

ASEAN PORTS AND SHIPPING

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

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

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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.



Jayendu Krishna
Director-Maritime Advisors, Drewry Maritime Services, Singapore

Jayendu joined Drewry in 2006. He has led research and advisory assignments in shipping and port sectors. He has undertaken numerous consultancy assignments on due diligence, feasibility study for ports, freight procurement strategy, traffic potential and logistics cost estimation related to liquid bulk, dry bulk, LPG and LNG for potential investors, financial institutions, port promoters and other firms. He has done MA (Economics) and M. Phil from Jawaharlal Nehru University, New Delhi. Before joining Drewry, he was engaged in academics and research in multiple areas of economics including macroeconomic projects sponsored by multilateral organisations for over seven years. He has keen interest in developing econometric model for shipping markets and ports.



Antonie Versluis
Head of Ports Practice-Managing Partner Malaysia, Roland Berger Strategy Consultant, Malaysia

Antonie 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. Antonie 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.



Victor Wai
Consultant, Royal HaskoningDHV, Singapore

Victor Wai is a consultant at Ocean Shipping Consultants, a company of Royal HaskoningDHV. As part of our team based in Singapore, he is responsible for financial modeling and market studies. Victor is an experienced equity analyst having actively covered the valuation of 11 port companies with a market capital of US\$ 60B. In 2017, Bloomberg ranked him as the top analyst by for port infrastructure equity coverage. Victor holds a Bachelor of Arts degree with a major in Economics and a minor in Philosophy and has been a Chartered Financial Analyst since 2014.



Paul van Eulem
Senior Partner, 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.



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 5,46bn (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



Phillip Emmanuel
Asia-Pacific Regional Director, TTClub, Hong Kong

Phillip is the Regional Director for Asia Pacific and responsible for the TT Club focused teams in Hong Kong, Shanghai & Sydney. He is responsible for business development and provides the regulatory, underwriting and claims oversight in the region. Phillip is a Director of Thomas Miller Hong Kong Ltd, Thomas Miller (South East Asia) Pte Ltd, Chief Executive of the TT Club, Hong Kong Branch and the Senior Officer Outside of Australia for the TT Club, Australian Branch. Before relocating to Hong Kong in February 2010, Phillip was the TT Club Regional Claims Director for EMEA and a trustee of the Thomas Miller defined contribution pension scheme. Prior to joining Thomas Miller in 1996, Phillip worked within the shipping industry based in both London & Piraeus. Phillip obtained a LLB from University College London and completed The Asian International Executive Programme at INSEAD in Singapore.



Dr. Mark Yong
Managing Director (APAC & EMEA), Blume Global, Hong Kong

Dr. Mark Yong earned his undergraduate degree and doctorate of philosophy in molecular biology before finding a career in shipping. At P&O Containers/Nedlloyd, he spent the majority of his tenure in emerging markets such as Vietnam, Cambodia and China. His next position was director of business development at Alibaba.com, before being invited to serve as a committee member of the Hong Kong General Chamber of Commerce e-commerce unit. Dr. Yong joined INTRA in 2002 where he served in several managerial positions, finishing as General Manager, South Asia, overseeing the growth and development of India, Pakistan, Sri Lanka and Bangladesh. In 2008, he joined BMT Group where his key role includes overseeing the shipping and infrastructure development activities in the region. Recently, he started a new exciting role as Managing Director of Asia Pacific at Blume Global focusing on smart ports and logistics.



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.



Fabienne Lerda
Managing Director, MSC Mediterranean Shipping Company, Malaysia



Julian Neo Poh Choon
Chief Executive Officer, DHL, Singapore

Julian Neo started his career with DHL Express Malaysia in 2000 as a global account manager and soon expanded his portfolio to include several leadership positions in sales for both Malaysia and Singapore. In 2013, he assumed the role of vice president, Commercial for DHL Express Singapore, where he was responsible for the strategic leadership of all commercial activities of the business including sales, marketing, and sales planning and development. Julian Neo succeeds Christopher Ong, who assumed the role of managing director, DHL Express Singapore on Nov 1, 2018.



Ravindra Sahu
Managing Director, CMA-CGM, Malaysia



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.



Darel Hoffmans
Global Sales Director, Dellner Bubenzer, Germany

Darel 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 decide to join the Port Business Unit since 2012 and company allocate him in 2013 for in charging of sales for south east asia. The latest project is Thailand HPH Laemchabang with fully automated ERTG.



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



Thore Kollmorgen
General Manager, ShibataFenderTeam, Malaysia



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 Experienced General Manager of Marketing Department with a demonstrated history of working in the maritime industry. Strong marketing professional skilled in Operations Management, Freight, Logistics Management, International Logistics, and Strategic Planning.



