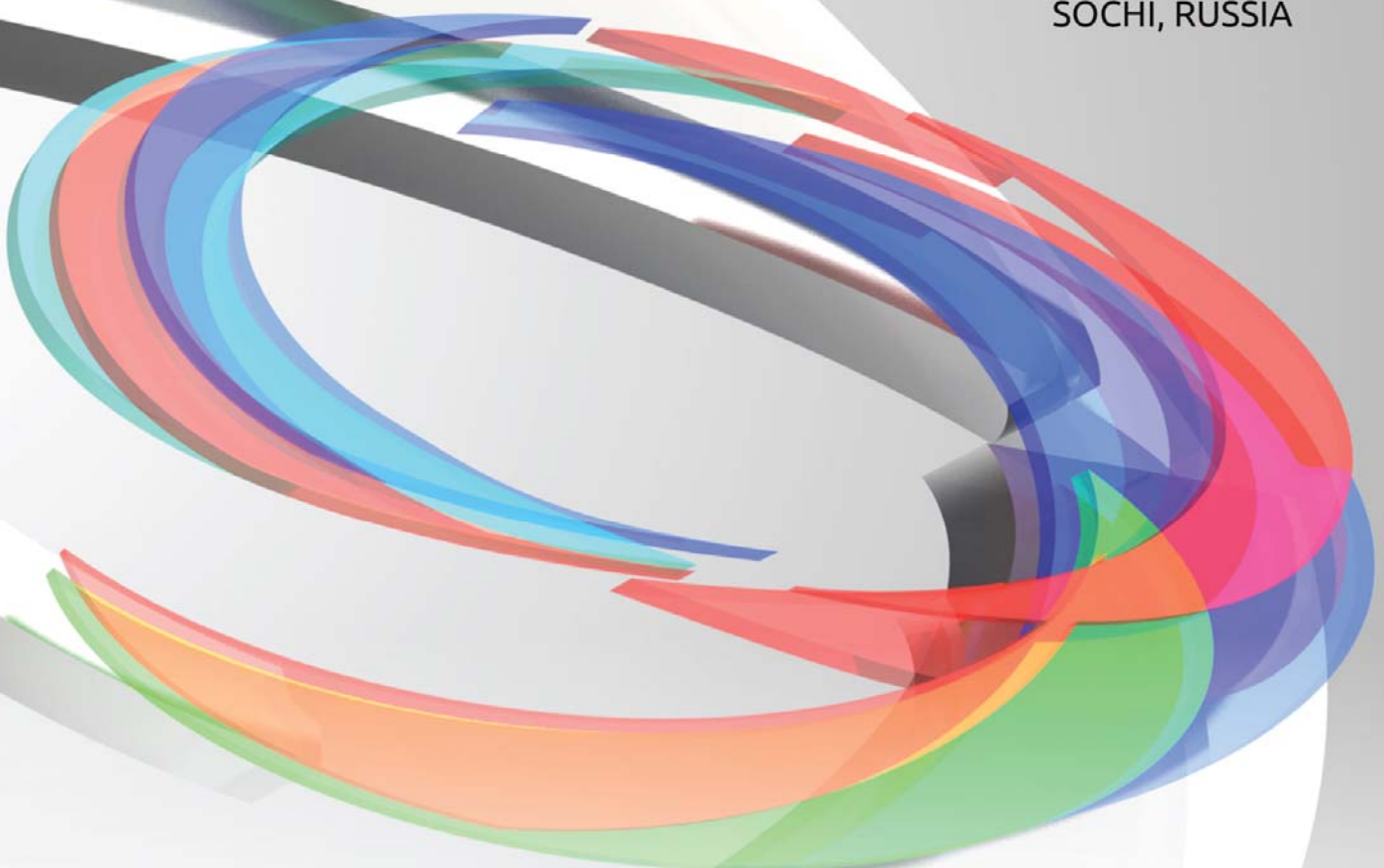




INTERNATIONAL RAIL BUSINESS FORUM



18-20 JUNE 2014 SOCHI, RUSSIA



FORUM PROGRAMME

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**Rail Business on the Eurasian Latitude:
Balance of Interests as a Guarantee of Proportional Growth**

June 18, Wednesday

15:20	 LocoTech management company	Registration Pullman & Mercure Sochi Centre, lobby, 2nd floor
20:00	 freight one	Welcome Reception Chayka restaurant, Sea Station

