

Expanding Trade Tracks : Boosting Economy in a Dynamic Region

5th Annual Middle East

Rail Opportunities

5 – 6 May 2014

Riyadh InterContinental, Riyadh, Kingdom of Saudi Arabia

Speakers & Panelists



Eng. Ibrahim K. Kutubkhanah
Metro Jeddah Company,
Chief Executive Officer,
Saudi Arabia



Khalid Al Hogail
Saudi Public Transport Company (SAPTCO),
Chief Executive Officer,
Saudi Arabia



François-Xavier Perin,
Régie Autonome des Transports Parisiens
Development (RATP Dev)
Chief Executive Officer, France



Dr. Shahid Khan
Saudi Binladin Group
Project Director, Saudi Arabia



Luis Sánchez Monserrat
Administrador de Infraestructuras Ferroviarias (ADIF),
Director, Saudi Arabia



Rabii Ouadi, Huawei Technologies, Head of
Business Development,
Transportation Vertical
Market, Middle East and
North Africa, China



Dr. Gaffar Imtiaz
Jeddah Municipality
Senior Advisor to CEO, Saudi
Arabia



Xu Zongxiang, CSR
Vice President, China



Loay Ghazaleh, Ministry of Works, Bahrain, PPP
Theme Leader & Advisor to the
Undersecretary of Works,
Bahrain



H.E. Dr. Nadhem Bin Taher, National Transport Authority (NTA), Executive
Director, Service Provision Center
Sector, UAE



Eng Tariq Abdulrahman Al Marzouki, Council of Saudi Chambers,
Chairman of Transport
Committee, Saudi Arabia



Cesare Brand, CIT – Rail,
Secretary General,
Switzerland



H.E. Laith H. Dababneh,
Ministry of Transport, Secretary
General, Jordan



François Davenne,
Secretary General,
Intergovernmental Organisation for International Carriage by Rail (OTIF), Switzerland



John Sfakianakis,
MASIC, Chief
Investment Officer,
Saudi Arabia



Senior Representative,
Italcertifier



Luis Callen,
Teltronic, VP
International Sales

KEY PROJECTS

SAPTCO Metro & Light Rail Project

Jeddah Metro Project

North South Railway Link

Haramain High Speed Rail Project

Jordan National Railway Project

Advisory Board



Ian Smith, Saudi Rail Commission, Senior Advisor, Saudi Arabia



Omar M Al-Fadil, Integrated Transport Company, Vice President, Saudi Arabia



Mohammed Serroukh, ITS Arab, Director General, Saudi Arabia



Loay Ghazaleh, Ministry of Works, Bahrain, PPP theme leader & Advisor to the Undersecretary of Works, Bahrain



John Thomas, Etihad Rail, Regulatory Affairs Advisor, UAE



François Davenne, Intergovernmental Organisation for International Carriage by Rail (OTIF), Secretary General, Switzerland

Why Saudi

A commercial corporation, Saudi Railway Company (SAR), was created to maintain and operate the North-South Railway line through a contract based operator. Since then, SAR has emerged as a major link within the Kingdom of Saudi Arabia to expand the trade network with the help of the largest freight going to be used for transportation of minerals like phosphate and bauxite. Simultaneously, the railway network being built in Saudi Arabia are going to result into extensive employment opportunities also keeping in mind the Corporate Social Responsibility (CSR) where the companies are now framing policies accordingly. There is an exponential increase in the trade links within the GCC Region based on the latest transportation network being built which countries like UAE, Qatar, Bahrain, Kuwait and Saudi Arabia are striving to achieve.

The conference aims to answer questions such as having a high class railway line built within The Kingdom coupled with the overall development of Saudi Arabia and connecting the dots. At the same time, we also strive to bring across to the audience the challenges in the on-going projects, consideration of safety, security, maintenance and other important aspects.



KEY TOPICS

- The Kingdom of Saudi Arabia – A Railway Hub
- CEO Panel Discussion – Prioritizing Rail in the GCC Region
- Railway Operators Panel Discussion
- Key Projects in the Kingdom of Saudi Arabia (Riyadh Metro, North South Railway, Jeddah Metro)
- Saudi Arabia's economic development with an uplift in the employment opportunity
- Expanding trade Links within the GCC Region

WHO SHOULD ATTEND?

