



East Coast Maritime Business Summit

22-23 January, 2015

Novotel Varun Beach, Visakhapatnam

ECMBS NEWSLETTER

PRE-CONFERENCE NEWSLETTER ON EAST COAST MARITIME BUSINESS SUMMIT 2015

DECEMBER 2014

More rice for Tripura via Bangladesh?

The Indian government may ferry another 35,000 tonnes of rice for Tripura via Bangladesh as train services in the north-eastern states have been stopped till March 2016 due to gauge conversion. The Food Corporation of India (FCI) recently ferried 10,000 tonnes of rice in two phases from Visakhapatnam Port in Andhra Pradesh via Bangladesh. "Several ships carried the rice from Visakhapatnam Port to Kolkata Port, then to Ashuganj Port



in (eastern) Bangladesh. From Ashuganj Port, Bangladeshi trucks ferried the rice to FCI

warehouses in Nandannagar near Agartala," FCI official Nilanjan Chowdhury told IANS.

Myanmar's average trade volume over \$2.2 billion per month

Myanmar's foreign trade volume during the April-October period of this year was more than \$2.2 billion on average per month. If this amount continues, total foreign trade volume at the end of 2014-2015 fiscal year will be higher than the projection of \$25.7 billion, according to the Ministry of Commerce. From April 1 to October 31 of 2014-2015 fiscal year, foreign trade volume was \$16013.338 million. Foreign trade is made through sea routes as well as border trade. In sea trade, imports are higher than exports while exports are more than imports in border trade. To improve the trade volume, illegal trades are being cracked down for border trade as well as sea route in which most trades are

seen. Individual trading cards have been given at all border trade zones for individual trading of residents in border regions and this will help reduce illegal trade. Border trade zones which are currently operating are Muse, Lweje, Chinshwehaw and Kanpitete in Myanmar-China border; Myawady, Techleik, Kawthaug, Myeik, Kungtung, Mawtaung and Nabulal/Hteekhee in Myanmar-Thai border; Sittwe and Maungtaw in Myanmar-Bangladesh border and Tamu and Reed in Myanmar-India border; The foreign export structure in Myanmar has to rely on a few main products including mineral resources, natural gas, teak, agricultural and aquatic products.

Kolkata dock creates record in monthly container handling

Bharat Kolkata Container Terminals Pvt Ltd, a wholly-owned unit of PSA International, is due to commence container handling operation at the Kolkata Dock System (KDS) of Kolkata Port Trust (KoPT) Terminal from December 2014 and has already started mobilising equipment. KDS handled 50,092 Twenty Feet Equivalent Units containers in September, creating record. During the first six months of the current financial year, KDS recorded a growth of 7.93 per cent in container handling as compared to the same period of the last fiscal and continued to hold third position among the major ports.

Brief News

■ Krishnapatnam Port installs 'Mechanised Coal Handling system' that will enhance the berth productivity to 12 million tonnes per annum, eliminating all intermediary supply chain/logistics costs, ensuring quality, zero handling loss and faster evacuation of cargo. The port expects to handle over 40 million tonnes of cargo in the current financial year as against 25 mt handled in 2013-14.

■ Andhra Pradesh government has given clearance for the second phase development of Gangavaram Port located at Visakhapatnam, at a revised cost of ₹1,318.73 crore. Expansion plan consists of four berths (1 coal+3 multipurpose) with increased cargo handling capacity from 17.55 to 41 MMTPA to be developed within 5 years.

■ Visakhapatnam Port Trust to strengthen four berths in the inner harbour - EQ 2,3,4 and 5 - at a cost of ₹400 crore to enable handling of bigger vessels.

■ Kamaraj Port Limited at Ennore to set up a Special Economic Zone or a Free Trade Zone over a 650 acre land acquired from the Union Salt Department. Kamaraj Port has also signed a MoU with Puducherry government to develop a port there.

