MARITIME CONCLAVE 2019
14 – 15 February, 2019
East Coast Railway Stadium, Bhubaneswar, Odisha
www.maritimeinvest.in
## Objectives

### Why now?
- Rich heritage of maritime trade
  - Rivers were lifeline of Indian economy, ports were gateways
  - Trade and cultural ties with Asia and Africa by maritime route
  - Ports such as Tamralipta, Poombuhar, Muziris, Calicut and Dwarka
- Increasing role of India in modern global trade
- Robust growth in economy, poised to take full advantage of lower logistics costs by water routes
- Successful model for private sector participation

### Objective
- Build on success of MIS 2016
- Promote projects under Sagarmala program
- Engage all stakeholders on the roadmap for coastal and waterways development
- Focus on Eastern India and its maritime potential
- Showcase tangible investment opportunities and attract investors
  - New ports and port expansion
  - Road and rail connectivity
  - Inland waterways
  - Coastal industrial clusters
  - Maritime tourism
Round up of Maritime India Summit 2016

- Participation from 42 countries with participation of Ministerial delegations from 8 countries
- More than 5000 delegates, 197 exhibitors including 81 international companies, 80 Indian private sector companies and 36 Government owned entities
- Exclusive CEOs’ Forum: 19 International CEOs and 19 CEOs from the maritime sector
- National perspective Plan on Sagarmala launched
- 13 thematic sessions and 3 special sessions on various aspects of maritime sector: 80 eminent speakers
- More than 140 Business Agreements worth USD 13 Billion signed
- A total of 492 Projects worth USD 59 Billion under various stages of implementation
Event Details

Date: 14 -15 February 2019
Venue: East Coast Railway Stadium, Bhubaneswar, Odisha
Website launched: www.maritimeinvest.in

- Summit Inaugural: 14 February at 10 am
- Valedictory Session: 15 February at 04 pm
- Exhibition & Product Demo: 14 to 15 February, 2019
- Thematic Sessions: 14 and 15 February, 2019
- CEOs’ Conclave: 14 February, 2019
Program Structure

Day 1 (14 February, 2019)

- Thematic Sessions: Sagarmala, Gas Trading Hub in India
- Partner Country Sessions
- CEOs' Conclave

Day 2 (14 February, 2019)

- Thematic Sessions:
  - Bulk Cargo Transportation
  - Maritime Financing
  - Shipbuilding/ Repair/ Breaking
  - Hinterland Connectivity
  - Focus Session on Maritime States in India

- Signing of Business Agreements/ LOIs/ Concession Agreements on both days
Why Invest in India?

Growing EXIM Trade – USD 780 Billion worth of Foreign Trade on more than 7000 commodities with more than 190 countries

4th most attractive FDI destination in the World as per UNCTAD

Long coastline of 7,517 km and navigable inland waterways of 14,500 km offering immense potential for maritime sector development.

Tonnage of Indian ships has crossed 10 million DWT with potential of more investment

Opportunities for investment of USD 120 Billion (INR 8.78 Lakh Crores) in more than 600 projects under ‘Sagarmala’
Key Enablers: Fiscal Incentives

- Up to 100% FDI through automatic route in port development
- Rationalizing taxes & duties
  Tax holiday for 10 consecutive years for infrastructure development
- 70% abatement in Service tax incidence on coastal shipping
- Exemption of customs duty and central excise duty on inputs used in ship building and ship repair
- "Infrastructure status" to Shipyards
- Shipbuilding subsidy
- Cruise Shipping: SOPs for faster immigration, port and customs clearance
Key Enablers: Ease of Doing Business

- One-time trading license for vessels in lieu of annual renewal process
- Implementation of Direct Port Delivery Scheme
- Reduction in fee and charges for non-peak hours for major ports
- Implementation of RFID Scheme for gate automation at major ports
- Integration of major ports filing system with Customs software
Coastal Shipping

The Opportunity

➤ Cost for coastal shipping is INR 0.15-0.2 per tonne km compared to INR 1.5 for railways and INR 2.5 for road

➤ Coal, cement, POL, food grains, steel and fertilizers are the key commodities with significant growth potential

