

INTERNATIONAL SUMMIT: 29 - 30 MARCH 2016

SITE VISIT TO THE CAIRO METRO: 31 MARCH 2016

CAIRO, EGYPT

CREATING A PLATFORM TO INCREASE MULTIMODALITY AND EXAMINING PROJECTS AND TECHNOLOGIES TO MAXIMISE CAPACITY SAFELY AND EFFICIENTLY



- General Eng. Ahmed Hamed, Chairman, Egyptian National Railways
- Eng. Mohamed Mahmoud Ahmed, General Director for Strategy & Investment Projects, Egyptian National Railways
- Medhat Youssef, Head of the Central Planning and Maintenance of Rolling Stock, Egyptian National Railways
- Eng. Sami Al Agamy, Chairman and Managing Director, Egyptian Railways Maintenance and Services Company

- Eng. Mustafa Ghaly, Deputy Minister, Ministry of Planning, Monitoring and Administrative Reform
- Shams Mohammad Yamma, Chief Executive Director, Afghanistan Railway Authority
- Sidi Mahmoud Bedi, Railway Expert President's Advisor, Saudi Railways Organization
- **Hugh Lawson,** Head of Programme Delivery London Overground, **Transport for London**
- Atter Hannoura, Director, PPP Central Unit, Ministry of Finance

DON'T MISS YOUR OPPORTUNITY TO:

- Hear first-hand from key stakeholders how your business can be part of Egypt's future rail and metro projects
- Get exclusive project insights into key projects like Cairo Metro Line 4 and the creation of Egypt's high-speed rail project in order to align your business with the needs of government
- Learn the best ways to optimise maintenance and revenue streams in order to maximise return on investment
- Network with fellow rail professionals from Egypt and abroad to develop your business contacts and create lasting partnerships
- Develop your understanding of mega-project finance and alternative methods to finance rail projects like PPPs, BOT, and FDI and their applicability to funding rail and metro projects

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EVENT OVERVIEW

Dear industry colleague,

Egypt has long been far too reliant on its road network, with overcrowded and dangerous roads causing a large number of problems. As part of a national strategy to rectify this, the country has embarked on a program to vastly increase the capacity of its rail and metro networks, launching projects to modernise existing routes whilst creating vital new networks.

With modernisation works on-going on Cairo Metro's lines 1 and 2, expansion underway on line 3 and the recent tender of line 4, as well as studies underway looking at a potential 5th and 6th line and the possibility of an Alexandria Metro, metro developments are in full swing. Additionally, Egypt's rail network is looking to expand into new domains, with projects underway to acquire new rolling stock, improve communications and automation of functions, as well as studies to investigate the electrification of local lines and the possible implementation of a high-speed rail network to link Alexandria in the North with Aswan in the South.

Implementing all of these ambitious projects will not be without its challenges, however, and this conference will serve as a platform to address these issues and provide recommendations as to how best to modernise rail and metro systems.

The **2nd Annual Future Rail and Metro Summit** will address the challenges of implementing these projects and provide operators and professionals with the chance to determine the future of rail and metro operations.

I look forward to welcoming you to Cairo in March.

Yours faithfully,

Rory Keith

Conference Director - 2nd Annual Future Rail and Metro Summit IQPC Middle East & North Africa

WHO WILL YOU MEET?

- Government ministries
- Rail operators
- Rail contractors
- Investors and financiers
- Consultants
- Architects
- Rail equipment providers





IQPC provides business executives around the world with tailored practical conferences, large scale events, topical seminars and training programmes, keeping them up-to-date with industry trends, technological developments and the regulatory landscape. IQPC conferences are market leading "must attend" events for their respective industries. IQPC produces more than 1,700 events annually around the world, and continues to grow. Founded in 1973, IQPC now has offices in major cities across six continents including: Bengaluru, Berlin, Doha, Dubai, London, New York, Singapore, Sydney, Tampa, and Toronto. IQPC leverages a global research base of best practices to produce an unrivalled portfolio of conferences. www.iqpc.ae

WHO ATTENDED THIS EVENT IN 2015?

