

THE 12TH EDITION OF THE CONFERENCE

THE MARKET OF POSTAL SERVICES IN EUROPE 2016



SEPTEMBER 14, 2016

HOTEL COURTYARD BY MARRIOTT IN WARSAW

POLAND

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THE HISTORY OF THE CONFERENCE “THE MARKET OF POSTAL SERVICES IN POLAND AND EUROPE”

The conference “The market of postal services in Poland and Europe” is the biggest conference for the sector of postal services held in Poland and Central Europe. The first edition of the conference took place in 2003.

Every year the honorary patronage of the conference is taken by the President of the Office of Electronic Communications, whereas the opening speech is made by the Minister in charge of Communications.

Over 120 managers participated in the last year’s conference (amongst them were 37 Presidents and Members of the Board) representing over 40 companies of postal, courier, direct marketing, carrier and bulk senders services sector from Poland, Austria, Czech Republic, Lithuania, Germany, Slovakia and United Kingdom.

Platinum Partner of conference was Poczta Polska S.A. (Polish Post) , Golden Partner of conference was InPost and Silver Partner of conference was Zebra Technologies.



Opening speech delivered by Mr Kazimierz Smolinski, Secretary of State in Ministry of Infrastructure responsible for postal market and Polish Post.



CEO of Poczta Polska (Polish Post) Mr Przemysław Sypniewski during last year’s edition of the conference.



LISTS OF COMPANIES PARTICIPATED IN LAST EDITION OF CONFERENCE (2015 AND 2014):

2015: • Arvato Services Polska • Comarch S.A. • CTRL System Sp. z o.o. • DHL Express Poland Sp. z o.o. • DPD Polska Sp. z o.o. • DTA Sp. z o.o. • Ernst&Young Sp. z o.o. • Esri Polska Sp. z o.o. • Euro-Locks Sp. z o.o. • Gide Tokarczuk Grześkowiak • InPost S.A. • Institute of Post • KPMG Advisory • Lietuvos Pastas AB • LP Express • Ministry of Administration and Digitization; • Metro Group Advertising Polska • NVS Group Sp. z o.o. • Office of Electronic Communications (UKE) • Ogólnopolski Związek Pracodawców Niepublicznych Operatorów Pocztowych • Oliver Wyman • Orange Polska S.A. • Poczta Polska S.A. • Polish Express Association (i.e. DHL, UPS, TNT, GLS) • PWPW S.A. (Polish Security Printing Works) • Polish Marketing Association SMB • Postdata S.A. • PostMaster (Austrian Post Group) • PwC Polska Sp. z o.o. • P 4 Sp. z o.o. • Ruch S.A. • Sick Sp. z o.o. • Sky Post and Logistics Sp. z o.o. • Slovenska Posta • Speedmail Sp. z o.o. • Strategia Group • UPS Polska Sp. z o.o. • WRH Global Polska Sp. z o.o. • Zebra Technologies

2014: ABC Direct Contact Sp. z o.o. • Agap Sp. z o.o. • Alfa-Projekt Sp. z o.o. • Copenhagen Economics • Direct Link Worldwide GmbH (Part of PostNord) • DHL Express (Poland) Sp. z o.o. • DPD Polska Sp. z o.o. • Escher Group • FEDMA - Federation of European Direct and Interactive Marketing • FedEx Express Polska Sp. z o.o. • Ferag Polska Sp. z o.o. • ForPosta S.A. • Forum Przewoźników Ekspresowych • GLS Poland Sp. z o.o. • Inforsys S.A. • InPost Sp. z o.o. • Instytut Łączności • Intel • K-EX Sp. z o.o. • Kobiela Szczęsny Radcy Prawni Sp.P. • KPMG • Kuvert Polska Sp. z o.o. • Hewlett-Packard • Honeywell Scanning&Mobility • Ministerstwo Administracji i Cyfryzacji • Motorola Solutions • Narodowy Bank Polski • NVS Group Sp. z o.o. Sp.k. • Ogólnopolski Związek Pracodawców Niepublicznych Operatorów Pocztowych • PKO BP S.A. • Poczta Polska S.A. • Poczta Polska Usługi Cyfrowe Sp. z o.o. • Polska Grupa Poczтовая S.A. • Polska Wytwórnia Papierów Wartościowych S.A. • Polskie Stowarzyszenie Marketingu SMB • POSTDATA S.A. • PostMaster Sp. z o.o. • PwC Polska Sp. z o.o. • Ruch S.A. • Siódemka S.A. • Sky Post and Logistic Sp. z o.o. • SKK - Systemy Kodów Kreskowych S.A. • Sygnity S.A. • Tokarczuk Jędrzejczyk i Wspólnicy Kancelaria Prawna GLN • TNT Express Worldwide (Poland) Sp. z o.o. • Trilogiq Poland Sp. z o.o. • UPS Polska Sp. z o.o. • Urząd Komunikacji Elektronicznej • Warszawski Instytut Pocztowy • Zebra Technologies • ZPAS S.A. Zakład Produkcji Automatyki Sieciowej



12th EDITION OF THE CONFERENCE „THE MARKET OF POSTAL SERVICES IN EUROPE 2016” (SEPTEMBER 14, 2016)

This year's edition of the conference will be held in the prestigious and practical interiors of the five-star Courtyard by Marriott hotel located directly at the Chopin International Warsaw Airport.