Job Function:

Policy Makers & Government Ministry Officials, Regional Director, CEO's, COO's, Chief Transport Executive / Officers, Manager – Maintenance, Development Director, Chief Engineers, Telecommunication Engineers, Division Engineers, Head / Director - Civil Engineer Department, Director – Projects, Head of Projects, Rail Director, Manager – Projects, Head of Engineering & Maintenance, Rolling Stock Engineers, Strategic Planning Manager, Chief Technology Officer, President / Vice President, Chief Estimator, Sales Manager, Director – Sales / Business Development, Director – Planning & Strategy, Director or Transport & Infrastructure, Managing Director, Transportation Planning Consultant, Procurement & Contracts Manager, Head of Infrastructure, Director - Rail and Metro, Head of Contracting Sector, Commercial Directors & Managers, Finance Directors & Managers, Directors of Infrastructure

Event Overview

The 2014 edition themed “Expanding Trade Tracks : Boosting Economy in a Dynamic Region” talks about Saudi Arabia being undoubtedly a leader in the Middle East Region with regards to booming investments in the infrastructure sector which amounts to a whopping \$45 billion. The Kingdom also has some of the most promising railway projects lined up which includes the first high speed rail network. The North South Railway Line which is the first active freight line is almost in its completion stages and will be operational by mid 2014. Many other projects like the Jeddah Metro, Makkah Madina Rail Project and others are in the pipeline.

The 2014 edition of the Middle East Rail Opportunities comes back to Riyadh discussing the operational challenges in the railways as well as talking about the trade links taking place across the GCC regions. It also aims to answer questions from the regulators of the railway and government authorities and the role of the GCC regulatory body discussing the regulatory system. In building the world class railway network, the Kingdom is also implementing smart communication systems coupled with intelligent transport systems for the railways.

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DAY 1 | 5th May 2014

- 8:00 Registration and Coffee
- 8:40 Recital from the Holy Quran
- 8:50 Welcome by Fleming Gulf
- 8:55 Opening Address from the Chairperson

THE GCC REGION – AN OVERVIEW

9:00 KEY NOTE INAUGURAL ADDRESS: The Kingdom of Saudi Arabia – A Railway Hub

- Building better infrastructure to empower the economy of The Kingdom of Saudi Arabia
- The 2040 Master Plan for the Kingdom of Saudi Arabia
- Strategies to 'operate' the railways

Invited – Dr. Rumaih Al Rumaih, Saudi Railway Company
Chief Executive Officer

9:30 THE PROJECT PLAN: Saudi Public Transport Company (SAPTCO) Metro and Light Rail - Challenges and Solutions

Eng. Khalid Al Hogail, Saudi Public Transport Company (SAPTCO), Chief Executive Officer, Saudi Arabia

10:00 RAILWAY OPERATORS PANEL – Kingdom of Saudi Arabia, UAE, Oman, Kuwait, Qatar, Bahrain, Jordan

- Railway Operators from across the GCC region gather to exchange ideas
- Discussing the challenges faced and drilling down to a solution
- Best practices from across the GCC Region
- Strategies adopted by UAE to design, construct and maintain one of the worlds largest metro lines

PANELISTS:

H.E. Laith H. Dababneh, Ministry of Transport
Secretary General, Jordan

H.E. Dr. Nadhem Bin Taher, National Transport Authority (NTA), Executive Director, Service Provision Center Sector, UAE

Eng. Khalid Al Hogail, Saudi Public Transport Company (SAPTCO), Chief Executive Officer, Saudi Arabia

Eng. Ibrahim K. Kutubkhanah, Metro Jeddah Company
Chief Executive Officer, Saudi Arabia

François-Xavier Perin, Régie Autonome des Transports Parisiens Development (RATP Dev), Chief Executive Officer, France

- 10:30 Networking & Coffee Break

KEY PROJECTS IN THE REGION

11:00 SPOTLIGHT: The Jeddah Model: Approaches to the Integrated Public Transportation Systems

- Designing the Jeddah Public Transportation Master Plan
- Approaching Challenges in Implementation
- Engaging Stakeholders Across Industries and Communities
- Methods of Operational Sustainability
- Quality, Safety, Security, Environment and Health: Critical considerations for design, implementation and operation

