

## 2<sup>nd</sup> AFRICA PORTS & RAIL SUMMIT

December 2-3, 2015

Best Western Coral Beach Hotel

Dar es Salaam, Tanzania

Investments in Port and Rail projects in Africa are projected to exceed USD 100 billion. It is projected that trade volumes in Africa will increase by eight times current rates and as African trade increases, so does the demand for world class Port & Rail infrastructure.

After a decade of strong economic growth, projects are under way throughout the continent in Nigeria, Ghana, Kenya, Tanzania, Namibia, Mozambique, South Africa and many other locations. These projects will assist in connecting the entire African region to international markets, and help propel the countries' economies even further.

Lnoppen's 2<sup>nd</sup> Africa Ports & Rail Summit will feature the most prominent industry leaders, port owners, investors, EPCs, governments and service solution providers from across the region providing informative and inspiring discussions to discover new strategies and port technologies that can assist in international cooperation for the development of ports in Africa, to share the know how to improve and also to learn from the global operating experience.



Confirmed Speakers



Mr. Johny Smith  
CEO  
Walvis Bay Corridor Group,  
Namibia



Dr. Joseph Muvawala  
Executive Director  
National Planning  
Authority(NPA)  
Republic of Uganda



Mr. Silvester Kasuku  
Director General/CEO  
LAPSSET Corridor  
Development Authority  
The Presidency, Nairobi,  
Kenya



Eng. Dr. Michael Kisaka  
Director, Railway  
Regulation  
SUMATRA



Mr. Toshio Nagase  
Chief Representative  
Tanzania Office  
Japan International  
Cooperation Agency (JICA)



Mr. Paul Wallace  
Chief Executive Officer  
Tanzania International  
Container Terminal  
Services Limited



Mr. Davies Masaka  
Principal Transport  
Engineer  
African Development Bank



Ms. Nozipho Mdawe  
Secretary General  
The Port Management  
Association of Eastern and  
Southern Africa (PMAESA)



Mr. Solomon Kasa  
Secretary General  
Tanzania Freight  
Forwarders Association  
(TAFFA)



Mr. Djama Ibrahim Darar  
Commercial Director  
Port De Djibouti



Mr. John Odira Omingo  
Head - Commercial  
Shipping  
Office of the Director  
General  
Kenya Maritime Authority



Mr. Sammy Gachuhi  
General Manager  
Rift valley Railways



Mr. Christopher Musonda  
CEO  
Zambia Railways Limited



Mr. Christoph Schoppmann  
Consultant  
HPC Hamburg Port  
Consulting GmbH



Mr. George Bodo  
Head – Financial Desk  
Eco Bank



PRELIMINAR AGENDA

EVENT PROGRAM DAY 1

- 08:30 Morning Registration and Tea 
- 08:45 Chairman's Opening Remarks
- 09:00 **Policies & Initiatives by Tanzania's Ministry of Transportation**
  - Key Trends, Current Outlook and Future Plans for Tanzania's Transport Sector
  - Updated Regulatory Initiatives for Greenfield Projects
- 09:30 **Mozambique's Ambitious Infrastructure Expansion Plans**
  - Current Project- Rails, Ports and Terminal Facilities
- 10:00 **Investing in Kenya's Ports Infrastructure**
  - Construction of New Lamu Port
  - Current Updates & Developments
- 10:30 Tea Break 
- 11:00 **Port Infrastructure Expectations From a Shipping Lines Perspective**
  - Current Situation & Expectations
  - Factors to Consider for Port Usage

- 11:30 **Port Productivity and Operating Efficiency**
  - Implementing Single Window Clearing System
  - Proper Use of handling Equipment
- 12:00 **Analyzing Potential Needs of Port & Rail Expansion Projects in Eastern Africa**
  - Key Roles of Transport Sector in Eastern Africa and Defining Transport Sectors Global Importance
- 12:30 Lunch 
- 13:30 **Improving Port Accessibility through Rail Integration**
  - Port and Rail as One System
  - Key Challenges and Strategic Context
- 14:00 **Efficient Hinterland Transport Infrastructure**
  - Business Environment: Where to Stimulate Port Hinterland Integration
  - Unlocking the Hinterland with New Rail Initiatives
- 14:30 **Connecting Port Logistics with Better Supply Chain**
  - Optimizing Warehouse Processes and Benchmarking Operations

