

CONFERENCE BROCHURE



AfricaRail 2017

13-14 June 2017 | Sandton Convention Centre | Johannesburg, South Africa

Africa's largest and only rail exhibition

100 Speakers | 7500 attendees | 850 VIP buyers | 250 exhibitors



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“It is a very informative conference and a good opportunity to network”

Hlengiwe Sayd, Director, Department Of Transport

“Plenty of knowledge regarding African railways is shared during the event.”

Arvind Khare, Former CEO, Campanhia Dos Caminhos De Ferro Da Beira S.A.R.L. - C.C.F.B.

“This is a must attend event for the rail industry!”

Matthias Handschin, Business Development Director, Alstom

“Congratulations, one of the best and most professional conferences outside Europe!”

Christoph Uhl, VP Sales, Voith Turbo GmbH & Co KG

“Its extremely informative and great place for networking”

Edwin Besa, Chief Director: Financial Analyst, Department of Public Enterprises



OUR STORY

AFRICA'S LONGEST RUNNING AND MOST SUCCESSFUL RAILWAYS EVENT NOW ENTERS ITS 20TH SUCCESSFUL YEAR.

From humble beginnings as a small conference with a handful of exhibition stands, it now takes up 2 massive halls at the Sandton Convention Centre in Johannesburg. And has grown to become Africa's most important and best supported railways conference and exhibition. For 2 decades, Africa Rail has become the undisputed leader. It is an unrivalled platform for the continent's railways industry to come together ... to learn, to network and to do business.

Billions of dollars of business have either been initiated, concluded or influenced at this show. And it continues to provide the meeting place for buyers, sellers and their partners to do the deals that drive Africa's railway sector.

The organisers, Terrapinn, design, produce and create conference agendas that are truly world class. Our formats are unique. Our keynotes are genuine disruptors, innovators and thought leaders. Our content and topics are relevant, well-researched and at the cusp of global and regional trends. And our expo presents the largest gathering of solution providers to the African continent.

For 20 years, African railway operators and their partners continue to attend this high level conference. As many of them will attest, this is where they find solutions to their challenges.

It's where they open the doors to fantastic opportunities. It's where they form new and lucrative relationships & partnerships. And it's where they source and invest in new railway solutions. Our partners and solution providers are global leaders and innovators. And they use Africa Rail as their once-a-year opportunity to meet and do business with new and existing customers. It provides them with access into African railway markets that are traditionally difficult to penetrate. And most importantly, the show allows them to meet real buyers.

YOU SHOULD JOIN US TOO. IF YOU'RE NOT ... **YOU'RE MISSING OUT!**

EMAIL TARRYN.THEUNISSEN@TERRAPINN.COM OR CALL **+27 (0)11 516 4044** TO FIND OUT HOW YOU CAN GET INVOLVED.



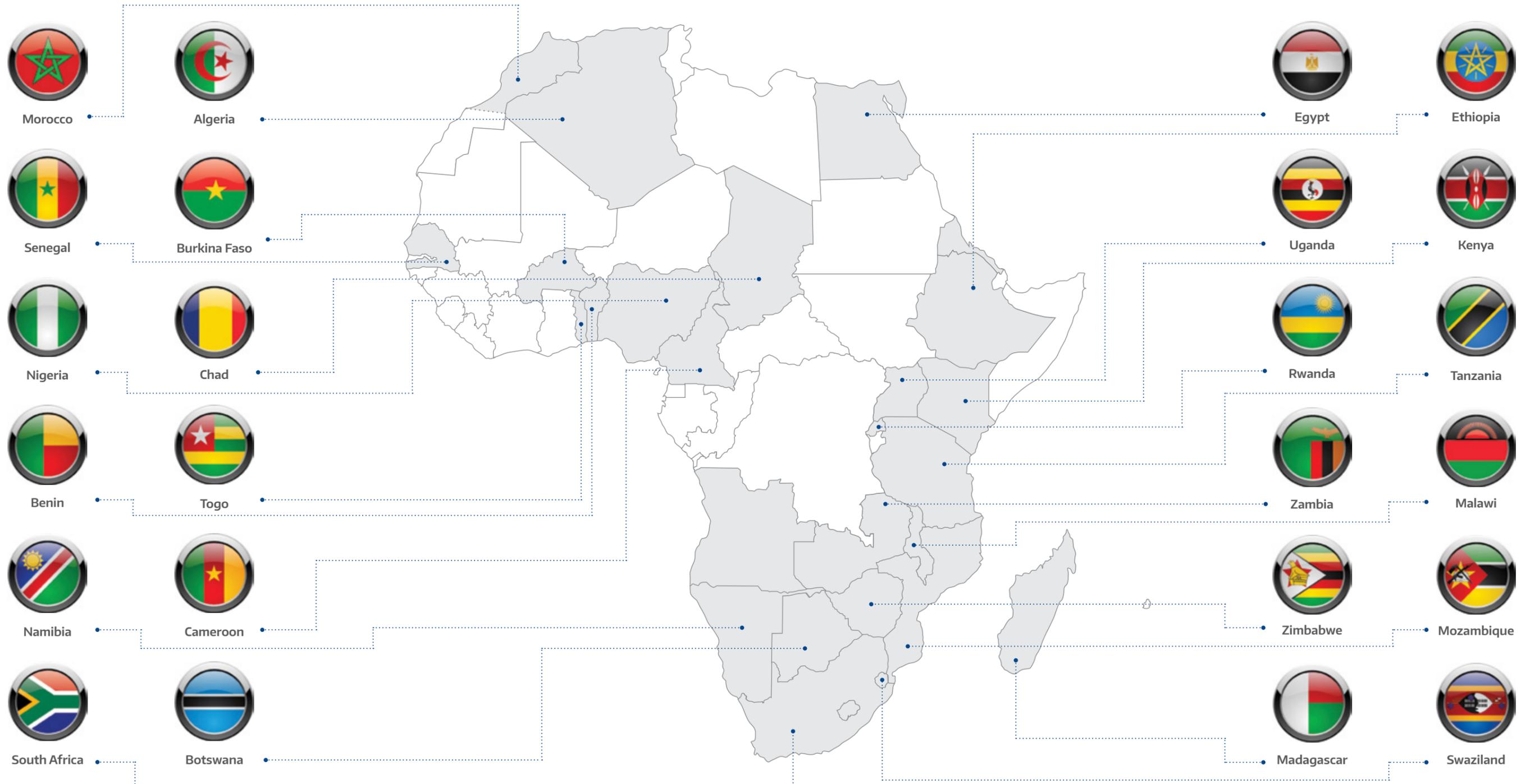
100 SPEAKERS
6500 ATTENDEES
850 VIP BUYERS
250 EXHIBITORS

THE AFRICA BOARDROOM

THE AFRICA BOARDROOM IS AN EXCLUSIVE MEETING SERVICE FOR SPONSORS OF AFRICA RAIL.

This service **GUARANTEES** our sponsors meetings with African operators, government and end users. The Africa Boardroom service has pre-selected 24 of the top African buyers in the railway space. This is your chance to get face time with decision makers who would typically take months to secure a meeting with. This is the perfect opportunity to get exclusive insights into projects and influence policy. Meetings are limited! Don't wait!

COUNTRIES WHO HAVE CONFIRMED THEIR ATTENDANCE:



LIMITED TO SPONSORS ONLY! CALL **TARRYN THEUNISSEN** ON **+2711 516 4044** OR EMAIL **TARRYN.THEUNISSEN@TERRAPINN.COM** TO SECURE YOUR MEETINGS.

OUR RAILWAY TRAILBLAZERS



HOWARD SMITH

Operations Director

Crossrail

UK



JACK VAN DER MERWE

CEO

Gautrain Management Agency

South Africa

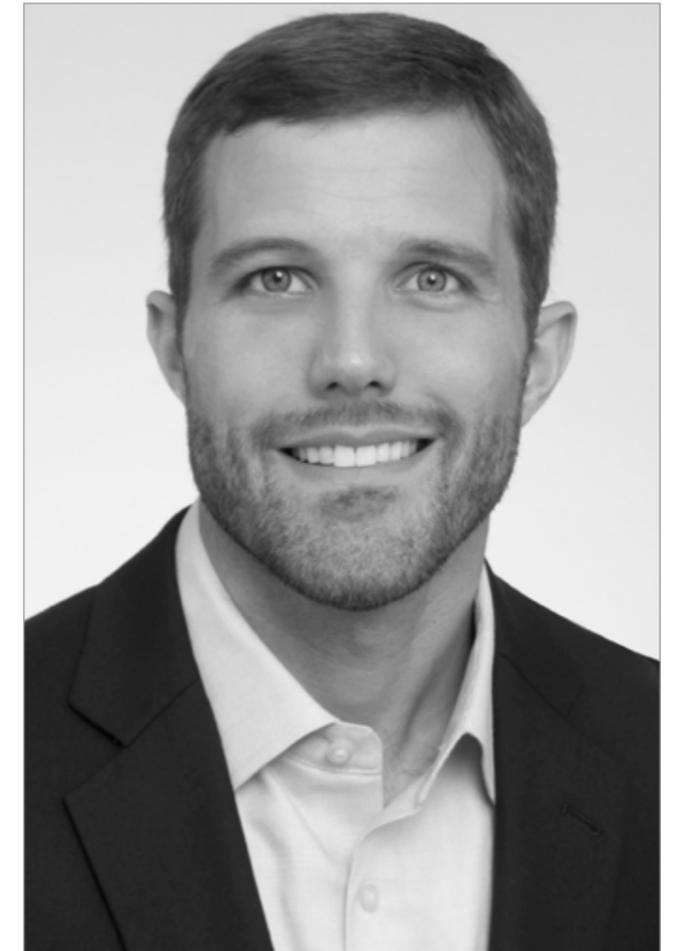


ARGENT CHUULA

CEO

Alliance for Commodity Trade in Eastern & Southern
Africa, COMESA

Zambia



SETH BODNAR

Chief Digital Officer, President, Digital Solutions

GE Transportation

USA

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THE DRIVING FORCE BEHIND THE SUCCESS OF THE LONDON OVERGROUND CONCESSION



