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Konu: Raillive 2023 Etkinliği

Mersin, 18/05/2023

E-POSTA

Sayın Üyemiz,

Türkiye İhracatçılar Meclisi'nden (TİM) alınan bir yazıda, Madrid Ticaret Müşavirliğinden alınan bir yazıya atıfla, İspanya'nın önemli demiryolu tedarikçileri arasında olan İspanya Demiryolları Birliği (MAFEX) tarafından 29 Kasım-1 Aralık 2023 tarihlerinde Madrid'de Raillive 2023 etkinliğinin düzenleneceği bildirilmektedir.

Yazıda devamla, anılan etkinliğin, Avrupa'nın sektördeki başlıca organizasyonları arasında olduğu dile getirilmiş olup etkinliğin sektörde yer alan firmalar için İspanya pazarında iş bağlantıları kurabilmek açısından faydalı olabileceği değerlendirilmektedir.

Bilgilerini rica ederim.

Dr. Osman ERŞAHAN
Genel Sekreter V.

Ek: Raillive 2023 Broşür ve Sunum



RAIL LIVE!

29th November – 1st December 2023, IFEMA, Madrid

Technology, Innovation & Strategy for The Entire Rail Supply Chain

Spain's leading exhibition & conference showcasing the innovation transforming the rail industry



10,000
visitors



350+
speakers



250+
exhibitors



12
conference
themes

In partnership with:



terrapinn.com/RailLive2023

#RailLiveMadrid

Organised by



TECHNOLOGY, INNOVATION & STRATEGY FOR THE ENTIRE RAIL SUPPLY CHAIN

Rail technology is changing

Rail Live! is an exhibition and sponsored conference that brings together an all encompassing rail show with a high level, strategic conference about all that is exciting and innovative in the rail sector.

The exhibition will showcase the full range of innovation in the sector from civil engineering, to construction, track innovation, new machine tools and rolling stock.

The conference will concentrate on how new technologies (such as machine learning, BIM, IoT and additive manufacturing) are being applied to a very traditional industry (from construction to tracks to stations and maintenance) with revolutionary new outcomes for operators and their partners.

Join us at Rail Live! 2023 to

- **Showcase** your rail services and innovations to a busy exhibition of 10,000 visitors looking for solutions to streamline their operations.
- **Share** your big picture insights on the keynote stage, to an audience of 2,000 rail operators, government agencies and infrastructure managers.
- **Dive** deeper into the issues in our 12 focused conference themes, full of decision makers from the global rail industry.
- **Benefit** from one-on-one meetings with rail leaders from the global industry throughout the 3 days of Rail Live!
- **Position** your brand as a leader in rail technology.

For world-class solutions providers from the entire value chain

Rail Live! offers outstanding opportunities for solutions providers, from senior sponsorship to a range of exhibition booths on a fantastic floor plan. If you are looking to the future of the rail industry, then this will be your best ROI in 2023.

RAILLIVE!

FEATURES

- | | |
|--|--|
|  350+
Expert
Presenters |  12
Conference
Themes |
|  250+
Exhibitors |  50+
Start-Ups |
|  10,000
Visitors |  90+
Countries
Represented |
|  750+
Companies
Attending |  Academic
Poster Zone |
|  Site
Visits |  Careers
Zone |

AND A WHOLE LOT MORE...

is the must attend event for operators, infrastructure managers, rolling stock manufacturers and their suppliers, academia and government seeking to make rail the go-to mode of transport on a global scale. It is the place for market knowledge, innovation and new business for the entire supply chain.

WHAT'S NEW FOR 2023

World Class Exhibition

Rail Live! brings together 250+ innovation driven exhibitors who provide solutions tailored to your company's needs. It is the place for the rail community to create new partnerships, demonstrate new capabilities and unveil new innovative technologies.

Careers Zone

Recruitment, training and retention at all levels remains a huge struggle for the industry. Rail Live will serve as a place where people can explore what a career in rail entails and give companies the opportunity to attract new talent.

Academic Poster Zone

Innovation comes from the partnership between academia and industry. We will be featuring a poster zone where academics can showcase the latest research areas they are working on and how these ideas will make it onto the track.



