TransRussia

SkladTech

26TH INTERNATIONAL EXHIBITION
FOR TRANSPORT AND LOGISTICS SERVICES,
WAREHOUSE EQUIPMENT AND TECHNOLOGIES

APRIL 12–14, 2022
CROCUS EXPO, MOSCOW, RUSSIA

POST SHOW REPORT
TransRussia is Russia’s largest exhibition for transport and logistics services, warehouse equipment and technologies.

245 companies from 18 countries attended TransRussia in 2022. TransRussia was visited by 18,688 specialists of industrial and commercial enterprises, transport and logistics companies, whose main priorities were to source new suppliers, business partners, new products and services for business development.

New SkladTech special project was presented at the exhibition for the first time. This is a special sector of equipment and solutions for warehouse logistics. 29 companies took part in the SkladTech section.

Traditionally TransRussia 2022 has become meeting point for the transport & logistics industry and a key place for the exchange of ideas and opinions, and a place to discuss the largest industry issues and the search for new ways and routes.
EXHIBITORS

245 companies
18 countries

183 Russian companies
62 foreign companies
73 companies participated for the first time

EXHIBITOR PROFILE

TransRussia:
Rail, road, sea & air transporters, port & terminal operators, warehouse owners, freight forwarders, customers & insurance brokers, IT-solutions developers and suppliers, complex logistics solutions companies.

SkladTech:
Manufacturers and distributors of warehouse equipment, storage systems, material-handling equipment, picking and packing services, identification technologies, warehouse automation and robotization services and WMS systems.
The following countries were presented in 2022:

Armenia
Azerbaijan
Belarus
China
Cyprus
Estonia
Germany
India
Iran
Kazakhstan
Latvia
Mongolia
Republic of Korea
Switzerland
Turkey
United Arab Emirates
Uzbekistan
VISITORS

18 688 unique visitors

from 47 countries and 76 Russian regions

9 975 specialists visited the exhibition for the first time

76 density of visitors (63 – in 2021, 48 - in 201)

VISITORS PROFILE

Transport and logistics companies, freight forwarders, industrial and manufacturing companies (include food and beverages, auto and auto part manufacturing, FMCG, metal and machinery work, oil, commodities, fashion, home appliances and construction) and wholesale and retail companies
GEOGRAPHY

13,001 (70%) Moscow and Moscow region
1,565 (8%) St. Petersburg and Leningrad Region
3,420 (18%) other Russian regions
702 (4%) other countries

18,688 unique visitors

* only correctly completed visitors application forms were used
**BREAKDOWN BY TYPE OF BUSINESS**

- 7,674 (45%) Transportation / forwarding / storage
- 7,053 (41%) Cargo owners (manufacturing, wholesale trade, retail)
- 2,489 (14%) Other (IT-solutions, insurance, foreign trade, industry ministries and departments, professional associations, mass media and etc.)

**BREAKDOWN BY JOB POSITIONS**

- 17,216 unique trade visitors
- 4,304 (25%) CEO/Owner
- 4,820 (28%) Deputy company head
- 2,410 (14%) Division manager/Head of department
- 5,337 (31%) Line manager/supervisor
- 345 (2%) Self-employed

*only correctly completed visitors application forms were used*

**only correctly completed target visitors’ application forms were used**
BREAKDOWN BY VISITORS' NATURE OF BUSINESS*

Transportation / forwarding / storage

- 3,512 (46%) - Freight forwarders
- 1,241 (16%) - Railway carriers
- 1,136 (15%) - Road carriers
- 527 (7%) - 3-4PL operators
- 304 (4%) - Customs brokers
- 280 (4%) - Sea carriers
- 250 (4%) - Hubs, warehouse complexes
- 109 (1%) - Ports, terminals
- 79 (1%) - Air carriers
- 227 (3%) - Other

7,674 unique trade visitors

* only correctly completed target visitors’ application forms were used
BREAKDOWN BY VISITORS' NATURE OF BUSINESS*

Cargo owners (manufacturing, wholesale trade, retail)

- Wholesale trade: 3,133 (44%)
- Manufacturing: 3,018 (43%)
- Retail: 902 (13%)