COMPANIES

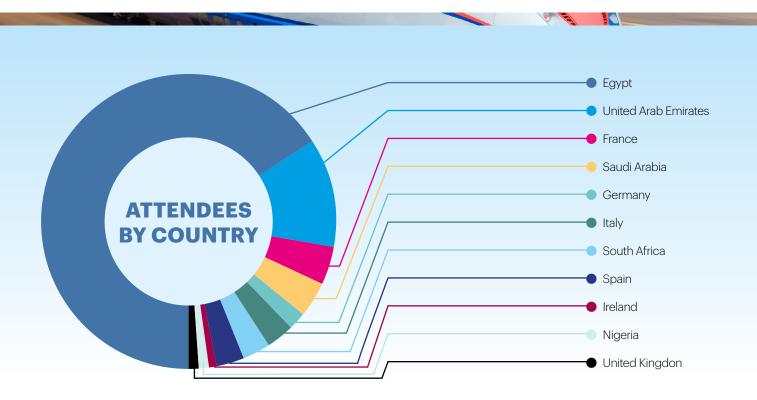
- ABB Electrical Industries ABB ARAB S.A.E.
- ACE Moharram Bakhoum
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- Auxitec Tecnica y Control
- Bombardier
- British Embassy Cairo
- China Railway Construction Corporation
- Egyptian Company for Metro Management & Operation
- Egyptian National Institute for Transportation
- Egyptian National Railways (ENR)
- Embassy of the Netherlands
- Engineering Consultants Group
- Etihad Rail
- German Academic Exchange Service
- Huawei Technologies Co.
- Indra
- Itinera SPA
- K&A Consultants
- London Overground & Crossrail
- Mansoura University
- Metro Dublin
- Ministry of Finance
- Ministry of Tourism
- Ministry of Transport
- National Authority for Tunnels
- Nigerian Railways Corporation
- One Works S.p.A.
- Orascom Construction Industries

- Qalaa Holdings
- QNB Al Ahli
- Sky Tech
- Smart Glass
- Synergy Consulting
- Tahoun Law Office
- Tanta University
- Thales International
- Triangle Group
- Vianini Lavori S.p.A.
- Voith Turbo Gmbh

JOB TITLES

- Architect and Managing Director
- Assistant Head of Business Development Division
- Assistant Professor
- Assistant Professor of Public Works
- Associate Professor
- Business Development Coordinator
- Business Development Executive
- Business Development Manager
- Chairman
- Chairman and Managing Director
- Chairman Assistant for Line 1 Operation
- Chief Technology Officer
- Co-Chairman
- Commercial Manager
- Coordinator
- Corporate Communications Specialist
- Deputy Director Operations

- Director of PPP Central Unit
- Division RTO Minister
- Executive Director and Board Member
- Financial Analyst
- Former Chairman
- General Manager
- General Manager of Research and Development
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- Head of Quality EMEA Region
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- Information Center General Manager
- Key Account Manager Transportation
- Local Business Unit Manager
- Managing Director
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- Sales Director
- Sector Manager of Transportation
- Senior Adviser for Trade and Investment
- Senior Interpreter Office of Chairman
- Senior Telecom Engineer
- Senior Vice President
- Solution Manager-Public Sector
- Technical Office Engineer
- Vice Chairman
- Vice Chairman Freight
- Vice President and Business Development Division Head
- Vice President Sales
- Vice-Chairman of Transport Planning Authority



08:30 Registration and welcome refreshments

09:00 Chairman's welcome remarks and opening speech

09:10 Opening remarks by the chairman of the ENR

General Eng. Ahmed Hamed, Chairman, Egyptian National Railways

09:25 An outline of the current and future projects of the ENR

Egypt has a number of exciting new projects planned in the rail sector, from the feasibility study for the high-speed network, to the study of electrified local lines and the upgrading of signalling and communications systems. This session will provide an overview of Egypt's upcoming rail projects with a view to informing potential partners about the national strategy for the development of the rail sector.

Eng. Mohamed Mahmoud Ahmed, General Director for Strategy & Investment Projects, Egyptian

National Railways

09:55 How selected transportation projects fit into the Ministry's plans for the economic development of the country

A vital part of understanding future rail projects is to understand the broader strategic picture into which they fit. This session will provide that picture to delegates by providing insights from the highest levels of the Ministry of Planning.

