

Port Finance International London
19 & 20 October 2010
BIS Conference Centre, One Victoria Street

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19 October Agenda

0800: Registrations and Welcome Tea/Coffee

0830: Opening Notes from Conference Chair

Andrew Webster, Partner, Energy & Marine Division, Jardine Lloyd Thompson Limited

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

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

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For more information please contact Cathy Hodge, Director, Port Finance International,

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Please note that this programme is draft and is subject to change.

- Private monopoly
- Case study

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

1025: Panel Session – including all Session Speakers

1040: Short Tea/Coffee Break for all Delegates and Speakers

1100: 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

1130: Investments in Brazilian Ports Infrastructure - Opportunities & Challenges

Chris Wall, Business Specialist – Brazil, UK Trade & Investment

1155: Title to be confirmed

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

1220: To be announced

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

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- 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: Title to be confirmed

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

1800: Closing Notes Followed by Drinks Reception until 1930

20 October Agenda

0850: Opening Notes from Conference Chair

Richard Clarke, Director Global Ports and Marine, AECOM

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

0900: Investing in and Operating Ports in Developing and Emerging Markets

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- 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

0930: Creating Value from Port Assets

- How ports can revise their business investment models to cope with the downturn and,
- How ports can maximise their value from a property perspective using land and renewables

Charles Hammond, CEO, Forth Ports

1000: 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)

1030: 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

1100: Tea/Coffee Break for all Delegates and Speakers

1115: To be announced

1145: 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

1215: 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

1245: Prospects for the Provision of Rail Services to Container Ports: Towards JVs or M&As?

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- 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

1315: Lunch for all Delegates and Speakers

Session: Practical Concerns – How to Approach Port Financing

1415: 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

1445: Port Due Diligence: Key Issues Lessons learnt

- Key issues to be addressed
- Changing market expectations

Alan Stacey, Associate, Scott Wilson

1515: Tea/Coffee Break for all Speakers and Delegates

1530: Port Performance Drivers: Efficiency Matters

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

Session: Port Investment Strategies

1600: 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

1630: Title to be confirmed

Ghislain Lorthois, President, The Port Fund

1700: Closing Notes and Close of Conference

*(subject to final confirmation)