

Dear Members

Greetings from Indian Merchants' Chamber

Indian Merchants' Chamber along with Ministry of Road Transport, Airways & Shipping – Govt. of India, Jawaharlal Nehru Port Trust (JNPT), Indian Private Ports & Terminals Association (IPPTA), Indian National Ship Owners Association (INSA), Mumbai and Nhava Sheva Ship Agents Association (MANSA) & Association Of Multimodal Transport Of India (AMTOI) has become the supporting organisation for the ensuing Maritime Nation India Exhibition cum Conference 2016 scheduled from 20th to 22nd September 2016 at CIDCO, Convention Centre, Vashi, Navi Mumbai organised by Maritime World Services Pvt Ltd.

Maritime Nation India 2016 is an International Conference & Exhibition to be held for the first time in Navi Mumbai CIDCO Convention centre. Delegates from several countries will be attending the conference & visiting the exhibition and is an ideal platform for meeting and developing new business relation for various products and services apart from the Shipping Industries. The entrance to the exhibition is free.

The objective of the above event is to showcase as well as follow through on the inherent potential opportunities in the Indian maritime ecosystem.

Conference Track : The conference focuses around seven key sectorial themes such as Trade Lanes, Shipping; Ports, CFS/ICDs & SEZs; Road, Rail & Coastal connectivity; Shipbuilding; Investments, Advisory; Technology, Training; Leisure including Cruise and Lighthouse Tourism. Interactive sessions on key areas of Transportation and Logistics

International North South Transport Corridor (INSTC) Conference India – 2016:

Panel discussion will be held among Stakeholders from member countries, to develop an alternate 'trade lane' between India and its Eurasian Partners through Iran; Implementation of GST in the shipping and logistics sector by KPMG; JNPT, Challenges & Solutions'' by JNPT, CONCOR & Customs and other key subjects. Build invaluable industry connections with high-profile high-level participants and discuss key issues to presentations, gauge business prospects and prospective. It is a unique opportunity to network with Regulators, Eminent speakers, policy makers and business leaders will participate in the conference, making its unique opportunity to network with top executives of the exhibiting companies, diplomats, and senior government officials from the Ministries of Commerce, Shipping, Transport among various other dignitaries.

Interested members may attend the conference, book stall and also avail sponsorship opportunities for which the organizers have offered special discount for IMC Members.

For more details please refer to the attached brochure and the organizer Maritime World Services Pvt Ltd

With Regards,

Arvind Pradhan
Director General, Indian Merchants' Chamber

Maritime nation india

20-21-22 September 2016

International Exhibition Centre, Navi Mumbai



Supported By



सत्यमेव जयते

MINISTRY OF ROAD TRANSPORT
AND HIGHWAYS & SHIPPING



INTERNATIONAL NORTH-SOUTH
TRANSPORT CORRIDOR (INSTC)

INTERNATIONAL CONFERENCE INDIA-2016

Host Port



जवाहरलाल नेहरू यंत्रण न्यास
JAWAHARLAL NEHRU
PORT TRUST



IPPTA



ESTD. 1929



AMTOI
CATALYSING MULTIMODALISM



World Trade Center
Pune



BRIHANMUMBAI
CUSTOM HOUSE
AGENTS' ASSOCIATION



INDIAN
MERCHANTS' CHAMBER



Helping the Maritime ecosystem achieve more

www.maritime-world.com/mni2016/



About Maritime Nation India 2016

The objective is to showcase as well as follow through on the inherent potential opportunities in the Indian maritime ecosystem.

Conference Track : Maritime Nation India 2016

The conference focuses around seven key sectorial themes.

1. Trade Lanes , Shipping
2. Ports, CFS/ICDs & SEZs
3. Road, Rail & Coastal connectivity
4. Shipbuilding
5. Investments, Advisory
6. Technology, Training
7. Leisure including Cruise and Lighthouse Tourism.