- 15:00 Tea Break 

- 15:30 **Designing Ports of Tomorrow: Smart Port Terminals**
  - New Port Infrastructure Trends and How to Utilize Them
  - Supporting IT Solutions for Smarter Operations
- 16:00 **Modernizing Crane Facilities and Loading/Unloading Tools: Why, When and How?**
- 16:30 **Planning, Infrastructure, Design and Trends in Rail Projects**
  - New Trends in Rail Projects From a Build, Construction, & Design Perspective
  - Major Roadblocks and Solutions in Key Rail Projects Across Eastern Africa
- 17:00 **Chairman's Closing Remarks and the End of Day 1**

PRELIMINAR AGENDA

EVENT PROGRAM DAY 2

08:45 Chairman's Opening Remarks

09:00 **ODA Financing vs PPP vs. Traditional Financing**

- Which is Best for your Project

09:30 **Is Public Private Partnership (PPP) a Viable Option for the Development of Land Transport Sector in Africa?**

10:00 **Successful Port Financing Requirements -Lenders Viewpoint**

- Current Development on Financing Markets
- Port Financing such as Concessions & Other Agreements

10:30 **Tea Break** 

11:00 **Providing an Enabling Environment for Port Investments in Africa**

- Key Challenges to FDI and Risk Considerations
- Best Practices in Maximizing ROI

11:30 **Integrating New Technology to Maximize Efficiency**

- Selecting the Right Technology in Accordance to Industry Standards
- Understanding New Technology & Incorporating it into your Plan

12:00 **Modern Multimodal Transport Technologies and Logistics**

- Multimodal Transport Issues and Solutions
- Best Practice on Transport Logistics

12:30 **Lunch** 

13:30 **Operation & Maintenance**

- Challenges and Roadblocks in O&M in Rail Projects
- Effective Solutions for Implementing a Cost Effective O&M

14:00 **Technologies Supporting Rail Security**

- Design Criteria for CCTV Systems in Railways Environment
- Public Transit Radiological and Explosive Detection for Rail Safety and Security

14:30 **Rail Operation Practices**

- Optimizing Schedules to Build Ridership, Increase Reliability, Increase Service Area, & Lower Operating Costs
- Why is Integration of Technologies Vital for Rail Operations and Safety?

15:00 **Tea Break** 

15:30 **Ports in Transition: Implementing a Landlord Port System**

- Privatization & Concessions to Mitigate the Deficit
- Management Focus & Operational Logistics

16:00 **Panel - Emergency Preparedness: Are Ports in Africa Ready**

- Emergency Plans & Strategies to Ensure Ports in Africa are Ready
- Measures Taken to Ensure Safety & Security in Maritime Transportation

