



PRESENTS:

AFRICAN ports revolution

WEST AFRICA EDITION

5 - 7 September 2017, Kempinski Hotel, Accra, Ghana

UNLOCKING WEST AFRICA'S ECONOMIC POTENTIAL THROUGH PORT OPTIMISATION AND DEVELOPMENT



REGISTER BEFORE 7 JULY 2017 AND SAVE US \$200!

This is the only West African ports forum providing coastal and hinterland stakeholders with proven, future-proofed solutions for expansion and optimisation of multi-modal maritime infrastructure development.

5 REASONS WHY YOU CANNOT MISS THIS EVENT:

- Save time by accessing leaders from over 5 West African ports authorities all under one roof
- Increase port throughput and efficiency with real-time take-away benefits while you learn about the latest trends, technology solutions and project developments in the region
- Spark new commercial relationships and opportunities from facilitated business matchmaking connecting government and private sector
- Influence policy and development while engaging with the region's top maritime leaders
- Become a top partner and supplier for West Africa's maritime industries with insider access to the region's transport infrastructure development pipeline and post-neo-panamax port requirements

FEATURING OVER 25 LEADING SPEAKERS INCLUDING



Hadiza Bala Usman, Managing Director, Nigerian Ports Authority, Nigeria



Christopher Gunson, Partner, AMERELLER, United Arab Emirates



Tiedo Vellinga, Professor of Ports and Waterways, Delft University of Technology, Netherlands



Michael Luguje, Secretary-General, Port Management Association of West & Central Africa (PMAWCA), Nigeria



A. B. Bangura, General Manager, Sierra Leone Ports Authority, Sierra Leone

New features for 2017:

- Women's Networking Breakfast: Recognising and celebrating the successful and dynamic women driving our West African maritime sector
- 2 Site visits at the Tema Port and Takoradi Port on 7 September 2017

Participating ports and terminal operators:



Gold sponsors:



Silver sponsor:



Bronze sponsor:



Women's Networking Breakfast sponsor:



Ghana Ports and Harbours Authority welcomes you to African Ports Evolution West Africa 2017



The Ghana Ports and Harbours Authority is honoured to support the second annual African Ports Evolution West Africa Edition taking place in Accra, Ghana on the 5th and 6th of September 2017.

Last year's inaugural event, which received an overwhelming response from industry stakeholders, proved that there is a great need for our ports and maritime stakeholders to meet at this magnificent gathering. It is indeed important to come together regularly so that we can make West Africa a competitive trading hub, and in order to do this, we need to mobilise our intra-regional collaboration efforts.

The two-day conference will feature over 25 of West Africa's top thought-leaders who will share best practice and offer solutions to pressing challenges that our ports sector is facing. There will also be a concurrent trade exhibition of over 40 solution providers who have been carefully selected to ensure that you stay up to date with the latest and most sophisticated technology solutions.

You can look forward to taking your conference lessons and insights to the next level, by attending a site visit at either Tema or Takoradi Ports on the 7th of September and see first-hand how Ghana Ports and Harbours Authority has increased its efficiency and output.

We look forward to welcoming you all to Accra, Ghana 5 - 7th of September 2017, where together we can ensure that West Africa becomes a top global trading hub.

Yours sincerely,

PAUL ASARE ANSAH
DIRECTOR GENERAL



**GHANA PORTS AND
HARBOURS AUTHORITY**

What to expect?

- Over 100 port operators and government representatives
- Over 100 high level private sector service providers
- Over 8 hours of networking time - giving you access to West Africa's maritime movers and shakers
- Over 40 service providers displaying their latest technology
- Participation from countries including Ghana, Nigeria, Ivory Coast, Benin, Sierra Leone, Republic of Guinea, Equatorial Guinea and Senegal showcasing country-specific spotlight presentations with real-time updates on West African ports development

Who should attend?

- Ports authorities
- Terminal operators
- Government agencies and ministries
- Revenue Authorities
- Logistics
- Freight forwarders
- Shipping lines
- Bulk exporters and users of ports
- Finance and investment organisations
- Research and development agencies
- Industry associations
- EPCs
- Suppliers of products and services to the sector

Thank you to the 2017 Advisory Board members who have assisted in directing and formulating the conference programme.

