



FIFTH EDITION

# East Coast Maritime Business Summit

## REBOOTING BUSINESS STRATEGIES

09-10 FEBRUARY, 2017 | THE GATEWAY HOTEL VISAKHAPATNAM

350+ Attendees from all segments of maritime industry

### CONFIRMED SPEAKERS

 <b>Dr Vishwapati Trivedi, IAS</b> Chairman National Shipping Board	 <b>Mr V Kalyanarama</b> Chairman & Managing Director Container Corporation of India Ltd	 <b>Mr Michael P Pinto, IAS(Retd)</b> Former Secretary Ministry of Shipping	 <b>Mr Ahamedul Karim Chowdhury</b> Terminal Manager, Chittagong Port Authority & CEO, Pangaon Inland Container Terminal (PICT)
 <b>Mr Amitabh Verma, IAS</b> Chairman, Inland Waterways Authority of India	 <b>Mr Shardul J Thacker</b> Partner, Mulla & Mulla & Craigie Blunt & Caroe	 <b>Mr Julian Michael Bevis</b> Senior Director, Group Relations, South Asia, A P Moller Maersk	
 <b>Mr Ajay Jain, IAS</b> Secretary, Energy, Infrastructure & Investment Department, Government of Andhra Pradesh	 <b>Mr Anil Devli</b> CEO, Indian National Shipowners' Association	 <b>Mr K Swaminathan</b> Director [Service Business] Balmer Lawrie & Co Ltd	
 <b>Mr M T Krishna Babu, IAS</b> Chairman Visakhapatnam Port Trust	 <b>Mr K K Krishnadas</b> Director & CEO DP World - Chennai Container Terminal Pvt Ltd	 <b>Ms Vinita Venkatesh</b> CDirector, Krishnapatnam Port Container Terminal	
 <b>Capt Sarveen Narula</b> Director - Liner & Passenger Services, The Shipping Corporation of India Ltd	 <b>Capt S R Patnaik</b> Director and CEO, International Shipping and Logistics FZE	 <b>Mr S Varadarajan</b> CEO Shreyas Relay Systems Ltd	
 <b>Mr Jayyant Lapsiaa</b> President, All-India Liquid Bulk Importers & Exporters Association	 <b>Mr P L Haranadh, IRTS</b> Deputy Chairman Visakhapatnam Port Trust	 <b>Mr G Chandrashekhar</b> Economic Advisor & Director, IMERTF Indian Merchant Chambers	 <b>Mr Anand Venkateswaran</b> Senior General Manager (Sales Logistics) Hyundai Motor India Ltd

Business sessions covering the hottest topics in the industry

A unique conference for people who own, move and handle cargo on the east coast of India

HOST PORT		CORPORATE SPONSORS		ASSOCIATE SPONSORS	
	<b>Visakhapatnam Port Trust</b>		<b>KPCT</b> KRISHNAPATNAM PORT <small>India's Largest Container Terminal on the Horizon</small>		<b>PORT GANGAVARAM</b>
	<b>Inland Waterways Authority of India</b>		<b>KOLKATA PORT TRUST</b>		<b>SRAVAN</b>
SESSION SPONSORS		COCKTAIL & DINNER SPONSOR		TEA / COFFEE SPONSOR	
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	<b>Indian Private Ports &amp; Terminals Association</b>		<b>AMTOI</b>		<b>ESTD 1929</b>
	<b>NACFS</b>		<b>CMAI</b>		<b>AP CHAMBER</b>
	<b>CFBA</b> Calcutta Freight Brokers Association		<b>CCHAA</b>		<b>The Association of Shipping Interest in Calcutta</b>



# REBOOTING BUSINESS STRATEGIES

The East Coast Maritime Business Summit is an annual event that presents a forum for all stakeholders in the maritime, logistics, port-related industrial and infrastructure sectors to come together and discuss pivotal issues concerning maritime trade in India. Organised and hosted by **Gateway Media**, the firm that owns and publishes India's premier maritime business publication **Maritime Gateway**, the summit offers a platform for every concerned partner and collaborator to share their wealth of knowledge with their brethren and equally benefit from the collective experience of the chieftains who represent their trade and institution.

In the last four years that the business summit has been conducted, it has been recognized by several business houses, international and national consultants and rating agencies as one of the must attend events organised in India.

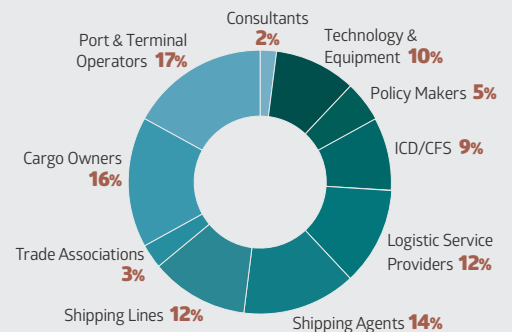
In its current avatar, this fifth edition of the East Coast Maritime Business Summit will be centred on the theme '**Rebooting Business Strategies**'. Shipping trade assumes a global nature and no industry feels the tremors of a shaky business environment more than shipping. The economic scenario in the year that's gone by has spared none in showing what it can do to an establishment who's fundamental and financial credentials are not strong to withstand an economic tsunami. And so it has been imperative on organizations large and small to rethink on ways to conduct their businesses. While some have chosen to wait and watch, some others have partnered with like-minded firms. Few others have opted to take the plunge embracing the new normal recalibrating expectations from the market and their stakeholders. And so we welcome you all to share with us your stories of survival and success.

