

# ASEAN PORTS AND SHIPPING

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InterContinental Kuala Lumpur, Malaysia  
Monday 28 February to Wednesday 2 March 2022

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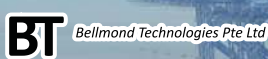
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**Cultivating Adaptability and Resilience in the Maritime Industry**

## HIGHLIGHTED TOPICS

- Reviewing Movement of International Trade and Container Throughputs in ASEAN Countries
- Global Trading Trends in the Region
- Movement in Reefer Shipping Market in ASEAN countries
- Risks and Returns of Sustainable Development Initiatives
- Substantial Infrastructure Investment Opportunities in the Region
- Financial Resilience in The Face of Covid Challenges
- Government and Private Options of Green Financing
- Port Investment Strategies Under Uncertainty

**For more Information or to Register**

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Website: [www.transportevents.com](http://www.transportevents.com)

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**(PORT KLANG AUTHORITY)**  
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Jalan Pelabuhan Utara,  
42005 Pelabuhan Klang  
SELANGOR DARUL EHSAN, MALAYSIA.

Tel: 603-3168 8211  
Fax: 603-3168 9117  
603-3168 8228  
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Email: [onestopagency@pka.gov.my](mailto:onestopagency@pka.gov.my)

**MS ISO 9001 : 2015 REG.NO: AR3579**

Ruj. Tuan: LPK:JKK/500-5/5/2(13)

Ruj. Kami: 20 January 2022

Tarikh :

Dear Valued Colleagues,

ASEAN Ports and Shipping continues to be the biggest annual Container Ports, Shipping and Transport Logistics Exhibition and Conference in the ASEAN region now in its 19th successful year.

The 19th ASEAN Ports and Shipping 2022 Exhibition and Conference will take place In Person in Malaysia at the luxurious 5 star InterContinental Hotel Kuala Lumpur from Monday 28 February to Wednesday 2 March 2022 in a safe and professional 5 star hotel environment.

The event will be hosted by **Port Klang Authority**.

A two days Conference Programme will feature **25** world-class transport and logistics conference speakers addressing global and regional issues concerning trade and investment attended by a gathering of **150** senior government officials, industry principals, decision makers, academics, harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region's leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the ASEAN region.

There will be the commercial opportunity for **30** exhibitors and sponsors to network safely In Person with the decision-making delegates at this major annual international maritime transport Exhibition and Conference trade event for the ASEAN region.

Reserve your first choice of exhibition stand on the Exhibition Floorplan and register a conference delegation.

We look forward to welcoming you In Person to the biggest annual Container Ports, Shipping and Transport Logistics Exhibition and Conference in the ASEAN region taking place in Malaysia at the luxurious 5 star InterContinental Hotel Kuala Lumpur from Monday 28 February to Wednesday 2 March 2022 in a safe and professional 5 star hotel environment.

Yours sincerely,

**CAPT. K. SUBRAMANIAM**  
General Manager  
Port Klang Authority

# Meet The Speakers

InterContinental Kuala Lumpur, Malaysia  
Monday 28 February to Wednesday 2 March 2022



**Reshma Yousuf**  
CMILT, Director, CLLB Sdn Bhd, Malaysia

Reshma Yousuf, Founder and CEO, CLLB (Centre for Logistics Leadership in Business), Malaysia. She has more than 20 years' experience in the integrated logistics industry as a service provider, user, trainer and consultant, and is an accomplished and experienced moderator. She is a Chartered Member of CILT and has also obtained corporate affiliation between CLLB and CILT. Reshma is currently a council member of the Institute in Malaysia.



**Anthonie Versluis**  
Senior Advisor Maritime, Roland Berger, Malaysia

Anthonie Versluis has more than 30 years of professional experience, most of which he spent in consulting for the ports and maritime sectors around the world. He has managed hundreds of port projects covering all aspects of port development including strategy, planning, construction, operations and performance. Anthonie is currently global senior advisor for the maritime sector for Roland Berger and advisor to several global port operators. He holds degrees in mechanical and industrial engineering, and in industrial management from Dutch universities.



**Gaurav Sharma**  
Group Chief Information Officer at MMC Ports, Malaysia

Gaurav Sharma holds the position of Chief Information Officer at MMC Port Holdings, Malaysia, since 1st June 2020. Prior to joining MMC Ports, he was heading the Information Technology Division at Port of Tanjung Pelepas, where he was instrumental in implementing various long-term strategic transformation projects. His vast experience includes leading various technology projects in Americas, Europe, Middle East and Asia. Gaurav has over 27 years' experience in diverse business environments – Information Technology and earlier maritime sailing (Ship Masters License) with APL/NOL Shipping Group, Singapore. He graduated with Bachelor of Business Administration degree, from India and completed his post-graduation in General Management & Leadership from INSEAD Business School - France/Singapore. He is a certified PMP® (Project Management Professional) from PMI USA, Certified Digital Transformation Professional and Agile Project Management Practitioner.