➤ Potential to lower logistics cost in the economy by INR 21,000-27,000 Cr by 2025

➤ Coastal shipping can be a catalyst for coastal industrial clusters
Inland Waterways

- Reduce logistics cost of inland transport, relieve congestion on roads and railways
- Support manufacturing activities in hinterland states
- 4 waterways currently under development: Ganga, Brahmaputra, Mahanadi, Buckingham Canal
- NW1 already in use for coal transport from Haldia to Farakka
Focus sectors for Investment

1. ‘Sagarmala’ - New Port Development and Port Modernization
   - Ship Repair Hubs at Enayam (Tamil Nadu) and Vizhinjam (Kerala)
   - Greenfield major ports at Vadhavan (Maharashtra), Sagar Island (West Bengal), Paradip Outer Harbour and Potential locations in Andhra Pradesh and Tamil Nadu
   - Port Modernization:
     - Increasing draft at Kamarajar (Ennore), Paradip and Mormugao Ports to 18m
     - 500 MMTPA port capacity augmentation in Major Ports by 2025

2. Connectivity and Logistics
   - ‘Jal Marg Vikas’ project for capacity augmentation for navigation and shipping in River Ganga: NW-1 (1620 km)
   - Development of 111 National Waterways
   - Development of 7 multi-modal logistic hubs in C’garh, K’taka, Odisha, Rajasthan, UP, Uttarakhand and WB
   - New 100+ road and rail connectivity projects
Focus sectors for Investment

3. Industrialization

- Development of 2 marine clusters proposed at Saurashtra and Chennai/ Ennore with facilities for ship building, repair and recycling

- Smart Port Industrial Cities at Kandla and Paradip

- Development of FTWZ at Ennore & Cochin. Port-based SEZ at JNPT

4. Other areas of Investment

- Development of Cruise Terminals and Cruise Operations

- Development of 78 lighthouses as tourist hubs

- 135 MW of solar power projects to be operationalized by 2020 at 8 Major Ports

- Development of 50 MW of wind energy projects by 2020 in 3 Major Ports
Expanding Hydrocarbon Footprints

Indian expansion of hydrocarbon footprints through overseas acquisitions, fuelled by sea vessels

Feb 2018: Indian consortium acquired 10% stake in Abu Dhabi's Lower Zakum offshore oil field.

April 2018: Indian Oil acquired 17% stake in Mukhaizna oil fields in Oman

2016: ONGC Videsh Ltd. (OVL) acquired 15% stake in Vankorneft from M/s Rosneft, after acquiring 11% stake in same field in May 2016.

Major LNG Contracts with key supplying nations, fuelled by sea vessels, includes 3 long term LNG contracts from new sources –

- Australia
- USA
- Russia
- GOI has set up 5.33 MMT of strategic crude oil storages under SPR Phase I at following 3 locations:
  - Vishakhapatnam – 1.33 MMT
  - Mangalore – 1.5 MMT
  - Padur – 2.5 MMT

- Another 6.5 MMT of storage infrastructure planned in:
  - Chandikhol – 4 MMT
  - Padur – 2.5 MMT

- ADNOC has invested USD 400 Million in SPR Storage Facility in Mangalore and is the 1st Foreign Investment in India’s SPR
HELP – New Policy for Hydrocarbon Exploration

- Single license for E&P of conventional and non-conventional Hydrocarbon resources.
- Marketing & Pricing Freedom-major incentive for investment.
- OALP (Open Acreage Licensing Policy): Allow investor to select their own area (block) for bidding.

- Simple, Easy, No cost recovery & Revenue Sharing Model. Reduced Royalty rate for offshore blocks.
- 55 blocks of 59,282 sq.kms offered under first round.
- 110 e-bids were received.
- The second round of EoI finished on 15th May, 2018.
- The third round of EoI has started.
Partners & Key Contacts

Event Partners

ORGANISERS

Knowledge Partner

CII
FICCI
ASSOCHAM
INDIAN CHAMBER OF COMMERCE

Ministry of Shipping
Ministry of Petroleum & Natural Gas

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Thank You