



Dear _____ :

We sincerely invite you to join your peers, colleagues, and business partners in Ningbo, China, July 11-12, 2017, for the 3rd Maritime Silk Road Port International Cooperation Forum. With the objectives of Equality, Cooperation, Mutual Benefit and Win-Win, the Forum is dedicated to promoting communication and cooperation among ports along the Silk Road Economic Belt and the 21st-Century Maritime Silk Road. The Forum is jointly hosted by The Organizing Committee of China Maritime Forum 2017 and Oceanic & Port Development Commission of Zhejiang Province, and is organized by Zhejiang Provincial Seaport Investment & Operation Group Co. Ltd., Ningbo Zhoushan Port Group Co. Ltd. and APEC Port Services Network (APSN).

Given your rich experiences and great reputation in maritime industry, we do hope that you will be able to accept this invitation and join us for the discussion of future development opportunities. We would be grateful if you could let us know if you are available to join us by filling out the confirmation receipt.

Organizing Committee of 3rd Maritime Silk Road Port International Cooperation Forum

Contact Information:

Ms. Lin RU Tel: +86-15968415305

Ms. Yuling YE Tel: +86-13957438309

Ms. Nan XIANG Tel: +86-15726805396

Email: forum@nbport.com.cn

Background

When Chinese President Xi Jinping visited Kazakhstan and Indonesia in September and October of 2013, he raised the initiatives of jointly building “the Silk Road Economic Belt” and “the 21st-Century Maritime Silk Road”, also known as “Belt and Road”. The initiative calls for the integration and cooperation of the countries and regions along the Silk Road to realize mutual benefit through policy communication, transportation connection, trade facilitation, currency circulation and community consensus. It is also hoped that China, together with these countries and regions could jointly make greater contribution to the regional and also the world economy.

Transportation connection is the foundation of the connectivity of the economies along the Silk Road, and port is recognized as one of the vital components. It is believed that the port development could play an irreplaceable role in promoting the prosperity of the Silk Road.

However, with the growing trend of mega vessels, digitalized operation, automation and environmental-friendly production, the ports along the Silk Road are facing increasing challenges including relatively weak supply chain service capacity, insufficient capital for development, etc. Therefore, the key to retain a competitive edge in the globalized market is to strengthen the cooperation among the ports and to exploit the comparative advantages.

Objectives

The objective of Maritime Silk Road Port International Cooperation Forum is Equality, Cooperation, Mutual Benefit and Win-Win, which is put in place to set standards and guidelines for the management and implementation of the Forum.

- ✓ **Equality:** Every member, regardless of their country and region or the size of the port they operate, should respect and learn from each other. All members will be involved in the organization and operation of the Forum. The topics of the Forum should respect the members' opinions, reflect their concerns and intentions.
- ✓ **Cooperation:** The Forum provides a platform for cooperation and the fulfilment of supply and demand of various aspects such as business, investment, technology, talents, information, port and culture, etc.
- ✓ **Mutual Benefit:** The Forum encourages communication and discussions among members to achieve synergy and mutual benefits.
- ✓ **Win-Win:** The Forum strives to attain win-win situation among all members.

Agenda

Theme: New Change in Market and New Development in Port

Duration: One Day

The world economy and shipping market are undergoing profound and complicated changes: (1) The world economy, international trade and investment are increasingly heading towards de-globalization, and trade protectionism is on the rise; (2) The Belt and Road initiative is playing an active role in promoting cooperation and joint development of economies along the Belt and Road region, contributing to the vitality of world economy; (3) shipping alliances and scale-up operations, and the ever-increasing size of vessels have brought new opportunities and challenges for port industry; (4) international cooperation among ports has been enhanced, and regional integration in ports sector has been accelerated; (5) digital transformation of port and shipping industry brings great changes in business models, production modes, technology equipments, managerial services, etc..

Confronted with great opportunities and challenges, aiming to maintain a firm grasp of market trends, enhance communications, build consensus, and deepen cooperation, The 3rd Maritime Silk Road Port International Cooperation Forum will explore new development opportunities and future paths to industrial transformation and upgrading with a focus on sustainable development.

This year's Forum will also offer a special session of Zhejiang Element, introducing the new initiatives of regional ports integration in Zhejiang Province, along with recent developments and

future plans of Zhoushan Sea-River Intermodal Transport Service Centre and Zhejiang (Zhoushan) Pilot Free Trade Zone.

Agenda:

(1) Opening Ceremony

(2) Keynote Speeches

(3) Theme Presentations Two theme presentation sessions are planned, each including five 20-minute presentations from invited organizations (including Q&A session). Below are two topics for your reference, and any topic in consonance with the theme of the Forum is also welcome.

1. New change in markets: to analyze impact on port and shipping industry arising from new changes in world economy and trade development, port and shipping industry structure change, and integration of regional ports.

2. New development in port: to explore the measures to actively respond to the new changes and strive for new development, including the upgrading of port management system, business model and operation mechanism, shipping cooperation, port cooperation, and information technology application.

(4) Interaction Session

(5) Impromptu Speech It is planned to invite a few guests to share their insights about the hot issues raised by audience.

(6) Consensus Consensus of 3rd Maritime Silk Road Port International Cooperation Forum will be issued.

(7) Closing Ceremony

Delegate Confirmation Receipt

We sincerely look forward to your reply.

1. Would you like to attend the Forum? Yes___ No___

2. Would you like to give a speech? Yes___ No___

3. In order to promote participants' influence in the industry, improve the cooperation in technology and business, Port Innovation Exhibition is planned in parallel. An exhibition area will be arranged outside the conference hall where the new technology, new product and new business model are showcased in the forms of posters, video, real product show, etc. Would you like to be an exhibitor? Yes___ No___

If you would like to join us in the Forum, please fill in the information above and reply to Zhejiang Provincial Seaport Investment & Operation Group Co. Ltd. and Ningbo Zhoushan

Port Group Co. Ltd. by 31th May 2017. Please also leave your information with us for further contact. Many thanks.

Name _____ Gender _____

Company Name _____

Title _____ Contact Number _____

Email Address _____

