

# RAIL >> INDUSTRY SHOW

[www.railindustryshow.com](http://www.railindustryshow.com)



10-12 May  
Eskişehir / Turkey  
**2022**

**RISFINANCE  
SUMMIT'22**

**Rail Industry Show Summit & Exhibition**

# POST SHOW REPORT



**ORGANIZER :**



**SUPPORTERS :**





# Rail Industry Show Summit & Exhibition

## Post Show Report 2022

Rail Industry Show Summit & Exhibition was organized by Modern Fairs at Eskişehir ETO Tüyap Exhibition & Congress Center. At the exhibition there were more than 5 thousand professional visitors from 18 countries and 93 exhibitor companies from 8 different countries.

At the exhibition **METRO ISTANBUL, IZMİR METRO, ESKİŞEHİR ESTRAM, ADANA RAIL** presented innovations related to public transportation technologies produced by the local manufactures within the railway sector.

The official opening ceremony of Rail Industry Show Summit & Exhibition was made by

**Prof. Dr. Nabi AVCİ**  
(Former Minister,  
Chairman of the parliament),

with **Prof. Dr. Yılmaz BÜYÜKERŞEN**  
(Mayor of Eskişehir Metropolitan  
City Municipality).

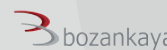


**Protocol list that attended the exhibition were:**

**Kubilay Ant**, Deputy Mayor of Eskişehir Metropolitan City,  
**Emine Nur Günay**; Chairman of the Parliament,  
**Arslan Kabukçuoğlu**, Chairman of the Parliament  
**Zeydan Karalar**, President of Adana Metropolitan City Municipality,  
**Metin Güler**, President of Chamber of Commerce of Eskişehir Metropolitan City,  
**Celalettin Kesikbaş**, President of Chamber of Industry of Eskişehir Metropolitan City,  
**Nadir Küpeli**, President of Chamber of Organized Industry of Eskişehir Metropolitan City,  
and many other bureaucrats from Ministries of Transport and State Railways from neighboring countries attended.



Many industry giants from Turkey and worldwide attended the exhibition including, **ALSTOM, HARTING, KARDEMİR, SAVRONİK, ABB, METRO ISTANBUL, IZMİR METRO, ADANA RAIL SYSTEMS, ESKİŞEHİR TRAM COMPANY, CRRC, YAPI MERKEZİ, HELLERMANN TYTON, HILTI, GÜLERMAK, MAKYOL, NUROL, TEKFEN, DOĞUŞ İNŞAAT, ALSİM ALARKO, BUREAU VERITAS, TÜV NORD, MEISER, BOZANKAYA** are some of the companies who attended to the event.





The Bozankaya Company, which in the last year for the first time was presented to the press for its own manufactured tramway Turkey's first 100 % local product was exhibited for this time at the Rail Industry Show Summit & Exhibition.



In this year there were presented 93 companies, among them 82 were Turkish companies and 11 were international companies.

The fact that during the exhibition there are organized a summit program with the participation of foreign and local companies attracted the attention of the press regarding this field of industry and finance.

Industry-leading companies such as **Harting, Alstom, Bozankaya, Kardemir** held the meetings that will add great value commercially as a result of their consultations with the Metropolitan Municipalities at the Rail Industry Show Summit and Exhibition.



At the 2022 edition of the Rail Industry Show Summit & Exhibition **METRO ISTANBUL** has organized private meetings as well as **TÜRSİD** (Association of all Rail System Operators) performed their annual meeting during the event. Alstom arranged a meeting with the university students about employment and interview technics.



The second edition of RAIL INDUSTRY SHOW will take place in 2023 at Eskişehir, Turkey.  
**Exact dates will be announced shortly.**

Rail Industry Show Summit & Exhibition 2022 was the one stop event for rolling stock professionals ...

Rail Industry Show Summit & Exhibition 2022 played a key role as a meeting platform for the rolling stock professionals; a broad ranging program of events took place during the exhibition:

- Opening Ceremony
- Presentations
- Summit Program
- Drop-in Technical
- Private Meetings (Metro Istanbul, Tursid)



