

THE LARGEST EVER RAIL BUSINESS FORUM IN EURASIA



10 INTERNATIONAL
RAIL BUSINESS FORUM



3-5 JUNE 2015
SOCHI, RUSSIA

PROGRAMME

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3 June, Wednesday

15:20	Registration	Pullman & Mercure Sochi Centre, lobby, 2 nd floor
20:00	Welcome Reception 	Oblaka Club

4 June, Thursday

08:30	Registration	Pullman & Mercure Sochi Centre, lobby, 2 nd floor
10:30	Opening Ceremony Maxim Sokolov, Minister of Transport, Russian Federation Vladimir Yakunin, President, Russian Railways Anatoly Pakhomov, Mayor of Sochi Introduction of the SP1520 Independent Directors	
10:45-12:00  Pullman & Mercure Sochi Centre Platan Hall 2 nd floor	Plenary Session Strategic Partnership 1520: 10 Years in the Mode of Trust <ul style="list-style-type: none"> • 10 years of working together: what has been achieved? • the wide gauge in the global market: centripetal or centrifugal force? • the future of transport corridors: planning horizons • joint plans in the new economic situation: how to preserve sustainability of railway business • fostering competitive edge of the 1520 area: harmonisation of tariff and technical regulation Moderator: Andrey Sharonov , Rector, Moscow Management School SKOLKOVO Speakers: Jochen Eickholt , CEO, Mobility Division, Siemens AG Alexander Hedderich , CEO, DB Schenker Rail Ugis Magonis , Chairman of the Board, Latvian Railway Askar Mamin , President, Kazakhstan Railways Henri Poupart-Lafarge , President, ALSTOM Transport Evgeny Rogachev , First Deputy Minister of Transport and Communications, Republic of Belarus Maxim Sokolov , Minister of Transport, Russian Federation Vladimir Yakunin , President, Russian Railways	
12:00-12:30	Coffee break	Pullman & Mercure Sochi Centre, lobby, 2 nd floor

12:30-14:00



Pullman & Mercure
Sochi Centre
Platan Hall
2nd floor

IDEA 1: INFRASTRUCTURE

Plenary Discussion

Strategic and Socio-Economic Parameters of Mega Projects: How to Create Favourable Environment and Ensure Maximum Effect

- strategic approach to integrated projects: how to propel the 1520 economies on to a new development track
- Trans-Eurasian belt Razvitie: creating a new gravity centre
- financing real sector and infrastructure to create growth
- how to measure the effectiveness of infrastructure investments?
- balance of public and private investments: which type of partnership fits well large-scale projects?
- profile of a construction worker: what social factors and incentives prompt society to undertake major construction?

Big investments in infrastructure have for long been a magic bullet that could change an economy's structure to encourage growth in basic and high-tech industries, create jobs and spur innovation. The key question now is how we can redirect investments from the speculative to the real sector? How can we effectively invest in infrastructure, and what are the criteria for efficiency?

Field experts, financiers and heads of infrastructure companies from both Russia and Europe will line up to answer these questions. The discussion will make a particular emphasis on socio-economic research to reflect economic opportunities in terms of personal incentives and society's orientation towards delivering big projects.

Moderator:

Vladimir Yakunin, President, Russian Railways

Speakers:

Antonio Fallico, Chairman of the Board of Directors, Banca Intesa

Sergey Gavrilov, Chairman, Committee on Property, State Duma,
Federal Assembly, Russian Federation

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

Michael Harms, Chairman of the Board, Russian-German Chamber of Foreign Trade

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

Libor Lochman, Executive Director, Community of European Railway and Infrastructure
Companies (CER)

Jean Louis Truel, Founder and Managing Director, International Business Development

14:00-15:30

Lunch

Pullman & Mercure Sochi Center / Gentiane, Primula, Sel Marin restaurants

15:30-17:00



Hyatt Regency
Ballroom 1
3rd floor

IDEA 2: FOCUS ON CLIENT

Round Table

Cargo Worship: How to Win Over the Customers

- putting clients at the core of business: which services are in demand and how to rate them
- railways vs roads: how to compete
- sharp angles of tariff corridors: specifics of the pricing tool
- after the storm on the foreign exchange market: how to share the export margin
- key client managers at Russian Railways: how do they work?

