

Mediterranean Ports and Shipping 2021

THE WESTIN VALENCIA, SPAIN
TUESDAY 5 TO THURSDAY 7 OCTOBER 2021

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- Technical Site Visit • Networking Welcome Reception • International Exhibition • International Conference •
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HIGHLIGHTED TOPICS

- Economic Overview And Recognising Favourable Market Conditions Current For Maritime Trade in The Mediterranean
- Overview of Global And Regional Economic Recovery
- Moving Towards Sustainable Port Development Planning in Creating a Green Supply Chain
- Encouraging Economic Growth by Leading The Role in Environment Protection
- Planning Port Infrastructure Projects With a Focus on Development of Hinterland Port Gateway Connectivity
- Unlocking PPP Port Development In Growing Economies
- Overview of Global Freight Movements, Anticipating Trade Growth And Reviewin Current Supply And Demand Fluctuations That Influences Overall Intermodal Connectivity
- Creating Smart Ports of The Future Through Port Technology, Digitalisation And Smart Port Integration
- Motorways of The Sea — How Mediterranean Ports Play a Significant Role in Improving Access to Markets Throughout Europe And in Creating an Efficient Regional Transportation Hub
- Improvements That Create a Modern And Efficient Regional Transportation Hub

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20 November 2019

Dear Valued Colleague,

Mediterranean Ports and Shipping 2021 Exhibition and Conference

Valencia, Spain
Tuesday 5 to Thursday 7 October 2021

To provide a networking opportunity between foreign and local investment in the Mediterranean region's maritime transport infrastructure, the **Port of Valencia** is delighted to host the Mediterranean Ports and Shipping 2021 Exhibition and Conference in Valencia from Tuesday 5 to Thursday 7 October 2021.

Holding this event in Valencia will encourage Mediterranean ports, shipping and transport logistics trade and investment in the region.

A two days Conference Programme will feature **30** world-class conference speakers addressing topical issues and challenges for the Mediterranean region's transportation and logistics infrastructure attended by a gathering of **300** senior executive 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 Mediterranean region.

There will be the commercial opportunity for a limited number of just **25** exhibitors and sponsors to network directly with delegates at this major annual international maritime transport Exhibition and Conference trade event for the Mediterranean region.

You are encouraged to reserve your first choice of exhibition stand from the exhibition floorplan and register a conference delegation while there is still availability!

We look forward to welcoming you to our beautiful country and to your participation at the Mediterranean Ports and Shipping 2021 Exhibition and Conference in Valencia from Tuesday 5 to Thursday 7 October 2021.

Yours sincerely,

Chairman & CEO



Christian Blauert

Global Direct Port and Terminal Development, Moffatt & Nichol, United Kingdom

Christian Blauert is the Global Director in Port and Terminal Development for Moffatt & Nichol. Christian has over 25 years of experience within the maritime industry with a strong focus on container terminal developments, terminal management, automation projects and management-strategy as well as business development. Christian joined Moffatt & Nichol having held various C-suite roles, including CEO, for global terminal operators. During his time working for terminal operators, Christian led the businesses through significant organic and inorganic growth including the addition of several new container and multi-cargo concessions and capital works developments; both brown and greenfield. In a project context, Christian is a specialist in terminal planning, operational excellence and supply-chain integration, drawing on significant experience working for a broad range of port and terminal operators internationally. Christian also draws on extensive experience in terminal automation, having personally implemented several automation projects at container terminals.



Irene Gonzalez Jauregui

Consultant, Royal HaskoningDHV, Spain

Ms. Irene Gonzalez holds a MSc Civil engineering and has 8 year's global experience in port and logistics across Spain, Middle East and Latin America. Irene joined RHDHV in 2018, after 3 years of port consultancy experience in the Spanish firm Idom Consulting. Areas of expertise include port strategy, commercial due diligences, market studies, port processes or cost evaluations; for different cargo types (containers, dry bulks, Ro-Ro, general cargo and passengers). Irene has worked in numerous projects for Spanish and Mediterranean ports, including Algeciras, Bilbao or Huelva ports.



Eva Pérez García

Director Port Planning and Management, Fundación Valenciaport, Spain

Eva María Pérez started her career at the Birmingham Business School (University of Birmingham), where she carried out projects in the field of industrial economics. From 2000 to 2004 she worked as Project Manager at the Institute of International Economics of the University of Valencia and in April 2004 she was hired as project manager by Fundación Valenciaport. She has worked for 20 years as researcher and manager of R&D&I projects in the fields of environmental sustainability of ports and shipping, net-zero strategic planning for ports, alternative fuels in the port-maritime-logistics sector, motorways of the sea, and feasibility analyses of transport infrastructure and service projects. She is the Innovation Promotion and Environmental Sustainability Director of the Fundación Valenciaport. She holds a degree in Business Administration and Management from the University of Granada (Spain) and has a Masters of Science in Business Research from the Birmingham Business School, University of Birmingham (UK). She has good command of methods to carry out strategic plans, financial feasibility analyses, cost-benefit analyses, forecasting techniques, econometrics and good analyst skills. She has good communication skills acquired through her 15-year experience as a lecturer, participating in congresses, communicating with clients and presenting project results. She is currently coordinating the EU co-funded Green-C-Ports project integrating 12 partners in the consortium and aiming at providing a set of digitalisation tools, technologies and emission measurement sensors to support port environmental sustainability and performance of port operations in the TEN-T Core Network.