Eng. Ibrahim K. Kutubkhanah, Metro Jeddah Company
Chief Executive Officer, Saudi Arabia

FLOURISHING ECONOMIC LINKS

11:30 SPECIAL ADDRESS: Expanding Trade Links within the GCC Region

- Saudi Arabia – A central link in the GCC Region for trade
- Growing demand of freight rail for transportation of minerals

Eng Tariq Abdulrahman Al Marzouki, Council of Saudi Chambers, Chairman of Transport Committee, Saudi Arabia

12:00 CEO ROUNDTABLE – Prioritizing Rail in the GCC Region

- Identifying new corridors for rail extensions and expansions
- Reliability, maintenance, flexibility, integration of existing rail infrastructure
- Incorporating the next generation of technology

PANELISTS:

Eng. Khalid Al Hogail, Saudi Public Transport Company (SAPTCO), Chief Executive Officer, Saudi Arabia

François-Xavier Perin, Régie Autonome des Transports Parisiens Development (RATP Dev), Chief Executive Officer, France

Eng. Ibrahim K. Kutubkhanah, Metro Jeddah Company
Chief Executive Officer, Saudi Arabia

12:30 Bring Green to the World

- About the Company
- References in Middle East
- Solutions for the Region
- Outlook for Cooperation

Xu Zongxiang, CSR, Vice President, China



- 13:00 Prayer Break & Lunch

14:10 GCC's First Freight Railway Link by Saudi Railway Company

- Optimising the trade links within Saudi Arabia with the help of The North South Railway Line
- The project is almost close to complete. How is the safety aspect considered coupled with maintaining the links at the same time.

Dr. Shahid Khan, Saudi Binladin Group
Project Director, Saudi Arabia

14:40 Haramain High Speed Rail Project

- Saudi Arabia's first high speed railway network
- Challenges in the structure of investments for the project
- Operations of Phase I and Plan of action for Phase II

Luis Sánchez Monserrat, Administrador de Infraestructuras Ferroviarias (ADIF), Director, Saudi Arabia

15:10 Developing International Railway Traffic and Industry through Uniform Law

- Develop new competencies
- Carry out in-depth studies, both technical and legal
- A roadmap for the transposition of the TSI
- Setting up efficient working relations
- Upstream involvement of non EU contracting states

François Davenne, Secretary General, Intergovernmental Organisation for International Carriage by Rail (OTIF), Switzerland

- 15:40 Coffee and Netorking

16:10 Oman Rail Vision

- Oman National Railway Project
- Rail infrastructure plot by Oman Railway Company
- Engineering Systems, designing , planning and the execution of the project

Invited: Oman National Railway Company, Railway Director

16:40 PANEL – Enhancing the Passenger Experience with Smart Telecommunication Systems

- Developing smart stations to augment passenger travel experience
- Establishing an automated fare collection and ticketing for Middle East
- Having a safe and secure telecom system

PANELISTS:

Dr. Shahid Khan, Saudi Binladin Group
Project Director, Saudi Arabia

François-Xavier Perin, Régie Autonome des Transports Parisiens Development (RATP Dev), Chief Executive Officer, France

H.E. Dr. Nadhem Bin Taher, National Transport Authority (NTA), Executive Director, Service Provision Center Sector, UAE

- 17:10 Closing Remarks from The Event Chair

- 17:15 Networking Coffee



DAY 2 | 6th May 2014

8:00 Registration and Coffee

8:55 Opening Address Chairperson



OPERATING THE RAILWAY INFRASTRUCTURE

9:00 PROBING SAFETY: A Must for the Railways

- Handling safety issues within the railway system
- Inter-relation between safety and maintenance
- Latest developments in safety technology

François-Xavier Perin, Régie Autonome des Transports
Parisians Development (RATP Dev), Chief Executive Officer, France

9:30 CASE STUDY: Maintaining the Railways: Jordan
National Railway Project

- Preparing and implementing effective maintenance strategies to prolong the life of railway infrastructure
- From track maintenance to overall maintenance of the system
- Strategies to avoid emergencies and incidents

