

October 28-30, 2019
Sochi, Main Media Centre

PRO// Motion.1520 International Transport and Logistics Forum

BUSINESS PROGRAM

**“Rail Transportation in the Space of Eurasia.
Opportunities for Business and Economics ”**

Monday, October 28

9.00 – 23.00 Registration (Radisson Blu Paradise Resort & Spa, Sochi 5*, Radisson Blu Resort & Congress Centre, Sochi 5*, Hotel Imeretinsky 4*)

20.00 Welcome – reception of Forum participants, Registration
(Radisson Blu Paradise Resort & Spa)

DAY 1. Tuesday, October 29

STRATEGY DAY

8.00 – 18.30 Registration of participants

9.00 – 10.00 Welcome coffee

HALL 1

10.00 – 10.15 OPENING CEREMONY

Oleg Belozerov, Chief Executive Officer - Chairman of the Executive Board, JSC “Russian Railways”

Anatoly Voronovsky, Deputy head of administration (governor) Krasnodar Region

10.15 – 11.30 Plenary session

FUTURE OF AREA 1520. COMPETE OR COOPERATE? WHERE DO NATIONAL TRANSPORT INTERESTS CONVERGE?

- The future of transport logistics: the role of national railways on the way to global change
- Seamless transport space: international partnership as a starting point for the development of transport corridors
- What economic trends form the directions of transportation systems development in the world?

Moderator:

Alexey Bezborodov, CEO, InfraNews

Speakers:

Oleg Belozarov, Chief Executive Officer - Chairman of the Executive Board, JSC “Russian Railways”

Joël Gentil, Senior Vice President, Container Logistics & Intermodal, CMA CGM

Vladislav Onishchenko, Head, Analytical Center for the Government of the Russian Federation

Alberto Grisone, Development Director in Russia, CIS and Middle East, Hupac Intermodal Ltd

Uwe Leuschner, Senior Vice President Business Development Eurasia of DB Cargo AG, Managing Director of DB Cargo Eurasia GmbH

Ho Kwon Cho, General Director, KOREA RAILROAD Corporation Moscow Representative Office

Luc Nadal, Chairman of the Management Board, GEFCO Group

Alexander Sinev, President, Institute for the Development of Transport Systems

11.30 – 12.00 Coffee break

HALL 1

12.00 – 13.30 Strategic session

FINANCIAL TOOLS IN RAILWAY PROJECTS.

HOW TO SPEND AND NOT LOSE?

- Role of private investment in the development of the railway infrastructure in the area 1520
- Experience of investment of Russian companies in foreign projects vs experience of foreign companies in Russia
- Basic financial instruments and non-classical project financing
- New sources of financing for infrastructure projects - issuing green, social and traffic bonds

HALL 2

12.00 – 13.30 Discussion session

NEW OPPORTUNITIES FOR INTERNATIONAL

RAILWAY TOURISM. WHERE TO GO?

- Electronic visa
- Simplification of Russia – EU customs and border procedures
- Hotel trains and health carriages
- New international routes

Moderator:

Sergey Malozemov, author and host of popular science TV shows, NTV Channel

Moderator:

Ivan Grigorovich, General Director, JSC “IC Russian Railways-Invest”

Speakers:

Vadim Mikhaylov, First Deputy Managing Director, JSC “Russian Railways”

Dmitry Snesar, Senior Vice President, VTB Bank

Albert Eganyan, Chairman of the Council, InfraOne

Dmitry Kovalev, Partner, CIS Infrastructure and Project Finance Leader, EY

Thomas Limberger, CEO, Silver Arrow Capital Group

Irina Lolua, Executive Director, JP Morgan in Russia

Irina Olkhovskaya, Director of Seaport and Railway Projects, UMMC

Lloyd Tobias, Acting Chief Executive, Transnet Freight Rail

Speakers:

Erik Laidvee, CEO, Estonian Railways (AS Eesti Raudtee)

Tatu Tuominen, Senior Vice President, VR Group (Finnish Railways)

Alexander Loshmanov, Deputy CEO for Passenger Transport Development, Transmashholding

Alexander Kondratenko, Deputy CEO, RZD Tour

Nikita Zhiltsov, Deputy director general of City Tourist Information Bureau in Saint- Petersburg

Petr Ivanov, CEO, JSC “Federal Passenger Company”

Experts:

Pavel Chistyakov, Vice President, Infrastructure Economics Centre

Fedor Teselkin, Head of PPP Practice in Russia, Freshfields Bruckhaus Deringer

13.30 – 14.00 Agreement signing ceremony

13.30 – 15.00 Lunch

HALL 1

15.00 – 16.30 Strategic session

CITY TRAIN. HOW DOES RAIL TRANSPORT DEVELOP CITIES?

- The role of railway transport in the economic development of cities and agglomerations
- Multimodal transport: how to optimize traffic
- Accessible transport in inaccessible areas: best practices
- Financing of the project “City Train”: at whose expense?

