



27<sup>TH</sup> INTERNATIONAL EXHIBITION  
FOR TRANSPORT AND LOGISTICS SERVICES,  
WAREHOUSE EQUIPMENT  
AND TECHNOLOGIES



2<sup>ND</sup> SPECIAL EXPOSITION  
FOR WAREHOUSE AND HANDLING EQUIPMENT,  
AUTOMATION SYSTEMS AND SOLUTIONS

**17-19.04.2023**

CROCUS EXPO, MOSCOW, RUSSIA



# POST SHOW REPORT

TRANSRUSSIA STRATEGIC  
PARTNER



SKLADTECH STRATEGIC  
PARTNER



ОРГАНИЗАТОР  
ORGANISER

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TRANSRUSSIA | SKLADTECH 2023



VISITORS

## EXHIBITORS

**434** exhibitors  
from **22** countries

**301** Russian companies

**133** foreign companies

**195** new exhibitors



## EXHIBITOR PROFILE

### TransRussia

Rail, road, sea & air carriers, port & terminal operators, warehouse owners, freight forwarders, customer & insurance brokers, IT-solutions developers and suppliers, complex and e-commerce logistics companies, component manufacturers and distributors.

### SkladTech

Manufacturers and distributors of warehouse equipment, storage and shelving systems, material-handling equipment, picking and packing services, warehouse automation and robotization services, WMS systems, engineering systems suppliers.

## VISITORS

**27 010** visitors  
in **3** days

from **41** countries  
and **76** regions of Russia

**14 726** professionals visited  
the exhibition for the first time



## GEOGRAPHY

**24 575** (91%)  
Russia

**2 435** (9%)  
Other countries

**16 940** (69%)  
Moscow  
and Moscow region

**2 487** (10%)  
Saint-Petersburg  
and Leningrad region

**5 148** (21%)  
Other regions

## VISITORS

**24 978** target visitors\*

**12 408** (50%)

Transportation /  
forwarding /  
storage

**8 976** (36%)

Cargo owners  
(manufacturing,  
wholesale trade,  
retail)

**3 594** (11%)

Other (IT-solutions, insurance,  
foreign trade, industry ministries  
and departments, professional associations,  
mass media and etc.)

\*visitors except for personal and educational purposes



## VISITORS BREAKDOWN BY TYPE OF BUSINESS

**12 408** professionals  
from transportation  
and forwarding companies\*

<b>6 053</b> (49%)	Freight forwarders
<b>1 868</b> (15%)	Railway carriers
<b>1 604</b> (13%)	Road carriers
<b>814</b> (7%)	3 - 4PL providers
<b>543</b> (4%)	Sea carriers
<b>473</b> (4%)	Customs Broker
<b>335</b> (3%)	Distribution centers, warehouse complexes
<b>207</b> (2%)	Ports, terminals
<b>153</b> (1%)	Air carriers
<b>358</b> (3%)	Other

**8 976** Cargo owners\*

### Cargo owners by type of business

<b>3 648</b> (41%)	Wholesale trade
<b>4,017</b> (45%)	Manufacturing
<b>1,311</b> (14%)	Retail trade

### Cargo owners by industry

<b>1 368</b> (15%)	Food / agricultural production
<b>1 107</b> (12%)	Construction materials
<b>1 074</b> (12%)	Automotive
<b>1 069</b> (12%)	Industrial machinery
<b>778</b> (9%)	Chemicals /oil products
<b>600</b> (7%)	Primary / fabricated metals
<b>482</b> (5%)	Household appliances / electronics / computers
<b>323</b> (4%)	Clothing / shoes
<b>282</b> (3%)	Packaging / paper
<b>249</b> (3%)	Domestics chemistry / Cosmetics
<b>159</b> (2%)	Furniture

