



VI INTERNATIONAL RAILWAY BUSINESS FORUM
1520 STRATEGIC PARTNERSHIP

REPORT

Sochi 2011

OFFICIAL SUPPORT



VLADIMIR PUTIN

Prime Minister of the
Russian Federation

« WE SEEK TO MAKE RULES SUCH AS WOULD MAKE IT PROFITABLE TO INVEST IN RUSSIAN RAILWAY PROJECTS »

«RAILWAYS MUST CONSTITUTE A POWERFUL INTEGRATOR OF THE WHOLE EURASIAN MARKET. WE ARE OPEN TO THE BROADEST INTERNATIONAL COOPERATION AND ARE INTERESTED IN AN INFLOW OF INVESTMENT AND MODERN TECHNOLOGIES. WE EXPECT THIS COOPERATION WITH OUR FOREIGN PARTNERS TO BE A TWO-WAY STREET»



OPENING



SERGEY SHISHKAREV

Chairman, Transport Committee,
State Duma of the Russian Federation



ANDREY NEDOSEKOV

Deputy Minister of Transport
of the Russian Federation



PETER-CARLO LEHRELL

Chairman, FIPRA

« When applied to railways, the word combination «innovative test range» is not used figuratively; it is, indeed, a natural place for innovations to be applied and advanced technologies developed »

« Today, there are clear signs of business being interested in taking part in railway projects »

« The countries with a 1520 mm railway gauge are located geographically in the very middle, between the rapidly developing production centres in Asia and the rich European markets. 1520 area railways are our future »



« FOR SEVERAL DAYS, SOCHI WAS THE RAILWAY CAPITAL OF EURASIA, AS TOP SPECIALISTS FROM ALL OVER THE CONTINENT GATHERED FOR THE BUSINESS FORUM «1520 STRATEGIC PARTNERSHIP» »



KOMSOMOLSKAYA PRAVDA, 2 JUNE 2011



PLENARY SESSION

**THE FUTURE OF
THE EURASIAN
TRANSPORT SYSTEM:
STRATEGY OF
COOPERATION**



VLADIMIR YAKUNIN

President, Russian Railways

« I AM A STAUNCH ADVOCATE OF THE VIEW THAT THE WAY OUT OF THE CRISIS, OF OVERCOMING IT AND PREVENTING CRISIS IN THE FUTURE IS, ABOVE ALL, TO CREATE A GLOBAL MONITORING SYSTEM OR, IF YOU LIKE, FINANCIAL CONTROL »



ANDREY NEDOSEKOV

Deputy Minister of Transport
of the Russian Federation

« It is the innovative projects that we consider above all, together with Russian Railways, in their innovation programme. These areas will be targeted by state support in the shape of various subsidies »



KARL-FRIEDRICH RAUSCH

Member of the Board,
DB Mobility Logistics AG

« We are orientated on our clients. We help our clients conduct their business, especially on international routes »



HANS-JORG GRUNDMANN

CEO, Mobility Division;
Vice-President, Siemens AG

« The most important thing is to have long-term business relations – for 30, 40, 50 years. We have been cooperating with America and India for 50 years. We have production in these countries and we transfer technologies »



UGIS MAGONIS

President and Chairman of the Board, Latvian Railway

« First, we should think about a common development strategy. I think this forum marks the beginning of the road. It may then be discussed further within the framework of the Railway Transport Council, Organisation for Cooperation of Railways and other railway organisations »



DMITRY PUMPYANSKY

Chairman of the Management Board, Sinara Group

« I do not think there are serious obstacles to development of 1520 area. It is an established system. In general, the distinction into 1520 or 1435 is purely technological. It should not be seen as a political barrier »



ROBERT REUM

President and CEO, Amsted Industries Incorporated

« Regarding technology, we believe that Russia has vast opportunities for developing the freight carriage system. In the United States, we have achieved a great deal in recent years thanks to 25-ton carriages. We may discuss a transition to 25-ton carriages again and again with Russian Railways. It would probably be the biggest achievement in the whole system of Russian freight carriage »

