

7TH INDIAN OCEAN PORTS & LOGISTICS 2013

Rainbow Hotel, Beira, Mozambique
Wednesday 27 and Thursday 28 February 2013

Hosted By



- Technical Site Visit • 30 International Exhibition Stands • 30 International Conference Speakers
- 250 International Maritime Transport Conference Delegates • Networking Gala Dinner

Exclusive Offer: Conference Delegate Registration for All Shipping Lines; Port Authorities And Terminal Operating Companies 40% off at only GBP595 Per Person!

Official Hotel and Venue



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Name Tags Sponsor



Conference Delegates
Refreshment Breaks Sponsors



Conference Delegates Lunch Sponsors



Gala Dinner Sponsor



- Regional port developments and economic developments in the Indian Ocean markets and its influence on the maritime industry
- Shipping in the Indian Ocean - Where does the industry stand now and its' regional impact
- Port infrastructure growth and prospects for the Indian Ocean markets
- Improving intermodal and cross-border logistics in the Indian Ocean and African Region
- Port equipments' and technology for efficient cargo handling

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SUPPORTING MEDIA



SUPPORTING TRADE ORGANISATIONS





7th INDIAN OCEAN PORTS AND LOGISTICS 2013

WEDNESDAY 27 AND THURSDAY 28 FEBRUARY 2013
BEIRA, MOZAMBIQUE

Dear Valued Colleagues,

Cornelder de Mocambique is delighted to host the captioned event to be held in prosperous Beira, Mozambique on Wednesday 27 and Thursday 28 February 2013.

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 **30** 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 this fourth 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 Wednesday 27 and Thursday 28 February 2013 for what will be a most rewarding and memorable two days international Exhibition and Conference trade event and cultural experience.

Yours sincerely,

Carlos Mesquita
Chief Executive Officer
Cornelder de Moçambique

Tuesday 26 February 2013

TECHNICAL SITE VISIT

| | |
|---------|--|
| 9am | Transport departs from lobby of Rainbow Hotel |
| 9 15am | Arrival at oil terminal - Beira Port |
| 10pm | Visit general cargo terminal |
| 10 45am | Visit container terminal |
| 11 15am | Visit to the Beira channel on board of a dredger – Quay No.2 |
| 12pm | Refreshments and networking on board a dredger |
| 2pm | Disembarking at Maritime Services |
| 2 15pm | Arrive at lobby of Rainbow Hotel (approx.) |

Wednesday 27 February 2013

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| 8am | Conference delegate registration. Refreshments served in the exhibition sponsored by |
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OPENING CEREMONY

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| 9am | Organiser's Remarks Rory J. Doyle , Managing Director Transport Events Management Malaysia |
| 9 05am | Opening Remarks Felix Paulo , Governor, Sofala Province Mozambique |
| 9 10am | Welcome Address Carlos Mesquita , Chief Executive Officer Cornelder de Mocambique Mozambique |
| 9 15am | Special Address Manuela Rebelo , Vice Minister of Transportation and Communications Mozambique |
| 9 20am | Keynote Address His Excellency Dr. Alberto Vaquina , Prime Minister Mozambique |
| 9 35am | Exhibition opening ceremony and tour of the exhibition by the VIP group |

SESSION 1

Regional port developments and economic developments in the Indian Ocean markets and its influence on the maritime industry

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|------|---|
| 11am | Chairperson's Opening Remarks Silvino Moreno , Chief Executive Officer Stema Mozambique |
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| 11 10am | Beira Corridor – Realizing its potential for SADC trade Carlos Mesquita , Chief Executive Officer Cornelder de Mocambique Mozambique |
| 11 35am | Harmonizing growth and infrastructure development in Port Maputo Osorio Lucas , Chief Executive Officer Maputo Port Development Company Mozambique |
| 12pm | Developing public-private partnerships for regional development Johny Smith , Chief Executive Officer Walvis Bay Corridor Group Namibia |
| 12 25pm | Port infrastructure through PPP in Africa Gagan Seksaria , Chief Financial Officer & Head of Investments ICTSI Africa South Africa |
| 12 50pm | Questions and answers followed by conference delegates networking lunch sponsored by |



SESSION 2

Shipping in the Indian Ocean - Where does the industry stand now and its' regional impact

| | |
|--------|---|
| 2pm | HAROPA - A new solution for Indian Ocean logistics Patrick Bret , Commercial and Communication Director Port of Rouen France |
| 2 20pm | Identifying emerging challenges in container traffic trends within the region Aruna Bunwaree Ramsaha , Deputy Director General Mauritius Ports Authority Mauritius |
| 2 40pm | Recent developments in the infrastructure and growth of containerised logistics players Jorge Fernandes , Managing Director Maersk Mozambique |
| 3pm | Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by |



| | |
|--------|--|
| 4pm | Simple, effective logistics in Mozambique Captain Ron Herman , Chief Executive Officer Salgaocar Mozambique Mozambique |
| 4 20pm | Key maritime security threats off the Indian Ocean Michael Rees , East Africa Market Director Control Risks Kenya |

- 4 40pm Impact from hinterland markets and networks
Matthew Callan, Commercial and Marketing Manager
P&O Maritime Services
United Arab Emirates
- 5pm Questions and answers followed by Chairperson's closing remarks
- 6 30pm-9pm Gala Dinner for all participants and spouses at Beira Golf Club. Transport leaves the lobby of Rainbow Hotel at 6 30pm sharp and will leave back to Rainbow Hotel at approximately 9pm. Smart Casual Attire. Sponsored by



