



28TH INTERNATIONAL EXHIBITION OF
TRANSPORT AND LOGISTICS SERVICES,
WAREHOUSING EQUIPMENT
AND TECHNOLOGIES



3RD SPECIAL EXPOSITION
FOR WAREHOUSE AND HANDLING
EQUIPMENT, AUTOMATION
SYSTEMS AND SOLUTIONS

19-21 March 2024
MOSCOW, CROCUS EXPO

transrussia.ru

POST SHOW REPORT

TRANSRUSSIA
STRATEGIC PARTNER



ГРУППА КОМПАНИЙ

TRANSRUSSIA
OFFICIAL PARTNER



TRANSRUSSIA
OFFICIAL BANK



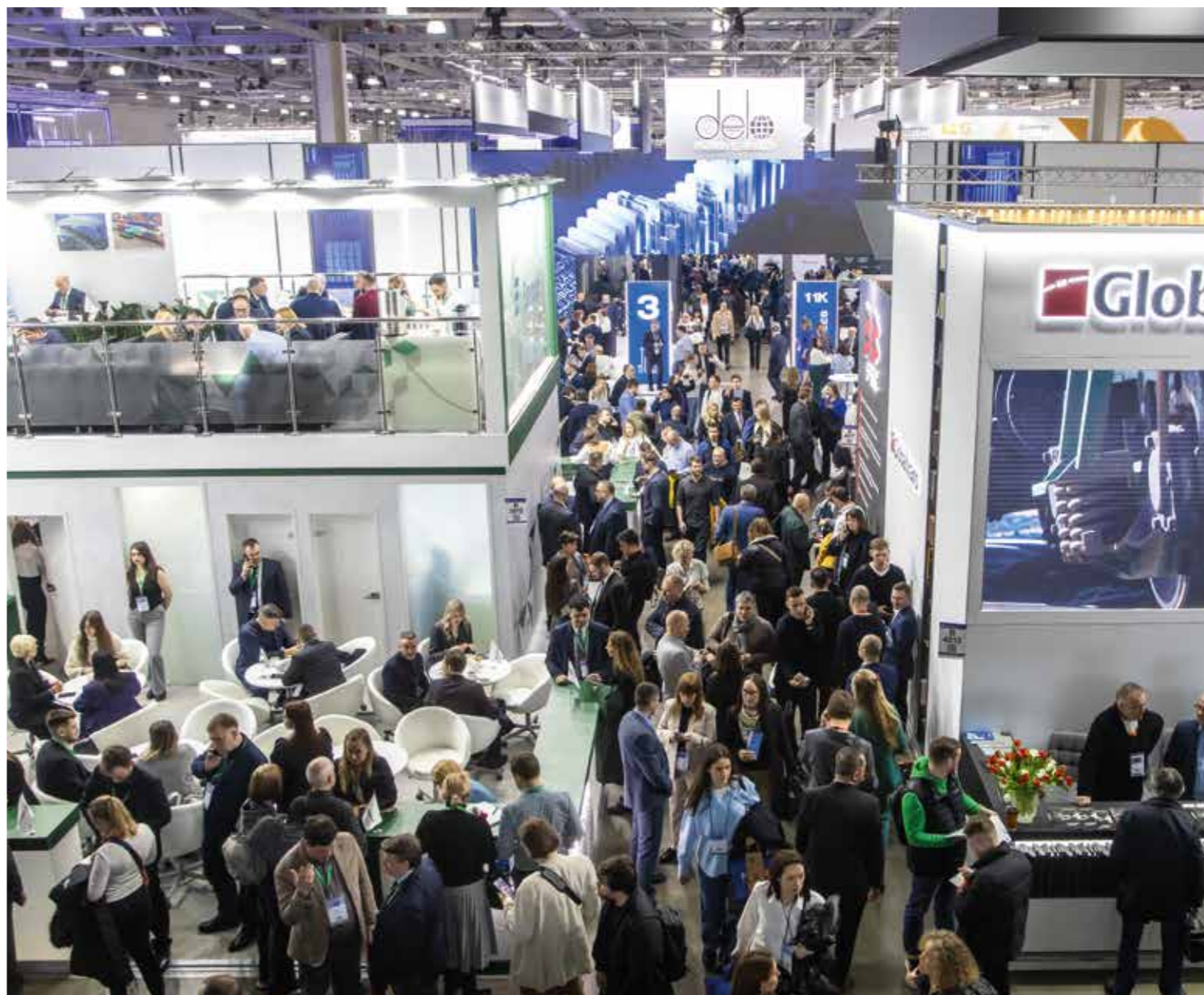
SKLADTECH
STRATEGIC PARTNER



ОРГАНИЗАТОР
ORGANISER

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THE TEAM OF TRANSRUSSIA 2024 AND SKLADTECH 2024 EXHIBITION WOULD LIKE TO THANK OUR PARTNERS FOR THEIR SUPPORT IN ORGANISING THE EVENT

