

Simultaneous translation in
ENGLISH, PORTUGUESE
& SPANISH



ORGANISED BY

FLEMING GULF
CONFERENCES

VISIT OUR WEBSITE:

www.fleminggulf.com

LATAM RAIL OPPORTUNITIES 2014

"Setting the growth trajectory for the regions expanding infrastructure"

18 - 19 MARCH 14 | SAO PAULO, BRAZIL

THE DISTINGUISHED ADVISORY PANEL

Joubert Flores, Metro Rio
Director & ANPTrihos (National Association of Rail Passenger Conveyors),
Chairman - Brazil

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

Javier Illescas, Proinversion - Peru, Executive Director

Magali Mauad, Ministry of Transport and Public Works - Uruguay, National Director of Railway Transport

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

THE DISTINGUISHED SPEAKER PANEL

Francisco Luiz Baptista da Costa, Ministry of Transport Brazil, Head of Transport Planning Department Secretariat for National Transport Policy and Deputy Secretary of National Transport Policy Brazil

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

Vicente Abate, ABIFER (Brazil Rail Road Industry Association)
President - Brazil

Magali Mauad, Ministry of Transport and Public Works - Uruguay, National Director of Railway Transport

Senior representative, EPL (Logistics Planning Company - Brazil)

Osiris Santos, Valec
Director Operations

Milton Torres Espinoza, Ministry of Transport and Public Works - Ecuador, Secretary of Transport Infrastructure

Rodrigo Vilaca, ANTF (The National Association of Rail Transport) Brazil, CEO

Roberto Salinas, Transportation Master Plan for the Paraguayan Government, Coordinator

Heloisa Menezes, Ministry of Development, Industry and Foreign Trade - Brazil, Secretary for Production development

Laurence Casagrande Lourenço, Dersa Road Development SA
President - Brazil

Pablo Suárez Coello, Rail Transport And Multimodal - Secretariat of Communications and Transport - Mexico, General Manager

Luis Antonio Nunes, Metro DF
Head of Telecommunications - Brazil

Rogério Princhak, Secretariat for PPPs , Finance Department of the State of Bahia, Head of Bahia PPP Unit - Brazil

Dr. Francisco Carlos Caballero Colombo, CBTU(Brazilian Company of Urban Trains), President - Brazil

Alex Trevizan, Valec, Operations Manager - Brazil

Ailton Brasiliense Pires, ANTP (National Association of Public Transport), President

ANTT (National ground transport agency - Brazil), Senior representative

Mike Goggin, Steer Davies Cleave, Director, International & Advisory

Wilson Nagy Lopretto, AEAMESP (Metros Engineers and Architects Association)

Senior Advisor - Brazil

Richard Aaroe, WaveTrain Systems AS - Norway, CEO

SNAPSHOT

OF THE 1ST ANNUAL EDITION IN 2013

Number of **SPONSORS: 12**

Number of **EXHIBITORS: 8**

Number of **SPEAKERS: 23**

Nos of **PANEL DISCUSSIONS: 3**

International **CASE STUDIES : 2**

SUPPORT:



Ministério dos Transportes



Brazilian Association of the Railroad Industry



American Railway Engineering and Maintenance-of-Way Association



TRANSNORDESTINA



International Project Finance Association

Booking line: tel.: + 971 4609 1570, fax: + 971 4609 1589
e-mail: tanaya.priya@fleminggulf.com, www.fleminggulf.com



WHO?

