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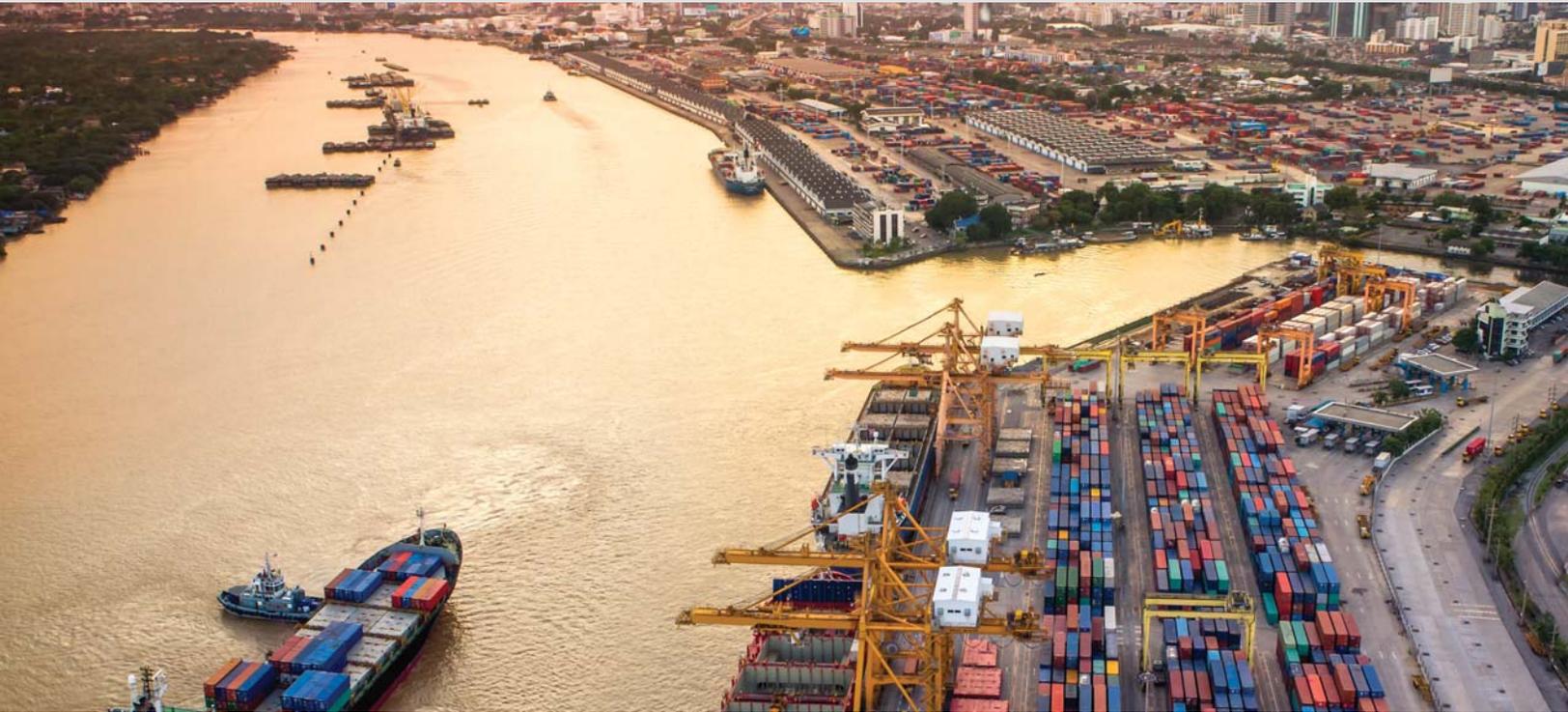