2017 ADVISORY BOARD



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Director General,
Ghana Maritime Authority,
Ghana



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Ghana

Conference Programme

Day 1: Tuesday 5 September 2017

OPENING KEYNOTE SESSION 1.1

INTEGRATING PORT AND RAIL DEVELOPMENT TO BOOST WEST AFRICAN TRADE

Chairman: Michael Luguje, Secretary General, Ports Management Association of West and Central Africa (PMAWCA), Nigeria

10:00 Chairperson welcome

Michael Luguje, Secretary General, Ports Management Association of West and Central Africa (PMAWCA), Nigeria

10:10 Opening address

Hon. Kwaku Ofori Asiamah, Minister of Transport, Ghana

10:30 Keynote address

Paul Asare Ansah, Director General, Ghana Ports and Harbour Authority, Ghana

11:00 Minister leaves the stage

11:05 Panel Discussion: Enhancing West Africa's regional connectivity – inter modal value chain opportunities to drive social and economic development in West Africa

- Rail development in West Africa: how rail and ports sectors can work together to enhance trade facilitation in the region
- How are port & rail operations linked to economic development?
- Defining regional corridor upgrade and the need for an integrated transport system (rail, road and marine) - what are the obstacles?
- The impact of improved infrastructure conditions on logistics and costs - how do we reduce the cost of logistics?
- Increasing revenue and cost control through competition and transport innovation
- Capacity building challenges and localisation
- Attracting investment for infrastructure development

Panellists:

- Hadiza Bala Usman, Managing Director, Nigerian Port Authority, Nigeria
- Richard Diedong Dombo, CEO, Ghana Railway Development Authority, Ghana
- Paul Asare Ansah, Director General, Ghana Ports and Harbour Authority, Ghana
- Naa Densua Aryeetey, International Director for the African Region, Ghana

12:00 NETWORKING AND MATCHMAKING SESSION ON THE EXHIBITION FLOOR

13:00 LUNCH AND EXPO VIEWING

Seats are limited, so book yours today! Contact Joseph Gumbo

✉ joseph.gumbo@portsevolution.com

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KEYNOTE SPEAKERS



Hon. Kwaku Ofori Asiamah
Minister of Transport
Ghana



Paul Asare Ansah
Director General,
Ghana Ports and Harbour Authority,
Ghana



Michael Luguje
Secretary General,
Ports Management Association of West and
Central Africa (PMAWCA), Nigeria

“ The conference was indeed a meeting point of major decision makers in West Africa's port and maritime ecosystem. A citadel for advanced frontier innovation of West Africa's port system's advancement. ”

Dr Chinedum Onyemechi, Senior Lecturer & Acting Head,
Department of Maritime Management Technology, Federal
University of Technology Owerri, Nigeria

Conference Programme

Day 1: Tuesday 5 September 2017

SESSION 1.2

SNAPSHOT STATUS UPDATE OF WEST AFRICAN PORTS

14:00 Strategic Roadmap of West Africa's Regional Port Development:

Snapshot of current status of key ports in West Africa:

Each port representative will give a brief presentation on:

- Aerial View of the key port in the region
- Basic port information (owners/operators and top five products that are imported and exported)
- Growth predictions over next 5 years
- Current and future project developments

Speakers:

- *Hadiza Bala Usman, Managing Director, Nigerian Port Authority, Nigeria*
- *A.B Bangura, General Manager, Sierra Leone Ports Authority, Sierra Leone*
- *Alpha Kaba, Civil Administrator & Economic Advisor, Port of Conakry, Republic of Guinea*
- *Manuel Ncogo Mbengono, Deputy General Manager, Equatorial Guinea Ports Administration (APGE), Equatorial Guinea*

14:30 Panel Discussion:

- How can West African ports remain competitive but still leverage off regional port collaboration?
- What is the value of developing a West African regional hub?
- How can we ensure sustainability?
- How can each port diversify their offering?

15:30 AFTERNOON REFRESHMENTS

SESSION 1.3

OUTLOOK FOR THE PORT AND TERMINALS FINANCE MARKET IN WEST AFRICA

Chairperson: *Magnus Addico, President, African Maritime Policy Advisory Center, Ghana*

16:00 Meeting the demand for assets among infrastructure investors looking for long term stable cash flows?

