

# ECMBS NEWSLETTER

PRE-CONFERENCE NEWSLETTER ON EAST COAST MARITIME BUSINESS SUMMIT 2015

JANUARY 2015

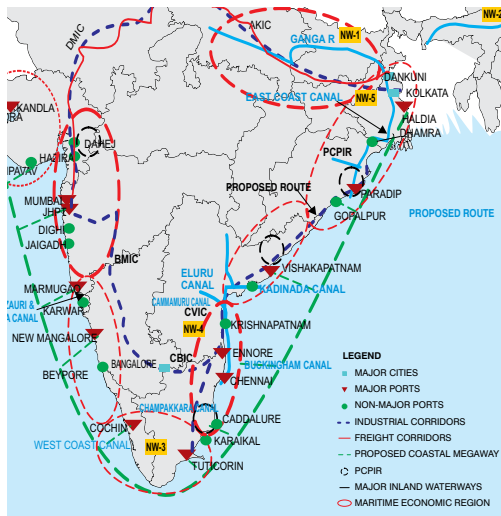
## Andhra Pradesh guns for coastal economic region under Sagar Mala

The Visakhapatnam Port Trust (VPT) is preparing a report on developing the AP coastline as a Coastal Economic Region (CER) under the ambitious Sagar Mala project of the Centre. The report will be submitted to the shipping ministry.

As part of the report, VPT is coordinating with other non-major ports in the state, including Gangavaram and Kakinada, and the state government to compile data on existing industries and proposed investments in the state. The development assumes significance as the Centre is expected to select one CER each on the west and east coast as pilot projects for implementing the project. The report will also identify bottlenecks in the existing rail and road networks.

While the shipping ministry, in its concept note, identified 10 CERs, including one spanning across the AP coast, securing the pilot project would be a game changer for AP, as it will give a boost to hinterland linkages by improving rail and road networks for a more efficient cargo evacuation. The upcoming special economic zones and Vizag-Chennai Industrial Corridor will greatly benefit due to the focus on improving the existing infrastructure.

AP will be vying for becoming the pilot CER along with Odisha (which has Gopalpur, Paradip and Dhamra ports), West Bengal (having Haldia and



Kolkata ports) and Tamil Nadu (with ports at Ennore, Chennai, Karaikal, Cuddalore, Tuticorin) on the east coast. Sources said the advantage of becoming a CER under Sagar Mala not only improves infrastructure for ports, but also opens up opportunities in coastal tourism including cruise, cultural, sports and recreation. ●

Maritime Gateway wishes its Supporters, Sponsors, Speakers and Delegates a Happy and Prosperous New Year 2015

### Brief News

China has opened the Gyirong Port on the Rasuwagadhi border in Nepal, the second land route for promoting bilateral trade. Earlier, the Tatopani border served as the sole trade route between China and Nepal. It will also help promote trade between China and South Asian countries.

Visakhapatnam is attracting big ticket investments starting from the proposed petroleum, chemicals and petrochemicals investment region (PCPIR), Vizag-Chennai Industrial Corridor, IT Investment Region (ITIR) and the latest Entertainment City proposed by Eros Investment Ltd.

Jindal Steel and Power Ltd (JSPL) has commissioned the country's largest billet caster plant at Angul in Odisha. It has a 2.5 MTPA steel making capacity at Angul which the company plans to raise to six MTPA.

## VPT, VCTPL ink pact for terminal extension

The Visakhapatnam Port Trust (VPT) has signed a concession agreement with Visakhapatnam Container Terminal Private Limited (VCTPL) for extension of the existing container terminal at VPT on design, build, finance, operate and transfer (DBFOT) basis.

The cost of the project is ₹633.11 crore for concession period of 30 years and its capacity is 0.54 million TEUs.

It is expected to be completed in two years, after which the VCTPL will be able to handle 1 million TEUs, which is equal to around

12 million tonnes of cargo per annum.