June 19, Thursday

8:00	Registration Pullman & Mercure Sochi Centre, lobby, 2nd floor
10:00	Opening Ceremony Introduction of Independent Directors
10:15-11:30	Plenary Discussion
 Pullman & Mercure Sochi Centre, Platan Hall, 2nd floor	<p>Ohm's Law for Transit Corridors: How to increase conductivity and reduce resistance?</p> <ul style="list-style-type: none"> • Creating an integrated Eurasian transport system: the principles of balanced development for countries within the continent • Razvitie – a Trans-Eurasian corridor as the natural development path for adjacent regions • High stakes of global competition: consolidation of 1520 assets for entry into the global logistics services market • Working in alliance: partnership between different modes of transport to attain mutual long-term goals • 1520 infrastructure transit capabilities and expectations of partner countries <p>Moderator: Ruslan Grinberg, Director, Institute of Economics, Russian Academy of Science</p> <p>Speakers: Jochen Eickholt, CEO, Rail Systems Division, Infrastructure and Cities Sector, Siemens AG Andrey Kostin, President and Chairman of the Management Board, Member of the Supervisory Council, VTB Bank Daisuke Kotegawa, Research Director, The Canon Institute for Global Studies; Ex-Executive Director for Japan, IMF Ugis Magonis, President and Chairman, Latvian Railways Askar Mamin, President, Kazakhstan Railways Henri Poupart-Lafarge, President, ALSTOM Transport Alexey Tsydenov, Deputy Transport Minister, Russian Federation Niko Warbanoff, Head of Business Development, Deutsche Bahn AG; Chairman of the Board of Managing Directors, DB International GmbH Li Xin, Professor, Institute of World Economics; Director of Center for Russia and Central Asia, Shanghai Institute for International Studies Vladimir Yakunin, President, Russian Railways</p>
11:30-12:00	Coffee Break Pullman & Mercure Sochi Centre, lobby, 2nd floor
11:30	Signing of international agreements Pullman & Mercure Sochi Centre, Kamelia Hall, 3rd floor

12:00-13:30



Pullman & Mercure
Sochi Centre,
Platan Hall,
2nd floor

Panel Discussion

Macro effects of high-speed rail and fast rail network

- Specifics of building and operating high-speed lines in Russia: the multiplier effect and macroeconomic impact
- "High-speed" regions: the prerequisites for a qualitative change in the social and economic performance of regions covered by the high-speed rail network
- The national high-speed transport network as a catalyst for cutting-edge technologies and basic research
- Complementary and balanced high-speed, speed, and traditional transport: who will transport passengers, and how?
- Models for high-speed mainlines in the EU and the Asia-Pacific region: rational elements for the 1520 territory

Moderator:

Vladimir Kosoy, President, Center of Infrastructure

Speakers:

Joerg Bongartz, Chairman of the Board, Deutsche Bank in Russia

Lie Chen, Vice-President, China Railway Eryuan Engineering Co. Ltd

Thibault Desteract, Senior Vice-President, ALSTOM Transport in Russia and CIS

Ruslan Grinberg, Director, Institute of Economics, Russian Academy of Science

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

Mikhail Khodorovsky, CEO, Sinara Group

Alexey Konyshev, First Deputy Governor of Vladimir Region

Alexander Misharin, First Vice-President, Russian Railways; CEO, High-Speed Rail Lines

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

Frederic Parde, Head of Russia and CIS Projects, SNCF

Oliver Pietz, Regional Director Eastern Europe & Russia /CIS, DB International GmbH

Valery Seleznev, First Deputy Chairman, Committee on Property, State Duma, Federal Assembly of the Russian Federation

Yermolay Solzhenitsyn, Director, McKinsey & Company

Alexey Tsydenov, Deputy Transport Minister, Russian Federation

13:30-15:00

Lunch

Zhentian, Primula, and Sel Marin Restaurants

15:00-16:30



Pullman & Mercure
Sochi Centre,
Kamelia Hall,
3rd floor

Expert Dialogue

1520 Logistics: transit delivery formula

- National carrier as a transport and logistics holding: business strategy on the Eurasian transport market
- United Transport and Logistics Company: a business model on a continental scale
- Construction of dry ports: transportation optimization and next-level logistics services
- EEA toolkit: development of border crossings and transport documentation processing technologies
- Legislative incentives for growth in the logistics sector: what will change with the enactment of the transit traffic law?

