



INTERNATIONAL
RAIL BUSINESS
FORUM

JUNE 6-8
2017

SOCHI
RUSSIA

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THE FORUM'S THEME

Working Together. Notching Up Record Highs

June 6, Tuesday

15:20

Registration
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Rosa Hall, 1st floor

20:00

Welcome Reception
Official Partner



Rosa Lake

June 7, Wednesday

10:00-11:30

Plenary Session

Rosa Hall, 1st floor

Entering New Markets.

Cooperation as a Tool for Delivering Global Projects

- Business abroad: how national railway companies can increase revenues from international projects
- Infrastructure: how to conquer markets by offering a comprehensive long-term product
- Financing: how to secure a win-win principle while concluding long-term export contracts for all stakeholders
- The role of joint ventures: how to ensure technical interoperability
- Promotion: who can support exporters on international markets and how to do this

Welcome addresses:

Oleg Belozеров, President, Russian Railways

Veniamin Kondratyev, Governor, Krasnodar Region

Keynote speech:

Oleg Belozеров, President, Russian Railways

Moderator:

Andrey Sharonov, President, Moscow Management School SKOLKOVO

Speakers:

Alexander Abramov, Chairman of the Board of Directors, EVRAZ plc

Eduardo Rodriguez Davila, Deputy Minister of Transport, Cuba

Jochen Eickholt, CEO, Mobility Division, Siemens AG

Peter Fradkov, CEO, Russian Export Center

Rajen Gohain, Minister of State for Railways, Republic of India

Michael Harms, Executive Director, Committee on Eastern European Economic Relations

Kirill Lipa, CEO, Transmashholding

Saeed Mohammadzadeh, Deputy Minister of Roads and Urban Development, Islamic Republic of Iran; Chairman of the Board and President, Islamic Republic of Iran Railways

11:30-12:00

Signing of International Agreements

Rosa Hall, 1st floor

11:30-12:00

Coffee break

Rosa Hall, 2nd floor

12:00- 13:30

Plenary Session

Rosa Hall, 1st floor

A Time for Strategic Decisions.

What will be the Bedrock of a Successful Business in the Next 20 Years

- Global digitalization: how technologies affect the development of traditional transport infrastructure
- Robotization, blockchain, and smart business process chain management systems: are they symbols of shattered notions about the future of traditional industries or the forerunners of new approaches to the management of large systems
- Centralization of logistics and individualization of client products: which abilities and technologies on the transportation market will determine competitiveness towards 2050
- Choice of innovations: which innovative logistics solutions can create new business chains from suppliers to consumers
- Project investment: which parameters should be included in development strategies and what are the members of the transport market already doing now

Welcome address:

Maxim Sokolov, Minister of Transport, Russian Federation

Moderator:

Oleg Belozеров, President, Russian Railways

Speakers:

Kanat Alpysbayev, Chairman of the Board - President, Kazakhstan Railways

Andrey Filatov, CEO, IBM in Russia and CIS

Andrey Kostin, President and Chairman of the Management Board, Member of the Supervisory Council, VTB Bank

Alan Lushnikov, Deputy Minister of Transport, Russian Federation

Nikolay Podguzov, Deputy Minister of Economic Development, Russian Federation

Andrey Varichev, CEO, METALLOINVEST

13:30- 15:00

Lunch

Rosa Hall, 2nd floor

15:00- 16:30

Strategy Session **SIEMENS**

Golden Tulip, Ballroom

Digital Railway

Rewards of a Closer Partnership

- Experience and trends: how 1520 and 1435 countries build digital railways, and why these processes should be combined
- Rolling stock: how to manufacture rolling stock in the digital railway era
- Maintenance: how to improve operational efficiency and optimize railway assets management
- Infrastructure: how to increase its capacity by means of latest signaling and interlocking technologies
- Cyber Safety: how to mitigate the disadvantages of digitalization and act within 1520 and 1435 common standards

Moderator:

Dietrich Möller, President, Siemens in Russia; Vice-President, Siemens AG

Speakers:

