

**15<sup>th</sup> Annual**  
Conference on  
**Ports in**  
**India**

Plans, Progress, Potential and  
The Way Forward

January 23-24, 2018, ITC Maratha, Mumbai



“Early Bird” discount ends on January 4, 2018

“Register Now” and save 20 per cent



Organiser:

**Indian**  
**Infrastructure**

Co-sponsor\*:

**SAGTA**  
FOCUS ON YOUR NEEDS

\*Lead and Co-sponsorship slots available

# PORTS IN INDIA

## Mission

- The past year has been a significant one for the port sector. The government announced a slew of long-awaited measures, which are expected to have a positive impact on the sector. Noticeable progress was made on the ground in terms of capacity addition, efficiency improvement and ease of doing business.
- Steps were taken to provide greater autonomy to the boards of major port trusts, revise the model concession agreement, relax cabotage restrictions for container transshipment ports, revamp the Merchant Shipping Act, 1958, declare 106 inland waterways as national waterways (NWs), allocate 2.5 per cent of the Central Road Fund for the development and maintenance of NWs, grant infrastructure status to the shipbuilding segment, etc. In addition, the goods and services tax (GST), rolled out on July 1, 2017, is likely to reduce logistics costs in the country.
- The capacity of major ports crossed the 1 billion tonne mark, with a record addition of 100 million tonnes (mt) in 2016-17. Among private ports, Mundra port commenced commercial operations at its fourth container terminal of 1.3 million twenty-foot equivalent unit capacity, while construction works at the much-awaited Rs 75 billion Vizhinjam port project started. There was also significant progress on the Jal Marg Vikas project.
- Traffic at Indian ports also witnessed a much higher growth of 5.7 per cent in 2016-17, as compared to 1.9 per cent in the previous fiscal. This was largely on account of major ports, which recorded a growth of 6.8 per cent as compared to 4.2 per cent at non-major ports. However, in the first five months of 2017-18, traffic at major ports witnessed a growth of 3.2 per cent only, primarily affected by negative growth in coal import volumes.
- The government's most ambitious programme for the port sector, Sagarmala also made visible progress. About 215 projects involving an investment of about Rs 1.3 trillion are already at various stages of implementation and development.
- While the Sagarmala programme has brought in the much-needed optimism in the sector, its timely and successful execution requires close coordination between the central and state governments. The private sector also needs to play a major role. This, in turn, requires addressing various regulatory and structural issues hampering private sector participation.
- Land acquisition is a major concern, especially for greenfield projects. Contractual issues also require immediate attention. Congestion at ports increases waiting time for vessels. This, in turn, disturbs the schedule of shipping lines, thus reducing their profit margins.
- Another area that needs attention is evacuation improvement via rail and road. This is especially important for coastal and inland water traffic, as their cost effectiveness depends on seamless multi-modal connectivity. Moreover, the scope of capacity addition needs to be widened as the focus so far has been on only the west coast.
- The modernisation as well as mechanisation of ports through the adoption of smart and sustainable technologies is also being pursued more aggressively by port operators. There is greater emphasis on the use of electronic channels for information exchange, establishment of a single-window clearance system, installation of container scanners, implementation of radio frequency identification and gate automation, etc.
- The sector also needs deeper draught levels, improved customer service and supportive integrated facilities such as multimodal logistics parks, free trade warehousing zones (FTWZs), inland container depots and container freight stations.
- **The mission of the conference is to analyse the key trends and developments in the port sector, discuss the impact and progress of key government and private projects, and showcase best practices and new initiatives being taken by ports. It will also highlight new and emerging technology and equipment trends and solutions.**

## Target Audience

The conference is targeted at officials and managers from:

- |                                  |   |                                |
|----------------------------------|---|--------------------------------|
| - Major and minor ports          | - Private and public port operators   | - Maritime boards              |
| - State port departments         | - Captive port and jetty operators  | - Contractors                  |
| - Shipyards                      | - Technology providers (port automation, RFID, security and surveillance, etc.) | - Shipping companies           |
| - Dredging companies             | - Renewable energy developers   | - Equipment manufacturers      |
| - Consultancy organisations      | - Insurance and pension fund companies  | - Logistics companies          |
| - Surveyors and investigators    | - Legal firms   | - Tax advisory firms           |
| - Investors/Private equity firms | - Commercial banks  | - Management consultants       |
| - Industry analysts              |   | - Financial institutions, etc. |

*We expect about 150-170 participants once again this year, representing most of the major industry players.*

## AGENDA/STRUCTURE

### KEY TRENDS AND OUTLOOK

- ❖ What have been the key trends in the port sector over the past few years?
- ❖ What has been the performance on key parameters (capacity addition, traffic handled, efficiency performance, financial performance, etc.)?
- ❖ What are the key issues and challenges? What is the outlook?

