

SAROVA WHITESANDS BEACH RESORT & SPA, MOMBASA, KENYA THURSDAY 17 AND FRIDAY 18 NOVEMBER 2016



• Technical Site Visit • 80 International Exhibition Stands • 30 International Conference Speakers • 500 Conference Delegates 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) • Networking Welcome Dinner •

HIGHLIGHTED TOPICS

- Game-changing Africa: Opportunities and challenges in the blue economy
- Economic diversification trends in Eastern and Southern Africa: Future impacts on ports and shipping lines
- Public-private partnership successful models in ports privatization in Eastern and Southern Africa
- Collaboration strategies to raise investment and funding for East Africa's new ports
- High yield port infrastructure projects: Key criteria and success factors
- Container lines consolidation: Impacts and opportunities on East Africa's ports

- East Africa's ports serving the hinterland Central Africa: Trends and Future Challenges
- Strategies to keeping Sub-Saharan African container ports competitive: Opportunities for business

Follow us on:

- Keeping up with port automation and modernization: How Eastern and Southern Africa's ports responds to rising African trade volumes
- Creating an efficient framework for supply chain connectivity: Case studies in East Africa
- Road and rail linkages to support efficient Eastern and Southern Africa's supply chain network •
- Importers and exporters perspectives on Eastern and Southern Africa's supply chain network: Efficiency and productivity

For more Information or to Register Tel. + 60 87 426 022 Fax. + 60 87 426 223 Email: enquiries@transportevents.com

Website: www.transportevents.com Follow us on: Linked in

Office of the Managing Director



Kenya Ports Authority

P. O. Box 95009 - 80104 Mombasa, Kenya, Telephone: +254 (41) 2113497 +254 (41) 2113838 Mobile: +254 720 312211 +254 720 202424 +254 733 337941 - 6 Telefax: +254 (41) 2230906 Website: www.kpa.co.ke

16th Intermodal Africa 2016 Mombasa, Kenya Exhibition and Conference 16th To 18th November 2016

Dear Colleague,

Intermodal Africa continues to be the biggest annual Container Ports and Terminal Operations Exhibition and Conference in Africa - now in its 16th successful year!

The 16th Intermodal Africa 2016 Exhibition and Conference will take place in Mombasa, Kenya from Wednesday 16th to Friday 18th November 2016.

We at Kenya Ports Authority are delighted to welcome this event back to Mombasa since the inaugural Intermodal Africa thirteen years ago in 2003.

Covering Eastern and Southern Africa, a two days Conference Programme will feature **30** world-class conference speakers addressing topical issues and challenges on global transportation and logistics. A gathering of **500** Senior Port Executives is expected. This will include Harbour Masters, Port Engineers, Operations, Finance and Procurement decision makers together with the region's leading shippers, cargo owners, importers/exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout Eastern and Southern Africa.

There will be the opportunity for **80** exhibitors and sponsors to network directly with the delegates at this major annual international maritime Transport Exhibition and Conference.

We look forward to meeting you in Mombasa and for you to enjoy our world famous Kenyan hospitality and ecotourism from Wednesday 16th to Friday 18th November 2016.

Put the dates in your diary and see you in Magical Mombasa this year!

Yours sincerely

Catherine Mturi-

Ag. MANAGING DIRECTOR

March, 2016

SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 16th Intermodal Africa 2016 Kenya 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 16th Intermodal Africa 2016 Kenya 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 navis

Event Name Tags

All event participants are given an identification name tag. Your company's colour logo will be <u>exclusively</u> 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.

TT CLUB 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.

<u>Corporate Banners</u>

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.

Sponsored by Kenya Airways

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 16 November 2016

The Networking Welcome Reception is first of two main evening social functions. 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 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 guestions and answers before the conference session commences. The cost of this commercial opportunity is GBP3,985 per Conference Session Sponsorship.

Session 1	SIEMENS	Session 2	International Road Transport Union	Session 3	WISEIECN GLOBAL
Session 4	Gulftainer	Session 5	AFRICA LOGISTICS	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	LIEBHERR
Break 4	<u>ISI</u>

Break	2
Brook	5



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 17 November 2016

Friday 18 November 2016

<u>Networking Welcome Dinner – Thursday 17 November 2016</u>

The Networking Welcome Dinner is the social highlight of the event. All participants 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.