16:30 **Chairman's Closing Remarks and the End of Day 2**

PROJECTS & PERSPECTUS

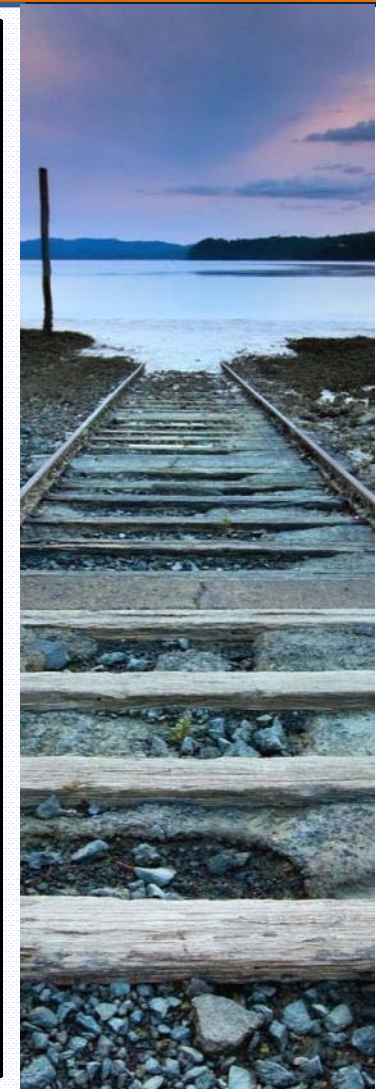


Increase of transport volumes in the region by 2040



Planned Investment in the port and rail sectors in Africa

Country	Project	Investment
Tanzania	Mwambani Port and Railway Corridor (Mwaporc)	27 Billion USD
Tanzania	Bagamoyo Port	11 Billion USD
Tanzania	Dar es Salaam Port	523 Million USD
Tanzania	Mtwara port	214 Million USD
Regional	Tanzania - Rwanda - Burundi Rail line	4.7 Billion USD
Mozambique	Port of Maputo	1.7 Billion USD
Kenya	Lamu Port	3 Billion USD
Kenya	Lamu Corridor (Rail Section)	7 Billion USD
Kenya	Port of Mombasa	3 Billion USD
Kenya	Mombasa-Nairobi Rail Link	5.2 Billion USD
Uganda	Bukasa Port	3 Billion USD
Nigeria	Lekki Port	1.5 Billion USD
Nigeria	Lagos - Kano Rail Line	8.3 Billion USD
Nigeria	National High-Speed Rail Project	
Ghana	Tema Port	1.5 Billion USD
Ghana	Atuabo Free Port	600 Million USD
Namibia	Port of Walvis Bay	250 Million USD
South Africa	Durban Port	8.5 Billion USD
South Africa	Saldanha Bay project	850 Million USD
Djibouti	Port of Tadjourah Rail Link	3.2 Billion USD



TESTIMONIALS

*The summit was satisfactory, educative and valuable to me*  
**Tanzania Ports Authority**

*Quality, focused and informative conference*  
**Southern African Railways Association**

*A good platform for sharing ideas and networking*  
**National Railways of Zimbabwe**

*It's a successful platform for the port and rail region*  
**China Africa Development Fund**

*Very good customer representation & excellent networking opportunities*  
**Terex**

*Excellent summit and good discussion*  
**China Harbour Engineering Company**

*Very good opportunity for exchanging views and sharing good practice experiences*  
**JICA**

*Much better than my expectations*  
**COWI**

*Great resource of trends and players*  
**COWI Tanzania**

*Very informative on ports and railways*  
**Association of Consulting Engineers Tanzania**

*This event has been very special and beneficial to me and the organization in general*  
**Tanzania Railways**

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DELEGATES

SERIES DEMOGRAPHICS

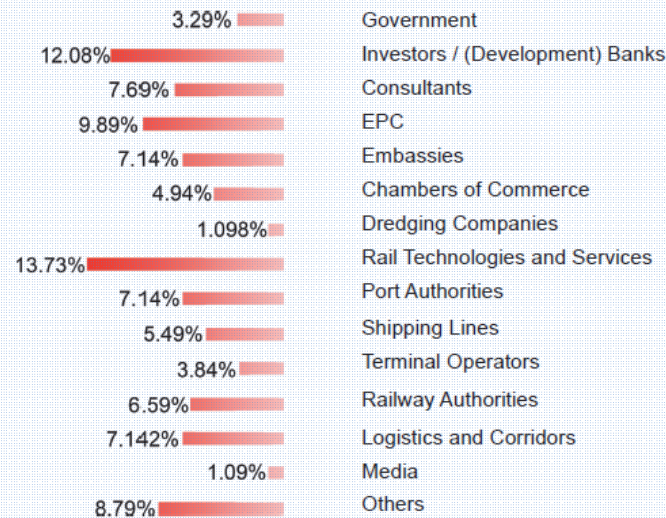
**PARTICIPANTS**

- Government
- Investors / (Development) Banks
- Consultants
- EPC
- Embassies
- Chambers of Commerce
- Dredging Companies
- Rail Technologies and Services
- Port Authorities
- Shipping Lines
- Terminal Operators
- Railway Authorities
- Logistics and Corridors
- Media

**JOB TITLES**

- Government Officials
- CEOs/Presidents
- General Managers/ Managing Directors
- IT Managers
- Procurement Directors
- Finance Directors
- Project Directors

**Company Types**



**Job Titles**



SOLUTIONS

**Port & Terminal Design and Plan**

- Revetment Plan and Design
- Port Infrastructure plan and design
- Access strategy and navigational aids
- Hydro-geographical systems
- Capacity and financial feasibility plan
- Logistics and connectivity plan and design
- Port seismic design