16th Annual Conference on

PORTS IN INDIA

New Projects & Initiatives; Opportunities & Challenges

January 29-30, 2019, ITC Maratha, Mumbai



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PORTS IN INDIA

Mission

- The port sector in India is passing through interesting times. The sector has witnessed a surge in activity in the past couple of years in terms of policies and regulations, incentives and schemes, and project uptake.
- A major boost to the sector came in January 2018, when the central government approved the long-awaited demand for amendments to the model concession agreement (MCA) for PPP projects at major ports. A bail-out plan for stressed PPP projects at the major ports, amendments to the Major Port Authorities Bill, 2016 and extension of the Coastal Berth Scheme for three years were the other major policies announced by the government.
- Traffic at Indian ports also witnessed a much higher year-on-year growth of 6.7 per cent in 2017-18, compared to 5.7 per cent in the previous fiscal. Paradip Port became the second major port to achieve the milestone of handling 100 mt of cargo during 2017-18. Overall, the growth was led by non-major ports at 9.2 per cent compared to 4.8 per cent at major ports. In terms of capacity addition, major ports added a capacity of 385.36 mt in 2017-18.
- Further, the launch of the Sagarmala programme generated the much-needed optimism in the sector. About 432 projects involving an investment of about Rs 4.14 trillion are at various stages of implementation and development. Moreover, 27 greenfield ports – six major and 21 non-majors – are being developed under the programme.
- Promoting ease-of-doing business has become a key focus area for the government. Under this, a number of activities such as the elimination of manual forms, initiation of direct port delivery and the installation of container scanners and RFID-based automation systems are being undertaken.
- Areas such as shipbuilding, cruise shipping, ro-ro ferry services and port connectivity have also witnessed increased interest in the past one year. Port connectivity through road and rail is being undertaken on a fast-track basis. Mumbai and Chennai ports are setting up new international cruise facilities. Meanwhile, shipbuilding companies have come out with IPOs to fund their expansion plans.
- Having said that, for effective and timely execution of projects, the process for obtaining clearances, land acquisition, etc. needs to be fast-tracked. The creation of adequate infrastructure (connectivity, draught, etc.) as well as access to finance will be a key enabler for projects and for investments. First- and last-mile connectivity through rail and road, and supportive integrated facilities such as FTWZs, CFSs/ICDs and logistics parks also need to be planned and developed in advance.
- **The mission of this conference is to analyse the key trends and developments in the port sector, discuss the impact and progress of key government programmes, and showcase the 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 |
| - International port | - Captive port and jetty operators | - Contractors |
| - State port departments | - Technology providers (port automation, RFID, security and surveillance, etc.) | - Shipping companies |
| - Shipyards | - Renewable energy developers | - Equipment manufacturers |
| - Dredging companies | - Insurance and pension fund companies | - Logistics companies |
| - Consultancy organisations | - Legal firms | - Tax advisory firms |
| - Surveyors and investigators | - Commercial banks | - Management consultants |
| - Investors/Private equity firms | | - Financial institutions, etc. |

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

Organisers

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

AGENDA/STRUCTURE

NEW TRENDS AND DEVELOPMENTS

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?

MCA FOR PPP PORT PROJECTS, 2018: IMPACT, CHALLENGES AND NEW OPPORTUNITIES

- ❖ What are the key features of MCA 2018? What has been the impact on the sector?
- ❖ What are the upcoming opportunities in the PPP segment?
- ❖ What are the key unresolved issues and concerns? How can these be addressed?

STAKEHOLDERS' PERSPECTIVE

MoS PERSPECTIVE: ACHIEVEMENTS, PLANS AND STRATEGIES

- ❖ What have been the key achievements of the ministry during the past year?
- ❖ What has been the impact of the recent initiatives taken by the MoS?
- ❖ What are the challenges facing the sector?
- ❖ What policy changes/initiatives can be expected in the future?

OPERATOR VIEWPOINT (MAJOR AND NON-MAJOR)

- ❖ What is the perspective of port operators (major and non-major)?
- ❖ How keen are private players to invest in the sector? What are their expectations from the government and port trusts?
- ❖ What are the key issues and challenges that remain to be addressed?

CUSTOMER PERSPECTIVE: EXPERIENCE AND EXPECTATIONS

- ❖ What are the key customer expectations and concerns?
- ❖ What has been their experience so far?
- ❖ How can customer service be improved at Indian ports?

INVESTOR PERSPECTIVE

- ❖ What is the current stance of investors on funding port projects?
- ❖ How has been their experience so far?
- ❖ What are the new sources of funding being explored in the sector?
- ❖ What are the biggest concerns?

UPCOMING PROJECTS AND OPPORTUNITIES

SPOTLIGHT ON SAGARMALA: PROGRESS SO FAR AND OPPORTUNITIES

- ❖ What is the current status of the programme?
- ❖ What are the key milestones and targets?
- ❖ What are the key opportunities under the programme?
- ❖ What are the key issues and challenges? How can these be addressed?

PORTS AS INDUSTRIAL HUBS

- ❖ What are the plans for developing ports as industrial hubs?
- ❖ What will be the key features of these hubs?
- ❖ What are the likely initial hurdles? What are the opportunities?