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SKLADTECH
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WI-FI PARTNER



OFFICIAL MEDIA PARTNER



PARTNERS OF THE TRANSPORT AND LOGISTICS CONGRESS "TRANSRUSSIA"



OFFICIAL MEDIA PARTNER



INFORMATION SUPPORT



EXHIBITORS

583 Exhibitors
from **22** countries

398 Russian companies
185 foreign companies



COMPANY PROFILE

TransRussia

Rail, road, container, 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.

AMONG TRANSRUSSIA EXHIBITORS



EXHIBITORS

VISITORS

30 217 unique visitors
in **3** days

from **50** countries
and **81** regions of Russia

15 837 professionals visited the exhibition
for the first time



GEOGRAPHIC BREAKDOWN

27 682 (92%)
Russia

2 535 (8%)
other countries

19 455 (70%)
Moscow and
Moscow region

2 485 (9%)
St. Petersburg
and Leningrad
region

5 742 (21%)
others
regions

VISITOR STATISTICS BY TYPE OF BUSINESS

27 555 targeted visitors*

13 078 (47%)

Transportation /
forwarding /
Storage

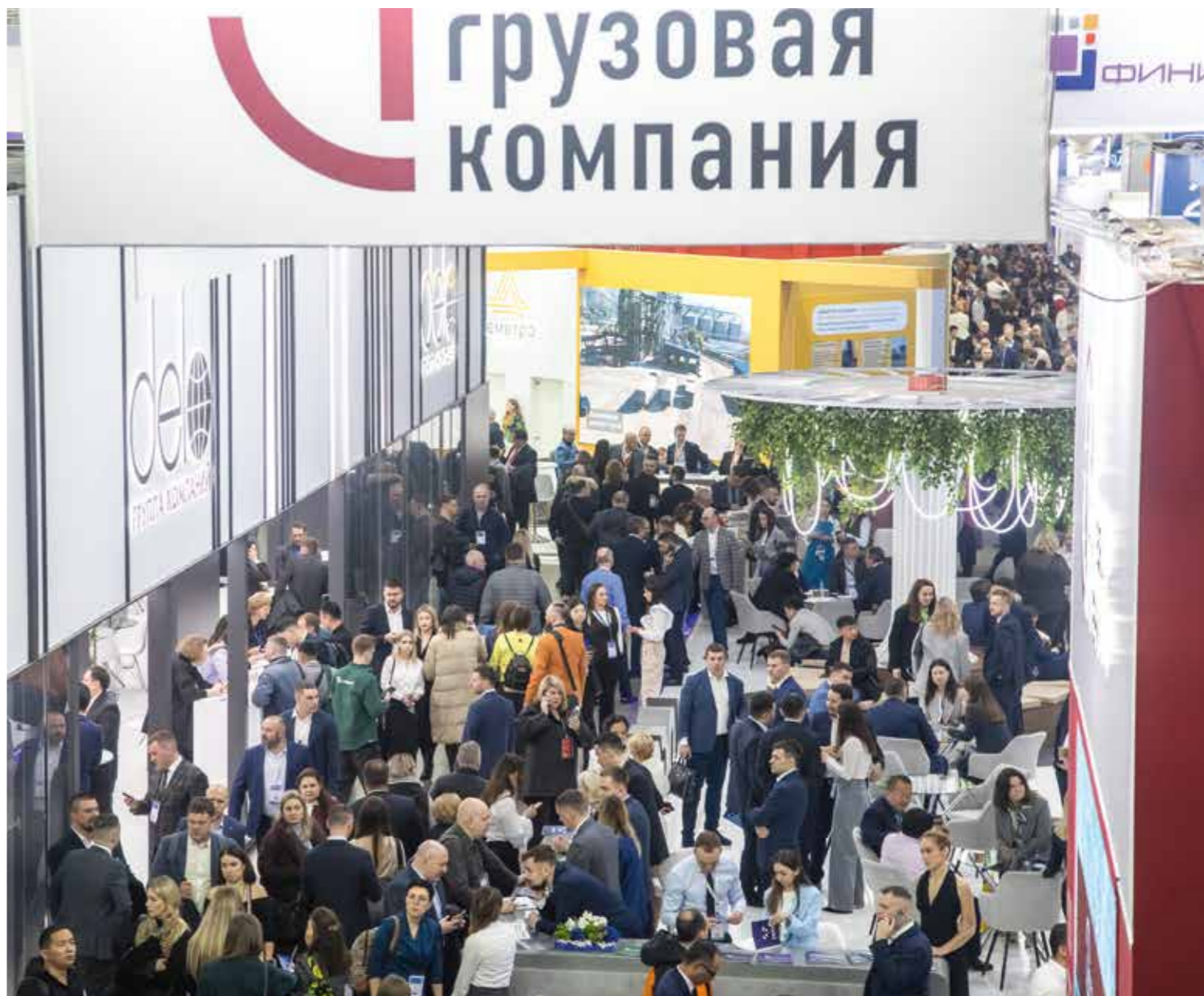
10 600 (38%)