« I BELIEVE THAT THE PROJECT FOR EXTENDING THE WIDE GAUGE TO VIENNA SHOWS, ON THE ONE HAND, RUSSIA'S DESIRE TO INTEGRATE WITH EUROPE AND, ON THE OTHER HAND, EUROPE'S READINESS FOR SUCH INTEGRATION »

VLADIMIR YAKUNIN



PANEL DISCUSSION

THE FUTURE OF THE EURASIAN TRANSPORT SYSTEM: TACTICS OF COOPERATION



HANS-JORG GRUNDMANN

CEO, Mobility Division; Vice-President,
Siemens AG

« We should localise our production in order to make full use of Russia's experience, the experience of operation at extreme temperatures, the experience of rapid carriage of goods under such conditions »



JEAN-PIERRE LOUBINOUX

General Director,
International Union of Railways

« If we want a train to pass more quickly between the 1520 and 1435 systems, border controls must be lifted. Another question that needs to be discussed within the UN framework and that of international organisations is the question of safe passage for freight »



OLEG SIENKO

CEO, Research and Development
Corporation Uralvagonzavod

« The Europe-Asia corridor confronts us with new challenges. These lie, above all, in the need for us to change drastically the approach to production of rolling stock. So we, as a corporation, last year acquired a company that is a technological leader in tackling the passage from gauge 1520 to 1435 »



HARTMUT MEHDORN

Expert, Ex-Chairman of the Board,
Deutsche Bahn AG

« Speaking about bringing East and West closer together, if we look at the Eurasian continent, we should give thought to the ability of railwaymen to overcome the existing borders better and influence our governments so that new investments, term investments be made available in order to increase the volume of goods carried and gain a competitive edge »



ASKAR MAMIN

President,
Kazakhstan Railways

« At present, we are building several new railway lines on the boundary of Space 1520. This greatly enhances the transit component and the transit potential of the entire 1520 area »



NIKO WARBANOFF

Head, International Business Development,
Deutsche Bahn; Managing Director,
DB International

« Production is changing, strategies are changing and management of the supply system is changing. We are integrators of this process in a certain sense. It seems to me that one of the main aspects of organising the work of railways is understanding what our clients expect from us »



PHILIPPE MELLIER

President, Alstom Transport

« I would like to conclude by quoting the comments made by the head of the Anti-Monopoly Service about the Alstom and TMH joint venture: «This is a strategic investor that uses the latest technologies and contributes to innovation of the Russian economy.» We are a living example of what can be achieved together »



BORIS LAPIDUS

General Director, Railway Transport Research
Institute VNIIZhT; Chairman, International Railway
Research Board, UIC

« A common scientific organisation will be formed in the 1520 area to develop and implement scientific and technical railway projects »



ANATOLY SIVAK

Head, Belarusian Railways

« The effectiveness of our work hinges on the work of the whole 1520 area »

BUSINESS DIALOGUES

SIEMENS INTERNATIONAL BUSINESS DIALOGUE

HIGH-SPEED RAILWAY: TRANSPORT MOBILITY AS A FACTOR FOR ENHANCED COOPERATION



« COMPANIES IN THE «1520 AND 1435 AREAS» CAN JOINTLY IMPLEMENT THE MODERNISATION STRATEGY THROUGH THEIR INTENSIVE COLLABORATION. INTENSIVE EXCHANGE OF EXPERIENCE AND AN AWARENESS OF THE SPECIFIC STEPS NEEDED IN ORDER TO APPLY IT WILL CONTRIBUTE TO SUCCESSFUL DEVELOPMENT OF STRATEGIC PARTNERSHIP BETWEEN COUNTRIES», SAYS EXECUTIVE DIRECTOR OF THE MOBILITY DIVISION AND VICE PRESIDENT OF SIEMENS, HANS-JORG GRUNDMANN »

GUIDOK, 1 JUNE 2011



SERGEY SHISHKAREV

Chairman, Transport Committee,
State Duma of the Russian Federation

« It is remarkable that Russia has introduced high-speed traffic on several lines and I take off my hat to the efforts and the achievements of Russian Railways today »



VALENTIN GAPANOVICH

Senior Vice-President,
Russian Railways

« The guests of World Cup 2018 will be our neighbours: Finland, the Baltic countries (Estonia, Lithuania, Latvia) and, naturally, Ukraine and Belarus. I am sure that we will succeed by that time in completing the high-speed Moscow-Warsaw-Berlin line »