**Leonard Anilaputra Eggert**  
CFA, Vice President, Infrastructure, KfW IPEX-Bank GmbH, Singapore

Leonard is a Vice President at KfW IPEX-Bank, a German specialist financier with a dedicated team for ports offering funding for upcoming expansions and capital expenditures. KfW Group ("KfW") is among the three largest banks in Germany with total assets of EUR 546bn (as of 31/12/2020) and is fully owned by the Federal Republic of Germany and the sixteen Federal States. It enjoys an outstanding rating of AAA/Aaa. As a 100% subsidiary of KfW, KfW IPEX-Bank specializes in project and export finance worldwide and has a loan portfolio of approx. EUR 67bn (as of 31/12/2020). With a dedicated team for port financing that was set up over 20 years ago, KfW IPEX-Bank has successfully financed more than 35 ports across 5 continents. Based in Singapore, Leonard is responsible for originating large-scale infrastructure transactions in Asia-Pacific for KfW IPEX-Bank. Born to German-Indonesian parents, he possesses more than a decade of finance/banking experience, thereof 8 years in Asia. Prior to KfW, Leonard built up and headed the representative office of another German bank in Indonesia from 2019 until 2021. He is a CFA charterholder and holds an MSc in Finance from Lancaster University with Distinction.



**Faizel Adham Sohari**  
Chief Business Officer, EXIM Bank, Malaysia

Faizel has more than 25 years experience in the fields of Corporate and Investment Banking, Project Financing and Capital Markets exercises and transactions. Prior to joining EXIM Bank, he ran his own financial advisory and consultancy outfit. He has also worked with RHB Investment Bank, Aseam Bankers (now known as Maybank Investment Bank), Celcom Berhad and Telekom Malaysia Berhad.



**Sandro Chu**  
Senior Claims Executive, TTClub, Hong Kong

Sandro is Senior Claims Executive in the Hong Kong office mainly handling claims for the South-East Asian and Hong Kong members. Before joining TT Club, he worked in the Trade Finance Department in Bank of America as Bills Specialist. Sandro has obtained a B.A.(Hon) in International Business Studies from City University of Hong Kong and is studying for a diploma in insurance. Sandro speaks English, Mandarin and Cantonese.



**Siti Noraishah Azizan**  
General Manager, Sabah Ports Sdn. Bhd., Malaysia

Siti Noraishah Azizan has been in the Port industry for over 20 years and currently the General Manager of Sabah Ports Sdn Bhd. Holds an MBA in Shipping & Logistics, Middlesex University London and a Chartered Member in Logistics & Transport. She is also Chairperson of the International Association of Ports and Harbours (IAPH) Women's Forum since 2015.





**Dato Dr. Ir. Andy K. H. Seo**  
Chairman, MNSC and FMM Council Member, Malaysia

*Dato' Dr. Ir. Andy Seo is a Council Member of the Federation of Malaysian Manufacturers (FMM) and Chairman the FMM Logistics Committee. He is the Chairman of the Malaysian National Shippers' Council. He is the Co-Chair of PEMUDAH with the Chief Secretary of the Government of Malaysia, (the Special Task Force to Improve the Government Delivery System). He serves as Chairman, Senior Advisor and Directors in various organisations. His involvement is with various MNCs in Malaysia, Indonesia and Asia South in various Senior Management and Directors' position in the metalworking machine tools, electrical engineering, lifts & escalators, rubber gloves industries, corrosion protection, properties and TVET education. He is a Senior Partner providing consultancies which specialises in profit improvements and turnaround management in the manufacturing industry. He graduated in HND Production Engineering from the Hatfield Polytechnic, Hertfordshire, UK. He was admitted ad eundem as an Associate of the University of Hertfordshire, UK. He is a Fellow of the Academy of Sciences Malaysia (ASM). He has also obtained a MBA in General Management from the University of Hull, UK. Attended the London Business School on Strategic Management. Also attended IMD, Switzerland on "Change Management". He received an Honorary Doctor of Science (DSc.) from the University of Hertfordshire, UK and an Honorary Fellow of the ASEAN Fellow Engineers Organisation. He is also a Registered Professional Engineer in Mechanical Engineering in Malaysia. He is a Fellow of the Institution of Engineers Malaysia, a Fellow of the Institution of Engineering and Technology (FIET), UK, and a member of the Malaysian Institute of Management.*



**Ravindra Sahu**  
Managing Director, CMA-CGM, Malaysia

*Ravindra Sahu is Managing Director of CMA CGM Malaysia, Singapore and Brunei. He is responsible for key business strategies and revenue growth of the three countries. Mr Sahu joined the CMA CGM Group in 2008 as Logistics Manager based in Mumbai, India. Prior to his current appointment, he was the Deputy Managing Director at CMA CGM India, overseeing the development of the business in all aspects such as operations, commercial, network, and more. Mr Sahu started his shipping career at P&O Nedlloyd and has now amassed close to 20 years of experience in the industry. He graduated from University in Mumbai with a Master's Degree in Finance in 2008.*