\*visitors except for personal and educational purposes

## VISITORS BREAKDOWN BY JOB POSITIONS

**24 978** target visitors\*



\*visitors except for personal and educational purposes



## SERVICES AND PRODUCTS OF VISITOR INTEREST\*

<b>15 565</b>	Freight forwarding services / multimodal transportation
<b>14 093</b>	Rail transportation
<b>13 002</b>	Road transportation
<b>11 336</b>	Sea transportation
<b>10 965</b>	Container transport carriers
<b>7 378</b>	Air freight
<b>6 822</b>	LTL cargo transportation
<b>5 527</b>	Customs services
<b>4 817</b>	Project and oversize cargo transportation
<b>4 712</b>	Ports & terminals, freight handling services in ports
<b>4 650</b>	IT-Solutions for transport logistics
<b>4 136</b>	Refrigerated cargo transportation
<b>4 115</b>	Barge & inland waterways
<b>3 677</b>	E-commerce logistics
<b>3 481</b>	3-4 PL
<b>3 362</b>	Rolling-stock
<b>2 775</b>	Insurance services
<b>361</b>	Other

\*multiple choice



## VISITORS

**18 201** visitors\*

from **38** countries  
and **75** regions of Russia

**9 911** professionals visited  
the exhibition for the first time



## GEOGRAPHY

**16 602** (91%)  
Russia

**1 599** (9%)  
Other countries

**11 356** (68%)  
Moscow  
and Moscow region

**1 546** (9%)  
Saint-Petersburg  
and Leningrad region

**3 700** (14%)  
Other regions

\*TransRussia visitors, who marked visiting SkladTech

## VISITORS

**16 799** target visitors\*



\*visitors except for personal and educational purposes



## VISITORS BREAKDOWN BY TYPE OF BUSINESS

16 799 target visitors\*

8 024 (48%)

Transportation/  
forwarding/  
storage

6 244 (37%)

Cargo owners  
(manufacturing,  
wholesale trade,  
retail)

1 211 (7%)

Other (IT-solutions, insurance,  
foreign trade, industry ministries  
and departments, professional associations,  
mass media and etc.)

\*visitors except for personal and educational purposes



## VISITORS BREAKDOWN BY TYPE OF BUSINESS

**8 024** professionals  
from transportation  
and forwarding companies\*

<b>3 850</b>	(48%)	Freight forwarders
<b>1 150</b>	(14%)	Railway carriers
<b>1 138</b>	(14%)	Road carriers
<b>491</b>	(6%)	3 - 4PL providers
<b>311</b>	(4%)	Sea carriers
<b>305</b>	(4%)	Customs Broker
<b>298</b>	(4%)	Distribution centers, warehouse complexes
<b>216</b>	(3%)	Other
<b>159</b>	(2%)	Ports, terminals
<b>106</b>	(1%)	Air carriers

\*visitors except for personal and educational purposes

**6 244** Cargo owners\*

### Cargo owners by type of business

<b>2717</b>	(44%)	Wholesale trade
<b>2582</b>	(41%)	Manufacturing
<b>945</b>	(15%)	Retail trade

### Cargo owners by industry

<b>1 013</b>	(16%)	Food / agricultural production
<b>993</b>	(16%)	Other
<b>784</b>	(13%)	Construction materials
<b>770</b>	(12%)	Automotive
<b>726</b>	(12%)	Industrial machinery
<b>464</b>	(7%)	Chemicals /oil products
<b>403</b>	(6%)	Primary / fabricated metals
<b>341</b>	(5%)	Household appliances / electronics / computers
<b>238</b>	(4%)	Clothing / shoes
<b>208</b>	(3%)	Packaging / paper
<b>182</b>	(3%)	Domestics chemistry / Cosmetics
<b>122</b>	(2%)	Furniture

## SERVICES AND PRODUCTS OF VISITOR INTEREST\*

<b>5 100</b>	Warehousing and storage services
<b>4 273</b>	Warehouse equipment and shelving systems
<b>3 501</b>	IT-solutions for warehousing logistics
<b>3 069</b>	Lifting and handling equipment
<b>3 017</b>	Warehouse automation systems and robotic technology
<b>2 562</b>	Packaging and order picking equipment