Moderator:

Andrej Timofeyev, Partner and Managing Director, The Boston Consulting Group

Speakers:

Kanat Alpysbayev, Vice-President for Logistics, Kazakhstan Railways

Vladimir Chisnakov, First Deputy CEO, TransContainer

Amadou Diallo, CEO, DHL Freight

Vitaly Efimov, First Deputy Chairman, Transport Committee, State Duma, Federal Assembly of the Russian Federation

Guntis Macs, Chairman of the Board, LDZ Cargo

Valery Reshetnikov, Senior Vice-President for Corporate Management and Strategic Development, Russian Railways

Zhanar Rymzhanova, CEO, Project office UTLC

Phil Shankley, Sales and Marketing Director, Member of the Board, GEFCO

Sergey Shishkarev, Member of the Marine Board Under the Government of the Russian Federation

Hans-Georg Werner, Member of the Management Board, DB Schenker Rail (Region East)

15:00-16:30



Pullman & Mercure
Sochi Centre,
Magnolia Hall,
3rd floor

SIEMENS Discussion

HSL integration into a single railway network. European experience and technical solutions

- 400 km / h: technical solutions and economic feasibility
- Prerequisites for the localization of HSL production and solutions
- Trends in high-speed rolling stock development
- Technical solutions for infrastructure: experience and trends

Moderator:

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

Speakers:

Jurgen Brandes, Director of Rail Automation Division, Siemens AG

Yevgeny Dorot, Deputy General Director for Innovative Development, RZDstroy

Guillaume Foeillet, Director of Technical Projects, Engineering Directorate, SNCF

Valentin Gapanovich, Senior Vice-President for Innovative Development-Chief Engineer, Russian Railways; President, NP 'Union of Industries of Railway Equipment'

Jan Harder, Vice-President, Business Development, Alstom Transport, Russia & CIS

Sascha Rene Kelterborn, Vice-President, Vossloh AG

Artem Kudryavtsev, CEO, TransTeleCom

Joerg Liebscher, Head of Rail Systems Division, Siemens AG

Dmitry Pegov, CEO, High-Speed Communications, Russian Railways

Elena Serebryanaya, Managing Director Russia & CIS, Kapsch CarrierCom Russia

Tomasz Szuba, Chairman of the Board, CEO, TINES

Gennady Talashkin, Chairman of the Board, NP SRO MOOZS

Niko Warbanoff, Head of Business Development, Deutsche Bahn AG; Chairman of the Board of Managing Directors, DB International GmbH

Jurgen Wilder, Director of High-Speed and Commuter Rail, Siemens AG

16:30-17:00

Coffee Break

Pullman & Mercure Sochi Centre, lobby, 2nd floor

17:00-18:30



Pullman & Mercure
Sochi Centre,
Kamelia Hall,
3rd floor

Expert Dialogue

Passenger transport logistics: within an intermodal ideology

- Intermodality and functionality: transport interchange hub (TIH) development strategy in a changing configuration of passenger traffic
- TIH as a business and entertainment center: dynamics and implications of increasing numbers of people who are not using transportation services
- Advantages of the technological relationship between HSL and airport hubs: additional traffic flow generation and transformation passenger flow patterns
- Passenger service franchises and other pitfalls online railway ticket sales organizations
- Multimodal ticketing: consolidation with other modes of transport as a factor of seamless travel for a multinational service

Moderator:

Kirill Yankov, Director of Economic Policy, Center for Strategic Research; President, Passenger Union

Speakers:

Sergey Abramov, Head, Railway Station Directorate – a Russian Railways branch

Mikhail Akulov, Vice-President of Passenger Traffic, Russian Railways; CEO, Federal Passenger Company

Dmitry Garanin, Principal, McKinsey & Company

Jens Gräfer, Head of International Affairs, Deutsche Bahn AG

Alexander Misharin, First Vice-President, Russian Railways; CEO, High-Speed Rail Lines

Frederic Parde, Head of Russia and CIS Projects, SNCF

Dmitry Vitchinka, CEO, Universal Financial System

Andrey Volkov, CEO, Roszheldorproject

20:00

Reception on behalf of Russian Railways President

Summer Theatre

10:00-11:30



Pullman & Mercure
Sochi Centre,
Kamelia Hall,
3rd floor



TRANSMASHHOLDING

New Industrialization.