Evgeny Charkin, IT Director, Russian Railways

Evgeny Dorot, Deputy CEO for Innovative Development, RZDstroy

Jochen Eickholt, CEO, Mobility Division, Siemens AG

Johannes Emmelheinz, CEO, Customer Service, Mobility Division, Siemens AG

Guillaume Foillet, Director of International Relations,

Department of Infrastructure, SNCF

David John, Head, Mainline Transport, Mobility Division, Siemens in Russia

Sergey Kobzev, Senior Vice President, Russian Railways

Michael Peter, CEO, Mobility Management Business Unit, Siemens AG

Andrey Romanchikov, CEO, Bombardier Transportation Rail Signal;

Head of Region Russia, CIS, Baltic States

Alexander Saltaev, CEO, Ural Locomotives

Sigurd Strassnig, Director Sales Railway Russia and CIS, Kapsch CarrierCom AG

Philipp Tentrop, Executive Director Eastern Europe and Russia,

DB Engineering & Consulting

Oleg Valinsky, Vice President – Head of Traction Directorate, Russian Railways

Elmar Zeiler, Head, Rail Electrification, Mobility Division, Siemens AG

15:00-16:30

Session

Rosa Hall, 1st floor

Transit 1520

Challenges of International Logistics

- The International North–South Transport Corridor (INSTC): development prospects of the Western Branch
- Just in time: how many scheduled trains the East-West and North-South routes operators can offer
- A lot of orders, but only one road: how rail road transportation is reclaiming the e-commerce market
- Backload: how we can balance supplies from China and back
- Aggregators: to what extent are the market leaders ready for the Uberization of logistics

Moderator:

Dmitry Kovalev, Partner, Transportation & Logistics Leader, PwC in Russia

Speakers:

Edvins Berzins, President, Latvian Railway

Gennady Bessonov, General Secretary, Coordinating Council on Trans-Siberian Transportation

Alexey Grom, President, UTLC

Alexander Isurin, President, FESCO Transport Group

Alexander Misharin, First Vice President, Russian Railways

Saeed Mohammadzadeh, Deputy Minister of Roads and Urban Development, Islamic Republic of Iran; Chairman of the Board and President, Islamic Republic of Iran Railways

Luc Nadal, Chairman of the Board, GEFCO

Shankar Shinde, Vice President, Federal Association of Freight Forwarding Companies of India

Vyacheslav Valentik, CEO, Russian Railways Logistics

16:30-17:00

Coffee break

Golden Tulip, lobby
Rosa Hall, 2nd floor

17:00-18:30

Session (in collaboration with OPZT) 

Golden Tulip, Ballroom

Rolling-stock Manufacturing

Export Strategy

- Developing an international brand: how to stimulate demand for Russian railway engineering products abroad
- Prospective markets: which factors influence the geographical expansion of partner countries
- Supporting exports: which forms of currency risk insurance and financing models have proven their worth
- Best price: how to minimize costs while conducting export transactions
- Life cycle: what you need to consider when establishing a system of after-sales services

Moderator:

Yury Saakyan, CEO, Institute for Natural Monopoly Problems; Vice President, OPZT

Speakers:

Vsevolod Babushkin, Deputy Head, Automotive Industry and Railway Machinery Department, Ministry of Industry and Trade, Russian Federation

Valentin Gapanovich, Senior Adviser to the President, Russian Railways; President, OPZT

Alexander Ermonsky, Deputy CEO, Transmashholding

Denis Ilatovsky, Deputy CEO - Director for Logistics, SUEK

Dmitry Losev, Deputy CEO for Technical Development, United Wagon Company

Mikhail Mamonov, Managing Director for International Promotion of Trade, Russian Export Center

Dietrich Möller, President, Siemens in Russia; Vice-President, Siemens AG

Pavel Ovchinnikov, CEO, RM Rail

Oleg Valinsky, Vice President – Head of Traction Directorate, Russian Railways

Anton Zubikhin, Deputy CEO for Sales of Railway Equipment and GR; Vice President, OPZT