\*multiple choice



## VISITOR SURVEY\*

- 75%** attend the exhibition to find new suppliers/ business partners
- 62%** attend the exhibition to met with current suppliers/ business partners
- 72%** plan to purchase services and equipment following the exhibition
- 94%** influence decisions on product/ service acquisition
- 77%** attend only TransRussia | SkladTech among similar exhibitions in Russia

\*multiple choice



## BUSINESS PROGRAMM

**3** days

**5** conferences

**3 433** delegates

**185** speakers





### 27th International Conference for Cargo Owners and Carriers TransRussia

The traditional conference this year was dedicated to key tasks and issues of transport and logistics industry in current conditions. During three days of the event the experts discussed transport and logistics business development strategy in an environment where the old rules change, and new ones have not yet formed, new trends in the logistics sphere of the Russian economy and priorities in the railway and maritime infrastructure development of the ITC "East - West", "North - South", prospects for the development of the Russian market of freight air transportation, joint initiatives of the government and business to bring the logistics system to the level, necessary for the development of the national economy and strengthening partnerships with foreign countries. Speakers assessed the results of the past year in the Russian Federation logistics system : what worked well and what didn't work, what the future industry potential is.

### 3rd Conference on Enterprise Intralogistics Management I SkladTech

Skladtech Arena hosted 5 sessions this year. Summing up the results of the speakers' speeches, it can be noted that that unpredictable business changes require flexibility in warehouse technologies. One of the recent trends is the delivery time reduction to 0.5-4 hours; the share of marketplaces continues to grow, as well as need in storage spaces. The reason for that is consolidation of offline retail. According to some speakers, in 5 years it will be almost impossible to see 50 shops nets. Almost all experts noted the shortage of warehouse personnel. Despite automation and robotization, the need for human resources remains relevant. According to experts, robots will not replace manual labor soon.



### 7th Conference IT Solutions in Transport and Logistics

IT-specialists of transport and logistics companies spoke about their experience in using information technologies in new conditions, discussed the processes of industry digitalization and shared their vision on development of IT direction in their companies. As a general summary, the main factors, changing logistics and IT today, are: exit of the major carriers from the market, redistribution of export and import flows, an increase in the share of railway transportation, cargo transshipment with change of containers in foreign ports, reduction in the share of linear containers. All this contributes to the restructuring of logistics processes and in IT area in particular. Now it is important to actively build many processes anew, improve internal corporate digital ecosystem, automation and pay special attention to cybersecurity.

### 3rd E-commerce Logistics Industry Conference

The main points voiced by the discussion participants were the following: marketplaces continue to capture the e-commerce market. This trend is clear and will only get stronger. Market players are forced to adapt as marketplaces create a new infrastructure, which includes logistics companies, sellers and online stores. Automation allows to refuse manual labor in routine operations, and courier delivery is evolving and changing standards. The speakers noted that it is necessary to find and keep balance between last mile cost and working conditions of couriers. Over the past year several strikes were recorded, which forced the e-commerce sector to be more attentive to couriers' requirements. At the same more and more companies are experimenting with delivery drones, but the question of financial benefit is still open.



### 5th Conference on Management and Optimization of Supply Chain

During the meeting, the experts answered the following questions: how to overcome current challenges under sanctions and uncertainty? How companies' strategies are changing in supply chains in the current conditions? How to build a collaboration between retailers and suppliers in an end-to-end supply chain? How to ensure coordination of supply chain processes and their components? How to find the optimal balance between the level of client service and logistics costs? How to increase added value of the supply chain to achieve a company's business goals? During the conference a comparative analysis of Russian solution suppliers for integrated supply chain planning (SCP) in the retail market and production was also presents.