HOWARD SMITH

Operations Director
Crossrail, UK

Howard moved to London Rail as Chief Operating Officer at the end of 2004 where he had the responsibility for operations as well as successful delivery of a £3billion investment programme that created London Overground. Because of Howard's leadership, Overground delivered record levels of performance whilst moving up to twice the regular number of passengers.

Now, Operations Director of Crossrail, Howard is responsible for leading the development of Crossrail's operational and customer service strategy, defining the structure of the new railway's operating and maintenance organisations as well as leading on the arrangements for the future Crossrail operating concession.

Howard is the perfect candidate to deliver the keynote:

Mega trends affecting our rail future: Mega cities, passengers and sustainable transport

- Mobility in large cities – what can Africa learn from world trend setters
- The influence of smart phones and apps
- How to transition to newer sustainable offerings
- Creating an attractive railway system for all users
- Ensuring increased profit margins in a time of increased CAPEX and OPEX

HIS KNOWLEDGE OF RAILWAY OPERATIONS AND THE DELIVERY OF HIGH-QUALITY RAIL SERVICES IN LONDON AND THE SOUTHEAST IS UNRIVALLED. CAN YOU AFFORD TO MISS RUBBING SHOULDERS WITH THIS TREND SETTER?

MEET HOWARD. CALL **KENEILWE MALOTLE** ON **+27 11 516 4005** OR EMAIL **KENEILWE.MALOTLE@TERRAPINN.COM**

AGENDA DAY ONE, 13 JUNE 2017

08:45	Opening remarks
08:50	Chair's opening remarks: Derek Thomas, Development Economist, South Africa
	BIG PICTURE
09:00	<p>Rail 2020 – better, faster and more innovative</p> <ul style="list-style-type: none"> The seamless movement of freight and passengers Major game changers over the next few years The impact of emerging technologies and data Powering tomorrow's trains and more Managing capacity and meeting operational demand <p>Reserved for Secretary Rodney E. Slater, Former United States Secretary of Transportation, United States</p>
09:20	<p>Mega trends affecting our rail future: Mega cities, passengers and sustainable transport</p> <ul style="list-style-type: none"> Mobility in large cities – what can Africa learn from world trend setters The influence of smart phones and Apps How to transition to newer sustainable offerings Creating an attractive railway system for all users Ensuring increased profit margins in a time of increased CAPEX and OPEX <p>Howard Smith, Operations Director, Crossrail, UK</p>
09:40	<p>Shaping the future of rail: The business model behind an efficient rail network</p> <ul style="list-style-type: none"> Staying competitive in the wake of innovation Smart rail and understanding what makes it smart Managing the risks and practical challenges Financing models and incentives Opportunities for collaboration <p>Jack van der Merwe, CEO, Gautrain Management Agency, South Africa</p>
10:00	<p>How railway operators are answering the call for reliable freight rail services</p> <ul style="list-style-type: none"> Leadership in the railway industry Opportunities for incumbents and new entrants Maintaining reliability standards and managing growing demand at the same time Harnessing IT innovations to improve reliability and performance Sustainable business models How can technology be used to move the industry forward? <p>Seth Bodnar, Chief Digital Officer President, Digital Solutions, GE Transportation</p>
10:20	Speed networking
10:00	Exhibition opening
10:40	Morning tea, networking and exhibition viewing

	MAINLINE AND RAIL FREIGHT Derek Thomas, Development Economist, South Africa	SIGNALING, TECH AND COMMS	FUNDING AND FINANCE Howard Rosen, Chairman, Rail Working Group, Switzerland	INTERMODAL AND INTEGRATION Paul Runge, Director Projects & Development Finance, Africa House, South Africa
	FREIGHT RAIL	SIGNALING BEST PRACTISE	INFRASTRUCTURE FINANCE	INTERMODAL
11:20	<p>Raising freight capacity, reliability & performance</p> <ul style="list-style-type: none"> The right leadership with the right vision Sustainable business models Opportunities for incumbents and new entrants Maintaining reliability standards and managing growing demand at the same time Harnessing IT innovations to improve reliability and performance What can owners, operators and customers do to deliver growth? <p>RESERVED FOR DB</p>	<p>Critical contemplations for safe signalling</p> <ul style="list-style-type: none"> How to select the right system for your network Innovations in signalling to enhance rail safety What's your "Plan B" during a breakdown? How to quickly and efficiently restore operations Keeping systems well maintained <p>Bello Roni, Deputy Director: Signalling and Telecommunications, Nigerian Railway Corporation</p>	<p>Emerging and innovative new ways to fund infrastructure</p> <ul style="list-style-type: none"> What will work in Africa? Who's prepared to test it? Overcoming the challenges and questions around funding a new project The importance of engaging stakeholders at all levels Privatization as a smart way to recycle capital Value capture, user-pay, taxes and proximity value benefits <p>Engr. Chidi Izuwah, Executive Director, The Presidency, Infrastructure Concession Regulatory Commission, Nigeria</p>	<p>Accelerating intermodal freight growth</p> <ul style="list-style-type: none"> Current changing freight patterns - opportunities and improvement areas The importance of good freight connections A lot relies on rail service improvement Developing rail freight facilities at ports Developing new strategic rail freight terminals Trends and how growth can be encouraged from different sector perspectives <p>Essam Selim, Chairman and Former MD, Egyptian Railways Maintenance & Services</p>
11:40	<p>A brilliant plan: Ambitions for future freight rail growth</p> <ul style="list-style-type: none"> The role of government – capacity and performance Creating an attractive investment environment Delivering capacity ahead of demand Implementation and sustainability strategies Thinking long term - effectively managing freight assets <p>Christian Engelbrecht, Associate Partner, Letsema Consulting, South Africa</p>	<p>Deploying CBTC technologies in challenging environments</p> <ul style="list-style-type: none"> Automating operations: How far CBTC technology takes you? The benefits when upgrading Avoiding cost overruns How to upgrade systems with minimal interruption to service CBTC technology to improve maintenance and reliability of rail systems Ensuring seamless integration with existing networks <p>Sanjay Kumar, Chief Engineer (S&T), Kolkata Metro Rail Corporation, India</p>	<p>PPP's – trends, opportunities and challenges</p> <ul style="list-style-type: none"> "No normal" is the new normal Who to partner with – competition for investment heats up The challenges of financing large scale PPP projects Focusing on the larger benefit when structuring the deals Overcoming cross-border contractual challenges <p>Emma Wade-Smith, Trade Director for Sub-Saharan Africa, Department for International Trade</p>	<p>Frenamies go bimodal: How this JV can improve freight efficiency Less is more: Going bimodal to improve efficiency</p> <ul style="list-style-type: none"> Can this road-rail offering truly deliver improved efficiency A closer look at the costs and implications of this new approach How to incorporate a bimodal strategy into your current plans Planning and execution Meeting the marketing needs for an end-to-end solution <p>Israel Lambi, Director General, SNCC, DRC</p>

