Baltic Adriatic Rail Corridor

Providing Effective Intermodal Rail Solutions

Baltic Sea Ports & Shipping 2017

Tallinn

28 September 2017

Baltic Rail

- Container train operator on the TEN – T Baltic Adriatic Rail Corridor since 2011

- Open operator, works with all Shipping Lines and Forwarders

- Operates 2 own container terminals in Wroclaw and Katowice

- Running regular container trains to Koper and to Gdynia/Gdansk

- Independence assured through own wagons, road chassis and inland terminals

- Flexibility in Poland assured by Rail World owned railway operator Rail Polska

- Rail World is a private railway investment and management company based in Chicago, US. The company was involved in several freight railway privatisations over last 25 years. Successful projects of English, Welsh & Scottish Railway in UK, railways in New Zealand and Estonian Railways

- Current operations in Poland, Czech, Austria, Slovenia. Head office Estonia.
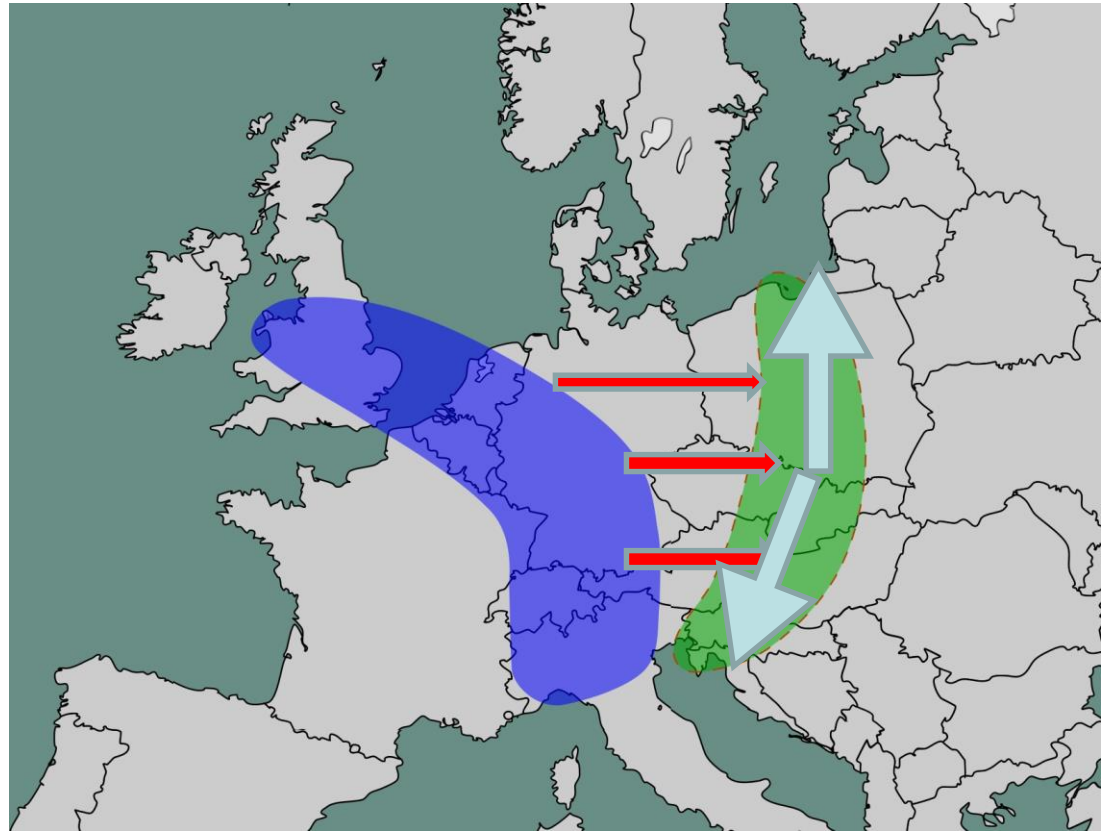
More information about Rail World at http://railworld-inc.com

- Last 3 decades has seen the manufacturing and service base shift to new areas in Central and Eastern Europe – shown here as the 'Green Banana'.

- Transport requirements changed as well. Initially focused on the developments of road and rail links from the traditional North Sea Ports.