**Marco Neelsen**  
Chief Executive Officer, Port of Tanjung Pelepas, Malaysia

*Marco Neelsen joined PTP as Chief Executive Officer on 7th November 2016. A certified and trained navigational officer, Marco holds a bachelor's degree in Maritime Transport and a Master Mariner License from Germany. Prior to joining PTP, Marco Neelsen was the CEO of Buss Port Logistics GmbH & Co. KG in Hamburg, Germany where he was responsible in leading a portfolio of 12 multipurpose and offshore terminals in Germany, Netherlands and Turkey. His wide-ranging experience also covers various port operations and top-level management position within APM Terminals, having spent more than 10 years in various ports in Middle East like Salalah (Oman), Aqaba (Jordan), Saudi-Arabia and Bahrain as well as a stint in Lagos (Nigeria). With more than 20 years experience in the Maritime Industry, predominantly in Ports within Europe and Asia and more than 12 years in Business Leadership roles, Marco Neelsen is set to bring PTP forward.*



**Ajay Bharadwaj**  
Sr. Director, Product Management, Navis, United States of America

*Ajay Bharadwaj is responsible for Navis's cloud initiatives and SaaS application offerings. Ajay brings expertise in launching products to cloud environments, security, and pricing and licensing models. Prior to joining Navis, Ajay held leadership positions in product management across Enterprises in the Networking and Security domains. Ajay has a BS & MS in Computer Science. He also holds a MBA degree from the University of California, Los Angeles.*



**Brian Swan**  
Managing Director, Bellmond Technologies, Singapore

*Currently partner in and Managing Director of Bellmond Technologies in Singapore, responsible for engineering consultancy, sales and after-sales of various mechanical and electrical component manufacturers, also for all P&L, Balance Sheet, Cost Control, IT and Marketing activities. Moved to Hong Kong in 1994 from Scotland starting as a Mechanical Design Engineer in a consumer electronics company before joining Cavotec in 1996 and staying in the Material Handling Equipment and Component business ever since. Independent, conscientious, organised and forward thinking I provide my best possible support to both partners and customers. In charge of employees, departments and/or companies since starting full time employment he has the necessary experience and management skills to achieve results.*



**Daiel Hoffmans**  
Global Sales Director, Dellner Bubenzer, Germany

*Daiel Hoffmans studied at the University of Rijswijk and has a Bachelor degree for Engineering. He has served in several management positions in the past. He recently joined Dellner Bubenzer GmbH where he's the Regional Sales Director & Global Sales Director Mining.*



**Xiaowei Jiang**  
Key Account Manager, Vahle, Singapore

*Jiang Xiaowei is working for VAHLE Electrification Systems since 2011 and is responsible for the regional sales and projects in the business unit port technology since beginning 2013 for the south east asia region. He studied mechanical engineering in Germany from 2005-2010 and starts his carrier by Vahle Shanghai in 2011. As he participated the commissioning for the ERTG, he decided to join the Port Business Unit since 2012 and company allocated him in 2013 for in charging of sales for south east asia. The latest project is Thailand HPH Laemchabang with fully automated ERTG.*



# Meet The Speakers

InterContinental Kuala Lumpur, Malaysia  
Monday 28 February to Wednesday 2 March 2022



**Peter Thomas**  
General Manager - South East Asia, Conductix-Wampfler, Malaysia

Peter has over 20 years of experience within the material handling, ports, and equipment electrification industry, with a focus on the convergence of Heavy Machinery and technology, and a passion for green technology that is accessible and affordable. Currently, Peter serves in a leadership role with Conductix-Wampfler for the South East Asia Division.



**Thore Kollmorgen**  
General Manager, ShibataFenderTeam, Malaysia



**Kaldip Singh Rayappan**  
Bromma, Area Sales Manager, Malaysia

Kaldip Singh joined Bromma in Aug 2018 as Regional Sales Manager. Prior to joining Bromma, he was Project Manager for CAD handling project on LCS equipment. Kaldip Singh has more than 10 years' experience in maintenance & repair, engineering project management, procurement, logistics and workshop management. Kaldip Singh serves as mentors to graduate engineering students and junior engineers on pro bono basis.



**Dato' Azman Shah Mohd Yusof**  
Chief Executive Officer, Northport (Malaysia) Bhd, Malaysia

Dato' Azman Shah Mohd Yusof joined the MMC Port Holdings Sdn Bhd on 2 November 2015 and was assigned to NCB Holdings Berhad and Northport (Malaysia) Bhd as the Executive Director. He was later appointed as the Chief Executive Officer of Northport (Malaysia) Bhd on 16 February 2016. Dato' Azman started his career with Bank Negara Malaysia in 1992. He served the Government of Malaysia for more than 10 years, holding various positions in Bank Negara Malaysia, Pengurusan Danaharta Nasional Berhad and Corporate Debt Restructuring Committee. Dato' Azman holds a Bachelor of Economics from the London School of Economics (LSE), United Kingdom. He also attended the "Macroeconomic Policy and Management" Executive Program at the Harvard University, USA.



