Conferência com tradução simultânea Portugues e Inglês

Portuguese to English to Portuguese Bilingual Conference Translation



LUNAMAR HOTEL, BEIRA, MOZAMBIQUE TUESDAY 27 TO THURSDAY 29 MARCH 2018

KEYNOTE ADDRESS BY

THE HONOURABLE DR. CARLOS AGOSTINHO DO ROSÁRIO PRIME MINISTER OF THE REPUBLIC OF MOZAMBIQUE

HOSTED BY



#### SPONSORED BY



Technical Site Visit ● International Exhibition ● International Conference ● 300 Conference Delegates ● Networking Welcome Reception ● Networking Welcome Dinner ● Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies Save €500! ● FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners ●

#### **KEY SPEAKERS.... PLUS MANY MORE!**

- 1. Pascal Reyne Chief Executive Officer, CTS Consulting, France
- 2. Etienne Cham Bama Service Head for External Trade Promotion, Cameroon National Shipper's Council, Cameroon
- 3. Boris Even
  Director, ArcelorMittal, Luxembourg
- 4. Henri Dupuis Chief Operations Officer, Port Reunion, Reunion
- 5. Christian Roeder Chief Executive Officer — Mozambique, J&J Transport Africa, Mozambique
- 6. Gerrie de Jonge Executive Director, Imperial Logistics, South Africa
- 7. Dr Elcidio Madeira Secretary General, ASTROS (Sofala Transporter Association), Mozambique
- 8. Daiel Hoffmans International Sales Manager, Stemmann Technik, The Netherlands
- 9. **Jason Scully**Sales & Marketing Director, Bollore Transport & Logistics, Mozambique
- 10. James Luther Commercial Manager, Nectar Group, United Kingdom

#### **HIGHLIGHTED TOPICS**

- Examining maritime trade and economic outlook of East Africa: Preparing the region for growth
- Smart Port: Next generation port industry
- Port financing, infrastructure development and smart port initiatives to improve trade and shareholder valve
- Design and execution of "State-of-the-art" port structures: Global case studies
- East Africa's import and export container trade market: Hedging for growth against market volatility
- How inland facilities support corridor growth
- Connecting Africa: Using information technology to promote trade in Africa through fast and
  efficient logistics
- Integrated value-added logistics, supply chain management and route-market solutions for Africa
  - Potentialisation of the road infrastructures in the corridor for developments in the logistics chain
- Technology initiatives to improve trade, drive more efficient transactions and enhance stakeholders interactions
- Efficiency improvements for cargo handling operations: Coal terminal case study
- Connecting Africa's hinterland with public-private partnership (PPP) initiatives

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# 19<sup>th</sup> INTERMODAL AFRICA 2018 **EXHIBITION AND CONFERENCE**

Beira, Mozambique Tuesday 27 to Thursday 29 March 2018

Intermodal Africa is the biggest annual ports, shipping and transport logistics trade exhibition and conference on the African continent now in its 19<sup>th</sup> successful year!

Cornelder de Moçambique - Port of Beira, is pleased to host the 19th Intermodal Africa 2018 Exhibition and Conference in Beira City from Wednesday 28 and Thursday 29 March 2018 and we invite you to visit Mozambique for this market leading annual maritime transport event and to enjoy a taste of true Mozambican hospitality in one of the greatest cities in the world!

A two day Conference will feature 30 world-class international business leaders who will analyse latest global transportation and logistics trends, deliberate on challenges facing industry but also share industry best practice. The event will be graced by a gathering of 250 Government representatives, industry principals, decision makers, ports authorities, terminal operators, shipping lines, rail operators; sea port equipment and services suppliers amongst others.

There will also be a concurrent Exhibition of 40 international companies showcasing port and transport related state-of-the-art products and services. Social programs are also lined up to allow delegates to network and deliberate on the day discussions in a relaxed environment whilst savouring our Mozambican entertainment & culture.

We look forward to welcome you to Beira and making the 19th Intermodal Africa 2018 the best edition in Mozambique yet!

Executive Managin

## SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 19th Intermodal Africa 2018 Mozambique Exhibition and Conference will benefit from international publicity offered by sponsorship. As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

The official conference programme distributed worldwide

All international event advertising, direct mail and public relations
The official 19th Intermodal Africa 2018 Mozambique Exhibition and Conference website

Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference The Welcome Arch at the main entrance to the Exhibition and Conference 3 Free of Charge Conference Delegate Registrations worth €3,995

#### **Delegates Lanyards Sponsorship**

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company's colour logo will be exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €6,695 including all production costs. This does not include nametag sponsorship.

