

UKRAINIAN PORTS FORUM 2018



MAY 31, 2018

Hotel Bristol, 15 Pushkinska st. Odesa, Ukraine

9.30-10.00 Registration. Coffee

10.00 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
- **Volodymyr Omelyan**, Minister of Infrastructure of Ukraine
- **Maxim Stepanov**, Governor of Odesa region
- **Sevki Acuner**, Country Director for Ukraine, European Bank for Reconstruction and Development, Vice Chairman of the Board of Directors American Chamber of Commerce
- **Jean-Erik de Zagon**, Head of European Investment Bank Representation for Ukraine

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**

11.00 Coffee break

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

Moderator: Serhii Vovk, director of CFTS, Chamber Infrastructure Committee Co-Chairs

Speaker **Raivis Veckagans**, Acting Head of the Ukrainian Sea Ports Authority

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

Panelists:

- **Wu Di**, Vice President of China Harbour Engineering Company
- **Laurent Martens**, President of CMA Terminal Holding
- **Massimo Dentice**, Chairman of Clarksons Platou (Italy) S.r.l.
- **Yevhen Kravtsov**, Acting Head of PJSC «Ukrzaliznytsia»
- **Martin Mannion**, Europe, Middle East, Indian and Africa director of AECOM
- **Jock Mendoza-Wilson**, Director of International and Investor Relations SCM
- **Mr. Suguru Uchida San**, Director, NYK Bulkship (Atlantic) NV
- **Salome Kelenjeridze**, Deputy Director General of Anaklia Development Consortium

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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**

13.00 Lunch

14.00 Special session: master class “How to Attract Financing for Large Investment Projects – Practical Recommendations”

Moderator: Anthonie Versluis, Managing Partner Malaysia, Head Global Maritime Practice, Roland Berger

Speaker **Mark Magaletsky**, EBRD Senior Banker, Head of Infrastructure

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

Panelists:

- **Francois Bergere**, Program Manager, (PPIAF)
- **Dmytro Kryshchenko**, Investment Advisor, Department of Infrastructure and Natural Resources of International Finance Corporation
- **Dmytro Vyakhirev**, Projects Manager, Cargill, Chamber Infrastructure Committee Co-Chairs
- **Andrii Shkliar**, Head of Advisory at CFTS-Consulting
- **Mykola Poltoratskiy**, Deputy CEO of the USPA for Economics
- **Philip Sweens**, Managing Director of HHLA International GmbH (TBC)
- **Andriy Selyutin**, Partner, Head of South-Ukrainian Branch, Arzinger

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)**

15.30 Coffee break

16.00 Session 4. Presentation of investment projects

Moderator: Taras Boichuk, Head of PMO SPILNO

- Concession projects in Kherson and Olvia Sea Ports
Oleg Kudashov, Senior Investment Officer in the PPP Transactions Department at the International Finance Corporation
- SE «CSP Yuzhny» concession project
Oleksandra Klitina, Head of Reform Support Team Ministry of Infrastructure of Ukraine
- Investment project in Yuznyy Port
Martin Mannion, Europe, Middle East, Indian and Africa director of AECOM
- Construction of grain terminal in Mariupol Sea Trading Port
Oleksandr Oliynyk, Head of SE “Mariupol Sea Trading Port”
- Development of terminal capacities of Evrovneshrtorg Ltd. in the Olvia seaport
Mikhail Atroshenko, President of US-Canadian company «ABROOK INC»
- Development of terminal capacities of Evrovneshrtorg Ltd. in the Olvia seaport
Aivaras Karalius, CEO of BT Invest Ltd.
- Construction of a multipurpose reloading complex of «TechAgro» company
Viacheslav Boialskyi, Director of «TechAgro» company

17.30 – 18.00 B2B meetings / meetings with investors

20.00 Gala - dinner