**Vijaya Kumar**  
General Manager, Marketing and Conventional, Westports Holdings, Malaysia

Vijaya Kumar joined the Westports Group in January 2000 as Gate Operations Executive and has since served under various departments such as gate, vessel operations and terminal planning before assuming his current position as the General Manager, Marketing and Conventional in January 2008. He is currently responsible for marketing activities to meet the Group's volume projections, grow regional feeder services, encourage logistics businesses to use the terminal more, and lead customer services initiatives. He is also responsible for the Customer Service IT team, which focusses on improving customers' experience using the E-Terminal Plus customer portal. Having served under a few Port Klang Authority ("PKA") and the Ministry of Transport Task Forces, he is also well-versed in the overall logistics industry matters.



**Dato' Sasedharan Vasudevan**  
Chief Executive Officer, Penang Port, Malaysia

Dato' Sasedharan Vasudevan was appointed Chief Executive Officer of Penang Port Sdn Bhd on 18 January, 2018. He has over 26 years of experience in the port, shipping and logistics industry both locally and abroad. He began his career with Coopers and Lybrand in 1989 and joined Konsortium Logistik Berhad in 1991. After a six-year stint, he joined Port Tanjung Pelepas as a Marketing Executive working his way up to General Manager of Terminal Operations. He embarked on his international experience in 2005 when he joined APM Terminals in India where he was the General Manager of Container Terminal Operations. He joined Dubai Ports World Terminal where he was stationed in Indonesia followed by Philippines. In 2014, he came back to Port of Tanjung Pelepas as Chief Commercial Officer, before moving to Penang Port in 2016 where he assumed the position of Chief Operating Officer and later promoted to Chief Executive Officer.

**Monday 28 February 2022**

## TECHNICAL SITE VISIT

8 30am	Delegate Registration at the Event Registration Desk Located at the Lobby of InterContinental Hotel Kuala Lumpur
9am	Transport Departs From InterContinental Hotel Kuala Lumpur to Port Klang
10am	Northport
11 30am	PKFZ
12 15pm	Westport
12 30pm	Tower Block
1pm	Lunch Hosted by Port Klang Authority
2pm	Transport departs to InterContinental Hotel Kuala Lumpur
3pm	Arrival at the lobby of InterContinental Hotel Kuala Lumpur (approx.)

**7 30pm to 9pm** Networking Welcome Reception for All Registered Participants Generously Hosted by Port Klang Authority at InterContinental Hotel Kuala Lumpur. Smart Casual Attire.

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**Tuesday 1 March 2022**

**8 30am** Conference Delegates' Registration and Refreshments Served in the Exhibition

Sponsored by 

## OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle, FCILT, Managing Director, Transport Events Management, Malaysia
9 05am	Welcome Remarks YBhg. Datuk Chong Sin Woon, Chairman, Port Klang Authority, Malaysia
9 15am	Ministerial Keynote Address YB Datuk Seri Ir. Dr. Wee Ka Siong, Minister of Transport, Ministry of Transport, Malaysia
9 30am	Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments

Sponsored by 

## SESSION 1 Reviewing International Trade and Container Throughputs in ASEAN Countries

Sponsored by 

10 30am	Conference Moderator's Opening Remarks Reshma Yousuf, CMILT, Director, CLLB Sdn Bhd, Malaysia
10 30am	Maritime and Container Trade in ASEAN – Trends and Outlook Anthonie Versluis, Senior Advisor Maritime, Roland Berger, Malaysia
11am	MMC Ports - Digital Transformation and Way Forward Gaurav Sharma, Group Chief Information Officer at MMC Ports, Malaysia

## SESSION 2 Substantial Infrastructure Investment Opportunities in the Region

Sponsored by 

11 30am	Export Financing for Port Projects Leonard Anilaputra Eggert, CFA, Vice President, Infrastructure, KfW IPEX-Bank GmbH, Singapore
12pm	Delivering Effective Financing Solutions for Cross-border Ventures Faidzel Adham Sohari, Chief Business Officer, EXIM Bank, Malaysia
12 30pm	Bulk Liquid Terminals – Risk Workshop Sandro Chu, Senior Claims Executive, TTClub, Hong Kong (on demand)
12 40pm	Questions And Answers Followed by Conference Delegates Networking Lunch