Transport Engineering and the Third Industrial Revolution

- Secrets of financial appeal: developing an effective business model for production; building a long-term portfolio of orders
- Engineering and the fabless sector: design and the latest technological processes in the manufacturing sector
- Hybrid machines and locomotive traction for heavy trains: optimizing costs amid increasing Eurasian freight flows
- Specifics of national localization: Siemens, Alstom – the results of integration with 1520 producers
- Commercializing innovative developments: the practice of attracting venture financing to transport engineering

Moderator:

Vladimir Schneydmuller, Adviser to the CEO, Transmashholding;
Vice-President, NP 'Union of Industries of Railway Equipment'

Speakers:

Valentin Gapanovich, Senior Vice-President for Innovative Development-Chief Engineer, Russian Railways; President, NP 'Union of Industries of Railway Equipment'

Valery Grinenko, CEO, TMH-Service

Sergey Kobzev, Technical Director, Transmashholding

Vladimir Savchuk, Head of Rail Transport Research Department,
Institute of Problems of Natural Monopolies

Jurgen Wilder, Director of High-Speed and Commuter Rail, Siemens AG

10:00-11:30



Pullman & Mercure
Sochi Centre,
Magnolia Hall,
3rd floor



The art of market modeling: how to strike the perfect balance between the interests of the shipper, carrier and operator?

- Increasing technological and economic efficiency of freight cars. How to manage a consolidated park
- The burden of surplus during drops in shipping: minimum rental rate vs operator yield
- Transportation in limited infrastructure conditions: the pros and cons rolling stock quotas on the network
- The balance between the cargo owner and operator: have hit a ceiling in the M&A process?
- Metamorphosis in railway law: when will the formation of the legal framework for the transport services market be over?

Moderator:

Boris Poretsky, Partner and Vice-President, A.T. Kearney

Speakers:

Salman Babayev, Vice-President of Commercial Activities, Russian Railways

Vitaly Evdokimenko, CEO, Federal Freight

Alexey Grom, First Deputy CEO, Project office UTLC

Dmitry Korolev, Executive Director, NP 'Council of Members of the Market for Rolling Stock Operator Services'

Alexey Lapikov, Deputy CEO for Strategic Development, Freight One

Tatyana Paramonova, CEO, Chairman of the Board, ZHASO

Vyacheslav Petrenko, Director, Department of Public Policy in Railway Transport,
Ministry of Transport of the Russian Federation

Grigory Rubin, Director, The Boston Consulting Group
Vladimir Sokolov, CEO, Transoil
Vladimir Sosipatorov, Deputy CEO for Transport and Logistics, United Wagon Company
Research and Production Corporation; Managing Director, Vostok1520

11:30-12:00

Coffee Break

Pullman @ Mercure Sochi Centre, lobby, 2nd floor

12:00-13:30



Pullman @
Mercure
Sochi Centre,
Kamelia Hall,
3rd floor

Session



Railway cars in the turbulence zone: in the search for a common denominator between the manufacturer and the operator of rolling stock

- Surplus of cars amid falling traffic volumes: an excuse to put off innovation? What cars will remain after 20 years?
- Weapons of mass utilization: what impact might the Customs Union technical regulations have?
- Setting up an independent technical audit structure establishment with support of the non-commercial partnership 'Union of Industries of Railway Equipment'
- Is an old car more reliable than two new cars? How to protect the market from low-quality products
- Stimulating demand for innovative cars : tariff reduction or manufacturer discounts?
- Operator dilemma: can innovative cars turn a profit in five years' time?

Moderator:

Yury Saakyan, CEO, Institute of Problems of Natural Monopolies

Speakers:

Dmitry Bovykin, Deputy CEO, Executive Director, United Wagon Company Research and Production Corporation

Vladimir Chepets, Acting Head, Federal Rail Transport Agency

Alexander Furtsev, Acting Deputy CEO of Technological Development - Head Engineer, Federal Freight

Valentin Gapanovich, Senior Vice-President for Innovative Development - Chief Engineer, Russian Railways; President, NP 'Union of Industries of Railway Equipment'

Sergey Kaletin, Senior Vice-President - Head Engineer, SG-Trans

Vladimir Khoroshilov, Deputy CEO and Director of Business Development, Brunswick Rail Management

Dmitry Korolev, Executive Director, NP 'Council of Members of the Market for Rolling Stock Operator Services'

Mikhail Onofriychuk, Adviser to the CEO, Rusagrotans

Mikhail Sapetov, CEO, Carriage Repair Company – 2

12:00-13:30



Pullman @
Mercure
Sochi Centre,
Magnolia Hall,
3rd floor

Session

The Brand as a source of a long-term competitive advantage. What is the value behind investing in image?

