

LatAm Rail Opportunities 2013

5 – 6 March 2013, Sheraton WTC Hotel, Sao Paulo – Brazil

Day 1 | 5th March 2013

8:15 Registration and Coffee

8:45 Welcome Note from Fleming Gulf

8:50 Opening Remarks from the Chair

Vicente Abate | (ABIFER) Brazil Rail Road Industry Association
President – Brazil

RAIL INFRASTRUCTURE IN LATAM

9:00 Updates on rail infrastructure development in Latin America

- Identifying issues in construction of rail contours
- Challenges faced in construction of new lines
- Best practices adopted to ensure efficient performance

Mario Dirani | (DNIT) National Department of Transport Infrastructure
Railway Infrastructure Director - Brazil

9:30 The way ahead for the rail infrastructure in South America – Perspective Brazil

- Revamping of existing rail lines
- Port Infrastructure growth
- Supply chain future
- Questions & Answers

Joubert Flores | Metro Rio
Director - Brazil

10:00 Morning Coffee and Refreshments

RAIL FINANCE IN LATAM

10:30 Demystifying rail project finance in LatAm

- The concessioning model – the lessons learnt from it
- Upcoming models of privatization
- Information on infrastructure funds & privatization
- Questions & Answers

Nelson Siffert | (BNDES) National Economic and Social Development Bank
Superintendent of Infrastructure- Brazil

11:00 Metro areas & Rail lines – a public private experience

- The opportunities of the model
- The challenges of the model
- Building the trust factor between the government agencies and private participants – the key

Claudio Andrade | Via Quatro
Director - Brazil

RAIL EXPANSION & PROCUREMENT

11:30 Leveraging global experience in project delivery

- Key to strong project governance
- Choosing the right procurement model on basis of project specifics
- Careful management of local & environmental impact to assist project delivery

Amjad Bangash | Bechtel
Managing Director, Rail

12:00 Analysis of Procurement Strategies

- Supply chain infrastructure in South America – the issues and the solutions to them
- Further outsourcing needs and opportunities
- Counting more on the local produce / Developing capacities of the local suppliers
- Questions & Answers

Vicente Abate | (ABIFER) Brazil Rail Road Industry Association
President – Brazil

12:30 LatAm Rail: Challenges and Risks

- Rail trends in LatAm
- Challenges for investors
- Investment risks for government, specifically in Brazil

Dario Gaspar | A.T. Kearney
Partner

13:00 Conference Luncheon

14:00 Project Manager at Risk: The next tool in rail project delivery toolbox

- Emerging contracting model for development and delivery of rail projects - Program Delivery Manager (PDM) - the rail project delivery toolbox that can better service public agency/owners' needs
- Focuses on driving "construct-ability" and "basis of design" concepts early in the project development and environmental assessment cycle
- Brings "delivery" services on board earlier (as compared to the typical lengthy use of "advisory" services) under a total integrated contracting solution
- Starts under a Phase 1 Development Scope of Work and transitions to a Phase 2 "turnkey" contracting solution with acceptance of price/schedule/scope/quality performance risk

P.Takies Salpeas | Parsons Corporation
Senior Vice President and Global Rail Manager -USA

GLOBAL BEST PRACTICES

14:30 Latest trends in data communication technology for onboard, train to ground and wayside

- Onboard communications
- Wayside communications
- Train to ground wireless communications

Leo Tsao | Moxa

Senior Director, Global Rail Automation Solution Division - Taiwan

15:00 Investment projects and mobility in Rio De Janeiro – in the wake of 2016 Olympics

- Investments in Metros
- Reform projects
- Initiatives for modern communication systems and safety

Julio Lopes | State Government of Rio de Janeiro
Secretary of Transport

15:30 Afternoon Coffee & Networking

16:00 CASE STUDY New York City Transit System

- Best strategies & practices New York City transit system
- Innovative customer service initiatives for New York through real time information systems and applications of social media
- Questions & Answers

Andrew Bata | New York City Transit

Chief, Strategic Improvements and Best Practices - USA

16:30 World Bank's approach to economic and financial analysis of rail projects

- Methods & models for economic evaluation
- Perspective of analysis
- Critical issues, methods and strategies of raising funds for urban transport projects
- Risk calculation

Bernardo Alvim | World Bank

Senior Transport Economist, – Brazil

17:00 PANEL DISCUSSION Making Latin American rail sector more investor friendly

- Matching political expectations with economic reality
- Financing difficult projects in difficult environments and difficult times
- Passenger Rail vs. Freight Rail-Parallel Universes from a financial perspective
- Local partners-the most important piece of the economic puzzle
- Case Studies
- Tax structures acting as gate keepers into investment
- Entry into the Latin American market - How to prepare for it – What barriers you face and how to overcome it

Special address: J.Chris Rooney | Consults on Public policy and financial issues US government – USA

Vicente Abate | (ABIFER) Brazil Rail Road Industry Association
President – Brazil

Joubert Fortes Flores | Metro Rio
Director – Brazil

Mario Dirani | (DNIT) National Department of Transport Infrastructure
Railway Infrastructure Director - Brazil

17:30 Closing Remarks from the Chair

Vicente Abate | (ABIFER) Brazil Rail Road Industry Association
President – Brazil

17:40 All participants; delegates, sponsors and speakers are cordially invited for a Networking reception

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Day 2 | 6th March 2013

8:30 Registration and Coffee

8:55 Opening Remarks from the Chair

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President – Brazil

SPECIAL FEATURE: Global & regional country case studies

During this session there will be an opportunity to benefit from best practice case studies from different countries/continents to assure higher learning opportunity and understanding of best practices carried out regionally and worldwide