Sponsored by Substantia

#### **Delegates Nametags Sponsorship**

All event participants are given an identification name tag to wear throughout the two days of the event. Your company's colour logo will be exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €6,695. This does not include lanyard sponsorship.

Sponsored by TT CLUB 101

#### **Event Website**

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €5,295.

#### **Brochure Distribution**

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is €3,995.

#### Conference and Exhibition Directional Signage

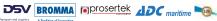
Have your company's latest full colour logo exclusively displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €5,295.

#### <u>Company Banners</u>

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is €5,295 per 3 banners.









Technical Site Visit Transportation Sponsorship

The Technical Site Visit take place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is €5,295.

### Networking Welcome Reception — Tuesday 27 March 2018

The Networking Welcome Reception is the first of two social highlights of the whole event. All participants enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed sociable evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Sponsored by



#### **Conference Sessions Sponsorship**

An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a conference session. Cost is €5,295 per Conference Session Sponsorship.

Session 1







Session 4 STEMA

Session 5

Session 6 NECTAR GROUP

## Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's colour logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is €5,295.

Break 1



Break 2

Break 3



GODIBA Break 4



Break 5

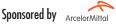
Break 6



<u>Conference Delegates Lunches</u>

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure. Your company has the opportunity to display promotional literature and posters in the delegates' dining room as well as words of welcome before the start of the lunch, plus a VIP lunch area for up to eight of your top clients or partners. Exclusive lunch sponsorship per day is €6,695.

Wednesday 28 March 2018



Thursday 29 March 2018

#### <u> Networking Welcome Dinner — Wednesday 28 March 2018</u>

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

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## Lunamar Hotel, Beira, Mozambique Wednesday 28 and Thursday 29 March 2018

**Hosted By** 

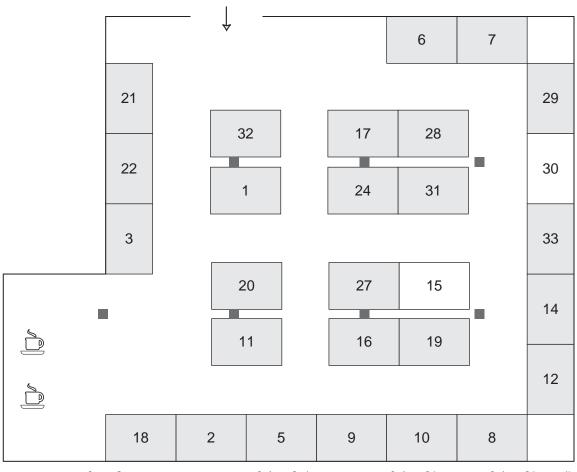
Official Hotel and Venue







MAIN ENTRANCE



Company Banners Sponsors

NECTAR Primavera

Conference Delegates Refreshment Sponsors













































BLT BEIRA LOGISTICS TERMINALS







- **ADC** Maritime
- ArcelorMittal
- Beira Logistics Terminals
- **Bollore Transport & Logistics** 6
- 20 Bromma
- Business Logistics & Services, Lda 8
- **CDN Nacala Port**
- CFM Mozambique Ports and Railways 12
- 21 Cornelder de Mocambique
- Cornelder de Mocambique
- Danmo Service System Lda 11
- DSV Air & Sea 10
- Godiba Group 1
- 9 J&J Group
- Kenya Ports Authority
- Kenya Ports Authority
- 18 Liebherr

- STAND ALLOCATION (updated on 02 / 03 / 2018) 33 Main Service
  - Manica Freight Services 19
  - Mesquita Group 11
  - 32 Nectar
  - Port Reunion 24
  - 3 Primavera Mozambique
  - 29 Prosertek
  - 5 **RAM Spreaders**
  - 11 Sermoz, Lda
  - 16 ShibataFenderTeam
  - Sibre 2
  - 14 **STEMA**
  - 7 Stemmann-Technik GmbH
  - 11 TCM, Lda
  - 15 Available
  - 30 Available