HALL 2

15.00 – 16.30 Round table

DIGITAL TRANSPORT ECOSYSTEM. PLATFORM - OPERATOR: HOW TO WIN TOGETHER, AND NOT TO LOSE ON ITS OWN

- Digital Platforms and Services as the Base of Transportation Ecosystems
- Data for Digital Transformation
- Digital Multimodal Transportation Solutions

- Digital technology and comfort: what innovations await passengers
- Sustainable transport: environmental aspects

Moderator:

Alexey Romanenko, Partner, Head of Infrastructure and Transport, KPMG in Russia

Speakers:

Oleg Toni, Deputy Managing Director, Head of the Development Centre and St. Petersburg Transport Hubs, JSC “Russian Railways”

Alexander Loshmanov, Deputy CEO for Passenger Transport Development, Transmashholding

Viktor Lesh, Director General, Sinara -Transport Machines

Vadim Izotov, Senior Vice president, VTB Bank

Vyacheslav Nevezhin, Deputy Minister of Transport and Road System of the Novosibirsk Region

Alexey Belyankin, Head of the Center for Corporate Governance of the Suburban Complex, JSC “Russian Railways”

Moderator:

Anton Zamkov, Director, Association «Digital Transport and Logistics»

Speakers:

Evgeny Charkin, Information Technology Director, JSC «Russian Railways»

Roman Gromyko, Head of Strategy and Development Department, TTK

Pavel Ilyichev, Vice President for Strategy and Finance, GEFCO Group

Mikhail Ivanov, Deputy General Director for Operations, Eurosib SPb-TS

Artyom Voitko, Director for Strategic Development, Freight Village Group

16.30 – 17.00 Coffee break

HALL 1

17.00 – 18.30 Discussion session

CARGO BASE GROWTH AND THROUGHPUT. WHAT GOODS WILL COMPETE FOR A SHARE IN TRANSPORTATION?

- Cargo base growth and coal strategy implementation
- Principles of transportation infrastructure access for senders
- Social vs. economic challenges: how to find a balance?

Moderator:

Sergey Rizhkin, Editor, «Argus Oil Transport»

HALL 2

17.00 – 18.30 Discussion session

TOOLS FOR INNOVATION DEVELOPMENT. HOW TO MATCH THE TRENDS OF TECHNICAL AND TECHNOLOGICAL PROGRESS?

- Synergy, pros and cons, obstacles in implementing partnership programs of large companies
- How to build a bridge from basic to applied research?
- From motivation not to introduce innovations (as it is) to motivation to implement (as it should be)
- Contract for the supply of future things: implementation experience, risks of the

Speakers:

Alexey Shilo, Deputy Managing Director at Russian Railways – Head of Center of Corporate Transport Services, JSC «Russian Railways»

Vasily Shipilov, Deputy Director of Department, Ministry of Economic Development of Russia

Olga Polozyukova, Deputy Director of Department for AIC Market Regulations, Minister of Agriculture of Russian Federation

Irina Olkhovskaya, Director of Seaport and Railway Projects, UMMC

Sergey Likharev, Vice President of Logistics, NLMK

Dmitry Boldyrev, Head of Global Operational Logistics, EuroChem

Aleksander Nevsky, Head of Department of Logistics and Transport, Gazprom Neft

Nikita Pushkarev, Director of Rail Logistics, Global Ports

parties, main problems

- Regulators (authorized by federal executive authority) - barrier / accelerator for innovations
- Distributed innovation - trend or fluctuation

Moderator:

Alexandra Khavina, Advisor to the Executive Director, Russian National Association of Technology Transfer

Speakers:

Sergey Kobzev, Deputy Managing Director - Chief Engineer, JSC “Russian Railways”

Alexey Borovkov, Vice-Rector for Advanced Projects, SPbPU

Mikhail Rozhkov, Technical Director, Transmashholding

Pavel Ilichev, Executive Vice President – Finance & Strategy, GEFCO Group

Anton Zubikhin, Deputy General Director of STM - General Director of Trading House STM

Bolat Zhardemov, General Manager, Scientific Research Center of Complex Transport problems

Dmitry Alpin, Investment Portfolio Manager, RVC

Experts:

Alexander Zazhigalkin, Head of Innovation Development, JSC “Russian Railways”

Marat Shakenov, Managing Director for Traffic Safety, JSC NC «Kazakhstan Temir Zholy»

19.30 Reception within International Transport and Logistics Forum PRO//Motion. 1520 Entrance by invitations

DAY 2. Wednesday, October 30
RAILWAY OPERATORS DAY

9.00 – 10.00 Welcome coffee

9.00 – 18.30 Registration of participants

HALL 1

10.00 – 11.30 Discussion session

ACHIEVING BALANCE: SENDERS VS. OPERATORS VS. CARRIERS. NEW TARIFF INITIATIVES

- Unification of tariffs for metallurgy goods transportation
- New pricelist
- Flexible tariff policy – effects for senders
- Investment tariff – key approaches