FOCUS ON TRANSSHIPMENT: EXPERIENCE, NEW OPPORTUNITIES AND BEST PRACTICES

- ❖ What has been the experience so far?
- ❖ What are the upcoming opportunities and plans? What are the key issues and challenges?
- ❖ What has been the global experience? What can be learnt from global best practices?

NEW GREENFIELD PORTS: PROGRESS SO FAR AND OPPORTUNITIES

- ❖ What are some of the noteworthy projects (under implementation/awarded)?
- ❖ What are the targets and timelines? What are the new opportunities and investment requirements?
- ❖ What are the key issues and challenges?

OPPORTUNITIES IN IWT

- ❖ What has IWAI's experience been so far?
- ❖ What are the upcoming opportunities in the inland waterways segment (particularly the Jal Marg Vikas and Development of 106 New National Waterways projects)?
- ❖ What are the issues and challenges?

FOCUS ON COASTAL SHIPPING

- ❖ What have been the coastal traffic trends at Indian ports?
- ❖ What key initiatives/measures have been taken to improve coastal movement at Indian ports?
- ❖ What are the key issues and challenges? What is the segment outlook?

FOCUS ON TECHNOLOGY: TRENDS, EXPERIENCE AND OPPORTUNITIES

DIGITAL TRANSFORMATION OF PORTS

- ❖ What is the role of IT and automation in various port operations (cargo tracking and management, yard management, gate automation, etc.)?
- ❖ What is the current status of IT adoption in these areas? What is the future outlook?
- ❖ What are the global advancements? What lessons can be learnt?

PORT MECHANISATION AND MODERNISATION

- ❖ What is the current state of mechanisation at Indian ports? What are the new and emerging bulk cargo handling techniques?
- ❖ What are the various port mechanisation and modernisation initiatives being taken by ports?
- ❖ What are the key issues and challenges?

TECHNOLOGY AND EQUIPMENT SHOWCASE

- ❖ What are the recent trends and developments in the technology and equipment segments?
- ❖ How is the industry gearing up to meet the emerging requirements of the port sector?
- ❖ What are the key issues and challenges?

FOCUS ON CARGO: TRENDS, REQUIREMENTS AND OPPORTUNITIES

CONTAINER TRAFFIC

- ❖ What are the trends in the container cargo segment?
- ❖ What is the status of container cargo capacity augmentation projects?
- ❖ What are the needs and requirements? What are the issues and opportunities?

LIQUID BULK: PETROLEUM, OIL & LUBRICANTS

- ❖ What are the trends in the liquid cargo segment?
- ❖ What is the status of liquid cargo capacity augmentation projects?
- ❖ What are the needs and requirements? What are the issues and opportunities?

DRY BULK: IRON ORE, COAL & FERTILISER

- ❖ What are the trends in the bulk cargo segment?
- ❖ What is the status of bulk cargo capacity augmentation projects?
- ❖ What are the needs and requirements? What are the issues and opportunities?

NEW AREAS OF GROWTH

- ❖ What are the new and emerging areas of growth for Indian ports (cruise tourism, ro-ro, renewable energy, smart industrial port cities, etc.)?
- ❖ What are the upcoming opportunities?
- ❖ What are the investment requirements?
- ❖ What are the key issues and challenges?

SPOTLIGHT ON PORT-RAIL CONNECTIVITY

- ❖ What are the new initiatives and plans for improving port-rail connectivity?
- ❖ What is the status of projects being implemented under the Sagarmala programme?
- ❖ What are the key issues and challenges?

EMERGING WAREHOUSING AND LOGISTICS REQUIREMENTS: ICDS/CFSS, LOGISTICS PARKS, FTWZS

- ❖ What are the new and emerging warehousing and logistics requirements of Indian ports?
- ❖ What initiatives are being taken by the government to promote their development?
- ❖ What are the emerging needs and requirements?
- ❖ What are the noteworthy upcoming projects?

FOCUS ON LNG INFRASTRUCTURE

- ❖ What is the current state of LNG infrastructure at ports?
- ❖ What are the planned investments/projects in this segment?
- ❖ What are the emerging opportunities?

FOCUS ON SHIPBUILDING AND REPAIR

- ❖ What have been the key trends and developments in the shipbuilding and repair segment?
- ❖ What are the upcoming opportunities and investment requirements?
- ❖ What are the future plans and strategies of leading shipbuilding companies?
- ❖ What are the key issues and challenges?