The main debates of the conference will take place in the spacious Ball Room (325 m²).

We plan to place the fair and exhibition part of the conference in the commodious conference foyer (300 m²).

It will be possible to show large-sized vehicles and equipment outside and inside in front of the entrance to the hotel in groundfloor foyer.

Conference foyer, hotel restaurants and coffee bar encourage behind-the-scenes business and social conversations.



THE MAIN TOPICS OF THIS YEAR'S CONFERENCE COVER:

- Parcel market in Poland and Central Europe 2016. Market shares, prices, revenues, directions of development
- Digital Single Market and cross-border eCommerce and courier services – legal, business and logistic challenges
- Poland and Central Europe as useful logistics hub for new Silk Road
- Digitization of postal services and eIDAS regulation – influence on future of postal services
- Government and regulatory strategy towards Poczta Polska S.A. and postal market in Poland
- eGovernment services in the offer of main postal operators
- Financial and banking services in the offer of postal operators
- Synergy of eCommerce and courier market. Strategies and models of cooperation between eCommerce sector and postal&courier operators

- New services, new models of business, new technologies for postal and parcel market
- Digital marketing and marketing automation for eCommerce and logistics
- Omnichannel in business relations with customers (B2C; B2B)
- Last mile delivery and returns challenges
- Development of click&collect networks in Europe
- Regulatory and legal aspects of development of postal and courier services in European Union
- TTIP (Transatlantic Trade and Investment Partnership) and building of global eCommerce and parcel market
- Mobile trends in the development of modern courier and express services
- Automation of logistics processes (automation, sorting and handling)
- Warehousing and order fulfillment
- Automated parcel machines
- Postal market and innovations (VR; Autonomous Vehicles; Drons; IoT; 3D print)
- Innovations and restructuring of logistics processes
- Innovations in the field of optimisation of services and internal processes of operators
- Innovative IT solutions supporting operators' work
- AutoID systems and monitoring systems for courier operators
- Mobile equipment facilitating postal and courier operation
- Commercial vehicles for postal and courier operators.



The honorary patronage over this year's conference is taken by the President of the Office of Electronic Communications.

Opening speech will be made by Secretary of State in the Ministry of Infrastructure in charge of the postal sector. Platinum Partner of the Conference is Poczta Polska S.A. (Polish Post) which will be represented by President of the Management Board, Members of the Board and directors.

The event is planned to be attended by over 130 managers from the decision-making level representing the most important postal and courier operators from Poland and Europe, representatives of companies from the sector of distribution, direct marketing, eCommerce and technology companies.



Photos from last editions of conference.



THIS YEAR'S EDITION OF THE CONFERENCE WILL CONSIST OF TWO PARTS:

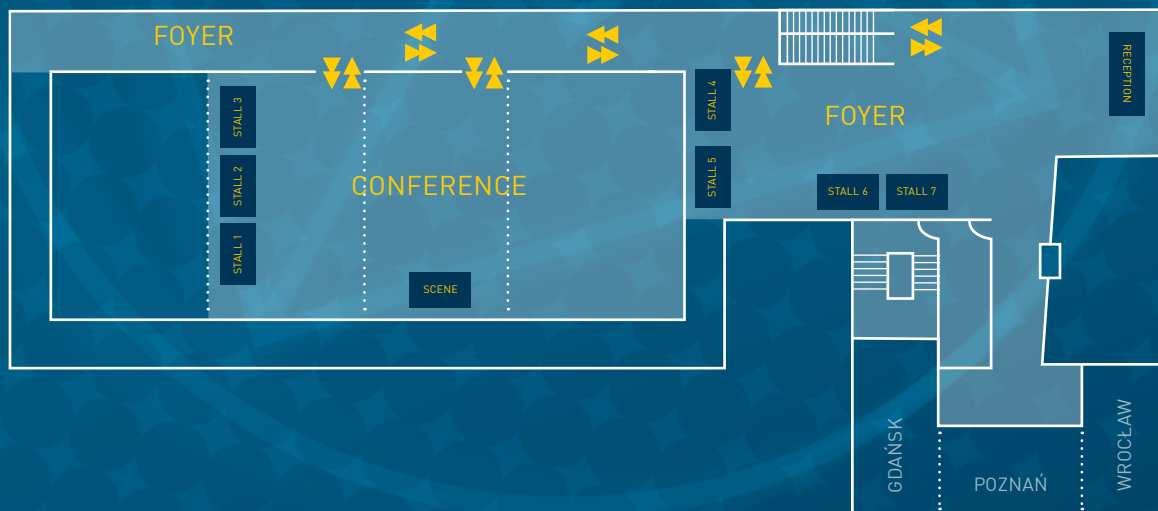
- Congress (presentations, debates and discussions in the main conference room);
- Exhibition (presentation stands of operators and producers of equipment).

Presentation stands will be situated along the main communication routes of the conference:

- in the conference room;
- in the spacious conference foyer;
- in the parking area in front of the hotel / for presentation of large-sized products (automated parcel machines; vehicles, etc.).



PLAN OF THE CONFERENCE BALLROOM AND PRESENTATION STALLS:





CONTACT WITH THE CONFERENCE ORGANIZER

If you are interested in our cooperation offer, please contact us in order to specify the details of the cooperation.

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Presentation stalls in the foyer of last conferences.

