

Port Finance International London

19-20 October 2010

One Victoria Street, London

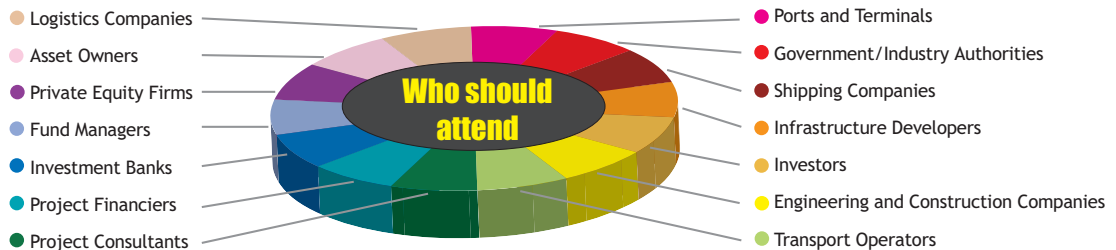
**Port
Finance**
INTERNATIONAL

Investigating Solutions and Opportunities throughout the World's Ports for Growth and Investment

**Special Focus Sessions
on Africa, Brazil and the
Middle East**



This Port Finance International London Conference is designed to give delegates an in-depth understanding of innovative financing solutions and practical advice. It will also provide an excellent opportunity to meet potential equity and business partners, as well as senior executives from port authorities, port and terminal operators and the legal and banking industries to discuss finance options and development requirements. Additionally the conference will place a spotlight on world ports and their plans for expansion and development, whilst also investigating opportunities around the world's ports for growth and investment.



The exclusive line up of industry leaders already confirmed to speak includes:

- || H.E Dr. Khalid Bubashait - President, Saudi Ports Authority
- || Srour M. Al-Otaibi, Director of Consultancy Studies Department in the Mega Projects Sector, Ministry of Public Works, State of Kuwait
- || Capt Almss, Acting Chairman, Qatar Ports Management Company (QPMC)
- || Dr Gianluca Barletta, Senior Consultant, Strategic Consulting, Parsons Brinckerhoff
- || Jerome Ntibarekerwa, Secretary General, Port Management Association of Eastern & Southern Africa (PMAESA)
- || Richard A-Y Anamoo, Director of Port, Port of Tema, Ghana
- || Nikhil Bhandari, Vice President, The Louis Berger Group
- || Keshav Vallabhaneni, Director, Project Development, Eurochem Corporation
- || Christian Moller Laursen, CFO, Vice President, APM Terminals Management BV
- || Charles Hammond, CEO, Forth Ports
- || David Whitehead, Director, BPA (British Ports Association)
- || George Kieffer, Chairman, Haven Gateway Partnership
- || Neil Davidson, Senior Advisor - Ports, Drewry Shipping Consultants Ltd
- || Renato Mazzola, Investment Officer, Structured and Corporate. Finance Department, Inter-American Development Bank (IDB)
- || Richard Szufiak, Partner, Continuum Principal Investments (Pty) Limited

- || Dr. Khalid Bichou, Centre for Transport Studies, Imperial College London
- || Mark Wandless, Partner, Watson, Farley & Williams LLP
- || Fred Vossen, External Consultant, PricewaterhouseCoopers Performance Improvement Consulting
- || Ulrich Stark, Transportation Finance, Head of Infrastructure - EMEA, HSH Nordbank AG
- || Ghislain Lorthois, President, The Port Fund
- || Jamie Simpson, Director, GHK International
- || Alistair Mackie, Partner, Holman Fenwick Willan
- || Richard Clarke, Director Global Ports and Marine, AECOM
- || Dr. Rainer Scholl, Partner, Technical Assistance and Port Management, HPC Hamburg Port Consulting GmbH
- || David Levenson, Senior Vice President, Brookfield Asset Management
- || Charles Schramm, Head of PPP Unit, State Department of Planning and Management, Rio Grande do Sul - Brasil
- || Alistair Mackie, Partner, Holman Fenwick Willan
- || Jose Luis Almazan Palomino, CEO, General Manager, Port Authority of Melilla
- || Mike Pinkney, Global Maritime Practice Leader, Ove Arup & Partners Ltd
- || Janet Fallon, Chair, Port of Workington Harbour Board
- || Ghislain Lorthois, President, The Port Fund
- || Alan Stacey, Associate, URS Scott Wilson