MIKHAIL ANDRONOV

President,
Rusenergosbyt

« How efficient are high-speed trains? Yes, power consumption per carriage is, of course, greater. But the real competition for high-speed trains is aviation, whose performance in terms of energy consumption per passenger and in environmental terms is far worse »

DEUTSCHE BAHN INTERNATIONAL BUSINESS DIALOGUE

THE ROLE OF HUMAN RESOURCES
IN ENCOURAGING CLOSER COOPERATION



KARL-FRIEDRICH RAUSCH

Member of the Board,
DB Mobility Logistics AG

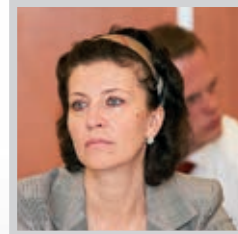
« We train about a thousand people a year at all levels, from the elementary to the highest, so we need programmes for those who have worked with us for a long time and ones for those who are only starting work with us »



SERGEY SALIKOV

General Manager,
ANCOR

« By 2015, it will be absolutely a candidate's market in some sectors. That is, employers will chase candidates »



ELENA SUKHORUKOVA

Executive Director, Blagosostoyanie
Non-Governmental Pension Fund

« Pension plans are a very important aspect in the overall human resource policy of an enterprise aimed at helping deserving of retirement. But a pension plan is a very good way of attracting young workers. In the West, there is a management model called «the golden handcuffs» »



PRESS CONFERENCES

« ALTHOUGH WE STILL RECOGNISE THAT THE RUSSIAN ECONOMY HAS NOT YET REGAINED ITS PRE-CRISIS LEVEL, THERE IS A POSITIVE TREND THIS YEAR AS FAR AS THE RZD INVESTMENT PROGRAMME IS CONCERNED »

VLADIMIR YAKUNIN



SIEMENS



DIETRICH MOELLER

CEO Siemens Russia and Central Asia, Vice-President, Siemens AG

« It has become a good tradition to bring new projects to the forum. Today, we signed an agreement with RZD on the basic terms for delivery of 1200 Lastochka carriages. This is the second order for such carriages. Today we can say that a new integrated railway system of 1520 and 1435 areas has begun to emerge »



HANS-JORG GRUNDMANN

CEO, Mobility Division; Vice-President, Siemens AG

« We passed an important milestone today. We have the second largest railway network in the world after the United States »

SROORS



SERGEY MALTSEV

Chairman of the Presidium, SROORS

« In order to make the market more transparent, we are planning to create a single information and analytical system on a partnership basis. We will be able to provide you, the media and the authorities, with statistical and economic information on the functioning of our segment »



ALEXANDR SAPRONOV

General Director, Independent Transport Company

« An important theme that the self-regulation mechanism must address is formation of civilised, open relations among the participants in the market. That will make it possible to influence costs, service standards and quality, and the behaviour of those who form this environment on the railway freight carriage market »

FREIGHT TWO



VITALIY EVDOKIMENKO

CEO, Freight Two

« In the future, the company is planning to develop forwarding operations and we will try to form a complete transport product »

1520 CLUB



SIGNINGS DURING THE FORUM



AGREEMENT between Open Joint Stock Company Russian Railways and Closed Joint Stock Company Transmashholding on supply of long-distance 2EC5 freight train locomotives.

On behalf of JSCo Russian Railways, President of the company Vladimir YAKUNIN. On behalf of ZAO Transmashholding Chairman of the Board of Directors of TMH Andrei BOKAREV.



AGREEMENT between Open Joint Stock Company Russian Railways and Closed Joint Stock Company Sinara Group on production and delivery of two-section long-distance TG16M locomotives.

On behalf of JSCo Russian Railways, President of the company Vladimir YAKUNIN. On behalf of Sinara Group President Dmitry PUMPYANSKY.



AGREEMENT between Open Joint Stock Company Transcontainer and DB Schenker Rail Automotive GmbH on creation of a joint enterprise for delivery of logistics services to suppliers of automobile components and car manufacturers in the Kaluga Region.

