



The Belt and Road Initiative

The current and future development of the Belt and Road Initiative (BRI) will impact on the future of trade in Asia and internationally. This forum will discuss the progress so far, likely future expansion and strategies and technologies to further enhance the benefits of the initiative. Topics will include: a review of trade routes and of the technology, investments and innovations for the initiative and their impact.

THEATRE 1: ILSS

TUESDAY 20TH MARCH 2018 | 13:30 – 17:30

WEDNESDAY 21ST MARCH 2018 | 10:15 – 17:00

Moderators:

Mr. Nicolas de Loisy, President, SCMO

Mr. John Fossey, Contributing Editor, WorldCargo News

Speakers:

Mr. Andreas Bullwinkel, Managing Director, Jade Weser Port

Mr. Rati Devadze, Head of Marketing Analysis & Sales, JSC Georgian Railway

Mr. Patryk Felmet, Business Development Director, Port of Gdansk Authority

Mr. Elias Heikari, CEO, ELIRON

Mr. Mitch Heron, Asia Operations Manager, Allan & Associates

Prof. Zhang Jieshu, Deputy Secretary-General, Shanghai International Shipping Institute

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Mr. Kris Kosmala, General Manager Asia Pacific, **Quintiq**

Mr. Thomas Kowitzki, Head of China Rail / Multimodal, Europe, **DHL Global Forwarding GmbH**

Mrs. Muyuan Li, Executive Vice President and Secretary General, **The Integrated Transport Federation of CCTA** , Vice President and Secretary General, **China Container Industry Association**

Mr. Richie Liu, Managing Director, **Railink International Intermodal Logistics**

German Maslov, Operations Director – COO, **FESCO Lines China Company Limited**

Mr. Carsten Pottharst, Managing Director, **InterRail Europe**

Mr. Aasim Siddiqui, Former Chairman, **All Pakistan Shipping Association (APSA)**

Mr. Christoph Schwarz, Freight Manager Central Europe, **Stena Line**

Ms. Tatiana Serova, Commercial Director, **A.R.T. Logistics Limited**

Mr. Alan So, Sales Director, **CFR Rinkens**

Mr. Christoph Szakowski, Managing Director, **LogCon East / LogEasy**

Mr. Henry Tillman, Chairman and Chief Executive Officer, **Grisons Peak**

Mr. Gregory Vojack, Chairman, **GSR**

Mr. Andre Wheeler, Director, **Wheeler Management Consulting**

Mr. Pindar Wong, Chairman, **VeriFi (Hong Kong) Ltd**

Liu Yanlin, Manager – Corporate Strategy Division, **Nippon Express**

One Belt One Road: the creation of a new logistics channel

Overview of the progress so far; cost savings, new routes and impact on international trade

Developments on the 6 BRI transport corridors along the BRI, including alternative and competing strategies

Building the Digital Silk Road: how blockchain technology adds business value to the Belt and Road Initiative

The Belt and Road: new goals, new challenges

China Mongolia Russia route and alternatives

Comparing different logistics companies' strategies and cooperation along the Silk Road

Opposition to OBOR and threats to logistics firms

European short sea shipping and train route connections to and from China

Port of Gdansk as an effective gateway to Central and Eastern European market

One Belt One Road – How Wilhelmshaven can be a part of it

Chinese port and shipping trends and their impact on the Belt and Road Initiative

Strategies for effective intermodal integration with ports: how One Belt One Road can help

Middle Corridor – Eurasian multimodal transportation through Georgia

The New Silk Road

New Silk Road: keeping the momentum...and the service promise!

An update of containerized cargo from China to Central Asia and Turkey: update on the routes, carriers and the service being offered

Understanding the challenges and opportunities of new Silk Road: value added services with end to end visibility

Regional connectivity through China Pakistan economic corridor

Challenges of evolving international freight trains to and from China

Container transport of cars on the Silk Road

Calculating hundreds of door-to-door routes for BRI. Insights into potential for bulk cargo transportation by rail via OBOR

MODERATORS

Mr. Nicolas de Loisy, President, SCMO

Nicolas de Loisy is the President of SCMO, a global network of professional firms providing advisory in logistics, transportation, and supply chain management. Their experts help transform supply chain challenges into strategic and competitive advantage through 40 offices in 25 countries.