## SESSION 3 Refining the Role of Supply Chain and Logistics Network for Port Competitiveness

Sponsored by 

2pm	The Role of The Chartered Institute of Logistics and Transport Malaysia in Supporting the Logistics and Transport Industry Dato Dr. Mohamed Amin bin Mohamed Kassim, Chairman, The Chartered Institute of Logistics and Transport Malaysia (CILTM) Selangor Section, Malaysia
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## Supporting Trade Organisations



# Cultivating Adaptability and Resilience in the Maritime Industry

- 2 30pm** The Role of Sapangar Bay Container Port for BIMP – EAGA  
Siti Noraishah Azizan, General Manager, Sabah Ports Sdn. Bhd., Malaysia
- 3pm** Questions And Answers Followed by Conference Delegates Refreshments Served in The Exhibition
- 4pm** MNSC's Shippers' Guide to Logistics and Related Service Providers in Malaysia  
Dato Dr. Ir Andy K. H. Seo, Chairman, MNSC and FMM Council Member, Malaysia
- 4 10pm** Key Considerations and Challenges in Shipping and Supply Chain  
Ravindra Sahu, Managing Director, CMA-CGM, Malaysia
- 4 40pm** Questions and Answers Followed by Conference Moderator's Closing Remarks
- 7 30pm - 9 30pm** Networking Welcome Dinner for All Registered Participants Generously Hosted by Port Klang Authority at InterContinental Hotel Kuala Lumpur. Smart Casual Attire.

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## Wednesday 2 March 2022

- 8 30am** Conference Delegates' Registration And Refreshments Served in The Exhibition

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### SESSION 4 Digitalization: Leveraging to Optimal Advantage

Sponsored by 

- 9am** Conference Moderator's Opening Remarks  
Anthonie Versluis, Senior Advisor Maritime, Roland Berger, Malaysia
- 9am** ASEAN Ports: Evolution on Digitalization and Transformation in Technology for a Competitive Edge  
Marco Neelsen, Chief Executive Officer, Port of Tanjung Pelepas, Malaysia
- 9 25am** Building Terminal Efficiencies With Cloud  
Ajay Bhardwaj, Sr. Director, Product Management, Navis, United States of America (on demand)
- 9 35am** Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition

Sponsored by 

### SESSION 5 The Past, Present and Future of Automation in ASEAN Container Terminals

Sponsored by   

- 10 35am** Product and Engineering Solutions for Power Transmission, Sensing and Safety  
Brian Swan, Managing Director, Bellmond Technologies, Singapore (on demand)
- 10 45am** Industrial Revolution for Industrial Brake Services  
Daiel Hoffmans, Global Sales Director, Dellner Bubenzer, Germany
- 11 10am** Container Terminal Automation - The Step-by-Step Approach  
Xiaowei Jiang, Key Account Manager, Vahle, Singapore
- 11 35am** Systems for Energy and Data Transmission  
Peter Thomas, General Manager - South East Asia, Conductix-Wampfler, Malaysia
- 12pm** Customized Rubber Fender Solutions  
Thore Kollmorgen, General Manager, ShibataFenderTeam, Malaysia
- 12 25pm** Go Green - Spreaders for the Future  
Kaldip Singh Rayappan, Bromma, Area Sales Manager, Malaysia
- 12 50pm** Questions and Answers Followed by Conference Delegates Networking Lunch