## ABOUT RAIL INDUSTRY SHOW 2022

<b>Name</b>	: Rail Industry Show Summit & Exhibition
<b>Date</b>	: 10-12 May 2022
<b>Next Edition</b>	: 2023
<b>Organizer</b>	: Modern Fairs A.S.
<b>Concurrent Events</b>	: Summit Program; Visit to the Industrial Zone of Eskişehir
<b>Venue</b>	: ETO-Tüyap Exhibition & Congress Center (Eskişehir, Turkey)
<b>Gross Area</b>	: 13.500 m2
<b>Halls</b>	: Foyer (3.500 sqm.), Hall 1 (5.000 sqm), Hall 2 (5.000 sqm), Outdoor Area (20.000 sqm)
<b>Supporters</b>	: Eskişehir Metropolitan City Municipality, Eskişehir Chamber of Commerce, Eskişehir Chamber of Industry Eskişehir Chamber of Organized Industry Ankara Chamber of Industry, KOSGEB, Republic of Turkey Small & Medium Enterprises Development Organization
<b>Frequency</b>	: Annual

## DO YOU KNOW THESE FACTS ABOUT RAILWAY INDUSTRY IN TURKEY?

- With an average annual economic growth of 5 percent, freight figure will reach up to 860 million tons in 2023. According to estimates, by 2050, the annual amount of freight transported in Turkey will be 3.2 billion tons.
- Complete vehicle fleet of TCDD (Turkish State Railways) will be furnished with OBU – ETCS (European Train Control System)
- Until 2023, Ministry of Transport is planning to build 7.000 km of fast tracks and 4.000 km of conventional tracks to be in service.
- Turkey Rail Vehicle Industry (TÜRASAS) has started to produce national Electric Locomotive EN 5000 as well as the urban transport vehicles. High Speed trains will be on the production line in very near future.
- Turkey is the main corridor for one belt, one road initiative which will be main gate way for transportation between Europe and Asia.
- The transfer to Block Train Transportation for freight and with such practice the freight potential were raised 58 % since 2002 and revenues provided by freight transportation has increased 170 %.
- Turkey is becoming the strongest Rolling Stock Market within its neighbors and its region by the investments already made. Railway industry is one of the most important items for Turkey's developing relationships.