“ There is a huge potential for trade and allied activities by developing ports. State's development is linked with ports and hence we will focus more on this sector ”

Sri N Chandrababu Naidu, Chief Minister, Andhra Pradesh



Kolkata Port Trust begins operations at Kanika Sands

After years of effort, the Kolkata Port Trust (KoPT) finally commenced transloading operations at Kanika Sands. Coal started being unloaded from the large bulk carrier carrying 72,500 tonnes of coal for the NTPC's power plant at Farakka.

With operations starting at Kanika Sands, KoPT can now carry out round the year Ship-To-Ship transloading. Operations aren't possible at the Sandheads during the monsoon due to bad weather. "Given the draft situation, the *M V Sapphire* couldn't have entered the Haldia Dock Complex,



leave alone the Kolkata Dock System with a load of 72,500 tonnes. The ship would have to berth at some other port in India but transportation of coal from there to Farakka wouldn't have been as cost-effective. We have moved the *M V Vighnraj*, a transloader, to Kanika Sands. The entire cargo from the *M V Sapphire* was shifted to the *M V Vighnraj* and it remained anchored at the deep-drafted location till daughter vessels and barges moved the coal to Farakka through National Waterway-1," a senior port official said.

Concor to participate in Angul-Sukinda railway project

Container Corporation of India Ltd will participate in Angul-Sukinda railway line (ASRL) project in Odisha, giving a boost to state's rail infrastructure and development. Concor has become a stakeholder in the ASRL project by making 26 per cent equity shares investment, a company release said. Angul-Sukinda railway line is being constructed under public private partnership (PPP) model for providing a vital alternative rail link to Angul-based steel plants with Keonjhar-Bansapani iron-ore belt and Talcher coal field to Kalinga Nagar industrial belt. Besides CONCOR, Rail Vikas Nigam Ltd, Odisha government, Odisha Mining Corporation, JSPL and IDCO are the other stakeholders of the joint venture, the release said.

Concor is also developing two multimodal logistic parks (MMLPs) at Parjang and Duburi stations of the new railway line for expanding container traffic in the state.

GAIL seeks partner for LNG import terminal at Paradip

GAIL India Ltd is looking for a strategic partner for its ₹3,108-crore floating LNG import terminal at Paradip in Odisha. GAIL has floated expression of interest (EoI) to induct a strategic partner in 4 million tonnes a year floating liquefied natural gas (LNG) terminal planned off the Paradip coast, sources privy to the development said.

FDI in Myanmar

As Myanmar opens up economically, it is attracting more attention from investors. The country received just \$901 million in FDI in 2010. In 2013, that sum roughly tripled. The Myanmar Investment Commission has revised FDI targets to \$5 billion for the upcoming fiscal year, and it expects FDI to grow 14 per cent annually through 2030. Which countries have invested the most to date? China has funneled more than \$14 billion cumulatively into Myanmar; Thailand is second with more than \$10 billion. Sectors seeing the most funding include oil and gas, manufacturing, mining and hotels and tourism.

Chennai Port hunts for land to ease congestion

Chennai Port is looking for land to shift some of its operation from its premises to ease congestion, according to Port trust Chairman Atulya Mishra. This comes in the wake of Union Minister of Roadways, Highways and Shipping Nitin Gadkari suggesting to the Chennai Port Trust chairman to

look out for land outside the city so that some of the operations of port are shifted. Mishra said Chennai Port is looking to have talks to with state government in identifying land near the beach. Meanwhile, the development at multimodal logistics hub and dry port at Sriperumbur to cater to containerized traffic in the port

is gathering pace. Land area to an extent of 121.74 acres which is in three parcels at Mappedu near Sriperumbudur had already been taken on long lease (99 years) from SIPCOT.

The land has been parceled into 16 acres, 30 acres and 75 acres. "The work in the 16 acres of

land has already been awarded to a concessionaire, Mishra said. Chennai Port has floated tenders for developing the remaining parcels of land. The proposed dry port will consolidate the position of Chennai Port as container hub on the east coast and will facilitate enhancement of the port capacity.