The Shipping secretary has announced to develop the Vizag port into a container hub on the East Coast, on the lines of Singapore Port. ●

“ Our dream is that port-led development should become a logistic hub and gateway of India for other south eastern countries. Visakhapatnam and Krishnapatnam will play an important role in achieving our goal ”

Sri N Chandrababu Naidu, Chief Minister, Andhra Pradesh



## India-Myanmar container service yet to become sustainable

The new India-Myanmar shipping container service will need time to get off the ground, according to the secretary of Myanmar Pulses, Beans and Sesame Seeds Merchants Association. The Economic Times is said to have reported that the service had “run into a rough patch” just two months after it was launched, as initial container shipments posted a loss, raising questions over the sustainability of the service.



Container ships from India are reported to be 90 per cent full, but the return journeys with produce from Myanmar have been limited. At this rate, the service will use up all of its contingency funds in the next five months if cargo volumes do not pick up. However, the government did not expect the service – part of the commercial outreach of India’s Look East Policy – to make a profit in the first year. ●

## LNG Power Company Bangladesh Limited being formed

The board of directors are being finalised for formation of LNG Power Company Bangladesh Limited for importing LNG to meet the gradual growth in demand and avoid a sudden gas crisis. The existing gas reserve is depleting, causing severe gas crisis in the country, especially in the gas-fired power plants, said Mohammad Hossain, director general of Power Cell, a state-owned entity under the Ministry of Power, Energy and Mineral Resources.

The government is going to set

up the country’s first-ever 3.5 million tonnes a year land-based LNG terminal in Chittagong’s Anwara or Moheshkhali in Cox’s Bazar. The company to be formed will also administer operations at the terminal. Five firms have been shortlisted for the project: Huanqiu Contracting and Engineering Corporation of China, Royal Dutch Shell Plc of the Netherlands, Tractebel Engineering and TSK Construction of Belgium, Mitsui and Company Ltd in Japan and Petronet LNG Ltd of India. ●

## Alternative route for Sethusamudram

The government is exploring the possibility of an alternate route for the Sethusamudram Ship Channel Project through Pamban Pass by avoiding the Ram Sethu area. RITES has been entrusted with the work of undertaking prefeasibility study on that area, said Pon Radhakrishnan, Minister of State for Shipping. A report submitted by RITES (Rail India Technical and Economic Service) states that the major constraint in the Pamban channel is the narrow and shallow channel between the two Coral Reef Islands of Pullivasal and Krusadai. Further, the alternative route through the Pamban pass is subject to environmental clearance and concurrence of Tamil Nadu government.

The Sethusamudram Ship Canal Project aims at providing a shorter navigational route for ships from East and West coasts of the country, instead of circumventing Sri Lanka. Once the project is implemented, it would result in India getting a continuous navigable route within its territorial waters. ●

## India invests \$3 billion in Nepal

Within just six months at the helm, Indian Prime Minister Narendra Modi injected over \$3 billion of investments into Nepal which may change its economic landscape. The latest Indian initiatives are the 900 MW each Upper Karnali hydropower project in west Nepal and the Arun III power project. India has also offered soft loan of \$1 billion for various infrastructure projects. The Investment Board of Nepal

and Satluj Jal Vidyut Nigam of India have signed project development agreement for the Arun III project.

With the signing of the power trade agreement with India and two project development agreements with GMR and Satluj Jal Vidyut Nigam, many foreign investors are keen to invest in Nepal’s hydropower sector, the obvious market of which is India, said Nepal government. ●

## Better access to Bangladesh land and river routes needed

Tripura Chief Minister Manik Sarkar has urged the prime minister to pursue Bangladesh for better access to its water and land routes for transporting material to the northeastern states. Access to Chittagong international port and Ashuganj river port in Bangladesh is crucial for ferrying men and material from the other

parts of India and abroad to the northeastern states, said Sarkar. A multi-modal transportation system using Bangladeshi ports is the need of the hour for the northeastern states. “If necessary, after talking with the Bangladesh government, India can invest in developing the infrastructure of the two ports,” he said. ●

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East coast of India presents an untapped potential which can provide a boost to our country’s economic objectives. This region can immensely help India in realizing its potential as a preferred international trade hub. This opportunity needs to be leverage together by the state government, center as well as private enterprises. Gateway’s ECMBS event will provide all stakeholders the right platform to come together to discuss and bring this opportunity in the forefront.”