### SESSION 6 ASEAN Ports and Terminals Perspective on Trends and Forecasts

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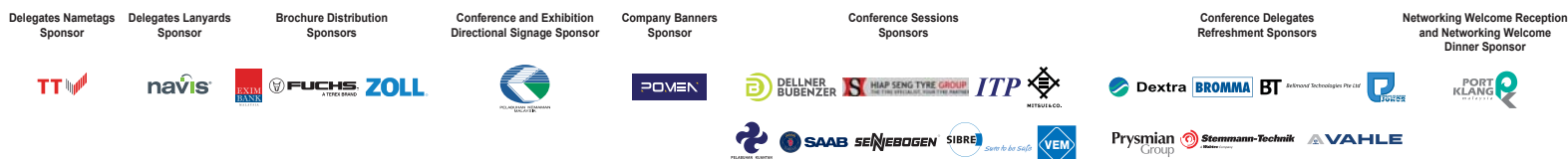
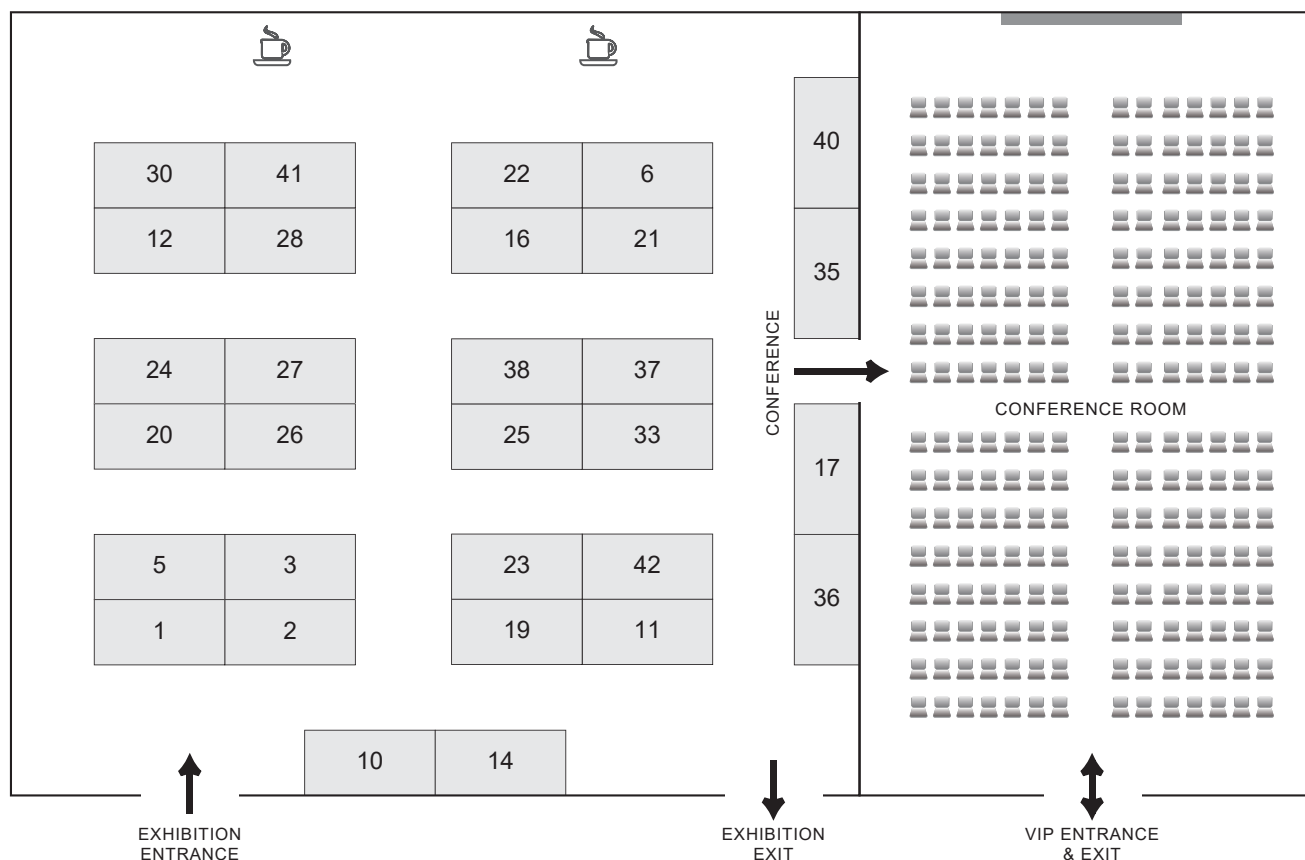
- 2pm** Northport's Journey Towards Becoming a Safer, Greener, Smarter and Better Port  
Dato' Azman Shah Mohd Yusof, Chief Executive Officer, Northport (Malaysia) Bhd, Malaysia
- 2 30pm** Container Port-Cargo Handling: Demand and Capacity of Rising Utilisation  
Vijaya Kumar, General Manager, Marketing and Conventional, Westports Holdings, Malaysia
- 3pm** Penang Port: The Northern Shipping and Transshipment Focal Point  
Dato' Sasedharan Vasudevan, Chief Executive Officer, Penang Port, Malaysia
- 3 30pm** Questions and Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Networking Refreshments Served in the Exhibition

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## Supporting Media







## STAND ALLOCATION (updated on 22 / 2 / 2022)

41 Bellmond Technologies	35 Port of Tanjung Pelepas
21 Bromma	40 Port of Tanjung Pelepas
23 Conductix-Wampfler	41 Prysmian Group
42 Conductix-Wampfler	37 Saab
16 Dellner Bubenzer	11 Sabah Ports
38 Dextra Manufacturing	11 Sabah Ports Authority
19 Exim Bank	28 Sennebogen
28 Hiap Seng Tyre	6 Sibire
12 IT Portlink	10 Stemmann-Technik
35 Johor Port Authority	14 Stemmann-Technik
40 Johor Port Authority	11 Suria Capital Holdings
35 Johor Port Berhad	17 TEREX-FUCHS
40 Johor Port Berhad	24 The Chartered Institute of Logistics and Transport in Malaysia (CILTM)
26 Kemaman Port Authority	27 The Chartered Institute of Logistics and Transport in Malaysia (CILTM)
20 Kuantan Port Authority	22 Vahle
35 Malaysia's Southern Gateway	25 VEM Motors
40 Malaysia's Southern Gateway	33 VEM Motors
12 Mitsui	5 Westports Malaysia
3 Northport Malaysia	36 ZOLL Medical Malaysia
30 POMEN.IO	
1 Port Klang Authority	
2 Port Klang Free Zone	