With 22 years' experience in the logistics industry and 18 years' experience in providing supply chain advisory services, Nicolas is an expert facilitator with broad people and operation skills. His experience includes the development of corporate and operational strategies, profit enhancement and cost reduction, as well as marketing & operational management. His rare expertise of advisory in the field of supply chain management is sought after by both companies in drastic need, and people who want to prepare the future.



Mr. John Fossey, Contributing Editor, WorldCargo News

John Fossey has spent over 30 years researching, analysing and writing on developments in the container shipping, general cargo, logistics and ports industries. John is employed as a Maritime Transport Consultant at Moffatt and Nichol and is also a contributing editor for World Cargo News. His work mainly involves preparing cargo forecasts and competitor analyses, writing detailed market reports and advising port authorities, terminal operating companies, infrastructure funds and financial entities on a full range of investment, commercial and operational issues when it comes to new projects, concession agreements and re-financing programmes. Up until November 2012, John was editorial director of the leading liner shipping magazine Containerisation International having previously also worked for Drewry Shipping Consultants. He also specialises in ocean carriers' network planning and investment strategies, tradelane and market analyses, port/terminal operating and financial performances and freight, including cool, logistics solutions.



SPEAKERS

Mr. Andreas Bullwinkel, Managing Director, Jade Weser Port

Andreas Bullwinkel has been managing director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG since 1 October 2013. A 60-year-old native of Bremen, he began his career by training to become a shipbroker and shipping merchant. He then studied as an industrial engineer at the University of Applied Sciences Bremerhaven. Activities at various Bremen-based shipbrokers helped him gain extensive professional experience. Andreas Bullwinkel spent almost ten years as managing director of the Seaports of Niedersachsen GmbH, responsible for the marketing of Lower Saxony ports, before taking on his present post. He is a member of the "Ports and Shipping" steering committee at the Deutsches Verkehrsforum (German Transport Forum).



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Mr. Rati Devadze, Head of Marketing Analysis & Sales, JSC Georgian Railway

Rati Devadze is a head of Marketing Analysis & Sales at JSC Georgian Railway. Developing multimodal transportation between Europe and Asia is one of the priority directions. He is a graduate of Tsinghua-MIT Global MBA program specializing in supply chain management and spent four years in Asia – China and South Korea deepening his knowledge of these countries' economies and cultures. Rati has a work experience in various industries including payment, consumer electronics and Logistics industries. Previously, been involved in strategic business development of consumer business unit at Huawei Georgia. He is focused on Logistics and Investment opportunities between China and Georgia as well as in other countries.



Mr. Patryk Felmet, Business Development Director, Port of Gdansk Authority

In 2016, Patryk Felmet ('89) became the CEO of one of Port Gdansk subsidiaries. After delivering outstanding results, he was promoted to the post of Business Development Director and Chief Marketing Officer in its mother company. He is also a councilman of the City of Gdynia.



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SPEAKERS

Mr. Elias Heikari, CEO, ELIRON

Elias has been working in logistics Euroasian logistics since 1998, first starting the joint venture forwarding and transportation company in Finland with Russians and after that developing the business of the many companies involved with Russian business.

In 2014 he moved to Hong Kong for running start-up Eliron Cargo Tracking. Over the last two years the company has been focusing the tracking of new Silk Route LCL shipments mainly. We know exact lead times of different routings of new Silk Route.

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Mr. Mitch Heron, Asia Operations Manager, Allan & Associates

Mitch advises international businesses on threats to their supply chains arising from volatile political and security conditions. Mitch specialises in risks including nationalisation and expropriation, labour and civil unrest, terrorism, crime and corruption. Mitch runs Allan & Associates' Shanghai office and is responsible for their consulting activities throughout North Asia. Allan & Associates is an international security risk management consultancy, which has been working with logistics operators to improve supply chain resilience since 2006.

Mitch holds an MA in International Studies & Diplomacy from London University's School of Oriental and African Studies and a BA in International Security & Disaster Management from the University of Coventry. Mitch previously served as an intelligence analyst with the British Army.