- The Baltic Adriatic Corridor is developing rail connections to / from the Polish and Adriatic ports

New Routes for New Economies

Fast rail access to the Center of Europe

- Over 25 mln people in the 180 km radius
  coverage area of
  our 4 terminals

- Industrial heart of the Central Europe
  in the center of the
  continent

- Total Europe is a market of
  600 million people

- Markets of
  Poland, Czechia,
  Slovakia
  55 mln people

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Producers exporting

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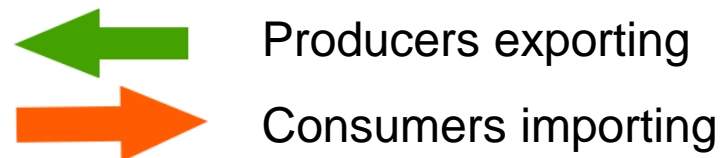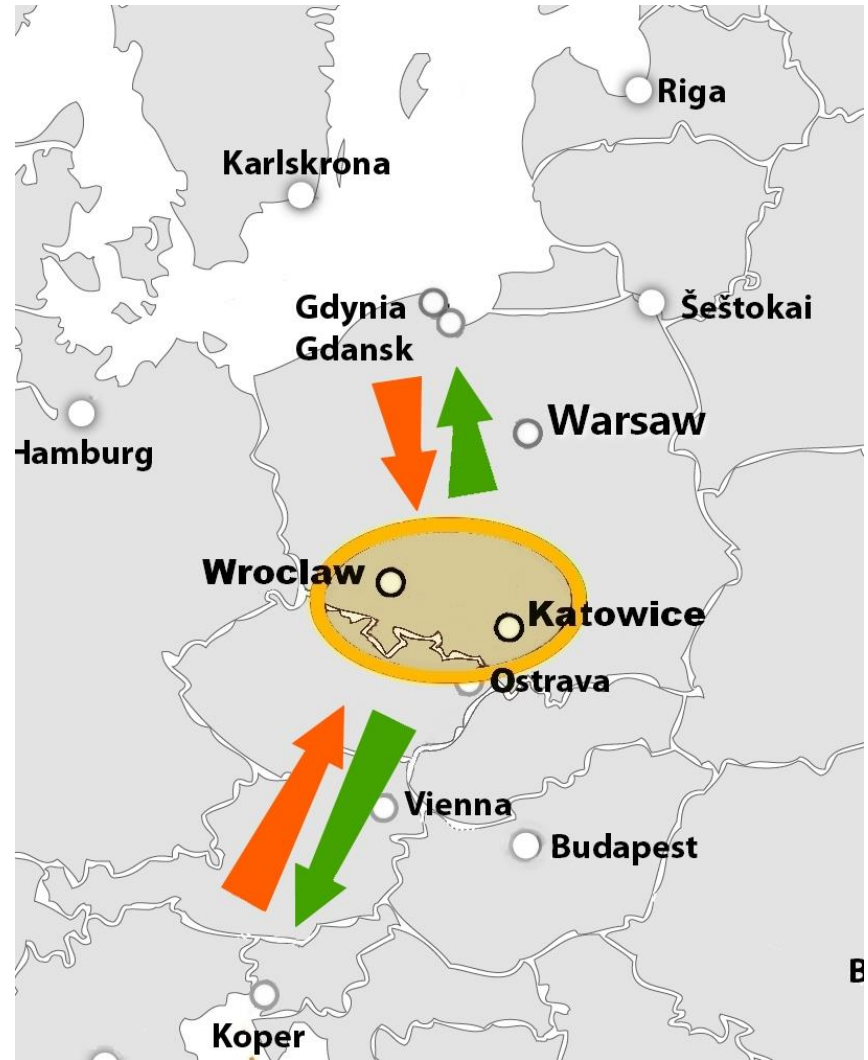- Markets of Poland, Czechia, Slovakia 55 mln people