Thursday 28 February 2013

SESSION 3

Port infrastructure growth and prospects for the Indian Ocean markets

- 9am Chairperson's Opening Remarks
Aruna Bunwaree Ramsaha, Deputy Director General
Mauritius Ports Authority
Mauritius
- 9 10am Developing effective synergies between ports, shippers, and 3PLs in the supply chain
Johny Smith, Chief Executive Officer
Walvis Bay Corridor Group
Namibia
- 9 30am Meeting the new logistic challenges in rail and port sector
Rosario Mualeia, Chairman
Mozambique Ports & Railways Company
Mozambique
- 9 50am Pirates in the Indian Ocean: logistics under fire - the end of the beginning?
Professor (Assoc.) Eugene Madejski, Deputy Director: Logistics
Namibia University of Science & Technology
Namibia
- 10 10am Efficient handling of bulk and general cargo in ports
Christoph Kreis, Area Sales Manager Green Line
Sennebogen Maschinenfabrik GmbH
Germany
- 10 30am Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



SESSION 4

Improving intermodal and cross-border logistics in the Indian Ocean & African region

- 11 30am Cross border efficiencies of Maputo corridor
Barbara Mommen, Chief Executive Officer
Maputo Corridor Logistics Initiative
Mozambique

- 11 50am Emergence of supply chain Solutions for retailers in Africa
Samad Osman, Cluster Director, Southern Africa and IOI
DAMCO
South Africa
- 12 10pm Intermodal connections and facilities in the Indian Ocean: Industry trends and issues
Paulo S. Maculuve, Chief Executive Officer
Mozambique Project Despachante
Mozambique
- 12 30pm Impact from hinterland markets and networks
Valquiria Mangula, Operations Manager
Milénio Logística e Serviços, Lda
Mozambique
- 12 50pm Questions and answers followed by conference delegates networking lunch sponsored by



SESSION 5

Port equipments' and technology for efficient cargo handling

- 2pm Tourism Potential in Mozambique
Elisa Jemusse, Permanent Secretary of Sofala Province
Mozambique
- 2 15pm Safe, secure and swift cargo handling methodologies and equipments
Henner Rodenwoldt, Division Manager MCCtec
Liebherr-Africa
South Africa
- 2 35pm Introduction of Terex port solutions - New model of harbour crane
Andreas Czwalinna, Regional Sales Manager
Gottwald Port Technology
Germany
- 3 05pm Questions and answers followed by Chairperson's closing remarks
- 3 15pm Closing remarks
Manuela Rebelo, Vice Minister of Transportation and Communications
Mozambique
- 3 25pm Organiser's closing remarks
Rory J. Doyle, Managing Director
Transport Events Management
Malaysia
- 3 30pm Conference delegates refreshments served in the exhibition sponsored by



REGISTRATION INFORMATION

To Participate In The 7th Indian Ocean Ports and Logistics 2013 You Need to Register as a Conference Delegate or as a Trade Exhibition Visitor. Conference Delegate Registration Benefits Include:
• Technical Site Visit • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Gala Dinner • Participants' Full Contact Details And Official Colour Photos From The Event. Conference Delegate Registration Fees are:

- On or Before Sunday 27 January 2013: 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 Monday 28 January 2013: 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.
- One Day Conference Delegate Registration on Wednesday 27 February 2013 is GBP595
- One Day Conference Delegate Registration on Thursday 28 February 2013 is GBP595
- For Mozambican Nationals, Citizens And Residents of Mozambique The Conference Delegate Registration is MZN9,050
- No Delegate Registration Will be Accepted Without Full Payment

REGISTRATION

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

Conference Registration

- I Wish to Attend The Technical Site Visit on Tuesday 26 February 2013
 *I Wish to Attend The Networking Gala Dinner on Wednesday 27 February 2013
* Spouses Welcome to Attend

Registration to Visit The Trade Exhibition Only Must be Done Onsite at The Registration Desk

Exhibition Opening Times are:

| | |
|----------------------------|---------------|
| Wednesday 27 February 2013 | 9am to 5pm |
| Thursday 28 February 2013 | 9am to 3 30pm |

Name: _____ 04 / 03 / 2013

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

METHOD OF PAYMENT (NON SOUTH AFRICAN RAND)

- 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 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 MZN9,050 Per Delegate to HSBC

* Bank Transfer to:

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

IBAN Code : GB32MIDL40051535674259

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

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 ONLY)

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 ZAR14,100 (GBP995 - Full Rate) Per Delegate to HSBC
 I Have Transferred ZAR12,700 (GBP895 - Early Bird) Per Delegate to HSBC
 I Have Transferred ZAR8,520 (GBP595 - Concession) Per Delegate to HSBC

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 Applications
- No Refunds Will be Given However, Substitutions Can be Made at Any Time
- If a Delegate is Unable to Attend, The Delegate Remains Liable For Full Delegate Registration Payment
- Delegates Will Not be Admitted Unless Payment Has Been Received
- 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 is Rainbow Hotel Mocambique. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Rainbow Hotel Mocambique

P O Box 147

Maquinino Beira,

Mozambique

Contacts Person

Yonoia Charfudine / Tatenda Musemburi

Tel: +258 23 329 350

Fax: +258 23 328 121

E-mail: reservations@rainbowhtmoz.co.mz

Website: <http://www.rtgafica.com>



7TH INDIAN OCEAN PORTS & LOGISTICS 2013



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