Special Business Sessions Track :

Interactive sessions on key areas of Transportation and Logistics

- International North South Transport Corridor (INSTC) Conference India – 2016 : Deliberations among Stakeholders from member countries, to develop an alternate 'trade lane' between India and its Eurasian Partners through Iran.
- Interactive Session On “Single Window Clearance” and “Implementation of GST” in the shipping and logistics sector by KPMG.
- “JNPT, Challenges & Solutions” by JNPT, CONCOR & Customs.

It will provide an integrated platform for exchange of ideas and networking across various sectors and will benefit all it's participants, including the regulators by providing insights and actionable suggestions.

Eminent speakers, policy makers and business leaders will participate in the conference, making it's unique opportunity to network with top executives of the exhibiting companies, diplomats, and senior government officials from the Ministries of Commerce, Shipping, Transport among various other dignitaries.

Why Maritime Nation India

India has a coastline of more than 7,500 km with over 190 ports situated along its length.

About 50% of world's container traffic; and close to 30% of world's cargo traffic passes through this region.

India's 1200 island territories, and its Exclusive Economic Zone of 2.4 million square kilometers paves the way for a significant economic growth of the Indian Ocean region.

Merchandise trade contributes to over 50% of the country's real GDP and 95% of this merchandised trade by volume is moved through maritime transport.

India's major ports handle 58% of the total traffic in MGT.

The cargo handled by India's 12 major and 187 notified non-major ports increased by 8% in 2014-15.



The Maritime Nation India Exhibition 2016

Maritime Nation India 2016 is a three day international exhibition which will provide a unique global platform for exhibitors to demonstrate their expertise and explore potential business opportunities in the Indian Maritime Sector. This will not only create a bigger platform but also a better networking opportunity to connect with potential customers. It is an ideal occasion to network and initiate discussions to forge partnerships and enhance business opportunities.

The exhibition is being held at the International Exhibition Centre at Navi Mumbai. With over 150 exhibitors from India and Overseas, sourcing delegations from port authorities, delegations of decision makers for government purchases, shipping lines, port authorities and terminal operators, inland logistics operators which includes the Indian Railways, and container train operators.

World Class Venue

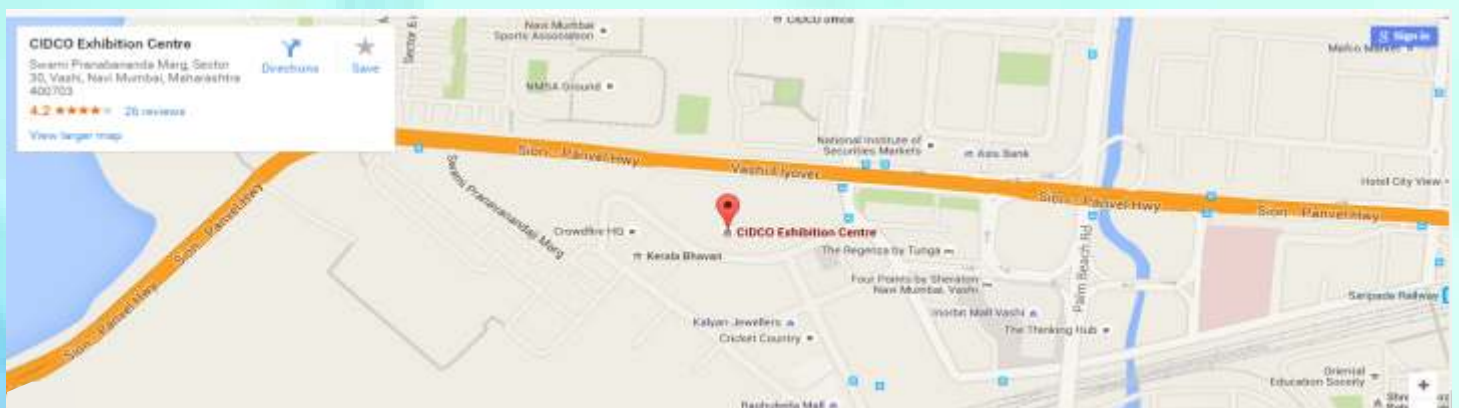
Navi Mumbai is one of the most emerging smart cities in India and is home to India's largest container port, "JNPT". It is a significant part of the maritime ecosystem of India.

