

**MAY 31, 2018**

Hotel Bristol, 15 Pushkinska st. Odesa, Ukraine

**9.30-10.00 Registration. Coffee**

**Session 1. Opening of the Conference. Demonstration of USPA promo-video**

*Moderator: Andy Hunder, President of the ACC in Ukraine*

Opening speech

- **Volodymyr Kistion**, Vice Prime Minister of Ukraine
- **Sevki Acuner**, Head of EBRD in Ukraine
- **Jean-Erik de Zagon**, Head of EIB Representation for Ukraine
- **Volodymyr Omelyan**, Minister of Infrastructure of Ukraine
- **Maxim Stepanov**, Chairman of Odesa region

Topics for discussion:

- **Large-scale infrastructure projects as a key driver of the economic growth of Ukraine and increase of its competitiveness in the world.**
- **State support of the transport industry – how to ensure maximum results against the budget deficit for infrastructure projects**
- **Privatization / concession of port infrastructure facilities: opportunities due to the new legislative framework**
- **Local authorities and ports: how to find a balance for cooperation**

**Coffee break**

**Session 2. Effective development of port infrastructure: strategy, investment conditions, projects.**

*Moderator: Serhii Vovk, director of CFTS*

Speaker **Raivis Veckagans**, CEO of the USPA

- **Development strategy of the port industry of Ukraine on the horizon of 2038.**

Panelists:

- **Volodymyr Omelyan**, Minister of Infrastructure of Ukraine
- **Yevhen Kravtsov**, Chairman of the Board of Ukrzaliznytsia (TBC)
- **Clemence Cheng**, Managing Director of Hutchison Ports Holding Limited (TBC)
- **Radostin Popov**, Director Group Commercial and Business Development of P&O Maritime (TBC)
- **Wu Di**, Vice President of China Harbour Engineering Company
- **Francesco Torelli**, Vice President of Clarksons Platou (Italy) S.r.l.
- CMA CGM / NYK Bulkship (Atlantic) NV (NBC)
- Cargill (TBC)
- AECOM (TBC)

# UKRAINIAN PORTS FORUM 2018

Topics for discussion:

- **Successful practices of implementing investment projects in the seaports of Ukraine**
- **Mechanisms of interaction between business and government in terms of implementation investment projects in the seaports of Ukraine**
- **Special aspects of investing to port industry**
- **Development plans of the ports of Ukraine, focused on large-tonnage fleet**
- **Container Shipping. Comparison of the cost of shipping containers with alternative routes.**
- **Prospect directions of development of Asia-Europe-Asia cargo flows**

Lunch

**Special session master class How to attract financing for large investment projects – practical recommendations**

*Moderator: to be confirmed*

Speaker **Mark Magaletsky**, EBRD senior banker

- **Infrastructure investment project through the eyes of a banker**

Panelists:

- **Oksana Markarova**, Deputy Minister of Finance of Ukraine
- **Satu Kahkonen**, Country Director for Belarus, Moldova, and Ukraine of the World Bank Group (TBC)
- **Philip Sweens**, Managing Director of HHLA International GmbH (TBC)
- **Jean-Erik de Zagon**, Head of EIB Representation for Ukraine
- **Dmytro Kryshchenko**, Investment Advisor, Department of Infrastructure and Natural Resources
- **Dmytro Vyakhirev** Projects manager, Cargill
- **Andrii Shkliar**, Head of the Expert Department of CFTS – Consulting
- **Mykola Poltoratskiy**, Deputy CEO of the USPA for Economics
- Representative of the legal company

Topics for discussion:

- **EBRD: financing conditions and real accessibility in Ukraine**
- **How to justify an infrastructure project**
- **Personal experience of raising finance from the EBRD**
- **Legal aspects of EBRD loan support**
- **Alternative sources of financing (infrastructure funds, bank lending)**

Coffee break

**Session 4. Presentation of investment projects**

*Moderator: Taras Boichuk, Head of project office SPILNO*

- **Concession projects in Kherson and Olvia Sea Ports**  
**Oleg Kudashov**, Senior Investment Officer in the PPP Transactions Department at the International Finance Corporation
- **Construction of grain terminal in Mariupol Sea Trading Port**  
**Oleksandr Oliynyk**, Head of SE “Mariupol Sea Trading Port”
- **Investment project in Yuznyy Port**  
**AECOM (TBC)**
- Other projects (to be confirmed)

**B2B meetings / meetings with investors**

**20.00 Gala - dinner**