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.

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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.



Tuesday 1 March 2022

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



OPENING CEREMONY

- 9am Organiser's Remarks
Rory James Doyle, FCILT, Managing Director, Transport Events Management, Malaysia
- 9 05am Welcome Remarks
- 9 15am Ministerial Keynote Address
Ministry of Transport Malaysia (Invited)
- 9 30am Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments



SESSION 1 Reviewing International Trade and Container Throughputs in ASEAN Countries



- 10 30am Conference Moderator's Opening Remarks
Reshma Yousuf, CMILT, Director, CLLB Sdn Bhd, Malaysia
- 10 30am ASEAN Ports Movement Towards a Rapid Re-Emergence of Economic, Demand and Trade Growth
Jayendu Krishna, Director-Maritime Advisors, Drewry Maritime Services, Singapore
- 10 50am Maritime and Container Trade in ASEAN – Trends and Outlook
Anthonie Versluis, Head of Ports Practice-Managing Partner Malaysia, Roland Berger Strategy Consultant, Malaysia
- 11 10am Financial Resilience in the Face of Covid Challenges
Victor Wai, Consultant, Royal HaskoningDHV, Singapore

SESSION 2 Substantial Infrastructure Investment Opportunities in the Region



- 11 30am Unlocking Port Investment Opportunities
Paul van Eulem, Senior Partner, MTBS, The Netherlands
- 11 50am Port Financing – How to Avail of Export Finance
Leonard Anilaputra Eggert, CFA, Vice President, Infrastructure, KfW IPEX-Bank GmbH, Singapore
- 12 10pm Delivering Effective Financing Solutions for Cross-border Ventures
Faidzel Adham Sohari, Chief Business Officer, EXIM Bank, Malaysia
- 12 30pm MMC Ports Digital Transformation
Gaurav Sharma, Group Chief Information Officer at MMC Ports, Malaysia
- 12 50pm Safety – Managing Risks and Reducing Accidents in Port Operations
Phillip Emmanuel, Asia-Pacific Regional Director, TTClub, Hong Kong
- 1pm Questions And Answers Followed by Conference Delegates Networking Lunch

Supporting Trade Organisations



Cultivating Adaptability and Resilience in the Maritime Industry

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



- 2pm The Role of The Chartered Institute of Logistics and Transport Malaysia in Supporting the Logistics and Transport Industry
Dato' Muhammad Muhiyuddin Haji Abdullah FCILT, President, The Chartered Institute of Logistics and Transport Malaysia (CILTM), Malaysia
- 2 20pm Leveraging AI & ML to Optimise Supply Chains – Potential Opportunity for ASEAN: A Case Study
Dr. Mark Yong, Managing Director (APAC & EMEA), Blume Global, Hong Kong
- 2 40pm 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 Managing the Supply Chain for Enhanced Competitiveness
Fabienne Lerda, Managing Director, MSC Mediterranean Shipping Company, Malaysia
- 4 20pm The Role of Logistics Providers in Handling Supply Chain Dynamics in the Region
Julian Neo Poh Choon, Chief Executive Officer, DHL, Singapore
- 4 40pm Key Considerations and Challenges in Shipping and Supply Chain
Ravindra Sahu, Managing Director, CMA-CGM, Malaysia
- 5pm 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.

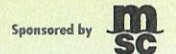


Wednesday 2 March 2022

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



SESSION 4 Digitalization: Leveraging to Optimal Advantage



- 9am Conference Moderator's Opening Remarks
Anthonie Versluis, Head of Ports Practice-Managing Partner Malaysia, Roland Berger Strategy Consultant, 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
- 9 35am Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition



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



- 10 35am Product and Engineering Solutions for Power Transmission, Sensing and Safety
Brian Swan, Managing Director, Bellmond Technologies, Singapore
- 11am Industrial Revolution for Industrial Brake Services
Daiei Hoffmans, Global Sales Director, Dellner Bubenzer, Germany
- 11 25am Container Terminal Automation - The Step-by-Step Approach
Xiaowei Jiang, Key Account Manager, Vahle, Singapore
- 11 50am Systems for Energy and Data Transmission
Peter Thomas, General Manager - South East Asia, Conductix-Wampfler, Malaysia
- 12 15pm Customized Rubber Fender Solutions
Thore Kollmorgen, General Manager, ShibataFenderTeam, Malaysia
- 12 40pm Questions and Answers Followed by Conference Delegates Networking Lunch

SESSION 6 ASEAN Ports and Terminals Perspective on Trends and Forecasts



- 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



Supporting Media