Adarsh Hegde , Executive Director, Allcargo Logistics Ltd.



## Bangladesh to export rice to Sri Lanka



Bangladesh shall start exporting rice to Sri Lanka soon as the Ministry of Commerce has amended the Statutory Regulatory Order (SRO) – a hurdle in the way of the country's move to shipment of food grain. The export will be under government-to-government (G-to-G) arrangement. The ministry of food had asked the Ministry of Commerce to alter the SRO to facilitate exports to Sri Lanka, as a result 50,000 tons of boiled rice shall be exported. Earlier, the two countries had agreed that the export price of per tonne of rice would be \$450 (including shipment, insurance and other costs).●

## Cargo growth at major ports

The Chennai port, which has experienced increased gate congestion over the past few weeks, moved 1.05 million TEUs in the fiscal year-to-date, up 5.5 percent compared to the same period last year. Owing to pressure from user groups, the Chennai port trust had a brainstorming session with all stakeholders to identify ways to alleviate persistent congestion in the harbor.

At the joint meeting, port-terminal representatives agreed on a string of remedial steps, including deployment of additional rubber-tire gantry cranes and allotment of six truck lanes at Zero Gate – three each

for imports and exports, to speed up cargo flow. "The measures, are expected to ease congestion at the port as well as at the two container terminals," a port official said.

Other smaller container hubs, such as Kolkata, Tuticorin, Cochin and Visakhapatnam, all saw healthy growth in the eight-month period, as well. Kolkata's volume expanded 9 percent to 418,000 TEUs; Tutocorin's throughput jumped 10.5 percent to 362,000 TEUs; Cochin reported handling 246,000 TEUs versus 239,000 TEUs; and Visakhapatnam's volume increased to 179,000 TEUs from 175,000 TEUs.●

## Special Accelerated Road Development Programme in North East

A mega road development programme in the North East namely the "Special Accelerated Road Development Programme in North East (SARDP-NE)" has been initiated.

Minister of State for Road Transport and Highways Pon Radhakrishnan said, the government has given approval for 2/4 laning of 6,418 km of various categories of roads under Phase 'A' and the Arunachal Package of SARDP-NE in entire North-East is an estimated ₹33,500 crore. The government has also given approval to preparation of a detailed project report for 3,723 km of roads under Phase 'B'. The approved length of

Trans Arunachal Highways under SARDP-NE is 1,326 km, out of which, a total of 120 km has been completed so far and 220 km is targeted for completion by March, 2015. An amount of ₹3000 crore has been allocated for SARDP-NE and expenditure incurred till October, 2014 is ₹782.38 crore.

The East-West corridor and Saraighat Bridge in Assam is facing delays in completion due to land acquisition, change in design and slow mobilization of the resources by the concerned agency.

So far, works on 551 km have been completed. The entire project is targeted for completion by June, 2015.

## Kamaz trucks to be exported from India

Kamaz, a leading Russian commercial vehicle brand that started its Indian operations in 2010 with an assembly facility in Hosur, Tamil Nadu, through a partnership with the Vectra Group, has joined hands with Omax Auto to assemble its trucks.

Sergey Kogogin, CEO, Kamaz Russia has announced that the company has already started shipping its India-built trucks to African countries and new export markets like Bangladesh and Myanmar would join that list soon. While Kamaz is yet to officially

launch its products in India, top official from the company said during FY2013, its Indian facility had built 152 trucks. In FY14, the company has built 55 units so far and is confident about reaching the 150 unit mark by the end of this fiscal. The firm has shipped

its entire inventory overseas. The company has localised 80 per cent of the components in India, which indicates that the truck maker is betting big on India as an export hub, and the local launch of its products can be expected next year.●

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Two third of the world trade will originate and will be between Asian nations. And, India's east coast will be the biggest beneficiary of this. In order to increase exports, we need to encourage manufacturing. The Centre's industry-friendly policies and focus on this segment will help east coast, which are rich in minerals.”