This Exhibition centre is a 5-minute walk from the suburban railway station and about 25-minute drive from the upcoming Navi Mumbai International Airport.

The venue of MNI 2016 is a state-of-the-art International Exhibition Centre, located in Vashi, Navi Mumbai. It was established by CIDCO, which includes an exhibition centre of 4,995 sq.mtrs, a large food court, an art gallery and a cafeteria.

It is a green building that has been certified by the Indian Green Building Council (IGBC) and LEED (Leadership in Energy and Environmental Design).

How to reach the venue



Partners

Mentor



Knowledge Partner



Media Partners



Program Schedule

20 September 2016

Day 1

Exhibition Program

- 09.00 - 17.30 : Business Visitor registration
- 10.00 - 10.30 : Inauguration of the Maritime Nation India 2016
- 10.30 - 20.00 : Exhibition Open for visitors

Conference Program

- 10.30 - 12.00 : Collaborating to leverage India as a maritime nation (Trade Lane & Shipping)
Coffee Break & Networking
- 12.30 - 14.00 : Collaborate to lift Indian maritime infrastructure (Ports, CFS/ICD, SEZ & Logistics Park)
- 14.00 Onwards : Networking Lunch (For pre-registered delegates only)
B2B Meetings (For pre-registered delegates only)

Special Business Program

- 14.00 - 16.00 : "JNPT, Challenges & Solutions" by JNPT, CONCOR & Customs.
- 16.00 - 18.00 : Interactive Session On "Single Window Clearance" and "Implementation Of GST" in the shipping and logistics sector by CBEC and KPMG.
- 19.30 Onwards : Networking Dinner (by invitation only)

21 September 2016

Day 2

Exhibition Program

- 10.00 - 17.30 : Business Visitor registration
- 10.30 - 20.00 : Exhibition Open for visitors

Special Business Program

- 10.00 - 13.00 : International North South Transport Corridor (INSTC) Conference India- 2016

Conference Program

- 11.00 - 12.00 : Collaborate to build maritime transportation infrastructure (Ship building & Ship repair)
Coffee Break & Networking
- 12.30 - 14.00 : Collaborate to support (finance) creation of maritime infrastructure and assets (Infrastructure finance, Ship finance, M&A)
- 13.00 - 14.00 : Networking Lunch (For pre-registered delegates only)

Special Business Program

- 14.00 - 16.00 : Networking Opportunities for the participants in the INSTC conference with trade and officials from India, Iran, Russia and other CIS countries.
- 15.00 - 16.30 : Collaborate to connect Indian maritime infrastructure (Road, Rail, Coastal & Inland Waterways)
B2B Meetings (For pre-registered delegates only)
- 19.30 Onwards : Networking Dinner (by invitation only)

22 September 2016

Day 3

Exhibition Program

- 10.00 - 12.00 : Business Visitor registration
- 10.00 - 20.00 : Exhibition Open for visitors

Conference Program

- 10.00 - 11.30 : Collaborate to increase efficiency and velocity in maritime trade (Automation & Training)
- 12.00 - 13.30 : Collaborate to develop and promote maritime India as a leisure destination (Cruise & Light House Tourism)
- 14.00 Onwards : Networking Lunch (For pre-registered delegates only)



Networking Opportunities

Be prepared to talk business and policy with the industry stakeholders including :