12:00	<p>Updating infrastructure and legacy networks</p> <ul style="list-style-type: none"> The practical challenges. How to overcome them Integrating new freight car technology with existing systems Integrating flexibility for future expansion and innovative upgrades How to update networks and infrastructure with minimal service interruptions Adding strategic rail freight terminals and why they are a must <p>RESERVED FOR GOLD SPONSOR Transnet Engineering</p>	<p>Key considerations in upgrading old signalling systems</p> <ul style="list-style-type: none"> Project risk management: common pitfalls and how to avoid them Delivering a seamless interface with existing field elements Making sure you upgrade even the most rural locations Challenges faced during signalling upgrades Case study examples <p>RESERVED FOR GOLD SPONSOR Thales</p>	<p>Attracting private investment for rail infrastructure</p> <ul style="list-style-type: none"> What's influencing the investment climate? Identifying the expected ROI from each stakeholder Understanding the requirements and perspective of both private investors and rail operators What can the private sector bring to the table <p>RESERVED FOR GOLD SPONSOR</p>	<p>Establishing a reliable air-rail connection</p> <ul style="list-style-type: none"> Complementing your service portfolio with a new offering How to ensure long-term sustainability of air-rail links Overcoming challenges with legacy systems Supporting the development of an intermodal regional network Financing of air-rail projects Socio-economic development imperatives for linking airports and city centres Offering first mile-last mile solutions for any air-rail system <p>Andrea Giuricin, Managing director of CRIET - Transport at University, Nuovo Trasporto Viaggiatori Spa, Italy</p> <p>RESERVED FOR GOLD SPONSOR</p>
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ROUNDTABLE DISCUSSIONS				
12:20	<p>Numbers will be limited at each table, to ensure everybody gets their chance to participate in the discussion. Now's your chance to get really interactive! Simply pick one of our roundtable topics and join the debate. 5 minutes will be allocated for delegates settle and find their relevant roundtable.</p>			
	<p>1. What it takes to build a seamless and free flowing intermodal terminal William Dachs, Chief Operating Officer, Gautrain Management Agency, South Africa</p> <p>2. Rail as a backbone for sustainable mobility Lovemore Bingandadi, Transport Advisor, Tripartite COMESA, EAC and SADC, Botswana</p> <p>3. Responding to the skills shortage in Africa Siemens</p> <p>4. Big Data: The answer to your safety and efficiency woes RSR</p>			<p>5. The role of IT in operational performance and cost Jean Mapouth, Rolling Stock Projects Director, Cameroon Railway</p> <p>6. How to ensure a mutually beneficial PPP relationship Charles Mwaura, Group Chief Executive Officer, Pamoja Capital, South Africa</p> <p>7. Track maintenance as a planning tools for the development of new railway systems Jean Nepo Ndayambaje, Railway & Cable Car Dvpt Senior Engineer, Rwanda Transport Development Agency</p> <p>8. Women in rail: Attracting more women to the rail sector Dr Natalie Skeepers, Non-Executive Director, PRASA, South Africa</p>
13:00	Lunch, networking and exhibition viewing			

	MAINLINE AND RAIL FREIGHT	SIGNALING, TECH AND COMMS	FUNDING AND FINANCE	INTERMODAL AND INTEGRATION
	ROLLING STOCK	RAIL SYSTEMS AND COMMS	COUNTRY STORIES - EAST	CORRIDORS AND TRADE
14:20	<p>Integrating new rolling stock into existing infrastructure</p> <ul style="list-style-type: none"> Key considerations when integrating new rolling stock into your operations Selecting the appropriate assets Looking long term – costs, workshop modifications and maintenance planning Managing the transition – what are the impacts on existing infrastructure How to ensure operational integration Challenges and strategies <p>Alfred Gunzo, Chief Engineering Officer, NRZ, Zimbabwe</p>	<p>Managing systems integration on rail transit projects</p> <ul style="list-style-type: none"> Establishing a systematic systems integration process to meet time and budget constraints Strategies for managing interface design and systems integration Seamless communications between systems to ensure efficiency Challenges and solutions <p>Dr Fredrick Yomi Onasanya, Assistant Director: Signalling and Telecommunication, Nigerian Railway Corporation</p>	<p>The hottest projects in Ethio-Djibouti and what is being done to open the door for investment.</p> <p>Solomon Eshetu, Director General, Ethio-Djibouti Railways, Ethiopia</p>	<p>Well-planned trade corridors – the key to African trade development</p> <ul style="list-style-type: none"> Setting common standards and developing common strategies Catering to expanding domestic markets How to minimise difficult trading conditions Having the expertise to manage unpredictable delays The crucial role of dialogue between customs officials and businesses Ensuring infrastructure development contributes to trade maturity <p>Johny Smith, Chief Executive Officer, Walvis Bay Corridor Group, Namibia</p>
14:40	<p>Modernising old rolling stock</p> <ul style="list-style-type: none"> The main challenges of upgrading Modernising to meet the customers growing demands Incorporating current technologies to upgrade old rolling stock Accurate cost planning for physical modernisation The importance of a long-term asset management strategy Leaving room for future innovative upgrades <p>Zebby Mukungu, Ag. Executive, Transnamib, Namibia</p>	<p>Meeting rail needs: putting robust rail communications on track</p> <ul style="list-style-type: none"> What are the emerging technologies available Navigating through complex systems to ensure reliable high-performance rail communications Successfully integrating a train-to-ground communications system How can operators get more out of their communications infrastructure? Next gen communication systems <p>Ole Torp Sejersen, TMS Specialist, Forum for Nordic Jernbanesamarbeid (NJS), Denmark</p>	<p>The hottest projects in Rwanda and what is being done to open the door for investment.</p> <p>Jean Nepo Ndayambaje, Railway & Cable Car Dvpt Senior Engineer, Rwanda Transport Development Agency</p>	<p>Africa Rail and the Continental Free Trade Area (CFTA)</p> <ul style="list-style-type: none"> Focusing on efficiency Examining trade support infrastructure Sustainable, user friendly trade networks Route development and demand The Trade Facilitation Agreement <p>Yonov AGAH, Deputy Director General, World Trade Organization, Switzerland</p>

SPOTLIGHT ON

SPEAKERS

15:00	<p>Maintenance & engineering strategies to extend the lifespan of an ageing fleet</p> <ul style="list-style-type: none"> Planning and budgeting for maintenance costs Using tech to maintain safety and reliability How technology advancements are extending the lifespan of ageing fleet Have an efficient maintenance schedule for rolling stock components <p>RESERVED FOR GOLD SPONSOR Naledi Forging</p>	<p>Signalling and communication systems for freight rail: What's changing?</p> <ul style="list-style-type: none"> Moving towards a tailored, complete signalling and communications system Designing communication systems for a "mobile first" world Challenges around existing infrastructure and the required upgrade to ensure integration New application demands and expected benefits Future communication models: What can we expect? <p>William Oberkramer, Alstom Global Solutions Director, Freight & Mining</p>	<p>The hottest projects in Tanzania and what is being done to open the door for investment.</p> <p>Dr Betram Kiswaga, Deputy Managing Director, TAZARA, Tanzania</p>	<p>Regulation, customs and border management: Working within the framework</p> <ul style="list-style-type: none"> The impact of regulation on cross-border trade Does regulation contribute to bottlenecks? Responding to change: Having a nimble, flexible supply chain A working team: the cargo owner, freight forwarder and customs An intelligence-based customs strategy <p>Barbara Mommen, CEO, Maputo Corridor Logistics Initiative, South Africa</p>
	OPERATIONAL EFFICIENCY	TECHNOLOGY INNOVATION		COUNTRY STORIES - SOUTH
15:20	<p>Achieving operational efficiency: It's not just about cutting costs</p> <ul style="list-style-type: none"> Achieving your objectives with the minimum amount of time, money and resources Embracing technology – minimising the human factor and manual activity Truly understanding your costs and baseline services before you cut Improving quality and project speed at the same time Effect a culture change – tools alone don't do the trick <p>Chimeta Mulambia, Head of Production Planning & Control, Central East African Railways, Malawi</p>	<p>How IoT technology is changing railway operations</p> <ul style="list-style-type: none"> Train and incident management made simpler How IoT is enabling more effective maintenance Does IOT have the potential to change the entire business model for rail operators? IOT in legacy systems How IoT can transform African railways <p>Isaiah Okoth, Group Chief Executive Officer, Rift Valley Railways, Kenya</p>	<p>The hottest projects in Uganda and what is being done to open the door for investment.</p> <p>Charles Kateeba, Managing Director, Uganda Railways Corporation</p>	<p>The hottest projects in South Africa and what is being done to open the door for investment.</p> <p>Jack van der Merwe, CEO, Gautrain Management Agency, South Africa</p>
			INVESTMENT AND DEVELOPMENT	
15:40	<p>Top tips – using technology and maintenance strategies to drive efficiency in railways</p> <ul style="list-style-type: none"> Making the right technology choices Minimising service disruptions due to maintenance works Overcoming challenges of maintaining existing track and infrastructure Tech as a safety enabler at all times Using data to manage operations and avoid any long-term negative impact <p>Vincent Tshiongo, Chief Operations Officer, RVR, Kenya</p>	<p>What can big data and analytics do for rail?</p> <ul style="list-style-type: none"> Using data driven decision making to drive efficiency Predictive maintenance: integrating technology in trackside operations Leveraging big data for the development of transport sustainability indicators Improving customer experience, service delivery and operations Complementing your rail team with a data science team <p>Bhekithemba Dlamini, Director Engineering, Swaziland Railway</p>	<p>What's impacting infrastructure investment and how to come out on top?</p> <ul style="list-style-type: none"> Embracing innovative new ways to fund infrastructure Knowing what project sponsors and equity providers are looking for Technology and why it is rocketing up the infrastructure agenda Competition for investments heats up Asset management gets sophisticated – are you keeping up? Long term trends and their impact <p>Kurt Davis Jr., Investment Banker and Advisor, Barclays, United States</p>	<p>The hottest projects in Namibia and what is being done to open the door for investment.</p> <p>Willem Goeiemann, Permanent Secretary, Ministry of Works and Transport, Namibia</p>
16:00	<p>Train-borne systems to monitor infrastructure</p> <p>GOLD SPONSOR Gibela</p>	<p>Smart and integrated freight transport</p> <ul style="list-style-type: none"> Intelligent and integrated systems for moving freight and passengers Successfully introducing Machine-to-machine (M2M) technology into legacy systems Mobile apps to address the customer's needs A seamless, more efficient, reliable service Building smart infrastructure too (hubs and corridors) <p>Peter Thomas, Chief Commercial Officer for GE Transportation's Digital Solutions</p>	<p>Attracting private investment to rail infrastructure projects</p> <ul style="list-style-type: none"> The role of rail authorities – removing private partnerships barriers What projects are the most obvious candidates for investment? What are private investors looking for? How to showcase projected ROI How these projects can benefit from the knowledge transfer of investors <p>Yongama Ndungane, Deputy Director: Transport Policies and Strategies, Department of Transport and Public Works, South Africa</p>	<p>The hottest projects in Swaziland and what is being done to open the door for investment.</p> <p>Stephenson Ngubane, CEO, Swaziland Railways</p>
16:20	Afternoon tea, networking and exhibition viewing			
	RAIL DYNAMICS			
17:00	<p>Keynote panel discussion: Traditional thinking derailed: Finding alternative finance methods for African railways projects</p> <ul style="list-style-type: none"> Investor allocation and how this has changed PPPs: promising, or a problematic partnership? The capital gap and closing it with private investment How railway operators can access debt and project finance How to ensure delivery of expected returns <p>Derek Thomas, Development Economist, South Africa</p> <p>Paul Runge, Director Projects & Development Finance, Africa House, South Africa</p> <p>Vivian Ramathuba, Senior Industry Development Manager, Rail Portfolio, IDC, South Africa</p> <p>William Dachs, Chief Operating Officer, Gautrain Management Agency, South Africa</p>			
17:40	Chairpersons closing address and close of day one			
18:00	PARTY PARTY PARTY			