WHO ATTENDS

RAIL OPERATORS



METRO RAIL & TRAM



INFRASTRUCTURE MANAGERS



FREIGHT



INDUSTRY



ATTENDEES ACROSS THE VALUE CHAIN

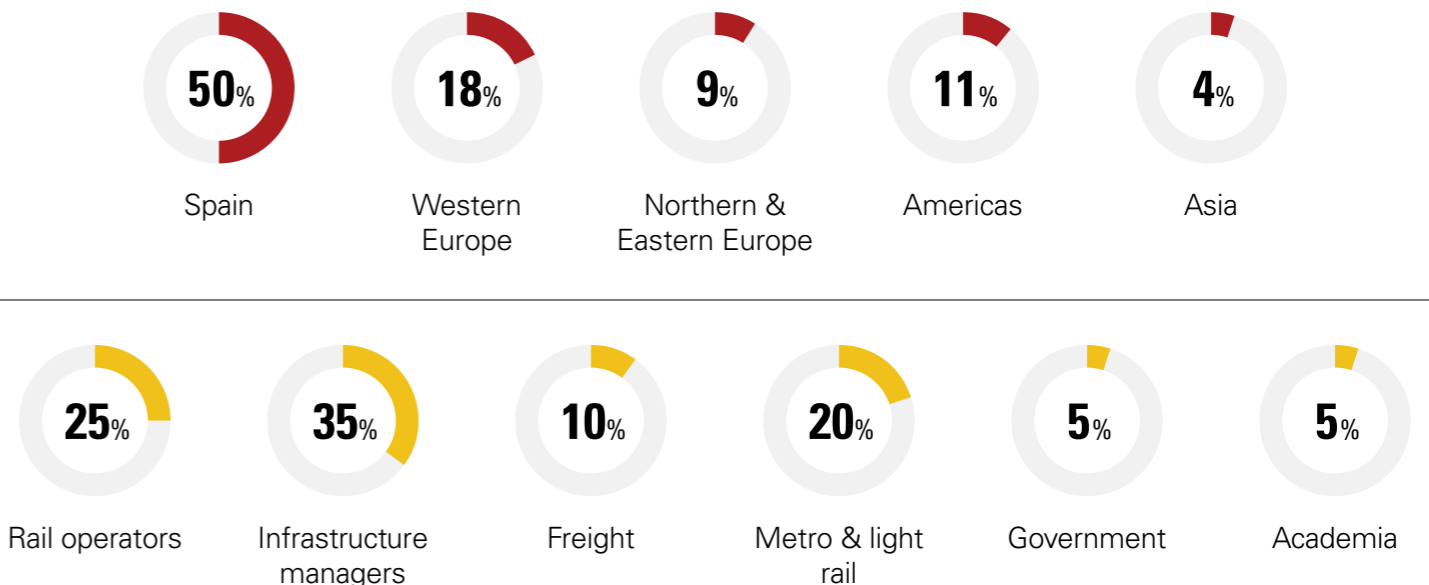
SECTORS

- Infrastructure managers
- Rail operators – commuter, passenger, high speed
- Metro and light rail
- Freight, ports, logistics
- Financiers
- Asset managers and maintenance
- Smart infrastructure
- Construction and engineering
- Integrators
- Signalling and communications
- Energy & power
- Rolling stock
- Fixed infrastructure and track
- Digital
- Station infrastructure
- Machine tools and components
- Cyber security

JOB TITLES

- Chief Executive
- Managing Director
- Director General
- Chief Technology Officer
- Chief Engineer
- Strategy and Business Development Director
- Asset Management Directors and Engineers
- Project & Construction Directors
- Metro Director
- Director of Innovation
- Sustainability Director
- Project Management Director
- Cybersecurity Director
- Signalling & Train control Directors
- Operations and Planning Director

OUR ATTENDEES COME FROM



GLOBAL INVESTMENT IN RAIL

In 2021 alone, 276 rail construction projects broke ground, at a combined cost of \$500bn. The most common type of rail construction projects were mass transit or metro projects. A third of all railway projects across the globe were mass transit or metro projects, costing a total expenditure of over \$221bn. Rail Live! is the place to learn, share and network so that the industry can showcase the innovation which is making rail the go to mode of transport.