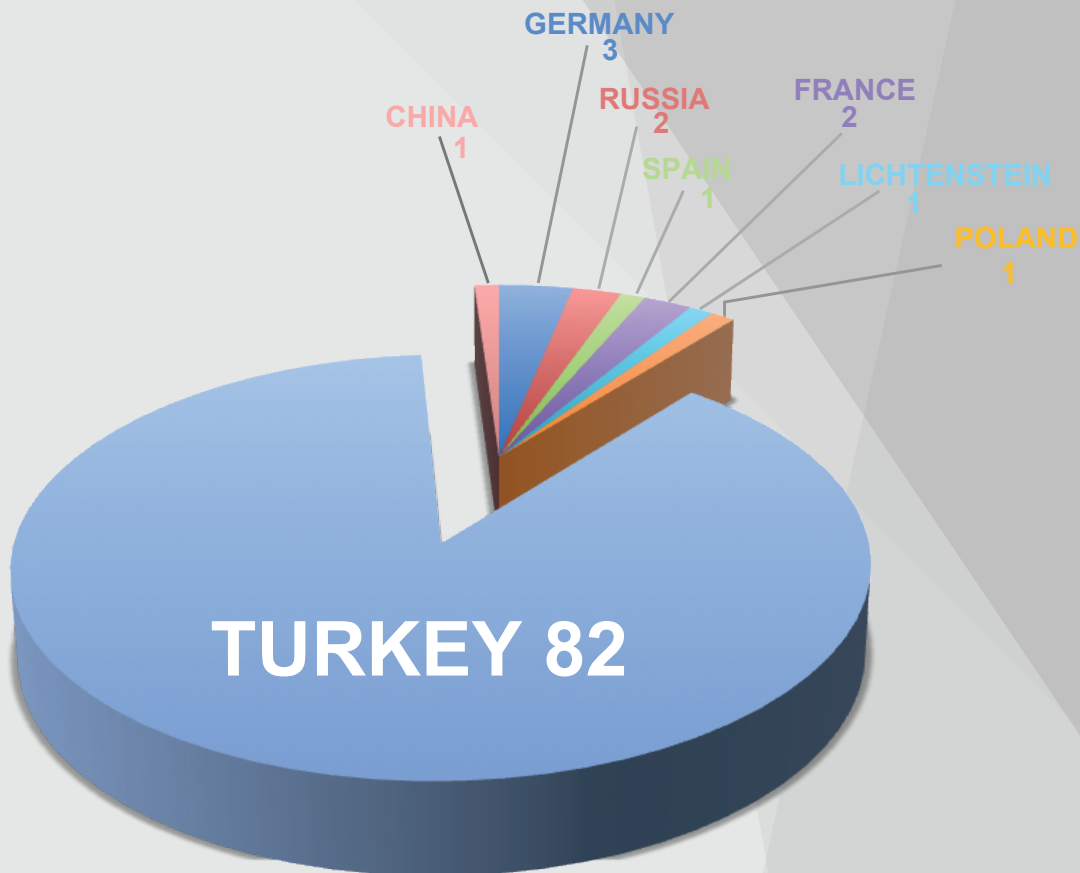
## ABOUT THE EXHIBITORS

### EXHIBITOR PROFILE:

- Railway Institutions
- Railway Technology Companies
- Railway Security Companies
- Rail Vehicles & Passenger Services Companies
- Rail Logistics Companies
- Railway Infrastructure Companies
- Light Rail Systems Companies
- Urban Rail Technology Companies
- Public Transport Companies
- Communication Technology Companies
- Data Processing Installation Companies
- Logistics Companies
- Construction Companies
- Heavy Industry Companies
- Tunnel Construction Companies
- Electrification Companies
- Signalization Companies
- Wholesalers
- Interior Design Companies
- Public Corporations
- Related Associations
- Financial Institutions
- Media Companies
- Related Industries

**ORIGIN OF EXHIBITORS** (A total of 8 countries): Germany, France, China, Russia, Spain, Poland, Liechtenstein, Turkey.

### EXHIBITOR PIE CHART



### EXHIBITORS (2022)

Total No. of Exhibitors	: 93
Total International Exhibitors	: 11
Total Domestic Exhibitors	: 82
No. of Standard Stands	: 47 Companies (980 sqm)
No. of Special Design Stands	: 46 Companies (2.247 sqm)
Total Net Stand Area	: 3.227 sqm.
Total Summit Area	: 450 sqm.
Total Restaurant Area	: 450 sqm.
Total Net Event Area	: 4.127 sqm.

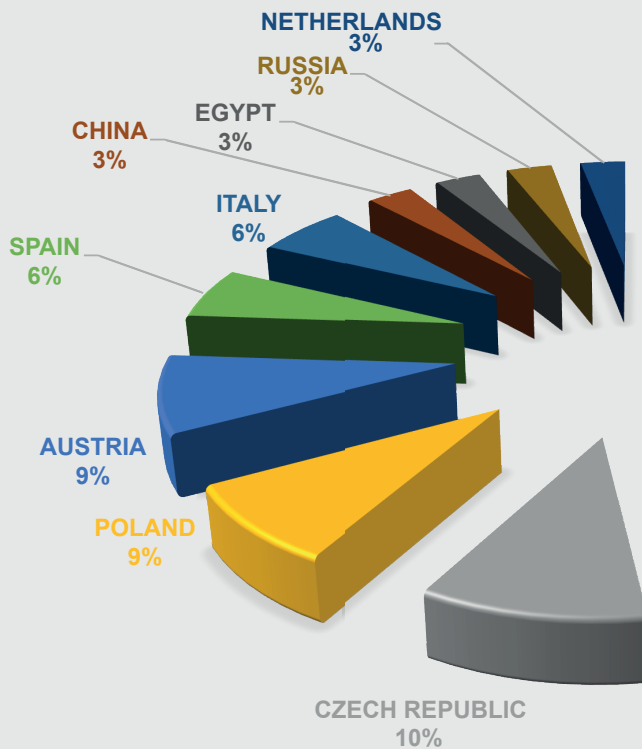


## ABOUT THE VISITORS

More than 5.000 visitors...  
Executives from the following fields visited our exhibition in 2022:

- State Railways Executives
- Ministry of Transportation Executives
- Local & international rolling stock operators
- Local & international municipalities
- Heavy industry establishments
- Construction establishments
- Local & international media
- Rolling stock wholesalers & retailers
- Technology establishments
- Electrification & signalization establishments
- Infrastructure establishments

## VISITOR PIE CHART



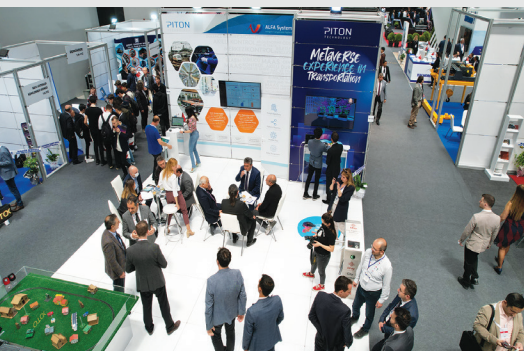
## FOREING COUNTRIES VISITED



## VISITORS (2022)

Total No. Of Visitors: 5.843  
Total International Visitors: 824  
Total Domestic Visitors: 5.019