## EXHIBITION STAND PACKAGE

### 4 x 2 Square Metre Stands Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is MYR 45,000
- There is a Registration And Administration Fee of MYR 2,477
- There are Multiple Events Booking Discounts

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# SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **ASEAN Ports and Shipping 2022 Malaysia Exhibition and Conference** will benefit from international publicity offered by sponsorship. As an Official Sponsor, your company's latest full colour corporate logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All digital media event promotion
- All social media
- All international event advertising, direct mail and public relations
- The official ASEAN Ports and Shipping 2022 Malaysia Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- 3 **Free of Charge** Conference Delegate Registrations worth MYR 22,437

## Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company's colour logo will be exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is MYR 44,500 including all production costs. This does not include nametag sponsorship.

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## Delegates Nametags Sponsorship

All event participants are given an identification name tag to wear throughout the two days of the event. Your company's latest full colour corporate logo exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is MYR 44,500 including all production costs. This does not include lanyard sponsorship.

Sponsored by **TT**

## Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure. Your company has the opportunity to display promotional literature and posters in the delegates' dining room as well as words of welcome before the start of the lunch, plus a VIP lunch area for up to eight of your VIP clients or partners. Exclusive lunch sponsorship per day is MYR 44,500.

Tuesday 1 March 2022

Wednesday 2 March 2022

## Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is MYR 34,495.

## Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is MYR 34,495.

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## Company Banners

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is MYR 34,495 per 3 banners.

Sponsored by **POMEN**

## Technical Site Visit Transportation Sponsorship

The Technical Site Visit take place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is MYR 34,495.

## Conference Sessions Sponsorship

An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a conference session. Cost is MYR 34,495 per Conference Session Sponsorship.

Session 1  **SIBRE**  
*Sure to be Safe*  
Singerland Bremen

Session 2  **DELLNER BUBENZER**

Session 3 

Session 4 

Session 5  **HIAP SENG TYRE GROUP**  
THE TYRE SPECIALIST, YOUR TYRE PARTNER

 **ITP**  
MITSUBISHI & CO.

Session 6  **SAAB**

## Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's latest full colour corporate logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is MYR 34,495.

Break 1 

Break 2 **Prysmian BT**  
Bellmond Technologies Pte Ltd

Break 3  **VAHLE**

Break 4  **Stemmann-Technik**  
A Webtec Company

Break 5  **Dextra**

Break 6  **BROMMA**

## Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is MYR 19,486.

Sponsored by  **EXIM BANK**  
MALAYSIA

 **FUCHS**  
A TEREX BRAND

 **ZOLL**

## Conference Speaker's Sponsorship

- Perfect for companies who wish to be guaranteed a speaker in the conference; have their company branded before and during the event in a highly visible way and have three free delegates without taking an exhibition stand
- Conference Speaker Guaranteed in a Session Related to the Speaker's Topic
- Branding of sponsor's latest full colour logo as a Principal Sponsor on all event marketing materials distributed worldwide and all event social media
- Branding of sponsor's latest full colour logo as a Principal Sponsor on event materials on site throughout the three days of the event
- Three conference delegate registrations for the sponsor's management or VIP clients to attend the event completely free of charge compliments of the sponsor
- Cost MYR 19,486

## Networking Welcome Reception – Monday 28 February 2022

The Networking Welcome Reception is the first of two social highlights of the whole event. All participants enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed sociable evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Sponsored by 

## Networking Welcome Dinner – Tuesday 1 March 2022

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Sponsored by 

## REGISTRATION INFORMATION

To Participate in **ASEAN Ports and Shipping 2022** You Need to Register as an **Exhibitor, Conference Delegate, Event Sponsor or Exhibition Visitor.**

**Conference Delegates Receive:** Competitive Hotel Rates • Technical Site Visit • Networking Welcome Reception • Conference Refreshment Breaks And Lunches • Exhibition And Conference Access • Networking Welcome Dinner • A Full Set of Conference Presentations • Official Colour Photographs From The Event • List of Participants

**Exhibition Visitors Receive:** Access to Exhibition Only

## CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Email This Form or Register Online at [www.transportevents.com](http://www.transportevents.com)  
Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Email to: [alin@transportevents.com](mailto:alin@transportevents.com)

### Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on **Monday 28 February 2022**. Registration For The Site Visit Will Not be Accepted Without Receipt of a Black And White Copy of The ID Page of Your Passport or Local ID, Visa Copy if Available and Photo ID Proof/Company ID For Port Security Check in Advance. Please Email to: [amelia@transportevents.com](mailto:amelia@transportevents.com)

☐ I Wish to Attend The Networking Welcome Reception on **Monday 28 February 2022**

☐ I Wish to Attend The Networking Welcome Dinner on **Tuesday 1 March 2022**

Name: \_\_\_\_\_ 24 / 2 / 2022

Position: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

## INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Friday 28 January 2022**: The 'Early Bird' Conference Delegate Registration is MYR 6,479  
Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Saturday 29 January 2022**: The Regular Conference Delegate Registration is MYR 7,479  
Special Offer - 3 Delegates For The Price of 2 in This Category
- One Day Conference Delegate Registration is MYR 4,978
- No Delegate Registration Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment at [www.transportevents.com](http://www.transportevents.com)  
Please Follow The Instructions on Our Registration Page.

