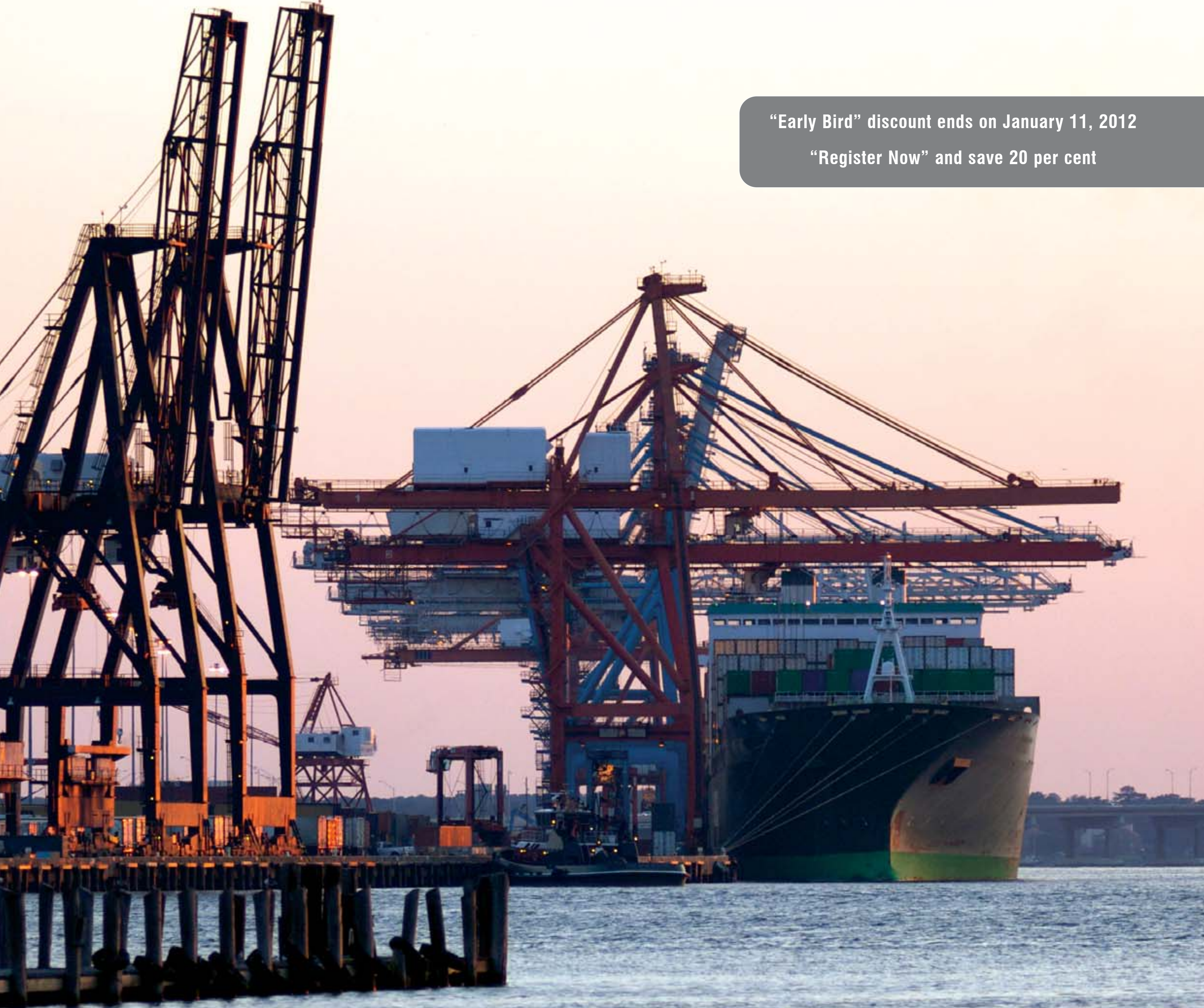

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9th Annual Conference on

PORTS IN INDIA

Capacity Expansion and Improving Efficiency: The Way Forward

January 31-February 1, 2012, The Leela, Mumbai

Organiser: Indian Infrastructure

In collaboration with: IIM Ahmedabad; Centre for Infrastructure Policy and Regulation