Anil Yendluri, CEO, Krishnapatnam Port



# LISTEN TO EXPERTS PORTS, TERMINALS, SHIPPERS



**MR AMITABH VERMA, IAS**  
Chairman  
Inland Waterways Authority of India



**SHRI M T KRISHNA BABU, IAS**  
Chairman  
Visakhapatnam Port Trust



**MR GIRISH PILLAI, IRTS**  
Advisor (Infrastructure)  
Indian Railway Board



**MR MANISH JAIN \***  
Deputy Chairman  
Kolkata Port Trust



**MR JULIAN MICHAEL BEVIS**  
Senior Director, Group Relations,  
South Asia, A.P.Moller Maersk



**MR ADARSH HEGDE**  
Executive Director  
Allcargo Logistics Limited



**MR T PRABHAKAR RAO**  
Director (Coal & Logistics)  
APGENCO



**MR ANIL YENDLURI**  
Director & CEO  
Krishnapatnam Port  
Company Limited



**MR VIR K KOTAK**  
Joint Managing Director  
JM Baxi Group



**MR P RAY CHAUDHURY**  
Executive Director  
(Transport & Shipping)  
Steel Authority of India Limited



**CAPT S B MAZUMDER**  
Executive Director  
Seahorse Ship Agencies Pvt Ltd.



**MR S VARADARAJAN**  
Chief Executive Officer  
Shreyas Relay Systems Ltd



**MR PANKAJ GADHIA**  
Chief Executive Officer  
Lemuir Group



**CAPT K N RAMESH**  
Chief Executive Officer  
SICAL Logistics Limited



**CAPT D K MANRAL**  
Chief Executive Officer  
Vizag General Cargo Berth Pvt Ltd.

## 22 JANUARY 2015

## INAUGURAL

- ↪ Registration Open 2:00pm onwards
- ↪ CEO Round Table (By Invitation only) 3:30pm to 4:30pm
- ↪ Inaugural Session 4:30pm to 5:30pm
- ↪ Keynote Session:  
**MARITIME BUSINESS GROWTH ON EAST COAST -VISION AND ROAD MAP** 5:30pm to 6:30pm
- ↪ NETWORKING, COCKTAIL DINNER 6:30PM ONWARDS

## 23 JANUARY 2015

## SESSION-01

### CARGO TRACK :

🕒 9:00AM TO 11:00AM

### VIBRANT HINTERLAND AND RISING CARGO VOLUMES

- ↪ How are the volumes of Coal, Agro commodities, Containers poised? Which are the growth drivers?
- ↪ Where are the hottest cargo centers on east coast?
- ↪ What are the opportunities and obstacles for cargo growth?

TEA & COFFEE BREAK

🕒 11:00AM TO 11:30AM



# T SPEAKERS FROM PING, EXIM AND RAILWAYS

## East Coast Maritime Business Summit



**CAPT D K MOHANTY**  
Chairman & Managing Director  
Dredging Corporation of India Limited



**CAPT G K SARKARI**  
Managing Director  
Samsara Group



**MR JASJIT SETHI**  
President & CEO, Transport Corporation  
of India-Supply Chain Solutions



**MR BILL SMART**  
Managing Director  
Bengal Tiger Line Pte Ltd



**MR V KALYANARAMA**  
Executive Director  
Container Corporation of India Limited



**MR RAJAN SHARMA**  
President  
Nepal Freight Forwarders Association



**CAPT SANJEEV RISHI**  
Advisor  
Worlds Window Infrastructure



**MR PRADEEP KUMAR SRIVASTAVA**  
General Manager  
South Central Railway



**MS VINITA VENKATESH**  
Director  
Krishnapatnam Port  
Container Terminal



**MR SANTOSH K MOHAPATRA**  
Director, The Dhamra Port  
Company Limited



**CAPT RAMNATH VAIDYANATHAN**  
Associate Vice President &  
Head Container Terminal  
Adani Ennore Container Terminal  
Private Limited



