

Port Finance International

Asia

23 April 2009

Marina Mandarin, Singapore

Port Finance INTERNATIONAL

Aimed at senior executives within Port and Terminal operating companies, as well as Banking, Legal and Corporate Finance experts, Port Finance International will investigate the challenges associated with financing and managing major port investments and developments and will assess the economic criteria of financing and valuating ports. The conference will bring together industry leaders to review key challenges and topics currently facing the market. It will also study economic trends, especially in the current volatile market climate and look at issues surrounding Private & Public Partnerships (PPP). With a look at recent industry trends and movements, and a review of the various investment opportunities and products currently available, this event will provide an up to date overview of this complex and exciting market.

Confirmed speakers at this inaugural Port Finance International Conference Asia include:

- **Timothy Ross**, Executive Director, UBS Investment Bank, Head, Transport & Infrastructure, Asia
- **Dr. Matthias Umlauf**, Head of Corporate Communications Asia, HSH Nordbank AG.
- **KONG Kok Chee**, Senior Manager, Portek Ports Holdings Pte Ltd.
- **Dato' Jude P Benny**, Managing Partner, Joseph Tan Jude Benny LLP
- **Jeffrey Lai**, Managing Director, SE Asia, Arthur D. Little
- **Chris Lowe**, Partner, Watson, Farley & Williams LLP
- **John Vautrain**, Senior Vice President, Purvin & Gertz
- **Tom Ossieur**, Consultant, Drewry Shipping Consultants
- **Quah Ban Huat**, Chief Finance Officer, Rickmers Trust Management
- **Steve Wilford**, Senior Southeast Asia Analyst, Control Risks
- With more to follow...

Topics to be covered

A number of issues will be covered throughout the day, including:

- Perspectives for global trade and ports - an overview
- Private and public partnership (PPP) - the key to successful PPP operations
- To invest or not to invest in this economic crisis
- Port valuations and the credit crisis
- Joint ventures and strategic alliances
- Comparison and review of finance and investment products available
- Negotiations and contracts
- Due diligence and risk mitigation
- Investor relations
- Industry impact - what growth does the market really need?
- Construction risks in port development
- Regional outlook - country reviews
- Case studies
- And others...

Who should attend?

This conference will be of benefit to anyone from the following sectors

- | | | |
|------------------------------------|---|--------------------|
| Port and Terminal Operators | Brokers & Insurers | Managing Directors |
| Port Authorities | Policy Makers | Finance Directors |
| Banks and Corporate Finance Houses | Real Estate and Infrastructure Developers | General Managers |
| Law Firms | Transportation Consultants | Economic Advisors |
| Ship Owners | Chief Executive Officers | Analysts |
| Shipping Agents | Chief Finance Offices | Chairmen |

Registration

To register your place at this exclusive event please contact Patricia Chong at eFusion Solutions Pte Ltd, Tel: +65 6517 4941/4933, Email: pfi@efusion.com.sg or fax the registration form attached to +65 6517 4959

Conference Fees

£475/SG\$1050 for the whole day (including all refreshments, social functions, and access to the presentations post-event)

www.portfinanceinternational.com

Early Bird discount £400/SG\$875
Register by 27 March 2009
 Plus - 30% off any subsequent delegate registrations from the same company.

Conference Agenda

Port Finance International Asia 2009

23 April 2009

0830 Registration and Welcome Breakfast for all Speakers and Delegates

0900 Regional Outlook and Review - Opening Notes from Conference Chair

Tom Ossieur, Consultant, Drewry Shipping Consultants

0910 Perspectives for Global Trade and Ports - An Overview

- The impact of the financial crisis on Asia
- Financing conditions for Infrastructure in Emerging Markets
- Capacity utilization at Asian ports
- The rise of protectionism as a challenge to long-term perspectives

Dr. Matthias Umlauf, Head of Corporate Communications Asia, HSH Nordbank AG

0950 To Invest or Not to Invest in this Economic Crisis

- Many operators are cutting down capacity expansion due to the crisis, but is that really a good investment decision?
- Overview of market conditions
- Financial considerations of building now vs later
- Strategic considerations

Anthonie F. Versluis, Associate Director - Industrial Development, Arthur D. Little (Mal) Sdn Bhd