16:15 Panel Discussion: Challenges and Solutions to Structuring Innovative Port PPPs

- Restructuring of ports for improved investment
- Strengthening the level of trust between government and the private sector
- Optimal allocation between public and private responsibilities
- Risk allocation within the PPP contract
- The better the PPP structure, the more value there is to divide

Panellists:

- *Ed Stumpf, Investment Director, African Infrastructure Investment Managers (AIIM), South Africa*

17:30 CLOSING REMARKS

18:00 NETWORKING FUNCTION



Conference Programme

Day 2: Wednesday 6 September 2017

07:30 **Women's Networking Breakfast: Recognising and celebrating the successful and dynamic women driving the West African maritime sector**

Guest speaker: *Joyce Bawah Mogtari, WISTA Ambassador & Former Deputy Minister of Transport, Ghana*

By Invitation Only

Sponsored by:



SESSION 2.1

BENEFITS OF CREATING A SUSTAINABLE SMART PORT CITY

09:30 **Integrated and sustainable port development: Making a conscious choice for humans, environment and economy**
Tiedo Vellinga, Professor of Ports and Waterways, Delft University of Technology, Netherlands

09:45 **Free zones: The secret ingredient for the economic growth of regional hub cities**
Christopher Gunson, Partner, AMERELLER, United Arab Emirates

10:05 **Panel Discussion:**
Understanding the benefits of the Port-City-Nexus: Why ports should create reciprocal synergies with their surrounding communities

- Driving the 'Green Port Agenda' to conserve the environment, improve health and safety of staff, customers, marine life and surrounding communities
- Driving capacity development through development of local skills
- Mentorship and apprenticeship – much as ports may be high security areas, how can we integrate the society around our ports into our business?
- Turning environmental impact challenges into opportunities
- Developing industrial zones/hubs around ports
- Importance of integrated and long-term planning
- Congestion – ports need to work more closely with surrounding city and communities to find solutions

11:00 **NETWORKING AND MATCHMAKING ON THE EXHIBITION FLOOR**

SESSION 2.2

USING TECHNOLOGY TO DRIVE PORT EFFICIENCY, OPTIMISATION AND COST CONTROL

11:30 **Using technology to reduce bottlenecks and enhance customer experiences**
Carl A. Sackey, Product Development Manager, Ghana Community Network Services Limited, Ghana

11:45 **Panel Discussion:**

- How can IT solutions drive port efficiency, optimisation and cost control?
- How can technology be used to enhance the customer experience?
- How has the Single Window platform revolutionised trade facilitation?
- How terminal operators can use technology to assist with the increasing requirements on safety, security and environment

13:00 **NETWORKING AND MATCHMAKING ON THE EXHIBITION FLOOR**

14:00 **LUNCH AND EXPO VIEWING**

CLOSING KEYNOTE SESSION 2.3

SYNERGIES BETWEEN PORTS AND ENERGY DEVELOPMENT

15:00 **Nigerian case study: Using alternative power supplies to meet port energy demands**
Chinedum Onyemechi, Head of Maritime Department, Federal University of Technology Owerri, Nigeria