“SAARC Motor Vehicle Agreement for passenger and cargo vehicles movement will be path-breaking with wider scope for movement of all types of vehicles across member-states”

Sri Nitin Gadkari, Minister of Road Transport & Highways and Shipping, Government of India



Adani Ports lays foundation stone for ₹1,270-cr project



The Union Shipping Minister Nitin Gadkari has laid foundation stone for the ₹1,270-crore container terminal at Kamaraj Port (Ennore), which will be developed by Adani Ports and SEZ Ltd, through its newly floated company. The company has entered into a 37 per cent revenue sharing agreement with the port management for this project and this is considered to be one of the highest in the industry in the recent times. Kamaraj Port's Chairman

and Managing Director M A Baskarachar said that while ADANI Ennore Container Terminal Pvt. Ltd, company floated by Adani Ports and SEZ Ltd, will construct berths and equipment, the Port will invest around ₹300 crore in dredging and to create rail and road networks. The terminal which will come in 36.5 hectares of land will have two berths and first one will be ready in 27 months, while the second berth will be ready in two years.

Vizag: Future Logistics Hub

The east coast, which has hitherto remained largely unexplored, is poised to become a logistics hub.

The trade, which has remained largely confined to the ports of Gujarat and Mumbai, is expected to shift to the east coast in future, according to K V Mahidhar, Deputy Executive Director and Head,

Confederation of Indian Industry (CII) Institute of Logistics, Chennai. "The east coast, particularly Andhra Pradesh, which has a number of coastal districts and the National Highway (NH) running close to the coast, gives it an added advantage to promote logistics in a big way. Providing roads from the ports to the National Highway would ensure

seamless connectivity to the hinterland," said Mahidhar. Visakhapatnam can derive the maximum advantage as it has one of the biggest major ports, an international airport, and the NH running close to the port, airport, and the Multi Modal Logistics Park (MMLP), which would cater to the needs of logistics providers using road, rail, seaport, or airport.

Isuzu Motors AP unit to be ready by 2016

The pick-up truck unit being established by Isuzu Motors India Private Ltd. in Sri City industrial estate in Chittoor district of Andhra Pradesh will be ready by 2016, according to Managing Director Takashi Kikuchi. He said the company was at present importing the parts and assembling the trucks in Chennai at Hindustan Motors. "Our unit with an initial capacity of 50,000 pick-up trucks will be ready 2016. We will gradually increase the capacity to 1,20,000 vehicles per annum by 2019-20," he said.

"We are bullish about the Indian market and as the economy is growing the segment will register faster growth," Mr. Takashi Kikuchi said. The company was investing ₹3,000 crore on its project in AP in phases. "We are very favourably located in AP, in the vicinity of Krishnapatnam Port, and on the Bengaluru-Chennai industrial corridor. We are the biggest customers of Krishnapatnam Port right now," he added.

Indian investment in Nepal

Indian ventures in Nepal are engaged in manufacturing, services (banking, insurance, dry port, education and telecom), power sector and tourism industries. Some large Indian investors include, ITC, Dabur India, Hindustan Unilever, VSNL, TCIL, MTNL, State Bank of India, Punjab National Bank, Life Insurance Corporation of India, Asian Paints, CONCOR, GMR India, IL&FS, Manipal Group, MIT Group Holdings, Nupur International, Transworld Group, Patel Engineering, Bhilwara Energy, Bhushan Group, Feedback Ventures, R J Corp, KSK Energy, Berger

Paints, Essel Infra Projects Limited and Tata Projects, etc.

In recent years, hydropower sector has emerged as an attractive sector for Indian investments. Government of Nepal has issued 28 survey licenses for hydropower projects in Nepal having generation capacity of 8249 MW to Indian companies/ joint ventures.

These include:

- Satluj Jal Vidyut Nigam Limited: 900 MW Arun III
- GMR: 900MW Upper Karnali and 600 MW Upper Marsyangdi
- Everest Power: 184 MW Upper Karnali St-1
- Bhilwara Energy Limited: 120 MW Likhu-4, 50 MW Balephi, 194 MW Mugu Karnali-1 & 274 MW Humla Kamali-I)
- Patel Engineering Ltd: 130 MW Budhi Gandaki ka & 260 MW Budhi Gandaki kha
- PES Energy Pvt. Ltd: 210 MW Phulkot Karnali & 216 MW Upper Trishuli-I
- LANCO Infratech Limited: 303 MW Namlan Project, 200 MW Karnali-7 & 100MW Kaligandaki Gorge

“Prime Minister Modi has emphasised rapid growth of the manufacturing sector in the eastern part of the country to match with the western part.”

