



14-15 FEBRUARY, BHUBANESWAR

www.maritimeinvest.in



MARITIME CONCLAVE 2019

14 – 15 February, 2019

East Coast Railway Stadium, Bhubaneswar, Odisha

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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, Poompuhar, 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



- **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 ?



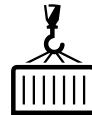
Growing EXIM Trade – USD 780 Billion worth of Foreign Trade on more than 7000 commodities with more than 190 countries



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



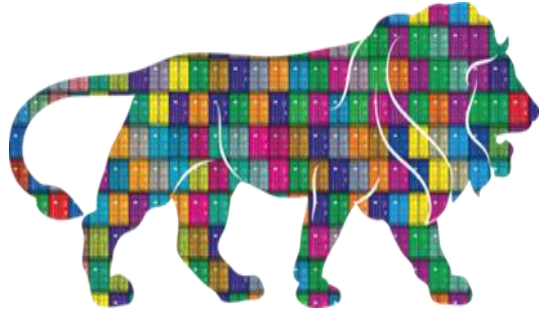
Long coastline of 7,517 km and navigable **inland waterways** of 14,500 km offering immense potential for maritime sector development.



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**

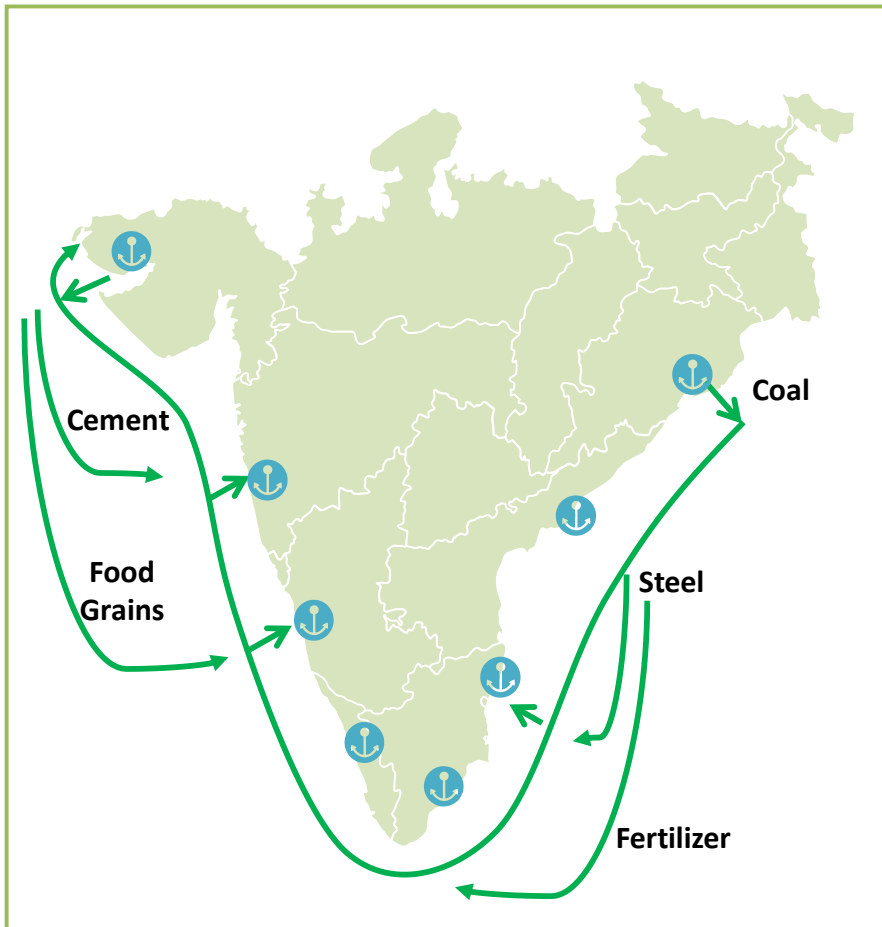


Key Enablers : Ease of Doing Business



- 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

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

Strategic Petroleum Reserve



- 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.

Partner Country – What is being offered

- ▶ Focus country seminar during the Conclave
- ▶ Prime space in the exhibition hangar as Country pavilion:
 - Display by other Government and Private companies which are part of the delegation

Your Cooperation Requested

- ▶ Ensure high level Ministerial delegation from your Country
- ▶ Disseminate details of Maritime Conclave 2019 across your Country
- ▶ Encourage Chambers of Commerce and stakeholders in maritime and Oil & Gas sectors in your Country for high level business delegation; also connect Ministry of Shipping with them
- ▶ Disseminate projects/ investment opportunities to major maritime and Oil & Gas players in your Country
- ▶ To request eminent Speakers and Corporate Leaders from your Country to be part of the Conclave

Partners & Key Contacts

Event Partners



ORGANISERS



सत्यमेव जयते

Ministry of Shipping
Ministry of Petroleum & Natural Gas



Knowledge Partner



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Thank You



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