**VISITOR COUNTRIES** (A total of 18 countries): Germany, Poland, Austria, Spain, Italy, China, Egypt, Czech Republic; Russia, Iran, Netherlands, Ukraine, Belgium; Bulgaria, Kyrgyzstan, Switzerland, United Kingdom, United Arab Emirates





# SUMMIT PROGRAM

During the 3 day summit program, there were 47 professional speakers from the following countries:

10.05.2022	11.05.2022	12.05.2022
    <p>Panel Strategies for Private Sector Financing of Rail Systems Infrastructure Projects</p> <p>Moderator Metro Istanbul General Manager ÖZGÜR SOY İBB Finance Deputy Secretary General Legal Advisor Attorney HANDE KAYACIK Elmadag Law &amp; Consultancy Founding Partner Atty. Dr. RAMAZAN ARITÜRK Advisor SERHAT İNANÇ GarantiBBVA Project Finance Supervisor BARTU ALTAN</p>	<p><b>ISTANBUL METROPOLITAN MUNICIPALITY</b> Dr. NESLİHAN VURAL (Istanbul Metropolitan Municipality Finance Director)</p> <p>Financing Stages in the Rolling Stock Industry</p> <p><b>İZMİR METRO</b> SÖNMEZ ALEV (General Manager)</p> <p>The Special Tariff on Public Transportation and The Projects in Izmir</p> <p><b>TESCOM ELECTRONIC</b> ÖZCAN AKBABA (Deputy General Manager)</p> <p>Tescom Uninterruptible Power Solutions in Rail Systems</p> <p><b>ALSTOM GROUP</b> Mr. Elie EL HAYEK (Region PEF Business Partner)</p> <p>How to finance infrastructure projects through competitive long term Export Credit Agency loans by finding the right balance between localization and off-shore content.</p> <p><b>ABB ELECTRIC</b> Ece Turhan Project Manager, Traction</p> <p>ABB &amp; NUH CEMENT Dump Truck Electrification Project</p> <p><b>VISION IT</b> ZEKERİYA POLAT (General Manager)</p> <p>Innovation + Digitalization-Increasing Efficiency in the Times of Covid, War and Peace</p> <p><b>ALDOOR/ALBAYRAK</b> Doç.Dr. ÖMER MERMER (RAMS Manager)</p> <p>Recommendations for SIL Certification Projects.</p> <p><b>LUNCH</b></p> <p><b>STANDARD CHARTERED BANK</b> Yoshi ICHIKAWA (Managing Director   Head of Europe)</p> <p>Financing Turkish railway projects through Export Credit Agencies supported loans</p> <p><b>TURASAŞ</b> ALPASLAN KARA (Project Director)</p> <p>A Comparative Evaluation of the Suburban Systems in Turkey in Terms of Business Model.</p> <p><b>USKOM</b> YAVUZ MURAT ASLAN (General Manager)</p> <p>Rail Systems Communication, Control and Security Systems</p> <p><b>MEISER TURKEY</b> BULENT ALDAŞ (Management Representative)</p> <p>Changing the Perspective on Gratings</p> <p><b>RAYDER (Rail Transport Systems and Industrialists Association)</b> HAKAN TUNA (RAYDER Vice Chairman of The Board)</p> <p>SafeTrain Management On Turkish Railways and National Traffic Systems</p> <p><b>BOZANKAYA</b> EMRAH DAL (CTO-Vice-President)</p> <p>Bozankaya Battery Tramway</p> <p><b>AKT LAW OFFICE</b> Senior Associate Lawyer İLKE AKÇAY</p> <p>Contract Types Regarding International Rail Cargo</p> <p><b>HARTING TÜRKİYE</b> KAMURAN ALTAY (Key Accounts Director)</p> <p>Efficient power distribution for rolling stock</p> <p><b>COFFEE BREAK</b></p> <p><b>INSPECCO</b> HAKAN DEMİRTUĞLU (General Manager)</p> <p>Certification of Welding Processes in Railway Applications: EN15085-2</p> <p><b>PITON TECHNOLOGY</b> ENDER KELLEÇİ (Co-Founder)</p> <p>The Future of Fare Collection and Passenger Information Systems with MaaS (Mobility as a Service)</p> <p><b>TEKFEN ENGINEERING</b> ARMAĞAN SİMGE PEKER (Tunnelling and Geotechnical Works Department Manager)</p> <p>Effective Use of Design Studies in Project Cost-Time