On behalf of OAO Transcontainer, General Director Pyotr BASKAKOV. On behalf of DB Schenker Rail Automotive General Director Axel MARSHALL.



AGREEMENT between Open Joint Stock Company Russian Railways, Siemens AG and Closed Joint Stock Company Sinara Group on the basic terms of a supply contract for 1200 Deziro RUS electrical trains, localisation of their production and the main technical characteristics.

On behalf of JSCo Russian Railways, President of the company Vladimir YAKUNIN. On behalf of Siemens AG Vice-President Hans-Jorg GRUNDMANN. On behalf of ZAO Sinara Group President Dmitry PUMPYANSKY.



MEMORANDUM of understanding between Open Joint Stock Company Russian Railways and the International Union of Railways.

On behalf of JSCo Russian Railways, President of the company Vladimir YAKUNIN. On behalf of the International Union of Railways, General Director Jean-Pierre LOUBINOX.



AGREEMENT between Closed Joint Stock Company Rusagrotans and Joint Stock Company Kaztemirtrans on a joint venture.

On behalf of ZAO Rusagrotans, General Director Konstantin ZASOV On behalf of Kaztemirtrans, President Zhagdarbek ZHAISANBAYEV.



FRAMEWORK AGREEMENT ON COOPERATION between Moscow State Railway University and Siemens AG.

On behalf of Moscow State Railway University, Rector Boris LYOVIN. On behalf of Siemens AG Vice-President Hans-Jorg GRUNDMANN.



MEMORANDUM between Joint Stock Company NK Kazakhstan Railways and Open Joint Stock Company Transcontainer on cooperation in developing integrated logistics services in the sphere of freight carriage on the basis of AO Kedentransservis.

On behalf of AO NK Kazakhstan Railways, President Askar MAMIN. On behalf of OAO Transcontainer General Director Pyotr BASKAKOV.



AGREEMENT of intent between the Railway Station Directorate – a branch of JSCo RZD and ADIF on establishing a partnership in the form of united railway stations.

On behalf of the Railway Station Directorate, its head Sergei ABRAMOV. On behalf of ADIF, Railway Station Director Carlos VENTURA.



AGREEMENT between the Railway Station Directorate – a branch of JSCo RZD and the Fund for the Convention on the Rights of People with Disabilities «Reasonable Accommodation and Universal Design» on a strategic partnership in creating an accessible environment for disabled and limited mobility people at railway stations and other elements of the railway transport infrastructure.

On behalf of the Railway Station Directorate, its head Sergei ABRAMOV. On behalf of the Fund, its President Valery SELEZNEV.



AGREEMENT between the Administration of the City of Sochi and the Railway Station Directorate, a branch of JSCo RZD, on cooperation in implementing projects to modernise railway stations and adjacent areas in the city of Sochi.

On behalf of the Administration of the City of Sochi, Mayor Anatoly PAKHOMOV. On behalf of the Railway Station Directorate, its head Sergei ABRAMOV.

FORMULAS OF CONVERGENCE

FREIGHT TRANSPORTATION



PASSENGER TRANSPORTATION



RAILWAY STATIONS



MANUFACTURING



INVESTMENTS



INTEGRATION



SCIENCE



TRANSPORTATION SAFETY



1520 DIGEST

EVENTS «WITHOUT TIES»



WELCOME PARTY

By tradition, the Forum included evening activities in a friendly and informal atmosphere.

During the 1520 Melodies Festival, the guests practised karaoke singing of popular songs.

GALA

The Gala reception on behalf of JSCo RZD President Vladimir Yakunin was the main social event of the Forum.

The guests were treated to an unforgettable evening in a «film festival» spirit, with performances by involving Russian pop stars and an exciting show.



FOOTBALL

«1520 Steps towards Victory» – was the motto of the traditional amateur football tournament. The passions generated by the short matches of two 12-minute periods were just as strong in big-time football.



PLOTFORMA

Sochi's most popular night club Plotform saw a Strategic Party 1520 Brazilian Carnival. The exciting party, on a transparent dance floor over sea waves, was enjoyed by all.