Eng. Mustafa Ghaly, Deputy Minister, Ministry of Planning, Monitoring and Administrative Reform

10:25 Coffee and networking break

11:10 Panel discussion: Reducing maintenance and operating costs without compromising on quality

Both the ENR and Cairo Metro currently operate at a large budgetary deficit, premised on the fact that they provide a valuable service to citizens. The main cost restricting their profitability is maintenance. In this session, key representatives will discuss how they might reduce maintenance costs and consider additional revenue streams available to service operators. The session will consider:

- Improving workshop maintenance procedures and reducing the reliance on foreign materials and expertise in order to decrease costs
- Using the latest available technologies in rail workshops to decrease downtime of rolling stock
- Exploring additional revenue streams to increase revenues from assets

Moderator: Essam Selim, Director, Ibis Egypt

Panellists: Medhat Youssef, Head of the Central Planning and Maintenance of Rolling Stock, **Egyptian National Railways**

Eng. Sami Al Agamy, Chairman, Egyptian Railways Maintenance and Services Company Sidi Mahmoud Bedi, Railway Expert – President's Advisor, Saudi Railways Organization

11:55 Panel discussion: Increasing the role of freight in Egyptian rail operations

Egypt's rail network currently only handles 1% of total freight transit operations in the country, resulting in an enormous additional burden on the country's road network. With a goal of increasing this share to 10% and increasingly integrating Egypt's rail network with Egypt's expanding port and dry port network, this session will discuss how Egypt can go about achieving this goal. This session will discuss amongst other issues:

- The creation of a separate Egyptian company to handle freight operations separately of the ENR
- The integration of freight logistics with Egypt's ports, dry ports and river ports
- How to successfully design and implement rail freight infrastructure in order to transition from reliance on road transport for freight

Panellists: Eng. Khaled Farouk, Vice Chairman for Freight, Egyptian National Railways Sidi Mahmoud Bedi, Railway Expert – President's Advisor, Saudi Railways Organization

12:40 International case study: The development of London's overground network

Having only formally come into existence in 2007, London's overground rail network has expanded, following a programme for development, from handling 35 million passengers per year to handling 175 million passengers per year. This process offers a compelling case study in the regeneration of radial rail networks in urban areas and is especially impressive because the whole operation was achieved on a budget of just £2bn GDP. In this session, the head of programme delivery will take delegates through some of the most salient lessons from the project.

Hugh Lawson, Head of Programme Delivery - London Overground, Transport for London

13:10 Networking lunch

14:10 Panel discussion: Improving signalling and communications

Signalling and communications are currently limiting factors in the performance of Egyptian rail and metro operations. With the Cairo Metro presently looking to improve signalling and automation performance in order to increase the frequency of operations and the ENR looking to improve communications and signalling performance, this session will address how these authorities can go about increasing the efficiency, safety and regularity of services using the latest advances in signalling and communications technology. This session will cover the following key areas:

- Surmounting the challenges of moving to digital communications in order to improve clarity of communications and safety of operations
- Looking at ATB/ATP as a means to increase the safety of rail operations
- Considering the use of ETCS systems for use outside of Europe

Interested in participating in this session? Email enquiry@iqpc.ae for more information.

14:55 Adequate regulation for the safe operation of rail assets

Etihad Rail DB is responsible for the operations and maintenance of the first stage of the UAE's rail network. Aiming to be a world leader in many aspects, including safety, the company has employed stringent standards of safety on its lines. This session will provide an overview of these standards and how rail companies can improve the safety of their operations through adequate regulation.

Apostolos Kageropoulos, Infrastructure Standards Manager, Etihad Rail DB

15:25 Chairman's closing remarks and end of summit day one



08:30 Registration and welcome refreshments

08:55 Chairman's welcome remarks

09:00 International case study: The development of Afghanistan's rail network

Afghanistan is presently embarking on several projects to develop its rail network. This process is not without its challenges however and there are many lessons to be learned from the process for other international rail operators. This session will provide an overview of this process.