H.E. Laith H. Dababneh, Ministry of Transport
Secretary General, Jordan

10:00 BEST PRACTICES: Regulatory Systems for Railways
-- Area of Concern

- Initial steps taken for regulating the Railways systems across the region
- Best practices from across other regions
- Legal Interoperability of the railway network

Cesare Brand, CIT – Rail, Secretary General, Switzerland

10:30 Networking & Coffee Break

11:00 LEADERS PANEL – Project Delivery Timelines



- Middle East has noticed the delay in having projects completed on time and meeting their budgetary requirements. The Panel aims to understand from the senior leads of the industry the need to have the projects in time coupled with meeting the requirements
- Ensuring timely delivery of projects coupled with meeting the allotted budgets
- Risks involved in rolling stock manufacturing
- Incorporating safety and maintenance in the design phase

PANELISTS

Loay Ghazaleh, Ministry of Works, Bahrain, PPP Theme Leader
& Advisor to the Undersecretary of Works, Bahrain

Cesare Brand, CIT – Rail, Secretary General, Switzerland

John Sfakianakis, MASIC, Chief Investment Officer, Saudi Arabia

Dr. Gaffar Imtiaz, Jeddah Municipality
Senior Advisor to CEO, Saudi Arabia



INFORMATION SYSTEMS AND DESIGNING

11:30 Public and Private Investments in the Railway
Sector

- What is the ideal mode of funding for the projects?
- Method adopted by the region
- Inviting the private sector to invest in the public projects

- What direction are the public funding headed towards?

Loay Ghazaleh, Ministry of Works, Bahrain, PPP Theme Leader
& Advisor to the Undersecretary of Works, Bahrain, Bahrain

12:00 Presentation by Italcertifer

Senior Representative, Italcertifer

12:30 Presentation by Teltronic

Luis Callen, Teltronic, VP International Sales

12:40 Prayer Break & Lunch

14:00 An Introduction to Lean Construction

Current thinking and trends in the application of the Lean Construction methodology in the Construction Industry. Presentation includes the startling statistics from construction industry in various countries including USA, UK, Nigeria and Sweden amongst others that show an average wastage of more than 30% of the value of projects. Lean Construction increase project efficiency and projects complete in time, less cost and with quality.

Dr. Gaffar Imtiaz, Jeddah Municipality
Senior Advisor to CEO, Saudi Arabia

14:40 PROBING RISK: Risks involved in Railways (From
planning to build the railway network to the
execution of the rail network, the types of risks
that are involved)



- Risks in designing the railways
- Risks in efficient operation of the network
- A well drafted plan to overcome risks at various levels

John Sfakianakis, MASIC, Chief Investment Officer, Saudi Arabia

15:20 Coffee and Networking

15:50 Challenges and Solutions in the Rolling Stock
System

- Recent updates and developments in the rolling stock technology
- Risks involved in rolling stock manufacturing
- Designing, building and delivering billion dollar projects for the railways

16:30 EXPANDING TRADE TRACKS – The Future of the
Railway Network



- With over billions of investments taking place in the railway industry in the middle east, new projects being lined up till 2020, the future of railway looks very promising.

- What is 'The Plan' for the future?
- How is the execution going to take place?

PANELISTS

Eng. Ibrahim K. Kutubkhanah, Metro Jeddah Company
Chief Executive Officer, Saudi Arabia

Loay Ghazaleh, Ministry of Works, Bahrain

PPP Theme Leader & Advisor to the Undersecretary of Works, Bahrain,
Bahrain

John Sfakianakis, MASIC, Chief Investment Officer, Saudi Arabia

Eng Tariq Abdulrahman Al Marzouki, Council of Saudi
Chambers, Chairman of Transport Committee, Saudi Arabia