STATISTICS

NUMBER OF PARTICIPANTS: 1211

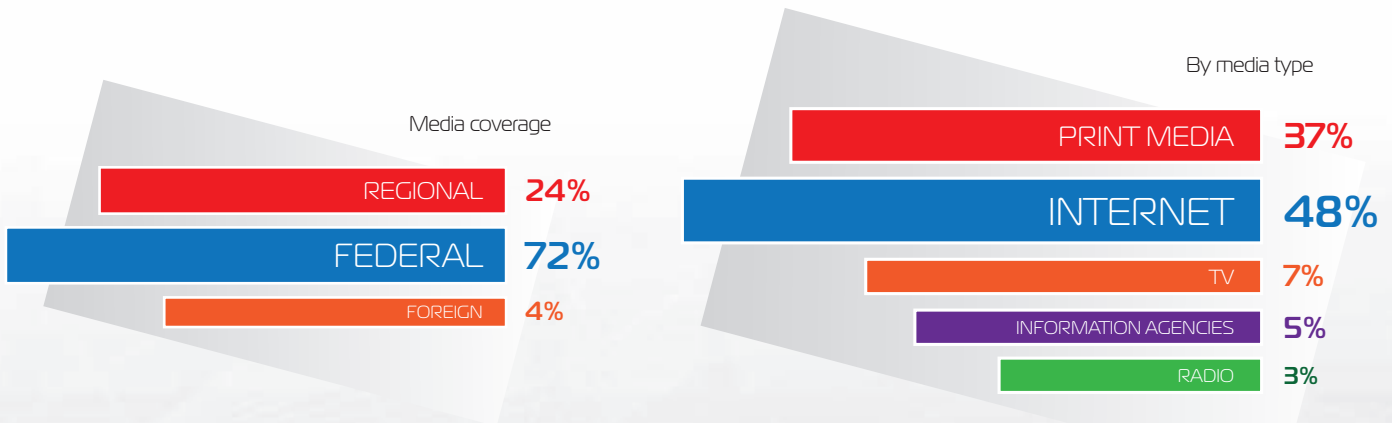
- Managers of national railway companies and private operators;
- Manufacturers of machinery and technology for the railways;
- Freight owners;
- Representative of government agencies;
- Representatives of international transport organisations;
- Infrastructure owners;
- Chief engineers and specialists in the transport sphere;
- Representatives of scientific transport organisations;
- Managers of financial institutions;
- Representatives of related industries.



317 COMPANIES
26 PARTNER COMPANIES
from **32** COUNTRIES



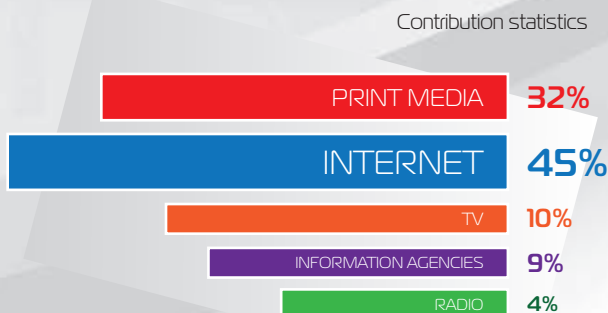
The VI International Railway Business Forum 1520 Strategic Partnership was covered by **190 REPRESENTATIVES** from **137 MEDIA ORGANISATIONS**



« SPEAKING ABOUT THE SIXTH EVENT OF THIS KIND, VLADIMIR YAKUNIN REPEATEDLY STRESSED THAT, SINCE ITS FOUNDATION, THE SECTORAL FORUM IN SOCHI «HAS GROWN NOT ONLY IN NUMBERS OF PARTICIPANTS BUT ALSO THE ISSUES CONSIDERED». «THE ECONOMIES OF OUR COUNTRIES ARE DEVELOPING; COMPETITION IS GROWING BOTH WITHIN THE SECTOR AND WITH OTHER TYPES OF TRANSPORT, ALL THIS CONTRIBUTING TO THE SIGNIFICANCE OF THE FORUM AND THE RESPECT IT ENGENDERS »»

ITAR-TASS, 1 JUNE 2011

MORE THAN 500 reports were released prior to and during the forum



As part of the business forum, there were **11** signings for a total of **MORE THAN 120 BILLION ROUBLES**