Shams Mohammad Yamma, Chief Executive Director, Afghanistan Railway Authority

09:30 Best practices in managing stakeholders and designing common interfaces for rail projects

Many modern rail and metro projects involve the management of various stakeholders. Few contemporary projects have involved quite as much stakeholder management and cooperation as Riyadh FAST Metro consortium, requiring constant management of stakeholders in the design and construction of lines 4, 5 and 6 of the Riyadh metro project. In this session, a senior interface engineer from this project will outline best practices in this field.

Ahmed Gado, Senior Interface Engineer, FAST Metro Riyadh

10:00 The future of AFC systems in mass transit networks

Automatic fare collection (AFC) systems are an increasingly common facet of modern rail and metro networks, allowing users to seamlessly process payments for their journeys. This session will provide an insight into the future of such systems and where their development might lead to, offering delegates a window into the future of such technologies.

Prabhas Kumar, AFC Expert, Ministry of Transport, Qatar

10:30 Coffee and networking break

11:15 Panel discussion: Developing the physical infrastructure needed to advance rail and metro operations

New projects in developing rolling stock and increasing capacity need to be matched with advances in physical infrastructure, with stations and tracks needing to be built and upgraded in order to meet the increased levels of both train and passenger traffic. This session will address the challenges facing the construction and renovation of physical infrastructure, with reference to the following areas:

- How to finance new infrastructure: The possibility of using mixed-use developments
- · How best to schedule maintenance and construction of new stations and lines
- Constructing new workshops and maintenance facilities to cope with increased rolling stock numbers

Panellists: Hugh Lawson, Head of Programme Delivery – London Overground, Transport for London

12:00 Panel discussion: Financing rail and metro projects through alternative and innovative mechanisms

With a limited ability of the government to directly fund projects, the issue of alternative financing mechanisms is a vital issue to be discussed. This session will consider the applicability of these funding mechanisms to ail the metro projects in Egypt with the goal of identifying best practices in alternative project finance. This project will consider the relative merits of the following systems of finance:

- The use of foreign direct investment as a means to fund projects
- The use of Public Private Partnerships in financing rail and metro projects
- The applicability of the build-operate-transfer model of project finance to rail projects

Panellists: Atter Hannoura, Director, PPP Central Unit, Ministry of Finance

12:45 Panel discussion: Increasing the safety of rail and metro operations

Improving the safety of operations is one the most important goals for service providers, with both the safety of passengers and crossings in focus, this session will consider what mass transit stakeholders can do to increase safety safely and efficiently.

- · What steps need to be taken to ensure the safety of mass transport in Egypt in future?
- · How can past accidents be used to influence future safety policy?
- What technologies can be used to ensure safety in future?

Panellists: Rafael Pulido, Railway Consultant, Altran

Apostolos Kageropoulos, Infrastructure Standards Manager, **Etihad Rail DB Luciano Fernandes Borges,** System Assurance Manager, **Atkins**

- 13:30 Chairman's closing remarks
- 13:40 Networking lunch and end of summit day two

SITE VISIT TO THE CAIRO METRO

THURSDAY, 31 MARCH 2016





Join us on the 31st March when delegates will have the opportunity to pay an exclusive visit to the inner workings of the Cairo Metro and gain a hands-on opportunity to see the upgrade works on the metro in the presence of some members of staff from the Cairo Metro. The site visit will take delegates to some of the ongoing projects, including expansion, signalling and ticketing upgrades which are in progress, giving you the unparalleled opportunity to gain a better understanding of both the demands and challenges of working on these projects.

What are the benefits of attending the site visit?

- See first-hand development projects of the metro to gain a better understanding of how your business can provide for their needs.
- Meet with metro staff to form closer professional relationships with key contacts
- Gather with like-minded delegates to discuss your shared challenges, exchange ideas and solutions and benchmark your solution against the systems presently in use on the metro

Provisional schedule:

10:00 Meet in conference venue lobby

10:15 Depart hotel for Cairo Metro

13:00 End of site visit and return to the venue for networking lunch

The published programme is correct at time of printing. However, given the seniority of our speakers and the nature of their roles, speakers may subsequently substitute or remove themselves from the programme. This is always regrettable, and we will always try to replace the speaker with a speaker with equivalent insight. For the most up-to-date programme, please visit the event website.