17:00-18:30

Session

Rosa Hall, 1st floor

Digital Innovations for Transportation

Strategy of IT Modernization

- Start-ups in 1520 gauge countries: which technologies and ideas will be able to transform the transport system
- Synergy of aspects: information technology and energy efficiency
- No operator required: how driverless technologies affect transport logistics
- Investments: which segments of transport market are the most attractive for startups and which business-models are the most effective

Moderator:

Danil Rudakov, CEO, iCanDeliver

Speakers:

Mikhail Andronov, President, RUSENERGOSBYT

Alexey Belinsky, CEO, LocoTech Group of Companies

Evgeny Charkin, IT Director, Russian Railways

Johannes Emmelheinz, CEO, Customer Service, Mobility Division, Siemens AG

Andrey Filatov, CEO, IBM in Russia and CIS

Zagit Kutuzmanov, Head of Project, TrackTrack
Alexey Lapikov, Principal, Competence Center "Railway Transport and Infrastructure", Roland Berger GmbH
Johan Persson, Project Manager, Uniti Sweden
Roman Veselov, IT Director, TransContainer
Anatoly Zaycev, Head, Scientific-Educational Center of Innovation Passenger Rail Development, Petersburg State Transport University

20:00

Gala Reception  **TRANSMASHHOLDING**
Official Partner *We are 15*

Berloga Restaurant

June 8, Thursday

10:30- 12:00

Session Sponsor



Session (in collaboration with OPZT)

Rosa Hall, 1st floor

The Market of Rolling Stock

Difficulties of "Rejuvenation"

- Ban on the extension: what is happening to the domestic cargo transportation market during a time of "massive write-offs"
- Government support: how the differentiation of subsidies according to the type of wagon will affect the structure and volume of rolling stock
- Renewed rolling stock: how innovators changed the transport economy and what are the operators' requirements for them
- Lots of write-offs, few introductions: how the changing balance of rolling stock is affecting operators' profitability
- Procurement arrangements: how transactions involving the manufacturer, the operator and the leasing company are made

Moderator:

Innokenty Ivanov, Partner, Head of Infrastructure and Transport Practice in Russia, Freshfields Bruckhaus Deringer

Speakers:

Vsevolod Babushkin, Deputy Head, Automotive Industry and Railway Machinery Department, Ministry of Industry and Trade, Russian Federation

Valentin Gapanovich, Senior Adviser to the President, Russian Railways; President, OPZT

Sergey Goncharov, Deputy CEO for Technical Development – Chief Engineer, Freight One

Sergey Kaletin, President, SG-Trans; Vice President, OPZT

Anastasiya Khalilova, Deputy CEO, Gazprombank Leasing

Yury Samsonenko, Chief Engineer, Service of Carload Economy North Caucasus Infrastructure Directorate

Alexey Sokolov, First Deputy CEO for Strategy and Product, United Wagon Company

10:30-12:00
Session Sponsor



Session

Golden Tulip, Ballroom

Transportation Hubs

From a Railway Platform to a Transport Hub

- Transport mix: how transport interchange hubs generate co-operation among carriers
- Project economics: how a financial model is formed and players' risks are minimized
- Unusual carrier: why public transportation operators are developing the real estate development business
- Service: how to create the "I have everything I need right here" feeling among passengers
- Urbanization of regions: what will be the founding principles of the strategy for developing the areas near high-speed railways

Moderator:

Mariya Mikhaylenko, Partner, Competence Center "Transport and Infrastructure", Roland Berger GmbH

Speakers:

Alexander Egorov, Head of Transport Hubs Development Division, Moscow Metro

Guillaume Foeillet, Director of International Relations, Department of Infrastructure, SNCF

Cyrille Hugon, Head of the International Division, AREP Ville

Igor Pletnev, Development Director, X5 Retail Group

Grigory Rubin, Partner and Managing Director, BCG in Moscow

Vitaly Votolevsky, Head, Directorate of Railway Stations – branch of Russian Railways

