

BRITISH PORTS ASSOCIATION CONFERENCE

LONDON

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LET'S DO BUSINESS



BRITISH PORTS
ASSOCIATION

17-19 OCTOBER 2023

Leonardo Royal Hotel
London Tower Bridge

PORT OF
LONDON
AUTHORITY

INTRODUCTION

We are delighted to host the 2023 British Ports Association (BPA) Conference in London, 17-19 October 2023.

The BPA annual conference is one of the most prestigious events in the UK maritime industry and provides a unique collaborative space for stakeholders to come together to hear about the latest policy developments and industry trends within the UK ports and harbours sector.

Working together, we are shaping a diverse and relevant programme of speakers, presentations, panel sessions and social events. This will be an amazing experience in London, creating exceptional opportunities for promoting the sector and forging links within the industry at a pivotal time for UK ports.

Richard Ballantyne, Chief Executive, British Ports Association

Robin Mortimer, Chief Executive, Port of London Authority

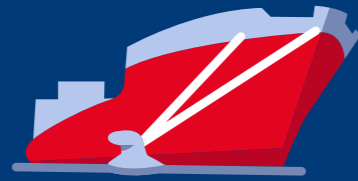
ABOUT THE BRITISH PORTS ASSOCIATION

The British Ports Association is the national membership body for ports in the UK. We represent the interests of operators that handle 86% of all UK port traffic, to Westminster and devolved Governments, and other national and international bodies. We are an inclusive and progressive association, open to all and committed to the fair treatment of ports up and down the country. As our membership comprises over 100 ports, terminal operators and port facilities, all of varying size, location and nature, the Association is able to draw upon a wide range of experience and knowledge to represent its members' interests. We also have a strong network of Associate Members who add much to the value of membership.

OUR INDUSTRY

The UK ports industry plays a fundamentally important role in the country's economy. 95% of the UK's international trade – imports and exports – is carried through UK ports which also handle 25 million international passenger journeys each year.

Ports are investing large sums – at no cost to the Exchequer – to expand facilities to cope with increasing demand, particularly in the offshore energy, container and Ro/Ro sectors. Investment of this nature is crucial if the UK economy is to remain competitive internationally.



BRITISH PORTS
ASSOCIATION

BPA'S GOALS



Dedicate resources to representing a wide variety of UK port interests to government in the UK, Europe and internationally



Provide a resource for its members on legislative and policy issues, as well as a forum for the exchange of knowledge and development of best practice



Work towards achieving an equitable and transparent ports industry and a level playing field throughout Europe



Promote the use of ports and shipping as an environmentally sustainable mode of transport

2023 HOST

PORT OF LONDON AUTHORITY



The Port of London is the UK's largest port, handling more than 50 million tonnes of cargo each year, employing more than 46,000 people and contributing over £4 billion to the economy annually. We are the custodians of the tidal Thames, Britain's busiest inland waterway, handling over five million tonnes of goods and materials, and up to ten million passenger journeys. As a Trust Port, the Port of London Authority has no shareholders and operates for the benefit of customers and stakeholders, now and in the future. Our operations cover 95 miles of the River Thames, from Teddington to the North Sea. Our work is focused on sustaining and improving the Thames as a trading hub, destination and natural haven, as captured in Thames Vision 2050.

VALUE PROPOSITION

Partnership with BPA 2023 will be a key step for your organisation in fostering relationships with our sector. BPA 2023 will allow your business to be showcased at this exciting national forum. Enabling you to meet potential partners, generate new ideas, gather new knowledge, foster collaborations and meet the UK ports community. Our all-encompassing themes provide the content for a range of different forms of commercial participation, and we will provide you with the opportunity to align your core values with those themes. Your relationship with BPA 2023 will provide a highly efficient and effective platform to connect and engage with our multidisciplinary attendees.



REASONS TO SUPPORT

- Increase credibility, expand loyalty and build opportunities with new and existing clients
- Reinforce and strengthen your brand position within our industry
- Bring your brand to hundreds of the most influential decision makers
- Connect directly to hard-to-reach opinion leaders
- Promote your products, services and research to our unique audience
- Generate new ideas and build your knowledge
- Foster collaborations and build new business relationships
- Secure a platform on which to profile your organisation
- Capitalise on an ideal opportunity to inform and update delegates on new initiatives and developments in your own organisation
- An opportunity for your staff to connect face to face with the most influential people, bodies and organisations within the ports sector



LET'S DO BUSINESS

The British Ports Association 2023 conference has a variety of opportunities dependant on your organisation's needs. These include speaking, branding and exhibition packages, and whether you are looking to build brand awareness, source new leads or put your brand at the forefront of the industry, we have a package that will suit your needs.

