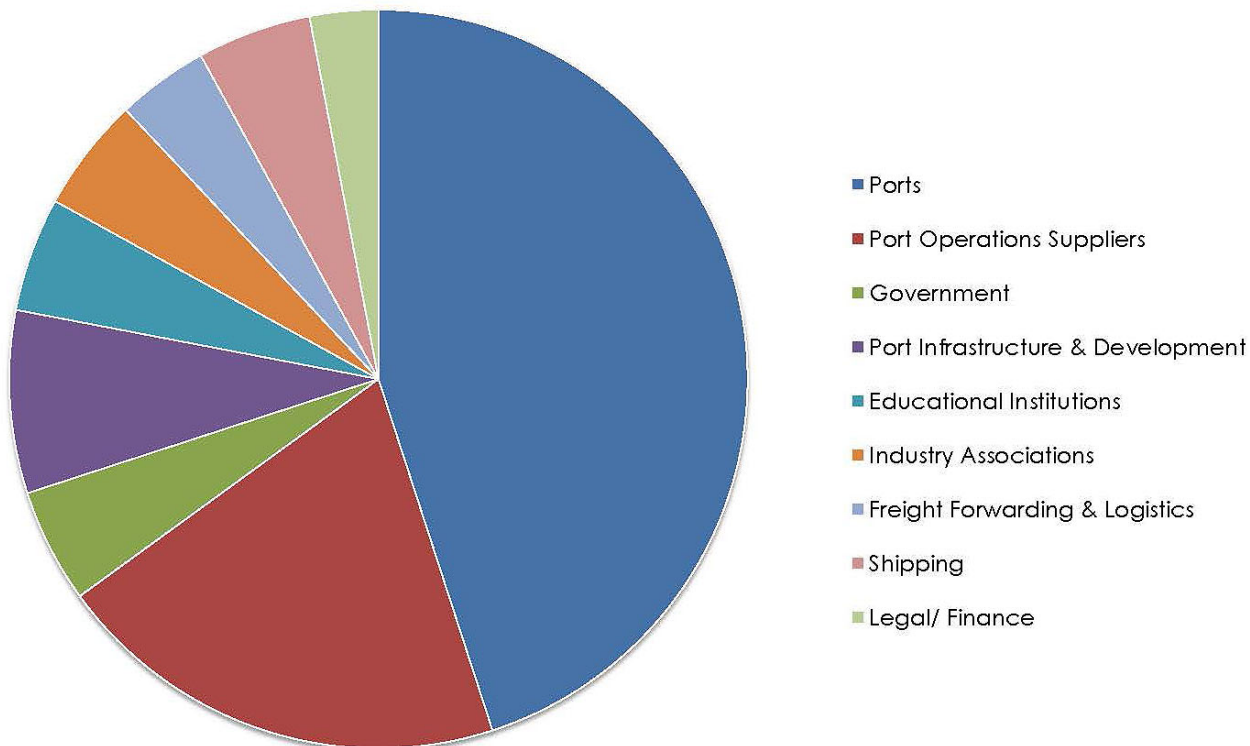


## Target Market Overview

The 12th IHMA Congress will be the place to meet key decision-makers for global port operations from the international maritime industry.

### Past attendance by Industry (based on 2018 Congress attendance)



#### Ports / Port Authorities

Port Authorities  
Terminal Operators  
Stevedores

#### Port Operations suppliers:

Cargo Handling Equipment  
Cruise Ship Facilities  
Towage  
Marine Access Equipment  
Port Maintenance  
Software Companies  
Security Screening  
Radar/ Tracking Solutions  
Reporting & Scheduling Systems  
Simulation technology

#### Government:

Maritime Authorities  
Port Planning  
Marine Safety & Security

#### Industry Associations

IFSMA, IALA, IAPH, IMO, ICS, INSA  
Nautical Institute, IMPA, PIANC

#### Port Infrastructure & Development

Engineering Consultancies  
Maritime Construction  
Dredging  
Offshore Structures  
Coastal Engineering

#### Freight Forwarding & Logistics

Intermodal Facilities  
Logistics Services  
Supply Chain Management

#### Shipping

Shipping lines  
Ship Repair  
Shipping Agents  
Shipowners  
Shipmasters  
Cruise Liners

#### Educational Institutions

#### Legal/ Finance

Maritime Law  
Maritime Insurance  
Port Investment  
Financial Consultants

# Target Market Overview (cont.)

## Selection of job titles of Congress attendees (2018)

Administrator	Harbour Master & General Manager	Principal Manager
Assistant Manager	Harbour Master & Marine Officer	Project Development Manager
Assistant Marine Surveyor	Harbour Master & Port Operations Manager	Project Manager
Associate Director	Harbour Master Forth Inner	Publicity & Business Relations
Business Development Director	Harbour Towage Global CCO	Region Manager
Business Development Manager	Harbourmaster	Regional Sales Manager
Chief Executive Officer	Head of Administration	Representative to the IMO & IALA
Chief Harbour Master	Head of Business Development	Research Manager
Chief Inspector	Head of Commercial Services & ILS	Researcher
Chiropractic Doctor	Head of Marine Projects	Sales & Marketing Director
Claim Handler	Head of Marine Standards	Sales Director
Cluster Managing Director	Head of Maritime	Sales Manager
Comms Manager	Head of Maritime Operations	Secretary
Communications & Development Manager	Head of Maritime Sales & Business	Senior Advisor
Consultant	Development	Senior Business Development Manager
Corporate Communication Consultant	Health & Safety Deputy Harbour Master	Senior Captain & Harbour Master
Deputy Harbour Master	Health & Safety Officer	Senior Harbour Master
Deputy Harbour Master Upper	Key Account Manager	Senior Marine Manager
Deputy VTS Manager	Manager	Senior Marine Officer
Designated Person	Managing Director	Senior Member/Speaker
Digital Business Solutions & Commercial Lead	Marine Contracts Manager	Senior Scientist
Director	Marine Manager	Service Support Manager
Director Maritime	Marine Trainee	Solutions Director
Director of Engineering and Delivery	Mariner Master	Technical Area Sales Manager
Director of Operations	Maritime Board Chairperson	Technical Director
Dredging & Survey Consultant	Maritime Editor	Technical Officer
Engineering Director	Maritime Engineer	Technology Director
Permanent Task Climate Change UK	Maritime Office Director	Trading Analysis Manager
Representative	Marketing	Training & Accreditation Development
Environment Manager	Marketing Admin	Officer
Environmental Senior Consultant	Marketing Manager	Travel & Transportation Industry Client
Executive Assistant	Nautical Developments & Policy & Plans	Executive
Executive Director	Director	UK Operations
Expert Advisor	Nautical Operations Director	Vessel Traffic Manager
Finance Officer	Naval Architect	Vessels Registrar
General Manager & Marine Services & Harbour Master	Naval Architect & Project Manager	Vice President, Operations and Harbour
General Manager Marine Operations	Operations Director	Master
General Manager Operations	Operations General Manager & Master	VP, Marine Water
General Secretary	Operations Manager	
Global Marketing Executive	Partner	
Global Sales Manager	Port Captain	
Group Marketing Manager	Port Commander	
Group Sales Manager	Port Master	
Harbour & Marine Manager	Port Ust-Luga Harbour Master	
Harbour Captain	Ports & Navigation Group Executive	
Harbour Manager	Ports & Terminals Senior Underwriter	
Harbour Master	President	
Harbour Master & Director	President Marine	
	Principal Consultant	