Lead sponsor: CATERPILLAR®

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PORTS IN INDIA

Mission

- India's share in global trade has increased over the past few years to 1.4 per cent, and it is growing at an annual rate of about 19 per cent. Ports account for 95 per cent of the total import and export volumes from India, and they need to gear up to meet future demand. They also need to be at par with the best international ports in terms of performance and capacity.
- To achieve these objectives, the government launched a long-term, 10-year action plan, "Maritime Agenda 2010-2020", in January 2011. The agenda proposes to triple the port capacity from the current 1 billion tonnes to around 3.2 billion tonnes by 2020. Several port projects involving an investment of Rs 2.77 trillion have been identified, which will add 2.06 billion tonnes of capacity over the next 10 years. Policy initiatives such as the creation of a special purpose vehicle – Indian Ports' Global – for making international investments and the setting up of the Indian Maritime Finance Corporation for meeting the funding needs have also been identified.
- In terms of capacity addition and expansion over the past few years, non-major ports have led the way. As a result, these ports have begun to dominate traffic growth at Indian ports. Cargo traffic at non-major ports have witnessed a CAGR of almost 14 per cent in the past five years (2006-11) while at major ports, the growth has been only about 5 per cent.
- Overall traffic has recorded a CAGR of over 10 per cent in the past five years. The growth in 2010-11 was a modest 4 per cent as compared to an impressive 14 per cent in 2009-10. Even during April-October 2011, traffic growth at major ports was less than 2 per cent. With global economies showing signs of a slowdown, the port sector may be headed for a fall in traffic volumes in the near term. Moreover, the tightening of the financial market and growing interest rates may impact a few of the port expansion projects.
- Other challenges that need to be addressed include expediting the clearance, award and execution process for capacity expansion projects. Big-ticket expansion projects worth about Rs 100 billion have been stranded on account of delays in obtaining environmental clearances. There is a need to improve connectivity and improve turnaround time, and offer better customer services. Issues related to environment and port security also need to be addressed.
- The mission of this conference is to provide a forum for discussing the road map for capacity expansion and improving efficiency in the port sector including the implementation plan for the Maritime Agenda 2010-2020. The conference will also provide an analysis of the key trends and future outlook, highlight the new initiatives and projects, identify emerging opportunities, and discuss the main issues and challenges. It will showcase promising approaches, strategies, technologies and solutions.

Target Audience

- The conference is targeted at officials and managers from:
  - Major port trusts
  - Minor ports
  - Private port operators
  - Equipment providers
  - Maritime boards
  - Port service providers
  - Financial institutions/Banks/Equity analysts
  - Funding/Development agencies
  - Shipping companies
  - State port departments
  - Insurance companies
  - Port IT providers
  - Private contractors
  - Consultancy organisations
  - Dredging companies
  - Etc.

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK

- What are the key trends and growth drivers? What have been the recent developments?
- What are the major challenges and opportunities?
- What is the future outlook?

GOVERNMENT PERSPECTIVE

- What is the government's perspective on the key challenges and opportunities for sector development?
- How will the government ensure timely implementation of the Maritime Agenda?
- What are the recent policy/regulatory developments (Ports Regulatory Authority Bill, 2011; draft Captive Port Policy, 2011; revised Land Policy for Major Ports, 2011, etc.)?
- What are the new government initiatives, especially with regard to attracting private capital?

OPERATOR VIEWPOINT

- What is the perspective of the key port operators on the sector's development?
- What are their key concerns?
- What are their expectations from the government?

MAJOR PORTS: FOCUS ON PROJECTS

- What is the current status of key expansion/upgradation projects?
- What are the key issues and concerns? What has been the experience so far?
- What are the future plans and noteworthy upcoming projects?

NEW PORTS AND TERMINALS

- What is the current status of new port and terminal projects? What are the lessons learnt?
- What are the key issues and concerns?
- What are the future plans?

INVESTOR PERSPECTIVE

- What has been the investor experience in the port sector?
- What is the investor perspective on future port development in terms of projects in the pipeline, risks, etc.?
- What are the financing requirements? What are the key concerns?

FOCUS ON ENVIRONMENT

- What is the status of environmental impact/clearances of projects under consideration/implementation?
- What are the issues and challenges faced by the developers?
- What should be done to reduce the environmental impact and speed up clearances?

NEED FOR PORT SECURITY

- What steps have been taken to enhance security at Indian ports?
- What are the current issues and challenges related to global maritime transport?
- What are the advanced and effective methods of enhancing security?

IMPROVING PORT CONNECTIVITY

- What is the current status of port connectivity projects?
- What are the key issues and challenges in implementing these projects?
- What are the future needs and requirements for improving port connectivity?

GLOBAL SCENARIO

- What are the key global trends in ports and shipping (region- and segment-wise)?
- What is the expected impact of the current global slowdown on the sector?
- What is the future outlook (short-term, medium term and long term)?

PROMISE OF NEW TECHNOLOGY AND EQUIPMENT

- What are the promising technologies and equipment that can improve port efficiency and performance?
- What has been the experience with regard to these technologies/equipment in India and abroad?
- What role can equipment play in port development?

Most of the sessions will have two parts. The first part will feature presentations by speakers. The second part will be devoted to Q&A and floor discussions. Several sessions will be only interactive. The conference will feature, as appropriate, presentations by all the major stakeholders.