Moderator:

Marianna Ozherelieva, Host, RZD-TV

Team 1:

Alexey Shilo, Deputy Managing Director at Russian Railways – Head of Center of Corporate Transport Services, JSC «Russian Railways»

Vladimir Vargunin, Head of Department of Tariff Formation Methodology, Expertise, Analysis and Application of Tariffs in the Field of Freight and Passenger Transportation, JSC «Russian Railways»

Yury Bakerkin, Head of Investment Department, JSC «Russian Railways»

Team 2:

Sergey Likharev, Vice President of Logistics, NLMK

Denis Ilatovsky, Director of Logistics, SUEK

Evgeny Vinogradov, Advisor, RUSAL

Expert:

Mikhail Burmistrov, CEO, Infoline-Analytics

11.30 – 12.15 Coffee break

HALL 2

10.00 – 11.30 Discussion session

SPECIALIZED ROLLING STOCK LEASE: DEMAND MEETS SUPPLY

- Volatility in the rolling stock market: expectations and forecasts
- Machinery lease: how to increase the profitability of operators' business
- Fleet renewal and traffic volumes: synergy between operators and cargo owners
- Efficient fleet management: best practices

Moderator:

Pavel Ivankin, Chairman of the Expert Council, Railway Transport Research Institute

Speakers:

Evgeny Tatarinov, Commercial Director - Head of Customer Relations Department, VTB Leasing

Ivan Blagodatskikh, Deputy General Director, TransFin-M

Evgeny Bogdanov, Partner, A.T. Kearney

HALL 1

12.15 – 13.45 Discussion session

CARRIAGE FLEETS. NEW TECHNOLOGIES: HOW NOT TO LOSE THE MARKET? BALANCE OF SUPPLY AND DEMAND IN THE CARRIAGE MARKET

- Forecasts: fleet replenishment and decommission dynamics
- Current uncoupling repair evolution – will there be carriages without uncoupling?
- New innovative rolling stock criteria
- Shortage of spare parts and efficient disposal

Moderator:

Vladimir Savchuk, Deputy Director General, IPEM

Speakers:

Mikhail Sapetov, Managing Director, Wagon Management, Central Infrastructure Directorate, JSC «Russian Railways»

Dmitry Losev, Deputy General Director for Technical Development, Vostok1520

Sergey Kaletin, President, SG-TRANS

Sergey Vinogradov, General Director, VNIIZHT

Andrey Shevtsov, Deputy General Director for Technical Development - Chief Engineer, Federal Freight Company

Alexey Sukhov, Director of Research Center «Rails, welding, transport materials science», VNIIZHT

Igor Volokitin, General Director, VRK-3

Igor Tyagunov, Executive Director, Union of Wagon Repair Companies

Boris Myagkov, Deputy General Director for Commerce and Marketing, United Wagon Company

Artur Nurmukhamedov, General Director, Vtorchemed - Nakhodka

13.45 – 14.45 Lunch

HALL 1

14.45 – 16.00 Discussion session

STRUGGLE FOR CARRIAGE TURNOVER.

HIDDEN OPPORTUNITIES FOR ECONOMY

- Local fleet shortages and surpluses
- Ways to reduce empty mileage
- Optimization of empty container transportation
- The “last mile” problem. Effective interaction with subcontractors
- The ETP GP results
- Operator performance rating

Moderator:

Mikhail Burmistrov, CEO, Infoline-Analytics

Speakers:

Pavel Ivanov, Deputy CEO - Head of Central Directorate for Traffic Management, JSC «Russian Railways»

Sergey Galkin, Deputy Head of Center for Corporate Transport Services for Operational Work, JSC «Russian Railways»

Viktor Voronovich, Managing Director, Federal Freight Company

Bolat Zhardemov, General Manager of Scientific Research Center of Complex Transport Problems

Yury Sunyaev, General Director, LokoTech-Leasing

HALL 2

14.45 – 16.00 Discussion session

NEW ECO STANDARDS IN THE INDUSTRY. ADVANTAGE OR BURDEN?

- Ensuring environmental safety as a global industry trend
- Compliance with the Russian Railways Green Standard
- Economics of green technology. Who are they profitable for?
- What is considered green technology. Who speaks on behalf of nature?

Moderator:

Alexey Kharnas, Editor in Chief, Publishing House "Gudok"

Speakers:

Sergey Kobzev, Deputy Managing Director - Chief Engineer, JSC “Russian Railways”

Philippe Pegorier, President, Alstom Russia

Mikhail Rozhkov, Technical Director, Transmashholding

Alexey Lapikov, Principal, Roland Berger

Alexander Petrunin, Deputy General Director, Federal Passenger Company

16.00 – End of the program