Steve Wray

Technical Director, WSP, United Kingdom

Since June 2021 Steve have been Technical Director in The Maritime Advisory team, splitting my time based in both London and Manchester. He joined WSP in July 2016, where he has been responsible for maritime consultancy on a global basis. He has extensive experience in shipping, port and development projects, gained whilst working at Ocean Shipping Consultants and Royal Haskoning-DHV, in the consultancy field. Since becoming a consultant in 2007, Steve has produced numerous maritime studies related to the container industry and all other major shipping sectors, particularly in the African, Caribbean, Central America, South America, Canadian, Middle East, Mediterranean, Black Sea and Baltic regions.



Ferdinand Krijnsen

Hub Manager Sagunto, Toyota Logistics Services, Spain

Ferdinand Krijnsen. Working as hub manager in the Toyota Vehicle Logistics Compound in Sagunto, Spain. Born in Friesland, The Netherlands. Studied industrial engineering on the NHL in Leeuwarden. Over 20 years of operational experience in production logistics and finished vehicle logistics. Professional goal is to ensure the safe supply of the right quality, customised vehicles on time through an integrated TPS logistics network & operational excellence of members and partners for today and in the future by exceeding customer and stakeholder expectations.



Rafael Sapiña García

Chief Terminal Development Officer, Yilport Holding, Turkey

Rafael Sapiña GARCÍA was born in Spain where he received his bachelor's degree in Industrial Engineering at Politechnical University of Valencia and received his master's degree in Port Management and Multimodal Transport at the IPEC - Universidad Pontificia Comillas – Valencia. Since then, Rafael Sapiña GARCÍA worked at Condominas with shipping agencies, logistics, and port operations; at Trasmediterránea – Aucona with the shipping lines as a Commercial Manager. Until 2013 he continued his career as a Director for Shipping and Port Operators at Fundación Valenciaport. Rafael Sapiña GARCÍA lectured at the IPEC Universidad Pontificia Comillas about port management and multimodal transport. Currently, he works as the Chief Terminal Development Officer of YILPORT Inc.



Lamia Kerdjoudj-Belkaid

Secretary General, Federation of European Private Port Companies and Terminals (FEPORT), Belgium

Lamia Kerdjoudj – Belkaid has more than 25 Years international experience in highly professional B2B environments such as oil, energy, shipping, road, logistics industries. Emphasis on stakeholders' management and lobbying in the perspective of achieving sustainable growth, strategic marketing, market intelligence and benchmarking, business development



Mar Chao López
Operations Director, Puertos del Estados, Spain

A Civil Engineer from the University of A Coruña and a Law graduate from the Open University of Catalonia, Mar Chao López has an MBA from the Caixanova Business School (today, IESIDE) and has completed her training with numerous degrees in maritime law, logistics and digital transformation. Among them, the titles of Maritime Law and Port Management from the University of A Coruña; Maritime Transport and Port Management by the Polytechnic University of Madrid, Logistics Management by Lloyd's Academy London; and Manager of the Transport of Goods and Travelers for the European Community. She speaks English, French, Galician and Portuguese and, currently, is a professor of the Master in Logistics and Transport at the University of A Coruña. Since the beginning, in 1991, Mar Chao López has developed her work in the port and logistics field, both in the public and private sectors. Until her incorporation as Director of Operations in Puertos del Estado, she served as Commercial and Business Development Director at the Port Authority of Valencia. Likewise, in the private sector, she has been General Director of the Reyser Group, a leading port services operator. In the public sector, she has worked for the Port Authority of A Coruña, as Head of the port services unit; and in the Vigo Port Authority, as Head of the port operations division and Head of the operations department. Between December 2006 and March 2009, she held the position of General Director of transport of the Xunta de Galicia, being a Counselor in the Ferrol Port Authority and assuming the presidency of Portos de Galicia.



Dorota Jilli
Senior Underwriter, TT Club, United Kingdom

Dorota joined the TT Club in 1998. She has held various underwriting roles and is now a Senior (portfolio) Underwriter in the Europe region with specific responsibility for Central Europe, France, Spain and Portugal. Dorota became a Thomas Miller Director in 2008. She is an Associate of the Chartered Insurance Institute and is CIM qualified.



Dr. David Cowan
Associate Lecturer in Law, Maynooth University Law Department, Maynooth University, Ireland

Dr David Cowan is Associate Lecturer in Law at the National University of Ireland Maynooth, and the Faculté de Droit - Catholic University of Lyon. He teaches and writes on law & technology, with a specialist interest in maritime law, international dispute resolution and legal communications. He has lived and worked in Europe, North America, the Gulf and Asia, across the finance, shipping, steel & petrochemical sectors, including leadership positions and consultancy roles at SABIC, World Bank and OECD. Dr Cowan studied law at the University of London and is also a graduate of the University of Oxford and University of St Andrews, where he earned his PhD in International Relations. He is a member of the International Bar Association and European Maritime Law Organisation.



