

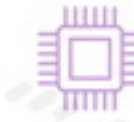


الأكاديمية العربية للعلوم والتكنولوجيا والنقل البحري
Arab Academy for Science, Technology & Maritime Transport

Agenda

Port Development; Doing It Right

PORT TRAINING INSTITUTE



Online Course

8 -12 February 2021

20
21

simultaneous translation in Arabic is available



www.pti-aast.org



Ports & Logistics Advisory



Port Training
Institute

Port Development; Doing It Right

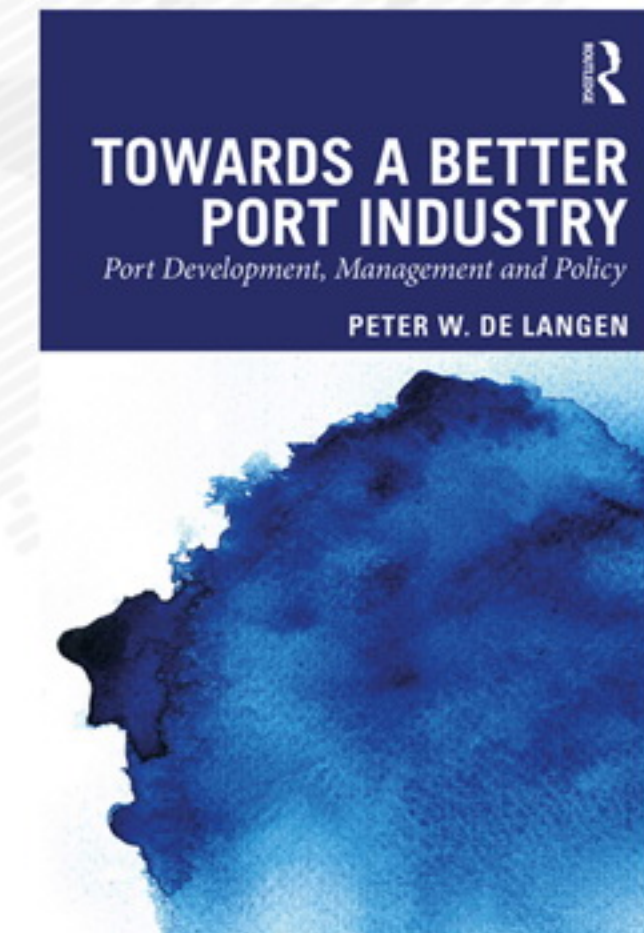


Dr. Peter Wubbe de Langen

Owner and Principal Consultant of Ports & Logistics Advisory (PLA), Spain.

Dr. Peter de Langen is the owner and principal consultant of Ports & Logistics Advisory, based in Malaga, Spain.

Dr. Peter de Langen is part-time professor at Copenhagen Business School, Denmark, and previously was professor of Cargo Transport & Logistics, at Eindhoven University of Technology, Netherlands.



Port Development; Doing It Right

Day 1
Monday

8th of February

Cairo Time (GMT +2)

Welcome and Inauguration
Opening Ceremony

10:00

Course Opening
Prof. Akram Soliman Elselmy
Dean, Port Training Institute, AASTMT.

10:10

Movie about PTI.

10:20 – 10:30

Break

First Session

10:00 - 11:30

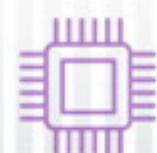
PERSPECTIVE: The port as a Business Ecosystem

Topic

In this session, we will discuss the central perspective on port development: the port as a 'business ecosystem' of interrelated activities such as terminals, logistics value added, industries and leisure. Synergies resulting from the co-location of all this activities in the port area are discussed.

11:30 - 12:00

Break



Port Development; Doing It Right

Day 1
Monday

8th of February

Cairo Time (GMT +2)

12:00 - 13:30

Second Session

Getting Port Governance Right

Topic

In this session, we discuss the implications of this perspective for port governance. The main implication is that port development should be done on a commercial basis, and therefore by an enterprise. Generally, there is a strong case of state ownership of this enterprise.



Port Development; Doing It Right



Day 2
Tuesday

9th of February

Cairo Time (GMT +2)

10:00 - 11:30

First Session

The State-owned Port Development Company

Topic

In this session, we discuss in more detail the best practices of the governance of the state-owned port development company, with attention for the role of the supervisory board, the shareholder policy and regulation.

11:30 - 12:00

Break

12:00 - 13:30

Second Session

The Business Model and Strategy of the Port Development Company (PDC)

Topic

In this session, we discuss the business model (often the landlord model) of the PDC as well as the strategy of the PDC. Best cases are discussed and tools for developing the right strategy presented.

Port Development; Doing It Right



Day 3
Wednesday

10th of February

Cairo Time (GMT +2)

10:00 - 11:30

First Session

Attracting Investments to the Port Business Ecosystem; Concessions and Partnerships with Third Parties

Topic

In this session, we discuss how the PDC can attract investments and the best ways to structure contracts with third parties. The role of concessions, competitive bidding to select third parties and important elements of concession/lease contracts are discussed.

11:30 - 12:00

Break

12:00 - 13:30

Second Session

The Investments of the Port Development Company (PDC)

Topic

In this session, we discuss the investment decisions of the PDC. We will focus on investment projects that create synergies in the port business ecosystem. These include infrastructure as well as digital services.

Port Development; Doing It Right



Day 4
Thursday

11th of February

Cairo Time (GMT +2)

10:00 - 11:30

First Session

Port Competitiveness

Topic

In this session, we discuss port competition and discuss how ports can differentiate themselves from competitors with the aim to develop a competitive advantage.

11:30 - 12:00

Break

12:00 - 13:30

Second Session

The Changing Landscape: Trends and Developments

Topic

In this session, we discuss how trends and developments change the port landscape. We discuss important growth segments in the ports industry and discuss important trends in detail.

Port Development; Doing It Right

Day 5
Saturday

13th of February

Cairo Time (GMT +2)

10:00 - 11:30

First Session

New Opportunities in Port Development - Developing Port Projects

Topic

In this session, we discuss how trends create new opportunities and how the PDC can develop projects to strength the port. Examples of such successful projects are presented.

We discuss how to develop projects to strengthen the port. Five steps are discussed, each with examples and do's and don'ts.

11:30 - 11:45

Closing Session Discussion (Q&A)

Dr. Peter Wubbe de Langen

Owner and Principal Consultant of Ports & Logistics
Advisory (PLA), Spain.

11:45 - 12:15

Course Online Exam

12:15 – 12:30

- Appraisal
- Course Analysis
- Certificates
- Course Closure

Dr. Alaa Morsy

Vice Dean, Port Training Institute, AASTMT

Dr. Peter Wubbe de Langen



Contact us

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