Consumers

importing

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Producers exporting

Consumers importing

Cargo from Asia to Europe is chosing

Between modes of transport

transit-time versus costs

Ship 33 days 3,000 USD

Train 12-25 days 8,000 USD

Air 3 days 37,000 USD
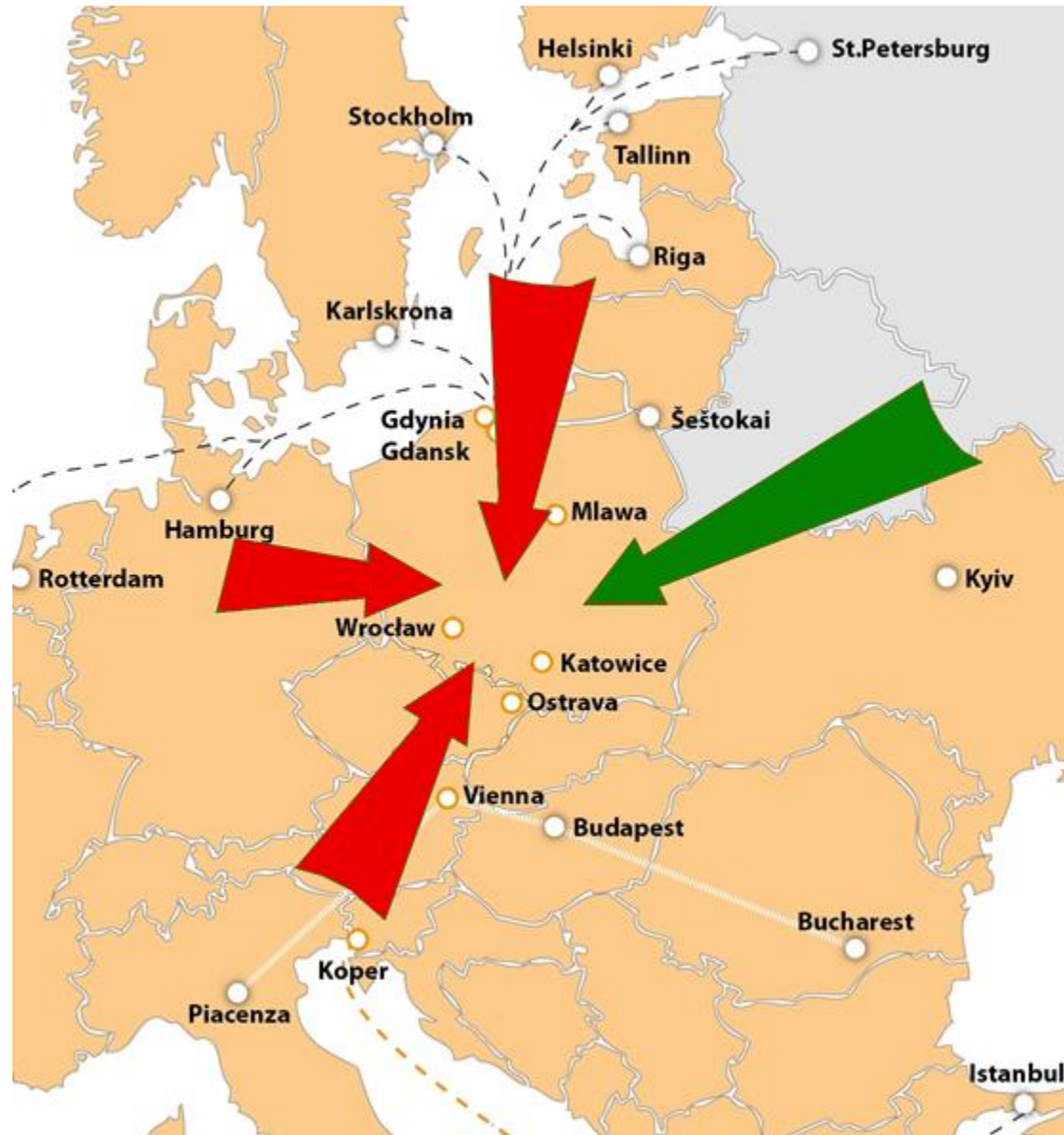
Between available routes