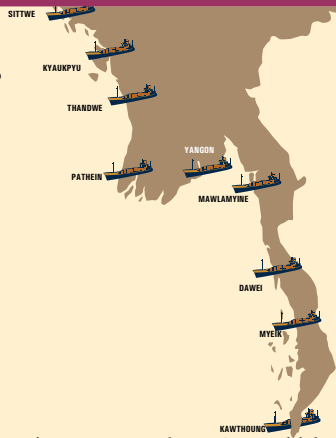
Smt. **Nirmala Sitharaman**, Union Minister for Industry and Commerce, Government of India



Myanmar: Increasing Trade

Indian exports to Myanmar for the period April 2012 to March 2013 were valued at \$544.66 million, while imports during the same period pegged at \$1412.69 million. During the 2013-14 period, India recorded \$787.01 million worth exports to Myanmar, recording 44.50 per cent increase over the previous year. Imports from Myanmar during the period were \$1,395.67, marking a decline by 1.20 per cent.

There are a total of nine ports in Myanmar extending from north to south of the country. By region, one is in Yangon, three in Rakhine, one in Ayeyarwady, one in Mon and three in Tanintharyi. Yangon undertakes export and import of cargo; Sittwe, Patheingyi, Mawlamyine and Myeik deal only in export of cargo; and Kyaukpadaung, Thandwe, Dawei and Kawthaung handle domestic cargo. The port of Yangon is the premier port of Myanmar and handles about 90 per cent of the country's exports and



imports. Kyaukpadaung Port, which lies on the route of Indo-China trade waterway, serves as a corridor of Mekong-India trade. The port has helped in boosting India's trade with the South East Asia countries.

Kaladan Multimodal Transit Project

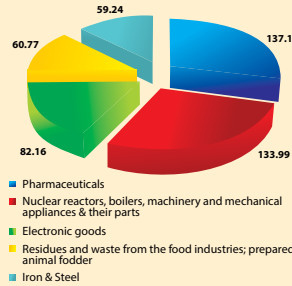
India had inked an agreement with Myanmar for the development of the Kaladan Multimodal Transit Transport Project in 2008. The Kaladan project along with India-

Kaladan Project: Transit route envisaged between Kolkata (nearest Indian port / commercial hub) and Mizoram.

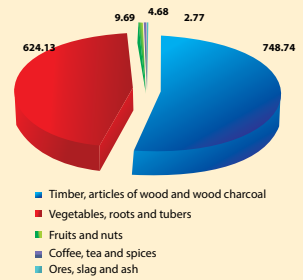
Stretch	Mode	Distance
Kolkata to Sittwe port in Myanmar	Shipping	539 km
Sittwe to Paletwa (River Kaladan)	Inland Water Transport	158 km
Paletwa to Indo-Myanmar Border (in Myanmar)	Road	110 km
Border to NH. 54 (Lawngtlai) (in India)	Road	100 km

Source: Ministry of development of north eastern region

Top five exports to Myanmar from India in 2013-14 ranked by value in \$ million



Top five imports from Myanmar to India in 2013-14 ranked by value in \$ million



Myanmar-Thailand trilateral highway which are expected to be completed in 2016, will open

up the northeastern region to vibrant economies of the South East Asian countries.