SPONSORSHIP AND EXHIBITION OPPORTUNITIES

IQPC has been hosting events developed for senior executives for more than 40 years. We serve businesses representing over 15 sectors at more than 1,700 conferences around the globe. Our client list includes corporations such as IBM, Cisco, Microsoft, Lockheed Martin, Boeing, Weatherford International, Halliburton, ABN AMRO, Deutsche Bank, GE, Siemens, BASF and Dow Chemicals, just to name a select few. Senior executives travel from around the world to our events looking to garner best practices and concrete solutions to assist them in improving their organisations. IQPC provides many different platforms for you to increase your market share, stay ahead of your competition, increase awareness to your target audience and position yourself as a key supplier to the rail industry.

Your platform - getting your message across:

Because we know that each sponsor has a different message, business development goal and branding objectives, each sponsorship package is tailored to your corporate strategies. Though most sponsorship offers multiple levels and types of exposure, there are a few main ways for you to highlight your corporate strengths:

1 Thought Leadership

As a sponsor at the **2nd Annual Future Rail and Metro Summit** your company will gain second-tonone exposure to senior-level decision makers at the point in time that they are seeking solutions, information and systems for improving their firm's strategies. For a select few sponsors, you can build your reputation as a market leader through subject-specific presentations, workshops and focus days. This highly selective sponsorship allows your firm to establish tremendous capability and expertise in your specialty as well as highlight successful work completed with your clients.

2 Premium Branding

We bring together buyers and suppliers for collaboration, networking and knowledge sharing. Branding is often a major initiative for our clients who are seeking to get the message out about their offerings. Build your company's brand and visibility in front of senior decision-makers in order to get shortlisted. As a sponsor, your company branding will appear alongside the global leaders associated with best practices in this field. Our dedicated marketing team will help you achieve your promotional aims in the months leading up to the conference. IQPC leverages multiple marketing channels including online, direct mail, email, press releases, media partnerships and social media to publicise the event and increase awareness about your participation to our extensive database, as well as through our network of partners.

3 Featured Networking Events

Networking and information sharing are two major aspects of our conferences and IQPC builds in many opportunities for sponsors to benefit from meeting industry leaders. Focused and high-level, our events will provide you with the perfect environment to initiate new business relationships, identify upcoming opportunities and achieve face-to-face contact that overcrowded tradeshows can not deliver. The exhibition area is designed to be the heart of the event – a place to network and share strategies with key decision makers. Sponsorship opportunities range from exhibition stands to sponsored lunches, cocktail receptions, gala dinners and a host of other branding opportunities.

Additionally IQPC offers a selection of sponsorship opportunities that enables our clients to increase their opportunity to develop new relationships during our events, including one-to-one meetings with clients to understand their challenges, requirements and opportunities.

DO YOU HAVE A PRODUCT OR SERVICE THAT OUR SENIOR DECISION-MAKERS AND INFLUENCERS NEED?

The **2nd Annual Future Rail and Metro Summit** offers you the perfect platform to showcase your solution to your target market and meet and network with senior-level decision makers who are leading the way in the industry.

We specialise in providing business development, marketing and sales solutions that are tailored to specifically deliver on your business objectives. We pay patient attention to what our exhibition and sponsorship customers want, expect, need and value. Every sponsor wants to create customers, develop qualified sales leads, convert leads into sales and retain customers. Our tailored sponsorship packages will help you to achieve exactly this.

If you would like more information on sponsorship and exhibition opportunities or to discuss which package will best help you achieve your objectives, please contact Noel Greenway on +971 4 360 2800 or email sponsorship@iqpc.ae.









INTERNATIONAL SUMMIT: 29 - 30 MARCH 2016 SITE VISIT TO THE CAIRO METRO: 31 MARCH 2016 CAIRO, EGYPT

REGISTRATION

Event Code: 25053.002

Please complete in BLOCK CAPITALS as information is used to produce delegate badges.

Please photocopy for multiple bookings.

4 WAYS TO REGISTER

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EMAIL: register@iqpc.ae WEB: www.railandmetroegypt.com

CONFERENCE PRICES

Book and pay before 17 December 2015 and save up to US\$500!