Previous Participants

The previous participants in our conferences have been ABB, ABC Dubash, ACO, Adani Ports, Aeromarine, Afcons, Alar Infrastructure, Ambuja Cement, Angre Port, Apollo Tyres, Arcelor Mittal, ASB Systems, Aurotrans, Avendus Capital, Axis Capital, BAM Higgs & Hill LLC, BAM International, Baumer, Beckett Rankine, Beumer, Boskalis, Buhler, Cargotec, Cavotec, Conceptia, COWI, Deloitte, Detox Group, DHI, Dow Chemicals, Dredging Solutions, ElectroMech, ESRI, Essar Ports, Fabritech Engineers, Fugro, Fugro Survey, GE, Glencore, Gopalpur Port Limited, HSA Legal, Haitong Securities, Hargreaves, Hindalco, HOCHTIEF, Horizon Geosciences, HR Wallingford, ICICI Bank, IDBI, IL&FS, IL&FS Maritime, IMS Shipping, India Futuristic Marine, Indian Oil, Indian Port Rai Corporation Limited, Infinium Solutionz, IOT, ISDPL, ITD Cementation, Jan De Nul, JCB India Limited, JM Baxi, JSW, JSW Infrastructure, Kale Logistics, Kargwal Construction Pvt. Ltd, KCT, Keller India, KfW, KfW Bank, KNK Shipmanagement, Kolkata Port Trust, Konecranes, Kongsberg, L&T Financial, L&T Geostucture, L&T Heavy Civil Infra, Lion Rubber, Mangnetic AutoControls, Means Infrastructure, Mitsubishi, Morgan Stanley, Mormugao Port Trust, Mumbai Port Trust, National Instruments, National Marine Dredging Company, Norinco, NYK Line, Odfjell, Oiltech Engineering, Paradip Port Trust, Petronet LNG, Philip Capital, Portrucks Equipments Pvt. Ltd, Pradhan Engineering, PTC Financial, PwC, Reinforced Earth India, Rolls Royce Marine, Royal IHC, Saab Technologies, Sagta, SBI Capital Markets, Seapole, Shapoorji Pallonji And Company Private Limited, Shardul Amarchand Mangaldas & Co, Shoft Shipyard, Smag Peiner Grabs (India) Pvt. Ltd, Sogreah Gulf, Sojitz India, SREI Finance, Strata, Strata India, Sungrow, Sunil Chemical, Takraf, Tata Steel, TCS, TIL Limited, Touax Texmaco Railcar Leasing, Transin Logistics, Tuticorin Port, Ultra Tech Environmental Consultancy & Laboratory, Unison Insurance Broking Service Pvt. Ltd, V&V Comptech, V.O. Chidambaranar Port Trust, Van Oord, VE Commercial, Vedanta, Volvo Penta, Vopak, WSP Group, etc.

PREVIOUS SPEAKERS IN LAST FEW YEARS



Rajive Kumar,
Then Secretary,
Ministry of Shipping



Sanjay Bhatia, IAS,
Chairman,
Mumbai Port Trust



R.M. Parmar,
Chairman,
Kandla Port Trust



MT Krishna Babu
Chairman,
Visakhapatnam Port Trust



Abhishek Chandra,
Deputy Secretary,
Ministry of Shipping



Neeraj Bansal,
Chairman In-charge,
JNPT



Pravir Pandey,
Vice Chairman,
Inland Waterways Authority of India



Krishna Kotak,
Chairman,
JM Baxi and Company



A. Janardhana Rao,
Managing Director,
Indian Ports Association



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



Rajiv Agarwal,
Managing Director and CEO,
Essar Ports



Saibal De,
Director and CEO,
IL&FS Maritime



Anoop Agarwal,
Managing Director,
Indian Port Rail Corporation



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



Capt Sandeep Mehta,
President,
Adani Ports & SEZ



Sangeeta Sharma,
Director,
Shipping Corporation of India

SNAPSHOTS FROM PREVIOUS YEARS



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Lead sponsors (up to two):

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For sponsorship opportunities, contact: Tania Agarwal, Tel: +91-11-43520055, 9711588987

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Delegates	Fee			
	INR	GST@18%	Total INR	Total USD
1	25,000	4,500	29,500	492
2	40,000	7,200	47,200	787
3	55,000	9,900	64,900	1,082
4	70,000	12,600	82,600	1,377

- Registration will be confirmed on receipt of the payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

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- Conference fee includes lunch, tea/coffee and conference materials.
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For delegate registrations and sponsorship opportunities, contact:

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