Focus on client has recently become the cornerstone of railway business. It reveals the basic meaning of railway system and gives answers to such fundamental questions as: which criteria are the most important for railway business and how these criteria can be achieved? To better understand the needs of all major stakeholders, the discussion will bring together national carriers from both 1520 and 1435 gauge areas, railcar operators and shippers.

Moderator:

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

Speakers:

Kanat Alpysbaev, Vice-President for Logistics, Kazakhstan Railways

Salman Babayev, Vice-President for Commerce, Russian Railways

Peter Baskakov, President, UTLC

Denis Ilatovsky, Deputy CEO for Logistics, SUEK

Yaroslav Mandron, Director, Department of State Regulation of Tariffs, Infrastructure and Energy Efficiency, Ministry of Economic Development, Russian Federation

Vadim Morozov, First Vice-President, Russian Railways

Mariya Nikitina, Director, Transport Department, RUSAL

Irina Olkhovskaya, Deputy CEO, Kuzbassrazrezugol

Vladimir Sokolov, CEO, Transoil

Vladimir Sosipatorov, Managing Director, Vostok 1520

Tamara Stebunova, Deputy Head, Federal Tariff Service

Konstantin Zasov, Member of the Board of Directors, Rusagrotrans

15:30-17:00



Hyatt Regency
Ballroom 2
3rd floor

IDEA 3: HIGH SPEED RAIL



ALSTOM

Expert Dialogue

Generation Challenge: Is Russia Ready to Build High Speed Rail?

- regulatory framework of construction activities: initiatives needed for project implementation
- in the quest for investors: revision of existing and potential sources of financing
- demand for engineering and managerial staff: who will shoulder the burden of responsibility?
- equipment and technologies: import vs import substitution
- manufacturing capabilities: is there ample construction capacity in the 1520 area?

The question on whether there should be high speed rail in both 1520 and Russia does no longer exist. Even sceptics have to agree that the future would be impossible without increased mobility and high speed. The main question today is how these plans will be brought to fruition. Can we implement those plans without disrupting the economy and with due account to geographic, demographic, social and economic aspects? In addition to that, there should be a clear-cut vision about the resources we have – human, intellectual, technological, financial – and about those resources which are yet to be generated.

Moderator:

Dariya Borisova, Senior Partner, McKinsey & Company

Speakers:

Didier Bohin, Vice-President TIS Strategy and Portfolio, Alstom Transport

Evgeny Dorot, Deputy CEO for Innovative Development, RZDstroy

Alexey Ivanov, Vice-President - Head of the Steel Division, EVRAZ

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

Artem Kudryavtsev, President, TransTeleCom

Alexander Misharin, Senior Vice-President, Russian Railways;
President, Russian Transport Academy

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

Andrey Rosionov, Deputy General Manager, Nomura Research Institute, Moscow Branch

Maxim Shingarkin, Member of Committee on Natural Resources, Wildlife Management and Ecology, State Duma, Federal Assembly, Russian Federation

Alexey Storchak, Director, Co-Head of Debt Capital Markets, Russia and CIS, Deutsche Bank

Mark Svechin, Director for High Speed Traffic in Russia, SNCF

Gennady Talashkin, President, Union of Railway Constructors

Alexey Tsydenov, Deputy Minister of Transport, Russian Federation

17:00-17:30

Coffee break

Hyatt Regency, lobby, 3rd floor

17:30-19:00



Hyatt Regency
Ballroom 1
3rd floor

IDEA 4: LOGISTICS

Round Table

1520 Integration: A Gateway to Logistics Solutions

- UTLC as a strategic asset of the 1520 area and its impact on container shipping
- contractual and integrated logistics services 3PL/4PL: how the crisis affects market growth rates
- innovative products of logistics companies: demand and customer satisfaction
- green light of international corridors: what are the benefits for transit freight?
- logistics outsourcing: risks and advantages

Logistical technologies should be at the heart of a competitive rail business. They are pivotal to any transportation company and therefore assets are being consolidated across 1520 and some of the world's best practices are being attracted to the wide gauge area.

