

**MAY 30-31**  
**2019**

UKRAINIAN  
**PORTS FORUM**

**Odesa**   
Bristol Hotel

**UKRAINIAN PORTS: B2B SESSION**  
**MAY 31**

AGENDA

**10.30 – 11.00 Registration of participants.**

**11.00 – 11.15 ArcelorMittal “Solutions for Modern Port Infrastructures. How Steel Solutions can provide cost efficient quay wall structures”**

- Company Profile: ArcelorMittal is the world's leading steel company. ArcelorMittal is the leader in major global steel markets, including automotive, construction, household appliances and packaging. The company possesses also large raw material stocks and effective system of sales. ArcelorMittal with the workforce of more than 199 thousand employees has representations in 60 countries all over the world.
- Speaker: **Darius Macijauskas**, Sales Manager

**11.15 – 11.30 P&O Maritime Ukraine “Port towing in Ukraine: the path from the state monopoly to the open market”**

- Company Profile: P & O Maritime Ukraine is a subsidiary of the world's maritime operator with 200 years history of P & O Maritime. Currently, the company operates in two largest Ukrainian ports – “Yuzhnyi” and “Chornomorsk”. In April 2019, the company announced departure to Odesa Sea Port. Operates with its own fleet of modern and powerful tugboats, including ice and fire class towers. Most ships - with unlimited navigation area. All tugs work under the Ukrainian flag. In 2018, P & O Maritime Ukraine conducted 3164 towing operations and processed 1094 vessels in the ports of Yuzhnyi and Chornomorsk.
- Speaker: **Mykhail Sokolov**, Director General

**11.30 – 11.45 TechAgro “The MTC Project – a Unique Investment Opportunity”**

- Company Profile: TechAgro LLC is developing a multipurpose port terminal at Yuzhnyi Seaport in Ukraine, the deepest seaport in Ukraine, The facility is referred to as Marine Terminal Complex (MTC). The project occupies a territory of 80 ha with 750 m of the quay. The project sponsor is currently engaging with strategic partners to jointly develop and maximize the full potential of the cargo facility.
- Speaker: **Roy Van Eijdsen**, Service Line Director Advisory at WSP

**11.45 – 12.00 Maritime Legal Investment Company, LLC “Ferry complex Orlovka - new gate to Europe”**

- Company profile: The main areas of activity of the Maritime Legal Investment Company are complex legal support of maritime business, protection of its rights and interests, as well as legal assistance in cases of public-private partnership, investment and foreign economic activity etc.
- Speaker: **Konstantin Moryakov**, Senior Lawyer



**MAY 30-31**  
**2019**



# UKRAINIAN PORTS FORUM

**Odesa**   
**Bristol Hotel**

## **12.00 – 12.15 Siemens AG “Smart ports of the future”**

- **Company Profile:** Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 170 years. The company is active around the globe, focusing on the areas of power generation and distribution, intelligent infrastructure for buildings and distributed energy systems, and automation and digitalization in the process and manufacturing industries.
- **Speaker:** **Alexander Peschl**, Senior Business Developer and Strategist for Energy Transmission and Distribution

## **12.15 – 12.30 MTBS “Current trends in the European port management”**

- **Company Profile:** Presentation will cover several issues: PPP, reconcessioning, and modern trends for European ports; how to find an investor; how to maintain port strategy.
- **Speaker:** **Paul van Eulem**, Director of MTBS

## **12.30 – 12.45 Reni Sea Port Authority “LNG bunkering terminal in the Reni seaport”**

- **Company Profile:** Creation of a LNG terminal at Reni Sea port for the accumulation, storage and bunkering of vessels by liquefied natural gas.
- **Speaker:** **Yuriy Pishalo**, Head of Development and Logistics

## **12.45 – 13.00 CargoX “1st Ever Blockchain-Based Bill of Lading”**

- **Company Profile:** CargoX is the independent supplier of blockchain-based Smart Bill of Lading (Smart B/L™) solutions that provide an extremely fast, safe, reliable, and cost-effective way to process Bills of Lading anywhere in the world
- **Speaker:** **Bocharnikov Yevgeniy**, official representative of CargoX in Ukraine

## **WaterwayTechHolland**

- **Company Profile:** WaterwayTechHolland is a public-private partnership that consists of highly innovative Dutch maritime companies and organisations operating in the field of water management, transport and port development and inland waterway shipping. WaterwayTechHolland partners: Antea Group, IHC-MTI, Maritime Academy Harlingen, Rijkswaterstaat (Government Agency for Waterways and Public Works) and Saab Technologies.

## **13.00 – 15.00 Face-to-face meetings**