1



24.2bn Euros

2



1.2bn Euros

3



7.5bn Euros

4

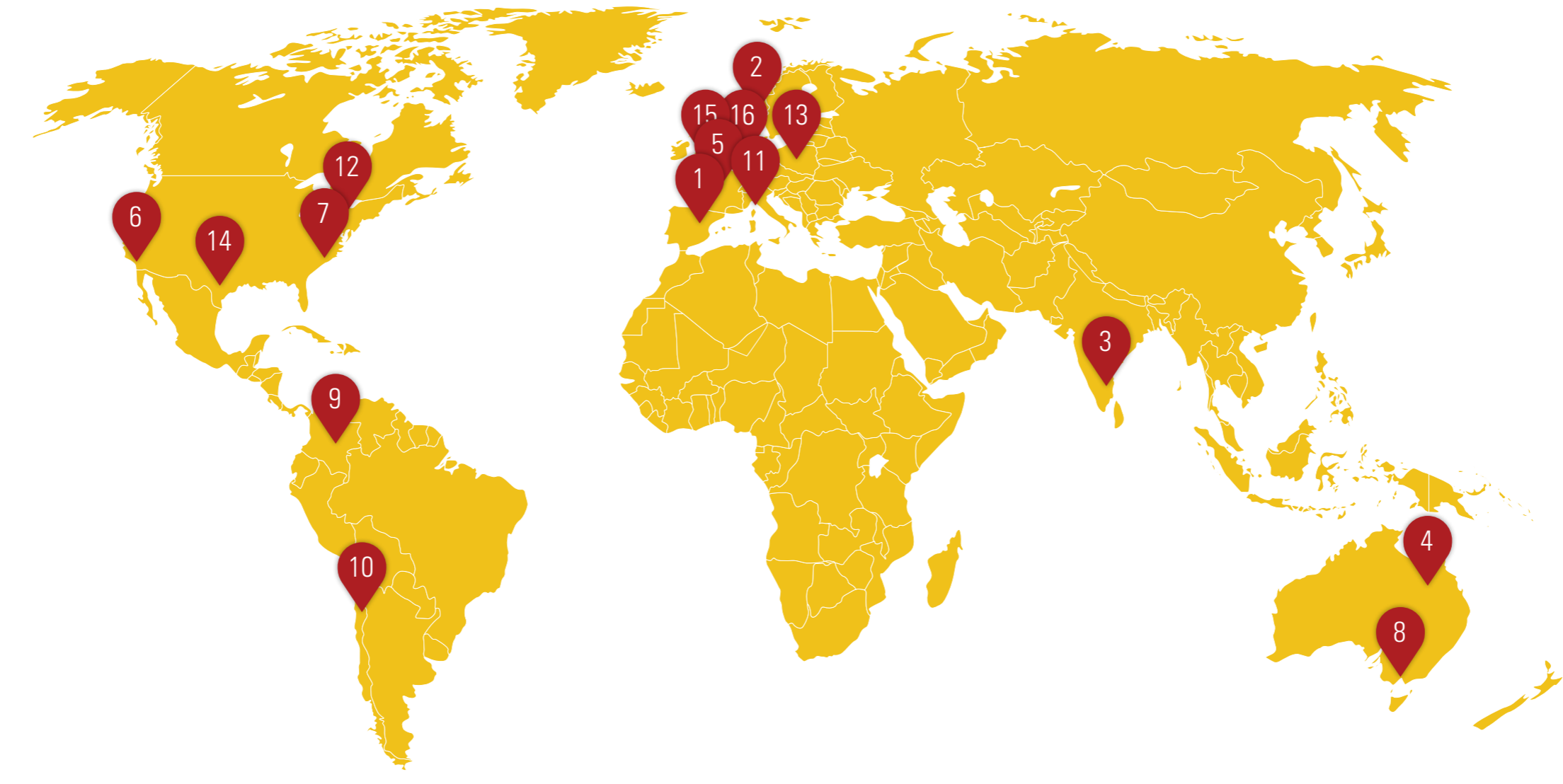


5.4bn Euros

5



22.6bn Euros



6



9.5bn Euros

7



8bn Euros

8



28bn Euros

9



8.2bn Euros

10



2.8bn Euros

11



1.7bn Euros

12



4.2bn Euros

16



86bn Euros

15



104bn Euros

14



18bn Euros

13



5.5bn Euros

MEET THE BIG PLAYERS IN THE GLOBAL RAIL INDUSTRY



MARIA LUISA DOMINGUEZ
President, **ADIF**




ISAÍAS TÁBOAS
President, **Renfe**




AGNIS DRIKSNA
CEO, **Rail Baltica**




DYAN CROWTHER
CEO, **HS1**




JOHN VOPPEN
CEO, **ProRail**




SILVA ROLDAN
CEO, **Metro de Madrid**




MIKE COOPER
Group CEO, **Arriva**





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Head of International Business Development, **Metro Tenerife**




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Head of Operations, **UKTram**

TAMI BULLER
Tel Aviv Metro Planning and Design Director, **NTA Tel Aviv**



TECHNOLOGY. INNOVATION. STRATEGY.