International focus:

9:00 Focus Spain

Spain boasts the second longest network in the world, together with a varied fleet of trains made up of 13 different classes. High-speed rail has come to 19 provincial capitals and links the Spanish capital with all the main population centres: Valencia, Barcelona, Seville, Málaga, Zaragoza and Valladolid

Rail Development in Spain – Case study

- Overview of latest developments – Commuter trains, Metro's, Light rails and High speed trains
- Advance technical systems implemented

Aurelio Rojo | (ALAMYS) Association of Latin American Metros and subways
General Secretary- Spain

9:30 Focus UK

Case study - London Underground

- Effective implementation of systems engineering at London Underground
- Challenges faced by the system
- Strategies developed by the team
- Case Study 1: The sub surface railway ATC contract
- Case study 2: The Deep Tube programme
- Summary and conclusions

Kuldeep Gharatya | London Underground
The Head of Systems Integration UK

10:00 Morning Coffee and Refreshments

Regional focus:

10:30 Focus Brazil

"Expansion of Regional Lines" - the Transnordestina Railroad project case study

- Scope of the project
- The challenges
- The highlights
- Project management practices implemented

Angelo Baptista | Transnordestina Logistica
CEO - Brazil

11:00 Connected Trains & IP - Networks

- Drivers & Enablers for Data-Networking
- Growing Passenger Expectations
- Value-Proposition of Networked Transportation
- Emerging Trends & Future Outlook

Michael Hoghooghi | Nomad Digital
President & CEO – Americas - USA

11:30 CASE STUDY Brazilian High Speed Line: Rio – São Paulo – Campinas

- High speed lines
- The Rio – São Paulo – Campinas Region/Market
- The studies for the project TAV BRAZIL
- Technological development
- Concession model for project
- Bidding procedures
- Implementation of the project

Helio Mauro Franca | Brazilian Enterprise for Planning and Logistics (EPL)
Director - Brazil

12:00 The challenges & benefits of offering Internet & multimedia on high speed trains

- 21Net positioning
- Internet challenges for TOCs: high demand from customers vs controlling the operation costs
- 21Net projects: benefits for customers and for TOCs

Jean-François de Lantsheere | 21Net
Deputy Managing Director, Belgium

12:30 The Evolution of Passenger Information Systems in Global Rail and Metro Projects

- Where are we today and what is ahead of us to still explore
- How can meeting passenger demands and improve their travel experience be balanced with at the same time meeting operators needs and built solutions that are built to last.
- What is already possible but not fully explored

Anna Marie Damgaard Kristensen | Focon electronic systems Aps
Sales & Program Director – Denmark

13:00 Conference Luncheon

14:00 Maximising Rail Safety in Latin America

- Safety systems available and what lies ahead – International case studies and practices
- The responsibility over safety on the rail parts industry
- Rail safety: Need for a common standard and an external organization to certify the safety

Jean Carlo Pejo | ALAF (the Latin American Railways Association)
Consultant Logistics Solutions – Brazil

14:30 PANEL DISCUSSION Rail safety technologies

- Challenges faced in implementing safety systems
- Better Risk Assessment
- Economic and financial constraints in implementing rail infrastructures and safety technologies

Panelists:

Jean Carlo Pejo | ALAF (the Latin American Railways Association)
Consultant Logistics Solutions – Brazil

Helio Mauro Franca | Brazilian Enterprise for Planning and Logistics (EPL)
Director - Brazil

Rodrigo Vilaca | ANTF (National Association of Rail Transporters)
CEO

15:00 Railways communications of the future

- NSN Company profile
- Train control and railway communication
- Why GSM-R ?
- Key takeaways

Walter Prior | Nokia Siemens Networks
Head of Business Development- Brazil

15:20 Coffee break

15:50 Latin American railways ;what has been accomplished in past decades and what still remains to be done

- The reforms that have helped the development
- The factors holding back further development

Ian Thomson Newman | International Railways journal
Regional Editor Chile ,Transport Economist – Chile

16:20 Future of rail infrastructure in Latin America

- Driving factors of growth
- Cautions to be taken
- Bridging the gap of skill sets /man power requirement
- Opportunities & Challenges

Mario Fioratti | Metro Sao Paulo
Director of Operations – Brazil

16:50 LEADERS PANEL DISCUSSION Way forward for LatAm rail infrastructure development

- Building the strength of the public sector
- Encouraging more transparency in the systems & policies
- Coordinated planning for infrastructure development
- Creating more capacity for funding
- Attracting attention from the international markets on the basis of a strong transport infrastructure
- Creating a strong private sector role

Special address (10 minutes): Rodrigo Vilaca | ANTF (National Association of Rail Transporters)
CEO

Panelists:

Rodrigo Vilaca | ANTF (National Association of Rail Transporters)
CEO

Mario Fioratti | Metro Sao Paulo
Director of Operations – Brazil

Romulo Fortes | The Metropolitan Transportation Company of Ceará – Metrofor
President - Brazil

Humberto Kasper | TRENURB (Company of Urban Trains from Porto Alegre SA)
President and CEO – Brazil

17:30 Closing Remarks From the Chair

Vicente Abate | (ABIFER) Brazil Rail Road Industry Association
President – Brazil

I would like to thank everyone who has helped with the research and organization of this event, especially the advisors and speakers for their support and commitment.

Rohan Jagtap | Conference Producer | Fleming Gulf