SHOULD ATTEND

Metro operators – Directors,
Operations head, Rolling stock
maintenance heads, Safety
heads, Telecom engineers

Freight line operators

Railway infrastructure managers
and agencies

Ministries and Government

Turnkey suppliers

Technology specialists

Communications suppliers

IT and systems integrators

Wireless and wired network
providers

Engineering consultants

Hardware and software
specialists

Investment groups

Construction companies

Project management
consultants

Financial institutions

Logistics companies

EVENT OVERVIEW

The global consumer markets are extremely keen to increase its trade ties with the Latin American economies rich in natural resources especially after slowing demand from key markets such as the US and Europe. The only hindrances faced by the region to rise up to the opportunity is its poor quality of infrastructure. Latin American countries have been putting a lot of efforts for a more balanced transport matrix with the focus on investments, the expansion of the railway, freight and passengers to achieve advantage of less costs of shipping goods in out of their ports. Some of the major factors preventing the development of infrastructure in the region are lack of financial resources, technical knowledge and skilled labor and the region has been receiving a lot attention from prospective trade partners like China and Britain who are extending their support with exchange of technology know how and investments for the upcoming rail projects in the region.

With LatAm Rail Opportunities 2014 we attempt to support the momentum of the infrastructure development plans in the region by propagating a healthy discussion on the various facets that are withholding the progress of the development path

REASONS TO ATTEND

- GET INVESTMENT** update on rail infrastructure projects in Latin America
- GET TO KNOW** the right equation for procuring the best the right rail technology at the right cost and quality
- UPDATE YOURSELF** with the CBTC technology development in the region
- GET A COMPARATIVE** a comparative analysis study on the alternative transport systems for urban commutation
- UNDERSTAND THE POTENTIAL** for future railway technology systems in the region
- GET HELP** in your rolling stock maintenance planning
- GET AN UNDERSTANDING** of railway safety standards globally
- UNDERSTANDING THE POTENTIAL** of Telecommunications technology in saving costs

Booking line: tel.: + 971 4609 1570, fax: + 971 4609 1589
e-mail: tanaya.priya@fleminggulf.com, www.fleminggulf.com

GOLD SPONSOR:



SILVER SPONSORS:



ASSOCIATE SPONSOR:



NETWORKING PARTNERS:



SUPPORTING ASSOCIATIONS:



MEDIA PARTNERS:



DAY 1 | Tuesday, 18th March'14

8.00 Registration and coffee

8.45 Welcome note by Fleming Gulf

8.50 Opening Remarks by Chairman

Investment update rail infrastructure – LatAm

9.00 New opportunities in rail infrastructure investment with the Logistics Investment program – Brazil

- The projects in focus
- The criteria for selecting project for execution
- Approach and provisions for investment

Francisco Luiz Baptista da Costa, Ministry of Transport Brazil, Head of Transport Planning Department Secretariat for National Transport Policy and Deputy Secretary of **National Transport Policy Brazil**

9.30 New Model Railway Concession - Brazil

- Current position of Rail Transportation
- New Model of Concession (Objectives, Characteristics, Roles and Responsibilities and Financial-Economic Model)
- Role of VALEC (Capacity Management)

Osiris Santos, Valec, Director Operations

Alex Trevizan, Valec, Operations Manager - Brazil

10.00 Latest practices in efficient railway planning & engineering

- Proactive planning by making provisions to tackle global factors such as climate change and economic uncertainty, while meeting intermediate needs
- Need for Cost-effective, efficient, sustainable solutions, delivered in an environment in which risks are managed.
- Advanced modelling techniques for delivering projects economically

10.30 Coffee Break

11.00 Rail infrastructure investment plans – Ecuador

- The projects in focus
- The criteria for selecting projects for execution
- Approach and provisions for investment

Milton Torres Espinoza, Ministry of Transport and Public Works - Ecuador, Secretary of Transport Infrastructure

11.30 Rail infrastructure investment plans - Uruguay

- The projects in focus
- The criteria for selecting projects for execution
- Approach and provisions for investment

Magalí Mauad, Ministry of Transport and Public Works - Uruguay, National Director of Railway Transport

12.00 Rail infrastructure investment plans - Mexico

- The projects in focus
- The criteria for selecting projects for execution
- Approach and provisions for investment

Pablo Suárez Coello, Rail Transport And Multimodal Secretariat of Communications and Transport - Mexico, General Manager