## **EXHIBITION STAND PACKAGE**

#### 3 x 2 Square Metre Stands Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

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#### Tuesday 27 March 2018

#### TECHNICAL SITE VISIT

8am Delegates' registration at the lobby of the Lunamar Hotel

9am Transport departs from the Lunamar Hotel to the Port of Beira

9 15am Arrival at the Port of Beira for a presentation

9 30am Technical site visit tour of facilities such as the container terminal, general cargo

terminal and fuel terminal

10 40am Refreshments served at the Main Office Training Room

11 30am Transport departs from the Port of Beira back to the Lunamar Hotel

Arrival at the Lunamar Hotel (approx.) 11 45am

Networking Welcome Reception for all delegates at the Lungmar Hotel 7pm - 9pm

swimming pool bar generously sponsored by





#### Wednesday 28 March 2018

Conference delegates registration and refreshments served in the exhibition 8am

sponsored by



#### OPENING CEREMONY

9am Organiser's Remarks

Rory James Dovle, CMILT, Managing Director

Transport Events Management

Malaysia

9 05am Welcome Address

Jan de Vries, Executive Managing Director

Cornelder de Moçambique

Mozambique

9 15am Kevnote Address

The Honourable Dr. Carlos Agostinho do Rosário Prime Minister of the Republic of Mozambique

9 30am Exhibition opening ceremony and tour of the exhibition by the VIP group

followed by conference delegates refreshments sponsored by

LIEBHERR



Examining maritime trade and economic outlook of East Africa:

Preparing the region for growth

10 30am Chairperson's Opening Remarks

Jan de Vries, Executive Managing Director

Cornelder de Moçambique

Mozambique

10 30am Smart Port: Next generation port industry

Pascal Reyne, Chief Executive Officer

CTS Consulting

France

10 50am Trade information portal as a tool for port competitiveness: The case of

Cameroon trade hub

Etienne Cham Bama, Service Head for External Trade Promotion

Cameroon National Shipper's Council

Cameroon



11 10am Reducing accidents reduces claims and premium. An insurers guide to where

claims come from and why Julien Horn, FCII, Director

TT Club

**United Arab Emirates** 

11 30am Improving port efficiency for economic and trade growth

Jan de Vries, Executive Managing Director

Cornelder de Moçambique

Mozambique

Sponsored by SESSION 2

SHIBATAFENDERTEAM

Port financing, infrastructure development and smart port

initiatives to improve trade and shareholder valve

11 50am Sustainable steel solutions for state-of-the-art port infrastructures

Boris Even, Director ArcelorMittal Luxembourg

12 10pm Structuring valuable port PPPs for strategic growth

Frank Luisman, Director

Maritime Transport Business Solutions

The Netherlands

12 30pm Questions and answers followed by conference delegates networking lunch

sponsored by

ArcelorMittal

Sponsored by Primavera SESSION 3

East Africa's import and export container trade market: Hedging

for growth against market volatility

How inland facilities support corridor growth 2pm

Christian Roeder, Chief Executive Officer — Mozambique

J&J Transport Africa Mozambiaue

2 20pm Connecting Africa: Using information technology to promote trade in Africa

through fast and efficient logistics

Wanja Getambu-Kiragu, Director — Transport Operations

East African Online Transport Agency Ltd.