- secrets of conservative brands: creation technologies and effective management criteria
- rebranding techniques and recipes: how to rebuild long-term relationships with clients and partners
- business on a handshake: how to keep a client when the competition changes?
- new market with a famous brand: competitive advantages during business expansion

Moderator:

Sergey Mitrofanov, CEO, Agency One

Speakers:


Rustam Akiniyazov, Commercial Director, Aeroexpress

Jan Harder, Vice-President, Business Development, Alstom Transport, Russia @ CIS

Maxim Lunev, Head of Corporate Communications Department, Russian Railways

Kirill Yankov, Director of Economic Policy, Center for Strategic Research; President, Passenger Union

13:30-14:30	Lunch Zhentian, Primula, and Sel Marin Restaurants
<p>14:30-16:00</p>  <p>Pullman & Mercure Sochi Centre, Kamelia Hall, 3rd floor</p>	<p>Session</p>  <p>Service and maintenance: business in new architecture</p> <ul style="list-style-type: none"> • The reconfiguration of relations in the industry. New goals and economic benchmarks • Support for companies in the sector through public-private partnerships • Service before and after: how does the new market configuration influence on the efficiency of the rolling stock life cycle? • Training and involvement: where to find a good specialist <p>Moderator: Boris Lapidus, CEO, Russian Research and Development Institute of Railway Transport; Chairman, International Railway Research Board under the International Union of Railways</p> <p>Speakers: Evgeny Gritsenko, CEO «STM-Service» Sergey Kofman, Managing Director for Services, ALSTOM Transport in Russia and CIS Alexey Lebedev, Deputy Head, Directorate of Traction – a Russian Railways branch Kirill Lipa, Chairman of the Board of Directors, TMH-Service; Chairman of the Board of Directors, Zeldorremmash Mikhail Sapetov, CEO, Carriage Repair Company – 2 Wolfgang Schaedlich, Director of Service Division, Siemens AG</p>
<p>14:30-16:00</p>  <p>Pullman & Mercure Sochi Centre, Magnolia Hall, 3rd floor</p>	<p>Session</p> <p>Ward Howell</p> <p>The role of management teams in reforming the transport sector: who will implement the strategies of today and tomorrow?</p> <ul style="list-style-type: none"> • Leaders of the new system: where do we find them, how do we develop their skills, and how do we motivate them to tackle breakthrough tasks? • Long-term perspective: how to build the ideal management training program? • Efficiency of people and processes: how to achieve the next level of quality? • Corporate culture: mentality, motivation and attitude toward the job as a basis for management systems • Joint ventures and international assets: how to leverage their management potential and “import” competence? <p>Moderator: Ekaterina Ryasentseva, Head of Leadership Development Practice, Ward Howell</p> <p>Speakers: Denis Ilatovsky, Deputy CEO, Director for Logistics, SUEK Jan Harder, Vice-President, Business Development, Alstom Transport, Russia & CIS Sergey Karataev, Deputy CEO, Freight One Nikolay Nikiforov, Chairman, Trade Union of Railwaymen and Transport Construction Workers of Russia Andrej Timofeyev, Partner and Managing Director, The Boston Consulting Group Dmitry Shakhonov, Vice-President for Human Resources and Social Affairs, Russian Railways</p>
16:20-16:50	<p>The award ceremony for RZD employees and construction company representatives who contributed to the construction of infrastructure facilities and transportation of the 2014 Olympic Winter Games and Paralympic Winter Games in Sochi</p> <p>Pullman & Mercure Sochi Centre, Platan Hall, 2nd floor</p>

<p>16:50</p>  <p>Pullman @ Mercure Sochi Centre, Platan Hall, 2nd floor</p>	<p>Closing Ceremony</p> <p>Summing up Discussion with Independent Directors</p> <p>Moderator: Ruslan Grinberg, Director, Institute of Economics, Russian Academy of Science</p> <p>Independent Directors: Vladimir Salamatov, CEO, World Trade Center Steve Szeghi, Professor of Economics, Wilmington College of Ohio Boris Titov, Presidential Commissioner for Entrepreneurs' Rights; Chairman and Co-Founder, Delovaya Russia Jeroen van der Veer, Chairman of the Supervisory Board, Philips; Ex-CEO, Royal Dutch Shell</p> <p>Closing remarks: Vladimir Yakunin, President, Russian Railways</p>
<p>21:00</p>	<p>Strategic Party 1520 Oblaka Club</p>