Cargo owners
(manufacturing, wholesale
and retail)

3 877 (14%)

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

*visitors except for personal and educational purposes



DISTRIBUTION OF VISITORS BY TYPE OF BUSINESS

13 078 professionals from transportation and forwarding companies*

| | |
|--------------------|---|
| 6 619 (51%) | Freight forwarders |
| 1 930 (15%) | Road carriers |
| 1 648 (13%) | Railway carriers |
| 737 (6%) | 3 - 4PL providers |
| 495 (4%) | Sea carriers |
| 437 (4%) | Customs brokers |
| 406 (3%) | Distribution centers, warehouse complexes |
| 183 (1%) | Ports, terminals |
| 155 (1%) | Air carriers |
| 468 (4%) | Other |

10 600 cargo owners*

Cargo owners by type of business

| | |
|--------------------|-----------------|
| 4 564 (43%) | Wholesale trade |
| 4 349 (41%) | Manufacturing |
| 1 687 (16%) | Retail trade |

Cargo owners by industry

| | |
|--------------------|--|
| 1 743 (16%) | Food / Agricultural production |
| 1 322 (12%) | Industrial Machinery |
| 1 315 (12%) | Automotive |
| 1 251 (12%) | Construction materials |
| 731 (7%) | Chemicals / Oil Products |
| 697 (7%) | Primary / Fabricated Metals |
| 587 (6%) | Household appliances/ electronics/ computers |
| 383 (4%) | Clothing / Shoes |
| 298 (3%) | Packaging / paper |
| 263 (2%) | Domestics chemistry / Cosmetics |
| 181 (1%) | Furniture |
| 1 829 (17%) | Other |

*visitors except for personal and educational purposes

VISITOR STATISTICS BY LEVEL OF SENIORITY

27 555 targeted visitors*

6 684 (24%)

Owner / CEO /
Senior manager

3 598 (13%)

Division manager /
Head of a department

8 612 (31%)

Line manager / Supervisor

8 213 (30%)

Non-managerial executive

448 (2%)

Individual entrepreneur

*visitors except for personal and educational purposes



SERVICES AND PRODUCTS OF VISITOR INTEREST*

| | |
|---------------|---|
| 16 802 | Forwarding services / Multi-modal transportation |
| 15 034 | Road transportation |
| 14 836 | Rail transportation |
| 11 710 | Sea transportation |
| 11 428 | Container transport carriers |
| 8 045 | Air freight |
| 7 627 | LTL cargo transportation |
| 6 129 | Custom services |
| 5 812 | Rolling stock |
| 5 531 | IT solutions for transport logistics |
| 5 404 | Project and oversize cargo transportation |
| 5 139 | Ports & terminals, freight handling services in ports |
| 4 863 | Refrigerated cargo transportation |
| 4 635 | Barge & inland waterways |
| 4 676 | E-commerce logistics |
| 3 922 | 3-4 PL operators |
| 3 325 | Insurance services |
| 533 | Other |