transit-time versus costs
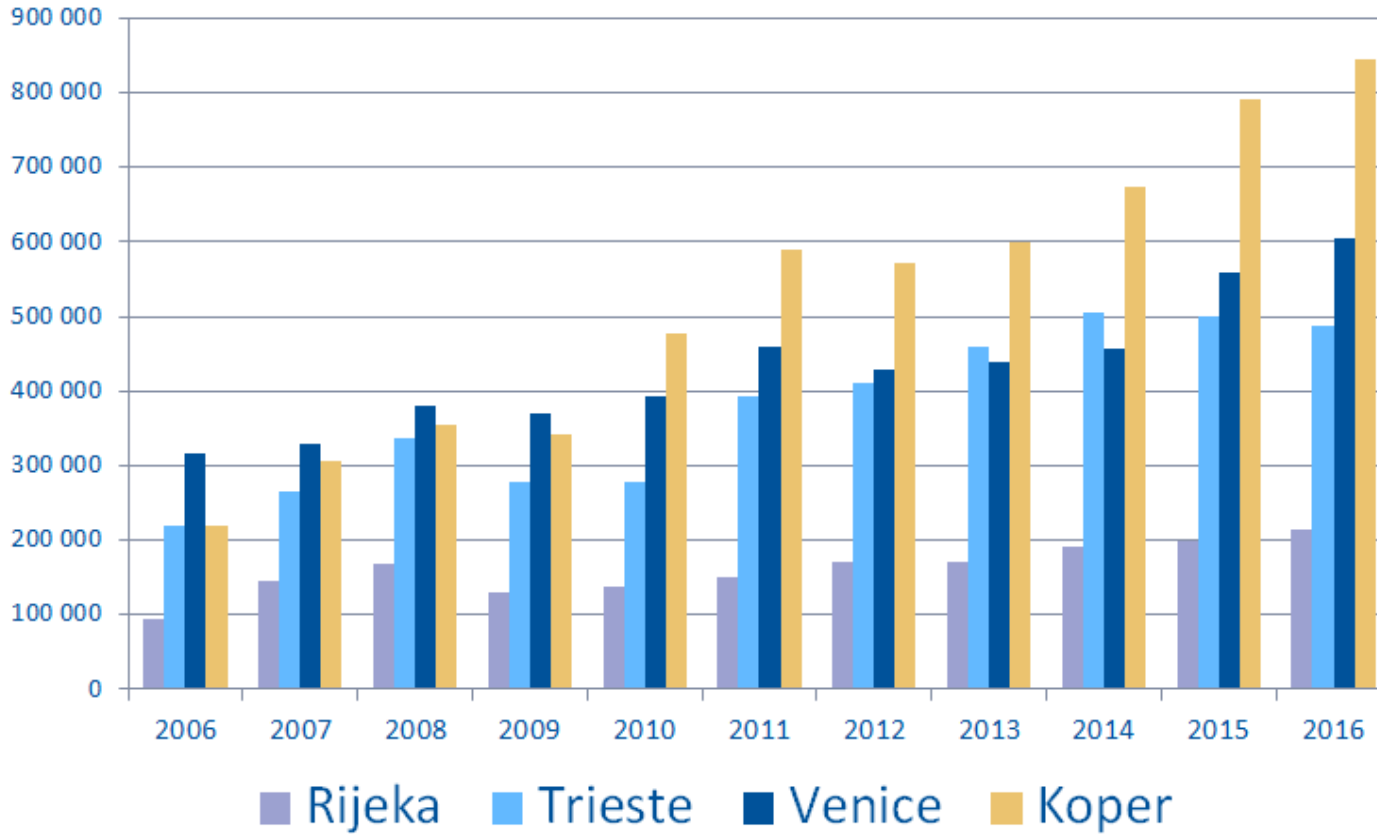
Baltic Sea

North Sea

Adriatic Sea

Trans-Siberian Railway.

Growth of container traffic in Koper

Containers throughput
(TEU per year)
of
4 biggest ports in
the North Adriatic area

_____

Koper forescast 2017
930'000 TEU

Distance	Nautical miles	Kilometers
Hong Kong to Hamburg	10 001	18 522
Hong Kong to Koper	7 764	14 379
-29%	-2 237	-4 143

Road or rail depends on rail performance

- Customers have become used to the flexibility that shipments by truck provide.

- Majority of new factories and warehouses do not have rail access.

- Last mile delivery will need to be by road chassis.

- Terminals need to be as close to shipper to reduce last mile road cost.

- One solution is small and flexible terminals.

- Flexible and versatile train timetabling and train routing.

- Dedicated rolling stock and multi system locomotives for fast transit performance.

- · One Reach stacker (+ back up) capable of handling two trains per day.

- Terminal capable of single man operation during quiet periods.

- Reach stacker driver connected by tablet to IT system for loading and dispatch information

- Shared duties of train shunting and terminal crews.

- Bespoke software for multi-location management.

- Specialist intermodal steel handling equipment and capabilities.