Sarova Whitesands Beach Resort & Spa, Mombasa, Kenya Thursday 17 and Friday 18 November 2016

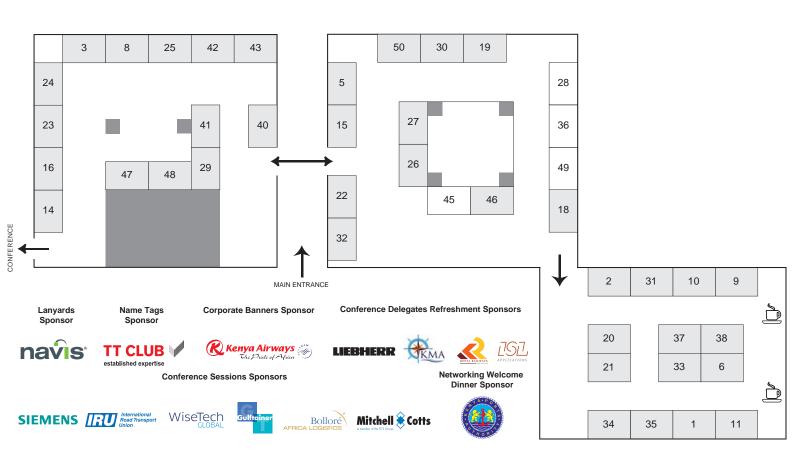
Official Carrier

Kenya Airways 🎲

he Pride of Africa

Official Hotel and Venue





Hosted by

STAND ALLOCATION (updated on 15 / 07 / 2016)

- 19 **Bollore Africa Logistics**
- 42 Bromma
- 43 Bromma
- 10 Cornelder de Moçambique
- 24 Gantrex
- 22 **Gulftainer Company Limited**
- Hyster Europe 8
- 31 International Container Terminal Services
- 37 International Road Transport Union (IRU)
- 38 International Road Transport Union (IRU)
- 34 Kalmar
- 50 Kenya Airways Cargo
- 27 Kenya Maritime Authority
- Kenya Ports Authority 20
- 21 Kenya Ports Authority
- 47 Kenya Railways
- 48 Kenya Railways
- 6 Konecranes
- Kranunion 14
- 9 Liebherr
- Mitchell Cotts Freight Kenya 18
- 23 **M** Power Associates
- Pintsch Bubenzer 32
- Port Reunion 1
- 35 Power Parts Kenya

- RAM Spreaders
- 25 ShibataFenderTeam AG
- 11 Siemens

2

- 30 Siginon Group
- 41 Solvo Europe
- Stemmann-Technik GmbH 40
- 29 Stinis Holland B.V.
- 16 Tantri Trailers
- **Terex Port Solutions** 3
- 46 Total Soft Bank
- 5 Transnet Engineering
- Transnet Engineering 15
- Transnet Freight Rail 5
- Transnet Freight Rail 15
- 5 Transnet National Ports Authority
- Transnet National Ports Authority 15
- 5 **Transnet Port Terminals**
- **Transnet Port Terminals** 15
- V & V Comptech Systems LLC 26
- 33 WiseTech Global
- 28 Available
- 36 Available
- 45
- Available
- 49 Available

EXHIBITION BOOTH PACKAGE

3 x 2 Square Metre booths Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme For Companies That Book a Minimum of 5 Exhibitions in a Calendar Year
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Booth Lighting
- Electrical Power Point
- Exhibition Booth Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Booth Package Is GBP5.985
- There is a Registration And Administration Fee of GBP395
- There Are Multiple Events Booking Discounts

Please Visit: www.transportevents.com

Follow us on:



Transport Events Management Limited (Head Office) Tel: + 60 87 426 022 Fax: + 60 87 426 223

Email: enquiries@transportevents.com

TRANSPORT EVENTS

Wednesday 16 November 2016

TECHNICAL SITE VISIT

A full day trip by bus to the Port of Mombasa container terminals, logistics and warehousing facilities only for registered delegates of the 16th Intermodal Africa 2016.