Prof. Zhang Jieshu, Deputy Secretary-General, Shanghai International Shipping Institute

Zhang Jieshu, PhD in Transportation Planning and Management, currently acts as professor of Shanghai Maritime University, deputy secretary-general of Shanghai International Shipping Institute (SISI) and secretary-general of Shanghai-Hong Kong International Shipping R&D and Communication Center. Prof. Zhang lectures on various courses including "Port Management Modernization", "Warehouse and Distribution Management", "Introduction to Water Transport", "Transportation and Warehouse Management" and "Management Principles". She focuses on research into port management, shipping management and shipping policies and has published more than 40 academic papers and 20 monographs. She has presided over or undertaken more than 100 scientific research projects on various subjects such as shipping, as well as port and shipping center construction. Her research results received wide recognition and won one first prize, three second prizes and two third prizes at the 7th, 8th, 9th and 10th sessions of the Shanghai Decision-making Consulting Research Award, as well as the Shanghai Outstanding Achievement Award in Philosophy and Social Sciences, the National Achievement Award in Productivity Theory and Practice and the China Port Association Science and Technology Award.



SPEAKERS

Mr. Kris Kosmala, General Manager Asia Pacific, Quintiq

Kris Kosmala brings many years of extensive global experience as a business operations executive in the services and technology industries. He is a senior member of the management team at Quintiq, a software company specializing in development and provision of advanced mathematical optimization software used in all aspects of planning and scheduling.



Mr. Thomas Kowitzki, Head of China Rail / Multimodal, Europe, DHL Global Forwarding GmbH

Thomas is responsible for the Chinarail/Multimodal Service at DHL for the European Region. He is 50 years old, married and father of 2 sons. Since 30 years in the Logistics Industry he built up a broad expertise with various roles in International Freight Forwarding and CEP/Parcel/Express working since over 20 years for the DPDHL Group. His first projects with Chinarail started in 2010 and the kickoff of first the DHL Blocktrain from Chengdu to Lodz in May 2013. Since 2015 he is in charge of the Chinarailservice at DHL in Europe.



Mrs. Muyuan Li, Executive Vice President and Secretary General, The Integrated Transport Federation of CCTA , Vice President and Secretary General, China Container Industry Association

Muyuan LI, vice president and secretary general of China Container Industry Association, executive vice president and secretary general of The Integrated Transport Federation of CCTA, intermodal expert of Ministry of Transport of the People's Republic of China. As a well-known Chinese logistics and intermodal expert, she participated in many of national-level intermodal transport policy research and formulation, edited " Annual Report on China Intermodal Development" and " Annual Report on China Container Industry Development", provided advisory services for many of local governments and large and medium-sized transport and logistics enterprises.



SPEAKERS

Mr. Richie Liu, Managing Director, Railink International Intermodal Logistics



Mr. German Maslov, Operations Director – COO, FESCO Lines Company Limited

German has worked within the intermodal industry for 20 years, starting as anavigation officer and joining FESCO in 2002.

Current position: Chief Operational officer, in charge for Rail way and Container logistics in Asian and Russian markets

Previous positions include:

Area Logistic manager, Australia and Asia, Australia

Logistics director, Hong Kong

Equipment logistics Director, Moscow



Mr. Carsten Pottharst, Managing Director, InterRail Europe

SPEAKERS

Mr. Aasim Siddiqui, Former Chairman, All Pakistan Shipping Association (APSA)

Aasim Siddiqui has actively developed various transport and logistics projects in Pakistan in the last 20 years. He is currently the Group Managing Director of Marine Group of Companies, which is the biggest and most diversified business group in the shipping, logistics and cargo handling industry in Pakistan. He is also on the board of directors of other 14 companies of the group. The signature projects of Mr. Siddiqui include; Pakistan International Container Terminal (PICT), the only public listed container terminal of Pakistan, which is now operated as part of ICTSI terminals; Pakistan International Bulk Terminal (PIBT) the first modern coal/cement terminal also a public listed company in the Karachi stock exchange and Pakistan Intermodal Ltd. (PIL), Pakistan's first private freight train operator connecting the ports with the inland container depots through rail-road linkages which is going to be commissioned in 2015. For last four years Mr. Siddiqui has also been actively running various CSR programs under an NGO, Organisation for Social Development Initiatives (OSDI), which is working on poverty alleviation in the rural areas of Pakistan. Aasim Siddiqui is also a part of the executive committee of the All Pakistan Shipping Association (APSA) and is playing a significant role in the development of shipping and logistics industry of Pakistan.



Mr. Christoph Schwarz, Freight Manager Central Europe, Stena Line

Freight Manager with extensive experience in developing strategic partnerships throughout the transport chains as well as negotiating with various intercultural contract partners.