Juan Manuel Diez Orejas
Strategic Planning and Innovation Director, Valenciaport, Spain

Juan Manuel Diez holds a PhD in Industrial Engineering and a MSc in Port Management and Intermodal Transport. He also holds a Diploma in Digital Business and Advanced Studies in Sustainability, Development and International Cooperation. Currently Strategic Planning & Innovation Director in the Port Authority of Valencia, Mr. Diez accumulates more than twenty years of experience in the field of ports and maritime transport, participating in several projects related to innovation and port management, including port efficiency, new technologies implementation, environmental protection, safety and security, risk assessment and innovation. Mr. Diez has participated as speaker in several national and international Congresses, Seminars and Workshops in Europe and Worldwide. Author of different monographies and articles concerning port management, he is instructor of the UNCTAD Port Certificate Program in the English, Spanish and French Networks, an expert in the EU TAFEX Program in the field of Transport, and a lecturer in different Spanish Universities. Mr. Diez participate actively in different industry committees, including the European Sea Ports Organization (ESPO) and the Mediterranean Ports Association (MEDPORTS), among other.



Paul van Eulem
Director and Senior Partner, Maritime & Transport Business Solutions, MTBS, The Netherlands

Paul van Eulem is with MTBS since 2005. He holds an MSc Degree from Delft University of Technology and MBA Degree from the Erasmus University Rotterdam. He has more than 20 years of worldwide experience in board room port consultancy. As a project manager and Senior Advisor he has considerable experience in privatisation, port development, planning, business development, organisation and financing of ports and terminals worldwide. He has been Advisor to many Port Authorities and (Global) Terminal Operators, as well as Development and Commercial Banks, blue chip international Shipping Lines and Transport Companies. Mr Van Eulem has been responsible for the implementation of numerous PPP transaction mandates in the port and transport sector. Mr Van Eulem is a well-known industry figure and a frequent speaker at international conferences on topics of port strategy, port reform and PPP transactions. He has carried out projects in more than 40 countries in Europe, Middle East, Asia, Africa, Caribbean, both in developed and emerging markets.



Sameer Mubarak
Chairman of the Board, Nafith International, United Arab Emirates

Mr. Mubarak has more than 25 years of experience in several technology driven sectors in the MENA region and North America. His experience covers Logistics in Ports and Hubs, Trade Facilitation, Fintech and IT Services. Mr. Mubarak has been an active lifetime entrepreneur. In the last decade, he has founded several companies that have a mass foot print on the national level in the MENA. He is the Chairman of Nafith International LLC, an IFC - American - Jordanian partnership, which has been very active in enhancing supply chains and providing the trucking community, ports and other stakeholders with technology driven services to facilitate transport and trade. Through the wide diversity of its board of directors, Nafith has been able to implement award winning projects in the Middle East and the Gulf, through the application of its patented and advanced technology of logistics monitoring and control services, supply chain management, marshalling services, and trade facilitation portals, IoT and DL technology. He has a BSc. in Electrical Engineering, CMA, and MA in Enterprise Management.



Enrique Serrano
Chief Executive Officer, Tinamica, Spain

An executive with broad leadership skills for the management of large companies in technological and multinational environments. He currently runs companies with focus on business intelligence, big data, advanced analytics and artificial intelligence, and he is also a member of the board of several technology and education companies.



Salvador Furió

Innovation and Port Cluster Development Director, Valenciaport Foundation, Spain

Salvador Furió holds a PhD in Industrial Engineering from the Polytechnic University of Valencia and a Master of Science in Ports Management and Intermodal Transport from the Comillas University (ICADE). After six years of experience as Project Director at LOGISTA, the leading logistics operator in Spain, he joined the Valenciaport Foundation in 2004 as Director of Logistics and Intermodality. Since then, he has participated and directed numerous consulting, research and cooperation projects at national, European and international levels, always related to container logistics, maritime, railway and intermodal transport, trade facilitation, planning and design of logistics platforms, or energy efficiency and environmental management. In 2019 he took on a new responsibility in the Valenciaport Foundation as Director of Innovation and Port Cluster Development, coordinating the technical areas of digital transformation, sustainability, port logistics, safety and security, port-city integration and market intelligence. In addition, he collaborates regularly teaching in different master programs of the Universities of Valencia and Castellón, is director of the course of Single Window of Foreign Trade of the Inter-American Development Bank and participates in national and international congresses of transport and logistics. Currently, he is a member of the Executive Group of the ALICE European Technology Platform, chairing the working group about Hubs, Corridors and Synchromodality, and he chairs the IRAG of Port & Logistics at WATERBORNE.