With thanks to our partners:



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Only £895 for the first delegate and 20% off all further delegates from the same company

Conference Agenda

Day 1 – 19 October 2010

0800: Registrations and Welcome Tea/Coffee

0830: Opening Notes from Conference Chair
Janet Fallon, Chair, Port of Workington Harbour Board

Regional Sessions: Opportunities and Challenges in the World's Ports

Middle East Session - moderated by Richard Hill, Associate, Ports & Maritime, Atkins

0840: Key Note Address
H.E Dr. Khalid Bubashait - President, Saudi Ports Authority

0900: Boubyan Island Development Project
Srouf M. Al-Otaibi, Director of Consultancy Studies Department in the Mega Projects Sector, Ministry of Public Works, State of Kuwait

0915: Development of New Doha Port

- Overview of present Doha Port
- Challenges facing present Doha Port
- Development New Doha Port
- Business opportunities in New Doha Port

Capt Almass, Acting Chairman, Qatar Ports Management Company (QPMC)

0940: The Importance of Choosing the Right Strategic Partners

- Increasing competitive nature of ports and terminals in the MEA region
- Importance of location
- Specialist ports and regional needs
- How investments can be made
- Benefits to local market

Alistair Mackie, Partner, Holman Fenwick Willan

1005: Port Privatisation in the Red Sea - Between Efficiency Gains and Monopoly

- Recent developments
- Private monopoly
- Case study

Dr. Rainer Scholl, Partner, Technical Assistance and Port Management, HPC Hamburg Port Consulting GmbH

1030: Panel Session - including all Session Speakers

1045: Short Tea/Coffee Break for all Delegates and Speakers

1110: Global Overview of the Container Port and Terminal Sector

- Forecast demand - what is the "new normal"?
- Forecast capacity - is congestion a thing of the past?
- Terminal ownership and profitability - business as usual?
- M&A and valuations - what are the new benchmarks?

Neil Davidson, Senior Advisor - Ports, Drewry Shipping Consultants Ltd

Brazil Session - moderated by Chris Wall, Business Specialist - Brazil, UK Trade & Investment

1135: Investments in Brazilian Ports Infrastructure - Opportunities & Challenges
Chris Wall, Business Specialist - Brazil, UK Trade & Investment

1200: Challenges Financing Ports in Brazil

- Regulatory framework
- Progress on the sector
- Challenges financing private ports
- Next steps in the sector

Renato Mazzola, Investment Officer, Structured and Corporate Finance Department, Inter-American Development Bank (IDB)

1225: Latin American Market - Performance and Prospects

- Recent performance of Latin American ports market
- Opportunities and challenges
- Key projects in the Latin American market

Eleanor Haaland, Managing Consultant, Market Sector Leader - Maritime, URS/Scott Wilson

1250: Lunch for all Delegates and Speakers

1400: Title to be confirmed
David Levenson, Senior Vice President, Brookfield Asset Management

1425: Port of Rio Grande - Accessing the Market in the South of Brazil

- Regional competitiveness to attract new investors
- The role of PPP in Rio Grande do Sul State and Brazil
- Ports and waterways - Investments opportunities in the South of Brazil

Charles Schramm, Head of PPP Unit, State Department of Planning and Management, Rio Grande do Sul - Brasil

1450: Panel Session - including all Session Speakers

1510: Short Tea/Coffee Break for all Delegates and Speakers

Africa Session - moderated by James Sutcliffe, Director, Port Evolution Management UK and Chairman, UKTI Ports Sector

1525: Financing Southern Africa's Growth with Infrastructure

- Overview of the infrastructure transport market
- Vision to implement solutions
- The example of Northern Mozambique

Richard Szufiak, Partner, Continuum Principal Investments (Pty) Limited

1550: Challenges of Eastern and Southern African Ports

- Traffic trends in Eastern and Southern African region
- Factors driving traffic growth in the region
- Challenges facing regional shipping
- Strategies to address challenges
- Investment opportunities in our port sector
- Success factors for attracting investments for the eastern and southern Africa region ports