					
Andrea Giuricin Managing director of CRIET - Transport at University, Nuovo Trasporto Viaggiatori Spa, Italy	Barbara Mommen CEO, Maputo Corridor Logistics Initiative, South Africa	Bello Roni Deputy Director: Signalling and Telecommunications, Nigerian Railway Corporation	Engr. Chidi Izuwah Executive Director, The Presidency, Infrastructure Concession Regulatory Commission, Nigeria	Christian Engelbrecht Associate Partner, Letsema Consulting, South Africa	Tshepo Kgobe Senior Executive Manager: Technical Services, Gautrain Management Agency, South Africa
					
Essam Selim Chairman and Former MD, Egyptian Railways Maintenance & Services	Derek Thomas Development Economist, South Africa	Jean Mapouth Rolling Stock Projects Director, Cameroon Railway	Jean Nepo Ndayambaje Railway & Cable Car Dvpt Senior Engineer, Rwanda Transport Development Agency		
					
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Chimeta Mulambia Head of Production Planning & Control, Central East African Railways, Malawi	Isaiah Okoth Group Chief Executive Officer, Rift Valley Railways, Kenya	Charles Kateeba Managing Director, Uganda Railways Corporation	Vincent Tshiongo Chief Operations Officer, RVR, Kenya		
					
Bhekithemba Dlamini Director Engineering, Swaziland Railway	Kurt Davis Jr. Investment Banker and Advisor, Barclays, United States	Peter Thomas Chief Commercial Officer for GE Transportation's Digital Solutions, GE Transportation	Emma Wade-Smith Trade Director for Sub-Saharan Africa, Department for International trade	Stephenson Ngubane CEO, Swaziland Railways	Paul Runge Director Projects & Development Finance, Africa House, South Africa

AFRICAN TRANSPORT MINISTRIES

AFRICA'S CONTINUED ECONOMIC GROWTH IS DEPENDENT ON THE CONTINENTS ABILITY TO IMPROVE AND MAINTAIN INFRASTRUCTURE. AFRICA'S TRANSPORT MINISTRIES HAVE THE RESPONSIBILITY TO ENSURE EFFECTIVE AND EFFICIENT RAILWAYS THROUGHOUT AFRICA.

Join us as we ask them how they plan on transporting people and goods on the continent. They will share their vision for the sector. They will also talk about how you can work with their governments to take advantage of the opportunities within their various countries.



Willem Goeieman

Ministry of Works & Transport, Namibia



Cheikh Fall

Head of Department – Planification
Ministry of Infrastructure, Transport,
Telecommunication, ICT, Senegal



Desire Ggapili

Head of Urban Transport
Ministry of Transport, Chad



Azoupiou Daou

Ministry of Infrastructure & Land
Transport, Burkina Faso



H.E Minsao Gnofam

Minister
Ministry of Infrastructure & Transport,
Togo



Jordan Zimba

Government Inspector of Railway
Ministry of Transport and Communications,
Zambia



Nicholas Chikwenya

Director Transport
Ministry of Transport and
Communications, Zambia



Gaurav Agarwal

Director
Ministry of Railways, India

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SHAPING THE FUTURE OF RAIL



JACK VAN DER MERWE

CEO, Gautrain Management Agency
South Africa

■ So how do we enable growth in Africa? What is the role of the railway sector in this growth plan?

Who better to answer this question than the man behind the best infrastructure development projects in South Africa over the past 20 years?

The 'main man' behind the multibillion rand Gauteng rapid rail link

Jack van der Merwe, a graduate of the Harvard Business School's SED program has more than 41 years' experience in the public transport sector. He is currently the CEO of the Gautrain Management Agency tasked with overseeing the building and operation of the Gautrain, overseeing the implementation of the Concession Agreement with the Bombela Concession Company.

Mr van der Merwe has an influence on an international level and is recognised as an international expert in transport and railway project management.

If you want to join the conversation and pick up a few tips from a man who knows what it takes to put the pieces together, join us at Africa Rail, where Jack van der Merwe will be talking about:

Shaping the future of rail: The business model behind an efficient rail network

- Staying competitive in the wake of innovation
- Smart rail and understanding what makes it smart
- Managing the risks and practical challenges
- Financing models and incentives
- Opportunities for collaboration

HEAR THE MAN BEHIND SOUTH AFRICA'S BEST INFRASTRUCTURE PROJECT!

CALL **KENEILWE MALOTLE** ON **+27 11 516 4005** OR EMAIL **KENEILWE.MALOTLE@TERRAPINN.COM**

PROFITS, PROGRESSION, POSSIBILITIES: THE MAN BEHIND THE EVOLUTION OF INTRA-AFRICAN TRADE



ARGENT CHUULA

CEO

Alliance for Commodity Trade in Eastern & Southern Africa, COMESA, Zambia

Mr Chuula is no ordinary leader. He's helping build economies into thriving successes across the African continent. With these thriving economies, comes the increased use of transportation services and growth in opportunities for transport operators.

Along with his responsibilities at ACTESA, Mr Chuula also serves as a Board member of the United Nations Development Programme (UNDP) Advisory Board, a Board Member of ASARECA, and a Member of the NEPAD Business Foundation SAPDI Steering Committee.

With so much insight into the transportation of local and global trade, Mr Chuula's keynote address will give you the status quo in African transportation - where we are, where we're headed with trade and its impact on transport.

Topic: How to plan, develop and build an intermodal and integrated African transport network

Key points to be covered:

- A closer look at economic and trade route benefits
- Challenges and policies
- Implications for cargo owners and operators
- Capitalising the needs of the changing rail industry
- Where we are, where we are going and how we will get there

Time: 09:40 – 10:00

Date: 14 June 2017

TRYING TO PREPARE YOUR OPERATIONS FOR INCREASED TRADE ON THE CONTINENT BUT NOT SURE WHAT TO EXPECT? BOOK YOUR DELEGATE PASS TO HEAR FROM MR CHUULA TODAY.