Tamil Nadu: Infrastructure woes

Tamil Nadu's infrastructure was comparable with the best in the country and the state government, in 2012, set an ambitious target of achieving a double-digit GSDP growth annually and attracting ₹15 lakh crore worth investments by 2023. The state, unfortunately, has not moved forward from there as decision paralysis has struck the administration. Close to ₹39,000 crore worth thermal power projects,



expected to generate 6,640 MW of electricity, are pending and as a result, the state has been suffering 10-20 per cent power shortage. In the road sector, ₹25,000 crore worth National Highways Authority of India projects are stuck owing to issues in land acquisition. ₹5,000 crore worth national highway projects have not progressed beyond the proposal stage. The state is fast gaining an industry-unfriendly tag. The closure of Nokia and slowing down of

many electronic manufacturing units in Sriperumbudur have hit the state's tax revenue badly. Nokia, for instance, had been paying ₹222 crore VAT annually. The automobile sector in the state rolls out one out of every third car manufactured in India. But to dispatch them to Chennai Port, the manufacturers have to wait till midnight. And to cover the 19 km distance between Maduravoyal and Chennai Port, it takes 48 hours.

Courtesy: The Times of India

“

I am truly delighted to host this meet and would look forward to seeing all of you here. As a Host Port, we are proud to associate ourselves with Maritime Gateway. I hope each one of you receives as much as you all give to these deliberations”

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M T Krishna Babu, IAS, Chairman, Visakhapatnam Port Trust.



ODISHA: Land of cargo

Major industries in the state include power, steel, aluminum, cement and mining.

Power sector

Odisha is one of the power surplus states on the path to become the power house of India. The state government has estimated an investment of ₹54,000 crore for improving the power sector over the next five years, of which government's contribution is ₹20,000 crore. Of the proposed investment, ₹16,000 crore would be made in transmission while ₹12,000 crore in generation.

The government has decided to extend the lapsed MoU with 10 independent power producers (IPPs): GMR Kamalanga Energy Ltd, Lanco Babandh Power, Monnet Energy, Jindal India Thermal Power Ltd (JITPL), Ind-Barath Energy Utkal Ltd, CESC Ltd, Visakha Power, Mahanadi Aban Power Ltd, BGR Energy Systems and Maa Durga Power Company Ltd.

Two IPPs, Sterlite Energy and GMR Kamalanga Energy have already commissioned their units. Sterlite Energy has fully operationalized its 2,400-MW coal-based plant at Burkhamunda near Jharsuguda, GMR has put on stream two 350 MW units at Kamalanga in Dhenkanal district. The rest eight IPPs are in advanced stage of commissioning their projects.

Increasing its capacity Odisha Power Generation Corporation has commenced work on the 320-MW expansion project at its units 3 & 4 at IB Thermal Power Station.

Investment in Odisha

Sl. No.	Industrial units	INV (USD BN)
1	NINL	0.33
2	MESCO	0.19
3	VISA	0.06
4	JSS	0.29
5	MAITHAN	0.12
6	YAZDANI	0.03
7	ROHIT FERRO	0.12
8	TATA STEEL	3.96
9	UTAM GALVA	1.45
10	BRPL	0.36
11	APEEJAY (ICD)	0.05
TOTAL Inv in USD BN		7.0

Other investments in the sector include, Adani Group's plan to invest ₹12,500 crore for setting up a 2,500-MW thermal power project in Odisha. Ramakrishna Prasad Power Private Limited (RKPPPL) of Hyderabad is also planning to set up a 120-MW thermal power plant in Chatrapur, in Ganjam district of Odisha.

Coal consumption

There are about 57 coal consuming units in the state that includes refractories, casting units, chemical units, coal briquettes, textile units etc. Odisha state government has recommended the Coal India Limited for allocation

of 108,000 tonnes of coal for MSME units in 2014-2015.

Iron ore production

Odisha is the largest iron ore producing state in India, contributing more than 50 per cent of the country's production. For the year 2014-15, the state government has capped iron ore production at 57 million tonnes (MT).