Optimization</p> <p><b>NUMESYS NUMERICAL SYSTEMS</b> TAHSİN ÖZTÜRK (Business Development Director)</p> <p>Safety Critical Applications and Safety Analysis in Railway Systems</p>	<p><b>PPP COMMERCIAL ADVISOR</b> ERK ÖZBELGE (PPP Commercial Advisor)</p> <p>How to Public Private Partnership is Implemented in Rolling Stock Investments</p> <p><b>DOĞUŞ İNŞAAT</b> ŞEYMANUR YILDIRIM (Senior Architect)</p> <p>BIM Usage Areas in Rail System Projects and Its Effects on Project Processes (BIM and Technology Chief)</p> <p><b>ALFATECHNIC</b> TOLGA ZENT (General Manager)</p> <p>The Importance of surface treatment in wagons</p> <p><b>COFFEE BREAK</b></p> <p><b>DİZAYN KALİTE MÜHENDİSLİK</b> Sermin Şahintürk (Sales and Marketing Manager)</p> <p>The Role of Non-Destructive Testing in the Safety of Rail Systems</p> <p><b>İSTANBUL GELİŞİM UNIVERSITY</b> PROF. DR. MUSTAFA KARAŞAHİN</p> <p>The Impact of Railway Projects on Sustainability</p> <p><b>ETİK ENGINEERING</b> DR. GÖKHAN BALIK (Machinery Engineer)</p> <p>Fire Safety Measures in Railway Stations and Tunnels According to NFPA 130 Standard</p> <p><b>OTİS TÜRKİYE</b> İNANÇ TÜRKMEN (Service Sales Manager)</p> <p>Recycling Energy With Regenerative Drive System On Vertical Carrier Platforms</p> <p><b>LUNCH</b></p> <p><b>TÜV Teknik Kontrol ve Belgelendirme A.Ş.</b> Ayhan Levent Arslan (Technical Expert)</p> <p>Functional Safety and SIL Certification in Railway</p> <p><b>INTETRA</b> RECEP BAHAİR (CTO)</p> <p>Intelligent Transportation Systems Solutions</p> <p><b>MARMARA UNIVERSITY</b> ASSOCIATE PROF. MÜDAT SOYTÜRK</p> <p>Digital Twin for Railway and Mobility Technologies</p> <p><b>ONUR</b> Dr. BARIŞ KARAMAN</p> <p>Metro and Rail Systems Control Centers Voice Communication and Recording Applications</p> <p><b>İLBANK</b> ŞEVKET TAŞDEMİR (Head of Dept. of International Relations)</p> <p>Financing of Sustainable Urban Mobility Projects of Local Governments</p> <p><b>HILTI</b> YALÇIN ARSLAN (Eng. Manager)</p> <p>Modular solutions in tunnels, electromechanical systems and walk ways</p> <p><b>YÜKSEL PROJE</b> SERHAT KAŞ (R&amp;D Group Asst. Man.)</p> <p>BIM Employer requirements &amp; virtual design construction (VDC Process in Rail Sys. Projects)</p> <p><b>RESDER ASSOCIATION</b> OKAN ÇALIOVA (President)</p> <p>Recruitment in the Public and Private Sectors in Rail Systems</p> <p><b>COFFEE BREAK</b></p> <p><b>BOZANKAYA</b> YİĞİT BELİN (Sales Director)</p> <p>Legislation on Rail System Projects, Financing and Financial Issues in Turkey</p> <p><b>RSD</b> DURAN HAKAN PALA (Rail Systems Association Board Member) and "SAVRONIK System Engineer"</p> <p>The Importance of Systems Engineering in Railways</p>
<p><b>COFFEE BREAK</b></p> <p><b>ISTANBUL METROPOLITAN MUNICIPALITY</b> Doç. Dr. PELİN ALPKÖKİN (İMM Deputy Secretary General)</p> <p>HIZRAY</p> <p><b>ISTANBUL METROPOLITAN MUNICIPALITY RAIL SYSTEMS DEPARTMENT</b> SERDAR KÜÇÜK (İMM Rail Systems Department Coordinator)</p> <p>Rail System Lines Under Construction and Future New Lines</p> <p><b>COFFEE BREAK</b></p> <p><b>METRO İSTANBUL</b> ÖZGÜR SOY (GENERAL MANAGER)</p> <p>Localisation In Rail Systems Sector</p> <p><b>ADANA RTS</b> MURAT KÜTÜKÇÜ (Head of Rail Systems Department)</p> <p>The Future of Rail Systems in Adana</p> <p><b>BUREAU VERITAS</b> AYTUĞ TOPMEŞE-Training Manager, Turkey</p> <p>IRIS Certification Process and Benefits to Organizations</p> <p><b>AFD</b> TANGUY DENIEULT (Country Director)</p> <p>AFD Financing in Turkey</p>		