12:00-12:30

Coffee break

Golden Tulip, lobby
Rosa Hall, 2nd floor
Rosa Hall, 1st floor

12:30-14:30

Session Sponsor



Session

Cargo Transportation

Improving Efficiency for Every Stakeholder

- In electronic format: according to market opinion, is there a need for an exchange of 1520 gauge freight wagons
- In Online mode: electronic platform "Freight transportation"
- Within 1520: how to optimize interstate transportation process
- Seaport — railway: how to optimize co-operation amid growth in cargo traffic volumes
- From basic transportation services to 4PL: how to use latest logistics solutions to improve transport safety of enterprises

Moderator:

Evgeny Bogdanov, Partner, A.T. Kearney

Speakers:

Konstantin Goncharov, President, Group of Companies Novotrans

Sergey Gorsky, Member of the Board of Directors, Rail Commerce

Alan Lushnikov, Deputy Minister of Transport, Russian Federation

Mariya Nikitina, Director for Transport and Logistics, RUSAL

Irina Olkhovskaya, Deputy CEO for Perspective Development and Work with Federal Authorities, Port Management Company

Vladimir Sosipatorov, CEO, First Heavy Haul Company
Alexey Shilo, Director for Commercial Activity, Russian Railways;
CEO, Center for Commercial Transport Services
Alexey Taycher, Chairman of the Management Board, CEO, Federal Freight
Vyacheslav Valentik, CEO, Russian Railways Logistics

12:30-14:00

Session

Golden Tulip, Ballroom

Passenger Transportation

Face-to-Face with Every Client

- Collaboration: what countries with 1520 gauge railways need to do in order to expand international passenger service
- The perfect route: how high-speed trains and daytime express trains are changing passengers' perceptions of railway transportation
- Consolidation of rolling stock: how to upgrade passenger rolling stock when resources are limited
- The suburbs: how to increase the profitability of suburban passenger railway companies
- Monetization: how transportation companies can generate profit from additional services

Moderator:

Vladimir Kosoy, President, Centre for the Infrastructure Economy

Speakers:

Jörg Bruchertseifer, Deputy Federal Chairman, Passenger Union, PRO BAHN

Rolf Epstein, Global Account Manager, Mobility Department, Siemens in Russia

Alexander Ermonsky, Deputy CEO, Transmashholding

Peter Ivanov, CEO, Federal Passenger Company

Ulrich Kogler, Vice President, Partner, Global Transport Practice, PwC

Mohamed Mezghani, Deputy Secretary General, UITP

Dmitry Pegov, Director for Passenger Transport, Russian Railways

Victor Zhukov, Deputy Chairman of Committee, Organization for the Cooperation of Railways

14:00-15:20

Lunch

Rosa Hall, 2nd floor

15:20-16:00

Presentation

Rosa Hall, 1st floor

How High-Speed Railway will Impact Rail Sector: 7 Major Tracks

Alexander Misharin, First Vice President, Russian Railways

16:00-17:00	<p>Plenary Session</p> <p>New Silk Road</p> <p>1520 at the Forefront of Eurasian Trade</p> <ul style="list-style-type: none"> • 180 years on broad-gauge rails: how the development of railways facilitates the growth of transit carriage • Trajectory of multi-modality: how to provide a “silk” interlinkage of railways, highways and seaports • Infrastructure belt: how to increase the availability of infrastructure along the entire Silk Road • 300 km/h: what’s necessary for the Moscow-Beijing high-speed freight train • The client’s not prepared to wait: how e-commerce and express deliveries affect the state of the transportation market 	Rosa Hall, 1 st floor
	<p>Moderator:</p> <p>Vladimir Salamatov, CEO, Research Center “International Trade and Integration”</p> <p>Speakers:</p> <p>Jerzy Kleniewski, Chairman, Inland Transport Committee (ITC), United Nations Economic Commission for Europe (UNECE)</p> <p>Alexander Misharin, First Vice President, Russian Railways</p> <p>Vladimir Morozov, Head, Belarusian Railway</p> <p>Tadeush Zhozda, Chairman of Committee, Organization for the Cooperation of Railways</p>	
17:00-17:20	<p>Closing Ceremony</p> <p>Oleg Belozerov, President, Russian Railways</p>	Rosa Hall, 1 st floor
21:00	<p>Strategic Party 1520</p>	Karaoke Club, Park Inn