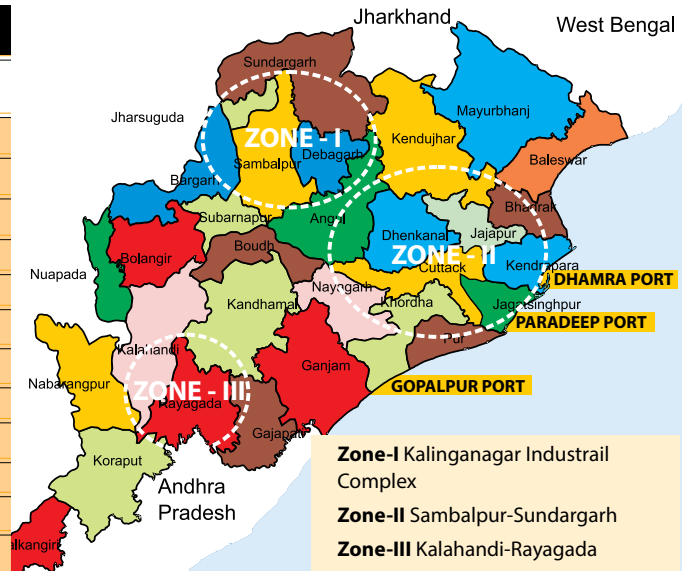
Following the state cabinet's decision, Odisha Mining Corporation will provide minerals to the industries, which have signed MoUs with the state government for five years. In this regard, the corporation will increase its production to

9 MT in 2015-16 and 20 MT in 2016-17.

Steel

The state has 20 per cent of steel making capacity and more than 50 per cent aluminum smelting capacity in India. According to this, Posco India is setting up an ultimate 12 million tonne steel plant at Paradip with an investment of \$12 billion. Jindal steel is setting up 6-MTPA integrated steel plant at Angul. Tata Steel plans to operate its Kalinganagar and Gopalpur units at Odisha in 2015-16. While the first phase of the 6-million tonnes per annum steel unit at Kalinganagar

INDUSTRIAL ZONES AND PORTS



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I eagerly await the Gateway Media's ECMBS event every year for three good reasons... firstly it is in Vizag, secondly the large participation from the shipping fraternity & trade and lastly the high profile speakers worth listening to. With the Indian government's 'Act East' instead of just 'Look East' policy, this year's summit will be all the more interesting as the focus is on East Coast of India. ”



Sushil Mulchandani, Chief Operating Officer, Visakha Container Terminal Pvt Ltd

ODISHA: Land of cargo

will be operational by the end of FY-15, construction of the ferro-alloy unit at Gopalpur will be completed in another 18 months.

Steel cluster at Kalinganagar

Known as the steel hub of the country, the cluster produces nearly 3.5 million tonnes of steel which shall be upgraded to 22-24 million tonnes in the near future. It is managed by an SPV -Jaipur Cluster Development.

The SPV has implemented the following common infrastructure / facilities with an investment of ₹80.60 crore: Road & common corridor, water supply, street lighting & power distribution infra, central tool room. Total investment made in the Kalinganagar industrial cluster is \$7 billion.

Upcoming industrial clusters

Paradeep plastic cluster

Located near IOCL refinery at Paradeep, the Paradeep Plastic Park is the second plastic manufacturing cluster

of Odisha being developed under the plastic park scheme of department of chemicals & petrochemicals, Govt of India. It is managed by an SPV: M/s Paradeep Plastic Park Ltd (promoted by IDCO). 120 acres of land has been provided for the purpose to the SPV by IDCO. Total project investment is \$20 million. A cracker unit is proposed by IOCL to feed HDPE / LDPE to the park. Government approval has been obtained and land is in possession. Investment is invited from plastic manufacturers.

Angul aluminum cluster

The cluster is being set up on a 450-acre parcel adjacent to NALCO smelter at Angul. This is a downstream & ancillary cluster jointly promoted by IDCO and NALCO. It is the first of its kind in India with facilities for directly having aluminium in hot metal form. Components envisaged at the cluster include developed plots; warehouses/storage facilities; common facility centers;

Components envisaged at the Paradeep plastic cluster:

- Developed industrial plots (58%) with well connected roads, power & water pipelines
 - Open space (10%)
 - Warehouses/storage facilities
 - Utilities : Substation(132/33/11 KV)
 - Common water storage facility
 - Truck park & packaging house
 - Common facility centers
- Investment is invited from plastic manufacturers.

material recycling and handling facilities; skill development centers and ITIs; landscaped (green) areas, buffer zones; truck terminal and parking facilities.