## ABOUT SUMMIT PROGRAM

Within the scope of the 3-day conference program, 1 panel and 41 presentations were made with the participation of 47 speakers consisting of local and foreign sector representatives, academics, finance and public institution officials. More than 3000 people attended the summit as listeners for three days.

The summit, where the financing of rail systems, which is barely known and discussed topic in the sector, and various models that can be applied in this field were discussed, became a platform that brought all the stakeholders of the issue together.

The opening panel at the summit was held under the title of “Strategies for Private Sector Financing of Rail Systems Infrastructure Projects”. The moderator of the panel was Özgür Soy, General Manager of Metro Istanbul. İMM (Istanbul Metropolitan Municipality) Finance Deputy Secretary, General Legal Advisor Lawyer Hande Kayacık, Elmadağ Law Offices and Consultancy Co-Founder Attorney Dr. Ramazan Arıtürk, Consultant Serhat İnanç and Garanti BBVA Infrastructure Investments Director Bartu Altan attended as speakers.



Representatives of financial institutions who made a speech at the summit;

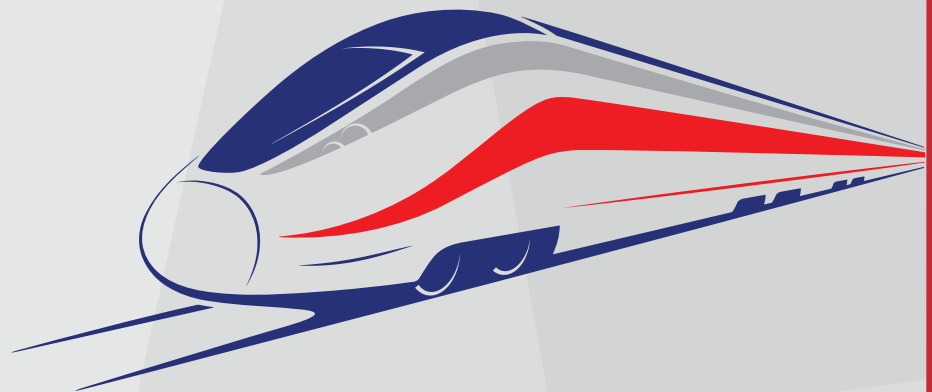
Şevket Taşdemir, Head of International Relations Department of İller Bank, “Financing of Sustainable Urban Mobility Projects of Local Governments”; Yoshi Ichikawa, General Manager of Standard Chartered and Head of European Operations, “Financing of Turkish Railway Projects with Credits Supported by Export Credit Institutions”; French Development Agency (AFD) Country Director Tanguy Denieult talked about “AFD Financing in Turkey”.

Elie El Hayek, Regional PEF Business Partner from Alstom, one of the world's giants in transportation, gave a speech titled "Finding the Right Balance Between Localization and Off-Shore Content and Financing Infrastructure Projects with Competitive Long-Term Export Credit Institution Loans". Investment Advisor; Erk Özbelge attended with a speech on “How to Implement Public Private Partnership in Rail Systems Investments”.

At the summit, also from the public sector; IBB Rail Systems Department Assoc. Prof. Dr. Pelin Alpkökin talked about the HIZRAY project. Serdar Küçük, Coordinator of the IMM (Istanbul Metropolitan Municipality) Rail Systems Department, announced the metro lines to be opened in 2023 for the first time at this summit. İBB Finance Branch Manager Dr. Rezzan Neslihan Vural gave a speech on “Financing Stages in the Rail Systems Sector”.

Our academic speakers; Istanbul Gelişim University Faculty Member Prof. Dr. Mustafa Karaşahin attended with a speech on “The Impact of Railway Projects on Sustainability”

The summit was concluded with the speeches of local and foreign sector representatives, academicians, finance and public institution officials on various topics for three days.



RAIL >>  
INDUSTRY  
SHOW



*See you in  
19<sup>th</sup> to 21<sup>st</sup> of September 2023*

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