- Minimal local traffic congestion

Rail terminal Wroclaw Siechnice

Location in Google Maps https://goo.gl/maps/JuhDg8YhX172
More details http://www.BalticRail.com/terminal_Wroclaw_Siechnice.html

- Train approach without Wroclaw congestion
- Covered unloading, storage and customs clearance

Rail terminal Katowice Wlosienica

Location in Google Maps https://goo.gl/maps/1K6eBWsXWL62
More details: http://www.BalticRail.com/terminal_Katowice_Wlosienica.html

- Better for exports to Koper as further from Baltic and North Sea ports
- Southbound trains call Katowice on demand
- Important for development of traffic

Rail performance requires innovation

- Flexiblity in routing to collect 'backhaul' cargo flows

- Combination of regular and intermodal wagons

- Innovative intermodal units for specialized cargos eg transformable steel carriers

  - To reduce unit cost

  - To maximize rail advantage for weight and volume

- Reefer units and powered reefer trains

- Frequency of service to meet road flexibility

Rail service for Export and Import

- Baltic Rail is an open and neutral train operator working with all shipping lines and all forwarders

- We offer our Customers the choice of using Koper or using Gdansk

- On the way back to Koper we can stop in Ostrava and Vienna on request

- Please send us your price request to Sales@BalticRail.com and we will be happy to calculate the best possible offer for you
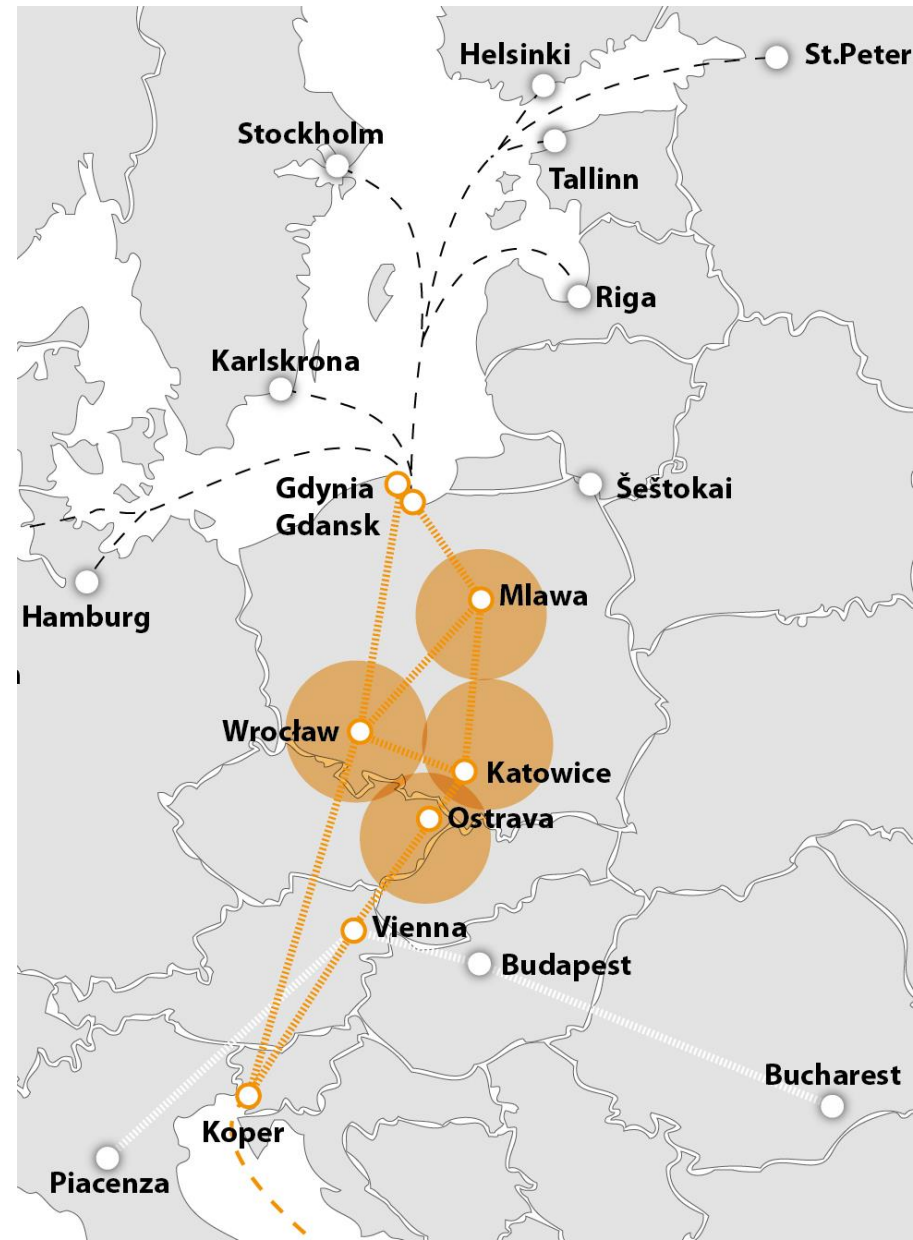
Direct contacts:
Mr Mirosław Łapot (PL, ENG, SLO)
Miroslaw.Lapot@BalticRail.com