12.30 Rail infrastructure investment plans - Paraguay

- The projects in focus
- The criteria for selecting projects for execution
- Approach and provisions for investment

Roberto Salinas, Transportation Master Plan for the Paraguayan Government, Coordinator

13.00 Lunch Break

14.00 Balancing the demand and supply equation for the transport industry in Brazil

- Updates for rail investments in the recent times
- Forecasts for investments for 2014
- Key targets rail infrastructure development for 2014

Vicente Abate, ABIFER (Brazil Rail Road Industry Association), President - Brazil

14.40 PANEL DISCUSSION - Pro's and Con's RDC (Regime Differentiated Contracts) bidding

- How it helps reducing red tapes
- The challenges and advantages of a non stipulated ceiling price

PANELISTS :

Laurence Casagrande Lourenço, DERSA (Road Development SA), President

Dr. Americo Almeida, Ministry of Transport - Brazil Secretary of Transport

Osiris Santos, Valec, Director Operations

Magalí Mauad, Ministry of Transport and Public Works - Uruguay, National Director of Railway Transport

Transportation systems for urban communities

15.00 Rail automation to maximize capacity in operation

- Industry trends in Automation
- Automatic control systems; the next generation of Train Control Systems
- Electronic interlockings for reducing costs for installation and commissioning thus reduce the overall investment costs

15.30 CBTC: Signalling the way to improve performance?

- Operational and cost advantages
- Contribution in improving service
- Disadvantages and challenges

16.00 Coffee break

16.30 The panorama of the rail freight sector in Brazil

- Challenges in the current freight network
- Plans for investment in the freight network
- Opportunities to be explored in the sector

Rodrigo Vilaca, ANTF(The National Association of Rail Transport) Brazil, CEO

17.00 Monorail a safe option

- Comparative benefits
- Technology specifications
- System requirements
- Cost advantages
- Ease of implementation
- Plans for monorail lines in the region

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

17.30 Tramways an environmentally efficient option

- Comparative benefits
- System requirements
- Technology specification
- Cost advantages
- Ease of implementation
- Plans for Tramway lines in the region

Ailton Brasiliense Pires, ANTP (National Association of Public Transport), President

18.00 Closing remarks from the Chairman

18.10 NETWORKING COCKTAIL RECEPTION

DAY 2 | Wednesday, 19th March '14

8.30 Registration and coffee

8.50 Opening Remarks by Chairman

Keeping the momentum for infrastructure growth

9.00 Supporting interoperability and developing an efficient safety regulation

- What level of rail safety should be pursued in Latin America
- Measures taken for Safety of passengers and rail equipments
- Measures taken to standardize rail construction and operations in the region

ANTT (National ground transport agency - Brazil)
Senior representative

9.30 The Northern section of São Paulo's Rail Beltway

- The project status update
- Learnings so far
- Outlook for more such projects for increasing the transport efficiency in the region

Laurence Casagrande Lourenço, DERSA (Road Development SA), President

10.00 Reducing the level of risks in rail financing

- Defining the structure of securities for financing agents
- Effective models of demand forecasting and estimation of equilibrium price for each lot of concession
- Clarity on regulatory framework for the new model concession
- Innovative sources for finances
- Would tax breaks for rail projects help

Rogério Princhak, Secretariat for PPPs, Finance Department of the State of Bahia, Head of Bahia PPP Unit - Brazil

10.30 Coffee break

11.00 Latest practices in Rail electrification

- Sustainable energy-efficient applications responsive enough to face challenges of the future
- Effective System design for efficient calculating rail electrification

Developing the pathway to achieve global railway benchmarks

11.30 High speed lines

- Criteria and schedule for bidding
- Technology specifications
- Financial specifications
- Update on the High-speed project between Sao Paulo and Rio

Senior representative, **EPL (Logistics Planning Company - Brazil)**

12.10 Developing the regional railway industry to global benchmarks - the opportunities and challenges

- Structural measures to be taken to make the industry more competitive

- Need for investment in professional training for industry professionals
- Measure for bringing in industrial nationalization