Javier Cubas

Branch Manager And Global Key Account Manager, COSCO Shipping Lines, Spain

Accumulated professional experience of more than 35 years in Shipping Agencies representing companies such as Scandutch, Nordana Line, Nedlloyd, P&O Nedlloyd, China Shipping Lines and currently COSCO SHIPPING Lines. During his professional career he has been trained in different skills and has worked in different positions, Equipment Control Division & Supply Chain, Customer Service, Sales and for more than 20 years as Branch Manager of Valencia office in China Shipping (Spain) Agency and COSCO SHIPPING Lines (Spain), sharing this responsibility with that of Global Key Account Manager Spain.



Ignacio Ballester

Valencia Branch Manager, MSC, Spain

Ignacio Ballester is the Branch Manager of MSC's Head Office in Spain and is also in charge of MEDLOG, MSC's logistics arm. He has worked at MSC for over 2 decades and has been Branch Manager of MSC Spain's Valencia Head Office since 2013, following positions within the intermodal and administration departments. Within MSC, Ignacio combines his responsibilities managing MSC and MEDLOG, with a leading role in digital projects at both local and worldwide level, enabling MSC to offer its customers new levels of efficiency as a result of digitalisation. Ignacio holds an MBA from EDEM Business School and is a lecturer in the Master of Maritime Law and Port Management at the European University of Valencia. In addition, he is President of the Shipping Agents' Committee of Valencia Shipping Association, a member of the Board of Valencia's Chamber of Commerce and the Board of Directors of Valencia's Port Authority.



Sergio Bella

Trade Development & Project Cargo Manager TARROS S.p.a., Italy

His experience in the shipping industry dates back to 1995, when Tarros, after the commercial services consolidation in the Central Med Sea and Northern Africa, decided to extend its activities in the East Med Sea by serving Egypt, Greece and then Turkey. Over the years, SB played major roles in Italy and abroad, thus achieving a valuable national and international commercial experience. At present he is TRADE DEVELOPMENT & PROJECT CARGO MANAGER for Tarros Group.



Marika Gillardo

Global Supply Chain Visibility, Cirde SpA, Italy

Marika Gillardo has a master's degree in Maritime and Port Management at the University of Genoa, and during her studies she did international experience also to the Escola Europea de Short Sea Shipping in Barcelona. Since November 2018 she has been taking care of Marketing of Business Units with particular reference to innovation, digitalisation and automation solutions dedicated to shippers and freight forwarders in order to grant a Global Supply Chain Visibility.



André Neth

Vice President, Dellner Bubenzer GmbH, Germany

Mr. Neth has been working for nearly 40 years for the company. He started in 1982 in the area of drive and brake technology and did get a huge knowledge by working together with the service department and the R&D Sector. He was also involved in the construction of the first Intercity Express. In 1990 Mr. Neth became Area/ Regional Sales Manager of Pintsch Bubenzer GmbH. He gain experiences in leading the US subsidiary for 5 years at the same time in 2010 he takes also over the lead and responsibility of or subsidiary in Dinslaken (Germany) and finally he has become Vice President Sales.



Bruna Ferretti

Division Manager, RFID SEALS & LABELS by Etti Sicurezza SRL, Italy

Bruna Ferretti born in the seventies with graduated at International business studies and languages, started to deal with security seals business in 1990. She was responsible of high security seals division in 1994 about ISO 17712:2013 rules in the COMMISSION TC 104. Long term cooperation with customs and consultancy with World Custom Organization involved in the SIT PROGRAM 2002/2008 (Safe and Secure Intermodal Transport) on Container Security made by European Community Conferences all around the world Antwerp, Brussels, Paris, London, New York Including United Nations Geneva in June 2004 about electronic seals innovations. Creator about the Columbus Project concerning electronic seals between United States and Italy.



Marco Fehmer
Chief Executive Officer, DSP Data and System Planning S.A., Switzerland

Marco Fehmer is Civil Chartered Engineer with a specialization in transportation and logistics. He joined DSP Data and System Planning SA in 2007 and since 2017 has been appointed as Chief Executive Officer. In 2020 Marco has been appointed as President of the Board of DSP LAB Pvt, Chennai India and in 2021 Managing Director of DSP TALUMIS BV. DSP is one of the most worldwide recognized and valuable Terminal Operations Systems (TOS) implementation and process optimization consulting partner. At the beginning of his career, Marco served as officer in the Italian Navy Coast Guard and then joined the port industry and container terminal operations at the Contship Italia Group, gradually focusing on TOS management. He was project manager and business process advisor of distinct Container Terminals (Valencia, Jebel Ali, Constanta, Trieste, Manila) and Ports (Piraeus, Auckland) worldwide, with hands on experience on process optimization and automation. In 2007 he was ICT Project Manager for the construction of new Eurogate Tanger Terminal in Morocco. Strong believer in innovation and new technologies, in 2004 Marco was project manager for the implementation of the first worldwide Prime Route for Trucks Terminal and in 2010 Marco started process automation projects introducing the concept of automated truck job stepping. Today is the project sponsor and functional design advisor of the GEMINI terminal digital twin project within DSP TALUMIS.



