



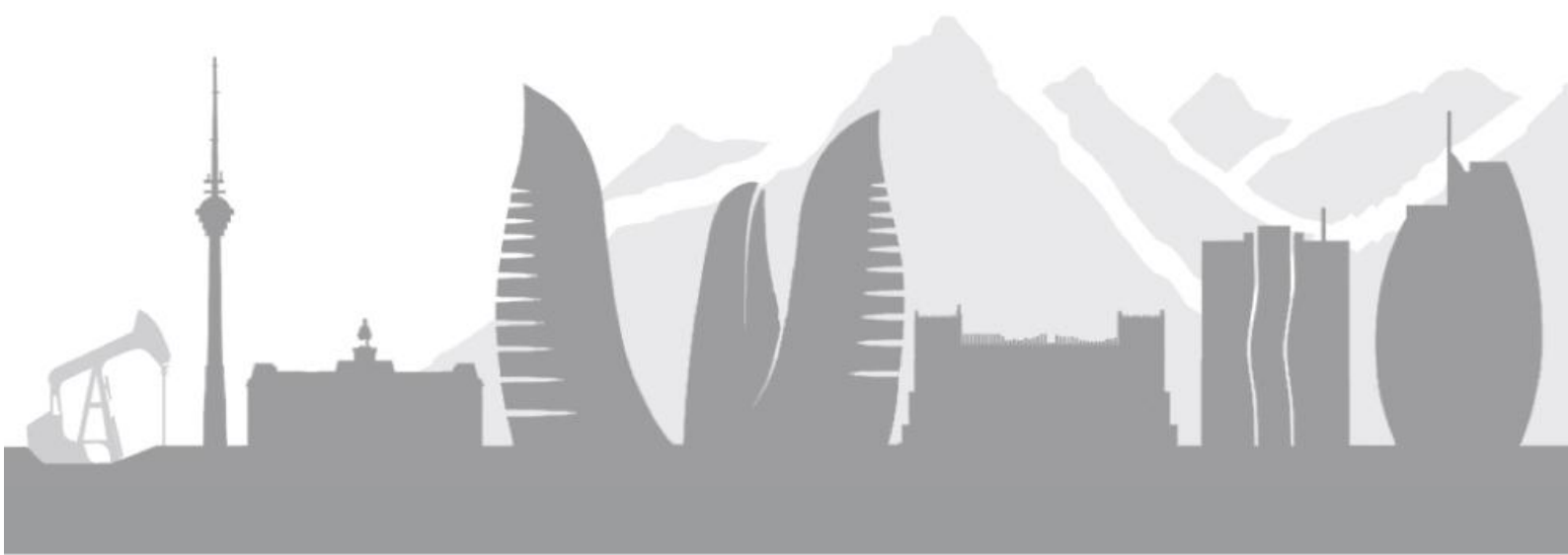
THE CASPIAN REGION

INTERNATIONAL RAIL BUSINESS FORUM

STRATEGIC PARTNERSHIP 1520: THE CASPIAN REGION

NOVEMBER 24-25 2016

BAKU, AZERBAIJAN | FAIRMONT BAKU HOTEL



PROGRAMME

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November 24, Thursday

15:20

Registration

Fairmont Baku Hotel, 2nd floor

20:00

Welcome Reception

Alov Jazz Bar, 3rd floor

November 25, Friday

09:00

Registration

Fairmont Baku Hotel, 2nd floor

10:00-11:30

Grand Ballroom II
2nd floor

Plenary Discussion

Caspian Transit. Connecting the Four Corners of the Earth

- From Helsinki to Mumbai. What are the advantages of the International North-South Transport Corridor over the Suez Canal
- Cargo base for the next five years. What directions of transit traffic will be the densest and what cargoes will consist of
- Caspian Ring. How will Caspian countries benefit from the through route
- Export diversification. What products will enter the 1520 market, when the International North-South Transport Corridor becomes fully operational
- Financing. What mechanisms of state support are used in the region to secure large export contracts

Opening remarks:

Yagub Eyyubov, First Deputy Prime Minister, Republic of Azerbaijan

Javid Gurbanov, Chairman, Azerbaijan Railways

Alexander Misharin, First Vice President, Russian Railways

Moderator:

Yermolay Solzhenitsyn, Senior Partner, McKinsey & Company

Speakers:

