

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### 25th International Conference for Cargo Owners, Logistics Specialists and Carriers TransRussia

#### APRIL 12-13

Currently, one of the main global logistics trends is collaboration, interaction and active dialogue of all market participants. Cooperation helps to solve existing tasks more quickly, correctly set new ones and move towards their implementation.

Of course, one of the key challenges facing the country's economy is digitalization, optimization and automation of the transport industry. Plans have been developed and an active implementation process is underway. But along the way, there are a large number of restrictions, primarily related to the legislative framework, which needs to be adapted to current realities.

This year, we will continue to consider the main tasks and prospects for the development of the transport and logistics complex within the framework of the implementation of national projects: what problems the industry has faced during the year of projects implementation, what steps have already been taken, and what still needs to be implemented by business and the state.

**On 12-13 April**, within the framework of the conference, we will review the main trends, changes, problems and projects in the field of transport and logistics services.

#### Target audience:

- Executive and commercial directors, Vice-presidents, business development directors and logistics directors of the largest transport and logistics companies, freight forwarders
- Managers and representatives of logistics departments of Russian and international trade and production companies
- Representatives of transport ministries, committees and departments of the CIS and Baltic countries, the EEC, the EAEU
- Heads of representative offices of industry associations, transport departments and committees of the Russian Federation
- Managers and representatives of service companies (insurance, IT, consulting, customs services, etc.)

**Participation: free of charge (exhibition electronic ticket-based)**

**Conference language: Russian / English / Chinese**



**- simultaneous translation**

#### PROGRAMME

April 12, Monday

10:10-10:30

**EXHIBITION AND CONGRESS OPENING**

**TRANSRUSSIA MAIN**



**Welcome words from VIP-guests**

**ARENA**

**(Pavilion 1.4)**

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

10:30-13:00



### PLENARY DISCUSSION

«Development of cargo transportation in modern realities: Trends, prospects, limitations, new opportunities»

#### Topics to be discussed:

- New growth opportunities and constraints to the development of the Russian transport industry. State of the Russian transport services market. Plans for 2021
- Logistics trends in 2020-2021: how the crisis is changing the freight market
- Technological and legislative innovations in the freight transport sector
- Transit development. Speed and time of cargo delivery. Role of subsidies in transit transport of goods
- Market consolidation. Digitalization as an element of combining all types of transport

#### Moderator:

**Gennady Bessonov**, Secretary General, International Coordinating Council on Trans-Eurasian Transportation (CCTT); Head of the CCTT representative office

#### Speakers invited to participate:

**Dmitriy Zverev**, State secretary - Deputy Minister of Transport of the Russian Federation\*

**Emil Kaikiev**, Member of the Board (Minister) for Energy and Infrastructure, **Eurasian**

**Ruslan Davydov**, First Deputy Head, **Federal Customs Service**

**Sergey Pavlov**, First Deputy General Director (Development of Foreign Business and International Activities), **Russian Railways**

**Fabio Amato**, Senior Vice President for Strategy and Business Development, **Mercitalia Rail**

**Sergey Shishkarev**, Chairman of the Board, **Management Company "Delo"**

**Li Zhimin**, Secretary General, **China International Freight Forwarders Association (CIFA)**

**Alexey Grom**, General Director, Chairman of the Board, **United Transport and Logistics Company - Eurasian Railway Alliance**

**Arkady Korostelev**, President, Chairman of the Board, **FESCO**

**Stanislav Georgievsky**, Vice President, **Russian Export Center**

**Kanat Alpysbayev**, Chairman of the Board, **Kazpost**

**Igor Chebunin**, Member of the Board, Deputy General Director for Logistics, **Russian Post**

TRANSRUSSIA MAIN  
ARENA  
(Pavilion 1.4)

#### Co-organizer:

International Coordinating  
Council on Trans-Eurasian  
Transportation



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### PROGRAMME

April 12, Monday

14:30-17:30



#### PANEL DISCUSSION

«Future of container shipment»

##### Topics to be discussed:

- Impact of COVID-19 on the development of container transportation
- China - Europe - China rail container services in the face of reduced subsidies and imbalances in cargo flows
- Geography expansion and new multimodal services
- Containerisation of agrologistics
- Digitalisation of logistics services

##### Moderator:

**Natalya Stepanova**, Deputy Secretary General of the **International Coordinating Council on Trans-Eurasian Transportation**

##### Speakers invited to participate:

**Dmitry Murev**, CEO, **RZD Logistics**

**Mikhail Selyutin**, Director of Strategic Development, **UTLC ERA**

**German Maslov**, Vice-President for Line and Logistics Division, **FESCO**

**Thomas Lamglotz**, Commercial Director / Prokurist, **Mukran Port**

**Olga Melnikova**, President of the Russian Association of Freight Forwarding and

**Inessa Yakovleva**, Deputy Head, Informatization Department; Head, Department of Automated Cargo Transportation Management Systems, **Russian Railways**