Moderator:

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

Speakers:

Ivan Besedin, Head, Department for Managing the Transport-Logistics Business Block,
Russian Railways

Oleg Dunaev, Chairman, Logistics Committee, Chamber of Commerce and Industry
Russian Federation

Alexander Hedderich, CEO, DB Schenker Rail

Konstantin Kholopov, Professor and Head of Chair, Technology of Foreign Trade
Transactions, Russian Foreign Trade Academy

Luc Nadal, Chairman of the Board, GEFCO Group

Grigory Rubin, Partner and Managing Director, The Boston Consulting Group

Zhanar Rymzhanova, Senior Adviser to the President, Russian Railways

Albertas Simenas, Deputy CEO, Lithuanian Railways

Sergey Sinyagin, CEO, TelecomExpress

Pavel Sokolov, First Vice-President, UTLC

Alexey Tsydenov, Deputy Minister of Transport, Russian Federation

17:30-19:00



Hyatt Regency
Ballroom 2
3rd floor

IDEA 5: EFFICIENCY

Round Table **SIEMENS**

High Tech Economics, a New Service Philosophy for Optimizing the Handling of Transport Companies' Assets and Resources

- the best way of using the innovation opportunities in rolling stock
- energy conservation as a factor in the efficiency of suburban passenger railway transport
- product life cycle; the cost ratio of acquisition and operation
- the service provision of high tech rolling stock and equipment

A long-time partner of the SP1520, Siemens offers to do some calculation and see what are the benefits of both modernisation and improved management. The discussion will also reveal what effects the application of high technologies has on rail business in terms of product life cycles, and which institutional conditions should be established for this. A world-leading manufacturer, Siemens wants to share its thoughts and findings to encourage informed debates and blue-skies thinking with all of the delegates.

Moderator:

Michael Harms, Chairman of the Board, Russian-German Chamber of Foreign Trade

Speakers:

Jürgen Brandes, CEO Mobility Management, Division Mobility, Siemens AG

Peter Cedervall, President, RCS Division, Bombardier Transportation Company

Evgeny Dorot, Deputy CEO for Innovative Development, RZDstroy

Gael Dumetier, Regional President Russia – CIS, Vossloh AG

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

Valentin Gapanovich, Senior Vice-President for Innovation Development, Chief Engineer, Russian Railways; President, NP OPZT

Maxim Kuzemchenko, Deputy CEO for Business Development, United Wagon Company

David Melikyan, Technical Director, Alstom Transport

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

Alexander Saltaev, CEO, Ural Locomotive

Juri Schlee, Sales Director CIS-States NAUE GmbH & Co. KG

Ilya Shirokobrod, Sales Vice-President, EVRAZ

Viktor Stepov, Vice-President for Management System Development, Russian Railways

Tomasz Szuba, Chairman of the Board, CEO, TINES

Juergen Wilder, Head of BU Mainline Transport, Mobility Department, Siemens AG

20:30

Reception on behalf of Russian Railways

Summer Theatre

10:00-11:30



Hyatt Regency
Ballroom 1
3rd floor

IDEA 6: INVESTMENTS



Round Table

**Infrastructure Projects and Economic Stability:
How to Apply Best Global Practices in 1520**

- theory of incentive measures and the practice of successful solutions
- building close ties with institutional investors: how to attract pension and insurance funds as a source of investments?
- from raw materials to the innovation model: how to achieve maximum effect from infrastructure projects?
- projected benefits of the cheap Ruble and trade embargo

The second day of the Forum will once again deliberate on the role of railway sector in wide gauge economies. There will a focused discussion on both investments in railway systems and the effects they have on the economies at large. We hope that the brainstorming with leading economists and investors will be particularly relevant for decision-makers in public sector.

Moderator:

Dmitry Kovalev, Partner, PwC Russia

Speakers:

Dmitry Garanin, Partner, McKinsey & Company

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

Mikhail Dmitriev, President of New Economic Growth, Chairman of the Scientific Board,
Centre for Infrastructure Economics

Andrey Lokshin, Director of Corporate Insurance Department, ZHASO

Vadim Mikhailov, Senior Vice-President for Economics and Finance, Russian Railways

Jean Louis Truel, Founder and Managing Director, International Business Development

Richard Werner, Chair, International Banking; Director, Centre for Banking, Finance and Sustainable Development; Director, International Development, University of Southampton Management School

10:00-11:30



Hyatt Regency
Ballroom 2
3rd floor

IDEA 7: INNOVATIONS



TRANSMASHHOLDING

Round Table

**Engineering and Technology Innovations:
How to Survive a Decline in Rail Car Manufacturing**

- government and regional support measures: pepping up the demand for the production and expansion of leasing operations
- partnership between 1520 and 1435 manufacturers: integrating technological and managerial resources
- maintenance of hi-tech rolling stock and equipment
- energy and resource efficiency, green technologies

This round table will concentrate on anti-crisis measures in rail car manufacturing and inform the agenda of the forthcoming EXPO 1520, the only railway fair in the wide gauge area. The latter will bring together major stakeholders from both wide and standard gauge areas, namely manufacturers, users, suppliers and regulating bodies, for a series of insightful debates and breath-taking showcases.

