

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

SPARK SOMETHING
TERRAPINN

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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

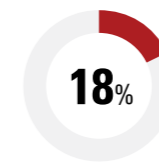
JOB TITLES

- 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

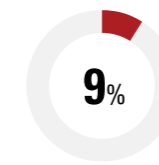
OUR ATTENDEES COME FROM



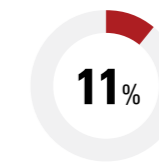
Spain



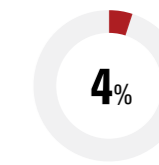
Western Europe



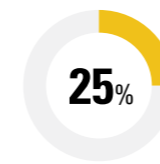
Northern & Eastern Europe



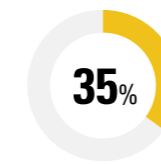
Americas



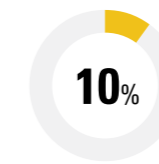
Asia



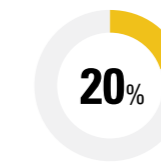
Rail operators



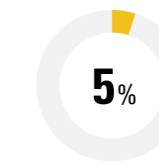
Infrastructure managers



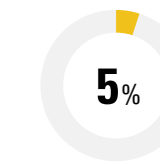
Freight



Metro & light rail



Government



Academia rail

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**




JAVIER MARTINEZ OJINAGA
CEO, **CAF**




LEOPOLDO MAESTU
Managing Director, **Alstom España**




KAROLIS SANKOVSKI
CEO, **LTG Infra**




KRISTIAN SCHMIDT
Director Land Transport, **European Commission**




MANEL VILLALANTE
General Manager Strategy & Development, **Renfe**




MIKOŁAJ WILD
CEO, **Solidarity Transport Hub**




PHILIPPE CITROEN
Director General, **Unife**




CARLO BORGHINI
Executive Director, **Europe Rail**




EVA KREIENKAMP
CEO, **BVG**




MICHAEL RÜFFER
Chief Technical Officer, **VGF**




ANA MORENO
CEO, **Tranvías de Zaragoza**




HÉLÈNE VALENZUELA
Managing Director, **Ouigo**




RUBÉN LEONOR BRAVO
Chief Strategy Officer, **RENFE**




FABRICE MORENON
Managing Director, **SNCF Hubs & Connexions**




DARREN KETTLE
CEO, **Metrolink**




BRIAN KELLY
CEO, **California High Speed Rail Authority**




SONIA ARAUJO
Directora General, **Renfe Viajeros**




DAS MOOTANAH
CEO, **Metro Express**




PABLO PASTEGA
Managing Director, **FlixBus Spain & Portugal**




GONZALO URQUIJO FERNÁNDEZ DE ARAZ
CEO, **Talgo**




ADOLFO REBOLLO
CEO, **Ingeteam**




MANUEL FRESNO
Chief Financial Officer, **ADIF**




OSCAR PLAYÀ
Director de Metro, **TMB**




JÖRN SCHWARZE
Member of the Board, **KVB**




DIRK BECKERS
Director, **CINEA**




TOBIAS FISCHER
Head of Technology at Teclab, **Deutsche Bahn**




RICARDO MACHADO
Senior Director of Project Development, **Metropolitano de Lisboa**




CARSTEN WIEBERS
Global Head Aviation, Mobility & Transport, **KfW IPEX-Bank**




THOMAS KRITZER
Division Tramway Operation Head, **Wiener Linien**




DAVID PANG
Treasurer, **MTR Corporation Limited**




MIGUEL NUÑEZ FERNÁNDEZ
General Director of Collective Transport Infrastructures, **Comunidad de Madrid**




DAVID BARNETT
Head of Engineering, Rail & Bus, **Translink**




ÁNGEL MUÑOZ HERNÁNDEZ
Jefe de Servicio – Área de Material Rodante, **Agencia Estatal de Seguridad Ferroviaria**




ANGELES TAULER
Gerente PTFE-Subdirectora Estrategia, Innovación y Formación, **FFE**




RAQUEL CALVO ALLER
Responsable del Área de Gestión Operativa de Líneas, **Metro Madrid**