* only correctly completed target visitors' application forms were used
<table>
<thead>
<tr>
<th>Service/Service</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freight Forwarding / Multimodal Transportation</td>
<td>10,815</td>
</tr>
<tr>
<td>Rail Transportation</td>
<td>10,208</td>
</tr>
<tr>
<td>Road Transportation</td>
<td>9,418</td>
</tr>
<tr>
<td>Sea Transportation</td>
<td>7,864</td>
</tr>
<tr>
<td>Container shipment</td>
<td>7,800</td>
</tr>
<tr>
<td>Air Freight</td>
<td>4,876</td>
</tr>
<tr>
<td>LTL Cargo Transportation</td>
<td>4,810</td>
</tr>
<tr>
<td>Customs Services</td>
<td>3,784</td>
</tr>
<tr>
<td>IT-Solutions for transport logistics</td>
<td>3,334</td>
</tr>
<tr>
<td>Project, Outsize &amp; Heavy lift Cargo Transportation</td>
<td>3,023</td>
</tr>
<tr>
<td>Ports and Terminals, Ports Services</td>
<td>2,933</td>
</tr>
<tr>
<td>Inland Water Cargo Transportation</td>
<td>2,809</td>
</tr>
<tr>
<td>Refrigerated Cargo Transportation</td>
<td>2,643</td>
</tr>
<tr>
<td>Rolling-stock, Freight Wagons and Containers</td>
<td>2,386</td>
</tr>
<tr>
<td>3-4 PL—Operators</td>
<td>2,282</td>
</tr>
<tr>
<td>Insurance Services</td>
<td>1,902</td>
</tr>
<tr>
<td>Last Mile Delivery</td>
<td>1,535</td>
</tr>
</tbody>
</table>
VISITORS

6,064 unique visitors

from 28 countries and 72 Russian regions

3,725 specialists visited the exhibition for the first time

225 density of visitors per company
SKLADTECH VISITOR STATISTICS*

GEOGRAPHY

- **Moscow and Moscow region**: 4,260 (70%)
- **St. Petersburg and Leningrad Region**: 458 (8%)
- **Other Russian regions**: 1,160 (19%)
- **Other countries**: 186 (3%)

*only correctly completed visitors application forms were used*
* only correctly completed target visitors’ application forms were used
BREAKDOWN BY TYPE OF BUSINESS *

- 1182 (22%) - Manufacturing
- 956 (18%) - Wholesale trade
- 361 (7%) - Retail
- 188 (4%) - Equipment suppliers
- 804 (15%) - Freight forwarders
- 260 (5%) - Road carriers
- 195 (4%) - 3-4PL–operators
- 180 (3%) - Hubs, warehouse complexes
- 38 (1%) - Ports, terminals
- 365 (7%) - Other transport companies (maritime, air, railway)
- 808 (15%) - Other sectors (IT-solutions, insurance, professional associations, mass media and etc)

5337 unique trade visitors

* only correctly completed target visitors' application forms were used
BREAKDOWN BY TRADE VISITORS PROFILE*

- Food / Agricultural production: 453 (18%)
- Industrial machinery: 308 (12%)
- Construction materials: 300 (12%)
- Primary / Fabricated metals: 200 (8%)
- Automotive: 195 (8%)
- Household Appliances / Electronics / Computers: 150 (6%)
- Chemical / Oil products: 133 (5%)
- Packaging / Paper: 125 (5%)
- Domestic chemistry / Cosmetics: 85 (3%)
- Clothing / Shoes: 84 (3%)
- Furniture: 59 (2%)
- Other: 407 (16%)

* only correctly completed target visitors’ application forms were used
<table>
<thead>
<tr>
<th>Product Description</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehouse equipment</td>
<td>3,438</td>
<td>23%</td>
</tr>
<tr>
<td>IT-Solutions for warehouse logistics</td>
<td>2,616</td>
<td>18%</td>
</tr>
<tr>
<td>Shelving systems, conveyor lines</td>
<td>2,544</td>
<td>17%</td>
</tr>
<tr>
<td>Warehouse automation and robotization</td>
<td>2,193</td>
<td>15%</td>
</tr>
<tr>
<td>Handling, lifting and transporting equipment</td>
<td>2,029</td>
<td>14%</td>
</tr>
<tr>
<td>Equipment and materials for order picking and packaging</td>
<td>1,928</td>
<td>13%</td>
</tr>
</tbody>
</table>
VISITORS FEEDBACK*

- 77% of respondents attend TransRussia to find new suppliers / business partners.
- 55% attend TransRussia to meet with current suppliers / business partners.
- 58% plan to purchase services and equipment following the exhibition.
- 84% influence decisions on product / service acquisition.
- 77% only attend TransRussia among similar exhibitions in Russia.

* - Multiple choice was used
TransRussia Transport and Logistics Congress incorporates 6 industry conferences with only the most useful and up-to-date information for solving your business tasks! During 3 days of active work experts and industry leaders managed to discuss main trends, problems and opportunities that faced the government and business today.
An annual conference dedicated to the topics of global logistics. The main topics for this year were new challenges of the transport and logistics industry: impact of sanctions on transportation, new routes geography and broken transit schemes. Speakers discussed current industry problems and trying to predict how new logistics chains will be built.

2473 visitors attended this event.

6th Outsize and Heavy-Lift Cargo Carriage Conference Breakbulk Russia

Logistics of heavy and oversized cargo development during the turbulence period, new moving forward technologies, reduction and assessment of key risks, development of Russian fleet of equipment for heavy cargo transportation were among the main topics of this years’ conference.