Ms Natalja Aslan (ENG, RUS, TUR)
Natalja.Aslan@BalticRail.com
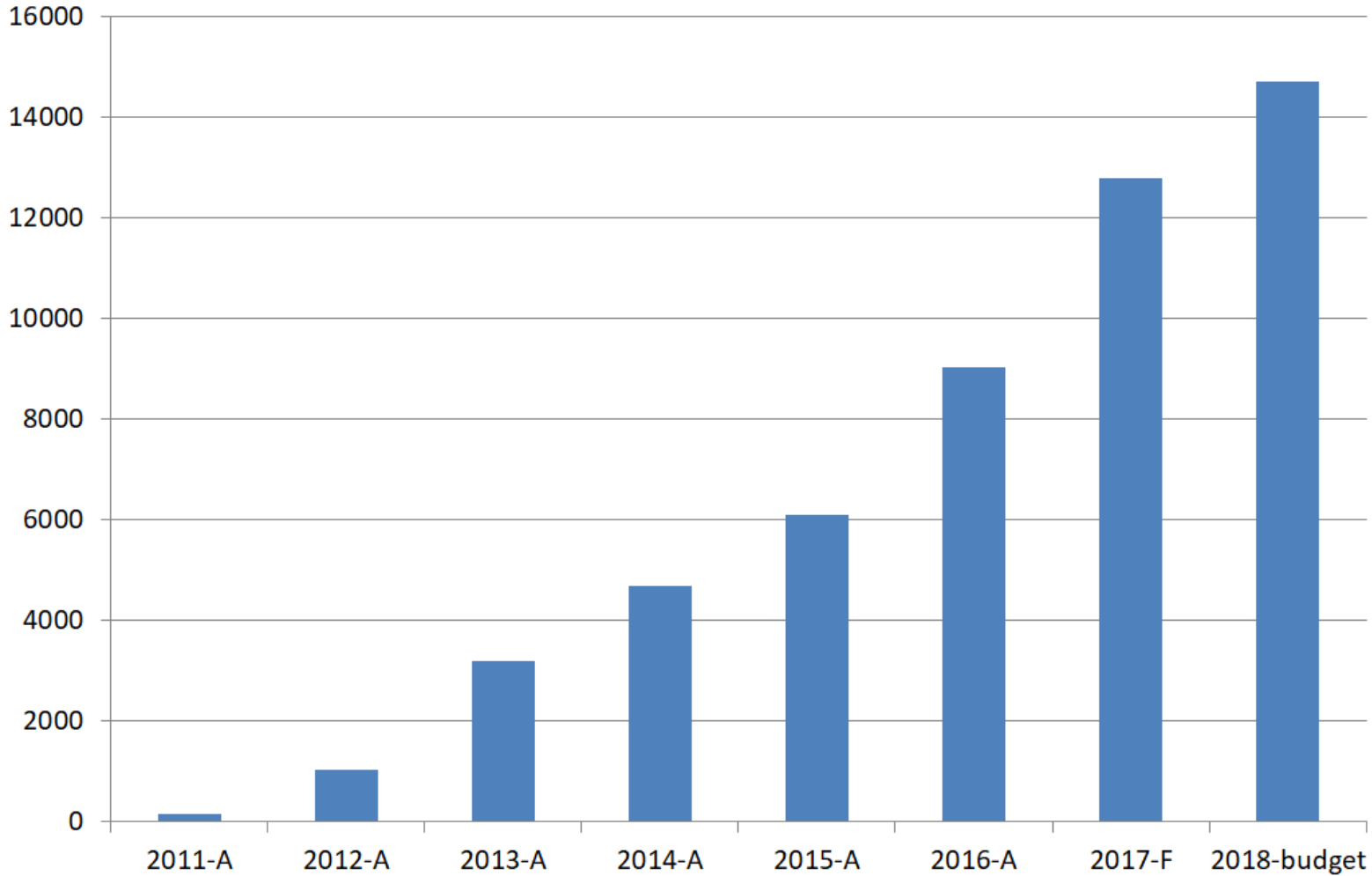
Adriatic trains service

fast access
to Asia, Africa and Mediterranean Turkey, Israel, Egypt

- 2 trains per week between Poland and Port of Koper. Inland rail transit time 30 hours

