Registration Fee

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<th>Standard Fee</th>
<th>Early-Bird Special*</th>
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<tr>
<td>US$220</td>
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*Register and pay in full on or before 26 September 2014

Enquiry Form (This is not the official registration form.)

For more information, please visit the conference website, at www.almc.hk, or fill in the enquiry form, and return it by post, fax or email, to:

Hong Kong Trade Development Council
38th Floor, Office Tower, Convention Plaza, 1 Harbour Road, Wan Chai, Hong Kong
Email: almc@hktdc.org  Tel: (852) 1830 668  Fax: (852) 2824 0249

Name: ____________________________  Title: ____________________________

Company: ____________________________

Website: ____________________________

Country/Region: ____________________________

Contact: ____________________________

Tel: ____________________________  Fax: ____________________________

Email: ____________________________

Interested in:  Conference  Exhibition  Sponsorship

In association with:

- MOC
- HKTDC
- The Government of the Hong Kong Special Administrative Region
Asian Logistics and Maritime Conference

The Asian Logistics and Maritime Conference brings together a wide variety of services providers and users, from manufacturers and distributors to retailers and brand owners, to discuss the latest opportunities and trends in Asia’s logistics, supply-chain management and maritime industries.

The third ALMC, held in Nov 2013, attracted a record-breaking 1,600+ industry professionals from 27 countries and regions, who came for the insights and strategies shared by nearly 40 high-profile speakers from all over the world, and to network with potential partners and clients.

Who Should Attend

- Manufacturers and suppliers
- Importers/exporters and traders
- Wholesalers, distributors and retailers
- 2PLs, 3PLs and supply-chain managers
- E-logistics providers/information technology consultants
- Port and terminal operators
- Shipowners, ship managers, shipbrokers, ship charterers and surveyors
- Maritime services providers
- Analysts and business advisors
- Government and institutional leaders

Who You Will Meet

- Nature of Business
  - Logistics and Maritime Services Providers 35%
  - Logistics and Maritime Services Users 30%
  - Other 10%

- Origin
  - Hong Kong 50%
  - Chinese mainland 25%
  - Overseas 25%

Nearly 40 prominent international speakers

35% logistics and maritime services users attended

92% of the participants rated the conference as “Excellent” or “Good”

The 2013 conference attracted 1,600+ participants and 50+ exhibitors from 27 countries and regions

Who should attend

- Manufacturers and suppliers
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- Analysts and business advisors
- Government and institutional leaders

The conference is very informative; all topics and panel discussions are very good. To highlight, I think the exhibition booths are the central part of the event. The booths help a lot in connectivity and exchanges of views.

Imran Khan, Manager
WWG Consolidators

This is the first year I participated, and the idea of matching each company according to their strength is great.

Steven Shi, Senior Vice-President
TCL Corporation

I have been in every conference since it started. ALMC continues to explore the key and hot issues facing logistics and maritime sectors around the Asian region. People from all round the region are able to interact and meet prospective clients and suppliers. It brings a lot more interaction and connectivity throughout the Asian region.

Mark Millar, Chairman
International Relations Committee
Hong Kong Logistics Association

The conference is eye-opening for us. The topics, including e-commerce, the ASEAN market, as well as China, all are inspiring.

Bob Zhang, Assistant Manager
Henan Province Airport Group
Past Speakers

Some of the world’s most influential logistics and maritime services users and providers have participated in the conference over the past three years, discussing the opportunities and challenges facing the industries.

Leading Maritime Industry Experts

The third annual Asian Logistics and Maritime Conference provided a sharper maritime focus, and has invited leading industry analysts to provide their thoughts into various sectors.

Tung Chee Chen, Chairman, President and CEO
Orient Overseas (International) Limited

We found it useful, with so many countries attending. It connected each other through networking and helped us to increase our competitiveness.

Mahendra Rianto, Vice Chairman
Asosiasi Logistik Indonesia

We are immensely fortunate to have some of the most knowledgeable and iconic figures in the shipping industry speaking at the Maritime Forum. . . No one in shipping should miss this unique opportunity to gain insights on the most important topics and challenges that confront our business today.

Martin Rowe, Managing Director
Clarkson Asia Limited

Honorary Advisors

A number of global business leaders and industry experts serve as honorary advisors of the conference, providing invaluable support and advice.