Thursday 17 November 2016

Opening Ceremony

SESSION 1 Sponsored by SIEMENS

Economic & Maritime Trade Prospects of East Africa: Real Needs and Common Challenges

- Maritime trade outlook of the Eastern & Southern Africa region: Review on trade and logistics competitiveness
- Potential for a regional trade and logistics hub for the Eastern & Southern Africa region: Focus on Kenya
- Integrating infrastructure investments and modernization: Perspectives from South Africa
- Accelerating socio-economic development through infrastructure investment
- Opening up new markets, facilitating trade through transport infrastructure financing

SESSION 2 Sponsored by IRU International Read Transport

Financing and Investment Supports for Transport Infrastructure Development in Eastern & Southern Africa

- Building public-private coalitions as key to reforms in infrastructure investments and logistics services
- Role of financial institutions in developing infrastructure investments in Africa
- Collaboration strategies to raise investment and funding for East Africa's new ports

SESSION 3 Sponsored by WiseTech

Global Market Demand, Commodities Trade and Consumer Spending: The Impacts on Container Movement in East & South Africa

- Container traffic demand in the Eastern and Southern African region An overview
- How to optimize cargo delivery process sea and intermodal container transportation
- Minimising imbalance cost of container shipping: Africa's perspectives

Networking Welcome Dinner generously sponsored by



Friday 18 November 2016

SESSION 4 Sponsored by Guiffaire

Development Strategies for Freight Transport Market in East & South Africa: Road, Rail and Inland Waterways

- Developing efficient inland transport links between Asia and Europe: The roles of East African logistics hubs
- Rehabilitation and modernization potential of Eastern and Southern Africa's railway systems
- Multimodal transport solutions for Africa
- Non-Tariff Barriers on Northern Corridor Route: Perspectives of Traders
- Single Customs Territory (SCT) to facilitate effective trade cross borders: Tanzania, Kenya, Uganda Rwanda case studies

SESSION 5 Sponsored by AFRICA LOGISTICS

Future Adaptation of Container Handling Technology and Solutions in East & South Africa

- Port management and information systems for the Africa: How terminal operators can work with IT solution providers
- Old meets new: Ensuring safety and excellent efficiency at the Eastern & Southern Africa's new ports
- Automation and electrification of container handling: Effective approach to change management African ports

SESSION 6 Sponsored by Mitchell Scotts

Strategies for Competitive West Africa's Ports: Opportunities for Cooperation and Innovation

- Competitive advantages of Port of Mombasa for agriculture and commodity trade in the Africa
- Leveraging on new growth opportunities in Kenya: Perspectives of ports and container terminals
- Port of Mombasa as the gateway for freight transport connections to Southern Africa hinterland







REGISTRATION INFORMATION

To Participate in The 16th Intermodal Africa 2016 You Need to Register as a Conference Delegate or Exhibition Visitor

Conference Delegates Receive: Discounted Hotel Rates - Technical Site Visit - Business Matchmaking Service - Conference Refreshment Breaks And Lunches - Exhibition Access - Networking Welcome Dinner - All Conference Presentations - Official Colour Photographs From The Event

Exhibition Visitors Receive: Access to Exhibition Only

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 16 November 2016. Registration For Ο 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: yati@transportevents.com

I Wish to Attend The Networking Welcome Dinner on Thursday 17 November 2016.

Name:	15 / 07 / 2016
Position:	
Organisation:	
Address:	

Tel:

Fax:

Email:

What Best Describes Your Industry Sector? (Please Tick One)

- Port Authority/Terminal Operator □ Ship Owning and Operating Service Inland Terminal Operator Freight Forwarder/Third Party Logistics Provider (3PL) □ Road/Rail Operation □ Stevedoring □ Shipper/Beneficial Cargo Owner (BCO) Dredaina □ Surveying/Civil Engineering □ Association/Government Agency □ Finance/Insurance P&I/Banking/Legal Services Classification Society/Registry □ Maritime Consultancy/Analysis Equipment Manufacturer/Service Supplier □ IT Systems/Hardware
- □ Shipping/Liner Company
- □ Bunkering Sales & Service
- 🗆 Barge Operation