### GOVERNMENT PERSPECTIVE: SPOTLIGHT ON SAGARMALA

- ❖ What has been the progress under the Sagarmala programme?
- ❖ What are some of the key challenges being faced in its implementation?
- ❖ What are the other government initiatives proposed to be taken over the next two to three years?

### PORT OPERATORS' PERSPECTIVE

- ❖ What is the perspective of port operators (major and non-major)?
- ❖ What are their key initiatives and plans?
- ❖ What are the key issues faced by operators? What are the expectations from the government going forward?

### EASE OF DOING BUSINESS

- ❖ What measures have been taken to promote the ease of doing business at Indian ports?
- ❖ What has been the experience in implementing these measures?
- ❖ What have been the key benefits? What are the key issues and challenges?

### PORT USERS/CUSTOMERS' PERSPECTIVE

- ❖ What is the perspective of port users/customers?
- ❖ What is the perspective on storage charges?
- ❖ What are the key issues and concerns?
- ❖ What are their expectations from the ports?

### STATE PERSPECTIVE

- ❖ What is the current status of state port development?
- ❖ What are some of the noteworthy initiatives taken by the states?
- ❖ What are the opportunities in port development in the states under the Sagarmala programme?
- ❖ What are the key issues and challenges?

### PUBLIC-PRIVATE PARTNERSHIP: RESTRUCTURING OF MCA

- ❖ What has been the PPP experience in the port sector so far?
- ❖ How has the model concession agreement (MCA) evolved in India? What changes have been proposed in the new MCA for the port sector?
- ❖ What are the key issues and challenges?

### PORT DEVELOPMENT: SPOTLIGHT ON EAST COAST

- ❖ What has been the port development on the east coast so far?
- ❖ What are the emerging opportunities on the east coast?
- ❖ What are the key issues and challenges?

### IMPROVING HINTERLAND CONNECTIVITY

- ❖ What is the current status of connectivity at Indian ports?
- ❖ What are the plans for improving port connectivity through railways, roads, coastal shipping and inland waterways? What are the upcoming projects?
- ❖ What are the key issues and challenges?

### IMPACT OF GST

- ❖ What have been the changes under the new GST regime in the port, shipping and logistics sector?
- ❖ What has been the impact on port operators, developers, construction contractors, port users, investors, etc.?
- ❖ What are the unresolved issues and challenges? What steps are being taken to address these issues?

### GREEN PORTS/SUSTAINABLE PORTS

- ❖ What environmental aspects are being considered for port planning and construction?
- ❖ What are the key innovations in sustainable port design being offered by the industry?
- ❖ What are the global best practices in this regard?

### FOCUS ON CONTAINER CARGO

- ❖ What is the status of container infrastructure development at Indian ports?
- ❖ What are the recent trends and developments in the segment?
- ❖ What are some of the noteworthy upcoming projects?
- ❖ What are the issues and challenges?

### FOCUS ON BULK CARGO (DRY AND LIQUID)

- ❖ What is the status of dry bulk infrastructure development at Indian ports (coal, fertilisers, iron ore, etc.)?
- ❖ What is the status of liquid bulk infrastructure development at Indian ports (petroleum, oil and lubricant products, chemicals, LPG, LNG, etc.)?
- ❖ What are the recent trends and developments in the segment?
- ❖ What are some of the noteworthy upcoming projects? What are the issues and challenges?

### TECHNOLOGY AND EQUIPMENT SHOWCASE

- ❖ What are the key trends in the technology and equipment market?
- ❖ What are the promising technologies and equipment for improving port performance?
- ❖ What are the key issues and challenges? What are the market opportunities?

### INVESTORS/FINANCIERS' PERSPECTIVE

- ❖ What is the current stance of financiers/investors on funding port projects?
- ❖ What are the new sources of funds being explored for the sector?
- ❖ What are the financing requirements? What are the key issues and challenges?

### COASTAL SHIPPING: POTENTIAL, CHALLENGES AND THE WAY FORWARD

- ❖ What has been the trend in coastal traffic at Indian ports?
- ❖ What measures have been taken to promote coastal shipping?
- ❖ What are the key issues and concerns? What is the way forward?

### INLAND WATER TRANSPORT: POTENTIAL, CHALLENGES AND THE WAY FORWARD

- ❖ What has IWAI's experience been so far?
- ❖ What is the update on various programmes/initiatives (Jal Marg Vikas project, declaration of 106 new national waterways, etc.)?
- ❖ What are the key issues and challenges?
- ❖ What are the upcoming opportunities in the inland waterways segment?