Gerhard Fischer
Head of Sales, Siemens, Germany

Gerhard L. Fischer graduated in 1987 with a Dipl.-Ing. (FH) degree in Electrical Engineering from the University of Applied Science, Munich, Germany. He visited Arizona State University, USA on a Fulbright exchange grant and in 1990 joined Siemens AG in Erlangen, Germany to work on high frequency and large-power converters. In 1995 he changed to sales/marketing of variable speed drives followed in 1996 by a posting in Siemens' Centre of Competence in Singapore to support the build-up of an regional sales network. In 1998 he moved to Taiwan to coordinate Siemens' East Asian crane business. In 2002 he went back to Germany working with Siemens AG in Erlangen for sales and marketing of crane control systems. 2004 thru 2008 he worked with Siemens crane systems head office in The Hague, Netherlands in a business development/team coach function for harbour cranes. Since 2008 he is with Siemens AG, Industry Sector, Motion Control Division, Cranes business segment in Erlangen/Germany initially as team leader business development Asia Pacific and since 2011 as head business development and account management. He is member of IEEE Industry Applications Society, the VDI working group AK304 for cranes and the VDE DKE AK225.0.3 for hoisting systems.



Giovanni Migliaccio
Vice President Sales & Marketing, SOLVO, The Netherlands

Experienced Vice President Sales & Marketing with a demonstrated history of working in the maritime and port industry. Skilled in Negotiation, Operations Management, Sales Management, International Shipping, and Logistic Support. Strong sales professional with a master 2° level focused in European Transport Law from ECG and Università degli Studi di Udine.



Christophe Gaigneux
Regional Sales & Product Manager, Stemmann-Technik, France

Christopher Gaigneux, has a extensive experience in Project Management, purchasing, Business Dev., cross-cultural projects with strong flexibility, proactive in negotiation, efficient cost driven mind and Customer Focused. Specialties Strategic Alliances, negotiations, Life Cycle Costing Analysis, Cost Reduction Plan, LCC, TCO



Manuel José García Navarro
Head of Business Intelligence, Valenciaport, Spain

Manuel J. García Navarro is Head of Business Intelligence at the Commercial and Business Development Department of the Port Authority of Valencia. Prior to Port Authority of Valencia, he worked for Exel plc with a focus on sea and air freight forwarding division. He started his career at Marítima Valenciana, S.A. a local container terminalist (later Noatum Ports and Cosco Shipping Ports Spain) and shipping agency (Sea-Land, Compañía Trasatlántica Española and CCNI). Manuel graduated from the University of Granada in Economics and attended courses of Maritime Economics, Port Economics and Transport Economics at the Erasmus University Rotterdam. Manuel holds a Master in Port Management and Intermodal Transport of ICADE and IPEC (Port Authority of Valencia).



Lluís París
Commercial Manager, Port de Barcelona, Spain

Lluís París is the Commercial Manager for Port de Barcelona. As from 2010, he's in charge of commercial development of traffics related to finished vehicles, ro/ro activities (cargo and, recently, Motorways of the Sea), conventional & project cargoes and liquid and solid bulks. He holds Master in Nautical Science and Marine Transportation at Universitat Politècnica de Catalunya, Facultat de Nàutica de Barcelona, and a PMD from ESADE Business & Law School. From 1984 to 1992, he worked at sea as deck officer. Then, 1995 to 2010, he held different managing positions on Shipping Agency for tramp and liner business in Spanish Med ports and later on developed international business and tramp subagents network for Shipping Agency.



Tuesday 5 October 2021

TECHNICAL SITE VISIT

9am	Delegates Registration in The Lobby of The Westin Valencia
9 30am	Depart to the ValenciaPort
9 40am	Meeting at The Clock Tower Building For Collection of Local Delegates
9 45am	Departure From Clock Tower Building to The Embarkment
9 55am	Embarkment
10am	Starts Boat Tour
11am	Disembarkment and Departure to the Clock Tower Building
11 15am	Short stop at the Clock Tower Building to drop off local delegates
11 30am	Arrival at The Westin Valencia (approx.)
7pm - 8 30pm	Networking Welcome Reception For All Registered Participants Generously Hosted by Valenciaport at The Westin Valencia. Smart Casual Attire.

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Autoridad Portuaria de Valencia

Wednesday 6 October 2021

8am	Conference Delegates' Registration
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OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle, FCILT, Managing Director, Transport Events, Malaysia
9 05am	Welcome Remarks Mar Chao López, Operations Director, Puertos del Estados, Spain
9 10am	Opening Remarks Arcadi España, Regional Minister of Territorial Policy, Public Infrastructures and Mobility, Spain
9 15am	Keynote Address Aurelio Martínez, Chairman, Port Authority of Valencia, Spain
9 30am	Exhibition Opening Ceremony And Tour of The Exhibition by The VIP Group Followed by Conference Delegates Refreshments

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SESSION 1 Economic Overview And Recognising Favourable Market Conditions Current For Maritime Trade in The Mediterranean