Target units for the cluster: Downstream units in aluminium in casting, extrusions, cables, foils etc.

Inland container depots in Odisha

CONCOR operates one ICD at Ballasore. Apeejay Infralogistics is developing an ICD at Kalinganagar. The customs department is also planning to open an ICD at Kalinganagar steel hub. Another ICD is being planned by Paradip Port Trust.

Odisha state export policy 2014

The policy has set a target to increase export turnover from ₹12.246 crore during 2012-13 to ₹38.714 crore in a span of ten years. Containerised facilities to be improved at the ports located within the state to promote export of goods through these ports. Establishment of warehousing and inland container depot at different locations of the state has been proposed for cargo storage and customs clearance. ●

Coastal shipping on the east coast

Considering the vast Indian coast line and the growing pressure on other modes of domestic transport, coastal shipping has the opportunity to garner a greater percentage of India's total traffic. Catching up with this more economical mode of transport, the Food Corporation of India (FCI) is using coastal shipping for transporting food grains. FCI has contracted with Shreyas Shipping & Logistics

Limited, a pioneer in coastal shipping in India, to move 20,000 tonnes of foodgrains every month by sea from Andhra Pradesh to Kerala.

This will also boost Kerala's efforts to promote coastal shipping. Carrying food grains in containers will reduce transit losses and damages. Containerised cargo can also be delivered at the door step of FCI designated depots in a

seamless manner and further the movement of containers can also be tracked. There are also plans to link other minor ports such as Vizhinjam, Bepore and Azheekal in this venture. The service is further expected to enhance the connectivity and frequency to other east coast ports, thereby making Vallarpadam an ideal transshipment hub for cargo originating from India or landing up in Indian ports. According to

FCI official, Kollam Port would be included in the next phase for handling cargo based on the success of Kochi.

Container handling capacity along the east coast ports in India is expected to increase from 2 million TEU in 2009 (20 per cent of India's total container-handling capacity) to 10.8 million TEU by 2020 (33 per cent of India's total container-handling capacity). ●

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On East Coast there is enormous potentiality for business. We have not fully exploited the sea transportation. However, existing port infrastructure should be strengthened instead of setting up new ports

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M A Bhaskarachar, Chairman, Kamaraj Port



Invitation from chairman, Visakhapatnam Port trust

एम.टी. कृष्णा बाबू भा.प्र.से.
आयुक्त

M.T. KRISHNA BABU, I.A.S
CHAIRMAN



ISO 9001 :: ISO 14001 :: OHSAS 18001 :: ISPS PORT

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2873102

Dear Colleague,

I am writing to you with much pride and pleasure announcing the Third edition of "East Coast Maritime Business Summit", a focused initiative to showcase the business potential of the east coast.

This year has heralded many changes for the country and us a sector. Several initiatives have been announced by the Ministry to facilitate and improve trade. New services to different parts of the world have been announced and we see greater traction among major and non-major ports to enhance their productivity. But what is perhaps the biggest geographical change is the creation of the new state-Andhra Pradesh. With the coast unto itself and the industries thronging to the state for investments, development is waiting to happen.

Each district in the new state has been earmarked for export-oriented development, where many industries have already pledged to set up shop. This, simply put, will result in heightened port and port-related activity for the state. It is against this backdrop that I call for all the stakeholders to be a part of this summit. A meeting of minds would help chart out and identify new hinterlands, improving connectivity to existing ones and provide a fillip to the state domestic product.

The 'East Coast Maritime Business Summit 2015' is scheduled for two days on **22 and 23 January 2015 at Hotel Novotel Visakhapatnam Varun Beach in Visakhapatnam**, the port capital of Andhra Pradesh. I am truly delighted to host this meet and would look forward to seeing all of you here. As a Host Port, we are proud to associate ourselves with Maritime Gateway. I hope each one of you receives as much as you all give to these deliberations.

I congratulate Maritime Gateway for conceptualising and organising this conference.

I personally look forward to hosting you all in January.