*Multiple choice



AMONG SKLADTECH EXHIBITORS

HELI

МИКРОН

 **Ateuco**
СЕРВИС, КАКИМ ОН ДОЛЖЕН БЫТЬ

 **comitas**
КОМПЛЕКСНАЯ АВТОМАТИЗАЦИЯ И РОБОТИЗАЦИЯ
СКЛАДСКОЙ И ПРОИЗВОДСТВЕННОЙ ЛОГИСТИКИ

AXELOT 
РЕШЕНИЯ ДЛЯ ЛОГИСТИКИ


RIQIAN

 **LIUGONG** | **actio**
FORKLIFTS

 **STELKON**

 **STELLMART**

 **INTHEME LAB**
Implementation of Future


MixCar

ПОГРУЗЧИК 
СКЛАДСКАЯ ТЕХНИКА **МСК**

 **ВЕРТИКАЛЬ**
торговый дом

NOBLELIFT

 **FIRST**

 **AURORA**
FORKLIFT


еврокара
LMS

POS CENTER


тракресурс

СТРАН

JUNGHEINRICH


LOGISTIX


ГРУППА КОМПАНИЙ
ДИПОС
ДЕЛО И ПОСТРОИТЕЛЬСТВО

 **HUASHINE**
Make smart production possible

Kinte

EXHIBITORS

VISITORS

13 157 unique visitors in 3 days
from **34** countries
and **78** regions of Russia

7323 professionals visited
the exhibition for the first time



GEOGRAPHIC BREAKDOWN

12 305 (94%)
Russia

852 (6%)
Other countries

8 744 (71%)
Moscow and
Moscow Region

897 (7%)
St Petersburg
and the Leningrad
region

2 664 (22%)
other
regions

*TransRussia visitors, who marked visiting SkladTech

VISITOR STATISTICS BY LEVEL OF SENIORITY

11 774 targeted visitors*



*visitors except for personal and educational purposes



VISITOR STATISTICS BY TYPE OF BUSINESS

11 774 targeted visitors*

4 471 (38%)

Transportation/
forwarding/
Storage

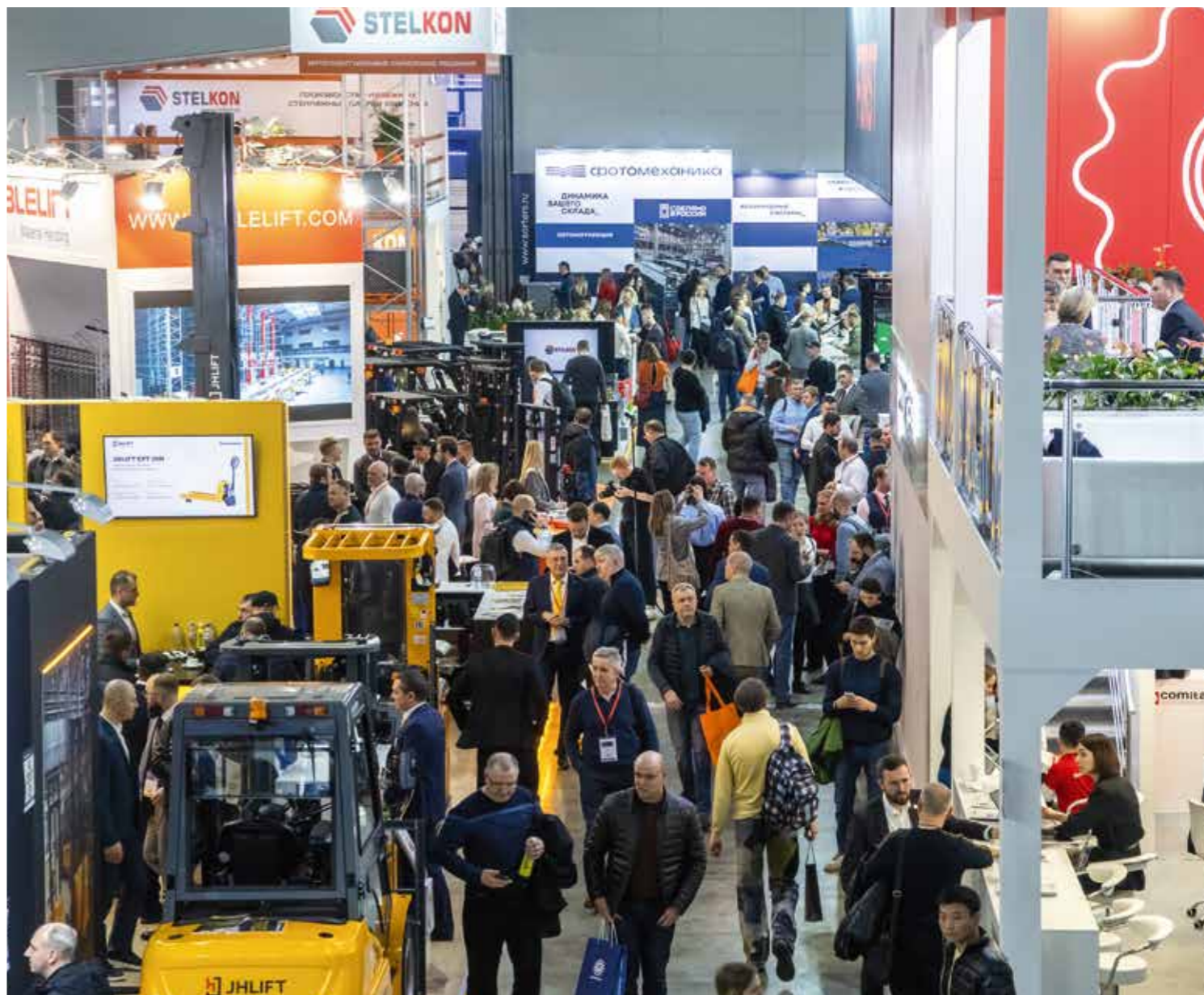
5 399 (46%)