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Siemens Brønø

10 30am	Conference Moderator's Opening Remarks Christian Blauert, Global Direct Port and Terminal Development, Moffatt & Nichol, United Kingdom
10 30am	Overview of World And Spanish Refrigerated Cargo Markets Irene Gonzalez Jauregui, Consultant, Royal HaskoningDHV, Spain
11am	Market Conditions For Maritime Trade in The WestMed Eva Pérez García, Director Port Planning and Management, Fundación Valenciaport, Spain
11 30am	Improving Regional Maritime Connectivity and Reviewing Implemented Initiatives Steve Wray, Technical Director, WSP, United Kingdom
12pm	Global Changes Affecting The Operational Environment Ferdinand Krijnsen, Hub Manager Sagunto, Toyota Logistics Services, Spain
12 30pm	Exploring Insights on Port Investment: Planning, Profitability, Economic Impact in The Long Term Rafael Sapina García, Chief Terminal Development Officer, Yilport Holding, Turkey
1pm	Questions And Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Networking Lunch

Sponsored by  navis

SESSION 2 Moving Towards Sustainable Port Development Planning in Creating a Green Supply Chain

Sponsored by  SIEMENS

2pm	Conference Moderator's Opening Remarks Steve Wray, Associate Director, WSP, United Kingdom
2pm	Towards Sustainable Port Development: Challenges And Opportunities For FEPORT Lamia Kerdjoudj-Belkaid, Secretary General, Federation of European Private Port Companies and Terminals (FEPORT), Belgium (on demand)
2 15pm	Encouraging Economic Growth by Leading The Role in Environment Protection Mar Chao López, Operations Director, Puertos del Estados, Spain
2 40pm	Ports Facing Changing Climatic Risk Dorota Jilli, Senior Underwriter, TT Club, United Kingdom
3 05pm	Planning For Sustainability And The Changing Legal Agenda Dr. David Cowan, Associate Lecturer in Law, Maynooth University Law Department, Maynooth University, Ireland
3 30pm	Questions And Answers Followed by Conference Delegates Refreshments Served in The Exhibition

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Supporting Trade Organisations



SESSION 3**Planning Port Infrastructure Projects With a Focus on Development of Hinterland Port Gateway Connectivity**Sponsored by  **Stemmann-Technik**
A Wabtec Company

- 4pm Developing Sustainable Port Infrastructure Projects: Opportunities & Challenges
Juan Manuel Díez Orejas, Strategic Planning and Innovation Director, Valenciaport, Spain
- 4 25pm Unlocking PPP Port Development In Growing Economies
Paul van Eulem, Director and Senior Partner, Maritime & Transport Business Solutions, MTBS, The Netherlands
- 4 50pm Digitalizing Hinterland Connectivity – The Capacity Management Approach
Sameer Mubarak, Chairman of the Board, Nafith International, United Arab Emirates
Enrique Serrano, Chief Executive Officer, Tinamica, Spain
- 5 15pm Questions and Answers Followed by Conference Moderator's Closing Remarks
- 7 30pm - 9 30pm Networking Welcome Dinner For All Registered Participants Generously Hosted by Valenciaport at The Westin Valencia. Smart Casual Attire. Smart Casual Attire.

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Autoridad Portuaria de Valencia**Thursday 7 October 2021**

8 30am Conference Delegates' Registration

SESSION 4**Overview of Global Freight Movements, Anticipating Trade Growth And Reviewing Current Supply And Demand Fluctuations That Influences Overall Intermodal Connectivity**

- 9am Conference Moderator's Opening Remarks
Salvador Furió, Innovation and Port Cluster Development Director, Valenciaport Foundation, Spain
- 9am The Development of The Container Shipping Industry And The Goal of COSCO SHIPPING Lines
Javier Cubas, Branch Manager And Global Key Account Manager, COSCO Shipping Lines, Spain
- 9 20am The Significant Role of MSC in Contributing Towards Economic Growth in The Western Mediterranean
Ignacio Ballester, Valencia Branch Manager, MSC, Spain
- 9 40am Operating a Regional Container And Multimodal Transport Service in The Mediterranean
Sergio Bella, Trade Development & Project Cargo Manager TARROS S.p.a., Italy
- 10am Questions And Answers Followed by Conference Delegates Refreshments Served in The Exhibition

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TRANSPORT-SYSTEME GMBH**SESSION 5****Creating Smart Ports of The Future Through Port Technology, Digitalisation And Smart Port Integration**Sponsored by  **SECURITY SEALS**
AND MORE

- 10 30am Automation, Integration & Digitalisation Along The Supply Chain: Benefits of an Innovative Terminal Operating System & Concrete Opportunities For International Fast & Secure Trade Lanes
Marika Gillardo, Global Supply Chain Visibility, Circle Group, Italy
- 10 50am Creating Smart Ports of The Future Through Port Technology, Digitalisation And Smart Port Integration
André Neth, Vice President, Dellner Bubenzer GmbH, Germany
- 11 10am Seals of The Past to Today's Intelligent Seals
Bruna Ferretti, Division Manager, RFID SEALS & LABELS by Etti Sicurezza SRL, Italy
- 11 30am Forecasting And Simulation to Improve Efficiency of Port Operations
Marco Fehmer, Chief Executive Officer, DSP Data and System Planning S.A., Switzerland
- 11 50am Digitalization & Crane Automation to Improve Port Performance
Gerhard Fischer, Head of Sales, Siemens, Germany
- 12 10pm A Single Digital Ecosystem For Terminal Management as Part of The Global Information Environment
Connecting All The Elements of The Supply Chain
Giovanni Migliaccio, Vice President Sales & Marketing, SOLVO, The Netherlands
- 12 30pm What Shore Power Can do to Reduce Your Port's CO2-Footprint
Christophe Gaigneux, Regional Sales & Product Manager, Stemmann-Technik, France
- 12 50pm Questions And Answers Followed by Conference Delegates Networking Lunch