Jerome Ntibarekerwa, Secretary General, Port Management Association of Eastern & Southern Africa (PMAESA)

1615: Development of a Greenfield Deep Seaport in Nigeria

- Description of the project with overall timeline
- Project status and implementation plan
- Business case
- Financing opportunities

Nikhil Bhandari, Vice President, The Louis Berger Group & Keshav Vallabhaneni, Director, Project Development, Eurochem Corporation

1640: Port Financing in Africa
Paul van Eulem, Director, Maritime & Transport Business Solutions (mtbs)

1705: Investments in Ports Infrastructure in a Fast Growing Oil & Gas Industry: Opportunities & Challenges in Ghana

- Current state of the Ghanaian economy & its seaports
- Development opportunities in Ghanaian seaports
- Investment and operational challenges of the Ports Authority

Richard A-Y Anamoo, Director of Port, Port of Tema, Ghana

1730: Melilla: European Port in Africa

- Boundary conditions of the Port of Melilla, competition from African ports
- Competitive strategy of the Port Authority of Melilla, based on the pillars: excellence, protection and its strategic plan
- Conclusions

Jose Luis Almazan Palomino, CEO, General Manager, Port Authority of Melilla

1750: Panel Session - including all Session Speakers and Mike Pinkney, Global Maritime Practice Leader, Ove Arup & Partners Ltd

1800: Closing Notes Followed by Drinks Reception until 1930

Day 2 – 20 October 2010

0930: Opening Notes from Conference Chair
Richard Clarke, Director Global Ports and Marine, AECOM

Session: Analysis and Outlook - Port Financing in the Current Climate

0935: Investing in and Operating Ports in Developing and Emerging Markets

- What are the special opportunities for port operators presented by emerging markets?
 - What are the risks involved?
 - What does it take to successfully develop and manage ports in emerging markets?
- Christian Moller Laursen, CFO, Vice President, APM Terminals*

0950: Corporate/Financial Structure of Ports in the UK

- Relationship with government
 - Codes of Practice in areas such as navigational safety
 - Trust ports
 - Dealing with the Immigration Services and the Vehicle Inspectorate
- David Whitehead, Director, BPA (British Ports Association)*

1015: Mobilising Support for Port Developments - the Role of a Private/Public Sector Partnership

- Promoting - the need for support from the public
 - Opportunities - highlighting the opportunities for the local and wider economy
 - Regulatory - complexity of planning applications
 - Trends - recognising new trends and advocating their benefit to ports and the locality
 - Support - ensuring the level playing field
- George Kieffer, Chairman, Haven Gateway Partnership*

1045: Tea/Coffee Break for all Delegates and Speakers

1115: Leaving Rough Waters? Port Financing and the Economic Crisis

- Recent trends in lending - corporate and project finance
 - Impact on terms and conditions for port financing
 - Increased role of Export Credit Agencies
 - Lessons learnt from the crisis
- Ulrich Stark, Transportation Finance - Head of Infrastructure, EMEA HSH Nordbank AG*

1140: The Dynamics of the US Container Market and its Implications on US Port Infrastructure Development

- Changes in the US container market
- Factors that have driven the growth in all-water services at East and Gulf Coast US ports

- Potential impact of the expansion of the Panama Canal on Port Capacity
 - Impact of increased all water services at Atlantic and Gulf Coast ports (for Asian Cargo vs. Intermodal Cargo via West Coast ports)
 - Infrastructure needed to handle the increased size of vessels and how this infrastructure will be provided—primarily through public- private partnerships; and the development of the long term concession agreements that have and are occurring at the US ports
 - The economic impact of these investments on the local communities
- John Martin, John C. Martin Associates, LLC*

1205: Analysis of the Increased Risks in the Port & Terminals Sector Following the Recession

- Business risk and legal risk and how to deal with them
 - A focused analysis of financial risk
- Mark Wandless, Partner, Watson, Farley & Williams LLP*

1230: Prospects for the Provision of Rail Services to Container Ports: Towards JVs or M&As?