**Mikhail Ivanov**, Deputy General Director for Commercial and Operations, **Eurosib SPb-TS CJSC**

**Alexander Akhmedov**, Deputy Director for Sales and Customer Service, **TransContainer**

**Stanisław Wojtowicz**, Deputy Director, Bureau of Investor Relations Development and Marketing, **PKP Cargo**

**Martin Koubek**, Head of Silk Road, **METRANS Group**

**Alberto Grisone**, Director, Network Development in Russia, **Hupac Intermodal SA**

**Jacky Yan**, Vice-President, **CNTrans International Ltd**

**Alexander Baskakov**, Director, **Rail Cargo Logistics-RUS**

**Olli Pohjanvirta**, CEO, Chairman of the Board, **Nurminen Logistics**

**Ludwig Tarkhanyan**, General Director, **Europack**

**Artem Barshai**, General Director, **Soyuzkhimtrans-Auto**

**Ekaterina Kozyreva**, President, **IEC International**

**TRANSRUSSIA MAIN ARENA**  
(Pavilion 1.4)

##### Co-organizer:

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Transportation



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### PROGRAMME

April 13, Tuesday

10:30 - 12:00

#### DISCUSSION SESSION

TRANSRUSSIA MAIN ARENA

«Post-COVID transformation of the air cargo market»

(Pavilion 1.4)

#### Topics to be discussed:

- Main trends, problems and tasks of transport logistics in air cargo transportation in new realities. Increased competition. How the industry is adjusting to change
- Cargo-only flights - a forced necessity or a new reality?
- Transportation of vaccines as the main trend in 2021
- Advanced technologies in the operation of air cargo terminals
- Introduction of an electronic air waybill
- Information interaction of carriers with the customs authorities of the Russian Federation. Interaction problems, as well as possible solutions based on the customs legislation of the EAEU
- How to minimize costs without losing quality and delivery speed

#### Moderator:

**Alexey Tabakov**, Head of Cargo Transportation Department, **Rossiia Airlines**

#### Invited Speakers:

**Petr Novozhenov**, Regional Director for Russia and the CIS, **Air Bridge Cargo**

**Georgy Alikoshvili**, Deputy General Director for International Business, **Russian Post**

**Information interaction of carriers with the customs authorities of the Russian Federation. Interaction problems, as well as possible solutions based on the customs legislation of the EAEU**

**Elena Novikova**, Head of the Department of Customs Activities, **S7Cargo**

**Elena Konkina**, Deputy General Director - Commercial Director, **Moscow Cargo**

**Transformation of the aviation industry in new realities. Vaccine transportation as the main trend in 2021**

**Maria Bondareva**, Director of International Logistics Department, **DHL Global Forwarding**

**Marat Artuganov**, CEO, **Boxberry International**

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

10:30 - 11:30

**OPEN DIALOGUE with RZD-Partner**

«Competitive environment as an incentive for the development of railway transport.  
Prospects for the emergence of private carriers»

**Topic to be discussed:**

- Attraction of private investments in the renewal of the traction rolling stock: can they help reduce the deficit in the investment program of Russian Railways?
- Experience of working with our own train formations: regulatory framework, tariff conditions, cargo and routes
- Pros and cons of the emergence of private carriers. Could the liberalization of traction lead to an additional load on infrastructure and an increase in the cost of transportation?
- Demonopolization of the passenger transportation market: did the passenger benefit in the end?

**Moderator:**

**Alexander Retyunin**, editor-in-chief, **RZD-Partner magazine**

**Speakers:**

**Alexander Sapronov**, Logistics Director, **SUEK**

**Yuri Sokolov**, Doctor of Economics, Professor, Director of the Institute, **RUT (MIIT), Institute of Economics and Finance**

**Ekaterina Nesteruk**, Deputy Director for Development and Marketing, **Gradalogistic (Belarus)**

**Pavel Ivankin**, President, **Railway Transport Research Institute**

**Tatiana Gorovaya**, Vice President, **CSP**

**Alexey Druzhinin**, Executive Director, **Union of Railway Transport Operators**

12:30-14:00

**DISCUSSION SESSION**

«Development of ports and maritime logistics: growth points and bottlenecks»

**Topics to be discussed:**

- Has the COVID crisis affected the strategic plans and how?
- What cargoes will provide an increase in cargo turnover in the next 5 years and in which basins will the greatest increase be observed?
- Will the structural changes in the energy markets lead to a decrease in the volume of transshipment of coal and oil products? Can this risk be considered when developing infrastructure?
- Synchronization of the development of maritime transport, ports and railway infrastructure. How to avoid bottlenecks?

**Moderator:**

**Alexey Romanenko**, Managing Director, **Alvarez & Marsal**

**Speakers:**

**Andrey Yashchenko**, Senior Vice President for Strategy and Finance, **Management Company "Delo"**

**Denis Ilatovsky**, Deputy General Director, **NTK JSC**

**Igor Terentyev**, First Deputy General Director, **PJSC "NMTP"**

**Alexey Gaidukov**, Director of the Commercial Department and acting Director of the Production Department, **PJSC "VMTP"**

**CONFERENCE HALL G  
(Pavilion 1)**

**Partner:**

**RZD-Partner**



**TRANSRUSSIA MAIN ARENA  
(Pavilion 1.4)**

**Knowledge partner:**

**Alvarez & Marsal**



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

**Andrey Shepel**, Logistics Director, **Apatit**

**Vladimir Sosipatorov**, General Director, **Atlant**

**Ivan Grigorovich**, General Director, **RZD-Invest**

**Anna Orlova**, Deputy General Director for Strategy and Product, **OWC** / Executive Director, **VNICTT LLC**

**Yuri Gilts**, Managing Director, **Volga Flot**

14:30-16:30

### STRATEGIC SESSION

«The era of change. What will happen on the road freight logistics market in the next 2 years?»