SESSION 6**Motorways of The Sea – How Mediterranean Ports Play a Significant Role in Improving Access to Markets Throughout Europe And in Creating an Efficient Regional Transportation Hub**Sponsored by  **Port de Barcelona**

- 2pm Improvements That Create a Modern And Efficient Regional Transportation Hub
Manuel José García Navarro, Head of Business Intelligence, Valenciaport, Spain
- 2 20pm Smart Port Developments in Creating Sustainable Futures
Lluís París, Commercial Manager, Port de Barcelona, Spain
- 2 40pm Questions And Answers Followed by Conference Moderator's Closing Remarks And Conference Delegates Refreshments Served in The Exhibition

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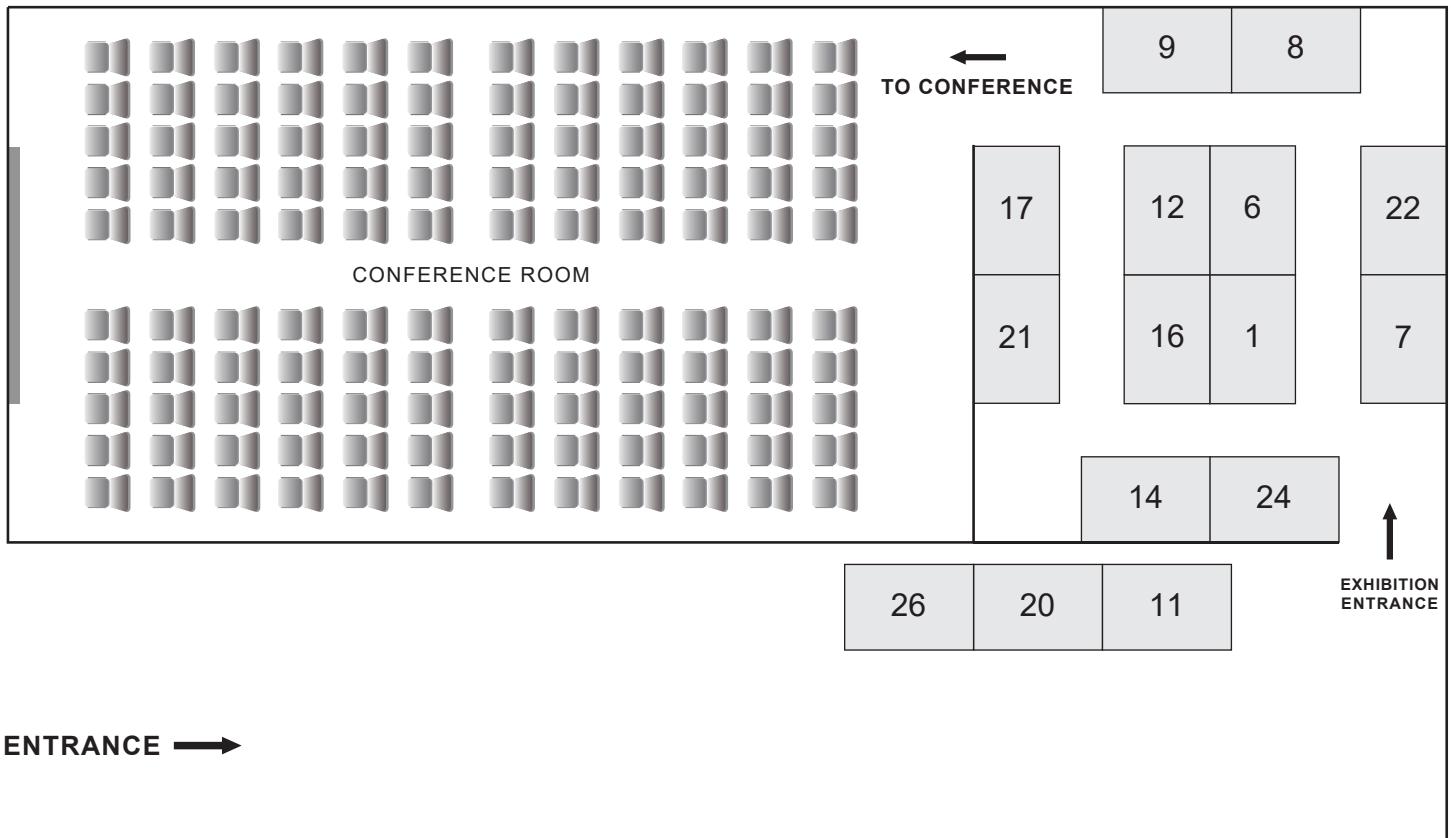
Mediterranean Ports and Shipping 2021