### Interview on stage

For the first time, within the 2023 business program, a completely new format of business activities was presented. An open interview was given by Marya Dey, CEO, Pony Express. Vasily Demin, Deputy Director, Coordinating Council for Logistics, performed in the role of the interviewer. Key questions discussed during the interview were: the logistics company CEO's priorities, view to the logistics company strategy change with knowledge of retailer and marketplace business, which logistics services are not developed in Russia, but may be in demand, an overview of the logistics market in Russia: volume change in the next 1-2 years, new significant players, redistribution of the market between existing ones, 5 good SEO habits that help run the company.

For us TransRussia is perhaps the key event in terms of interaction with clients and partners. The exhibition is a great opportunity to negotiate, update contacts and communications, confirm agreements, sign agreements. We are glad there is a platform that allows to build new connections with partners in the context of transformation, that takes place in the transport market.

### **Maria Kobzeva**

Vice President for Public Relations  
Delo Group

We've been waiting for this moment, when we could talk with our potential customers off-line, for a long time. Now, of course, we are glad that we can see everyone at the exhibition, offer services to our potential partners. Participation helps us further develop, work out the company's strategy and tactics, see what is interesting on the market, see trends, changes, and look ahead to the future considering what we see here.

### **Alexandra Ivanova**

Chief Specialist of Container Service Department  
JSC «Russian Railway Logistics»

There are a lot of people at the exhibition, we have absolutely no time to rest. Every minute someone new comes to the stand - representatives of different companies want to sign contracts or get service from us. Wishing to keep this up, everything is great, well done, we get everything we expected from the exhibition: new clients, new contractors and live communication.

### **Andrey Yanmaev**

Key account manager  
PONY EXPRESS

Global changes in logistics and new geography require the implementation of bold and smart decisions. Both Russian and foreign market participants need an effective platform for communication and search for new suppliers, clients and partners. Undoubtedly, TransRussia is such a platform, showing records in attendance, number of exhibitors (including first time exhibitors), exposition area. We are happy to be a part of TransRussia ecosystem, develop, adapt to a changing environment and evolve with it.

### **Marina Ovsyannikova**

Head of Information and Analytical  
Department MDL Forwarding Co Ltd



This is the first year we are exhibiting at TransRussia. As you know it's one of the most important and most influential events for logistics and transport companies. We believe, that a lot of people come to this exhibition: our colleagues, partners and clients. At such events as TransRussia we can keep face-to-face meetings, agree on some aspects of our work. Thanks to this event we can be closer to our partners and customers, so I recommend everyone to find time and opportunity to visit the exhibition.

### **Anton Valuysky**

Head of LTL cargo department  
FARES Logistics

For the second year in a row we participate in TransRussia, which has acquired a new section - SkladTech. We are very glad that it appeared because in the current situation when there is a logistics routes change, when in fact, the domestic market is being restructured, it is very important to be seen by potential clients, potential suppliers. It is very important for us to be visible, to be close to your customers, communicate with them. The exhibition allows to do so.

**Aleksey Kostin**

Chief Business Development Officer  
MICRON

Participating TransRussia, we have high expectations. This is not the first experience for us. We got recommendations from our clients about the effectiveness of the exhibition, therefore we are here and we encourage everyone to participate. In these new times it is important to have reliable partner. Through participation in TransRussia we get new contacts and develop new customer relationships.

**Konstantin Titov**

General Director  
Rocktruck Rus

We observe much interest from the visitors, a large number of people – specialized players – visit this show. We would like to thank organizers for the great work done, the organization of this exhibition. We hope to participate next year as well and show something new.

**Sergey Fedorov**

Chief Development Officer  
COMITAS

TransRussia is a very interesting exhibition for us. We regularly participate in it. It is popular. Here we constantly find new contacts, new customers. Location is great, entrances are comfortable, everything is well organized. Clients who come as buyers here, like it too. We are also very satisfied.

**Sergey Samsonov**

Brand Manager  
TechMashUnit (TECHSTROYCONTRACT)





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AUTOMATION SYSTEMS AND SOLUTIONS

**19–21.03.2024**

PAVILION 3,  
CROCUS EXPO, MOSCOW, RUSSIA



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