#### Topics to be discussed:

The main factors influencing the market of road freight transport and road freight logistics in recent years are:

- Regulatory activity of the state
- Course towards accelerated digitalization of everything
- In the past year, they were complemented by a protracted pandemic and related changes in consumption patterns - the flourishing of online commerce

#### Moderator:

**Andrey Ionin**, Chief Analyst, **Digital Transport and Logistics Association**

#### Speakers:

**Alexey Bakirey**, Director of the Department of State Policy in the Field of Automobile and Urban Passenger Transport, **Ministry of Transport of the Russian Federation**

**Alexander Ovanesov**, Managing Partner, **Arthur D. Little Rus**

**Vladimir Tyan**, Managing Director, Sovtransavto Group of Companies, Chairman of the Management Board, **National Union of Transport and Logistics Experts**

**Anton Zamkov**, General Director, RT-INVEST Transport Systems LLC, Director, **Digital Transport and Logistics Association**

**Evgeniy Shakalida**, General Director, **Trasko**

**Kirill Kuzmenko**, Managing Director, **Transport Business Unit X5 Retail Group**

**Evgeny Babaev**, President, **ITECO Group of Companies**

TRANSRUSSIA MAIN ARENA  
(Pavilion 1.4)

Co-organizer:



НАЦИОНАЛЬНЫЙ СОЮЗ ЭКСПЕРТОВ  
В СФЕРЕ ТРАНСПОРТА И ЛОГИСТИКИ

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### 5th Outsize and Heavy-Lift Cargo Carriage Conference Breakbulk Russia

April 12, Monday  
CONFERENCE HALL F (Pavilion 1)

What are the growth strategies of the leading market players? How can we continue to develop and improve the efficiency of business processes? What conditions are necessary for this, and what new growth points do industry leaders see?

During the conference, we will discuss the most relevant topics and present key cases of the oversized transportation and project cargo market in 2020. Traditionally, representatives of the entire logistics chain will gather on one platform and discuss a comprehensive view of the market and key development vectors.

The topic of the conference in 2021: **"Growth Strategies in project logistics"**.

#### Conference target audience:

- Logistics Directors of production companies (cargo owners)
- General Directors of logistics companies
- Project managers for transportation of oversized cargo of logistics companies
- General and Commercial Directors of rigging companies

**Participation:** free of charge (exhibition electronic ticket-based)

**Conference language:** Russian

#### PROGRAMME

April 12, Monday

PROGRAMME		CONFERENCE HALL F (Pavilion 1)
April 12, Monday		
12:00-13:30	<b>PANEL SESSION</b> <b>«New opportunities for growth in a changed environment: development strategies for industry leaders»</b> <b>Moderator:</b> <b>Elena Prikhodko</b> , Head of company, <b>PETITE LOGIST</b>	
12:00-12:20	<b>Topics and speakers:</b> <b>Market overview of projects and project logistics in a pandemic, economic and political challenges</b> <b>Marat Yarullin</b> , Project Logistics Director, <b>FESCO</b>	
12:00-12:40	<b>New realities and development prospects in oversized transportation, taking into account the latest trends</b> <b>Evgeny Romanov</b> , Head of Project Transportation Department, <b>Center for Railway Technologies Oversized</b>	
12:40-13:10	<b>New project management strategies</b> <b>Vladimir Dorokhov</b> , Director for Regional Development, <b>STS LOGISTICS</b>	
13:10 – 13:30	<b>Analysis of changes in 2020 in the oil and gas and energy industries, as the main consumers of project logistics services</b> <b>Eldar Ibragimov</b> , Development Manager of Oversized and Project Transportation Department, <b>STA LOGISTIC</b>	

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

- 13:30-13:45** **New opportunities and formats of cooperation for the transportation of oversized cargo**  
**Vladimir Vinogradov**, Head of Export Development and New Business Lines Department,  
**RUSSIAN POST**
- 13:45-14:00** **PANEL DISCUSSION** **CONFERENCE HALL F**  
**«Industry development forecast for the next year. What should logistics companies**  
**prepare for?»** **(Pavilion 1)**  
**Speakers:**  
**Marat Yarulin**, Project Logistics Director, **FESCO**  
**Evgeny Romanov**, Head of Project Transportation Department, **Center for Railway**  
**Technologies Oversized**  
**Vladimir Dorokhov**, Regional Development Director, **STS LOGISTICS**  
**Sergey Rudnichok**, Head of Project Logistics, **JSC "Russian Railways Logistics"**
- 15:00-17:30** **PROJECT SESSION** **CONFERENCE HALL F**  
**«Key projects for 2020»** **(Pavilion 1)**  
**Topics and speakers:**
- 15:00-15:20** **Railway delivery of project cargo**  
**Sergey Rudnichok**, Head of Project Logistics, **JSC "Russian Railways Logistics"**
- 15:20-15:40** **Autoclave delivery to the Amursk MSC**  
**Alexey Shramko**, Head of Design and Engineering Department for KTG Transportation,  
**BARRUS PROJECTS**
- 15:40-16:00** **Transportation of oversized cargo of limiting dimensions along the inland waterways of**  
**the Russian Federation**  
**Anton Sumin**, Head of Logistics Group, **INTERTEHELEKTRO**
- 16:00-16:20** **Development of design solutions for the installation of complex projects**  
**Evgeny Glazyrin**, Rigging Director, **100 TONS INSTALLATION**
- 16:20-16:40** **Features of multimodal transportation of oversized cargo in the Russian Federation**  
**Egor Tarasov**, Founder, **ROKOTT Trans**
- 16:40-17:00** **Transportation of oversized equipment for the petrochemical industry**  
**Nikolay Khomutinnikov**, Marketing Director, **INTERRAIL SERVICE**
- 17:00-17:30** **Summing up the results of the conference. Answers to participants' questions**



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### 5th Conference IT Solutions in Transport and Logistics

April 12, Monday

CONFERENCE HALL G (Pavilion 1)

For 5 years in a row, the conference "IT Solutions in transport and logistics" evaluates the forecasts made, summarizes the announced plans, discusses the prospects for the next year, exchanges views and searches for ways to overcome problems and mitigate risks.