As of April 2014
### 2014 Conference Programme

#### 17 November (Monday)
- **Full-day side visits**

#### 18 November (Tuesday)
- **Opening Session**
  - **Plenary Session - Drivers of Change: Navigating the New Competitive Landscape**
  - Rising regional economic integration, boosted by various free-trade agreements, is transforming supply chain dynamics. Meanwhile, shifts in global patterns of production and consumption, driven by social and environmental factors, are also impacting daily operations. This session will discuss the hottest issues affecting the global logistics, supply-chain management and maritime industries.
- **Close-up on China: Unlocking the Secrets of a Winning Distribution and Logistics Strategy**
  - With the exponential growth of the Chinese mainland, foreign companies need a comprehensive strategy to succeed in this vast and diverse market. In this panel, experts will share their insights into China’s latest logistics developments, improving connectivity and the e-commerce revolution.
- **Hear from the Experts: Outlook for Tanker and Gas Trades**
  - The world’s major energy resources, the oil and gas trades, are driven by global economic growth and dislocation of consumption and production. This, along with the shift of economic gravity to the East, is impacting demand for and supply of vessels. Leading shipping and equity analysts will examine the outlook for the tanker and gas trades, and the key issues and challenges confronting the maritime industry.
- **Coffee Break**
- **Networking Luncheon**
  - **Staying Ahead of Consumer Trends in Retail and FMCG**
  - The panelists will talk about the optimal distribution models for Asia’s diverse consumer market, and how to capitalise on e-commerce and m-commerce to create new retail experiences for customers.
  - **Switching on a Vibrant Electronics Supply Chain**
  - This session will examine the strategies for building a flexible supply chain for the electronics industry to cope with dynamic market demand. Leading brands will share their experience in deriving the most cost-effective strategy, with a special focus on new and emerging geographical markets.
  - **Hear from the Experts: Outlook for Liner and Dry Bulk Shipping**
  - Overcapacity, alliances and rate wars are posing serious challenges for the liner and dry bulk industry. When will the overhang be cleared? Will freight rates remain highly volatile? In this panel, shipping experts and equity analysts will share their views on the outlook for the liner and dry bulk trades in the coming years.
- **Cocktail Reception**

#### 19 November (Wednesday)
- **Morning**
  - **Redesigning the Fashion Supply Chain**
  - New trends in how goods are sold are driving changes in the entire fashion supply chain – from volume and speed to pricing. Omni-channel retailing and e-commerce are transforming the logistics that support consumption across Asia. Leading fashion brands and logistics experts will share their insights on how to survive and excel in the face of these challenging dynamics.
  - **International Maritime Arbitration Seminar - New Characteristics and Trends in Maritime Arbitration in the Asia Pacific**
  - Arbitration has historically been a common method to resolve disputes in the maritime industry. This seminar will be an occasion for maritime service providers and users, maritime arbitrators and lawyers and other interested persons to know more about the latest characteristics and trends in international maritime arbitration in the Asia Pacific. Speakers will also share experience and strategies in preparing maritime arbitrations and will analyse the effective use of arbitration to resolve maritime disputes in different parts of the world.
- **Coffee Break**
- **Outlook for Shipping Alliances on Ports**
  - This section will explore the outlook for shipping alliances on ports in the coming five years. Leading liners, port services providers and experts will be invited to share their insights and knowledge on the focus areas.
  - **Country/ Regional Promotion**
  - **Inauguration Ceremony of China Maritime Arbitration Commission Hong Kong Office**
  - **Side visits**

#### Afternoon
- **Country/ Regional Promotion**
  - **Close-up on China: Unlocking the Secrets of a Winning Distribution and Logistics Strategy**
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* The programme is subject to change without prior notice.

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### ALMC Exhibition and Business Matching

The conference presents an unparalleled marketing opportunity for 1,600+ senior industry players from all over the world. The ALMC Exhibition, located in the same venue as the conference, will showcase logistics services, shipping and maritime services, market intelligence and investment opportunities on a regional and country basis. One-on-one, tailor-made business-matching meetings will be arranged.

#### Networking Promise

The conference also offers a wide range of networking events, as well as visits to key logistics facilities in Hong Kong.

In addition, a series of industry-related events will take place around the conference period in Hong Kong, allowing participants to maximise their business and networking opportunities. Highlights of the Logistics and Maritime Weeks include Iron Ore & Coal Shipping Summit Asia, 36 Winning Strategies in Logistics Industry Seminar and the Sailors Home and Missions to Seamen Annual Maritime Charity Dinner. Discover the possibilities for yourself at Logistics and Maritime Weeks.

Website: www.logisticsandmaritimeweeks.com
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