### DEVELOPMENT OF CFS/ICDs, DRY PORTS, LOGISTICS PARKS, FTWZs

- ❖ What has been the experience in developing dry ports, CFSs/ICDs, logistics parks and FTWZs?
- ❖ What are the key needs and requirements?
- ❖ What are some of the noteworthy upcoming projects?

### NEW AREAS OF GROWTH

- ❖ What are the new and emerging areas of growth for Indian ports (cruise tourism, RoRo, renewable energy, smart port cities, etc.)?
- ❖ What are the recent trends and developments in these segments?
- ❖ What are some of the noteworthy upcoming projects?
- ❖ What are the key issues and challenges?

### SHIPBUILDING, SHIP REPAIR AND SHIP BREAKING

- ❖ What will be the impact of port-led development on the shipbuilding, ship repair and shipbreaking industries in India?
- ❖ What steps are being taken to promote these segments?
- ❖ What are the key issues and challenges?

### DIRECT PORT DELIVERY

- ❖ What are the key benefits of direct port delivery?
- ❖ What has been the experience so far?
- ❖ What are the key issues and challenges? What is the way forward?

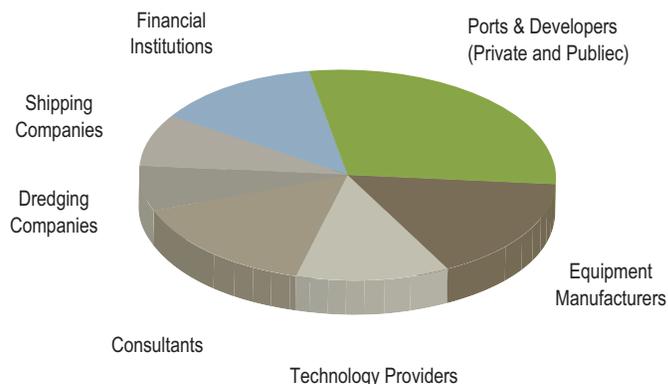
### PROJECT SHOWCASE: TERMINALS AT EXISTING PORTS AND NEW PORTS

- ❖ What are some of the noteworthy port projects?
- ❖ What are the issues and challenges faced?
- ❖ What lessons can be learnt from these projects?

## Previous Participants

The companies that participated in the past two years at "Ports in India" include: ABB, Adani Ports and SEZ, AECOM, Alar Infrastructure, Ambit Capital, APL IndiaLinx, APM Terminals, Ascent Capital Advisors, Axis Bank, Barclays, Beckett Rankine, Boskalis, Bothra Shipping Services, Cargotec India, Caterpillar, Cavotec, COWI, Daimler, DBM Geotechnics, Dextra, Dhamra Port, Directorate of Ports Kerala, DP World, Dredging Solutions, Egis, Ernst & Young, Essar Shipping, Enerparc, Feedback Infra, FLSmidth, Forbes & Company, Fugro Survey, Gandhi Automations, GLDD, Glencore, GMMCO, GSFC LNG, Guizzetti & Associates, Gujarat Maritime Board, Hindalco, Horizon Survey Company, HR Wallingford, HSA Advocates, ICICI Bank, ICRA, IDBI Bank, IDFC, IIFC, IL&FS Maritime, India Futuristic Marine, Indian Ports Association, Indra Sistemas, Innovative B2B Logistics, IOCL, IRM Offshore, ISDPL, J M Baxi Group, J. Sagar Associate, Jan De Nul Dredging, JCB India, JM Baxi and Company, JNPT, JSW Jaigarh Port, JSW Steel Limited, Kandla Port Trust, Karaikal Port, KFW IPEX-Bank GmbH, KRS Infra Ventures, L&T ECC, L&T GeoStructure, L&T Infra Investment, L&T Shipbuilding, Lee & Muirhead, Liebherr India, Matrix Bharat Pte, Means Infrastructure, Merrill Lynch, Modest Infrastructure, Monnet International, Motorola Solutions, Mumbai Port Trust, Nargol Port, NMDC, NYK Line, Petronet LNG, Phoenix Conveyor, PwC, Reliance Industries, Rolls Royce Marine, RVNL, Safire Capital Advisor, SAIL, SBI Caps, SAP, Shoft Shipyard, Simar Port, SKS Logistic, Smag Peiner Grabs, Sree LPG, STFA, Survey, TAKRAF, TAMP, TBA, TCE, Terex, Thrustmaster, TIL, TMEIC Industrial Systems, TRANSAS, Touax Texmaco, TresVista, UK Trade & Investment, Ultratech Cement, UT WorldWide, Vopak, V&V Comptech Systems, Warburg Pincus, WMI Konecranes, Yash Raj Ports, ZPMC Engineering, etc.