CONTACT **KENEILWE MALOTLE** ON **+27 11 516 4005** OR EMAIL **KENEILWE.MALOTLE@TERRAPINN.COM**

AGENDA DAY TWO, 14 JUNE 2017

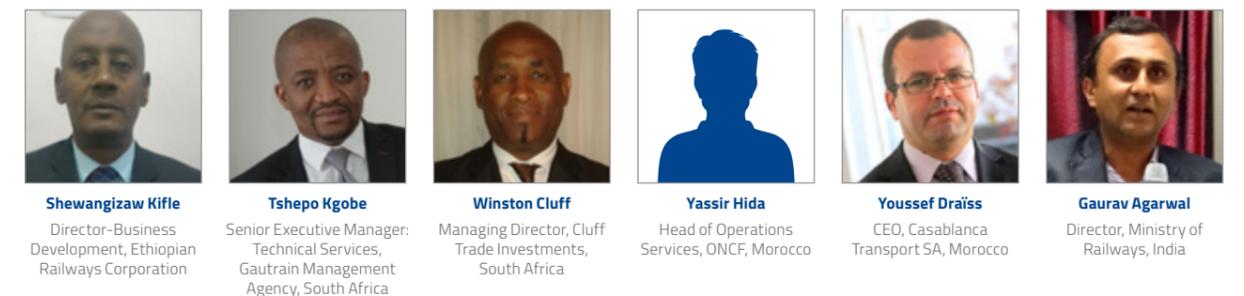
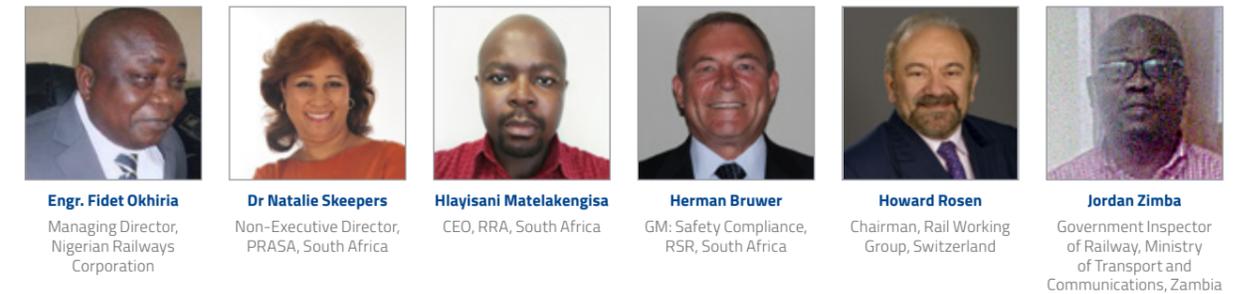
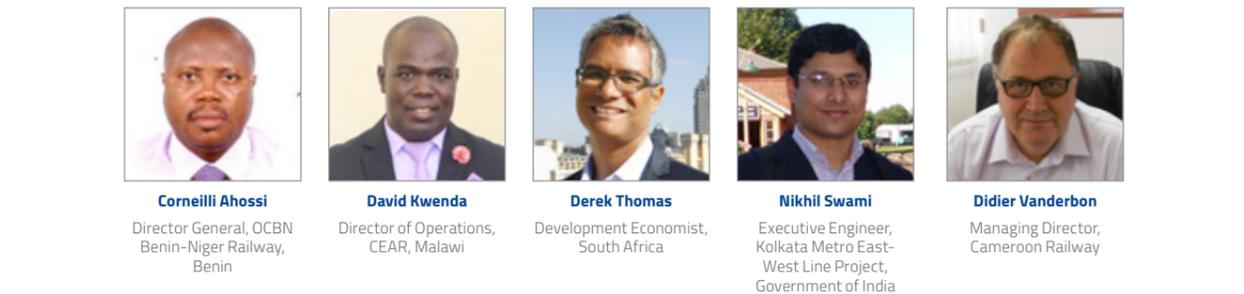
08:55	Opening remarks: Derek Thomas , Development Economist, South Africa			
	RAIL (R)EVOLUTION			
09:00	The African freight rail opportunity: Connecting the unconnected <ul style="list-style-type: none"> The economy, trends and disruptive forces Infrastructure development and ROI Meeting required capacity demands Overcoming funding hurdles Market dynamics and keeping up with the competition 			
09:20	Africa's city explosion and what we can do about transport demand <ul style="list-style-type: none"> How we fund and build urban transit solutions The role of rail in the bigger picture Affordable, appropriate Using apps and disruptive technologies to drive intermodality Global lessons that can be applied Where to next for Africa? Reserved for Department of Transport, South Africa			
09:40	How to plan, develop and build an intermodal and integrated African transport network <ul style="list-style-type: none"> A closer look at economic and trade route benefits Challenges and policies Implications for cargo owners and operators Capitalising the needs of the changing rail industry Where we are, where we are going and how we will get there Argent Chuula , CEO, COMESA & ACTESA , Zambia			
10:00	RESERVED PLATINUM SPONSOR			
10:20	Speed networking			
10:40	Morning tea, networking and exhibition viewing			
	MAINLINE AND RAIL FREIGHT Derek Thomas , Development Economist, South Africa	PASSENGER	STRATEGY AND BUSINESS MODELS Howard Rosen , Chairman, Rail Working Group , Switzerland	HUMAN CAPITAL
	CONSTRUCTION AND DEVELOPMENT	DEVELOPING PASSENGER RAIL	REGULATION	WOMEN IN RAIL
11:20	Case study: Constructing a \$1.2bn mega project with 150 bridges including the world's tallest railway bridge <ul style="list-style-type: none"> Unique challenges Innovative design methods Modern construction techniques Sustainability measures Value engineering Ankala Saibaba , Chief Engineer, Indian Railways	Passenger rail in Africa: Identifying the opportunities <ul style="list-style-type: none"> Upcoming projects and time lines Collaboration opportunities and business potential How will all this development be funded? Ensuring timely delivery Challenges around project implementation in megacities Supporting future expansion plans Shewangizaw Kifle , Director-Business Development, Ethiopian Railways Corporation	Localisation strategies Michael Kisaka , Director: Railway Regulation, SUMATRA , Tanzania	Women in rail: Localisation and skills optimisation <ul style="list-style-type: none"> Recruitment - Understanding local female candidates and their potential Retaining women in rail - making them feel valued The role of government departments and agencies in providing training and experience Creating avenues for knowledge transfer It's about making the talent pie bigger
11:40	How to practically deliver on a first-class passenger rail service <ul style="list-style-type: none"> Demands and expectations of the modern day passenger Settings goals, tracking progress Developing the network How quickly can all of this be funded and developed across Africa? Robert Kalomoh , Director: Railway Infrastructure Management, Ministry of Works and Transport Namibia	Planning large-scale urban infrastructure networks <ul style="list-style-type: none"> The challenges around planning and construction Where will the money come from? A vision for developing freight and passenger networks in urban areas Minimising the impact on the urban environment Successfully integrating new lines into existing networks Opportunities for collaboration Cornellii Ahoosi , Director General, OCBN Benin-Niger Railway , Benin	Critical variables when compiling national policies <ul style="list-style-type: none"> Enhancing the expansion of trade and investment Using the market to resolve the economic decisions Strategies to develop export-oriented sectors Creating an efficient, reliable and sustainable national industry Maintaining of the regulatory framework Hlayisani Matelakengisa , CEO, RRR , South Africa	Panel discussion: The power of women in rail: Furthering the success of women in rail <ul style="list-style-type: none"> Generating opportunities and promoting women Challenges women face when considering a career in rail Women in leadership - using merit as a primary base Diversifying the rail workplace Changing mind-sets and competing with tradition Reserved for Department of Transport, South Africa Louise Jacobus , Country Division Controller: Mobility, Siemens Southern & Eastern Africa Dr Natalie Skeepers , Non-Executive Director, PRASA , South Africa