The Westin Valencia, Spain
Wednesday 6 and Thursday 7 October 2021

Hosted by
valenciaport
Autoridad Portuaria de Valencia

Official Hotel and Venue

WESTIN
HOTELS & RESORTS



ENTRANCE →

↑
EXHIBITION
ENTRANCE



STAND ALLOCATION (updated on 1 / 10 / 2021)

20	Bemo Rail	6	Sibre
21	Circle Group	26	Siemens
7	Data and System Planning S.A.	16	Solvo
8	Dellner Bubenzer	11	Stemmann-Technik
9	Etti Sicurezza	17	Stinis Holland B.V
22	MAFI Transport-Systeme	1	Valenciaport
12	Nafith Logistics	24	Yilport Holding Inc.
14	Port De Barcelona		

EXHIBITION STAND PACKAGE

3 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 €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

Please Visit: www.transporevents.com

Follow us on:



TRANSPORT EVENTS
Transport Events Limited
Tel: + 60 3 8023 5352
Fax: + 60 3 8023 3963
Email: enquiries@transporevents.com

Linked **in**

facebook



SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **Mediterranean Ports and Shipping 2021 Spain 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 international event advertising, direct mail and public relations
- The official Mediterranean Ports and Shipping 2021 Spain 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 €4,995

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 latest full colour corporate logo is exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €8,895 including all production costs. This does not include nametag sponsorship.

Sponsored by 

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 €8,895. This does not include lanyard sponsorship.

Sponsored by 

Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €6,895.

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 €4,995.

Sponsored by  

Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo exclusively displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €6,895.

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 €6,895 per 3 banners.

Sponsored by   

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 €6,895.

Networking Welcome Reception – Tuesday 5 October 2021

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 

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 €6,895 per Conference Session Sponsorship.

Session 1 

Session 2 

Session 3 

Session 4

Session 5 

Session 6 

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 €6,895.

Break 1 

Break 2 

Break 3 

Break 4 

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 €8,895.

Wednesday 6 October 2021 Sponsored by 

Thursday 7 October 2021

Networking Welcome Dinner – Wednesday 6 October 2021

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 **Mediterranean Ports and Shipping 2021** You Need to Register as an **Exhibitor, Conference Delegate** 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 Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Email to: alin@transportevents.com

Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on **Tuesday 5 October 2021**. 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

☐ I Wish to Attend The Networking Welcome Reception on **Tuesday 5 October 2021**

☐ I Wish to Attend The Networking Welcome Dinner on **Wednesday 6 October 2021**

Name: _____ 8 / 10 / 2021

Job Title: _____

Company Name: _____

Address: _____

Tel: _____

Email: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Sunday 5 September 2021**: The 'Early Bird' Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Monday 6 September 2021**: The Regular Conference Delegate Registration is **€1,495** Special Offer - 3 Delegates For The Price of 2 in This Category
- One Day Conference Delegate Registration is **€995**
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment at www.transportevents.com Please Follow The Instructions on Our Registration Page. Payment Will be Made in EUR.

☐ Telegraphic Transfer - Complete The Registration Details on This Page And Email to: 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 **€1,495 / €1,295 / €995** (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) Bank Transfer to:
Account Name: Transport Events Limited
Account Number: 035-802-538366-831
Beneficiary Bank: OCBC Wing Hang Bank Limited
Bank Address: 161 Queen's Road Central, Hong Kong
Swift Code: WIHBKHH

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

LOCAL DELEGATE REGISTRATIONS

For Spanish Nationals, Citizens And Residents of Spain, The Conference Delegate Registration is **€695**.

- On or Before **Sunday 5 September 2021**: The 'Early Bird' Conference Delegate Registration is **€595**
- From **Monday 6 September 2021**: The Regular Conference Delegate Registration is **€695**
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Remittance

☐ Credit Card - For Secure Online Registration And Payment Via PayPal at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

☐ I Have Transferred **€595** Per Delegate to OCBC Wing Hang Bank Limited

☐ I Have Transferred **€695** Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) Bank Transfer to:
Account Name: Transport Events Limited
Account Number: 035-802-538366-831
Beneficiary Bank: OCBC Wing Hang Bank Limited
Bank Address: 161 Queen's Road Central, Hong Kong
Swift Code: WIHBKHH

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

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

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 Proforma Invoice
- 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
- 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 Limited
 Tel: +852 2157 3907
enquiries@transportevents.com



Follow us on: [in](https://www.linkedin.com/company/transportevents) [f](https://www.facebook.com/transportevents)

www.transportevents.com

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:
 Wednesday 6 October 2021 9am to 5pm
 Thursday 7 October 2021 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **The Westin Valencia, Spain**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

The Westin Valencia
 Amadeo de Saboya, 16
 Valencia, 46010
 Spain



Contact Person
 María Sánchez
 Group & Events Coordinator

Tel: + 34 963 625 906
 Fax: + 34 961 866 238
 Email: maria.sanchez@westinvalencia.com
 Website: <https://www.marriott.com/hotels/travel/vlcwi-the-westin-valencia/>