The forum hosted **24** business dialogues, during which more than **150** speeches were made and **33** press events were held

SPEECHES AT THE CLOSING CEREMONY



MIKHAIL DMITRIEV

President, Centre for Strategic Developments

« Russian Railways, perhaps for the first time in transport history, may become the prime movers of a technological breakthrough not only for themselves but also for the Russian transport machine-building industry »



ALEXANDR TISHANIN

Vice-President, Russian Railways

« Business can be successful only when it is safe »



« THE FORUM IS OF PARTICULAR INTEREST FOR BUILDING LONG-TERM PARTNERSHIP RELATIONS BETWEEN EUROPEAN AND ASIAN STATES »



VLADIMIR YAKUNIN

President, Russian Railways



ARTEM KUDRYAVTSEV

President, Company TransTeleCom

« The Forum brings together all the countries that use the 1520 gauge and lays the groundwork for interaction with the European countries in increasing trade, the flow of freight and economic cooperation »



ASKAR MAMIN

President, Kazakhstan Railways

« Russia and Kazakhstan have created a common customs union with Belarus, and the volume of carriage has already increased by 25% »



VITALIY EVDOKIMENKO

CEO, Freight Two

« For us, Forum 1520 means the same thing as for our colleagues: new opportunities for cooperation in the post-Soviet space with our colleagues, the railway companies and administrations of the 1520 gauge countries. This means an opportunity to attract additional freight. It means more contracts and agreements with our partners on expanding and developing our business »



DIETRICH MOELLER

CEO Siemens Russia and Central Asia, Vice-President, Siemens AG

« Harmonisation of the technical rules of 1520 area and 1435 area was an important theme. We came to the conclusion that what we need is not a mechanical transfer of 1435 area standards to 1520 area but harmonisation on the basis of adaptation to the actual conditions in Russia and other countries »



RICHARD GERMAIN

Director of Center for International Logistics and Supply Chain Mgmt, Deutsche Bahn AG and Russian Railways

« Businesses no longer compete for people; they compete for resources. These resources are highly skilled specialists »



MIKHAIL AKULOV

Vice-President, Russian Railways

« Our vision of how passenger carriage might develop consists in creation of a smart system of tariff regulation, which, in the social sector, must move on to implementing state order mechanisms for passenger carriage at regulated fares »



« ACCORDING TO IGOR LEVITIN, ORGANISATION OF SUCH A HIGH LEVEL EVENT ATTESTS TO THE GROWING INTEREST BY GOVERNMENT BODIES AND THE WORLD BUSINESS COMMUNITY IN DEVELOPING THE RAILWAY SECTOR IN THE 1520 MM GAUGE STATES, THE PROCESSES OF ITS INTEGRATION IN THE WORLD TRANSPORT NETWORK, AND, AS A CONSEQUENCE, EXPANDED COOPERATION BETWEEN EUROPEAN AND ASIAN STATES »

RZD-PARTNER, 1 JUNE 2011



VYACHESLAV RYBKIN

General Director, Lengiprotrans

« The changing world is making us all change. There are higher requirements on new education and effective interaction with science »



SERGEY ABRAMOV

Head of Railway Stations, Directorate Russian Railways

« The modern ideal of a transport hub is, above all, safety. This is the basis for any economic process »



BORIS LAPIDUS

General Director, Railway Transport Research Institute VNIIzHT; Chairman, International Railway Research Board, UIC

« The aim of scientific research can be formulated as determining the horizons and instruments for achieving the targets of increasing efficiency and environment friendliness of railway transport and making it more competitive in the context of growing competition on the transport market »

1520 STRATEGIC PARTNERSHIP

The company Business Dialogue offers special thanks to the partners of the VI International Rail Business Forum
1520 Strategic Partnership

General Partner

Strategic International Partner

Official International Partner



International Partner



General Construction Company



Partner



Partner



Partner



Partner



Partner



Partner



Partner



Official Operator of Energy Supply



Sponsor of Lobby-Bar



General IT Partner



Official Technological Partner



Official Call-center



Sponsor of the Discussion



Sponsor of the Discussion



Sponsor of the Discussion



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