**MR M N BHASKARAN**  
President - Sustainable  
Upstream Business  
Nagarjuna Fertilisers &  
Chemicals Limited



**MR V PADMANABHAM**  
President, Andhra Pradesh  
Seafood Exporters Association  
of India



**MR G SAMBASIVA RAO**  
Managing Director  
Sravan Shipping Services  
Private Limited



**MR K SHRIDHAR**  
Head - Supply Chain Mgmt  
L&T Construction Solar



**MR ANTTI HALONENS**  
Sales Manager  
KONECRANES

### SESSION-02

### SESSION-03

#### CONNECTIVITY TRACK :

🕒 11:30AM TO 1:30PM

#### CORRIDORS OF GROWTH

- Direct and Feeder services on the East Coast
- Rail logistics: How is the rail connectivity aligned with cargo growth?
- Industrial and Freight Corridors: The Game Changers
- Regional Maritime connectivity: Kaladan
- Waterways: Increasing traffic; Evolving Business
- Coastal Shipping: Unlocking the Potential

#### NETWORKING LUNCH

🕒 1:30PM TO 2:30PM

#### INFRASTRUCTURE TRACK:

🕒 2:30PM TO 4:00PM

#### GROWTH STRATEGIES AT PORTS AND TERMINALS

- New and Expansion projects at Ports and Terminals
- Cargo handling Capacities: Existing and projected; Adequate or excess?
- Mechanisation and Makeovers
- Support Infrastructure: CFS/Multimodal Logistics Parks/FTWZ
- Surface logistics; Storage solutions; Integrated Logistics

#### CLOSING REMARKS

🕒 4:00PM

\*INVITED

22-23, JANUARY 2015

NOVOTEL VISAKHAPATNAM VARUN BEACH

## Chennai Express comes to Kattupalli

Maersk Line (India & Sri Lanka cluster) has announced that its Chennai Express service which connects the Far East to the South and East of India has added Kattupalli port in Tamil Nadu in its rotation. The calls will be fortnightly and will serve as an additional option for auto and electronics import customers and the diverse export businesses based out of the South of India. This service enhancement comes at a time when there is an increased emphasis on improving regional trade, especially with the Far East Asian markets.

Franck Dedenis, Managing Director for Maersk (India and Sri Lanka) said, "We are expecting a surge in trade through Kattupalli



as it is fast becoming the preferred port by businesses in close catchment areas. Also this addition comes at a good time given the recent increased engagement

between the Indian government and the counterparts in the Far East, under the Act East policy."

Maersk Line believes that advantages like reduced

transportation time to the port as well as the catering CFSs, quicker turnaround of trailers at the port, better road connectivity via the national highways will help in increasing proximity with the customers, reduce their lead times and make logistics operations more cost-effective for customers. This has been the company's core motivation for investing in an additional port call on the Chennai Express.

Chennai Express Rotation:  
Qingdao – Xingang – Busan  
– Shanghai – Nansha –  
Tanjung Pelepas – Chennai  
– Krishnapatnam\* – Kattupalli\* –  
Visakhapatnam – Tanjung Pelepas

\* – fortnightly or Bi-weekly

First East bound call: 16/12 (East bound and west bound) ●

## Indian Oil planning ₹20,000-crore petrochem complex in Odisha

India's largest refiner and oil marketing company, Indian Oil Corporation (IOC), is conducting feasibility studies to set up a petrochemical complex at Paradip in Odisha for ₹20,000 crore, said Debasis Sen, director (planning & business development) at the government-owned firm. The petrochemical complex would be built in the vicinity of the company's to-be-commissioned 15-million-tonne-per-annum (mtpa) greenfield refinery at Paradip, which is likely to be ready in FY16.