Kenya

2 40pm Improving regional connectivity

Henri Dupuis, Chief Operations Officer

Port Reunion Reunion

Questions and answers followed by conference delegates refreshments served

in the exhibition sponsored by









3pm



























SESSION 4A	Sponsored by Developing a winning supply chain strategy for East African market: Challenges and opportunities	10am	Driving growth, partnership and strategic competitiveness in Mozambique Bercencio Vilanculo, General Manager Business Logistics & Services Mozambique		
4pm	Impact of ongoing infrastructural improvements to supply chains in East Africa Silvester Kututa, Managing Director — Kenya, Tanzania, Uganda Express Shipping & Logistics EA Ltd. Kenya	10 20am	Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by		
4 30pm	Zimbabwe recovery, future impact on logistic flows Gerrie de Jonge, Managing Director Imperial Managed Solution Southern Africa	SESSION 5	Sponsored by Technology initiatives to improve trade, drive more efficient transactions and enhance stakeholders interactions		
	Wynand Jansen, Business Development Executive Imperial Managed Solution Southern Africa	11 20am	Alternative marine power systems Daiel Hoffmans, Sales Director Stemmann Technik The Netherlands		
5pm	Developing a winning supply chain strategy — The trade facilitation imperatives Jon Walden, Senior Adviser — Customs and Trade Facilitation Crown Agents Ltd United Kingdom	11 40am	Maintenance of fender systems — How to prevent failures / damages Fred van Hulten, Account Manager Southern Africa ShibataFenderTeam		
5 30pm	Questions and answers followed by Chairperson's closing remarks		Germany		
7pm to 10pm	Networking Welcome Dinner for all delegates at the Railway Station located at the main building of CFM Mozambique Port and Railways. Transport will depart from the lobby of the Lunamar Hotel at 6 45pm sharp and will return back to the Lunamar Hotel at approximately 10pm. Smart casual attire. Generously	12pm	Big Data — Why it matters and how to use it in day to day port operation Norman Herzberg, Project Manager Liebherr Germany		
T	sponsored by	12 20pm	Best practices on software implementation for logistics sector Jill Simango Cumbe, Project Manager		
Thursday 29 N	Narch 2018		Primavera Business Software Solutions Mozambique		
8am	Conference delegates registration and refreshments served in the exhibition sponsored by	12 40pm	Questions and answers followed by conference delegates networking lunch		
SESSION 4B	Sponsored by Developing a winning supply chain strategy for East African market: Challenges and opportunities	SESSION 6	Sponsored by GROUP  Modernising port services and serving landlocked region: The unique challenges of East Africa transport system		
9am	Chairperson's Opening Remarks Henri Dupuis, Chief Operations Officer Port Reunion Reunion	2pm	Promoting best operational practice: Bollore Mozambique's experience Jason Scully, Sales & Marketing Director Bollore Transport & Logistics Mozambique		
9am	Dust free bulk loading — Case studies of African ports that have adopted innovative supply chain system to stop dust pollution and improving the logistic chain cycle Frank van Laarhoven, Senior Sales Manager RAM Spreaders The Netherlands	2 20pm	The Nacala Corridor Project initiative in improving regional trade and creating an efficient and cost effective service Ibraimo Musa, Port Operational Manager CDN Nacala Port Mozambique		
9 20am	Driving investment and infrastructure development for goods movement Miguel José Matabel, Chief Executive Officer CFM Mozambique Port and Railways Mozambique	2 40pm	Connecting Africa's hinterland with public-private partnership (PPP) initiatives James Kaposa, Business Development Manager — Zambia Walvis Bay Corridor Group Namibia		
9 40am	Potentialisation of the road infrastructures in the corridor for developments in the logistics chain Dr Elcidio Madeira, Secretary General ASTROS (Sofala Transporter Association) Mozambique	3pm	Questions and answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the exhibition sponsored by		
	Supportin	n Media —			
10 times previously biztradeshows	African Africa	Affer magnetime.	RKLIFTACTION (S) GLOBAL MARITIME HUB C a r e e r's GreenPort		









#### REGISTRATION INFORMATION

To Participate in The 19th Intermodal Africa 2018 You Need to Register as an Exhibitor, Conference Delegate or **Exhibition Visitor.** 

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Networking Welcome Reception Conference Refreshment Breaks And Lunches
 Exhibition And Conference Access
 Networking Welcome Dinner

Exhibition Visitors Receive: Access to Exhibition Only

A Full Set of Conference Presentations • Official Colour Photographs From The Event

#### **CONFERENCE DELEGATE REGISTRATIONS**

Please Complete And Fax Back This Form or Register Online at www.transportevents.com Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email to: alin@transportevents.com

#### Conference Delegate Registration

■ Maritime Consultancy/Analysis

☐ Shipping/Liner Company

☐ Bunkering Sales & Service

■ Barge Operation

I Wish to Attend The Technical Site Visit on Tuesday 27 March 2018. Registration For The Site Visit Wil
Not be Accepted Without Receipt of a Black And White Copy of The ID Page of Your Passport or Local ID
Visa Copy if Available And Photo ID Proof/Company ID For Port Security Check in Advance. Please
Email To: anis@transportevents.com

I Wish to Attend The Networking Welcome Reception on Tuesday 27 N	March 2018	ö
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	I Wish to Attend The Networking Welcome Dinner on Wednesda	v 28	March	2018

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What Best Describes Your Industry S	Sector? (Please Tick One)
☐ Port Authority/Terminal Operator	☐ Ship Owning and Operating Service
☐ Inland Terminal Operator	☐ Freight Forwarder/Third Party Logistics Provider (3PL)
☐ Stevedoring	☐ Road/Rail Operation
□ Dredging	☐ Shipper/Beneficial Cargo Owner
☐ Surveying/Civil Engineering	☐ Association/Government Agency
☐ Classification Society/Registry	☐ Finance/Insurance P&I/Banking/Legal Services