METRO & LIGHT RAIL

The backbone of mobility within cities. As these systems grow and expand their thoughtful and inclusive design is key to ensuring citizens choose this mode of travel.

DIGITAL TRANSFORMATION

Digital products and key innovations continue to push the boundaries of the rail industry to perform better, more efficiently, and more cost effectively.

SMART INFRASTRUCTURE

Railway infrastructure is under incredible pressure to optimise capacity and reliability while simultaneously reducing costs.

SAFETY, SECURITY & CYBER

Safety has always been a priority of the rail industry. Today this priority has expanded well beyond the physical and into the digital realm.

SMART MOBILITY

By integrating first-and-last mile options and allowing for multimodal journeys, rail can ensure that the journey to and from our stations are just as sustainable as everything in between.

SIGNALLING & TRAIN CONTROL

Cutting-edge train controls and innovative signalling systems are at a critical turning point in their development whilst the rollout of CBTC, ETCS, and ATO, will revolutionize track capacities.

FREIGHT

We explore how the Rail Freight market can compete more effectively against other modes, including road. Commercial and technical challenges are critical to increase competitiveness and enable this modal shift.

FUNDING & FINANCING

The funding and finance of rail remains a challenge for government at all levels. Exploring ways new, innovative funding models are being deployed by institutional investors will guarantee that necessary funds are accessible.

ENERGY & CLIMATE RESILIENCE

As governments around the world implement net zero targets, we'll showcase how the rail industry is meeting the need to further reduce carbon emissions and adapt to new sustainability standards.

SPANISH SYMPOSIUM

Highlighting the main challenges facing the Spanish rail market and what the countries metros, infrastructure manager and operators are doing to overcome these.

TRAINING & DEVELOPMENT

How does a career in rail become an attractive and rewarding career? We'll explore the role of government, academia, industry, operators, and infrastructure managers in training and developing the rail leaders of the future.

MEGA PROJECTS

Investment in rail is key to ensuring economic growth and prosperity. Ensuring these projects move beyond the drawing board and are built at pace remains challenging for all of those involved.

CONFERENCE TOPICS

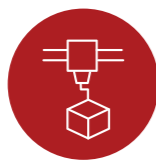
CONFERENCE THEMES



5G



Accessibility



Additive manufacturing



Advanced Mechanics



Architecture & Design



Artificial Intelligence



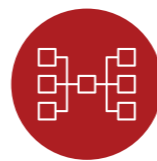
Asset Maintenance



Autonomous Vehicles



BIM



Blockchain



Connectivity



Construction & Engineering



Digital Transformation



Energy & Climate Resilience



Freight



Funding & Financing



Cyber Security



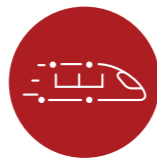
Data Analytics



Digital Analytics



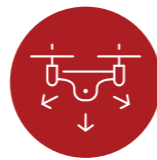
Digital Logistics



Digital Twin



Diversity



Drone Inspection



Electrification



Energy & Power



Future Stations



Hydrail



Infrastructure Inspection



Mega Projects



Metro & Light Rail



Safety, Security & Cyber



Signalling & Train Control



IoT



Logistics & Freight



Liberalisation & Competition



Machine Tools



Motive Power



Project Financing



Rolling Stock



Safety, Security & Equipment



Signalling & Train Control



Smart Mobility



Sustainability



Telecommunications



Smart Infrastructure



Smart Mobility



Spanish symposium



Training & Development

WHY SPONSOR OR EXHIBIT

RAILLIVE! Presents unique annual opportunities across several event channels, all designed to deliver business development and thought leadership opportunities.