**Handling Equipment**

- Crane System and spreader
- Forklift
- Lifting System
- Automation conveyor system
- Tractor and carriers
- Port Storage equipment
- Clean Solutions
- Passenger Handling & Car Handling Solutions

**Terminal Construction**

- Fender
- Sheet pile
- Modular wiring system
- Cable Solutions
- Power supply solutions

**Machinery Parts and Supporting Facility**

- Pressure Cells/Load Cells
- Electronic components
- Electrification and electrical systems
- Brake system
- Voyage repair equipment
- Automation systems
- Aftermarket and maintenance parts

**Track and Infrastructure**

- Circuit Breakers
- Couplers, Buffers and Drawgear
- Bridge Beams / Bearings / Parapets
- Ballast
- Permanent Way Design
- Level Crossings
- Locks and Locking Systems
- Depot and Workshop Equipment

**Signaling, Train control**

- Signaling Maintenance / Renewal
- Total Rail Systems
- Test / Monitoring Equipment
- Fire Protection / Detection / Control
- Signaling / Train Control Systems
- Acoustics / Track Noise
- Access Control
- Track Recording / Monitoring Systems

**Electrification and Power Supply**

- On-Board Power Supply Equipment / Systems
- Research / Development / Testing
- Uninterruptible Power Supplies
- Cables / Cable Accessories
- Power Converters / Inverters
- Electrification Equipment
- Electronic Design / Manufacture / Supply
- Power Tools
- Trackside Power Supply Equipment

**IT Solutions**

- IT solutions for logistics
- ITS and fleet management
- IT solution for business planning and control
- Port management system
- Software applications for handling systems
- Scanning and database system

**Communication Equipment**

- Vessel Traffic management system
- Security and surveillance system
- Container lock system
- Emergency Equipment
- Closed Circuit Television
- Communications Systems and Equipment

**Consultancy and Services**

- Consultants
- Law firms
- Investors and Funding Companies
- Project Finance



AFRICA PORTS & RAIL SUMMIT SERIES PARTIAL PAST DELEGATE LIST

Company	Job Title
African Development Bank	Transport Engineer
African Development Bank	Transport Specialist
Apex Engineering Company Limited	Managing Director
APM Terminals	General Manager Business Development
CFM-North Mozambique Ports and Railways	Executive Director – Norte
China Harbour Engineering Company	General Manager of East-North Africa Region
China Harbour Engineering Company	Vice President
China-Africa Development Fund	Representative
CMA CGM Tanzania Limited	Intermodal Manager
Coega Development Corporation	Project Manager
COWI	Project and Market Director for Marine Engineering
DP World Cargo Services	Managing Director
Durban Chamber of Commerce	Chairperson
Ghana Ports and Harbour Authority	Acting Director General
ICTSI Africa	Chief Financial Officer and Head of Investments
Japan International Cooperation Agency	Chief Representative
Kenya Ports Authority	Head of Financial Accounting
Kenya Ports Authority	Managing Director
Kwazulu Natal - Dept of Transport	Acting Head – Transport
Kwazulu Natal - Dept of Transport	General Manager
Maputo Corridor Logistics Initiative	Director General
MCC Limited	General Manager
MCC Limited	Operations Manager
National Railways of Zimbabwe	Chief Planning Manager
Nippon Koei	Africa Regional Officer, Africa Regional Office in Kenya
PMAESA	Permanent Secretary
Port de Cabinda	Finance Administrator
Port de Cabinda	Head of Planning and Projects Office
Port of Bukoba/Tanzania Port Authority Mwanza	AG Port Master
Port of Djibouti	Commercial Director
Port of Djibouti	Project Manager
Portos e Caminhos de Ferro de Moçambique (Mozambique Ports and Railways)	Director Strategic Planning and Business Development
Ports Regulator of South Africa	Manager