Heloisa Menezes, Ministry of Development, Industry and Foreign Trade - Brazil
Secretary for Production development

12.50 Lunch Break

Getting the best from your Rolling stock

14.00 How can we perform better on energy efficiency especially for locomotives

- What is the potential
- Energy saving technologies available

14.40 Effective Rolling stock maintenance

- Planning for efficient cycle of maintenance
- How can we modernize old rolling stock, what should be done and what's happening in other countries

15.20 Coffee Break

Progressive perspective on telecommunication investments

15.50 The importance of propagation prediction for radio systems projects

- Contribution in rationalizing train communication system
- Significance in design and optimization of the railway wireless network

Luis Antonio Nunes, Metro DF
Head of Telecommunications - Brazil

16.30 Improving the customer experience on-board with the latest telecommunication technology

- Application of latest Rail telecommunication technology such as 4g and wifi
- Case study from regions such as Europe and Asia

Francisco Carlos Caballero Colombo, CBTU (Brazilian Company of Urban Trains), President - Brazil

17.10 PANEL DISCUSSION : Need of the hour – An agency for regulating safety and other technical standards for effective railway infrastructure development in Latin America

- Helps foster innovation and competitiveness
- Ensure interoperability
- Encourage technological development

PANELISTS :

Francisco Carlos Caballero Colombo, CBTU (Brazilian Company of Urban Trains), President - Brazil

Heloisa Menezes, Ministry of Development, Industry and Foreign Trade - Brazil
Secretary for Production development

Luis Antonio Nunes, Metro DF
Head of Telecommunications - Brazil

17.40 Closing remarks by Chairman

Booking line: tel.: + 971 4609 1570, fax: + 971 4609 1589
e-mail: tanaya.priya@fleminggulf.com, www.fleminggulf.com

Speaker profiles

Alex Trevizan, Valec, Operations Manager – Brazil

Graduated in Mechanical Engineering at UNESP (São Paulo State University) and an MBA in Project Management at FGV (Fundação Getúlio Vargas), worked in the operating area at Mercedes-Benz and logistics in railway and road transportation at Schin and America Latina Logística - ALL. A career employee of the Ministry of Planning, Budget and Administration, always involved in the Rail Transportation subject. Currently holds the position of VALEC's Operations Manager.

Dr. Francisco Carlos Caballero Colombo, CBTU(Brazilian Company of Urban Trains), President – Brazil

Graduated in Economics from Universidade Mackenzie (SP), exercised functions of special advisor to the President and Director of Shareholders of the Company Metropolitan Housing the Municipality of São Paulo - COHAB. His elaborate experience consists of being the Director administrative Paulista Railway SA - FEPASA, Managing Director of Company of Housing and Urban Development of the State of São Paulo - CDHU, Commercial Director of Data Processing Company of the State of São Paulo - PRODESP, Advisor to the President of DERSA - Development Bus SA, also the state government of São Paulo, and executive advisor Company Information Technology and Communication - PRODAM. Currently serves as CEO of the Brazilian Trains Urban - CBTU, state enterprise of the Federal Government under the Ministry of Cities.

Heloisa Menezes, Ministry of Development, Industry and Foreign Trade - Brazil, Secretary for Production development

Born in Minas Gerais State, Brazil, Ms Heloisa Menezes is an economics graduate and has a master's degree in agricultural development. She is currently Secretary of Production Development in the Ministry of Development, Industry and Foreign Trade. Her job titles include: Director of Institutional Relations at the National Confederation of Industries; Superintendent of Euvaldo Lodi Institute-MG; Technical Director of Metas Institute; manager of Economics of Federation of Industries of Minas Gerais. In addition, she taught economics at Minas Gerais Catholic University. Ms Menezes has over fifteen years experience working on industrial and technological projects. She is also a member of governmental councils related to economic, industrial and social development.