- Academic & Research Bodies
- Cargo Handling Equipment Cos
- CFS/ICD developers and operators
- Classification Societies
- Container Terminal Operators
- Export/Import Councils
- Financiers & Insurers
- Freight Forwarders
- Government Agencies
- Importers/ Exporters
- Indian Navy and Coast Guards
- IT Solutions Providers
- Legal Professionals
- Logistics Service Providers
- Marine Tech & Service Providers
- Naval Architects & Designers
- Navigation Equipment Providers
- Offshore Suppliers & Services
- Policy Makers
- Port & Terminal Operators
- Port and Maritime Agents
- Port and Terminal Equipment Manufactures
- Port Authorities
- Port Infrastructure Developers
- Private Investors (Domestic/International)
- Recruitment Agents
- Regulatory Authorities
- Security Agencies
- Ship Builders, Designers & Repairers
- Ship Inspection and Surveys
- Ship Operation and Management
- Ship Owners & Ship Managers
- Ship Registrars & Consultants
- Shipping Agents & Brokers
- Shipping Lines
- Trade Associations -
- Trade Publication /Media
- Transport Companies

Why You Must Attend

Build **invaluable industry** connections with high-profile participants and discuss key issues to gauge business prospects and benchmark your approach with other stakeholders.

Interact with business delegations of exporters, importers, shipping lines, ports, cruise lines.

Experience the latest and the best in the industry through **high-level presentations**, sector updates and panel discussions.

Meet **prospective buyers** from across the maritime sector.

Discuss diverse topics relating to policy & regulatory challenges etc.



Conference Program Highlights*

20 September 2016

Day 1

10.00

Inauguration of the Maritime Nation India 2016



10.30 - 12.00

Collaborating to leverage India as a maritime nation- Join supply chain users (Exporters/importers) and transportation service providers representing shipping lines, forwarders discussing how to improve efficiency and reduce cost in the supply chain leveraging the maritime trade lanes connecting India.

Coffee Break & Networking

12.30 - 14.00

Collaborate to lift Indian maritime infrastructure - Join the port owners, developers' operators, SEZ, CFS/ICD developers'/operators discussions with their customers including representatives from shipping lines on how to improve India's maritime infrastructure.



13.00 - 14.00 Onwards

Networking Lunch (For pre-registered delegates only)

B2B Meetings (For pre-registered delegates only)

19.30 Onwards

Networking Dinner (For pre-registered delegates only)

21 September 2016

Day 2



11.00-12.00

Collaborate to build maritime transportation infrastructure -Join discussions on the imperatives for the industry to support creation of maritime assets and the opportunities in shipbuilding and ancillary industries. This session pursues the, 'Make In India' initiative of the government of India.

Coffee Break & Networking

Conference Program Highlights (Contd.)

21 September 2016

Day 2 (Contd.)



12.30 - 14.00

Collaborate to support (finance) creation of maritime infrastructure and assets - Join the representatives from financial institutions, potential investors, rating agencies. Deliberate on issues and ideas on rebuilding maritime infrastructure and service businesses. Find out what is working and what is not.

13.30 - 14.30

Lunch & Exhibition time - Network with exhibitors, Schedule one-one meetings.

15.00 - 16.30

Collaborate to connect Indian maritime infrastructure - Join the delegations on how to connect better with India's maritime infrastructure through rail, road, costal shipping and inland water transport. Find out what is working and what is not.

B2B Meetings (For pre-registered delegates only)

19.30 Onwards

Networking Dinner (For pre-registered delegates only)



22 September 2016

Day 3



10.00 - 11.30

Collaborate to increase efficiency and velocity in maritime trade - Reach out to your customers directly - Join the representatives from the Automation, Information systems, training and certification agencies to deliberate on issues and ideas related to improving industry efficiency in the maritime ecosystem. This session pursues the Digital India and Skill India initiatives by the government of India.

Coffee Break & Networking

12.00 - 13.30

Collaborate to develop and promote maritime India as a leisure destination - Join the representatives from the travel, tourism and cruise related industries to discuss on how to promote cruise tourism from India.