This year, leading market players, professional experts and entrepreneurs will discuss the digitalization of the logistics industry. Of course, the focus will be on changing conditions and emerging risks in the organization of logistics chains. Experts will share their experience of how information technologies helped during the pandemic, as well as discuss the processes that have changed in this regard and what should be emphasized in the development of technologies. Major consumers of transport services will also take part in the discussion and present their views on improving logistics services. In dialogue format, participants will discuss problems of interaction of the cargo owner (consignee) and the carrier: what does sides, as this contributes to the digitalization, as to abide by the terms and agreements to make supply chain robust and transparent, that will minimize the risks and fears of counterparties and display the first seamless communication and cooperation possibilities.

**Conference target audience:**

- Heads of transport and logistics companies, freight forwarders
- Logistics Directors, Heads of IT departments of trade and production companies and enterprises
- IT Directors of transport and logistics companies, freight forwarders
- Managers and IT Directors of distribution centers and warehouses
- Representatives of suppliers and integrators of IT products and solutions

**Participation:** free of charge (exhibition electronic ticket-based)

**Conference language:** Russian

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### PROGRAMME

April 12, Monday

12:00 - 14:30

**PANEL SESSION**

**«IT-solutions in transport»**

**CONFERENCE HALL G  
(Pavilion 1)**

**Topics to be discussed:**

- Transport infrastructure for logistics 2021-22
- What lessons the industry has learned from the dramatically changed situation. What did it affect?
- Changes in the medium - and long-term IT strategy of companies?
- How technology saved the logistics business during the pandemic. Creating a controlled delivery space, instead of cross-border interaction.
- Return on investment from investments in digital systems.
- How are advanced technologies in logistics chains (Internet of things, telematics, blockchain, big data and clouds) changing logistics today?
- Cross-platforms and freight exchanges.
- Creating a single trusted environment for market participants (big data, electronic documents (waybill, invoice), insurance telematics).
- The development of digital doubles of vehicles.
- What are the new demands of the logistics market for its participants?
- Optimization of multimodal cargo transportation, creation of platform solutions for seamless transportation using traceability systems and electronic goods and transport documents.
- What is the need of modernization of the legislation and elimination of logistical constraints?

**Moderator:**

**Anton Kurash**, Expert in the field of transport and logistics

**Topics and speakers:**

12:10-12:30

**Topic to be confirmed**

**Dmitry Bakanov**, Director of the Digital Development Department, **Ministry of Transport of the Russian Federation**

12:30-12:45

**Multimodal way of digitalization of the transport and logistics industry**

**Dinar Gainutdinov**, General Director, **Digital Ecosystems**

12:45-13:00

**How to achieve advantages in the modern logistics market and attract new customers**

**Denis Kulakov**, Head of the Center of Expertise, **SAP, Transport**

13:00-13:15

**Digitization of the Cargo Supply Chain: Navis' Global Experience**

**Lev Aispur**, Account Executive, **Navis**

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

13:15-13:30	<b>Topic to be confirmed</b> <b>FESCO</b>
13:30-13:45	<b>Experience in integrating freight forwarders with existing blockchain solutions - Tradelens (Maersk) and Smart contracts (RZD)</b> <b>Dmitry Malakhov</b> , Head of Software Department, <b>"Module"</b>
13:45-14:00	<b>Marking 2.0: Itella's hands-on experience</b> <b>Nikolay Galkin</b> , IT Director, <b>Itella</b>
14:00-14:15	<b>Experience of digitalization of logistics at SIBUR</b> <b>Ivan Kaptsov</b> , Head of Logistics Digitalization, <b>SIBUR</b>
14:15-14:30	<b>Digitalization of logistics of a large industrial company</b> <b>Dmitry Leontiev</b> , Head of Logistics, <b>Sveza-Les</b>

### PROGRAMME

April 12, Monday

14:30-15:00	<p><b>DISCUSSION</b></p> <p><b>«What can the IT market expect in the transport sector at the end of 2021-start of 2022?»</b></p> <p><b>Topics to be discussed:</b></p> <ul style="list-style-type: none"> <li>• What will the IT market expect in the transport industry in late 2021-early 2022?</li> <li>• How can supply chain participants interact effectively?</li> <li>• The dependence of the cross-border supply. Their localization. Will this become a new model</li> <li>• Monitoring the condition and location of the cargo</li> </ul> <p><b>Moderator:</b> <b>Anton Kurash</b>,</p> <p><b>Topics and speakers:</b></p> <p><b>Dmitry Bakanov</b>, Director of the Digital Development Department, <b>Ministry of Transport of the Russian Federation</b></p> <p><b>Dmitry Malakhov</b>, Head of Software Department, <b>"Module"</b></p> <p><b>Vladimir Grigoruk</b>, IT Director, <b>NAWINIA RUS</b></p> <p><b>Dinar Gainutdinov</b>, General Director, <b>Digital Ecosystems</b></p> <p><b>Nikolay Galkin</b>, IT Director, <b>Itella</b></p> <p><b>Ivan Kaptsov</b>, Head of Department, Digitalization of Logistics, <b>SIBUR</b></p> <p><b>Dmitry Leontiev</b>, Head of Logistics, <b>Sveza-Les Company</b></p>	<p><b>CONFERENCE HALL G</b> <b>(Pavilion 1)</b></p>
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## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### PROGRAMME