☐ Telegraphic Transfer - Complete The Registration Details on This Page And Email to: [alin@transportevents.com](mailto:alin@transportevents.com) For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. Transmitting Bank Charges Must be Paid by The Sender.

☐ I Have Transferred MYR 7,479 / MYR 6,479 / MYR 4,978 (Circle Correct Amount) Per Delegate to HSBC

**Malaysian Ringgit (MYR) Bank Transfer to:**  
**Account Name:** Transport Events Management Sdn Bhd  
**Account Number:** 352 - 229157 - 101  
**Beneficiary Bank:** HSBC Bank Malaysia Berhad  
**Bank Address:** Unit 2A & 2A-A, Jalan USJ 10/1B, 47620 Subang Jaya, Selangor Darul Ehsan, Malaysia  
**Swift Code:** HBMBMYKL

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.

TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

ALL PRICES EXCLUDE 6% SALES AND SERVICE TAX "SST".

## LOCAL DELEGATE REGISTRATIONS

For Nationals, Citizens And Residents of Malaysia, The Conference Delegate Registration is MYR 3,477.

- On or Before **Friday 28 January 2022**: The 'Early Bird' Conference Delegate Registration is MYR 2,977
- From **Saturday 29 January 2022**: The Regular Conference Delegate Registration is MYR 3,477
- Business / Photo ID is Required
- No Delegate Registration Accepted Without Full Remittance

☐ Credit Card - For Secure Online Registration And Payment Via PayPal at [www.transportevents.com](http://www.transportevents.com)  
Follow The Instructions on Our Registration Page.

☐ I Have Transferred MYR 2,977 Per Delegate to HSBC

☐ I Have Transferred MYR 3,477 Per Delegate to HSBC

**Malaysian Ringgit (MYR) Bank Transfer to:**  
**Account Name:** Transport Events Management Sdn Bhd  
**Account Number:** 352 - 229157 - 101  
**Beneficiary Bank:** HSBC Bank Malaysia Berhad  
**Bank Address:** Unit 2A & 2A-A, Jalan USJ 10/1B, 47620 Subang Jaya, Selangor Darul Ehsan, Malaysia  
**Swift Code:** HBMBMYKL

Please Email a Copy of The Bank Deposit Receipt With Your Registration Form to:  
[alin@transportevents.com](mailto:alin@transportevents.com)

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.  
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.  
ALL PRICES EXCLUDE 6% SALES AND SERVICE TAX "SST".

## TERMS AND CONDITIONS

- No Delegate Registrations Will be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt of Your Registration Form And Full Payment, a Set of Delegate Information Documents Will be Emailed to You Including Your Receipt
- No Refunds Will be Given However, Substitutions Can be Made at Any Time
- Withholding Tax must not be deducted from the amount set out in this contract. If it is, the client agrees to pay the Organiser an amount equivalent to the amount of the Withholding Tax.
- Delegates Will Not be Admitted Unless Payment Has Been Received in Full in Advance
- Flights, Visa Arrangements, Airport Transfers And Accommodation Are Not Included in Your Delegate Registration Fee
- This Event Programme is Subject to Change Without Notice. E&O.E

I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Signed: \_\_\_\_\_

Dated: \_\_\_\_\_

## COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Management Sdn Bhd  
Tel: + 60 3 8023 5352  
[enquiries@transportevents.com](mailto:enquiries@transportevents.com)

  
**TRANSPORT EVENTS**  
Co. No. 200101025807 (561565-U)

[www.transportevents.com](http://www.transportevents.com)

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## EXHIBITION VISITORS ONLY

Registration to Visit The Trade Exhibition is Free of Charge And Should be Done During The Event On-Site at The Registration Desk

Exhibition Opening Times:

Tuesday 1 March 2022	9am to 5pm
Wednesday 2 March 2022	9am to 3 30pm

## OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is InterContinental Kuala Lumpur, Malaysia. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

InterContinental Kuala Lumpur  
165 Jalan Ampang  
50450 Kuala Lumpur  
Malaysia

 **INTERCONTINENTAL**  
KUALA LUMPUR

Contact Person  
Joann Joseph  
Director of Sales

Tel: +60 3 2782 6000  
Fax: +60 3 2161 1122  
Email: [Joann.Joseph@ihg.com](mailto:Joann.Joseph@ihg.com)  
Website: <http://kualalumpur.intercontinental.com>