## Audience Profile (2017)



## PREVIOUS SPEAKERS



**Rajive Kumar,**  
Then Secretary,  
Ministry of Shipping



**Anil Diggikar,**  
Chairman,  
Jawaharlal Nehru Port Trust



**R.M. Parmar,**  
Chairman,  
Kandla Port Trust



**Sanjay Bhatia, IAS,**  
Chairman,  
Mumbai Port Trust



**Krishna Kotak,**  
Chairman,  
JM Baxi and Company



**Neeraj Bansal,**  
Deputy Chairman,  
JNPT



**Pravir Pandey,**  
Vice Chairman,  
Inland Waterways Authority of India



**A. Janardhana Rao,**  
Managing Director,  
Indian Ports Association



**Capt BVJK Sharma,**  
Joint Managing Director and CEO,  
JSW Infrastructure



**Anoop Agarwal,**  
Managing Director,  
Indian Port Rail Corporation



**Capt Ravinder Singh Johal,**  
CEO,  
Nhava Sheva ICT (DP World)



**Anil K. Singh,**  
CEO,  
Hazira & Dahej Ports, APSEZ



**Capt Sandeep Mehta,**  
President,  
Adani Ports & SEZ

# SNAPSHOTS FROM PREVIOUS YEARS



## Sponsorship Opportunities:

### Lead sponsors (up to two):

- Up to six delegate registrations from the sponsoring company
- One speaker slot
- Table space at the conference
- Mention on all conference promotional material (mailings, ads, etc.)
- Distribution of sponsor promotional material to each delegate
- Prominent logo presence at the conference (backdrop, vertical panel, etc.)

### Co-sponsors:

- Up to four delegate registrations from the sponsoring company
- Table space at the conference
- Mention on all conference promotional material (mailings, ads, etc.)
- Distribution of sponsor promotional material to each delegate
- Logo presence at the conference (backdrop, vertical panel, etc.)

For sponsorship opportunities, contact: Megha Apte, Tel: +91-11-41034616, 9582345887

15th Annual Conference on  
**PORTS IN INDIA**  
Plans, Progress, Potential and The Way Forward

January 23-24, 2018, ITC Maratha, Mumbai

**Registration Form**

I would like to register for the conference. I am enclosing Rs \_\_\_\_\_ vide cheque/demand draft no. \_\_\_\_\_ drawn on \_\_\_\_\_ dated \_\_\_\_\_ Company GST No. \_\_\_\_\_ in favour of India Infrastructure Publishing Pvt. Ltd. payable at New Delhi.

**Please send wire transfer payments to:**

Beneficiary India Infrastructure Publishing Private Limited  
Bank Name The Hongkong and Shanghai Banking Corporation Ltd  
Bank Address R-47, Greater Kailash-1, New Delhi-110048, India

Bank Account No. 094179587002  
Swift Code HSBCINBB  
IFSC Code HSBC0110006  
GSTIN 07AAACI5880R1ZV

**Sponsorship opportunities are available**

Name(s)/Designation (IN BLOCK LETTERS) \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone \_\_\_\_\_

Mobile \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Cover pic courtesy: shutterstock images

**Registration Fee**

Delegates	20 per cent discount (before January 4, 2018)				Fee without discount (after January 4, 2018)			
	INR	GST@18%	Total INR	Total USD	INR	GST@18%	Total INR	Total USD
1	20,000	3,600	23,600	393	25,000	4,500	29,500	492
2	32,000	5,760	37,760	629	40,000	7,200	47,200	787
3	44,000	7,920	51,920	865	55,000	9,900	64,900	1,082
4	56,000	10,080	66,080	1,101	70,000	12,600	82,600	1,377

- There is a 20 per cent "early bird" discount for those registering before January 4, 2018.
- Registration will be confirmed on receipt of the payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

**Payment Policy:**

- Full payment must be received prior to the conference.
- Conference fee includes lunch, tea/coffee and conference materials.
- Conference fees cannot be substituted for any other product or service being extended by India Infrastructure Publishing Pvt. Ltd.

**Contact: Megha Apte, Conference Cell, India Infrastructure Publishing Pvt. Ltd.**

B-17, Qutab Institutional Area, New Delhi 110016.  
Tel: +91-11-41034616, 41034615, 9582345887  
E-mail: [conferencecell@indiainfrastructure.com](mailto:conferencecell@indiainfrastructure.com)

**Organisers**

The conference is being organised by **India Infrastructure Publishing**, the leading provider of information on the infrastructure sector in India. The company publishes **Indian Infrastructure** magazine. It also publishes **Ports in India**, **Dredging in India**, **Container Market in India** and **Railways in India** research reports, **Ports & Shipping News** (a weekly newsletter) and the **Ports Directory and Yearbook**.