Company	Job Title
Prime Minister's Office	Director of Infrastructure Development
Railroad Association of South Africa	Chief Executive Officer
Ramboll	Department Director, Ports
Development Bank of South Africa (DBSA)	Transport Specialist
Southern African Railways Association	Executive Director
Tanzania Chamber of Commerce, Industry and Agriculture	Acting Executive Director
Tanzania Freight Forwarders Association(TAFFA)	Secretary General
Tanzania International Container Terminal Services Limited	Chief Executive Officer and General Manager
Tanzania International Container Terminal Services Limited	Chief Financial Officer
Tanzania International Container Terminal Services Limited	Terminal Manager
Tanzania Ministry of Transport	Asst Director Railway Infrastructure Section
Tanzania Ministry of Transport	Director of Ports and Marine Services
Tanzania Port Authority	Ag. Director of Information & Communication Technology
Tanzania Port Authority	Engineering Manager
Tanzania Port Authority	Port Manager
Tanzania Railways Limited	Chief of Rail Transportation
Tanzania Railways Limited	Deputy Managing Director
Tanzania Zambia Railway Authority	Manager Planning & Corporate Affairs
Toyo Construction	Executive Officer and General Manager of International Division
Toyo Construction	Managing Executive Officer
Trans Kalahari Corridor Secretariat	Executive Director
TRANSNET	General Manager Strategy
Transnet Freight Rail	General Manager Rail Network
Transnet Ports & Terminals	Executive Manager – Strategy
Walvis Bay Corridor Group	Chief Executive Officer
World Bank	Senior Transport Specialist
Zanzibar Ports Corporation	Act. Director General
Zanzibar Ports Corporation	Director of Finance

LNOPPEN'S GLOBAL INFRASTRUCTURE SERIES

**Lnoppen** has been successfully organizing infrastructure events around the world since 2007.

Collaborating with governments, associations, port authorities, and airport authorities, has allowed our clients unparalleled access to the top decision makers in the hottest markets.



SERIES PARTNERS INCLUDE

**NAPA**  
 North Adriatic Ports Association (NAPA)

**IAPH (International Association of Ports and Harbors)**

**AIRPORTS COMPANY SOUTH AFRICA**  
 Airports Company of South Africa

**Qingdao Dongjiakou Harbor Authority**

**Maputo Corridor Logistics Initiative (Mozambique)**

**Civil Aviation Authority of Vietnam**

**Directorate General of Sea Transportation, Ministry of Transport, Indonesia**

**IMMTA (International MultiModal Transport Association)**

**Saigon Port (Vietnam)**

**HNA Airport Group**

3<sup>rd</sup> ANNUAL PORT & RAILWAY EXPANSION SUMMIT

10-11 April 2014, Istanbul, Turkey



**Mr. Hayati Ozean**  
 Deputy Head of Ports  
 Department  
 Directorate General Turkish  
 State Railways - TCDD



**Mr. Dmitriy Goncharov**  
 Head Strategic Planning &  
 Investment  
 SE "Ukraine Sea Port  
 Authority"



**Ms. Anna Kodysova**  
 Head of SZDC International  
 Department  
 Czech Railway Infrastructure  
 Administration (SZDC)



**Mr. Joop Mijland**  
 Vice President, Global  
 Intermodal  
 CMA CGM



**Mr. Vojko Kocijan**  
 Head of Department, EU  
 Projects & International  
 Cooperation  
 Port of Rijeka Authority

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**KEYNOTE SPEAKERS**  
 Hear from the experts and learn about how the industry is expanding and how you can make your mark.



**PANEL DISCUSSIONS**  
 Hear from the experts and raise questions to them regarding your specific needs.



**ONE-TO-ONE BUSINESS MEETINGS**  
 The objective for you to attend our conferences is to meet prospects and create initial contact, or develop an existing lead. We provide you your own table where you can welcome your clients and do business!



**NETWORKING TEA BREAKS**  
 Network with executives in a relaxed environment.



**LEISURE ACTIVITIES**  
 Solidify your new business relationships in a more relaxed environment.



**PRIOR NOTIFICATION OF ATTENDEES**  
 Receive attendee information a week prior to the event.

2<sup>nd</sup> AFRICA PORT & RAIL SUMMIT  
 December 2-3, 2015  
 Dar es Salaam, Tanzania

### VIP REGISTRATION

1 DELEGATE	750 USD
2 DELEGATES	1,250 USD
3 DELEGATES	1,500 USD

### NOTES

### REGISTRATION INCLUDE

- ▶ Access to the entire 2-day conference
- ▶ Access to select meetings with your peers in separate rooms
- ▶ Five-Star conference hotel providing morning tea, afternoon lunch and refreshments
- ▶ Participation in all activities & networking sessions
- ▶ A documentation package together with a CD-Rom containing all speeches will be handed out to you at the end of the event.
- ▶ During the meeting, you will get a complete list of participants, including names and job titles

### ASSISTANCE

#### HOTEL ROOM ACCOMMODATION

Get access to our preferential rates for room and Airport pick-up. Tick for more information...