In sessions, this year we will be looking at

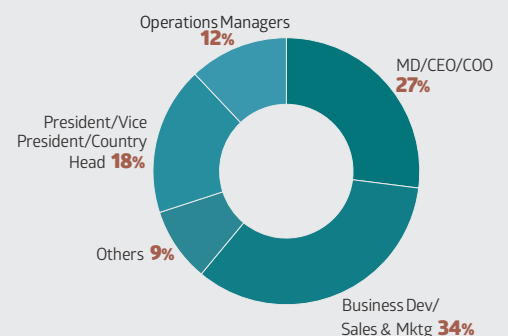
- Greater business connect with neighbouring nations
- Recent updates in policy & regulatory framework
- Potentiality of carrying cargo through coastal shipping
- Identifying new hotspots in the hinterland
- Carriers perspective of East Coast
- Dwindling coal imports and changing cargo mix

## ECMBS 2016 ATTENDEE BREAKDOWN

### Delegates by Business Segment



### Delegates by Job Function





Recognizing a burgeoning need for top-level maritime industry executives to meet and network with their peers and to discuss their business challenges, successes and opportunities, the CEO Conclave was formed in January 2015 by Maritime Gateway.

The first conclave has proven to be an invaluable resource for CEOs and top-level decision-makers dealing with business, operational and policy level issues and opportunities. Last year 60+ CEOs and leaders representing companies of diverse size and industry participated.

The CEO Conclave meets ahead of ECMBBS main conference. The dynamic, free-flowing sessions are approximately two hours and are expertly facilitated to foster interaction and active participation from the attendees.

## PROGRAMME

### 09 February 2017

15.00hrs – 16.00hrs : Registrations and Refreshments

16.00hrs – 18.30hrs : **Maritime CEO Conclave**  
(by invitation only)  
**Rebooting Business Strategies**

18.30hrs – 21.00hrs : Cocktail Reception and Networking Dinner

### 10 February 2017

10.00hrs – 11.30hrs : **East Coast Maritime Business Summit**

**Plenary Session: Maritime Business in a Changing Environment: Opportunities and Challenges**

11.30hrs – 12.00hrs : Coffee Break

12.00hrs – 13.30hrs : **Business Session One: Regional Developments: Hinterland Hotspots**

13.30hrs – 14.30hrs : Lunch

14.30hrs – 16.00hrs : **Business Session Two: Coastal Shipping: Carrying Cargo on East Coast**

16.00hrs : Farewell refreshments

## CONNECT WITH YOUR CUSTOMERS AND BUSINESS PARTNERS

WITH ATTENDEES REPRESENTING VIRTUALLY FROM EVERY SEGMENT OF THE MARITIME INDUSTRY, YOU HAVE GREAT OPPORTUNITY TO MEET YOUR PEERS

- Exporters and Importers • Metals and Minerals Traders • Oil Marketing Companies • Bunker Suppliers • Special Economic Zones • Coastal Ship Operators • Dredging Companies • Policy Makers: Government & Public Sector • Shipping Lines / Shipowners / Operators • Ship Managers • Port Trusts, Private Port & Terminal Operators • Cargo Owners • Car / Vehicle Manufacturers • Shippers / Freight Forwarders • Logistics Providers • Ship Brokers • Maritime Consultants • Investors / Financiers • Terminal Technology Providers
- Equipment Manufacturers

## WHY ATTEND?

- Peer level interaction and networking with others at your level
- Discuss business challenges, exchange new and innovative management ideas, solutions and strategies
- Gain collective wisdom and multiple perspectives on business and operational issues through open and unbiased discussions
- Learn how to avoid mistakes, pitfalls and roadblocks in the business
- Gain valuable information, insights and knowledge from other experienced industry leaders



## VENUE THE GATEWAY HOTEL, VISAKHAPATNAM ANDHRA PRADESH

Visakhapatnam has beautiful virgin beaches, laterite hillocks, smooth roads and stunning landscape. Health-tourism is a fast developing industry here.

This city is connected by air to Kolkata, Delhi, Mumbai, Hyderabad, Bengaluru, Chennai, Tirupati, Pune, Kochi and Indore. International operations have recently started, with a tri-weekly flight to Singapore and a daily (via Hyderabad) flight to Dubai.

February is ideal time to visit Visakhapatnam when the days are pleasant and night temperatures are comfortable. Located 12 km east of airport. The Gateway Hotel Visakhapatnam is an ideal 5 star hotel for both business travellers and leisure seekers. Close to the industrial hub, The Gateway Hotel Visakhapatnam is also the perfect seaside retreat to unwind. Smart spacious rooms with modern amenities and panoramic views of the spectacular Bay of Bengal make The Gateway Hotel Visakhapatnam a sought-after business hotel in the city.



## ADVISORY COUNCIL

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Then take action to make sponsorship part of your marketing plan.  
Contact us today for more information!

Deadline is approaching and opportunities are limited.

**SO ACT NOW!**

## CONTACT US TO DISCUSS YOUR REQUIREMENTS

### FOR SPONSORSHIP OPPORTUNITIES

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