14.00 Onwards

Networking Lunch (For pre-registered delegates only)



*Subject to change

Registration Details

Delegate Fee

One Day	Three days
₹ 10,000	₹ 25,500
Delegates registered for one day can attend <ul style="list-style-type: none"> - Conference sessions for the day - All special business sessions and interactions for the day - Exhibition - Lunch & Coffee Breaks for the day 	Delegates registered for three days can attend <ul style="list-style-type: none"> - Conference sessions for three days - All special business sessions and interactions for three days - Exhibition - Lunch & Coffee Breaks for three days
Dinner- by invitation only	

Booth Registration Tariff

BOOTH	SIZE IN METER	RATE IN INR EARLY BIRD	RATE IN INR AFTER 01.08.2016
9 m2	3x3	₹ 2,65,200	₹ 2,78,800
12 m2	4x3	₹ 3,50,200	₹ 3,63,800
15 m2	5x3	₹ 4,40,300	₹ 4,53,900
Space Only	Min 24 m2	₹ 25,000/m2	₹ 26,500/m2

* Add 15 % Service Tax

15% Additional on Prime Booths

How To reach us

For Visitor and Conference Delegate Registration:
reservations@maritime-world.com

For Booth Registration and Sponsorships:
reservations@maritime-world.com

Corporate Office :

B-121, Balaji Bhavan, Sector-11,
 Plot No. 42A, CBD Belapur,
 Navi Mumbai - 400 614,
 INDIA.

Ph.: +91-22- 41314465 / 27571430

MWS Website:

www.maritime-world.com

MNI 2016 Website:

www.maritime-world.com/mni2016/

Organised by



**MARITIME
WORLD SERVICES**

Maritime World Services Pvt. Ltd.





Sponsorship Options

Benefits	Diamond	Platinum
Package Price	INR 13,60,000	INR 10,20,000
Opportunity To Nominate Panelist	✓	✓
Networking Dinner/Lunch/Coffee Break	Value INR 5,23,056	Value INR 2,52,164
Number Of Conference Passes	4 Value INR 1,04,584	3 Value INR 78,540
Booth Space Discount	25%	20%
Acknowledgment On Delegate Kit Etc.	Value INR 1,04,584	Value INR 1,04,584
Leather Bag With Logo For Delegates	Value INR 1,04,584	Value INR 1,04,584
Logo On Conference Backdrop	Value INR 1,04,584	Value INR 1,04,584
Logo On Outdoor	Value INR 1,04,584	Value INR 1,04,584
Logo On Badge Visitor/ Delegate		
Logo On Conference Brochure	✓	✓
Web Banner	Value INR 75,276	Value INR 75,276
Screening Of Corporate Film	Value INR 52,292 (5 min)	Value INR 31,416 (3 min)

Benefits	Gold	Silver
Package Price	INR 8,16,000	INR 5,10,000
Opportunity To Nominate Panelist	✓	
Networking Dinner/Lunch/Coffee Break	Value INR 2,61,528	Value INR 2,01,892
Number Of Conference Passes	2 Value INR 52,292	1 Value INR 26,180
Booth Space Discount	15%	10%
Acknowledgment On Delegate Kit Etc.	Value INR 1,04,584	
Leather Bag With Logo For Delegates		
Logo On Conference Backdrop	Value INR 1,04,584	
Logo On Outdoor	Value INR 1,04,584	Value INR 1,04,584
Logo On Badge Visitor/ Delegate		
Logo On Conference Brochure	✓	✓
Web Banner	Value INR 75,276	Value INR 75,276
Screening Of Corporate Film		

Other Sponsorships

Delegate Lanyard

INR 3,06,000

Visitors Lanyard

INR 3,06,000

Registration Desk

INR 4,08,000

Media Lounge

INR 4,08,000





About The Organisation- Maritime World Services Pvt. Ltd.

Industry professionals, senior editors and an international business events company have come together to set up Maritime World Services (MWS) as a platform for the entire maritime value chain, to help the maritime ecosystem achieve more.

MWS leverages the international experience of the Apex Group founders, who have worked with governments and Fortune 500 companies combined with the international readership & network of the founders of the STAT Media Group - a leading business media and events company, internationally acclaimed for its events like Air Cargo Africa, Air Cargo India.

