
Port Finance

INTERNATIONAL



PORT FINANCE INTERNATIONAL INDIA

19 – 20 January, 2011
Novotel, Mumbai Juhu Beach

CONFERENCE OUTLOOK

This Port Finance International India Conference is designed to give delegates an in-depth understanding of innovative financing solutions and practical advice. It will provide an excellent opportunity to meet potential equity and business partners such as Government officials, senior executives from port authorities, port and terminal operators and the legal and banking industries, involved either in investing in ports or in sourcing investment. Additionally, the conference will place a spotlight on Indian ports and their plans for expansion and development, whilst also investigating opportunities for growth and investment.

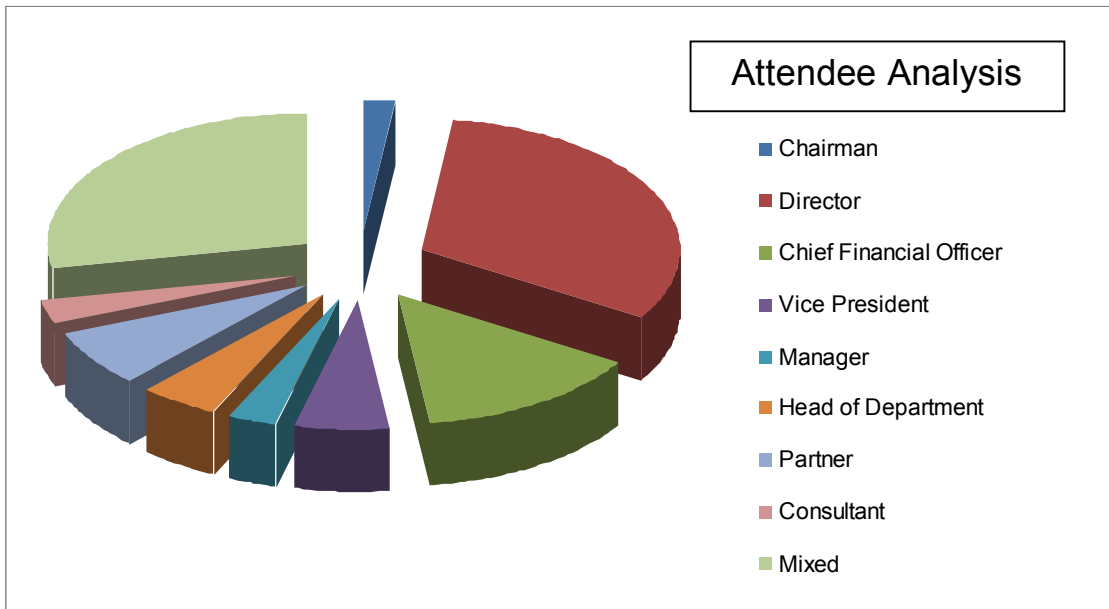
This timely 2 day conference will cover a wealth of topics related to the rise in investment in public and private ports and the wider ports infrastructure, as well as an assessment of where India's ports and development sit in the world market. Industry leaders will deliver insights and share their experiences on a range of topical issues, promoting a sharing of information and a discussion of where the market in India is heading – and how to get there. Additional case study presentations from both Indian and International ports and experts will provide illustration while key subjects will be addressed in workshop themed sessions.

Topics to be covered in the conference will include:

- Port Privatisation - Between Efficiency Gains and Monopoly
- Aligning the National Maritime Development Plan – Understanding and Opportunities
- Challenges Financing Ports in India
- Accessing the Market in India
- Financing India's Growth with Infrastructure
- Overview of the Infrastructure Transport Market
- Vision to Implement Solutions
- Factors Driving Traffic Growth in the Region
- Success Factors for Attracting Investments in Indian ports
- Investing in and Operating Ports in Developing and Emerging Markets
- Corporate/Financial Structure of Ports in India
- Mobilising Support for Port Developments – the Role of a Private/Public Sector Partnership
- Leaving Rough Waters? Port Financing and the Economic Crisis
- Prospects for the Provision of Rail Services to Container Ports: Towards JVs or M&As?
- Pending Transactional Schemes from both Sellers and Buyers
- PPP Insurance Considerations and Specific Consideration to Port Projects
- Port Performance Drivers: Efficiency Matters
- Port Infrastructure and Port Superstructure
- And others



SPONSORSHIP OPPORTUNITIES



Why sponsor Port Finance International:

- Meet with key industry decision makers
- Showcase your company and solutions to top level executives
- Present your services to leading authorities from the ports and infrastructure developers
- Stand out from competition and enhance your organisation's visibility in the industry
- Promote your company via Port Finance International's global marketing campaigns, consisting of:
 - Direct emails
 - Print advertising
 - Telemarketing
 - Internet advertising
 - PRWhich will reach senior executives in the global ports sector.
- Develop strategic partnerships with leading players through networking opportunities
- Connect with decision-makers and influencers
- Develop new business, markets and channels — generate new leads
- Be introduced to top Indian port experts via our exclusive conference

SPONSORSHIP OPTIONS

❖ **Event Partner Package (includes Networking Drinks Reception) – One Exclusive Package:**

This package will ensure your position as a market leader in this environment. Take the leading role at this event and benefit from the fantastic prospect offered. This package will place you at the forefront of this industry and will give you significant exposure and recognition in an increasingly complex market place.