1030 Tea/Coffee Break for all Speakers and Delegates

1100 PPP Initiatives - Details to Follow

Dato' Jude P Benny, Managing Partner, Joseph Tan Jude Benny LLP

1140 Converting Existing facility into Container Terminal - How We Make it Work?

- Cost effectiveness of converting facility into fully pledged CT
- How Portek manages these concessions
- Case study - Bejaia Mediterranean Terminal, Algeria

KONG Kok Chee, Senior Manager, Portek Ports Holdings Pte Ltd

1220 Port Valuations and the Credit Crisis

- Port sector M&A - do constrained debt markets mean private transactions are no longer possible?
- What can we infer from public market port sector valuations?
- Are portfolios acquired during the liquidity boom susceptible to distressed sale in the current operating and credit environment?

Timothy Ross, Executive Director, UBS Investment Bank, Head, Transport & Infrastructure, Asia

1300 Lunch for all Speakers and Delegates - An Opportunity to Continue Discussion and Debate of the Day's Topics through a Round Table Format Luncheon

1400 Managing the Risks and Being Prepared - Opening Notes from Conference Chair

1410 Due Diligence and Risk Mitigation in Negotiations

- Due diligence
- Concessions
- Identifying the risks
- Recurring issues in negotiations
- Financing issues

Chris Lowe, Partner, Watson, Farley & Williams LLP

1450 A Practical Guide to Investigative Due Diligence

- Why due diligence?
- The need for business intelligence in straightened times.
- When the due diligence doesn't work: fraud risk management and asset tracing

Stephen Wilford, Director, Corporate Investigations South-East Asia, Control Risks

1530 Tea/Coffee Break for All Speakers and Delegates

1610 Port Competition & Finance - Challenges in an Uncertain World

- When will demand recover?
- How do ports compete
- Can port authorities influence port choice?
- How are current market changes shaping port competition?
- Supply-demand: Mind the Gap
- Possible constraints on tariff increases and profitability
- PSP & market provision, commercial challenges

Dr Jonathan Beard, Managing Director (GHK Hong Kong Ltd), GHK Economic & Management Consultants

1650 Port Regulation and its Impact on the use of Private Capital

- Economics and Government Policy as they apply to port development and operation
- Defining what you want regulations to achieve
- The impact on private capital of port regulation (or how to get the private sector to build your ports)

David Wignall, Managing Director, David Wignall Associates

1730 Open Q&A Panel Forum for all Speakers & Delegates

1745 Closing Notes from Conference Chair followed by Networking Drinks Reception and Dinner for all Speakers and Delegates (until 1930)

***Please note that certain items in this agenda may be subject to confirmation and therefore changes to the programme may still occur.*

Telephone: +65 6517 4941 Fax: +65 6517 4959

Registration form

5 Easy Ways to Register

-  **Online:** www.portfinanceinternational.com
-  **Email:** info@portfinanceinternational.com
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-  **Fax:** +65 6517 4959
-  **Mail:** Port Finance International Ltd.,
Drewry House,
Marsh Wall,
London, E14 9FJ
UK

**Register before 27 March 2009
to receive your early bird price of
GB£400/US\$875**

Delegate fee

Conference fee GB£475 US\$1050

**Please note that payment will be charged and invoiced
in £ sterling*

The conference fee includes access, via a weblink, to all conference presentations, a certificate of participation and all refreshments, including the Evening Networking Reception. It does not include travel or accommodation.

Cancellation Policy

Up to 4 weeks before: 75% refund Up to 2 weeks before: 25% refund
Up to 3 weeks before: 50% refund 1 week before or less 0% refund

Payment Details

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Please invoice my Company

Enclosed is a cheque made payable to Port Finance International Ltd.

for £/US\$

Delegates Details

Attendee 1

Name

Job Title

E-mail

Phone

Attendee 2

Name

Job Title

E-mail

Phone

Attendee 3

Name

Job Title

E-mail

Phone

Companies will receive a 30% discount when registering two or more delegates for this event

Company Details

Company

Address

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How did you hear about us (please tick)?

Colleague Industry Magazine/Newspaper

Internet Email Advertisement

Exhibitor Other (please specify)

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