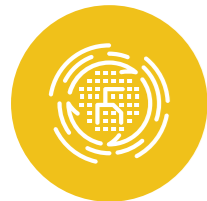
THOUGHT LEADERSHIP PRESENTATIONS

Build trust in your product and solutions by demonstrating your pre-eminence among the leaders in the rail sector.



SHOWCASE

The exhibition floor is the place to showcase new technology and build new business connections: establish a base so your clients can find you easily.



BRANDING AND SIGNAGE

Develop awareness of your brand before, during and after the event.



USE CASE PRESENTATIONS

Demonstrate your success stories and show how your solutions can be applied in other settings.



NETWORKING AND SOCIAL

Impress the world with your hospitality across our networking tools and social events.



LEAD GENERATION

Gain new business opportunities across the whole highways value chain.

SPONSORSHIP OPPORTUNITIES

BENEFITS	TITLE	DIAMOND	PLATINUM	GOLD	SILVER	BRONZE
Keynote Speech	Day 1	Day 2 or 3				
Track Presentation	3	2	2	2	1	1
Theme track Sponsor			Yes			
Stand	54	48	48	36	24	
1-2-1 Meetings	Yes	Yes	Yes	Yes		
Cost	€ 55,000	€ 35,000	€ 25,000	€ 18,000	€ 13,000	€ 8,000