April 12, Monday

15:15 - 17:00

#### STRATEGIC SESSION

##### «Quick digital wins»

##### Topics to be discussed:

- Key strategic directions of logistics development: digital transformation for business
- Document flow in digital form: from experiments in road freight transport to expansion to all types of transport
- Internal digital transit: new opportunities for cargo transportation from the electronic navigation seal

##### Moderator:

**Anton Zamkov**, Director of the **Digital Transport and Logistics Association (DTLA)**,  
General Director of **RT-Invest Transport Systems**

##### Invited Speakers:

**Kirill Bogdanov**, Deputy Minister of Transport of Russia, Chairman of the Supervisory Board of the **Digital Transport and Logistics Association**

**Ruslan Davydov**, First Deputy Head, **Federal Customs Service**

**Evgeny Charkin**, Deputy General Director of Russian Railways, Member of the Supervisory Board of the **Digital Transport and Logistics Association (DTLA)**

**Fedor Novikov**, Head of the Electronic Document Management Department of the **Federal Tax Service of Russia**

**Vladimir Tyan**, Managing Director of the group of companies "**Sovtransavto**"

##### Speakers:

**Dmitry Bakanov**, Director of Digital Development Department, **Ministry of Transport of the Russian Federation**

**Larisa Korshunova**, Director for Government Relations, **United Transport and Logistics Company - Eurasian Railway Alliance JSC (UTLC ERA)**

**Oleg Vinichenko**, Executive Director, **Digital Solutions for Regions Directorate, Sberbank**

**Artem Popov**, Director of the Project Management Department, **Center for the Development of Digital Platforms**

**Olga Fedotkina**, Executive Director, **National Union of Transport and Logistics Experts (SEL)**

**Alevtina Kirillova**, Chairperson of the Scientific and Technical Council, **Digital Transport and Logistics Association (CTL)**, Head of the Project Office - Deputy General Director, **Russian Railways Logistics**

**Pavel Polyakov**, Chairman of the Committee on Commercial and Legal Issues, **Association of Commercial Sea Ports**

**Andrey Anufriev**, Financial Director of Agro-Auto, **X5 Retail Group**

**Boris Rybak**, Chairman of the **Interdisciplinary Expert Council for the Development of the Freight Automobile and Road Industry**

CONFERENCE HALL G  
(Pavilion 1)

Strategic partner:



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### eCommerce logistics Industry Conference

April 13, Tuesday

The massive transition to online has set retail a difficult task. Online trading is developing rapidly, capturing new markets and facing new obstacles. Many people are rebuilding their business processes, optimizing them, and implementing innovations. Teams and approaches to working with customers and suppliers are being rebuilt. What will the e-Commerce market look like tomorrow? What to prepare for? Challenges. Opinions. Decisions. We invite you to join us, discuss the development prospects and share your experience of moving to the digital world.

The theme of the conference in 2021: **"a New level of logistics in e-Commerce. Work with suppliers. Warehouse. The last mile"**

#### Conference target audience:

- General Directors and Directors for online stores logistics
- Directors of Logistics and Supply Chains of retail companies
- Directors of Marketplaces Logistics
- General Directors, logistics directors, commercial directors and development directors of transport and logistics companies, freight forwarders

**Participation:** free of charge (exhibition electronic ticket-based)

**Conference language:** Russian

#### PROGRAMME

April 13, Tuesday

PROGRAMME		CONFERENCE HALL G (Pavilion 1)
12:00 - 13:30	<b>PANEL SESSION</b> <b>«Opportunities of digital reality: logistics of online stores and marketplaces»</b> <b>Session Topics:</b> <ul style="list-style-type: none"> <li>• Food logistics. How do I work with large order flows?</li> <li>• Opportunities to increase the company's profit through proper logistics in the DIY market</li> <li>• Logistics in the Fashion industry. New standards for working with clients</li> <li>• Working with marketplaces (what prep and FBS are, what is the difference, product preparation, integration, working conditions, life hacks)</li> <li>• Honest sign. Problems of product labeling and complexity of working with the system.</li> </ul> <b>Action plan</b> <b>Moderator:</b> <b>Ruslan Fakhrtidinov</b> , Director for Transport Logistics, <b>DETSKIY MIR</b> <b>Topics and speakers:</b>	
12:00-12:15	<b>How has e-commerce changed: new requirements for logistics processes?</b> <b>Ekaterina Borisoglebskaya</b> , Head of Delivery Project Office, <b>Yandex Go</b>	
12:15-12:30	<b>Sending through transport companies. Choosing the best price for order delivery, promptly receiving documents for shipments, working with your verified shopping malls through a single cabinet in the web interface</b> <b>Andrey Pavlovets</b> , Logistics Director, <b>Phytomarket - Healthy Life Store</b>	

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

12:30-12:45 **A new level of logistics in e-commerce. Work with providers. Warehouse. Last mile**