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

Civil Engineer (University of São Paulo, 1981), Post-graduate in Transports (Federal University of Paraíba, 1984), MBA in Regulation of Concessions (Getúlio Vargas Foundation/RJ, 1999). Professor of Engineering and Planning of Transports Systems in the Pontifical Catholic University of Rio de Janeiro, Engineer in the former Federal Railway Network (RFFSA) and, during the process of its extinction, worked in the National Agency of Terrestrial Transports. Admitted in the Ministry of Transports as a Senior Infrastructure Specialist (2008) and, since September 2011, is the Director of Railway Infrastructure from the National Department of Transports Infrastructure (DNIT).

Laurence Casagrande Lourenço, DERSA – Highway Development Inc., President

He is a Technician in Industrial Production with a post-graduate degree in Project Management. In the private sector, he has worked in services and consulting companies such as Universo Online (UOL), Sky and Kroll. In the São Paulo State Government he worked as Technical Supervisor and Advisor to the President at FEBEM (now Fundação Casa - Socio-Educational Treatment Center for Adolescents) and Special Advisor to the State Secretary for Public Security.

Luis Antonio Nunes, Metro DF Head of Telecommunications – Brazil

Electrical Engineer (Brasília University, 1988), telecommunication specialization. 1989 - 1998 Worked in Brasília Telephony Company: maintenance and operation of fixed telephony. From 1998 to present working with Brasília subway company and specialises in projects elaboration, projects analysis, third-part fiscalization on mounting, test and assisted operation of telecommunication systems - telephony, data communication, radiotelephony etc.

Rodrigo Vilaca, ANTF(The National Association of Rail Transport) Brazil, CEO

Graduated in Business Administration from Faculdades Metropolitanas Unidas de São Paulo and MBA in Business Management from Fundação Getúlio Vargas FGV-SP. Specialization Courses in Rural Management, Materials, Supply Chain, Procurement and Trading, Logistics, Transportation, Business Logistics and Railway (Belgium). Professional development courses with emphasis on „Communication & Negotiation“ in Logistics, E-business and Family Succession. Rodrigo has been representing ANTF (Associação Nacional dos Transportadores Ferroviários) since 2004. In 2011 he became ANTF Executive President, as well as SNTF (Sindicato Nacional dos Transportadores Ferroviários) Executive President. Presently, he is also Director of Business and Finance of ANPTrihos (Associação Nacional de Passageiros sobre Trilhos); Member and President of Section V of the National Confederation for Transport of Brazil - CNT; Institutional Vice President for Rail Freight Affairs of ABTC (Associação Brasileira de Logística e Transporte de Carga); Vice President of Institutional Relations of Abralog (Associação Brasileira de Logística) and of the Comissão de Ports; and Council of the Intermarket e Tecnológica magazine.

Vicente Abate, ABIFER (Brazil rail road industry association), President

The president of ABIFER (Brazilian Association of the Railroad Industry), Vicente Abate, is a metallurgical engineer graduated by the Escola de Engenharia Mauá, post-graduated in metallurgy by the Escola Politécnica da Universidade de São Paulo and received an MBA in Marketing from FGV-SP and Babson College in USA. He is the corporate relations director of AmstedMaxion. He is also director of SIMFERE (Railroad Industry Union), ABIFA (Foundry Association), SAE BRASIL (Society of Mobility Engineers) and of the DEINFRA (Department of Infrastructure) from FIESP (Industries Federation of the State of São Paulo).

SPONSORS

Gold Sponsor | WaveTrain® Systems



WaveTrain® Systems ensure accurate and safe warning to traffic and pedestrians at level crossings. High quality, low costs, easy installation! Their advantages and solution set apart from today's conventional solutions by: - No cabling along the rails in each direction from the level crossing - Substantial reduced installation time and maintenance - Substantial lower cost for the operators, both purchase and maintenance - Proactive and not reactive solution, detect trains in advance - Multi solution in terms of several possibilities - Additional option of giving accurate traffic pattern statistics of passing vehicles - High security towards theft and vandalism because of hidden components

Silver Sponsor: Cummins Inc.