JESSICA OUTERIÑO
Directora de Planificación Estratégica de Metro, **TMB**





DANIEL QUINTERO
Director de Ferrocarriles, **GlobalVia**





ANDREW MCNAUGHTON
Chairman, **Network Rail High Speed**


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




STEVE DUCKERING
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



WHY SPONSOR OR EXHIBIT

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



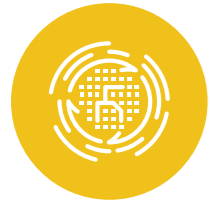
THOUGHT LEADERSHIP PRESENTATIONS

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

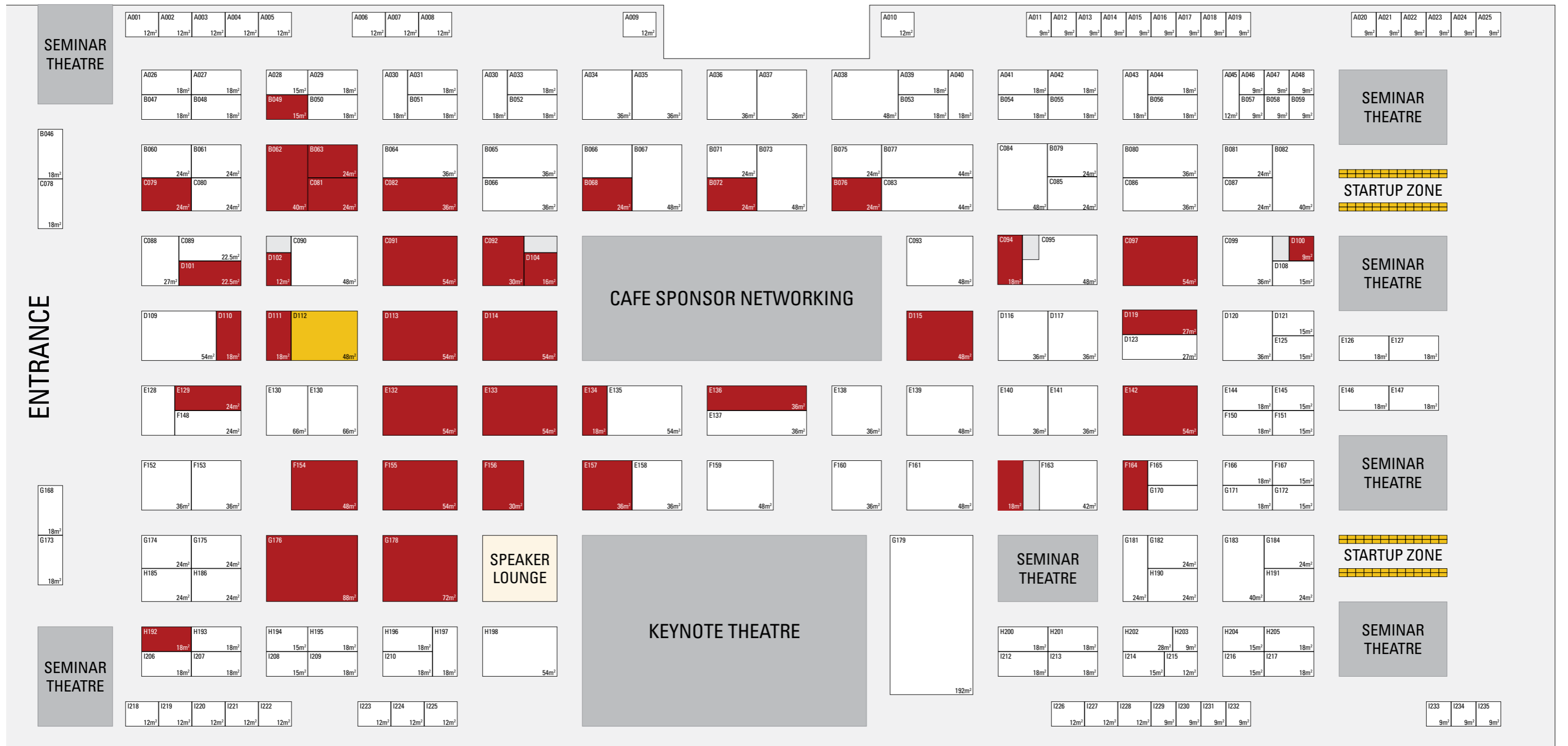
EXHIBITION PRICING

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

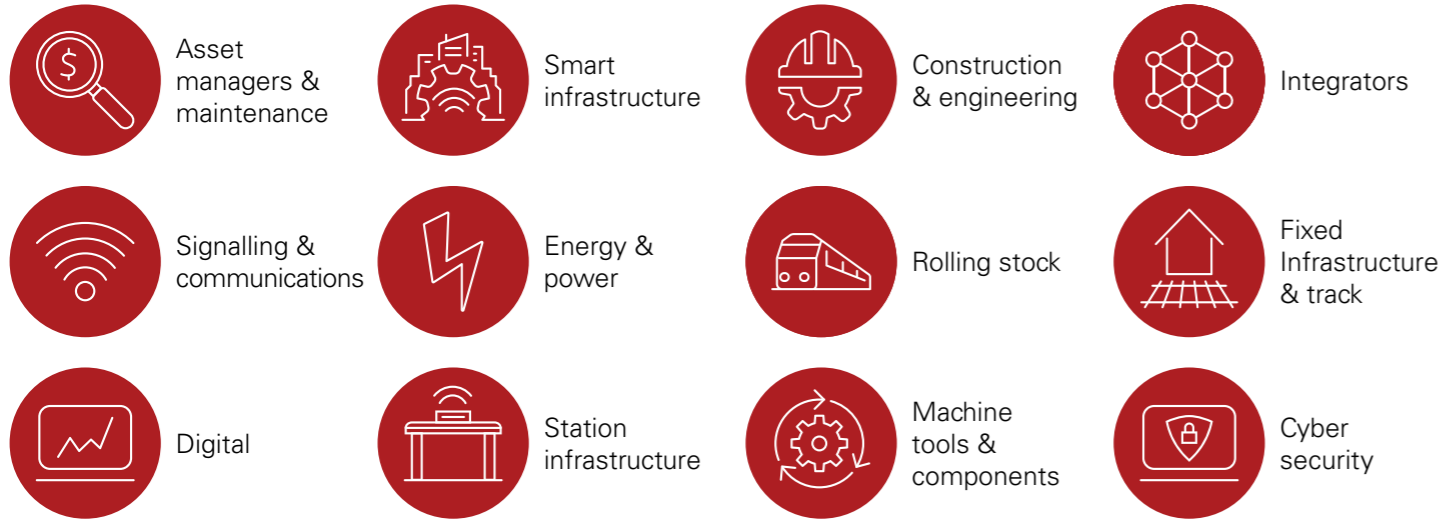
EXAMPLES

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



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



RAILLIVE!



IN MADRID

As one of the key transport hubs in Europe, our location is no coincidence. Having partnered with many of the operators, infrastructure managers and metros in Spain and neighbouring countries, we have an excellent network of professionals for you to engage with.

Madrid is Spain's capital and most populous city. Its location at the centre of the Iberian Peninsula is no coincidence as it has historically served as the connecting node bringing north, east, south and west together. Given its location it's no surprise that it's home to the country's national operator Renfe and infrastructure manager ADIF, whilst also hosting the largest metro system, Metro de Madrid. As the capital city, it hosts key government departments like the Ministry of Transport and other arms-length bodies such as La Fundación de los Ferrocarriles Españoles who are responsible for promoting rail.

Since the first high-speed journey connecting Madrid and Sevilla was accomplished, the Spanish railway industry has grown from strength to strength creating an ecosystem which is noted for its high degree of internationalisation and innovative technology.

FACTS

- 40% of the world's transport concessions are managed by companies in Spain
- 83% of Spain's rail related products are exported
- Spanish companies are present in 5 continents

CONTACT US NOW

SPEAKING OPPORTUNITIES

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