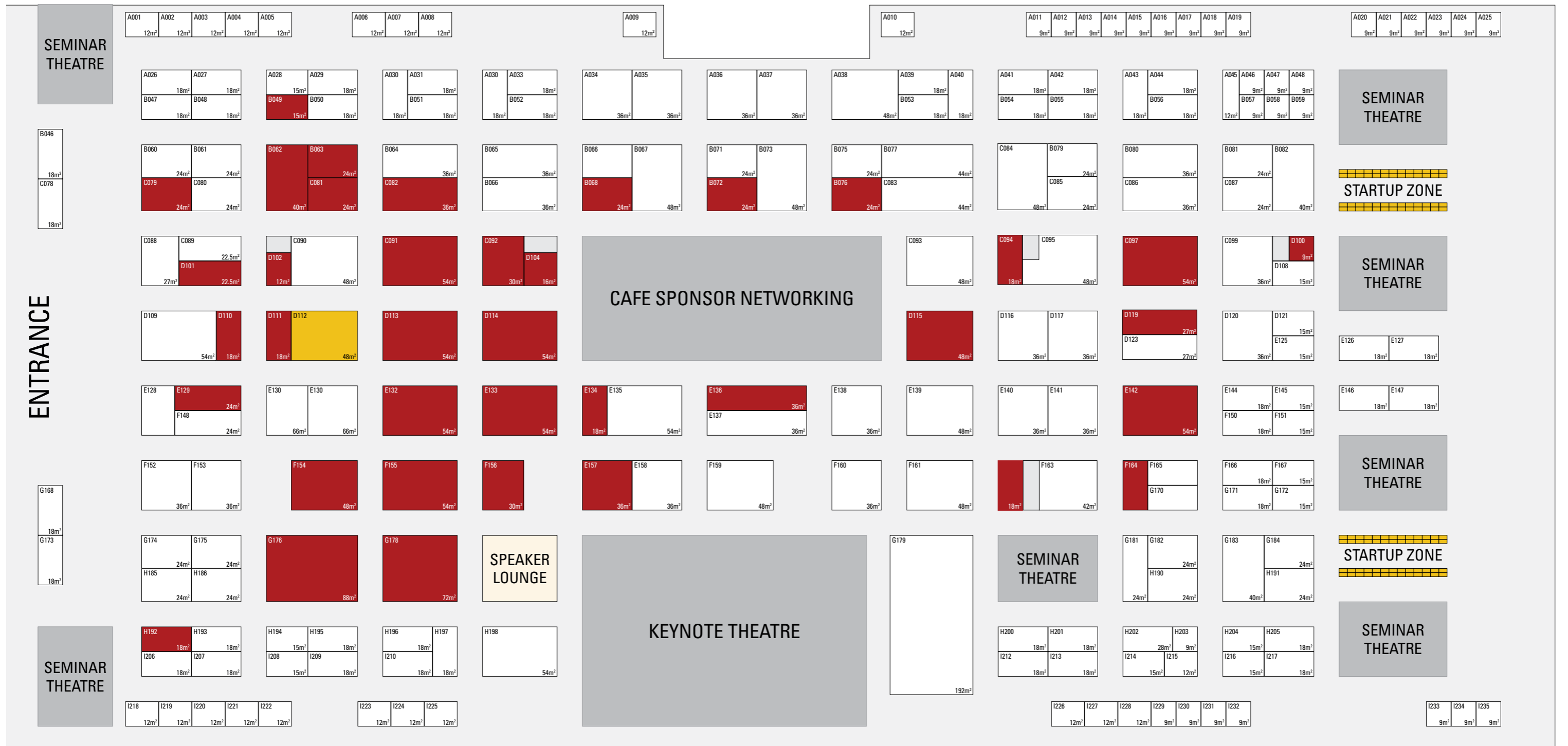
EXHIBITION PRICING

Shell	€490 per sqm
Space	€395 per sqm
Space (Over 48sqm)	€295
Registration Fee (Waived for stands over 12sqm)	€695













EXAMPLES

Booth Dimension sqm	Price per sqm €	Registration Fee €	Total Price €
12sqm Shell	490	695	6,575
24sqm Space	395		9,480
36sqm Space	395		14,220
48 sqm space	395		18,960
54sqm Space	395(48) + 295(6)		20,730
96sqm Space	395(48) + 295(48)		33,120
192sqm Space	395(48) + 295(144)		61,440

2023 FLOOR PLAN



OUR SPONSORS & EXHIBITORS ARE WORLD CLASS SOLUTION PROVIDERS

 Asset managers & maintenance	 Smart infrastructure	 Construction & engineering	 Integrators
 Signalling & communications	 Energy & power	 Rolling stock	 Fixed Infrastructure & track
 Digital	 Station infrastructure	 Machine tools & components	 Cyber security

Previous Sponsors & Exhibitors

CALL FOR START-UPS

Digitisation and technology are speeding up changes across industries, and rail is no different. Innovative new ways of thinking are key to making this transformation real. If you have a product or service which is poised to alter the trajectory of rail, then join the industry at Rail Live and have the chance to showcase your idea to key stakeholders.

BENEFITS OF PARTICIPATION:

- 1m² booth
- X5 full access passes to the event exhibition and conference
- Networking application to pre arrange 1-1 meetings at the congress on private bookable tables
- Branding on event materials
- Marketing from Terrapinn
- Listing on event web page

Qualifying start-ups need to be founded no earlier than 2019.

Are you a start-up interested in presenting your solutions to the rail industry? To discover if you are eligible for a free start up pod at Rail Live 2023, please get in touch with: charlie.abrines@terrapinn.com



Previous start-ups

Rail Live 2023

Promoting rail on a global scale

Charlie Abrines & Ainara González

Session overview



The banner features the event title 'RAILLIVE!' in large, bold, white and red letters. Above the title are circular icons for the Spanish and UK flags. Below the title, the text reads 'TECHNOLOGY, INNOVATION & STRATEGY FOR THE ENTIRE RAIL SUPPLY CHAIN'. The dates '29 November - 1 December 2023 | IFEMA, Madrid' and 'Three Day Exhibition & Conference' are displayed. At the bottom, there are two yellow buttons: 'RESERVE A STAND' and 'GET FREE TICKETS'.

RAILLIVE!

TECHNOLOGY, INNOVATION & STRATEGY
FOR THE ENTIRE RAIL SUPPLY CHAIN

29 November - 1 December 2023 | IFEMA, Madrid
Three Day Exhibition & Conference

RESERVE A STAND GET FREE TICKETS

- What is Rail Live! - objectives, scale and outreach
- Floorplan, largest sponsors and sponsorship opportunities
- Conference themes, speaker profiles and agenda deadlines
- International outreach
- Networking and learning opportunities
- Event promotion, marketing & attraction



MADRID

RAILLIVE!

29th - 1st December 2023



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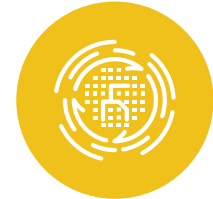
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SPONSORSHIP OPPORTUNITIES

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SPEAKER PROFILES

RAILLIVE!