We aim to assist the Indian and international maritime ecosystem stakeholders to connect, draw insights through our research and provide them access to the right talent.

We help the maritime ecosystem achieve more

For more info/booking contact

Maritime World Services Pvt. Ltd.

Phone: +91-22- 41314465 / 27571430

Email: reservations@maritime-world.com

About Maritime World

90% of the world trade is carried by the sea

9.84 billion tons of shipments are carried by the sea every year

60% is the share that the developing countries contribute to the international seaborne trade.

The world seaborne trade in cargo ton-miles nearly doubled to 55,000 in 2015

About 30% of international seaborne trade comprises various forms of fuels

1.7 billion tons of crude oil was carried by sea in 2014

The world fleet grew by 3.5% in 2014 to a total of 89,464 vessels



Trade Lanes



Infrastructure



Connectivity



Shipbuilding



Support



Automation



Leisure

INTERNATIONAL NORTH-SOUTH TRANSPORT CORRIDOR (INSTC)

INTERNATIONAL CONFERENCE INDIA-2016



INSTC - INTERNATIONAL CONFERENCE - INDIA 2016 AT MARITIME NATION INDIA

"Federation of Freight Forwarders Association in India" (FFFAI) is organizing the International North South Transport Corridor (INSTC) an International Conference- India 2016 at the International Convention & Exhibition Centre in Navi Mumbai on 21 Sep 2016.

"This conference is being held in collaboration with Maritime World Services Pvt. Ltd. , who are organizing Maritime Nation India 2016, International Conference and Exhibition at the same venue.

The INSTC International conference participation would have expert speakers and delegates from the maritime and logistics infrastructure, private operators and government officials from India, Iran, Russia and other CIS countries.

This will be an opportunity for Delegates of both the conferences which would create a common platform for B2B interaction with the international maritime and logistics community at the venue."

International North-South Transport Corridor (INSTC), is a multi modal transportation established in 12 SEP 2000 in St. Petersburg, by Iran, Russia and India for the purpose of promoting transportation cooperation among the Member States. This corridor connects India Ocean and Persian Gulf to the Caspian Sea via Islamic republic of IRAN, then is connected to St. Petersburg and North European via Russian Federation.

The INSTC was expanded to include eleven new members, namely: Republic of Azerbaijan, Republic of Armenia, Republic of Kazakhstan, Kyrgyz Republic, Republic of Tajikistan, Republic of Turkey, Republic of Ukraine, Republic of Belarus, Oman, Syria, Bulgaria (Observer).



Mumbai is the Southern hub on the NSTC



Bandar Abbas is a major port on the NSTC



Moscow is the Northern hub on the NSTC



Bereket Railway Station in (Kazandzhik)



Boats anchored in Chabahar Bay



The port of Astara has been integrated with the NSTC

Founder Members

1- I.R. of Iran



2- R. of India



3- Russian Federation



Other Members

1- R. of Belarus



2- R. of Kazakhstan



3- R. of Tajikistan



4- Sultanate of Oman



5- R. of Armenia



6- R. of Azerbaijan



7- Syrian Arab Republic



8- R. of Ukraine



9- R. of Turkey



10- R. of Kyrgyzstan



Observer Members

1- R. of Bulgaria



Organised by



Maritime
nation india
20-21-22 September 2016
International Exhibition Centre, Navi Mumbai

In collaboration



MARITIME
WORLD SERVICES

Chandresh Sona
Deputy Secretary



प्रधान मंत्री कार्यालय
नई दिल्ली - 110011
PRIME MINISTER'S OFFICE
New Delhi - 110011

MESSAGE

The Prime Minister is happy to learn that Maritime Nation India is being organised in Navi Mumbai from 20th-22nd September, 2016.

On this occasion, best wishes to all the organisers and participants.

