



OIL RAIL & PORTS CONFERENCE PROGRAMME AT A GLANCE

DAY ONE, 15 MAY 2016

09.00-10.30 Opening Remarks & Patron Welcome

- **Mr. Eshaq Jahangiri**, Vice President of Iran
- **Mr. Bijan Namdar Zangeneh**, Minister of Petroleum Iran
- **Mr. Abbas Ahmad Akhondi**, Minister of Transport Iran
- **Dr. Mohesen Pour Seyed Aghaie**, Vice Minister Road and Urban Development, President of RAI
- **Mr. Jean-Pierre Loubinoux**, Director General UIC
- **Mr. Francois Davenne**, Secretary General OTIF (Intergovernmental Organisation for International Carriage by Rail)

10.30 -12.00 The Challenges of Keeping Position in a Fast Changing Environment.

Presented by **Mr. Armand Toubol**, Honorary Deputy Director General, SNCF

Overview. This presentation will give an overview of the global vessel evolution, the intermodal market and port infrastructure development including success stories and best practices from cargo owners around the globe. **About.** SNCF is France's national state-owned railway company and manages the rail traffic in France. SNCF operates the country's national rail services, including the TGV, France's high-speed rail network.

12.00-14.00 Executive Networking Luncheon and RailExpo Exhibition Visit

14.00-15.00 Investment Opportunities Created by the Present Environment of Low Global Oil and Gas Prices Presented by **Mr. Ed Osterwald**, Senior Partner, Competition Economists Group (CEG Europe)

Overview. There are many fallacies associated with the oil and gas industry. For one, low prices may cause difficulties for some participants but can also create amazing opportunities. Likewise and contrary to popular opinion, there is no such thing as a "fossil fuel." Also contrarily to many: hydrocarbon fuels will continue to power the world for the foreseeable future. Since we are probably at the low point in the price cycle, astute investors should be looking to take advantage of the current economic environment. Our seasoned industry expert who will share his expertise during this dynamic period and present some examples.

About. Osterwald applies deep commercial and technical experience in the oil, gas and chemical industries to understand the economic drivers in these sectors aiding in evaluation transactions, green field investments and strategic decisions. Osterwald focuses on emerging markets, mergers and acquisitions and has aided in the global adaptation to the emergence of unconventional oil and gas. Osterwald began his career at Mobil Corporation's head office in New York, where most of his time was

devoted to supply, trading and refinery operations. Thereafter, he became a Partner with Arthur Andersen and was in charge of oil and gas in Central and Eastern Europe, the Middle East, India and Africa. He holds an MBA in finance and accounting from Columbia University in New York

15.00-15.30 The Middle East Railways Strategic Action Plan 2013 – 2020

Presented by **Mr. Abbas Nazari**, General Director International Affairs of Iranian State Railways

Overview. This presentation will outline the Iranian State Railways Strategic Action Plan including planned Iranian infrastructure development, energy and transportation investment. **About.** The Iranian State Railways Mission is to create a modern, progressive and efficient rail transport system for passengers, freight and the entire railway.

15.30-16.00 Networking Coffee & Tea

16.00-17.00 Iran Project Case Study

Moderated by **Mr. Siovash & Mr. Ali Sangian**, Owners of Seven Seas Shipping Agency and International Transportation Co. Ltd

Overview. This hands-on, solution-focused panel of logistics experts will take a look at a challenging Oil & Gas-related project as well as cargo movement from the standpoint of all major logistics stakeholders. Including representation from the Port of Bander Abbas. **About.** Seven Seas Ltd was established in 1990 by its founding members whose logistics expertise in the Iranian market dates back to the 1970s. The company was predominantly engaged in the container liner agency representing the leading global operators. However in recent years due to the general expansion policy of the company as well as the demand of its customers, Seven Seas operations have reached to other areas of transport activities. Seven Seas now offers Tramp ship Agency, Chartering, Project Handling, General Forwarding, Intermodal Transportation and Transit Operation both within Iran and to CIS countries.

19.00 Gala Dinner



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DAY TWO, 16 MAY 2016

9:00-10:30 The Legal and Regulatory Framework for International Oil Transport – Interoperability and Safety Standards Presented by **Mr. Jean-Georges Heintz**, Industrial Risk Expert SNCF and UIC & **Mr. Jochen Conrad**, Head of Dangerous Goods Section, OTIF

Overview. A in-depth look at how cooperation between multimodal transport operators of dangerous goods can help reduced the challenges and risks associated with safety and security. **About.** SNCF is France's national state-owned railway company and manages the rail traffic in France. SNCF operates the country's national rail services, including the TGV, France's high-speed rail network. The Intergovernmental Organisation for International Carriage by Rail-OTIF is an intergovernmental organization that governs international rail transport. As of 2015, fifty European, African, and Near Eastern states are members of OTIF.

10.30-11.00 Networking Coffee & Tea

11.00-12.30 Navigating Iranian Sanctions Microseminar

Taught by **Mr. Nigel Kushner** from W Legal Limited

On July 14, 2015, Iran and the E3/EU+3 (China, France, Germany, Russia, United Kingdom, United States) announced a Joint Comprehensive Plan of Action in which key sanctions targeting Iran were lifted as the IAEA verified Iran made its nuclear program peaceful. On 16th January 2016, sanctions regulations began changing rapidly. This comprehensive session will help your organization sort through the legalities, opportunities and best framework for doing business in Iran including an explanation of key elements related to the Joint Comprehensive Plan of Action, the remaining US and EU Sanctions Laws targeting Iran, and the implications of these recent developments.

About. W Legal's mission statement is to help leading law firms to grow strategically worldwide by introducing M&A prospects, strategic alliances, open new offices, launching new practices and growing existing offices and practices by hiring practice groups and partners.

12:30 – 14:30 Executive Networking Luncheon and RailExpo Exhibition Visit

14:30 -15:45 The Multimodal Revolution in Oil & Gas Transport Presented by Mr. Grigore Havarneanu, PhD Research Advisor, UIC Security Division **Discussing:** Security of critical structures, the role of UIC, achievements and perspectives; **Mr. Vasco Paul Kolmorgen**, CEO Bahnkonzept, Germany **Discussing:** Improved rail links between oil exploration and port – Improved capacity through digitalized planning and intelligent operations; **Mr. Hervé de Tarade**, International Intermodal Services I.I.S **Discussing:** Container market: the challenges of keeping a position of solution provider in a fast changing environment.

Overview. The oil and gas industry requires complexity, skill and logistics management of the highest degree both in the project stage as well as in the transport of product. This panel of experts will discuss the booming O&G investment in Iran/ GCC and the five-year plan to revolutionize the transport of O&G throughout the region.

15.45-16.30 Closing Session and Summary