12:00	RESERVED FOR GOLD SPONSOR	Improving the end-to-end passenger experience <ul style="list-style-type: none"> Successfully deploying high performance connectivity Strategies for appealing to a new generation of passenger What are the potential applications of big data and analytics? Maintaining station functionality while executing renovation projects The role of tech in delivering a seamless customer journey Communicating with customers when things go wrong How to harness apps to improve passenger communication RESERVED FOR SPONSOR PRASA	The regulatory challenges of operating rolling stock across borders? <ul style="list-style-type: none"> Defining the policy objectives Challenges for government Issues for private sector stakeholders Looking for solutions Howard Rosen , Chairman, Rail Working Group , Switzerland	
ROUNDTABLE DISCUSSIONS				
12:20	Numbers will be limited at each table, to ensure everybody gets their chance to participate in the discussion. Now's your chance to get really interactive! Simply pick one of our roundtable topics and join the debate. 5 minutes will be allocated for delegates settle and find their relevant roundtable.			
	1. Asset rehabilitation Jordan Zimba , Government Inspector of Railway, Ministry of Transport and Communications , Zambia	2. Top tips to reduce your OPEX Winston Cluff , Managing Director, Cluff Trade Investments , South Africa	3. Ensuring infrastructure development contributes to trade maturity Fabio Duarte , Commercial and Business Development Director, Nacala Railway Corridor , Mozambique	4. How private companies can help public companies create a mutual African railway norm Pieter Du Plessis , Group Executive Chairman, Naledi Inhlanganiso , South Africa
	5. Using data insights to grow rail freight revenue William Oberkramer , Alstom Global Solutions Director - Freight & Mining, Alstom	6. Turning rapid urbanisation into an opportunity for African transport Essam Selim , Chairman and Former MD, Egyptian Railways Maintenance & Services	7. Technology and skills to modernise the African railway industry GE	8. How can operators get more out of their communications infrastructure? Dr Angus Hay , General Manager, Neotel Liquid Telecom , South Africa
13:00	Lunch, networking and exhibition viewing			
	MAINLINE AND RAIL FREIGHT	PASSENGER	STRATEGY AND BUSINESS MODELS	HUMAN CAPITAL
	ASSET MANAGEMENT AND MAINTENANCE	COUNTRY STORIES - WEST	REVENUE MANAGEMENT	SKILLS DEVELOPMENT
14:20	Reinventing asset management - strategies every operator should know <ul style="list-style-type: none"> Overcoming business models under duress Repairing the investment engine New techniques to manage risk Technology - friend or foe? Using forecasting trends for predictive maintenance of rail assets Regulatory changes: From supervision to transformation Joubert Fortes Flores Filho , Engineering Director, MetroRio , Brazil	The hottest projects in Nigeria and what is being done to open the door for investment. Engr. Fidat Okharia , Managing Director, Nigerian Railways Corporation	Railways in Africa - what makes for projects with a real ROI? <ul style="list-style-type: none"> Why rail, generically, struggles to generate a ROI Why some elements of the rail sector still generate a ROI Some lessons from Africa's largest general freight railway Characteristics of projects with uncertain rail ROIs Characteristics of projects with encouraging rail ROIs Andrew Marsay , Transport Economist, South Africa	Priorities: Overcoming the business critical gap in talent and skills <ul style="list-style-type: none"> How to enhance the skills base Putting learning and development first Competency programs to boost operational and maintenance staff Moving away from traditional models Tailoring your workforce plan
14:40	Maximising the performance of existing assets <ul style="list-style-type: none"> Improving performance and getting more productivity out of existing operations Setting up an effective asset management plan Asset life extension: Identifying the right time for maintenance The risks of keeping redundant assets in the mix The debate of refurbish or buy new Smart maintenance technology and its impact on infrastructure David Kwenda , Director of Operations, CEAR , Malawi	The hottest projects in Burkina Faso and what is being done to open the door for investment. Azoupiou Daouda , Director of Cabinet - General Direction of Land Transport and Maritime, Ministry of Infrastructure and Land Transport , Burkina Faso	Effective revenue management for passenger rail operators <ul style="list-style-type: none"> Developing a sales and revenue strategy for rail What's the formula for success? Customising ticket sales and distribution strategies based on customer needs Staying in the know: The rapid evolution of rail revenue management and pricing Maximising inventory to generate profit Nikhil Swami , Executive Engineer, Kolkata Metro East-West Line Project , Government of India	Skills and training: Developing human capital across the industry <ul style="list-style-type: none"> Identifying industry best practice in management and development Investing in millennials to overcome the impacts of an ageing workforce Going digital: How to quickly and accurately upskill the workforce of the future Utilising 3D and virtual reality equipment in training Taking knowledge building to a new level - enabling staff to meet the demands of a high-tech transport industry RESERVED

SPOTLIGHT ON

SPEAKERS

15:00	<p>Asset management gets sophisticated</p> <ul style="list-style-type: none"> Why we need data: Avoiding overinvestment, duplication and redundancy Mitigate risk, enhance revenue and increase efficiency How technology is forcing operators to reassess operating processes to support new strategies How this market shift will impact the labour force New challenges, new answers <p>Tshepo Kgobe, Senior Executive Manager, Technical Services, Gautrain Management Agency, South Africa</p>	<p>The hottest projects in Senegal and what is being done to open the door for investment.</p> <p>Cheick Fall, Head of Department – Planification, Ministry of Transport, Senegal</p>	<p>New rail revenue strategies</p> <ul style="list-style-type: none"> Rail properties as a revenue stream Stations as retail hubs: Capitalising on customer shopping habits and requirements Multimodal ticketing and how this attracts new customer to rail Collaboration opportunities between operators and commercial partners Growing your customer base: Strategically targeting industries that don't typically use freight rail <p>Gaurav Agarwal, Director, Ministry of Railways, India</p>	<p>COUNTRY STORIES – NORTH & CENTRAL</p> <p>The hottest projects in DRC and what is being done to open the door for investment.</p> <p>Justin Kalumba, Former Minister of Transport, Ministry of Transport, DRC</p>
15:20	<p>SAFETY AND EMERGENCY MANAGEMENT</p> <p>A shared commitment to railway safety – getting everyone involved</p> <ul style="list-style-type: none"> The importance of a "safety culture" Safety concerns and trends from across the continent Getting all stakeholders involved Incorporating tech to help improve rail safety The role of the railway regulator Recruitment, training and retention <p>Paul Kabaale, GM: Safety, Rift Valley Railways, Kenya</p>	<p>The hottest projects in Cameroon and what is being done to open the door for investment</p> <p>Didier Vanderbon, Managing Director, Cameroon Railway</p>	<p>PROJECT MANAGEMENT</p> <p>Successful end-to-end project delivery: Can this be done?</p> <ul style="list-style-type: none"> Building the right project team with the expertise to deliver megaprojects on time How to streamline permitting and land acquisition Having an agile project management approach Excellence in tenders, contracts and partnerships Learning from the best in the world <p>Mthabeleng Ledwaba, Head: Faleme Integrated Project, In Partnership with the Ministry of Infrastructure and Land Transport, Senegal</p>	<p>The hottest projects in Algeria and what is being done to open the door for investment.</p> <p>Azzedine Fridi, General Manager, Anesrif, Algeria</p>
15:40	<p>How to minimise the human influence in rail incidents</p> <ul style="list-style-type: none"> Understanding fatigue management and working together to enhance safety Strategic foresight: The right leadership with the right skills Empower with rigorous and ongoing training Incorporating tech into everyday operations <p>Abdur-Rahman Abdullah, Vice President, DLECS, Faculty of Engineering, Cairo University, Egypt</p>	<p>POWER AND ENERGY</p> <p>The benefits of electrifying a major route</p> <ul style="list-style-type: none"> How electrification is reducing ongoing operational and maintenance costs A focus on cleaner, more reliable travel Key timelines and rollout requirements Challenges encountered in the testing phase Practical advice <p>Solomon Eshetu, Director General, Ethio-Djibouti Railways, Ethiopia</p>	<p>Approached to project management efficiency</p> <ul style="list-style-type: none"> Understanding the project development process How to focus your efforts on continuously improving project performance Keeping an eye on contracts and deliverables Understand and monitoring the cost-determining factors Knowing your maintenance and operational requirements <p>Yassir Hida, Head of Operations Services, ONCF, Morocco</p>	<p>The hottest projects in Morocco and what is being done to open the door for investment.</p> <p>Youssef Draïss, CEO, Casablanca Transport Sa, Morocco</p>
16:00	<p>Accelerating safety using predictive analytics</p> <ul style="list-style-type: none"> Making your case to invest in technology Preventing breakdowns and derailments with real-time information Identifying track maintenance asset health management needs beforehand Costs and operational benefits for employment <p>GOLD SPONSOR</p> <p>Herman Bruwer, GM: Safety Compliance, RSR, South Africa</p>	<p>Achieving cost savings through energy and carbon efficient trains</p> <ul style="list-style-type: none"> Implementing energy saving initiatives to reduce costs A must have: Energy saving technology in new rolling stock Adopting a holistic approach to efficiency and savings How to evaluate the effectiveness of existing strategies How will these initiatives translate into long term savings? <p>GOLD SPONSOR</p> <p>Andreas Dammann, Rail Business Manager – EMEA, Cummins, USA</p>	<p>Getting your feasibility study right</p> <ul style="list-style-type: none"> Decision making factors for evaluating and choosing projects Practical methods for prioritising realistic and feasible projects Costs benefits and financial sustainability Providing timely reporting on progress relative to budgets and timelines <p>Christopher Musonda, Ag. CEO, Zambia Railways</p>	<p>The hottest projects in Zambia and what is being done to open the door for investment.</p> <p>Nicholas Chikwenya, Director Transport, Ministry of Transport and Communications, Zambia</p>
16:20	<p>Close of conference Afternoon tea, networking and exhibition viewing</p>			



THE MAN WHO NOT ONLY ENHANCED SERVICE QUALITY AND RELIABILITY BUT IS ALSO BEHIND OPERATIONAL EFFICIENCY



SETH BODNAR

Chief Digital Officer, President, Digital Solutions
GE Transportation, USA

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Seth is the Chief Digital Officer of GE Transportation and the president of GE Transportation's Digital Solutions business, which provides a connected suite of software solutions to drive productivity, operational efficiency, and enhanced service quality and reliability for the global transportation industry.