Standard Price:		
Package	Early Bird Price Payment before 17 December 2015	Standard Price Payment after 17 December 2015
GOLD PACKAGE: Summit + Site Visit	US\$3,699 Save US\$500	US\$4,199
STANDARD PACKAGE: Summit only	US\$2,639 Save US\$360	US\$2,999

Pricing for Companies Headquartered in Egypt:*			
Package	Early Bird Price Payment before 17 December 2015	Standard Price Payment after 17 December 2015	
GOLD PACKAGE: Summit + Site Visit	US\$2,069 Save US\$230	US\$2,299	
STANDARD PACKAGE: Summit only	US\$1,529 Save US\$170	US\$1,699	

Prices are stated net of any applicable local taxes.

*Company must not be part or fully owned, merged, franchised or subsidiary to any company which is headquartered and registered outside of Egypt. Eligibility for this pricing is at the discretion of IQPC

DELEGATE DETAILS

DELEGATE DE IAIES		
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First Name: Surname:		
Email:Telephone:		
Job Title: Department:		
Organisation:Nature of business:		
Address:		
Postcode:Country:		
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Approving Manager:Training Manager:		
Name of person completing form if different from delegate:		
Signature:		
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TEAM DISCOUNTS

Team discounts available on request. Call +971 4 364 2975 for more information.

VENUE & ACCOMMODATION

Hotel and travel costs are not included in the registration fee. For assistance in your travel and accommodation requirements, please refer to details below:

Room Reservations

Special / corporate rate for room accommodation is available in the hotel. You may contact the hotel directly as per the details above quoting IQPC Middle East or the name of the conference.

Flight Reservations

Contact Bindu Babu at SNTTA Travel & Tours LLC Dubai.

Email igpc@snttadubai.com

Tel + 971 4 282 9000 Fax + 971 4 282 9988 Online www.sntta.com

Please book at the earliest for your convenience.

CONFERENCE DOCUMENTATION

If you cannot make the conference, you can still access all presentations delivered throughout the conference days for just US\$450, post event. Contact us on +971 4 364 2975 for further details.

IQPC'S STANDARD TERMS AND CONDITIONS

PAYMENT

- Payment
 Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials. Payment prior to conference is mandatory for attendance.
 Your registration will not be confirmed until payment is received and may be subject to cancellation.
 If a booking is received 10 working days before the conference a credit card number will be required to confirm your place, likewise if full payment has not been received before the conference date.

 Any respective payment charges to be borne by the payer.
- Any respective payment charges to be borne by the payer. Please ensure that IQPC receives the full invoiced amount.

DISCOUNTS

- All 'Early Bird' Discounts require payment at time of registration and before the cut-off date in order to receive any discount.
 Any other discounts offered by IQPC (including team discounts) require payment at the time of registration.
 Discounts cannot be combined with any other offer.

CANCELLATION, POSTPONEMENT AND SUBSTITUTION POLICY You may substitute delegates at any time by providing reasonable advance notice to IQPC.

- advance notice to IQPC.

 For any cancellations received in writing not less than eight
 (8) days prior to the conference, you will receive a 90% credit
 to be used at another IQPC conference which must occur
 within one year from the date of issuance of such credit. An
 administration fee of 10% of the contract fee will be retained
- administration fee of 10% of the contract fee will be retained by IQPC for all permitted cancellations. No credit will be issued for any cancellations occurring within seven (7) days (inclusive) of the conference.

 In the event that IQPC cancels an event for any reason, you will receive a credit for 100% of the contract fee paid. You may use this credit for another IQPC event to be mutually agreed with IQPC, which must occur within one year from the date of cancellation.

 In the event that IQPC postpones an event for any reason and the delegate is unable or unwilling to attend on the rescheduled date, you will receive a credit for 100% of the contract fee paid. You may use this credit for another IQPC event to be mutually agreed with IQPC, which must occur within one year from the date of postponement.

 Except as specified above, no credits will be issued for cancellations. There are no refunds given under any
- cancellations. There are no refunds given under any circumstances
- circumstances.

 IQPC is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. IQPC shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable, illegal or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labour strike, extreme weather or other emergency.

PROGRAMME CHANGES

Please note that speakers and topics were confirmed at the time of publishing; however, circumstances beyond the control of the organisers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, IQPC reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

YOUR DETAILS

Please email our database manager at enquiry@iqpc.ae to inform us of any incorrect details which will be amended accordingly.