Housein Ashouri, Vice President, Iranian Railways

Sahil Babayev, Deputy Minister of Economy, Republic of Azerbaijan

Mamuka Bakhtadze, CEO, Chairman of the Board of Directors, Georgian Railway

Sanzhar Elubaev, Vice President for Coordination of Operations, Kazakhstan Railway

Javid Gurbanov, Chairman, Azerbaijan Railways

Alexander Misharin, First Vice President, Russian Railways

Oleg Sienko, CEO, Uralvagonzavod

11:30

Junior Ballroom I
2nd floor

Signing Memorandums

11:30-12:00

Coffee break

Fairmont Baku Hotel, 2nd floor

12:00-13:30
Grand Ballroom II
2nd floor

Panel Discussion

Infrastructure. How to Railroad Together

- Consortium possibility. How to improve the international coordination for railway infrastructure construction
- Investments. What funding models are the most suitable for the International North-South Transport Corridor
- Capital sources. What factors make infrastructure projects attractive for market players
- Railroad + Port. Who will be the main infrastructure upgrade driver for quick and safe cargo transfer
- Insurance. Allocation of commitments between railway administrations, financial institutions and state

Moderator:

Evgeny Dorot, Deputy CEO for Innovative Development, RZDstroy

Speakers:

Dmitry Bolotsky, Business Development Director,
Bombardier Transportation - First Deputy Head of Region Russia, CIS , Baltic States

Ivana Duarte, Head of Azerbaijan Office, European Bank
for Reconstruction and Development

Farhad Guliyev, Deputy Chairman for Strategic Development, Investments
and Logistics, Azerbaijan Caspian Shipping

Fizuli Guliyev, Infrastructure Department Chief, Azerbaijan Railways

Vladimir Kosoy, President, Centre for the Infrastructure Economy

Rakhim Mamedov, Project Manager, State Oil Fund of the Republic
of Azerbaijan (SOFAZ)

13:30-14:30

Lunch

Fairmont Baku Hotel, 2nd floor

14:30-16:00
Grand Ballroom II
2nd floor

Panel Discussion

Multimodal and Railway Transportations. Faster and Cheaper

- Caspian vector of cargo flows 2017-2020. What directions of transit traffic will be the densest
- Multimodal container transportation market. The evolution of demand and supply
- A single operator for the North-South Corridor. Probability and conditions, under which it can appear
- Multifunctional transport junctions. What cities on the route North-South will carve out the substantive niche
- Challenges of light running. How to avoid no-load returns and encourage regular cargos

Moderator:

Dmitry Kovalev, Partner, PwC in Russia

Speakers:

Vakhid Aliev, Deputy CEO, Baku International Sea Trade Port

Eduard Alyrzaev, First Deputy CEO, RZD Logistics

Gennady Bessonov, General Secretary, Coordinating Council
on Transsiberian Transportation

Ali Gasymov, Head of Marketing and Tariff Policy Department, Azerbaijan Railways

Nikita Pushkarev, Commercial Director, GEFCO

Oleg Rogachev, Vice President for Corporate Communication, RusTransCom

Shankar Shinde, Vice President, Federation of Freight Forwarders' Associations in India

Eriks Shmuksts, Chairman of the Board, Vice President, Latvian Railway

16:00-16:30

Coffee break

Fairmont Baku Hotel, 2nd floor

16:30-18:00

Grand Ballroom II
2nd floor

Panel Discussion

Engineering. How to Drive Steady Demand

- The supply-demand balance in the rolling stock market. How to guarantee smooth logistics for all types of cargoes
- Producers' partnership. How to integrate scientific, engineering and manufacturing resources
- Localization. What factors affect the cost of cars and building up technological and management competencies
- Life cycle. How to operate and maintain railway equipment in international communication amid international traffic
- Export promotion. How to insure credit risks and finance contracts in the car-building industry

Moderator:

Maxim Pogrebnoy, Senior Lawyer, Freshfields Bruckhaus Deringer

Speakers:

Alexey Fendrikov, CEO, TMCP V.V. Vorovsky

Philippe Pegorier, President, Alstom Russia; Member of the Board, Association of European Businesses

Alexander Rud, Deputy CEO for Operational Issues, All-Union Research Centre for Transport Technology

Andrey Shlyonsky, Deputy CEO for Rail Equipment, Uralvagonzavod

Victor Tissen, Chairman of the Board of Directors, Transmash

18:00-18:10

Grand Ballroom II
2nd floor

Closing of the Forum

19:30

Evening Reception hosted by Azerbaijan Railways

JW Marriott Absheron Baku Hotel, Sharg Hall