Key Accomplishments:

- Logistics expert in intermodal transport chains and short sea shipping with excellent sales and communication skills
- Implementation and development of complex logistic value chains in the intermodal sector

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Ms. Tatiana Serova, Commercial Director, A.R.T. Logistics Limited

Started career in logistics in 1998 working for representative office of Danzas Railcargo in Kazakhstan. Was responsible for the development of railway and multimodal shipments from Europe to Kazakhstan and Central Asia. In 2003 continued for DHL Freight Kazakhstan as a Head of Rail Freight Department and Deputy Freight Manager Kazakhstan. Since 2005 co-founder and Commercial Director in A.R.T. Logistics Group which operates with 7 offices in Eurasia covering Russia, Kazakhstan & Central Asia, China and Europe. Expert in Rail solution for general and project cargo for Eurasian market. Cross border expertise for shipments to CIS countries.



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SPEAKERS

Mr. Alan So, Sales Director, CFR Rinken

Started in Hong Kong freight industry 20 years ago, with experience both in international freight forwarding and with steamship lines. Focus on China logistics in the last 10 years, covering sea freight, air freight and value added logistics services. Experienced the modification of the logistics market in China and Asia. In last 5 years, got involved in Belt and Road initiative projects and China-Europe Railway products. Recently entered vehicle logistics services, which is experiencing booming demand to and from China, both in sea freight and railway to and from Europe.

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Mr. Christoph Szakowski, LogCon East / LogEasy

Christoph Szakowski is Managing Partner with LogCon East, a leading logistics and transportation consulting firm in Central- and Eastern Europe, based in Vienna serving the industry with strategy, operations, M&A top management advisory and a large network of specialized interim managers.

In his career he served as Director Sales/Marketing, Trade Lane Manager CEE, Managing Director, Director Land International and Chief Operating Officer with DB Schenker Logistics, Logwin AG, Asstra AG in Austria, Germany, Russia and Poland with the responsibility for the strategic, commercial and operational leadership and the Transformations of companies in the regions DACH /Eastern Europe/CIS and Asia. As a consultant, he is advising a broad range of logistics companies in Change Management, Leadership, Executive Search and International Expansion with the regional focus on the Logistics Emerging Markets. Mr. Szakowski has been frequently featured in American, German, Russian and Polish media and is broadly recognized as the industry's thought leader and expert in international people management, Third-Party Logistics and Strategies in the Transport Sector.

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Mr. Henry Tillman, Chairman and Chief Executive Officer, Grisons Peak

Henry Tillman has an international business career of nearly 35 years. The initial decade was spent based in New York with major investment banks, focussed mostly on advising on US organisations on M&A and capital raising. Since 1992, he has been based in London, including a senior management role at Barclays Group, with a focus on Europe and Southeast Asia and at ABN AMRO, where he was a Wholesale Banking Board Member, managing a global business with a focus on Emerging Markets, in particular Asia. In 2003, Mr Tillman founded Grisons Peak, a London based, Asian focussed merchant bank which has completed over €25 billion in advisory assignments since inception. The firm focusses on advising UK/European companies with unique technologies to partner with China based businesses in China and on Asian organisations interested in international expansion.



In 2008, he founded *China Outbound Investments*, which tracks and analyses G2G agreements, Chinese Government related loans and M&A/equity investments in a single quarterly report, all of which have been reconciled with original source documents whenever possible. This database also includes bespoke capabilities which measure Chinese Government related loans linked to individual infrastructure/renewable energy projects since 2013. This database has also been used by major universities for academic research regarding Chinese outbound investment in the UK (Cass Business School) and the US (New York University). Our research has been cited by many major press including *The Financial Times*, *The Wall Street Journal (Asia)*, *Bloomberg (Asia)*, *The Sunday Times*, *Le Soir (France)*, *Thompson Reuters*, *IFR* and several others. Earlier this year he was interviewed in a podcast by *The Financial Times* on Chinese capital controls. Mr Tillman previously served as a Non Executive Director of Wells Fargo Securities (Europe). In 2016, Mr Tillman represented the 48 Group (UK) at the launch of the Maritime Silk Route in Xiamen. In 2017, has led work shops for European Executives and Board members on the BRI at Cambridge University, on *Funding the BRI* at the Intermodal Global Industry Leaders Conference (Shanghai), the *Constructing the BRI Corridors* at the GOSS Research Forum on the BRI- attended by 9 Chinese speaking universities and the United Nations in Hong Kong. In May, was keynote speaker for Clarksons, Platou seminar on Belt and Road (UK).