Cummins is on track with the most progressive rail companies in the world, including Bombardier and Siemens. They offer a full line of ratings, with many engine models specifically modified for railway equipment. Cummins railcar engines utilize low-profile designs for use under the car floor, with access to service points from underneath the engine, not inside the passenger compartment. The 750-hp QSK19 is the newest of their „horizontal“ engines, and has the capacity to drive a new generation of high-speed DMUs, with projected speeds of up to 210 km/hr. For locomotive power, Cummins offers a comprehensive range of high-performance, low-maintenance diesels to meet its client's needs. 12 different engines are available in a wide range of horsepower, including V12 and V16 configurations. With ratings of up to 2100 rpm, these engines are more fuel efficient, more space efficient, have longer service intervals and a higher power-to-weight ratio than low-speed units. Low cost-of-operation and high dependability also make Cummins engines ideal for track maintenance equipment. They also offer specialist service training for operator personnel at their international training center in Daventry, England.

Silver Sponsor: 21Net



21Net was set up with the sole objective to offer broadband Internet access and multimedia services on board trains, essentially by combining bi-directional satellite, Wi-Fi and cellular connections. Over the year, 21Net has become the leading provider of Internet and Infotainment on board High Speed trains combining and aggregating both cellular and satellite technologies. Since 2012, 21Net operates on high speed trains, besides Internet services, full on train infotainment solutions with functionalities like Video on Demand and IPTV based on a Gigabit backbone in the train. The 21Net Internet access solution is based on the proposition that since users are familiar with high bandwidth Internet, only a similar type of experience could be successfully offered on board a high speed train.

Associate Sponsors: Steer Davies Gleave



Steer Davies Gleave offer strategic transport planning advice that is underpinned by technical excellence and expert opinion. Offer services in the following areas: aviation, development planning, economics, infrastructure & infrastructure transactions, integrated design, local transport policy, major events & stadia, national & regional strategy, rail, research & innovation, sustainable transport & environment and urban transit.

Networking Partner: CSR



CSR Corporation Limited CSR is the largest rail transit equipment manufacturer in China and one of the biggest rail transit equipment manufacturers and comprehensive solution providers in the world. Headquartered in Beijing, CSR owns 20 exclusively-invested and controlling companies distributed in 11 provinces (including municipalities directly under the Central Government). CSR has a complete system for independent development, batch production and standard service of DMU/EMU, locomotive, passenger coach, freight wagon, metro car, light rail vehicle and related components, not only taking up over 50% domestic market share, but also exporting to over 70 countries and regions around the world. Up to now, CSR has provided batches of diesel locomotives and freight wagons for GCC countries. Benefited from the rapid development of China's rail transit and the boom of global low-carbon economy, CSR witnesses continuous annual growth of operational performance, stepping into world top 3 within rail transit industry in terms of sale volume. CSR insists on dedicating efforts to providing world-class products and services. In the spirit of advanced technology, excellent quality, energy conservation, environmental protection and customized production, we seek for the integration between the products and their application environment, so as to create a green transport mode contributing to the harmonious coexistence of human being and the nature.

Networking Partner: Frauscher Sensotech



Frauscher Sensortechnik GmbH is the leading supplier of inductive sensor technology for use in the rail industry. The company was founded by Josef Frauscher in 1987 and employs more than 140 people. The export ratio of the company is 90%. Frauscher Sensortechnik's portfolio includes the development, planning and production of innovative, highly-available and fail-safe sensor technology, as well as wheel-detection and axle-counting systems for a very wide range of technical rail applications. This also includes individual planning and project planning, as well as support during installation and commissioning. Key Frauscher customers include companies in the field of rail-signalling technology, system integrators, companies manufacturing interlockings and railway operators around the world. Their product portfolio consists of Inspection / Maintenance, Subsystems, Wheel Detection / Axle Counting, Installation / Maintenance, Tools & Equipment