**Vasily Zhaivoronok**, Head of E-Commerce Department, **RUSSIAN POST**

12:45-13:00 **Honest sign. Problems of product labeling and the complexity of working with the system**

**Sergey Vatazhitsyn**, Director, **WEILANDT ELEKTRONIK**

13:00-13:15 **Working with marketplaces (what prep and FBS are, what is the difference, product preparation, integration, working conditions, life hacks)**

**Oksana Lyubivaya**, CEO, **PROSTORE BY LYUBIVAYA**

13:15-13:30 **Logistics and Covid-19: Business Readiness for New Realities?**

**Ekaterina Savina**, Head of Logistics Department of Eastern Europe and Asia, **LENOVO**

14:00 - 15:30 **PROJECT SESSION**  
**«Warehouse logistics»**

**CONFERENCE HALL G**  
**(Pavilion 1)**

### **Session Topics:**

- Warehouse market. Purchase. Rent. Pricing
- Approaches to the implementation of the Dark Store concept
- Fulfillment. New opportunities in a new reality
- Systems of automation of warehouse logistics
- Solutions for storage, collection and order picking
- Working with returns

### **Topics and speakers:**

14:00-14:15 **Fulfillment for marketplaces and sellers**

**Anna Kolomenskaya**, Head of fulfillment development, **RUSSIAN POST**

14:15-14:30 **What should be a warehouse for urban logistics?**

**Alexander Perfiliev**, Commercial Director, **GHELAMCO LLC**

14:30-14:50 **Approaches to the implementation of the Dark Store concept**

**Alexander Kobylin**, Development Director, **TEKHNOPRIBOR**

14:50-15:10 **Fulfillment. New opportunities in a new reality.**

**Denis Arsentiev**, Chief Operating Officer, **OTTO GROUP RUSSIA**

16:10-15:30 **Systems of automation of warehouse logistics**

**Dmitry Novikov**, Director, **REWOKER**

15:30-15:50 **Logistic outsourcing and customer service**

**Maria Burmistrova**, Head of B2C Segment Development Department, **DPD IN RUSSIA**

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### PROGRAMME

April 13, Tuesday

16:00 - 17:30

#### PROJECT SESSION

«The Last mile. How do you make logistics part of the customer service?»

CONFERENCE HALL G  
(Pavilion 1)

#### Session Topics:

- Creating your own courier service: Risks and difficulties of working during peak periods. How do I prepare for maximum load? How do I create pick-up points that are convenient for customers?
- Effective use of the online order collection and delivery service by stores to the offline store
- Last mile monitoring on the marketplace side (key metrics and KPIs, online monitoring tools, performance analysis)

#### Topics and speakers:

16:00-16:20

**Pick-up points - like a new last mile driver**

**Denis Dyachenko**, Director of Partner Logistics Programs, **OZON**

16:20-16:40

**The last mile. How to make logistics a part of customer service?**

**Nadezhda Romanova**, CEO, **PICKPOINT**

16:40-17:00

**Last mile control on the marketplace side (key metrics and kpi, online monitoring tools, performance analysis)**

**Yakov Poletaev**, Director of the Last Mile, **ALIEXPRESS RUSSIA**

17:00-17:30

**Summing up the conference results**

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### 1st conference on enterprise intralogistics management

April 13, Tuesday

The coronavirus pandemic has brought major changes to all the processes of intra-production logistics. At the forefront is the reduction of risks due to the human factor and, as a result, the automation of almost all the processes of the enterprise's intralogistics, the speed and accuracy of the warehouse operation.

What plans, trends and best practices exist in the industry, what technologies are currently leading, what competitive advantages do industry leaders have, these and many other issues will be discussed at this year's event.

How to automate internal logistics at enterprises as efficiently as possible, taking into account the specifics of the business, what points should you pay attention to when choosing a particular warehouse management system? How to calculate the effect and develop a personnel management strategy? Where is the market going and what changes are taking place? These questions are relevant for absolutely any company. There are no universal answers to them: the processes must be aligned with the overall business development strategy.

The 1st Conference on Enterprise Intralogistics Management is an effective platform for discussing achievements, sharing experience with experts and industry leaders. Review of modern solutions, case studies, analysis of errors and failures, a comprehensive view of problems and tasks.

**Conference target audience:**

- Heads and representatives of transport and logistics companies and freight forwarders
- Heads and representatives of warehouse services providers
- Heads and representatives of warehouse logistics departments of commercial and industrial enterprises, trade chains, and industrial enterprises
- Representatives of IT products and solutions suppliers and integrators

**Participation:** free of charge (exhibition electronic ticket-based)

**Conference language:** Russian

### PROGRAMME

April 13, Tuesday

11:30 - 13:00

#### PANEL DISCUSSION

«Company's intralogistics: trends, company plans, technologies and best practices»

CONFERENCE HALL F  
(Pavilion 1)

**Topics to be discussed:**

- What drivers in 2021 will be decisive for the development of intralogistics
- What competitive advantages does Intralogistics create for business?
- What logistics technologies are the most effective in solving the main business problems
- The most significant cases in solving these issues

**Moderator:**

**Vasily Demin**, Doctor of Technical Sciences, Deputy Director, **Coordination Council of Logistics**

**Speakers:**

**Kirill Tupin**, Logistics Director, **Renna Holding Group**

**Pavel Kazanovskiy**, General Director, **BITSERVICE**

**Vasily Demin**, Doctor of Technical Sciences, Deputy Director, **Coordination Council of Logistics**

Partner:





## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

13:30 - 15:00

### PROJECT SESSION

#### «Internal logistics of industrial enterprises»

##### Topics to be discussed:

- How to identify and eliminate the main losses in the internal logistics of industrial enterprises
- Experience of digitalization of logistics of an industrial enterprise
- Optimization of the logistics support of the production enterprise
- Setting up the balance for in-house / outsourcing in the logistics of an industrial enterprise
- Creation of an effective inventory management system in an industrial holding

##### Moderator:

**Vasily Demin**, Doctor of Technical Sciences, Deputy Director, **Coordination Council of Logistics**

##### Topics and speakers:

#### Experience of digitalization of logistics of an industrial enterprise

**Maxim Shapochka**, Head of Strategic Development Department, **United Metallurgical Company**

#### Setting up the balance for in-house / outsourcing in the logistics of an industrial enterprise

**Pavel Darvin**, Senior Manager, Warehouse Logistics, **Terminals and Technical Service SIBUR**

#### Complex solutions in logistics. Implementation of 4 PL logistics in the enterprise, the main advantages

**Sergey Feodotov**, Director of the Department of Planning and Supply Control, **LocoTech**  
**David Shamaev**, Sales Director, **SALAIR**

#### How to identify and eliminate the main losses in the internal logistics of industrial enterprises

**Vasily Demin**, Doctor of Technical Sciences, Deputy Director, **Coordination Council of Logistics**

#### Creation of an effective inventory management system in an industrial holding

**Gadzhiramazan Verdiev**, Expert, **CCL Professional Community**

CONFERENCE HALL F  
(Pavilion 1)

Partner:



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

15:30 - 17:30

**FIELD SESSION OF THE CUSTOMS AND TRANSPORT COMMITTEE OF THE FRANCO-  
RUSSIAN CHAMBER OF COMMERCE AND INDUSTRY**  
«Traceability and labeling in logistics»

**CONFERENCE HALL F  
(Pavilion 1)**

**Topics to be discussed:**

- Traceability and labeling from the perspective of the service provider
- Regulator's view on mandatory labeling
- Marking of certain product categories - perfumery, clothing and footwear, tires, medicines. Problems and solutions. Discussion.

**Session supported by:**



**Moderator:**

**Alexey Misailov**, Co-Chairman of the Customs and Transport Committee of the **Franco-Russian Chamber of Commerce and Industry**, Commercial Director, **FM Logistic Russia**

**Speakers:**

**Anton Shevchenko**, Head of Operation and Technical Support Department "National Catalog", **CRPT**

**Andrey Chernyshev**, Head of Logistics Department, **LVMH Perfumes & Cosmetics**

**Anastasia Osipova**, Head of Customs Operations Department, **Michelin**

**Denis Filimonov**, Director of Supply Chain, **Ipsen Pharma**

## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### 3rd conference on management and optimization of supply chain

April 14, Wednesday

How to improve the efficiency of logistics processes and operations and reduce the cost of processing and delivery of goods? How to find the optimal balance between the level of customer service and logistics costs? How to exclude operations that do not create value for customers and reduce the company's profit? How to make all the processes of management of logistics worked well and smoothly?

We will discuss these and other issues in an open dialogue mode at the Conference on Supply Chain Management and Optimization together with experts and leaders of the retail and FMCG industries.

Exchange of real experience, discussion of trends and trends of development, new challenges and pain points in logistics and supply chains at the leading exhibition for transport and logistics services, warehouse equipment and technologies TransRussia.

#### Conference target audience:

- Managers and specialists in logistics and supply chains of trading companies
- Managers and specialists in logistics and supply chains of industrial and manufacturing companies
- Managers and representatives of transport, logistics and forwarding companies
- Directors and representatives of distribution centers and companies providing warehouse storage services

**Participation:** free of charge (exhibition electronic ticket-based)

**Conference language:** Russian

### PROGRAMME

April 14, Wednesday

11:00 - 13:30

#### PANEL SESSION

«Retail club - Club of Directors for logistics and supply chains»

TRANSRUSSIA MAIN ARENA  
(Pavilion 1.4)

#### Moderator:

**Yrysbek Tashbaev**, Executive Director, **Supply Chain Professionals Council**

Partner:

#### Speakers:

**Anastasia Sorokoumova**, Director of Operational Planning Dpt, **Magnit**

**Irina Vinogradova**, Purchasing and Logistics Director, **Avantmarket**

**Yulia Voronova-Slivenitsyna**, Director for Logistics and Supply Chain Management,  
**Westwing Russia**

**Maxim Granik**, Director of Logistics, North-West Division, **DNS**

**Olga Matron**, Head of the Legal Department for Support of Sales and Logistics  
Operations, **Siberian Anthracite**

**Igor Tatarenko**, Director of the Product Catalog and Content Department, **Dochki-Svnochki**

**Svetlana Skvortsova**, Director of Operations Planning, **X5 Retail Group**



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

### TRANSRUSSIA LECTURE HALL

**April 12-14, 2021**  
**Pavilion 1, Hall 3**

A new content zone, featuring a number of business events, will be held. Thus will include the following: educational lectures, round tables, project sessions and public talks on the topics of insurance, cold chains, LCL-cargo, factoring, etc. This program will offer the most indispensable and critical information to help run your business. Speakers are practitioners who are ready to share their experience, reveal secrets on how you can grow your customer base, and increase the competence of the professional community.

The Lecture Hall will run throughout the three days of the exhibition.