Mr. Gregory Vojack, Chairman, GSR

- Moved to Kazakhstan in 1994 to work on the development of the Securities Market in Kazakhstan
- **2000** Became Managing Partner of Bracewell & Giuliani Central Asia was responsible for 90% of the international securities placements of Kazakhstan Banks, National Companies and major corporates
- **2006** acted as the outside legal counsel for Temir Zholly the National Railway of Kazakhstan (“KTZ”) was the start of my logistics experience
- **2013** became an Independent Board Member of KTZ Express the Logistic subsidiary of KTZ
- **2014** as a Board Member participated in guidance of KTZe’s role in the TransEurasianRoute from Chongqing, China to Hunxe, Germany and the Lianyungang to Central Asia Route
- **2016** Left KTZe Board to pursue the development of GSR.
- **2016** to present developed the Riga to Lianyungang route and the East Bound route from Uzbekistan and Central Asia to Lianyungang,



SPEAKERS

Mr. Andre Wheeler, Director, Wheeler Management Consulting

CEO of Asia Pacific Connex with more than 20 years' experience in international business, he maintains a diverse network of personal contacts throughout the USA, Asia, SE Asia, Africa and the United Kingdom.

Holding a B.Science (Hons) degree and an MBA, he is currently working towards his Doctorate on the Impact of the China One Belt One Road initiative on infrastructure and logistics in the ASEAN Region. He has also published and presented several papers concerning Myanmar's infrastructure issues, including Port / Offshore Supply Base, Electrification and Corporate Governance. His works have been translated into several languages as well as quoted in leading international news sites.

Andre has expertise in business development, joint venture negotiations, supply chain management, logistics, marketing and strategic planning. His key industries are oil/gas, construction, EPCM (Engineering, Procurement, Construction and Management), marine services and mining.

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Mr. Pindar Wong, Founder & Chairman, Belt and Road Blockchain Consortium

Pindar Wong is an internet pioneer, who co-founded the first licensed Internet Service Provider in Hong Kong in 1993 and the 'Belt and Road Blockchain' Consortium in 2017. He is the Chairman of VeriFi (Hong Kong) Ltd, a discrete Internet Financial Infrastructure consultancy. In 2015, he helped organize Asia's first Blockchainworkshops.org, Phase 1, 2 and 3 of ScalingBitcoin.org and sponsored the Hong Kong Bitcoin Roundtable. Together with Dr. Shin'ichiro Matsuo, he is establishing the bsafe.network to promote applied academic research in blockchain technologies. He chairs the Internet Society's Blockchain Special Interest Group and serves on the advisory board of Coindesk.Com



Pindar also serves on the Hong Kong Government's Committee on Innovation, Technology and Re-industrialisation, as a Director of the Hong Kong Applied Science and Technology Research Institute (ASTRI) and he also serves on the HK Trade Development Council ICT Services advisory committee and the School of Engineering Advisory Committee HKUST. Previously, he was the first Vice-Chairman of ICANN, Chairman of the Asia Pacific Internet Association, alternate Chairman of Asia Pacific Network Information Center, Chairman of APRICOT, Commissioner on the Global Commission on Internet Governance and elected Trustee of the Internet Society. From 2010-2015 he served on the Digital 21 Strategy Advisory Committee of the Hong Kong Government and the Task Force on Industry Facilitation.

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Ms. Liu Yanlin, Manager – Corporate Strategy Division, Nippon Express

Liu Yanlin, manager of Corporate Strategy Division, East Asia Region of Nippon Express. Currently, she is responsible for negotiations and coordination with joint ventures' partners and reviewing all legal documents with respect to M&A, strategic alliance and so forth. Prior to joining Nippon Express, she worked as a legal counsel for Canon China for 2 years and worked as a lawyer in a law firm mainly providing legal services to Japanese Enterprises for 4 years. She gained her Master degree with a major in International Logistics and Supply Chain Management in Jonkoping University in Sweden and participated in the MBA program in University of California, Davis. She gained her Bachelor degree with a major in Japanese Literature.