222 visitors attended this event.

6th Conference IT-Solutions in Transport and Logistics

Experts discussed the digitalization of modern processes, shared their experience in the use of information technologies in companies. During the discussion, speakers noted the importance of continuous improvement of corporate digital ecosystems, process automation and cybersecurity.

560 visitors attended this event.

2d Industry Conference «eCommerce logistics»

Experts discussed the development of e-commerce market in the next 5 years: marketplaces consolidation, niche stores development, last mile logistics development, express delivery and pick-up point. Speakers highlighted main trends in e-commerce logistics, which are robotics, automation and artificial intelligence development.

287 visitors attended this event.

2d Conference on Enterprise Intralogistics Management

Conference was held within the framework of SkladTech special project. Speakers and experts discussed the current situation, main challenges and opportunities in intralogistics market. The main topics were decrease operating costs, improving customer orders lead-time, omni channel logistics restructuring for retailers, distributors and suppliers, robotic solutions in warehouse automation.

307 visitors attended this event.

4th Conference on Management and Optimisation of Supply Chain

Experts discussed current challenges in supply chain management at the conference. Speakers highlighted the following key tasks: focusing on availability of products on shelves, maximum transparency, supply chain joint modelling from raw materials to the shelf, creating logistics trading conditions based on the open book model, automation and digitalization of physical logistics processes.

263 visitors attended this event.
EXHIBITORS TESTIMONIALS

We are taking part in the exhibition for the first time in 15 years. The number of customers who visited our stand and received a response is simply off the scale. Of course, we devote time to everyone, sign contracts, communicate with partners. Many thanks to the organizers, everything is very clear, cool, we will definitely continue in the next one.

Vitaly Bondar
Deputy General Director,
Sovtransavto

TransRussia exhibition is a key event of the season, a key event in the transport industry, and it is certainly a very important event for the FESCO transport group. We carefully prepare for the business program, work on the preparation of the stand, schedule meetings with partners and it is very nice to see that despite all the external events this year TransRussia is still crowded, interesting, people meet, discuss new streams and it is very pleasant. The modern industry is very changeable: for some companies, hard times are coming, for others it is a matter of new opportunities.

I would like to thank the organizers of the event for arranging this event from year to year, which is very important for the entire transport of our country. Thanks!

Alexey Kravchenko
Head of sales and business development
FESCO

The number of people surprises us very much, there are simply not enough managers now to provide the necessary information to visitors. The exhibition also surprises with the number of participants, we are now also in search of new options for logistics supplies and I think we will find new partners here. Since the number of people is very large, we decided to increase the number of managers tomorrow morning to provide the necessary information to customers. The organization is very good, at the highest level, both the conference and the exhibition itself. Everything works well, smoothly, even despite the small queues that were at the beginning, thank you very much to the organizers. If we look at the future, I am sure that next year, we will also participate in the exhibition and the stand will be enlarged.

Maxim Sergeev
General Director
First

We exhibit at TransRussia for the first time. We are really happy to join this wonderful event, we’ve met a lot of our existing partners and noticed a huge interest from our potential clients. We have planned a lot of business meetings during the show period, have signed a few key agreements with our partners and clients, we think that this is a great meeting point and real opportunity to set a trend and a lamp for future year. We want to thank the organisers for the great show and we will be happy to participate the next year.

Anton Karshin
Head of Corporate Communication Department
RZD Logistics

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Nikolay Kulagin
General Director,
STELKON

The exhibition is wonderful because it gives an opportunity to establish new partnerships. Every year of participation in TransRussia, we see that the number of visitors is only increasing, this is also an advantage of this exhibition, since visitors are always our bread. After all these meetings, a large sales funnel is formed, it becomes not only some kind of acquaintance, but also business cooperation in the future. Contracts are signed both at the exhibition and after the exhibition itself.

Alexey Polyakov
Head of sales,
NOBLELIFT

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Vitaly Bondar
Deputy General Director,
Sovtransavto

We have been participating in the exhibition for several years and consider it an important, necessary event in the business calendar. This is a really good opportunity to meet with potential partners, existing clients, make appointments, negotiate, agree on some important areas, maybe adjust your actions, your strategy, tactics, listen to what partners, clients, colleagues are saying, find out what new products are on the market. It is a good opportunity to participate in the business program, find out the market situation, some pressing issues, new technologies, what colleagues are doing in the shop, tell about their new directions, products, services. Of course, the exhibition is going on fruitfully, there are already certain agreements, there are understandings in those areas in which it is possible to develop, and I think this event will bring us a really good result.

Anton Karshin
Head of Corporate Communication Department
RZD Logistics
27th International Exhibition for Transport and Logistics Services, Warehouse Equipment and Technologies

April 17–19, 2023
Crocus Expo, Moscow, Russia

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