Sen further revealed that the petrochemical complex would be in addition to the already announced ₹3,150-crore polypropylene project at the same location. On November 16, minister of state (independent charge) for petroleum and natural gas, Dharmendra Pradhan, laid the

foundation stone for the unit in the port city of Paradip. "We are currently doing feasibility studies on the molecules, which I cannot disclose due to trade secrets. The work on the petrochemical complex would start after the refinery is commissioned," the director said.

In a petrochemical complex, ethylene derivate complex is used to manufacture value-added products such as mono-ethylene glycol (MEG) and polyvinyl chloride (PVC). Monoethylene glycol has a wide range of uses, from making polyester chips, PET bottles and industrial yarn to coolants, paints and wire enamels, among others.

The PSU firm saw revenues from the petrochemical business grow 38% in the second quarter of FY15 to ₹5,343.04 crore from

₹3,874.73 crore in the same quarter last year. IOC targets to aggressively increase market share in the petrochemical business. In FY14, it garnered ₹18,125.73 crore from the segment.

Currently, Reliance Industries generates maximum revenue from petrochemical production. In the July-September quarter of the current fiscal, its revenues from the segment were ₹24,932 crore. In FY14, RIL made ₹96,465 crore from the petrochemical segment.

Natural gas transporting and marketing company GAIL (India) is another manufacturer of petrochemicals. It recorded revenues of ₹1,281.41 crore for the business in the second quarter of FY15. In FY14, GAIL reported ₹4,537.2-crore revenues from the petrochemical segment. IOC, in its endeavour to

diversify and grow as an integrated energy company, has made the petrochemical business one of the priorities, Sen explained. The industry's structural oversupply and increased exports from China will keep Asian refining margins under pressure over the next 12-18 months, Moody's said in a report. According to Moody's, Asian refiners will see aggregate Ebitda grow by around 5% through 2015, with the higher output of refined oil products more than offsetting the impact of weak refining margins on earnings.

China will continue to fuel demand for refined products in Asia, albeit at a slower pace than in previous years amid softer economic trends.

Moody's expects Chinese demand for refined oil products to increase by 3-5% in 2015, compared to 5-10% over 2010-12. ●

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The shipping lines as well as the BOT operators who invested heavy amounts in creation of world-class infrastructure will be benefited a lot if the Cabotage laws are relaxed allowing movement of cargo from one Indian port to another. 99

D K Manral, CEO, Vizag General Cargo Berth





## AP seeks airport at Krishnapatnam

Stating that several key establishments are to come up in the Krishnapatnam area of Nellore district, the Andhra Pradesh government has urged the Centre to set up an airport in the region. The infrastructure and investment department has already written to the Airports Authority of India (AAI) seeking the establishment of an airport in that location.

According to AP Govt. officials, an airport in the proximity of Krishnapatnam has become necessary due to the increasing industrialization in the area after the establishment of a port, several thermal power plants and automobile units. The Sri City Special Economic Zone, which houses several industrial units including of MNCs, is also in the vicinity. "There are several requests from industrialists and foreign delegates visiting the Krishnapatnam area for an airport. We have proposed the same to the AAI," Ajay Jain, energy, infrastructure and investment secretary, AP, said.

Apart from expanding the Vijayawada, Rajahmundry and Tirupati airports, the state government wanted to set up six more low-cost airports in the state. During the UPA government,

Kadapa, Kurnool and Nellore were identified for setting up low-cost airports and the TDP government now wants to include Donakonda in Prakasam district, where an airport operated about 50 years ago, one near Krishnapatnam in Nellore district and a third one at Nagarjunsagar in Nalgonda district. According to sources, land is being scouted by the district administration in the villages of Damavaram, Sunnapubatti, Dagadarthi and Velupodu villages near Sri City in Nellore district for the airport.

The AP government is in talks with the Telangana government for constructing an airport at Nagarjunsagar in Nalgonda district to promote Buddhist tourism in both the states. Enthused with the NDA government decision to declare Amaravati as a heritage site, the TDP government now wants to market the famous Buddhist town at the international level, for which it wants an airport close to Nagarjunsagar or Amaravati. "Amaravati had a world renowned Buddhist temple and a Buddhist university in the past. Now we want to connect the town with the international Buddhist network by setting up an airport," the sources said.