Sincerely,

M.T. KRISHNA BABU, IAS
Chairman, Visakhapatnam Port Trust

विशाखपट्टणम पोर्ट ट्रस्ट, विशाखपट्टणम - ५३० ०३५ फेक्स : (91) + 0891-2563202 तार : PORTTRUST
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E-mail : vpt.chairman@gmail.com Web : www.vizagport.com

ECMBS 2015: Background

Cargo: The first to strike the pot of gold were the ports with a surge in coal imports. With the ultra-mega power plants dotting the coast, the import of black gold is only set to increase. Container traffic at many of the east coast ports has registered growth. With Andhra Pradesh inching up every space for more SEZs, the ports are gearing up to handle more cargo. Down South, Tamil Nadu enjoys the privileges bestowed by the automotive and telecom sector with most of them ramping up their production units. This session will provide insights into the hinterlands of newly born Sunrise State of Andhra Pradesh, immensely potential Odisha, rich hinterland of Jharkhand, Chhattisgarh and parts of Karnataka. Recent launch of weekly services to ports in Myanmar and Bangladesh expected to push EXIM cargo movement.

Connectivity: Existing and proposed corridor projects on the east coast are expected to be game changers in the country by creating the much required transportation capacities. The 1,839-km Eastern Dedicated Freight Corridor proposed from Ludhiana in Punjab to Sonnagar, and further connecting Dankuni is expected to carry bulk cargo. Giving a big fillip to the economic growth of residuary Andhra Pradesh, Asian Development Bank will be funding \$2.5 billion to develop the Visakhapatnam-Chennai Industrial Corridor proposed by the NDA government. The corridor envisages self-sustaining industrial townships with world-class infrastructure, road and rail connectivity for freight movement to and from ports and logistics hubs, domestic, international air connectivity and uninterrupted power. The Chennai-Bangalore Industrial Corridor Project is expected to boost commerce between South India and East Asia by enabling quicker movement of goods. Cargo traffic on the two National Waterways is expected to double to around 65 million tonnes.

Infrastructure: Over the last few years new generation green-field ports have emerged on the east coast with promises of less congestion, more expansion room, and closer proximity to growing consumer markets. These ports have been aggressive in targeting additional cargo volumes luring major exporters/importers to their docks. Many of the ports and terminals have expansion plans on the drawing boards which will add huge cargo handling capacities. With growth of container cargo on north-east looks promising, so the growth in south-east seems to be on slow pace. Market analysts expect stiff competition among port operators to gain access to the hinterland. In the near future, which facility will turn out to be customers' paradise is anybody's guess?

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Our decision to participate in the Angul-Sukinda railway line is primarily to promote the development of rail infrastructure and logistics in the state of Odisha.”

Anil Kumar Gupta, CMD, CONCOR.



PROGRAMME AT A GLANCE

DAY ONE

**THURSDAY,
JANUARY 22
2015**

- 2.00pm onwards : Registration Open
- 3.30pm to 4.30pm : CEO Round Table (By Invitation only) | High Tea
- 4.30pm to 5.30pm : Inaugural Session
- 5.30pm to 6.30pm : Keynote Session: **Maritime Business Growth on East Coast – Vision and Road Map**
- 6.30pm onwards : Networking, Cocktail Dinner

DAY TWO

**FRIDAY,
JANUARY 23
2015**

- Session One:**
- 9.00am to 11.00am : **Cargo Track:** Vibrant Hinterland and Rising Cargo Volumes
 - 11.00am to 11.30am : Tea and Coffee Break
- Session Two:**
- 11.30am to 1.30pm : **Connectivity Track:** Corridors of Growth
 - 1.30pm to 2.30pm : Networking Lunch
- Session Three:**
- 2.30 to 4.00pm : **Infrastructure Track:** Growth Strategies at Ports and Terminals
 - 4.00pm : Closing Remarks



Power by 	Presenting Sponsor 	Host Port 	Corporate Sponsor 	Lanyard Sponsor 	Cocktail & Dinner Sponsor 	Session Sponsor
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Supporting Partners



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