- 3 direct ocean services per week to Far East

- Increasing connections to Mediterranean, North Africa and Middle East
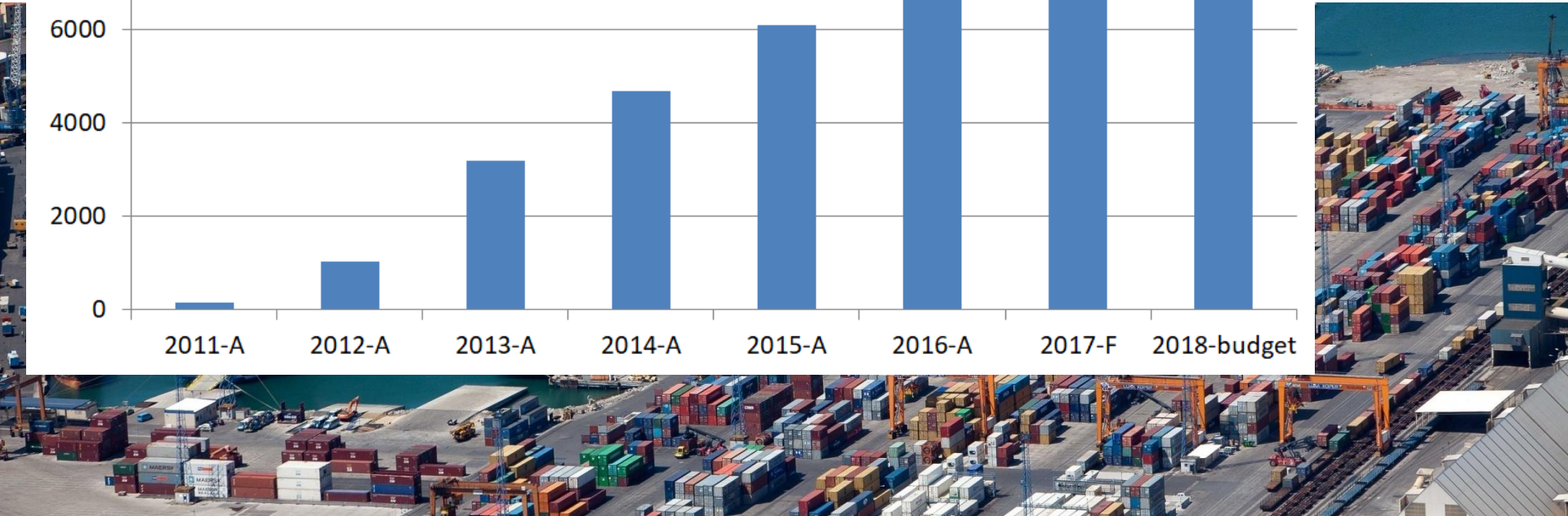
- Polish export, fruits and vegetables

