

# CEE Railways

A vision for the future of CEE Rail

# 2008



## 4th industry conference

25th April 2008, Hotel Bock-Brunn, Vienna, Austria

### Q & A answered by:



Mr. Daniel Giblin,  
Director and Rail specialist,  
EC Harris



Mr. Paul Guitink,  
Senior Transport Specialist,  
Program Team Leader,  
CER



Mr. Kurt Bauer,  
Manager,  
Railistics



Mr. Helmut Adelsberger,  
Head of Department,  
Austrian Federal  
Ministry of Transport



Mr. Jakub Slavik, MBA  
Technical Director,  
Pro-Serv



Mr. Graham Hewett,  
Scott Wilson Group plc



Mr. Paul Berdugo,  
Senior Manager,  
Angel Trains Ltd.



Mr. Miklos Horvath,  
General Director,  
MASPED



Ms. Agnes Henter,  
Director,  
Project Management,  
ITD Hungary

**This is an unrivalled opportunity to network with leading industry experts and hear cutting edge presentations on new opportunities, industry guidelines and practices including:**

- Privatisation, legislative and regulatory framework
- Infrastructure finance: firsthand information from key financiers
- Infrastructure development: Challenges facing the operators while balancing the demands of regulators
- Fair Competition: overcoming barriers to stay ahead in a competitive environment
- Freight forwarders
- Interoperability and regulations
- Intermodality
- Improving passenger services / Delivering service to the customers
- Insight into the latest IT trends and developments: Delivering IT solutions to increase productivity.

**You will BENEFIT from additional networking opportunities including:**

- Extended networking breaks for exhibition viewing
- Evening Drinks Reception

**The must attend event for the CEE railway professionals is attracting:**

- Freight Operator and Intermodal Companies
- Infrastructure developers and authorities
- Rail and Passenger Operators
- Regulators
- Rail Cargo, Freight Forwarders and Ports
- Banks, financiers and investors
- Market advisors and lawyers

*"The conference was really on the high level. We made some great contacts and enjoyed the knowledge sharing in a relaxed business atmosphere."*

DARS

*"I just wanted to thank you for the perfect organisation of this important event."*

**Federal Ministry of Transport, Innovation and Technology, Austria**

*"...I found it as a valuable source of information and as excellent opportunity to meet with the people from the relevant industry. The relaxed atmosphere on the conference was definitely one of the contributors for the successful outcome..."*

Heinz Kovacic Ltd.

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## Chairman's welcoming address

Dear Delegates,



**Mr. Daniel Giblin,**  
Director and Rail specialist,  
EC Harris

*It gives me great pleasure to welcome you to the forthcoming EastEuro Link CEE Railways Conference to be held on 25th April 2008 at Hotel Bock-Brunn, in the city of Vienna, Austria. Now in its fourth year, the EastEuro Link CEE Rail Transport Conference 2008 provides rail passenger operators, rail cargo, freight operators and intermodal companies the insights and contacts needed to succeed in the Central and Eastern Europe rail transport marketplace.*

*The rail transportation Network in the CEE needs significant development and is attracting increasing amounts of investment flows from the EU, local governments and large foreign and domestic private sources. Attractive tax policies and moves towards privatisation have also helped attract foreign direct investment into the region. With rising private consumption and fast-growing external and internal trade, the CEE region has displayed high-potential for the sustained growth in the transportation and logistics market.*

*This conference aims to provide a unique forum to showcase current research, developments and practical experience from railway operators, banks and investors, system suppliers, freight forwarders, ports and infrastructure developers.*

*Leading companies involved in Rail Transport production and operation are keen to understand current industry issues and best methods for maximising sustainable profits whilst reducing risks in the CEE Rail sector. This conference is attracting high calibre industry leaders and specialists who will analyse the status of the rail transport market and look to define ways of consolidating and expanding industry solutions to maximise performance and efficiency in the evolving new Regulatory climate. Attendees will include:*

- *chiefs of Freight Operator and Intermodal Companies,*
- *Infrastructure developers and Authorities,*
- *Rail and Passenger Operators, Regulators,*
- *Rail Cargo, Freight Forwarders and Ports, Banks,*
- *Financiers and Investors,*
- *Market advisors and Lawyers*

*There will be many opportunities for delegates to interact, ask questions and build upon their business networks.*

*Now in its 4th year in the Transport Industry sector, the EastEuro Link Railways Conference is set to be the key forum for industry professionals and is an essential platform for exchange of ideas, case study discussions and networking.*

*I look forward to seeing you in Vienna on the 25th April 2008.*

*Chairman  
Mr. Daniel Giblin*

*Director and Rail Specialist, EC Harris*

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## Sponsorship opportunities:

The **CEE Railways 2008** promises to be a conference packed with the most up to date developments and challenges in this fascinating area, being addressed by the industry's foremost authorities. Specifically designed to facilitate networking, those involved will have the opportunity to meet and influence key company representatives from most senior job functions.