Cargo owners
(manufacturing,
wholesale trade,
retail)

1 904 (16%)

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

*visitors except for personal and educational purposes



DISTRIBUTION OF VISITORS BY TYPE OF BUSINESS

4 471 professionals from transportation and forwarding companies*

| | |
|--------------------|---|
| 1 922 (43%) | Freight forwarders |
| 766 (17%) | Road carriers |
| 464 (11%) | Railway carriers |
| 374 (8%) | 3 - 4PL providers |
| 312 (7%) | Distribution centers, warehouse complexes |
| 136 (3%) | Customs brokers |
| 131 (3%) | Sea carriers |
| 84 (2%) | Ports, terminals |
| 60 (1%) | Air carriers |
| 222 (5%) | Other |

*visitors except for personal and educational purposes

5 399 cargo owners*

Cargo owners by type of business

| | |
|--------------------|-----------------|
| 2 418 (45%) | Manufacturing |
| 2 081 (39%) | Wholesale trade |
| 900 (17%) | Retail trade |

Cargo owners by industry

| | |
|------------------|--|
| 882 (16%) | Food / Agricultural production |
| 686 (13%) | Industrial Machinery |
| 666 (12%) | Construction materials |
| 649 (12%) | Automotive |
| 346 (6%) | Primary / Fabricated Metals |
| 290 (6%) | Chemicals / Oil Products |
| 275 (5%) | Household appliances / electronics / computers |
| 194 (4%) | Clothing / shoes |
| 187 (3%) | Packaging / paper |
| 141 (3%) | Domestics chemistry / Cosmetics |
| 109 (2%) | Furniture |
| 974 (18%) | Other |

SERVICES AND PRODUCTS OF VISITOR INTEREST *

| | |
|--------------|---|
| 8 104 | Warehouse equipment and racking systems |
| 6 297 | Lifting and handling equipment |
| 5 754 | Warehouse automation systems and robotic technology |
| 5 596 | IT-solutions for warehousing logistics |
| 4 685 | Labeling and scanning equipment and materials |
| 4 369 | Packaging and order picking equipment |
| 157 | Others |

*multiple choice was used in the survey



EXHIBITOR SURVEY

97%

Are satisfied with the participation
in TransRussia | SkladTech

82%

Found new clients during
the exhibition

74%

Got more than 100 leads



VISITOR SURVEY

76%

Attend the exhibition to find new suppliers/
business partners

63%

Attend the exhibition to meet with current suppliers/
business partners

72%

Plan to purchase services
and equipment following the exhibition

95%

Influence decisions on product/
service acquisition

79%

Attend only TransRussia | SkladTech
among similar exhibitions in Russia



CONFERENCE PROGRAMME

3 days

5 conferences

3 426 delegates

185 speakers





28th International Conference for Cargo Owners and Carriers "TransRussia"