- The role of vertical and horizontal integration in logistic services
 - Vertical integration: operational agreements or M&As?
 - Regulatory issues
 - North America v. Europe prospects comparison
- Dr Gianluca Barletta, Senior Consultant, Strategic Consulting, Parsons Brinckerhoff*

1255: Lunch for all Delegates and Speakers

Session: Practical Concerns - How to Approach Port Financing

1400: Pending Transactional Schemes from both Sellers and Buyers

- Detained assets:
 - Technical and financial housekeeping
 - Terminal Service Agreements review
 - Prospective Assets Transaction
 - Portfolio assessment
 - Value protection, creation & extraction
 - How to cope with information erosion
 - New industry standards
 - Buyers market
 - Transaction options & prices
- Ghislain Lorthois, President, The Port Fund*

1425: Overview of PPP/PSP in Ports: Contractual Options, Actors, Mechanisms, Regulation and Performance

- Competition and contestability in port markets
- PPP contractual options and applications in ports

- Typology of private players and the emergence of global port operators
 - Tariff setting, pricing, and payment mechanisms
 - Performance indicators for contract regulation
- Dr. Khalid Bichou, Port and Transport Logistics Consultant, Co-Founder of PORTeC, Centre for Transport Studies, Imperial College London*

1450: PPP Insurance Considerations and Specific Consideration to port projects

- Typical PPP cover considerations
 - Port specific constraints and observations
 - Tension points between the project participants
- Warren Beardall, Partner, Jardine Lloyd Thompson Limited*

1515: Port Due Diligence: Key Issues Lessons learnt

- Key issues to be addressed
 - Changing market expectations
- Alan Stacey, Associate, URS/Scott Wilson*

1540: Tea/Coffee Break for all Speakers and Delegates

1600: Port Performance Drivers: Efficiency Matters

- *Jamie Simpson, Director, GHK International & Professor Robert Cochrane, Visiting Professor, Imperial College*

Session: Port Investment Strategies

1625: Port Infrastructure and Port Superstructure

- Cash flow based financing
 - How to come to bankable cash flows
- Fred Vossen, External Consultant to PricewaterhouseCoopers Performance Improvement Consulting*

1650: UK Ports Regulation from a Privatisation Perspective

- The UK privatisation process - constraints and difficulties
- Port charges - economic regulation regime
- The Office of Fair Trading's Review of unregulated infrastructure
- Need for a Ports Regulator?

Francis Tyrrell, Senior Associate, Bircham Dyson Bell LLP

1715: Closing Notes and Close of Conference

Can't make the conference?

Purchase a full set of the conference presentations as PowerPoint slides (available after the conference) for £150.

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Future events

If you can't make it to London, then you might be interested in participating in one of the upcoming Port Finance International conferences throughout the world:

- Port Finance International India** - 19 & 20 January 2011 - Mumbai
- Port Finance International Black Sea** - 2 & 3 March 2011 - Istanbul
- Port Finance International South America** - 13 & 14 April 2011 - Rio de Janeiro

For more information, or to find out how you can take part in one of these, please contact cathy@portfinanceinternational.com

Registration form

5 Easy Ways to Register

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-  **Mail:** Port Finance International Ltd., 2nd Floor,
8 Baltic Street East, London - EC1Y 0UP, UK

Reduced Rate Hotel Accommodation

We are very pleased to have secured a preferential rate at the Grosvenor Hotel, just a short distance from the conference venue and within the heart of London.

Address: The Grosvenor Hotel, 101 Buckingham Palace Road, London SW1W 0SJ

Guests wishing to take advantage of this rate should contact the hotel and quote **MHFOR181010** to access the room block.

When booking credit card details will be required. For more information please contact:

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Cancellation Policy: If for any reason you are unable to attend, cancellations received in writing by 17 October will be entitled to a full refund less 10% of the invoice total. There will be no refunds for cancellations after this date, for whatever reason, and any outstanding invoices must be paid in full. Delegate substitutions may be made at any time at no additional charge.

Delegate Rate

- Standard €1100.00/£895.00 for two days
Conference fee €575.00/£475.00 for one day

20% discount for 2nd and subsequent delegates from the same company

What you get:

- Lunch, refreshments and evening reception
- Entry to all conference sessions and panels
- Access to conference papers after the event

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