Moderator:

Yury Saakyan, CEO, Institute of Natural Monopolies Research

Speakers:

Vsevolod Babushkin, Deputy Director, Department of Transportation and Special Engineering, Ministry of Industry and Trade, Russian Federation

Valentin Gapanovich, Senior Vice-President for Innovation Development, Chief Engineer, Russian Railways; President, NP OPZT

Jan Harder, Sales Director and Member of the Management Board, Molinari Group

Ulrich Jochem, President of Locomotive Technologies, Bombardier Transportation

Philippe Pegorier, Chairman of the Board, Association of European Businesses in the Russian Federation

Vladimir Pustovoy, Deputy CEO for Production, Locomotive Technologies

Vladimir Savchuk, Deputy CEO, Institute of Natural Monopolies Research

Dirk Scheibner, Director Marketing & Sales, STADLER RAIL

Axel Schuppe, General Manager, German Railway Industry Association

Andrey Shlensky, Deputy CEO for Railway Equipment, Uralvagonzavod

Vladimir Shneydmuller, Advisor to the Managing Director, Transmashholding; Vice-President, NP OPZT

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

Martin Vaujour, Senior Vice-President CIS Region, Alstom Transport

Juergen Wilder, Head of BU Mainline Transport, Mobility Department, Siemens AG

Anton Zubikhin, Deputy CEO for Sales and Operating Authorities, Sinara-Transport Machines

11:30-12:00

Coffee break

Hyatt Regency, lobby, 3rd floor

12:00-13:30



Hyatt Regency
Ballroom 1
3rd floor

IDEA 8: SUSTAINABLE TRANSPORT



Federal Freight

Round Table

Trapped in Overproduction: Lifetime Limits on a Depressed Market

- current market indicators and forecast for the future if both transportation models and regulatory framework remain unchanged
- a “window of opportunities” for operator companies: cooperation, consolidation or bankruptcy?
- limiting competition to boosting the market: any need for a minimum wagon rent?
- what are freight owners and rolling stock manufacturers willing to do for the sake of stability on the operator market?
- measures on supporting rail car manufacturing and measuring the number of rail cars on Russian railways
- a predictive market model for operations and ways to carry them out: legislative initiatives, tariff regulations and ways of self-regulation

Operators of rolling stock are faced with both economic downturn and rail car overproduction. This is a painful blow to the transport market. A recently formed leasing market is also at risk as the rent of a rail car is now much below its production cost. What effect will this situation have? Will only big companies remain? Should medium and small operators get any assistance? This is something we need to think about very carefully.

Moderator:

Kirill Yankov, Deputy Chairman of the Consumer Board, Russian Railways;

Member, Russian Government Advisory Panel

Speakers:

Dmitry Bovykin, First Deputy CEO for General Management, United Wagon Company

Irina Chiganashkina, Member of the Management Board, Railtransholding

Vitaly Evdokimenko, CEO, Federal Freight

Gleb Kinder, Member of the Presidium, Head of the Railway Transport, Commission Public Organization “OPORA ROSSII”

Dmitry Korolev, Executive Director, Council of Rail Transport Operators

Elena Kunaeva, CEO, Centre for Corporate Transport Service – branch of Russian Railways

Yaroslav Mandron, Director of the Department of State Regulation of Tariffs, Infrastructure and Energy Efficiency, Ministry of Economic Development, Russian Federation

Vladimir Prokofiev, CEO, BaltTransServis; President, Association of Carriers and Rolling-Stock Operators

Yury Saakyan, CEO, Institute of Natural Monopolies Research

Nataliya Yakovenko, Deputy Director, Department for Transport and Communication Supervision, Federal Antimonopoly Service