INTERNATIONAL DELEGATE REGISTRATION

□ Other

- On or Before Monday 17 October 2016: 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 18 October 2016: 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 of Charge. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration is GBP595
- No Delegate Registration Will be Accepted Without Full Payment
- No payment will be accepted by bank transfer within 7 days of the dates of the event. In this case, payment will only be accepted by credit card online or by cash on site at the event registration desk.
- Credit Card Secure Online Registration And Payment Via Paypal at www.transportevents.com П Follow The Instructions on Our Registration Page
- П 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 Public Bank

*Bank Transfer to: Account Name: Transport Events Management Limited Account Number: 10 - 20228365 - 050 Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA) Agent Bank: Barclays Bank PLC, London (Swift Code: BARCGB22) Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

INTERNATIONAL DELEGATE REGISTRATION (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 ZAR21,000 (GBP995 Full Rate) Per Delegate to HSBC
- Have Transferred ZAR19,000 (GBP895 Early Bird) Per Delegate to HSBC Have Transferred ZAR13,000 (GBP595 Concession) Per Delegate to HSBC ٦

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

Electronic Deposits Must be Made Directly to HSBC.
 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 OXXXX 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.

No payment will be accepted by bank transfer within 7 days of the dates of the event. In this case, payment will only be accepted by credit card online or by cash on site at the event registration desk.

LOCAL DELEGATE REGISTRATION

For Kenyan Nationals, Citizens And Residents of Kenya, The Conference Delegate Registration is KES49,250. ID required. No payment will be accepted by bank transfer within 7 days of the dates of the event. In this case, payment will only be accepted by credit card online or by cash on site at the event registration desk.

- I Have Transferred KES49,250 Equivalent to GBP300 Per Delegate to Public Bank

*Bank Transfer to:

"Bank Transfer to: Account Number: Transport Events Management Limited Account Number: 10 - 20228365 - 050 Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA) Agent Bank: Bardays Bank PLC, London (Swift Code: BARCGB22) 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 Induding 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 Induded 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:

Fax.

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Management Limited (Head Office)

www.transportevents.com

+ 60 87 426 223

TRANSPORT EVENTS

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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 are: Thursday 17 November 2016 Friday 18 November 2016

enquiries@transportevents.com



OFFICIAL CARRIER

- The Official Carrier is **Kenya Airways (KQ)**. KQ shall offer a 20% discount on our published airfares to all participants, officials and delegates applicable for both Business & Economy class travelers. The offer is valid for tickers purchased directly from KQ sales offices. Please visit www.kenya-airways.com for your
- nearest Kenya Airways offices. Tickets will be non-transferable and cannot be re-routed.
- Applicable for return journals endued in a canno be reformed. Applicable for return journey to Mombaso only on Kenya Airways direct operated flights. Tickets are valid for travel between 11 November 2016 and 23 November 2016.
- Applicable to the delegates and participants of the 16th Intermodal Africa Exhibition and Conference scheduled from 16th to 18th November 2016 in Mombasa, Kenya.

- Applicable ticketing and tour code: CONIMA Applicable taxes will be calculated per each itinerary and added to the discounted fare. All payments will be in the form of cash or debit/credit card In case of changing travel arrangements after tickets have been issued, the change of reservation penalty will be distented by the anglicable fore, and all debut when after the array will and dictated by the applicable fare and all other rules of the same will apply

Contact Person Anne M. Githaiga

Tel: +254 20 642 2495 Fax: +254 78 798 4765 E-mail: Anne.Githaiga@kenya-airways.com Website: www.kenya-airways.com

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Sarova Whitesands Beach Resort & Spa, Mombasa, Kenya**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Sarova Whitesands Beach Resort & Spa P.O BOX 90173 Mombasa Kenya

Contact Person Ms. Josephine Muanzi Sales Manager

+254 41 212 8000 +254 41 548 5652

E-mail: Josephine.Muanzi@sarovahotels.com Website: www.sarovahotels.com/whitesands



Kenya Airways