MIKE COOPER
Group CEO, Arriva



JAVIER MARTINEZ OJINAGA
CEO, CAF



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Managing Director, Alstom España



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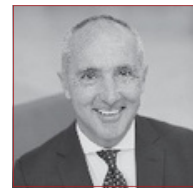
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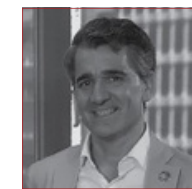
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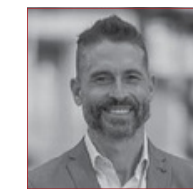
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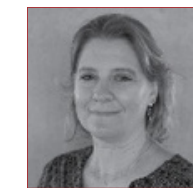
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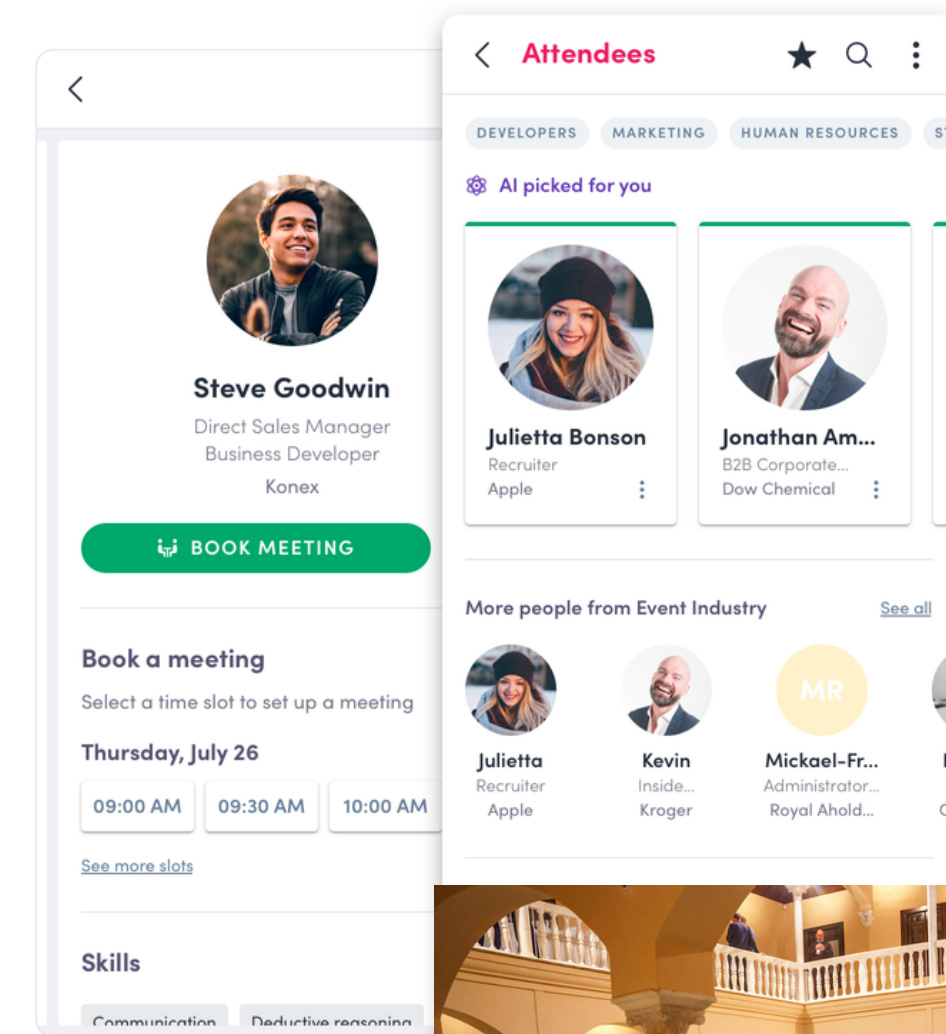


Networking and learning opportunities

Networking is key to Terrapinn events and Rail Live is the perfect opportunity to engage with current business partners and establish new connections.