Prior to his current role, Seth was the general manager of GE Transportation's Signalling Solutions business, where he led a team that managed a portfolio of more than 200 rail signalling and communications projects worldwide.

Join Seth for his keynote on Day 1: How railway operators are answering the call for reliable freight rail services

He will share his thoughts on:

- Leadership in the railway industry
- Opportunities for incumbents and new entrants
- Maintaining reliability standards and managing growing demand at the same time
- Harnessing IT innovations to improve reliability and performance
- Sustainable business models
- How can technology be used to move the industry forward?

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WOMEN IN RAIL

TO CELEBRATE WOMEN IN RAIL, WE ARE THRILLED TO BE ANNOUNCING KEY FEMALE LEADERS WHO WILL BE SPEAKING AT AFRICA RAIL IN JUNE.

2017 WE ARE INTRODUCING THE WOMEN IN TRANSPORT AWARD

The sessions aim to meet the needs of women in rail worldwide and to promote empowerment and gender equality. The Africa Rail conference and expo has been developed with these principals in mind.

We're giving you an opportunity to hear from women who are changing the face of railways in Africa. Look below at a few of these influential women speaking:

BARBARA MOMMEN

CEO
Maputo Corridor Logistics Initiative
South Africa

LIZ WHITEHOUSE

Managing Director
Africa House
South Africa

EMMA WADE-SMITH

Trade Director for Sub-Saharan Africa
Department for International Trade
South Africa

VIVIAN RAMATHUBA

Senior Industry Development Manager, Rail Portfolio
IDC
South Africa

LOUISE JACOBUS

Country Division Controller: Mobility
Siemens
Southern & Eastern Africa

NTHABELENG LEDWABA

Head: Faleme Integrated Project
In partnership with the Ministry of Infrastructure and Land Transport
Senegal

DR NATALIE SKEEPERS

Non-Executive Director
PRASA
South Africa



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MINISTRY OF INFRASTRUCTURE & LAND SUPPORT

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OCBN BENIN-NIGER RAILWAYS

PASSENGER RAIL AGENCY OF SOUTH AFRICA

PRESIDENT'S ADVISORY COUNCIL ON DOING BUSINESS IN AFRICA

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RAILROAD ASSOCIATION OF SOUTH AFRICA

RATP DEV / BOMBELA OPERATING COMPANY

RIFT VALLEY RAILWAYS

ROVOS RAIL

SETRAG GABON

SNCF

SOUTHERN RAILWAY

SWAZILAND RAILWAYS

SYDNEY TRAINS

THE DEPARTMENT OF TRADE AND INDUSTRY

THE PRESIDENCY, INFRASTRUCTURE CONCESSION REGULATORY COMMISSION,

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PROJECTS

IN AFRICA

EGYPT	NIGERIA	CAMEROON	SUDAN	SOUTH AFRICA	KENYA
<p>PROJECT: Cairo Metro Network Lines 3</p> <p>STAGE IN PROJECT: Line 3 - Near completion</p> <p>INVESTMENT: \$2.7 Billion for Line 3</p> <p>PROJECT: Cairo Metro Network Lines 5 & 6</p> <p>STAGE IN PROJECT: TBC</p> <p>INVESTMENT: TBC</p> <p>PROJECT: Alexandria-to-Aswan high speed Rail</p> <p>STAGE IN PROJECT: 3-5 years - Phase one 8 years - Phase 2 5 years - Phase 3</p> <p>INVESTMENT: Phase 1 - \$3.5 billion Phase 2 & 3 - TBC</p> <p>PROJECT: New metro rolling stock</p> <p>STAGE IN PROJECT: Unstated</p> <p>INVESTMENT: €175 million</p> <p>PROJECT: Signalling technology for rail corridors</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: Total Unstated</p>	<p>PROJECT: Lagos-Ibadan double track railway line modernisation project.</p> <p>STAGE IN PROJECT: Implementation - completed within 36 months (2018)</p> <p>INVESTMENT: approved funding of \$US1,488 billion</p> <p>PROJECT: Kano light rail network</p> <p>STAGE IN PROJECT: pre-implementation</p> <p>INVESTMENT: \$US1.85 Billion</p>	<p>PROJECT: Cameroon/Chad/Regional: Yaoundé-Kousséri Transport Corridor, Southern Cameroon</p> <p>STAGE IN PROJECT: Pre-Implementation</p> <p>INVESTMENT: USD 91 million</p> <p>PROJECT: Cameroon: Lolabe Minerals Port, Southern Coast, Cameroon</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: Total Unstated.</p>	<p>PROJECT: New railway line: Khartoum - El Obied</p> <p>STAGE IN PROJECT: Unstated</p> <p>INVESTMENT: USD 1,344 million</p> <p>PROJECT: New Standard Gauge Line Parallel to the Existing Line. Port Sudan - Khartoum</p> <p>STAGE IN PROJECT: Unstated</p> <p>INVESTMENT: \$676 million</p>	<p>PROJECT: Gautrain Expansion Project</p> <p>STAGE IN PROJECT: Feasibility study completed</p> <p>INVESTMENT: Undisclosed.</p> <p>PROJECT: Upgrading Metrorail</p> <p>STAGE IN PROJECT: implementation</p> <p>INVESTMENT: approx. R139 Billion, first phase - R65-billion</p>	<p>PROJECT: Mombasa-Nairobi Standard Gauge Railway (SGR) line to Naivasha.</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: \$13.8 billion</p> <p>PROJECT: USA-KENYA Transport accord for a corridor development</p> <p>STAGE IN PROJECT: Planning</p> <p>STATUS: Requires funding</p> <p>PROJECT: Connecting Nairobi to the Rift Valley town of Naivasha</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: US\$1.5 Bln Railway Line</p>
	ZAMBIA & TANZANIA:	BOTSWANA AND MOZAMBIQUE	BOTSWANA AND NAMIBIA	GABON	TUNISIA, MOROCCO, ALEGERIA
	<p>PROJECT: Tanzania/Zambia/Regional: Tanzania-Zambia Railway Authority (TAZARA) Rail Spurs Programme</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: TAZARA estimates that it requires USD 250 million for track equipment, rolling stock and other necessities.</p>	<p>PROJECT: Botswana/Mozambique/Regional: Techobanine Deepwater Port, Matutuine, Maputo Province, Southern Mozambique</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: The projected cost is USD 7 billion.</p>	<p>PROJECT: Botswana/Namibia/Regional:TransKalahari Rail Line</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: The cost estimates have varied considerably from USD 9 billion to USD 15 billion.</p>	<p>PROJECT: Gabon: Trans-Gabonese Rail Line Rehabilitation & Renewal Project</p> <p>STAGE IN PROJECT: Pre-Implementation</p> <p>INVESTMENT: The amount allocated for the first tranche is USD 280 million to be disbursed over four years.</p>	<p>PROJECT: Train from Tunis to Casablanca, New High Speed Link Between Morocco, Algeria and Tunisia</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: \$1.281 million USD</p>
ETHIOPIA	ANGOLA	RWANDA, BURUNDI, TANZANIA	MOZAMBIQUE AND SWAZILAND	CÔTE D'IVOIRE	TANZANIA
<p>PROJECT: Awash-Weldia-Hara Gebeya line</p> <p>Mekele-Woldia-Hara Gebeya - Semera-Tadjourah railway</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: Unstated</p>	<p>PROJECT: Angola/DR Congo/Zambia/Regional: Cross Border Logistics Platform, Luau, Moxico Province, North-Eastern Angola</p> <p>STAGE IN PROJECT: Pre-Implementation</p> <p>INVESTMENT: Total Unstated.</p>	<p>PROJECT: Upgrading the existing 970km narrow-gauge railway to a standard gauge</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: \$7, 6 billion</p>	<p>PROJECT: Mozambique/Swaziland/Regional: Chongoene Transport Corridor, Southern Mozambique</p> <p>STAGE IN PROJECT: Conceptual</p> <p>INVESTMENT: Unfinalised</p>	<p>PROJECT: Côte d'Ivoire/Nigeria/Regional: West Coast High Speed Rail Project, Abidjan, Badagry/Lagos</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: Total Unstated</p>	<p>PROJECT: 1000km line from mining endeavors in southern Tanzania to the port of Mtwara</p> <p>COMPLETION: Planning</p> <p>INVESTMENT: \$1, 4 billion</p>
CENTRAL AFRICAN REPUBLIC	SENEGAL	GHANA	UGANDA	MOROCCO	ALGERIA
<p>PROJECT: Central Africa Republic/Regional: Transport Corridors</p> <p>STAGE IN PROJECT: Pre-Implementation</p> <p>INVESTMENT: Total Unstated.</p>	<p>PROJECT: Senegal: Dakar Regional Express Train (TER)</p> <p>STAGE IN PROJECT: Pre-Implementation.</p> <p>INVESTMENT: The cost is estimated at USD 250 million.</p>	<p>PROJECT: Ghana: Tema-Akosombo Rail Line, Southern Ghana</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: The cost of the Project was unstated.</p>	<p>PROJECT: The Casablanca—Tangier high-speed rail line</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: 20 billion dirhams total</p>	<p>PROJECT: The Casablanca—Tangier high-speed rail line</p> <p>STAGE IN PROJECT: Implemented</p> <p>INVESTMENT: 20 billion dirhams total</p>	<p>PROJECT: Light Railway expansion</p> <p>STAGE IN PROJECT: Planning</p> <p>INVESTMENT: €89Million</p>

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One whole conference track focused on: Overcoming the business critical gap in talent and skills, how to boost your operations skills base and on: Developing human capital across the industry. This sessions is designed to introduce new opportunities in Africa.