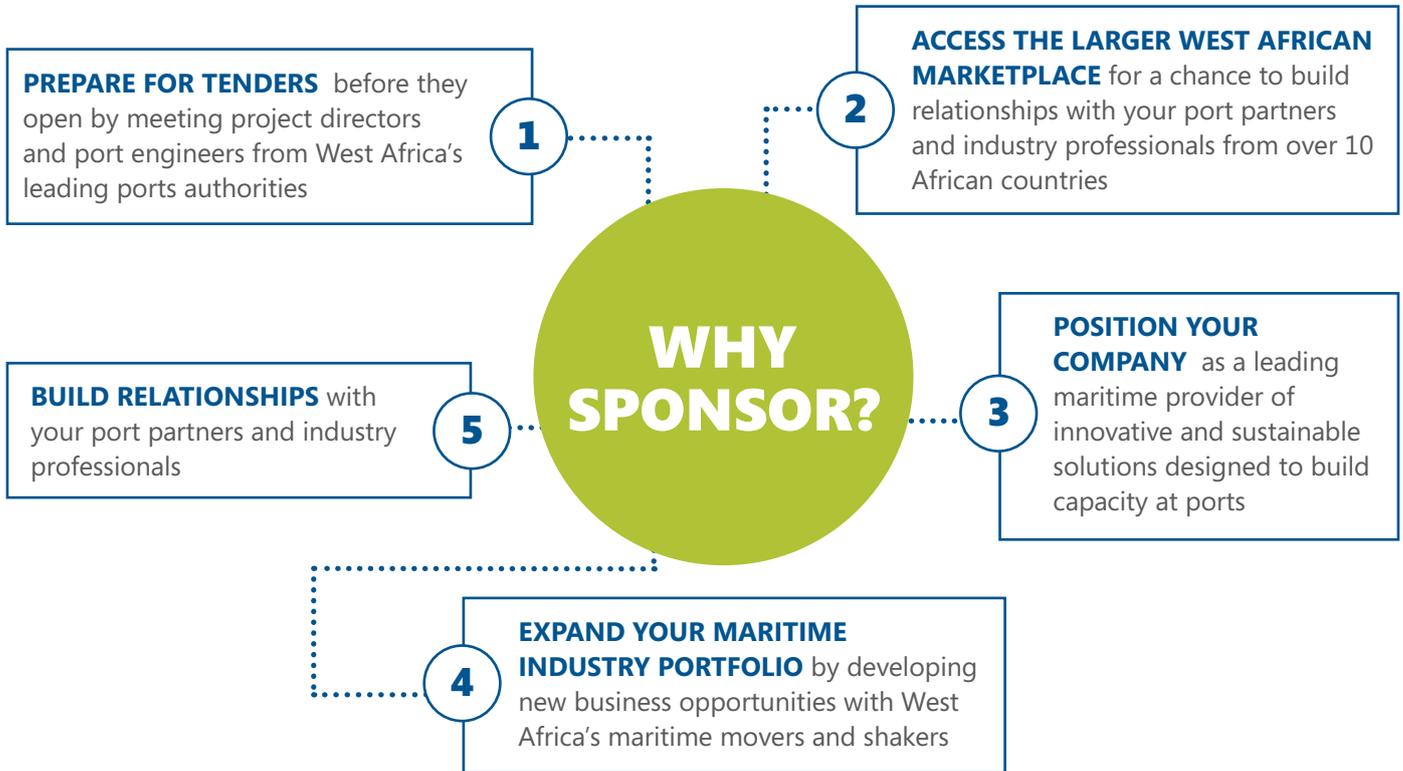
15:15 **Panel Discussion:**
Energy & Ports: How can West African ports prepare for the future energy developments?

- What's on the horizon in terms of energy development in West Africa?
- What policies, legislation and regulations need to be developed to enable beneficial synergies between these sectors?
- How can the ports leverage off oil and gas developments to diversify their offerings and generate revenue?
- Lessons from Ghana's Takoradi Port

16:30 **CLOSING REMARKS AND CLOSE OF FORUM**

Can your technology and expertise revolutionise West Africa's ports and terminals? Maximise your exposure today!

Limited space available



Who should sponsor?

This is a unique platform for suppliers to showcase their expertise. Organisations that could benefit from sponsorship include:

- Marine engineering companies
- Dredging companies
- Logistics companies
- Suppliers of large ports and maritime equipment
- Maritime attorneys
- Environmental consultants
- Marine insurers
- Suppliers of underwater construction materials
- EPCs

Sponsorship packages are 100% customised for you business needs and are designed to maximise your commercial success at the event.

**Book your space now!
contact Malvin Kane at**

✉ malvin.kane@portsevolution.com

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African Ports Evolution West Africa 2017

Register today!

Space is limited and available on a first come first served basis. You need to pre-register to secure a seat at the conference.

Three ways to register to attend African Ports Evolution West Africa:

- 1 Register online: www.west.portsevolution.com
- 2 Email Joseph Gumbo at joseph.gumbo@portsevolution.com
- 3 Contact our team directly at +27 21 700 4300

PRIVATE SECTOR

Great value! Register before 7 July 2017 and save US \$200 <i>(Rates are quoted in US dollars)</i>	Early bird book and pay before 7 July 2017	Standard rate book and pay after 7 July 2017
	2 day African Ports Evolution West Africa	US \$895

PUBLIC SECTOR

*Port partners will have their logos on all our marketing collateral and are profiled at key ports in the region.	SINGLE PASS	GROUP BOOKING
	Government, Port Authorities, Port Operators	US \$335

T's & C's apply:

- If payment is not received by the time the early bird price expires, the standard price will apply
- Rates exclude 5% administration fee which will be included/ added to your invoice

Kempinski Hotel Gold Coast City

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Hypenica is an international media group that serves its markets by connecting buyers and sellers, sharing information and experiences, identifying new opportunities and enabling more effective business.

We do this through our innovative print, digital and event products which provide important marketing platforms for any company wanting to build their profile and reach their target market – whether nationally, regionally or globally.

Hypenica's expertise and track record extends to the following niche B2B sectors:

- Concrete, cement and construction
- Transport (infrastructure)
- General business

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Women's networking breakfast sponsor



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