17:00 Closing Remarks from The Event Chair



SPEAKER PROFILES

Cesare Brand, CIT – Rail, Secretary General, Switzerland

Cesare Brand is 55 years old and holds Swiss citizenship. Trained as a lawyer, he has held several senior positions within the railway industry over the past twenty years. He completed his studies in law at the University of Bern and was admitted to the bar in 1987. He worked from 1987 until 1989 as a clerk in the Court of Appeal of the Canton of Bern and from 1989 until 1991 as an independent lawyer in Bern. He then joined the Swiss Ministry of Transport as Head of the Legal Section of the Federal Office of Transport. In this position, he was involved in a senior capacity in the Swiss rail reform, which came into force in 1999 and played a major role on the success of public transport in Switzerland. In 2002, he moved from being a regulator to being an operator and was appointed to the position of Head of the Group Legal Department at Swiss Federal Railways (SBB). In 2008, he was made Head of the "Regulation and International Affairs" Division. In this position, he was responsible for representing the interests of SBB at European institutions and for the company's regulatory strategy. In November 2011, he was elected by the CIT General Assembly as the new Secretary General and assumed his new duties at the beginning of 2012. Cesare Brand is well connected internationally and has excellent relationships with the international railways organisations and the European and Swiss institutions. His mother tongues are Italian and German, but he is also fluent in French and English.

François Davenne, Intergovernmental Organisation for International Carriage by Rail (OTIF), Secretary General, Switzerland

Monsieur Davenne is currently working as a "Rapporteur à la Cour des Comptes" (French State Audit Office) after having previously been the Assistant to the Deputy Director of Safety and Railway Regulation in the Ministry of Ecology, Sustainable Development and Energy. Monsieur Davenne represented France in the OTIF Administrative Committee from 2009 to 2011.

François-Xavier Perin, Régie Autonome des Transports Parisiens Development (RATP Dev), Chief Executive Officer, France

François-Xavier Perin graduated from the Ecole Supérieure de Commerce de Paris before beginning his career in 1976 at the Banque Française du Commerce Extérieur. In 1985 he joined the Progecar group as director of financial studies and treasury before beginning at Transdev in 1988, where he remained until 2009. After initially serving as Transdev's group CFO, François-Xavier Perin became managing director of Semitag (Grenoble urban transport) in 1993. From 1997 to 2006, François-Xavier Perin worked as CEO of Transdev UK, Transdev Australia and executive chairman of Eurailco, the regional rail operator in Germany and at the time a subsidiary jointly owned by Transdev and RATP Dev. In June 2006 François-Xavier Perin was appointed executive vice-president for operations, where he was responsible for all delegated operating divisions of the Transdev group, before becoming executive vice-president of Transdev from October 2008 to October 2009. As chairman of the management board of SOFIP (alarms and remote surveillance), François-Xavier Perin joined RATP Dev in June 2012 to serve as a member of the supervisory board, before being appointed Chief Executive of RATP Dev in December.

Dr. Gaffar Imtiaz, Jeddah Municipality Senior Advisor to CEO, Saudi Arabia

28 years experience in Construction Industry in Program, Project, Construction and Design Management with the clients/owners, consultants and contractors in the public and private sectors with multinational/cultural teams. The list of international and domestic projects includes setting up program and project management offices (PMO), urban rail network, international airport's terminal buildings, 620 beds hospital with 20 operating theatres, power plant, refinery, high rise building and city infrastructures. Pioneer Lean Construction in Malaysia, Saudi Arabia and Bahrain. Researching lean thinking in construction sector and amalgamation of CPM (Primavera P6) with Last Planner System (LPS) of lean construction.

Eng. Khalid Al Hogail, Saudi Public Transport Company (SAPTCO) Chief Executive Officer, Saudi Arabia

Eng. Khalid Al Hogail currently is the CEO – Board Director of Saudi Public Transport Company (SAPTCO). He is also a member of the following Associations:

- Chairman of the National Committee of joint stock companies
- Deputy President for Council of national committee
- Member of the Executive Committee for national committees
- Advisory Board Member to the Minister of Hajj
- Member of the national committee for Tourism
- Member of the Saudi-French Business Council
- Member of the International Association of Public Transport (UITP)
- Deputy President of the Executive Committee for International Association of Public Transport for MENA region
- Member of Board for Saudi Public Transport Company
- Member of Board for the Arab Union for Public Transport
- Member of the Board for Saudi Bahraini Transport Company
- Member of the Board for Bahraini Limo Company
- Member of Arab Management Association
- Member of Saudi Council of Engineering
- Member of Saudi Management Association

Some of his major achievements include:

Developing and implementation of SAPTCO growth strategic plan in collaboration with Booz Allen Hamilton Consulting; Restructuring SAPTCO to strategic; Business Units in collaboration with Booz Allen Hamilton Consulting; Implementation of Oracle ERP system in SAPTCO, companywide, in collaboration with Ejjadah Consulting company; Executing supreme direction assignment to transport sand to the gulf countries. (SAPTCO SAND TRANS); Establishing and operating the premium Limousine project (SAPTCO LIMO); Establishing and

operating the Land Cargo project (SAPTCO CARGO); Initiating and signing the Strategic Cooperation Agreement with Ratp Dev the leading French Company in the fields of metro light rail and tram operation and maintenance to empower SAPTCO (SAPTCO Metro and Light Rail); Study of the exemplary rest houses in collaboration with Al Faysaliyah group and KPMG consulting; Establishing the prize of the best transparent and disclosure company in the Saudi chamber of commerce council. Conducting and directing symposiums and meetings for leading listed companies' executives and leaders. He has spoken at a number of Conferences, chaired sessions, debates and workshops at many local and global events organized by international organizations such as the International Association of Public Transport (UITP), the International Road Federation (IRF), the Arab Land Transport Union, and the Municipal and Rural Councils.

Eng. Ibrahim K. Kutubkhanah, Metro Jeddah Company Chief Executive Officer, Saudi Arabia

Engr. Ibrahim is currently the CEO, Metro Jeddah newly formed Government Company to undertake Jeddah integrated transportation model implementation. This company is responsible to design, construction, test, commission and operate/maintain LRT, commuter trains, buses and water ferries. Engr. Ibrahim Kutubkhanah was until recently holding the position of Deputy Mayor, Jeddah since August 2007. In this capacity he was responsible for the management and administration of the Construction and Projects Division of the Jeddah Municipality overseeing those projects and services provided on a timely manner for unhindered services to the ever growing City of Jeddah. Engr. Ibrahim established a Project Management Office and assisted in the development of a Jeddah Strategic Plan for the next thirty years. He was also involved in implementing the Initiative Formulation for the City as well as urban development and waterfront development. He is involved in monitoring construction projects worth SR 5 Billion, annually. He has a BS Degree in Civil Engineering from the King Fahd University of Petroleum and Minerals, Dhahran and attended an UCLA Course on In-Kingdom Systems Management Program (One year), University of California, USA. He has over thirty years experience with the Royal Commission, an autonomous government body set up for an Industrial City at Yanbu. He held consecutive appointments for 17 years as Deputy Director General [senior executive management level] for five of the Royal Commission's organizational divisions. Under his direction for the Technical Affairs Division, he was personally responsible for the overall management and guidance of more than 2,000 employees and procurement and implementation of Construction and Design contracts worth SR 1.8 Billion, approximately. Each of these assignments involved broad responsibilities in resource planning, organization, management, utilization and budget/performance accountability, extensive coordination work within the Royal Commission, and externally with domestic and international contractors and numerous Government Ministries and Agencies. He holds membership with the Institute of Administration Management, U.S.A., Institute of Municipal Engineering, U.S.A., American Public Works Association, International Cities Management Association, U.S.A., and Saudi Council of Engineers and President for Yanbu Region, etc. Engr. Ibrahim has several publications to his credit mostly in the area of Construction Management and its role in Project Implementation, Development and Growth of Municipal and Social Services, Preservation of Islamic Heritage in Industrial Town Planning, Environmental Protection through Monitoring the Local Waste Disposal Means, etc.

Loay Ghazaleh, Ministry of Works, Bahrain

PPP theme leader & Advisor to the Undersecretary of Works, Bahrain, Bahrain

Loay Ghazaleh, a 1986 Texas A & M Civil Engineer graduate and MBA 2000 Finance discipline from Thunderbird, Arizona is backed by over 22 years diverse experience in government and private businesses spanning several sectors and several countries. Loay is currently is the Advisor to H.E. Undersecretary of Works in the Kingdom of Bahrain with primary focus on major infrastructure and PPP. Earlier Loay have led several mega mix use green coastal developments in RAK Properties and with Abu Dhabi Islamic Bank / Burooj Properties in UAE and implemented wide variety of industrial projects with Zamil Steel Saudi Arabia and Abu Dhabi National Industrial Projects (ADNIP) in addition to wide spectrum of Management Consultancy works earlier. Loay is active Public Speaker in both the GCC & MENA region on areas of Social Infrastructure / Affordable Housing, PPP / Project Finance, Renewable Energy & Sustainability.