We facilitate networking through a variety of platform:

- 1 to 1 business meetings (arranged either via the event app or through our dedicated networking team)
- Site visits (these are organised by our strategic partners - Renfe, Adif, MdM & Fundación de los Ferrocarriles Internacionales)
- Drinks receptions (there will be two official drinks receptions for all our VIP delegates. One will take place off-site whilst the other will happen at IFEMA)



INECO in Rail Live



➤ INECO's participation

- Attendees since the beginning in Bilbao
- Sponsors with stand in Madrid

• Engineering partner since 2021

➤ Institutional support

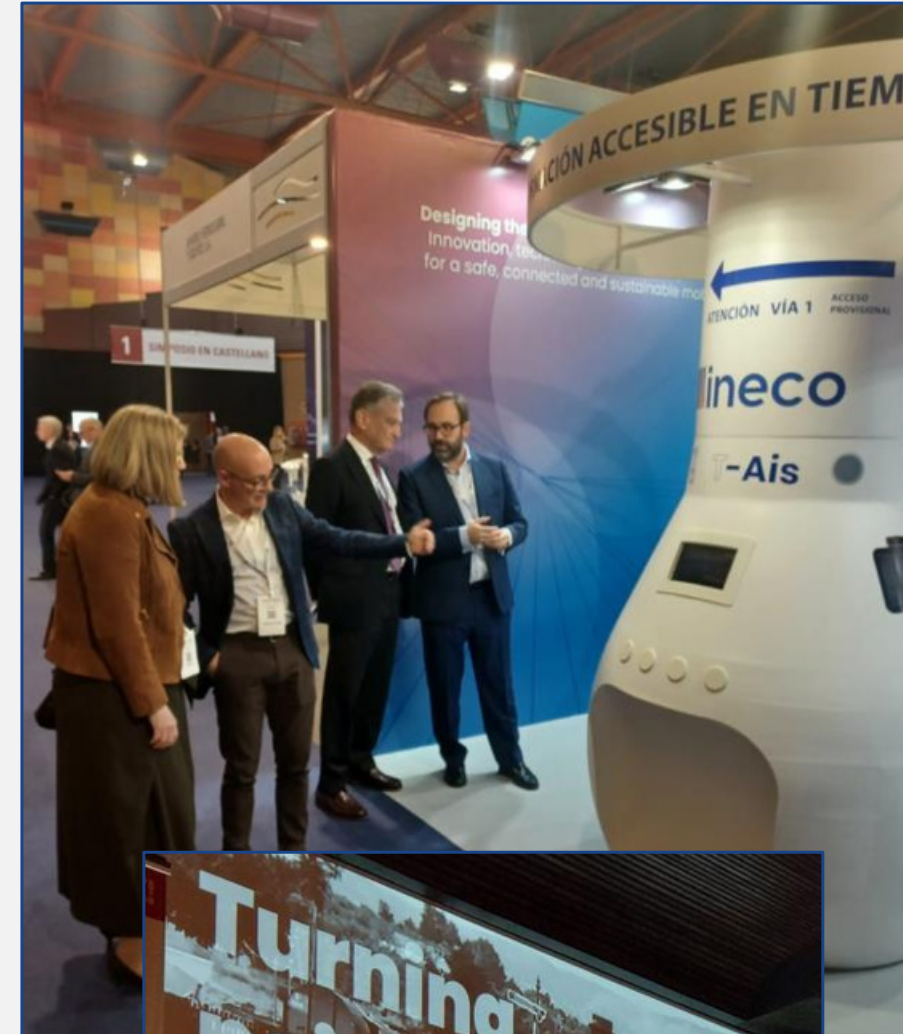
- Ineco's shareholders: ADIF and RENFE
- Ministry of Transport
- MAFEX – Importance of Spanish Railway Industry

➤ Knowledge hub

- Conferences, technical sessions
- Universities and educational institutions
- Innovations and new trends

➤ International exposure

- Networking: administrators & managers, operators, manufacturers & suppliers, engineering & consultancy firms
- Business opportunities



TITLE SPONSOR	DIAMOND SPONSOR	ENGINEERING PARTNER
ALSTOM • mobility by nature •	NGRT	ineco
PLATINUM SPONSORS		
ABB	cps	esri
indra	STADLER	
GOLD SPONSORS		
CAF	Schneider Electric	teltronic
SILVER SPONSORS		
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funkwerk	Grupo Alava	LEK
MainRail	NIIF	SIEMENS
RAILWAY SYSTEMS	VECTOR	Zitrón
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SPINVIEW	THALES	TPE
TYPSA		
EXHIBITORS		
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adif	kyn	EMUPPO
AVANIN		
CBS	CEMBRE	CTEF
CODRA	deimos	DIRHL
eurecat	Sinpro	SOLIMOT



RAILLIVE!

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IN MOTION**

QUESTIONS?