#### Target audience:

- Representatives of transport and logistics companies, freight forwarders
- Representatives of logistics departments of trade, industrial and manufacturing companies

**Participation:** free of charge (exhibition electronic ticket-based)

**Language:** Russian

#### PROGRAMME

April 12, Monday

**13:00 - 13:30**    **«Liability insurance for freight forwarders and hauliers. Laws have been amended, but what about compensation?»**

**TRANSRUSSIA  
LECTURE HALL**

#### Topics to be discussed:

- How the situation on the liability insurance market has changed after the introduced changes;
- How changes in legislation affect the quality of insurance coverage;
- What is happening in the insurance community, what innovations are expected in the near future;
- What "pitfalls" still threaten transport companies when concluding liability insurance contracts;
- What to pay special attention to when studying the rules and conditions of insurance offered on the market;
- How to conclude a liability insurance contract correctly in order to get not just a policy, but full protection



**13:30 - 14:00**    **PUBLIC TALK**  
**«Insuring transport and logistics risks - a Q&A session»**

**TRANSRUSSIA  
LECTURE HALL**

#### Topics to be discussed:

A session designed specifically for audience questions - TT Club specialists invite exhibitors and guests of the exhibition to prepare and ask any questions about risk management in transport and logistics, as well as about risk insurance and the specifics of insurance products for the industry.



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS

14:30 - 16:00

«Transportation of LCL-cargoes. 2 years later. What has changed during the pandemic»

TRANSRUSSIA  
LECTURE HALL

**Topics to be discussed:**

- International cargo transportation: the consequences of the pandemic and the vector of development;
- Speed, quality, price - choose any three. Consolidated cargo logistics trends;
- Practical advice on working with groupage cargo;
- Advantages and problems of transportation of groupage cargo from Southeast Asia (China, Japan, Korea, Taiwan) to the Russian Federation through the Far East;
- Trends and prospects of the groupage cargo market;
- Authorized economic operator. The nuances of working with the transportation of groupage cargo



16:30 - 17:30

«Factoring in the field of logistics: trends, cases and best practices»

TRANSRUSSIA  
LECTURE HALL

**Topics to be discussed:**

An expert from Otkritie Factoring will talk about factoring as a tool for replenishing working capital and closing cash gaps, about the key parameters of factoring for logistics enterprises, give examples of successful cases and share ready-made instructions on how to get financing.



### PROGRAMME

April 13, Tuesday

11:00 - 11:30

«Risk management for temperature controlled cargo carriages. TT Club best practices and recommendations»

TRANSRUSSIA  
LECTURE HALL

**Topics to be discussed:**

- Specificity of risk management and insurance for refrigerated transportation;
- Preparation for transportation of temperature cargo;
- Main risks, insurance conditions and exclusions;
- Investigation of incidents, inspection and repair, expertise and laboratories;
- Examples of claims cases



11:30 - 12:00

«Risk management for tank-container carriages»

TRANSRUSSIA  
LECTURE HALL

**Topics to be discussed:**

- The greatest risks when transporting in tank containers;
- Insurance of equipment, liability and cargo;
- Operator's checklist;
- Examples of claims cases



12:30 - 14:00

«Implementation of a continuous cold chain in the Russian Federation. Benefits and new opportunities for producers and consumers»

TRANSRUSSIA  
LECTURE HALL



## TRANSRUSSIA TRANSPORT AND LOGISTICS CONGRESS




### IT-SOLUTIONS: OPTIMIZATION CASES

April 13, Tuesday

14:20 - 14:50	Digitalization of the entire chain of road cargo transportation: from the cargo owner to the driver		TRANSRUSSIA LECTURE HALL
			
14:50 - 15:10	Svatoslav Vilde. Founder and Director of ATI.SU SAP Logistics Business Network: optimizing logistics through the use of business networks		TRANSRUSSIA LECTURE HALL
15:10 - 15:30	Digitalization of processes of management of motor transport and transport logistics		TRANSRUSSIA LECTURE HALL
	Artem Blinov, Head of Automation for Logistics Companies		
15:30 - 16:00	Successful implementation of a port management system in a pandemic. International experience. Cases - automation of processes in the multi-profile terminal of the port of Antwerp in a remote mode.		TRANSRUSSIA LECTURE HALL
16:00 - 16:30	Implementation of an optimal transportation planning system Elena Butova, Project Manager, Borlas Group		TRANSRUSSIA LECTURE HALL
16:30 - 17:00	Management of software development in LCL-cargo shipments: experience of interacting with an internal customer		TRANSRUSSIA LECTURE HALL
17:00-17:30	Enabling Collaboration During Covid to Drive Innovation & Automation		TRANSRUSSIA LECTURE HALL
17:30-18:00	Efficient automation and robotization of the company's transportation process. Globaltruck case for covering the last mile in the regions		TRANSRUSSIA LECTURE HALL

### IT-SOLUTIONS: SAFETY CASES

April 14, Wednesday

11:00 - 11:30	IT solutions for automating remote health control of performers and digital transportation management in the 1st system Oleg Kraus, Managing Partner, Atlas Delivery and MedPoint24		TRANSRUSSIA LECTURE HALL
11:30 - 12:00	COVID, a new benchmark for the evolution of warehouse automation		TRANSRUSSIA LECTURE HALL
12:00 - 13:00	Fraud in cargo transportation - ways and means to reduce risks		TRANSRUSSIA LECTURE HALL