(Chandresh Sona)

12 April, 2016
New Delhi

नितिन गडकरी
NITIN GADKARI



मंत्री सड़क परिवहन राजमार्ग एवं पोत परिवहन
भारत सरकार,
परिवहन भवन, नई दिल्ली-110 001
MINISTER OF ROAD TRANSPORT
HIGHWAYS & SHIPPING
GOVERNMENT OF INDIA
PARIVAHAN BHAVAN, NEW DELHI-110 001

MESSAGE

It gives me immense pleasure to know that "**Maritime Nation – India 2016**" is being organized to showcase to the world the potential opportunities in the Indian Maritime industry comprising of ports, shipping, shipbuilding, ship repair, inland water transport systems and make it a catalyst for growth of trade and business.

This event would provide an integrated platform for exchange of ideas and networking for the maritime infrastructure, trade & entire maritime ecosystem and benefit all stakeholders.

I wish this all success.


(Nitin Gadkari)

Speakers / Advisors



Sanjay Bhatia
Chairman
Mumbai Port Trust



Mr. Neeraj Bansal
Dy. Chairman
JNPT



Niraj Ambani
President - Group Logistics
Reliance Industries Ltd.



Debasish Mallick
Deputy Managing Director
Export-Import Bank of India



Satya Prasad Sahu
Commissioner (IT)
Central Board of Excise & Customs,
Department of Revenue,
Ministry of Finance
CBEC



Willem van der Schalk
CEO & Regional Managing Director
Germany,
East and North Europe, IPBC
a. hartrodt Deutschland (GmbH & Co) KG



Shantanu Bhadkamkar
Chairman
International Federation of
Freight Brokers Associations (IFCBA)
Managing Director
A.T.C. (Clearing & Shipping)



S N Ghormade
Flag Officer Commanding
Maharashtra Naval Area



Arun Kumar Gupta
Managing Director
India Ports Global Pvt.Ltd.



Max Ward
CEO, Co-founder
Open Port Logistics
for New Markets



Captain David Thomson
Managing Director
Orcades Marine Management
Consultants Ltd. (UK)



Tushar Jani
Chairman
Cargo Service India Pvt. Ltd.
Blue Dart Aviation Ltd.



Pramod Sant
Vice President
Head of Export /Imports and
Export Control and Customs
Siemens Ltd, India



Gautam Bhatikar
Partner
Shipping, Aviation, Insurance,
Dispute Resolution &
ALMT Legal,
Advocates & Solicitors



Sachin Menon
Senior Partner
&
Head of Indirect Tax
KPMG



Sankalpa Bhattacharjya
Partner & Leader - Deals Strategy
PwC India



Srinath Manda
Associate Director
Automotive & Transportation
Markets and Markets



Sailesh Bhatia
Managing Director
Bhatia Shipping Pvt. Ltd.



Air Commodore
Ranjan Mukherjee
V.S.M., Additional Director General,
(Ops & Liaison)
DCD/CRD- Delhi at Prasar Bharti



Samir J Shah
Chairman
FFFAI
Custom Brokers
Associations In India



Atul Kulkarni
CEO
Chowgule Ports &
Infrastructure Pvt. Ltd.



A. Janardhana Rao
Advisor (Sagarmala)
Ministry of Shipping



K C Jena
Former Retired
Chairman Railway Board
Former Chairman
International Union Of Railways



Shankar Shinde
Vice Chairman
FFFAI
Managing Director
Global Express Multi logistics Pvt. Ltd.



Shankar Chatterjee
Chairman & Managing Director
S CUBE Trans Continental Group



Amit Maheshwari
MD & CEO
Softlink Global Pvt. Ltd.



Abhishek P Rao
Head
e-Delivery, Logistics,
Collections & Customer Delight
Godrej Nature's Basket



Hemant B. Bhattbhatt
Managing Partner & CEO
Hmsa Consultancy Services LLP



Sanjay Srivastava
COO
Mahindra World City (Jaipur) Ltd.



Ashish Pednekar
President
Brihanmumbai Custom House
Agents' Association

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