PARTNER

There are three opportunities which will be tailored to your organisation's requirements. High visibility is assured when partnering at the British Ports Association 2023 conference. There will be media coverage in the months leading up to the conference, sole sponsorship of an evening networking event plus, all the perks of sponsoring and exhibiting. Email bpaconference@cl-events.com for further details on these bespoke packages to ensure your presence makes an impression on all delegates.



BPA Conference - London

BPA CONFERENCE SPONSOR

GOLD	SILVER	BRONZE
£8950 up to 3 companies	£4750 up to 4 companies	£2950 up to 4 companies

TICKETS

Number of tickets	Conference, Tuesday reception & Wednesday party (Not Gala Dinner)	4	3	2

EXHIBITION

Exhibition space	Table with 2 chairs	3m x 2m	3m x 2m	-
Video/advert	Video/advert on large TV in exhibition area (no audio)	Very prominent	Prominent	Prominent

CONFERENCE & SOCIAL EVENTS

Recognised from the podium	Mention in opening and closing remarks	✓	✓	-
Panel session	Opportunity to join panel session	✓	-	-
Branding on screen holding slides	Digital branding on the conference holding slides	✓	✓	✓

PUBLICITY

Press release	Acknowledgement in official press announcement	✓	-	-
BPA social media posts	Promotion through BPA's social media account	✓	✓	-
Advert in digital conference programme	Advertisement in the digital conference programme PDF	Full page	Half page	-
Email blast to delegates	70 word email blast to BPA delegate list	2	1	-
Recognised in communications	Digital branding in all communications to registered delegates	✓	✓	✓
Use of BPA 'proud to support' 2023 logo	Use of BPA image via your promotional channels	✓	✓	✓

WEB & APP

Logo & narrative on 2023 website	Logo and company description on conference website	Very prominent	Prominent	Prominent
Feature article on website	On the community news of the BPA2023 website	✓	-	-
Conference app exposure	Exposure on the App	Very prominent	Prominent	Prominent
Push notifications	Push notification on the App	One	-	-



EXHIBITION

An excellent opportunity for delegates to interact with commercial companies and familiarise themselves with the latest innovations and developments impacting the industry. Our delegates welcome the opportunity to engage with exhibitors and take advantage of the knowledge and expertise on offer. Early booking is recommended.

MEMBERS RATE £2,500 +VAT

NON-MEMBERS RATE £2,950+VAT

An excellent opportunity for delegates to interact with commercial companies, to familiarise themselves with the latest advances within their field. Our delegates welcome the opportunity to tap into the expertise provided by exhibitors, to answer questions and provide product demonstrations.

- Two Conference Passes including refreshments, lunches, welcome reception (Tuesday) and party (Wednesday).
- Excludes Gala dinner and River Tour.
- Table top space (circa 3m x 1.5m)
- One table and two chairs or tall table and stools
- Use of BPA 'proud to support' logo
- App listing
- Listing in the exhibition section of the BPA digital programme and website

LANYARDS & PENS

Branding opportunity on conference pens and lanyards



Prices on request

EXCLUSIVE TRANSPORT PARTNER

- Two delegate places at the event, to include: a two-day delegate pass including conference, refreshments, lunches, welcome reception (Tuesday) and party (Wednesday) - excludes Gala dinner
- Half page advertisement in the digital conference programme
- Logo and company description on the BPA Conference website and in the digital conference programme (75 words maximum)
- Transport partner to be recognised on social media by the BPA
- Logo displayed at the front of all buses and on the digital screens in the venue
- Conference App exposure

Price on request



EXCLUSIVE PORT TOUR PARTNER

- Two delegate places at the event, to include: a two-day delegate pass including conference, refreshments, lunches, welcome reception (Tuesday) and party (Wednesday) - excludes Gala dinner
- Five port tour passes
- Half page advertisement in the digital conference programme
- Logo and company description on the BPA Conference website and in the digital conference programme (75 words maximum)
- Tour partner to be recognised on social media by the BPA
- Logo displayed on all digital signage on the tour and promoted on the conference website and on the digital screens in the venue
- Conference App exposure

Price on request

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EVENT INFORMATION

PROGRAMME AT A GLANCE

- **Tuesday 17 October**
Evening Welcome Reception
River cruise, taking in London's riverside landmarks
- **Wednesday 18 October**
BPA Conference and Exhibition
Party in the Sky, with panoramic views of the Capital
- **Thursday 19 October**
BPA Conference and Exhibition
BPA Gala Dinner
- **Friday 20 October**
Optional Day
River tour to London Gateway / Tilbury

EXHIBITION TIMES

- | | | |
|--------------------------|---------------|------------|
| • Tuesday 17th October | 20:00 - 22:00 | Set Up |
| • Wednesday 18th October | 08:30 - 17:00 | Exhibition |
| • Thursday 19th October | 08:30 - 17:00 | Exhibition |
| | 17:00 - 18:30 | De Rig |

NB: Timings may be subject to change.

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CONFERENCE HOTEL

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CONTACT US

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