Koper – Poland traffic by Baltic Rail trains

TEU per year

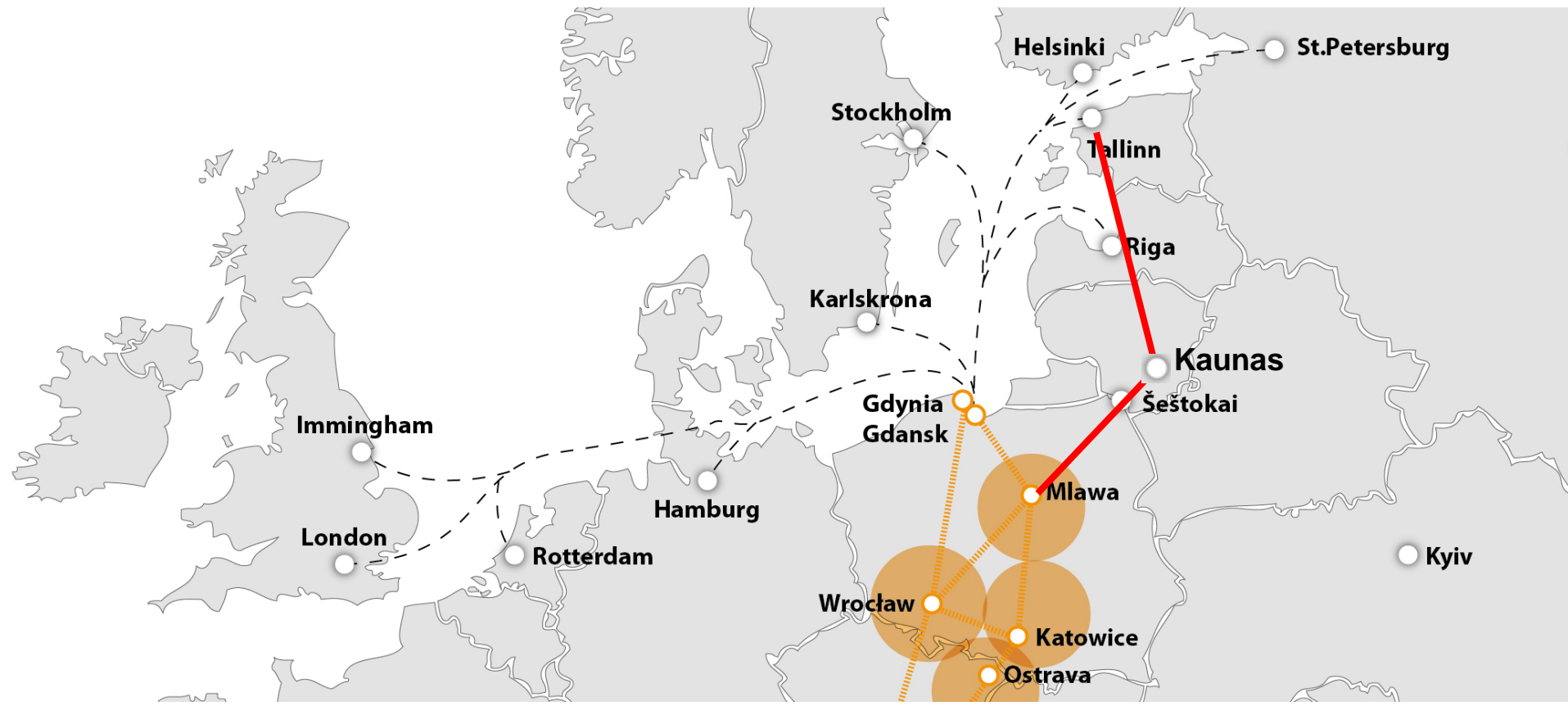6 years actual
and
2017 forecast
2018 budget

Connection with Rail Baltica

- Already providing freight solutions from Baltic Countries with truck connections to Poland

- Able to run trains into Lithuania and to 1520 network in Kaunas when connected at Kaunas in 2017.

- Ready for full container train connection to new Rail Baltica line when completed

Issues for Intermodal development

- Fair competition with State owned 'private' competitors for access to funding by small and medium sized innovative companies

- Equal and fair infrastructure access charging regimes

- Better homologation processes for engineering innovation

- Interoperability of railways:
    - Better border integration
    - Single language for drivers

- Axle limits for better competitiveness against trucks
    - Higher limits for railways (32.5 tonnes in US)
    - Limits for last mile on road for heavy containers

- Scrutiny of anti competitive practices by large , monopolistic and state owned companies.

- New Routes for New Economies

    - Baltic Adriatic Corridor

    - Rail Baltica

- Baltic Rail's Asset Light Terminals

    - Wroclaw Siechnice

    - Katowice Wlosienica

- Competitive and Innovative Services

    - Effective connection to 21st Century factories and distribution centers.

    - Effective implementation of Fourth Railway package

    - Review of axles limits on railway infrastructure and dispensations for high road last mile access.

Bookings invited!

Booking office international

desk +372 66 13 641
mobile +372 51 48 130

Operational office Poland

mobile +48 537 999 735
mobile +48 537 995 735

Booking e-mail booking@BalticRail.com
More info at www.BalticRail.com

Direct contacts:

Stephen Archer, CEO Stephen.Archer@BalticRail.com mobile +372 53 40 55 53

Vadim Shabarov, Operations Vadim.Shabarov@BalticRail.com mobile +372 52 50 287

Miroslaw Lapot, Poland Miroslaw.Lapot@BalticRail.com mobile +48 66 88 42 302

Aleksander Lestal, Baltic and Scandinavia Aleksander.Lestal@BalticRail.com +372 5175 945

Nathan Tancula, Sales Nathan.Tancula@BalticRail.com mobile +48 537 575 735