Rabii Ouadi, Huawei Technologies, Head of Business Development, Transportation Vertical Market, Middle East and North Africa

Rabii Ouadi joined Huawei in 2009 to head up the business development team in the Enterprise market for railway communications solutions in the Middle East and North Africa region. His key responsibility is to develop business strategies that will leverage market opportunities in the railway communications sector. With extensive experience in the railway telecommunications field, Rabii brings with him 14 years of specialist knowledge and understanding to Huawei Enterprise. Having been responsible for the implementation of the German "Deutsche Bahn" GSM-R Network as head engineer at Nortel Networks in 1998, he was also the chief engineer for four years at Network Rail UK GSM-R network. Rabii's experience also spans across French and Belgian telecom operators specializing in managed services. Rabii holds a Masters degree in telecommunications from the French university of Lille and project management certification.

Dr. Shahid Khan, Saudi Binladin Group, Project Director, Saudi Arabia

Dr. Shahid S. Khan Completed his Ph.D from the University of Strathclyde in Glasgow, Scotland in 1970. He started his career with National Highways Board in Pakistan working in the development of road network upto 1979. He returned to U.S.A in 1980 and joined Bechtel Corporation. He worked on the International airport projects in the Kingdom of Saudi Arabia and Dubai upto 1985. In 1985 he joined United Nation's Department of Technical Cooperation for Development and was posted as Technical Advisor to the Ministry of Transport in the Kingdom of Saudi Arabia where he served upto 1994. In 1995 he joined Saudi Binladin

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Speaker profiles

Group where he has worked as an expert on the airport and roads projects. Currently, he is the Project Director for the CTW100 Section of the North South Railway Project in the Kingdom of Saudi Arabia (World's largest Railway Project currently under construction). Dr. Khan is overseas fellow of Economic Development Institute of the World Bank.

Xu Zongxiang, CSR, Vice President, China

Xu Zongxiang, aged 51, has been the Vice President of CSR, in charge of overseas business. Mr. Xu has in-depth knowledge in the business of, and extensive management experience in the industry which CSR specializes in. Graduated from Zhongnan University in Wuhan, China, Mr Xu obtained a Doctor's degree in Civil Engineering.

SPONSORS PROFILE

GOLD SPONSOR | CSR Corporation Limited



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.

GOLD SPONSOR | Vossloh Group



Vossloh Group is one of the leading companies in rail infrastructure and rail technology. Vossloh is a global player in the rail infrastructure and rail technology markets. This MDAX-listed group with its flexible midsize structure has organized its operations into two divisions: Rail Infrastructure and Transportation. They make important contributions toward safe, efficient and eco-friendly short- and long-haul passenger and freight traffic. The Group focuses on its core businesses of rail infrastructure, rail vehicles, and electric buses. Vossloh stands for rail market competence matured over many years and future-proof solutions. The operations of the Rail Infrastructure and Transportation divisions are organized under the roof of Vossloh AG.

OFFICIAL GSM/R PARTNER | Huawei



Huawei is a leading telecom solutions provider. Through continuous customer-centric innovation, we have established end-to-end advantages in Telecom Network Infrastructure, Application & Software, Professional Services and Devices. With comprehensive strengths in wireline, wireless and IP technologies, Huawei has gained a leading position in the All-IP convergence age including solutions in railway communications, where a number of advanced GSM-R solutions have been successfully deployed in Australia, Germany and China. Recently awarded more railway projects in the Middle East including Turkey, Turkmenistan and the UAE, Huawei currently has more than 50 per cent of China's market share in the deployment of GSM-R solutions today. The company is committed to providing innovative and customized products, services and solutions to create long-term value and growth potential for the railway industry.