CAPACITY EXPANSION AND IMPROVING EFFICIENCY: THE WAY FORWARD

Previous Participants

The participating organisations in the previous conferences include ABB, ABN AMRO, Afcons, Allahabad Bank, All Cargo, Ambuja Cements, APL, APM Terminals, Arshiya International, Atlas Copco, Balmer Lawrie & Co., Bharat Petroleum, CARE Ratings, CAT, Cavotec India, CH2M Hill, Chennai Port, Cochin Port, Coeclerici Logistics, Concor, CPCL, CRISIL, DCI, Demag Cranes, Dhamra Port, Dighi Port, DP World, DNV, ELP, Ennore Port, Erdene Infrastructure, Essar Ports & Terminals, Essel Mining, Essar Steel, Galaxy Surfactants, Gandhi Automation, Gammon, Gangavaram Port, Gateway Distriparks, Gateway Terminals, GIDB, Glencore, Gopalpur Ports, GE, GMB, GMR, Gujarat Pipavav Port, GSPC, Halcrow, Haldia Dock Complex, Hapag Lloyd, Hazira Port, HCC, Hind Terminals, HPCL, ICICI, IDBI, IDFC, IFFCO, IFS, IHC Merwede, IL&FS, IIM Ahmedabad, IOCL, Inchcape Shipping, International Seaport Dredging, Jan de Nul, JCB, JM Baxi, JNPT, JSPL, Kakinada Seaport, Kalmar, Kandla Port, Karaikal Port, Kesar Terminals & Infrastructure, KFW IPEX, K Line, Kolkata Port, Kone Cranes, KPMG, KRIBHCO, Krishnapatnam Port, L&T, Lanco Infratech, Liebherr, Leighton, Maersk, Maharashtra Maritime Board, MALCO, Marg Group, Maytas Infra, McNally Bharat, Means Infrastructure, Mercator Lines, Ministry of Shipping, Mitsui OSK, Mormugao Port Trust, Mumbai Port, Mundra Port & SEZ, NHAI, NMSEZ, NV Advisory, NYK Line, Paradip Port Trust, P&O Ports, Planning Commission, PMC Projects, Pondicherry Port, PSA Sical, PwC, Reliance Infrastructure, RVNL, Rewas Port, SAIL, SBI Caps, SCI, Seaways Shipping and Logistics, Shell Hazira, SIDBI, Skil Infrastructure, SKS Logistics, SMAG PEINER GRABS, Sterling Port, Tata Realty, Tata Steel, TCE, Terex India, TM International, T Y Lin International, Tuticorin Port, Universal Crescent Port, V.M Salgaocar & Bro, Vadinar Oil Terminal, Vinergy International, Visakha Container Terminal, Visakhapatnam Port, Vizhinjam International Seaport, Voltas, Warburg Pincus, Welspun Maxsteel, Yes Bank, Zim, etc.

Delegate Fee

The delegate fee is Rs 22,500 for one participant, Rs 37,500 for two, Rs 52,500 for three and Rs 67,500 for four. There is a 20 per cent "early bird" discount for those registering before January 11, 2012.

Organisers

The conference is being organised by Indian Infrastructure magazine in collaboration with the Centre for Infrastructure Policy and Regulation of the Indian Institute of Management, Ahmedabad.

Indian Infrastructure is a magazine devoted to infrastructure policy and finance, which is published by India Infrastructure Publishing, a company dedicated to providing information on the infrastructure sectors through magazines, newsletters, reports and conferences. The group has published the Ports in India, Shipping in India and Railways in India reports. It also publishes Ports & Shipping News (a weekly newsletter).

IIM Ahmedabad is a premier business school in India. The objective of the Centre for Infrastructure Policy and Regulation is to promote research, training and consultancy in the field of infrastructure development at the institute as well as outside, through teaching, conducting training programmes, undertaking project consultancy, and publication of books, journals, working papers, articles, case studies, etc.

PREVIOUS SPEAKERS

K. Mohandas
Secretary, Ministry of Shipping, Government of India

D.T. Joseph
Former Secretary, Ministry of Shipping

Gajendra Haldea
Adviser to Deputy Chairman, Planning Commission

Rakesh Srivastava
Joint Secretary, Ports, Department of Shipping, Ministry of Shipping

L. Radhakrishnan
Chairman, JNPT

Captain Subhash Kumar
then Chairman, Chennai Port Trust

S. Hajara
CMD, Shipping Corporation of India

Anil Singh
Senior Vice-President and MD, DP World, Subcontinent

Krishna Kotak
MD, JM Baxi

S.R. Ramakrishnan
MD, PSA Sical Terminals

S.K. Mohapatra
CEO, Dhamra Port

Capt. Sandeep Mehta
CEO, Mundra Port and SEZ

Prof G. Raghuram
Indian Institute of Management, Ahmedabad

SNAPSHOTS FROM 2011

Sponsorship Opportunities:

Lead sponsors (up to three):

- *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*
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Registration Fee

Delegates	One	Two	Three	Four
INR	22,500	37,500	52,500	67,500
USD	525	875	1,225	1,575

- There is also a 20 per cent "early bird" discount for those registering before January 11, 2012.
- Registration will be confirmed on receipt of the payment. To register online, please log on to http://indiainfrastructure.com/conf.html

Sponsorship opportunities are available

Payment Policy:

- Full payment must be received prior to the conference
- Conference fee includes lunch, tea/coffee and conference materials
- Payments for "early bird" registrations should come in before the last date of discount
- Conference fees can not be substituted for any other product or service being extended by India Infrastructure Publishing Private Limited
- Discount offers cannot be combined with any other offer

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