9. Robban Assafina Magazine
6. Sibre
25. Tsubaki Kabelschlepp GmbH
2. Available
7. Available
15. Available
16. Available
17. Available
18. Available
19. Available
23. Available
24. Available

**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)
Companies wishing to maximise their profile at the Trans Middle East 2020 Lebanon 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 Trans Middle East 2020 Lebanon 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 €7,895 including all production costs. This does not include nametag sponsorship.

Delegates Name tags 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 €7,895. This does not include lanyard sponsorship.

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

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.

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 €6,895.

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

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

Networking Welcome Reception — Wednesday 21 October 2020
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.

Conference Sessions Sponsorship
An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a conference session. Cost is €6,895 per Conference Session Sponsorship.

Conference Delegates Refreshment Breaks
During the event, refreshments will be served three times a day. Your company’s latest full colour corporate logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is €6,895.

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 €7,895.

Wednesday 21 October 2020  Sponsored by DUTCH LANKA TRAILERS

Thursday 22 October 2020
LEBANESE POUND DELEGATE REGISTRATIONS

For Lebanese Nationals, Citizens And Residents of Lebanon, The Conference Delegate Registration is LBP1,193,520.
- On or before Sunday 20 September 2020: The ‘Early Bird’ Conference Delegate Registration is LBP1,021,940
- From Monday 21 September 2020: The Regular Conference Delegate Registration is LBP1,193,520

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
Follow The Instructions on Our Registration Page. Payment Will be Accepted in Either EUR or USD. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During the Transaction at The Prevailing Rate.

I Have Transferred LBP1,021,940 / EUR595 / USD676 Per Delegate to OCBC Wing Hang Bank Limited
I Have Transferred LBP1,193,520 / EUR695 / USD791 Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) and US Dollar (USD) Bank Transfer to:-
Account Name: Transport Events Limited
Account Number: 035-802-538366-831
Beneficiary Bank: OCBC Wing Hang Bank Limited
Bank Address: 161 Queen’s Road Central, Hong Kong
Swift Code: WIBHKBKH

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to +852 3895 0948
or Email to: alin@transportevents.com

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

INTERNATIONAL DELEGATE REGISTRATIONS

- On or before Sunday 20 September 2020: The ‘Early Bird’ Conference Delegate Registration is €1,295
Special Offer - 3 Delegates For The Price of 2 in This Category
- From Monday 21 September 2020: The Regular Conference Delegate Registration is €1,495
Special Offer - 3 Delegates For The Price of 2 in This Category
- One Day Conference Delegate Registration is €699
- No Delegate Registration Will be Accepted Without Full Payment

Credit Card - For Secure Online Registration And Payment at www.transportevents.com. Please Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR And USD.

Telegraphic Transfer - Complete the Registration Details on This Page And Fax to +852 3895 0948
or Email to: alin@transportevents.com For TT Payment, You Must Supply Confirmation Of The TT From Your Bank With This Application. Transferring Bank Charges Must be Paid by the Sender

I Have Transferred €1,495 / €1,295 / €699 (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited
I Have Transferred US$1,701 / US$1,473 / US$1,132 (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

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

CONFERENCE DELEGATE REGISTRATIONS

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: +852 3895 0948 or Email to: alin@transportevents.com

Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Tuesday 20 October 2020. 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

I Wish to Attend The Networking Welcome Reception on Wednesday 21 October 2020

Name: 
Position: 
Organisation: 
Address: 
Tel: 
Fax: 
Email: 
Website: 

REGISTRATION INFORMATION

To Participate in The Trans Middle East 2020 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 Refreshments And Lunches • Exhibition And Conference Access • A Full Set of Conference Presentations • Official Colour Photographs From The Event

Exhibition Visitors Receive: Access to Exhibition Only

EXHIBITION VISITORS ONLY

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

Exhibition Opening Times:
Wednesday 21 October 2020 9am to 3 30pm
Thursday 22 October 2020 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is Hilton Beirut Habtoor Grand, Beirut, Lebanon. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

HILTON BEIRUT HABTOOR GRAND
Charles de Gaulle street, Harsh Tabet
Sin El Fil, Beirut
Lebanon, 55555

Contact Person
Alain Habekia
Director of Sales
Tel: + 961 150 0666
Fax: + 961 151 6400
Email: alain.habekia@hilton.com
Website: http://beiruthabtoorgrand.hilton.com

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
- 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
- Flights, Visa Arrangements, Airport Transfers And Accommodation Are Not Included In Your Delegate Registration Fee
- This Event Programme is Subject to Change Without Notice. E&O.E

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

Signed: 
Dated: 

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Limited
Tel: +852 2157 3907
Fax: +852 3895 0948
enquiries@transportevents.com

www.transportevents.com

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