Event Code

### DELEGATE & COMPANY INFORMATION

Please Send The Completed Form To

Name	Phone	Nature of Business
Job Title	Mobile	Date
Email	Address	Signature
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Name	Job Title	Mobile
Email		
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### PAYMENT METHODE & DETAILS

**CREDIT CARD** Please Debit My:        

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- ▶ Please provide a scanned copy of the credit card (front and back) in order for us to process payment.
- ▶ All credit card payments will be charged in RMB.
- ▶ All bank charges for international transactions are to be paid by the client. Receiver should receive agreement amount NET in the bank account

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**CANCELLATION & SUBSTITUTIONS** ▶ Payment must be received prior to the conference date. We reserve the right to refuse admission if payment is not received on time. ▶ Fees are in inclusive of event materials and refreshments, does not include accommodation.

▶ Due to limited conference space, we advise early registration to avoid disappointment.  
 A 50% cancellation fee will be charged under the terms outlined here:▶ Cancellation/Substitution: Provided the total fee has been paid, substitutions at no extra charge up to 5 days before the event are allowed. Substitutions between 5 days and the date of the event will be allowed subject to an administration fee of equal to 10% of the total fee that is to be transferred. Otherwise all bookings carry a 50% cancellation liability immediately after a signed sales contract has been received by Lnoppen (as defined above) Cancellations must be received in writing by mail or fax, six (6) weeks before the conference is to be held, in order to obtain a full credit for any future Lnoppen conference. Thereafter, the full conference fee is payable and is non-refundable. The service charge is completely non-refundable and non-creditable. Payment terms are five days and payment must be made prior to the start of the conference. Non-payment or non-attendance does not constitute cancellation. By signing this contract, the client agrees that in case of dispute or cancellation of this contract that Lnoppen will not be able to mitigate its losses for any less than 50% of the total contract value. If, for any reason, Lnoppen decides to cancel or postpone this conference, Lnoppen is not responsible for covering airfare, hotel, or other travel costs incurred by clients. The conference fee will not be refunded, but can be credited to a future conference. Event content is subject to change without notice.  
 ▶ Copyright etc: All intellectual property rights in all materials produced or distributed by Lnoppen in connection with this event is expressly reserved and any unauthorized duplication, publication or distribution is prohibited. Important note: While every reasonable effort will be made to adhere to the advertised package, Lnoppen reserves the right to change event dates, sites or location or omit event features, or merge the event with another event, as it deems necessary without penalty and in such situations no refunds, part refunds or alternative offers shall be made. In the event that Lnoppen permanently cancels the event for any reason whatsoever, (including, but not limited to any force majeure occurrence) and provided that the event is not postponed to a later date nor is merged with another event, the Client shall receive a credit note for the amount that the Client has paid to such permanently cancelled event, valid for up to one year to be used at another Lnoppen event. No refunds, part refunds or alternative offers shall be made.  
 ▶ Governing law: This Agreement shall be governed and construed in accordance with the law of Belgium and the parties submit to the exclusive jurisdiction of courts in Belgium. However Lnoppen only is entitled to waive this right and submit to the jurisdiction of the courts in which the Client's office is located.



www.lnoppen.com



For further information:

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Lnoppen is a leading international company facilitating business across Asia, Europe, and Africa. Driven by the desire for excellence and supported by an unparalleled understanding of the Asian, European, and African markets, Lnoppen has delivered exceptional events, assisted new market entries and established government relations since 1998. Our top-level business connections paired with our close relations to the many levels of government have given Lnoppen an edge on the marketplace our competitors just can not match.

With offices in China, India, Philippines and Belgium, Lnoppen offers reputable, reliable services and a large range of deliverables to help your company successfully meet its goals.



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