In a competitive market a strong commercial presence is crucial and therefore utilising potential exhibition and sponsorship opportunities will give your company the overall edge on:

- Creating brand awareness
- Having focused discussions with industry leaders
- Generating quality leads
- Establishing long term partnerships

For a creative and results based approach discuss your marketing requirements with our sponsorship team today. [For more details on the full range of promotional packages please contact](#) Kamelija Stefanova on +44 (0)207 275 8063 or email [kamelija.stefanova@easteurolink.co.uk](mailto:kamelija.stefanova@easteurolink.co.uk)

## Programme

**08:30 - 09:00** **Registration & Coffee**

**09:00 - 09:30** **Chairman's Opening Address**

*Speaker: Daniel Giblin, Director and Rail specialist, EC Harris*



## Developing CEE Rail Network within the framework of EU:

**09:30 - 10:00** **Creating a supportive financial architecture for CEE market opening**

- Multi-annual contracts for infrastructure maintenance
- Appropriate State budget allocations for upgrading of infrastructure
- Public service contracts for passenger services

*Speaker: Paul Guitink, Senior Transport Specialist, Program Team Leader, CER*



**10:00 - 10:10** **Questions and Answers**

## Investing in Rail infrastructure: Maximising revenue

**10:10 - 10:40** **Financing the Zahony development project: Hungary's fast track to business success**

- investment opportunities
  - development
  - financial background of the site in Zahony region
  - Zahony – the future smart port of Central and Eastern Europe
- Speaker: Agnes Henter, Director, Project Management, ITD Hungary*



**10:40 - 10:50** **Questions and Answers**

**10:50 - 11:30** **Networking Coffee Break**

**11:30 - 12:00** **Getting the best out of PPP opportunities for rail**

- Becoming an informed customer
- Case study 1 – Vilnius tramway
- Case study 2 – Brussels airport link
- Is PPP the right way forward for me?

*Speaker: Graham Hewett, Scott Wilson Group plc*



**12:00 - 12:10** **Questions and Answers**

**12:10 - 12:40** **The Financing and Leasing of Rail Rolling-stock**

- The attractions of investing in rail vehicles
- The changing financing needs of railways in Central and Eastern Europe
- The role of public funding and capital subsidies
- The role of long-term private financing structures
- The role of operating leasing
- The benefits of combining EU Funding with private capital
- The role of competition and other factors in facilitating further private capital investment.

*Speaker: Paul Berdugo, Senior Manager, Angel Trains Ltd*



**12:40 - 12:50** **Questions and Answers**

**12:50 - 13:20** **Teething Problems in CEE Rail PPP Development**

- PPP in CEE transport sector – summary of experience
- Rail PPP specific features
- Case study 1: AirCon - Prague Airport Rail Link
- Case study 2: Prague Metro Line D
- Lessons from the case studies

*Speaker: Jakub Slavik, MBA, Technical Director, Pro-Serv*



**13:20 - 13:30** **Questions and Answers**

**13:30 - 15:00** **Networking Lunch**

Media partners:



## Programme

### Towards market liberalization

**15:00 - 15:30** **Perspective: Austrian transport policy on rail infrastructure in Eastern and South-Eastern Europe**



- Trans-European Transport Network (TEN-T)
- Pan-european Corridors
- TINA
- Revision 2004 of TEN-T's
- TEN-T: Budget and Financing

*Speaker: Helmut Adelsberger, Head of Department, Austrian Federal Ministry of Transport*

**15:30 - 15:40** **Questions and Answers**

### Rail Freight Traffic: New Perspectives for rail operators and freight forwarders

**15:40 - 16:10** **Case study: from the perspective of a freight forwarder**



*Speaker: Miklos Horvath, General Director, MASPED*

**16:10 - 16:20** **Questions and Answers**

### Where next: delivering cutting edge solutions to passengers

**16:20 - 16:50** **Passenger strategies for long distance rail transport in different CEE Countries**



*Speaker: Kurt Bauer, Manager, Railistics*

**16:50 - 17:00** **Questions and Answers**

**17:00 - 17:20** **Chairman's closing remarks**



*Speaker: Daniel Giblin, Director and Rail specialist, EC Harris*

### 17:20 Evening drinks reception



#### Not able to attend?

#### Then why not buy the conference documentation?

Nothing compares to "being there" but you don't have to completely miss out. You can purchase the CEE Railways 2008 conference documentation for £195 + UK VAT. Simply tick the box on the booking form, send it with payment and your documentation will be on its way to you after the conference.