#### **EURO DELEGATE REGISTRATIONS**

□ Other

☐ IT Systems/Hardware

☐ Equipment Manufacturer/Service Supplier

- On or Before Wednesday 28 February 2018: The 'Early Bird' Conference Delegate Registration is €1,195 Special Offer - 3 Delegates For The Price of 2 in This Category
- From Thursday 1 March 2018: The Regular Conference Delegate Registration is €1,295 Special Offer - 3 Delegates For The Price of 2 in This Category
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is €795. Business/Photo ID is Required.
- For Nationals, Citizens and Residents of Zimbabwe, Zambia and Malawi Only, The Conference Delegate Registration Fee is €650
- Shippers/Beneficial Cargo Owners Conference Delegate Registration is Free of Charge. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration is €795
- No Delegate Registration Will be Accepted Without Full Payment
- Credit Card Secure Online Registration And Payment at www.transportevents.com Follow The Instructions on Our Registration Page
- Telegraphic Transfer Complete The Registration Details on This Page And Fax to + 60 87 426 223 or Email to: alin@transportevents.com For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. Transmitting Bank Charges Must be Paid by The Sender.
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Account Number: 10 - 20228365 - 051

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Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

#### SOUTH AFRICAN RAND DELEGATE REGISTRATIONS

- On or Before Wednesday 28 February 2018: The 'Early Bird' Conference Delegate Registration is ZAR19,000
- Special Offer 3 Delegates For The Price of 2 in This Category
  From Thursday 1 March 2018: The Regular Conference Delegate Registration is ZAR20,000 Special Offer - 3 Delegates For The Price of 2 in This Category
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is ZAR12,300. Business/Photo ID is Required
- For Nationals, Citizens and Residents of Zimbabwe, Zambia and Malawi Only, The Conference Delegate Registration Fee is ZAR10,000
- Shippers/Beneficial Cargo Owners Conference Delegate Registration is Free of Charge. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration is ZAR12,300
  - No Delegate Registration Will be Accepted Without Full Payment
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Payment in South African Rand Only Can be Paid Into Account name: TRANSPORT EVENTS MANAGEMENT LIMITED ZAR Account No.: 1146274599

Bank Name: NEDBANK Branch Code: 100909 Swift Code: NEDSZAJJ Account Type: Current

Address: Nedbank Clocktower Campus, 3rd Floor Clocktower Precinct, V&A Waterfront, Cape Town, 8001, South Africa

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#### **MOZAMBICAN METICAL DELEGATE REGISTRATIONS**

For Mozambican Nationals, Citizens And Residents of Mozambique, The Conference Delegate Registration is MZN23,300. ID required.

- On or Before Wednesday 28 February 2018: The 'Early Bird' Conference Delegate Registration is MZN19,000 From Thursday 1 March 2018: The Regular Conference Delegate Registration is MZN23,300 Business / Photo ID is Required

  - No Delegate Registration Will be Accepted Without Full Payment
- Credit Card Secure Online Registration And Payment at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Made in EURO Equivalent
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#### **TERMS AND CONDITIONS**

- No Delegate Registrations Will be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt of Your Registration Form And Full Payment, a Set of Delegate Information, Documents Will be Emailed to You Including Your Proforma Invoice And, if Required, a Letter of Invitation For Entry Visa Application
- No Refunds Will be Given However, Substitutions Can be Made at Any Time Delegates Will Not be Admitted Unless Payment Has Been Received in Full
- Flights, Airport Transfers And Accommodation Are Not Induded in Your Delegate Registration Fee
- This Event Programme is Subject to Change Without Notice. E&O.E

I Adknowledge That I Have Read And Understand The Above Terms And Conditions

Signed:

Dated:

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#### **EXHIBITION VISITORS ONLY**

Registration to Visit The Trade Exhibition is Free of Charge And Should be Done During The Event On-Site at The Registration Desk

**Exhibition Opening Times are:** Wednesday 28 March 2018 Thursday 29 March 2018

9am to 5pm 9am to 3pm

#### **OFFICIAL HOTEL AND VENUE**

The Official Hotel And Venue is The Lunamar Hotel, Beira, Mozambique. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**Tourist Complex Lunamar** Av Mártires da Revolução Neighborhood: Macutí Beira, Mozambique

Contact Person Débora Lopes Hotel Reservation Manager Tel: + 258 822 331 3578 Email: reserva@lunamarhotel.co.mz

Website: http://lunamarhotel.co.mz/en