OFFICIAL CERTIFICATION PARTNER | Italcertifier



Italcertifier is a Company accredited as Independent Safety Assessor and Notified Body, leader in certifying railway systems. Italcertifier is the Italian benchmark in the field, as a third-party; its professional staff allows high-level customized services. Its references include the entire high speed network (Italy), the Macca-Medina line (Saudi Arabia), the Ruwais-Shah line (United Arab Emirates). In India we have won the tender for the suburban section of the High Speed line in Chennai (67 km): our task concerns again the signaling and control systems. In Poland the PKP (Polish Railways) have entrusted us with the certification of the 16 km of the line Wrocław-Zgorzelec line. Recently, we have signed a contract with the Multinational Mine Company "Rio Tinto" for the certification of the control/command & signaling systems to be installed on 1.300 km of its private network in Australia

(transport of iron ore from the mines to the ports) Regarding the rolling stock, we have an order from the supplier Bombardier regarding its new high speed train, the Zefiro V300; for this train we have to certify its compliance with all applicable interoperability rules (TSIs) and its compliance with the rules for admission to the Italian railway network. The last contract regards the certification of the new ETR1000 high speed train, foreseen to be in service at the end of 2014, built from Bombardier and Ansaldo-Breda suppliers; this train, to be used in several European Countries, can run at 400 km/h

OFFICIAL SAFETY PARTNER | AEbt - Applied Railway Technology



We are a company of engineering consultants which is closely involved in the very complex procedures to furnish safety proofs, verification and homologation for rolling stocks and infrastructure throughout Europe and Arabia. Our aim is a safe, reliable and economic railway system.

That's what we are working for! You and your aims are in the focus of all our actions. As a reliable and powerful partner, we always achieve optimum results for you. Due to our long-time experience in railway business, we can prepare working packages which you can schedule and calculate. Reach your goals with us simply and safely! For manufacturers, carriers and operators we offer a comprehensive range of services for the railway technology at: Support - Assessment - Consulting - Proof of safety - Quality assurance - Training Courses Worldwide best references are available of different railway systems in Germany, France, Austria, Switzerland, Italy, Czech Republic, Belgium, Luxembourg, and the Netherlands

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Balfour Beatty Rail GmbH is one of the worldwide leading suppliers for railway electrification and power supply systems headquartered in Munich, Germany. Experts in the planning, conception and implementation of electrical systems for railway infrastructure including track systems are supported by a flexible and hard-working team of trained assembly specialists. Building on the comprehensive range of products of Balfour Beatty Rail GmbH offers systems and components worldwide. They include track systems, systems and components for contact lines, railway power supply and tele-control technology.

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The voestalpine VAE group, a wholly owned subsidiary of voestalpine AG and headquartered in Austria, is the global market leader for railway turnout solutions. Innovative drive, detecting, locking-systems, monitoring equipment for rolling stock as well as fixed infrastructure assets and a variety of related services complement the product portfolio. Furthermore, voestalpine VAE is provider of signalling solutions and turnkey railway systems for private / industrial clients (i.e. marshaling yards, railway infrastructures for ports or industrial facilities). With our well established organization in the GCC region and a production plant in Saudi Arabia (vaTSSA - voestalpine Track Solutions Saudi Arabia LLC), voestalpine is your local partner in the Middle East railway market. <http://www.voestalpine.com/group/en>

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Hilti provides leading-edge technology to the global construction industry. Hilti products, systems and services offer the construction professional innovative solutions with outstanding added value. The headquarters of the Hilti Group are in Schaan in the Principality of Liechtenstein. Almost 20,000 employees, in more than 120 countries around the world, enthruse their customers and build a better future. The corporate culture is founded on integrity, courage, teamwork and commitment. Hilti excels through outstanding innovation, top quality, direct customer relations and effective marketing. Two-thirds of the employees work directly for the customer in sales organizations and in engineering, which means a total of more than 200,000 customer contacts every day. Hilti has its own production plants as well as research and development centers in Europe and Asia. Founded in 1941, the worldwide Hilti Group evolved from a small family company. Since 2000, the Martin Hilti Family Trust holds all shares and, since January 2008, all participation certificates of Hilti Corporation. This safeguards the further development of the company founder Martin Hilti's life's work in the long term. Hilti upholds a clear value orientation and pursues a policy of stakeholder value. Integrating the interests of all the company's partners - customers, suppliers and employees - into its strategy and actively honoring its social and ecological responsibility creates the foundation of trust that makes possible the long-term success of the company.