This year's traditional conference was dedicated to the key tasks and issues of the transport and logistics industry in the current environment. During the three days of the event, experts discussed the development strategy of the transport and logistics business in a situation where routes, transport and interaction conditions are changing, new trends in the logistics component of the Russian economy and priorities in the development of the railway industry, and maritime infrastructure, prospects for the development of the Russian air cargo market, 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. The colleagues also discussed how to ensure the safety of freight transport and the unobvious and hidden risks in logistics. The speakers assessed the results of the past year for the logistics system of the Russian Federation: what succeeded and what failed, and where the industry's future development potential lies

4th conference on intralogistics management in the enterprise | SkladTech

Throughout the year, we have been considering the current issues and challenges of warehouse logistics to meet on the SkladTech conference platform to summarise the results. Experts discussed the following issues: what plans, trends and best practices exist in the industry, what technologies are leading now, what competitive advantages the industry leaders have. Practical speakers shared their experience in robotisation of skalds, solving problems and challenges, and presented industry analytics



8th Conference "IT Solutions in Transport and Logistics"

IT specialists from transport and logistics companies spoke about their experience of using information technologies in the new environment, discussed the processes of digitalisation of the industry and shared their vision of IT development in their companies. Now it is important to actively build many processes anew, improve the internal corporate digital ecosystem, automation and pay special attention to cyber security. There were also sessions devoted to: application of generative artificial intelligence in logistics, digital logistics platforms, data economy in logistics: platforms and services in the interests of business and government.

4th industry conference "Logistics in e-commerce"

We compared the practices of the leaders and discussed key areas of development at the 4th ECOMMERCE LOGISTICS conference. According to experts' estimates, the e-commerce market will grow more than two and a half times. Along with the development of e-commerce, the requirements to the level of warehousing service, delivery and operation are also increasing with suppliers. Colleagues at the conference discussed how to work at high speeds, adapt to new market requirements and improve logistics services



6th Conference on Supply Chain Management and Optimisation

During the meeting, experts answered the following questions: how companies and their strategies are changing in the current environment, how can make logistics operations and supply chains work as efficiently as possible, with minimal costs and bring in profits. Speakers talked about how to ensure high quality of a product or service, as well as reliable and timely delivery of orders in unpredictable conditions..

Open interview on stage

An interview with Vadim Filatov, co-founder and deputy director of PEC, took place. The interview took place in two formats: offline at the TransRussia Academy and online in the TransRussia Connect business community. The interviewer was Maria Alekseenko, TransRussia Connect project manager. Vadim spoke about PEC's objectives and priorities, international development directions. Colleagues discussed how PEC deals with staff shortages..

Solemn signatures

The 2024 business programme included events of a new format - Solemn Signings. Signing ceremonies at the Dialogue Arena venue with partners: Zunami Platform, International Coordinating Council for Trans-Eurasian Transport and Russian Maritime Register of Shipping. We thank our colleagues for choosing the venue and wish them fruitful co-operation.

TransRussia is growing from year to year. This year it has become even more significant, more complex. We have a lot of agents and partners from different countries coming to the exhibition, they note that they can speak their own languages without feeling any discomfort. Deals are made, agreements are signed, strategies are developed, and that's all - TransRussia. That's why we participated and will continue to participate in this event.

Alexey Kravchenko
FESCO

We chose TransRussia for the first time in order to find new clients and get new contacts. And I can say that we succeeded. Our employees are very pleased with the way the exhibition is organised. I think that we will continue to work with this exhibition in the future and take an active part in it.

Anastasia Demina
JUNGHEINRICH

Last year we met a lot of our clients here. It was very comfortable to see them all in three days. We had a great experience because of the huge number of visitors. It makes sense to meet the partners you already know and new ones here.

Elfi Balci
IFF InternationalFreight Forwardingt

This is not the first time we have participated in this exhibition, and every time it pleases us with an abundance of guests, visitors and new interesting contacts. As of this year, we stand in a separate hall where all manufacturers of loading equipment are represented, so there are a lot of specialised visitors who come to really look at and choose quality equipment for themselves and their warehouse. It brings great pleasure to see that here we can show our products with a face.

Alexander Karagodin
Commercial Director
Noblelift Rus

TransRussia is a platform where you can meet your partners and clients face-to-face, discuss partnership opportunities – it's great! In the last years we see that more and more Chinese companies are participating, it means that they see a huge potential in Russia.

Zhaoxia Dai
Shenzhen Neptune Logistics Group



transrussia.ru



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4TH SPECIAL EXPOSITION
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18-20 March 2025

MOSCOW, CROCUS EXPO

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