The state's argument for low-cost



airports is that they will accelerate the industrial growth and improve transport. The buildings will be energy-efficient, with minimum security hold and air-conditioned areas to keep costs under control. Infrastructure officials feel that the steel-and-glass structure for airports designed in the West cannot be replicated in India as it increases the cost of air-conditioning. "The purpose is to create the bare minimum facilities for aircraft to operate within feasibility conditions, without compromising on safety and security," a senior official said.

The state has also proposed opening some airports to private entrepreneurs under the Public-Private-Partnership (PPP) model for which the Union civil aviation ministry has already given its nod. For this, while the Centre has put the onus of providing land, water and electricity free of charge to these airports on the state governments, AP wants the Centre to grant tax concessions for these projects. "If the objective of ensuring connectivity is fulfilled, traffic will increase and airport operations can be scaled up in line with the traffic," the sources said. ●

## Essar Steel commissions ₹6,000-cr pellet complex in Odisha

Essar Steel has announced the commissioning of an integrated 6 million tonne iron ore pellet plant near Paradip in Odisha. The factory is linked by a 253-km slurry pipeline with a facility which is located at Odisha's iron ore belt and can benefit from low-grade ore.

The company has only 405 acres in its possession of the total 2,500 acres it wants for the project. "We decided we will show our commitment by putting a foot on the ground and investing ₹6,000 crore till we get all the other things in place," Executive Vice

Chairman Firdose Vandrevalla told a press conference in Bhubaneswar. According to Essar, the current situation where many of Odisha's iron ore mines are shut, is only a temporary hitch, but in the long term there is an opportunity for the company. "We

are located where there are mines close to us. Some are closed and we expect them to resume shortly. And then, Odisha also has a policy where 50% of the ore has to be fed to local units; we can take advantage of that policy also," he said. ●

“I believe the growth expected in the East Coast will be much higher compared to other. East Coast Maritime Business Summit will offer the right platform to address the opportunities & challenges this region offers. Would like to compliment Gateway Media Pvt Limited for organising this so well year-after-year and in bringing all stake holders together.”

**Pankaj Gadhia**  
CEO, LEE & MUIRHEAD PVT LTD





“ The ‘Look East’ spirit that drives our National commercial outlook, calls for a resurgent East Coast to connect from. Looking forward to Gateway Media – ECMBS at Vizag. ”

Capt G K Sarkari, MD, Samsara Group

“

The new Government of Andhra Pradesh has given a fillip to the Port development activities. The ECMBS provides a platform for all Industry Leaders and Policy Makers to chart out the course of this growth. ”

Jairaj Kumar, CMD, Ocean Sparkle Limited



“

I am proud and privileged to be associated with ECMBS wherein we can discuss and come up with way forward for the future maritime trade because Visakhapatnam zone and Nellore zone beacons hope for industrial growth with business friendly environment which exudes investors’ confidence by having 974 km coast line for newly upcoming ports under AP Maritime Board. ”

G Sambasiva Rao, MD, Sravan Shipping Services Pvt Ltd



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Growth volumes have been better at Major ports along the East Coast in 2014 and we expect the volumes to pick up in non-major ports during 2015. The Capacity addition across East Coast Ports is in progress and the expansion process at some of the major ports like V.O.C Port, Ennore, Vizag is likely to capitalize the trade benefits arising from the “Act East Policy” in the long run. ”

Samson Daniel, Head Logistics India, StJohn Group



“

ECMBS 2015 offers a great opportunity for all stakeholders to come together to share valuable thoughts on Maritime Business growth on East Coast. It also presents an opportunity to discuss constraints that are required to be addressed by decision makers in order to support the trade and industry so as to maximize huge maritime business potential on East Coast Ports. ”

Sanjay Gupta, Director, Commercial, Gangavaram Port Limited



**East Coast Maritime Business Summit**  
22-23 January, 2015  
Novotel Varun Beach, Visakhapatnam

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