12:00-13:30



Hyatt Regency
Ballroom 2
3rd floor

IDEA 9: HUMAN RESOURCES

Round Table

The Role of Psychology and Human Factor in Transport System Transformation

- lean approach to human resources: what is it all about?
- should we make HR tools different from region to region and nation to nation?
- professional training: broad-based knowledge vs narrow specialisation
- corporate culture as an instrument of engagement and teamwork
- raising the social status of railway professions and highly-skilled specialists
- staff mobility in big companies

There is a great deal of debate about people's role in innovation. It is not worth discussing and making plans without considering the human factor. The expression "human factor" has recently acquired a negative connotation for various reasons, but it is this expression which now dominates. History knows many examples when everything was apparently taken into account, but people forgot to set somebody responsible for the implementation of a plan. To ensure we never repeat this mistake, we need to be objective when evaluating people's skills, and if there are gaps they must be taken into account. We also need to do our best to fill in those gaps.

Moderator:

Mikhail Lavrov, Programme Director, Business Dialogue

Speakers:

Oleg Atkov, Vice-President for Healthcare and Work with NGOs, Russian Railways

Alexander Buzgalin, Co-Chairman, Moscow Economic Forum

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

Guillaume Foeillet, Head of Electrified Lines Engineering, SNCF

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

Alexander Dianin-Havard, Founder, Virtuous Leadership Institute

Boris Levin, President, Association of Higher Transport Educational Institutions

Nikolay Nikiforov, Chairman, Russian Railway and Transport Construction Workers' Trade Union

Vyacheslav Rybkin, Director, Railway Development Directorate (Eastern operating domain), Russian Railways

Dmitry Shakhanov, Vice-President for HR Management and Social Issues, Russian Railways

Elena Trubnikova, Member of the Board of Directors, RZD-Zdorovie

13:30-14:30

Lunch

Pullman & Mercure Sochi Center, Gentiane, Primula, Sel Marin restaurants

14:30-16:00



Pullman & Mercure
Sochi Centre
Platan Hall
2nd floor

IDEA 10: STRATEGIC PLANNING

Workshop on Optimism

Rail Transport 2050: a Close Look into a Perfect Tomorrow

- transport infrastructure several decades from now
- passenger transportation and high speed network
- operator's model
- competition and synergy between different modes of transport
- transport corridors and logistics business

Strategic planning is at the core of any business. As strategic guidelines contribute to a clearer path towards a target, railway transport evolves according to its Development Strategy for 2030. However, isn't it intriguing to take a look beyond this horizon – let's say for another 20 or even 30 years? The workshop will ask best strategists about how an ideal future might look like, with a focus on infrastructure, transport services and global corridors. The discussion will also welcome the independent directors of the SP1520 so they could listen to deliberations and then share their thoughts and findings at the closing session.

Moderator:

Vladimir Kosoy, President, Centre for the Infrastructure Economy

Speakers:

Jan Harder, Chairman of the Steering Committee, MIR INITIATIVE

Andreas Heym, Director of International Development, AREP;

Representative of the CEO, Gares & Connexions Station Directorate, SNCF

Dmitry Kovalev, Partner, PwC Russia

Boris Lapidus, CEO, VNIIZhT, Chairman of the International Council of Railway Studies,
International Union of Railways

Alexander Misharin, Senior Vice-President, Russian Railways;
President, Russian Transport Academy

Fyodor Pekhterev, CEO, Institute of Transport Economics and Transport Studies

Yury Saakyan, CEO, Institute of Natural Monopolies Research

Viktor Stepov, Vice-President for Management System Development, Russian Railways

16:20-16:30

Awards ceremony for Manufacturers' Competition, First Quarter 2015

Personnel of North Caucasus Railway

Pullman & Mercure Sochi Centre, Platan Hall 2nd floor

16:30



Pullman & Mercure
Sochi Centre
Platan Hall
2nd floor

Plenary Session

Summing Up the Forum

Moderator:

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

Independent Directors:

Piotr Dutkiewicz, Professor and Director, Centre for Governance and Public Management,
Carleton University, Canada

Mikhail Khazin, Economist, Publicist, Political Scientist

Jean Louis Truel, Founder and Managing Director, International Business Development

Panellists:

Richard Werner, Chair, International Banking; Director, Centre for Banking,
Finance and Sustainable Development; Director, International Development,
University of Southampton Management School

Vladimir Yakunin, President, Russian Railways

21:00

Strategic Party 1520

Oblaka Club