NETWORKING

BUILDING RELATIONSHIPS IS AT THE VERY CORE OF WHAT WE DO.

With a 20-year history of attracting all sectors of the railway industry, from senior decision makers, vendors and manufacturers, to end users, we are dedicated to creating a meeting place for the entire industry.

That's why we build hours of networking into the conference and the exhibition – because when we know you're meeting the right people to learn from and do business with, we're happy.

Here are a few ways to make invaluable connections at Africa Rail:

ROUNDTABLES

Where else can you sit down with senior executives of government authorities and operators from across Africa and the rest of the world? These interactive sessions are designed to discuss innovative trends and technologies, as well as learn about the latest developments in regional projects.

SPEED NETWORKING

With hundreds of potential customers and partners to meet, this is your chance to network with everyone in the room. Quick, efficient and fun, speed networking is a great opportunity to establish valuable relationships in a crowd of likeminded professionals

NETWORKING PLATFORM

Take control of your time at the show by proactively contacting fellow attendees and arranging meetings in advance with our online platform. With an inbuilt matchmaking feature, it's easier than ever to find who you need to meet at the show and pre-arrange those vital meetings.

GALA DINNER AND AFTER PARTY

After a busy day of networking and business at the show, we like to build in a bit of time to unwind, situated in a beautiful location with good food and better company. It's a good opportunity to make connections in a more informal setting, and enjoy what South Africa has to offer.

DON'T MISS OUT ON THE BEST NETWORKING OPPORTUNITY OF THE YEAR.

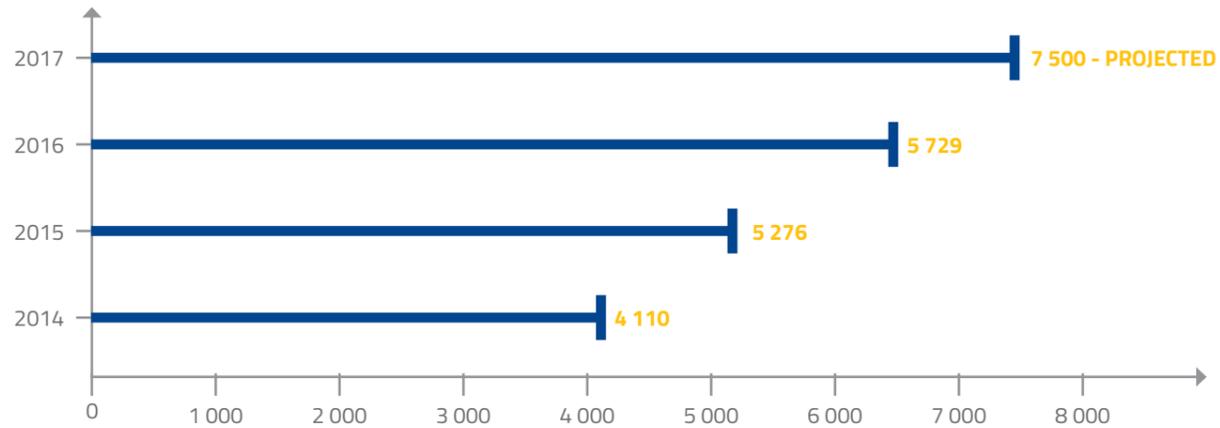
BOOK ONLINE NOW WWW.TERRAPINN.COM/AFRICARAIL



THE FACTS

YOUR SHARE OF AFRICA'S US\$508BN BOOMING RAIL INDUSTRY

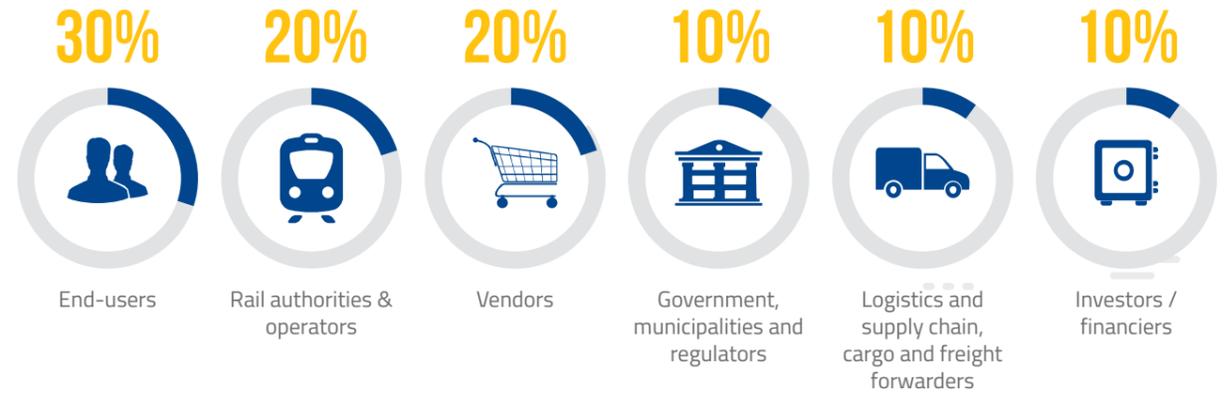
ATTENDEE GROWTH



BY REGION



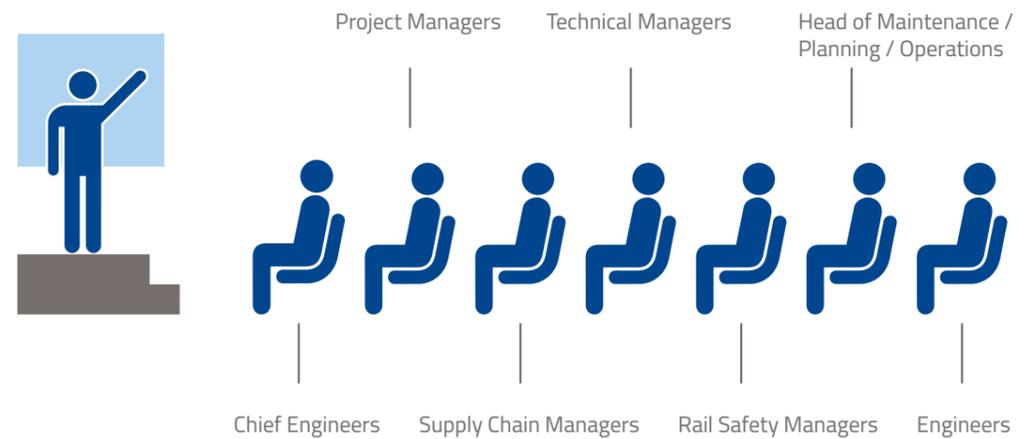
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IN THE CONFERENCE



AT THE EXHIBITION:



TO BOOK YOUR STAND, CALL **TARRYN THEUNISSEN** ON **+27 11 516 4044** OR EMAIL **TARRYN.THEUNISSEN@TERRAPINN.COM**

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PRICES

LIMITED OFFER BOOK NOW TO SAVE ON YOUR DELEGATE PASS

BASE PRICE 13 JUNE 2017	ZAR 13 975				
	Early Bird expiry date	Lead time	Discount	Price per delegate	Price for 3+ delegates
EARLY BIRD 1	27 Feb 2017 SOLD OUT	20	50%	R6 987.50	R5 590
EARLY BIRD 2	24 Feb 2017 SOLD OUT	16	35%	R9 083.75	R7 267
EARLY BIRD 3	14 Feb 2017 SOLD OUT	12	25%	R13 975	R11 180
EARLY BIRD 4	5 May 2017	6	10%	R14 675	R11 740
EARLY BIRD 5	Final Price	Final Price	0%	R15 375	R12 300

BRING YOUR TEAM – SAVE 30%

Bring a group of 3 or more and save **30%** off the total price, go to www.terrapinn.com/africarail

WHAT YOU NEED TO KNOW

VENUE

Sandton Convention Centre
Johannesburg
South Africa

DATES

Conference and exhibition 13 - 14 June 2017
Check www.terrapinn.com/africarail