This package includes:

- Complete association with the entire event – on materials before, during and after the conference including conference brochure, conference holding slides, delegate packs, signage and website
- Exclusive sponsorship of the **Networking Drinks Reception**
- Welcome address to all delegates and VIP guests during **Networking Drinks Reception**
- Option to contribute to the main conference by providing a speaker/presentation (topic and details to be confirmed with Port Finance International)
- Five complimentary delegate passes
- Further delegate passes available at discounted rates
- Five complementary passes for the networking reception
- Logo on promotional materials at the conference and at the reception (including banners, menus, table flags, etc.)
- Insertion of corporate brochure in delegate packs distributed to all attendees at the conference
- Option to provide own company branding (banners, literature etc.) during the function
- Logo and company profile with a reciprocal link to your homepage from our website
- Announcement from conference chairman regarding your sponsorship of the event
- Delegate and guest list in advance of the event to plan your targets and networking
- Exhibition display stand unit within the event registration and main foyer area
- Post conference email shot (sent by Port Finance International) to all event attendees
- First option on all sponsorship options for Port Finance International India 2011

Sponsorship cost: GBP 10,000

❖ **Networking Drinks Reception (stand alone – not available if Event Partner Package has been taken):**

This option will provide you with a fantastic opportunity to cement your organisation's relationship by networking directly with the focused and high level conference attendees, whilst also demonstrating your involvement and support of this key industry event. This is the ideal opportunity to meet with the VIP guests and speakers in more relaxed surrounds, whilst promoting your company and ensuring your close association with this complex and challenging market.

Included:

- Exclusive sponsorship of the **Networking Drinks Reception**
- Welcome address to all delegates and VIP guests during **Networking Drinks Reception**
- Four complimentary delegate passes
- Further delegate passes available at discounted rates
- Four complementary passes for the networking reception
- Logo on promotional materials at the reception

SPONSORSHIP OPTIONS

- Insertion of corporate brochure in delegate packs distributed to all attendees at the conference
- Option to provide own company branding (banners, literature etc.) during the function
- Logo and company profile with a reciprocal link to your homepage from our website
- Announcement from conference chairman regarding your sponsorship of the event
- Exhibition display stand unit within the event registration and main foyer area

Sponsorship cost: GBP 6,500

❖ **Lunch Package (two available):**

Take a leading role at the conference and raise your company profile and branding in front of the market leaders and industry professionals attending the conference. This package provides substantial branding and also provides an ideal opportunity to network with all those at the event.

Included:

- Sponsorship of **Lunch on either Day 1 or Day 2**, including logo and branding on conference banners throughout the function
- Sponsorship identification and logo on promotional materials
- Three complimentary delegate passes
- Further delegate passes available at discounted rates
- Insertion of corporate brochure in delegate packs distributed to all attendees at the conference
- Option to provide own company branding (banners, literature etc.) during the function
- Logo and company profile with a reciprocal link to your homepage from our website
- Announcement from conference chairman regarding your sponsorship of the event
- Exhibition display stand unit within the event registration and main foyer area

Sponsorship cost: GBP 5,000

❖ **Refreshment Break Package:**

Sponsor a refreshment break to maximise your profile and remind all those attending just who you are. This package provides you with a chance to network with the delegates in a relaxed manner within the central programme of the event.

Included:

- Sponsorship of a **Morning or Afternoon refreshment break** (2 available on each day)
- Sponsorship identification & logo on promotional materials
- Two complimentary delegate pass
- Further delegate passes available at discounted rates
- Insertion of corporate brochure in delegate packs distributed to all attendees at the conference
- Option to provide own company branding (banners, literature etc.) during the function
- Logo and company profile with a reciprocal link to your homepage from our website
- Announcement from conference chairman regarding your sponsorship of the event

Sponsorship cost: GBP 3,000

SPONSORSHIP OPTIONS

Other packages are available upon request

Including:

- Sponsorship and provision of conference bags/briefcases for all event attendees
- Sponsorship of conference badges (logo and association with the event)
- Company logo on the lanyards
- Company logo on pens/conference notepads (to be provided by company)
- Company logo on conference screen
- Table to display your company literature
- Further passes available at discounted rates

We look to create a long-term relationship with you and therefore want to help you achieve the outcome you want. This proposal is therefore customisable and can be tailored to meet your needs and requirements.

For further information please contact:

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