

# Baltic Sea Ports & Shipping 2017, Exhibition and Conference, Tallinn, Estonia

Tiit Arus  
CF&S Estonia  
September 2017

# High, heavy and project cargoes via Baltic ports



RoRo Lines

Sea & road transportation

Railway – destination Russia and CIS countries

Containers – as part of projects

Competition

# RoRo Lines in Baltics

Main RoRo ports in Baltic States:

Paldiski – Mann Lines, Transfennica,  
KESSE, Finnlines, Tallink, DFDS  
From ports: Harwich, Antwerp,  
Bremerhaven, Lübeck, Bilbao, Hanko,  
Helsinki, Kappeskär, Malmö, Zeebrugge  
Via deep sea ports worldwide connection.

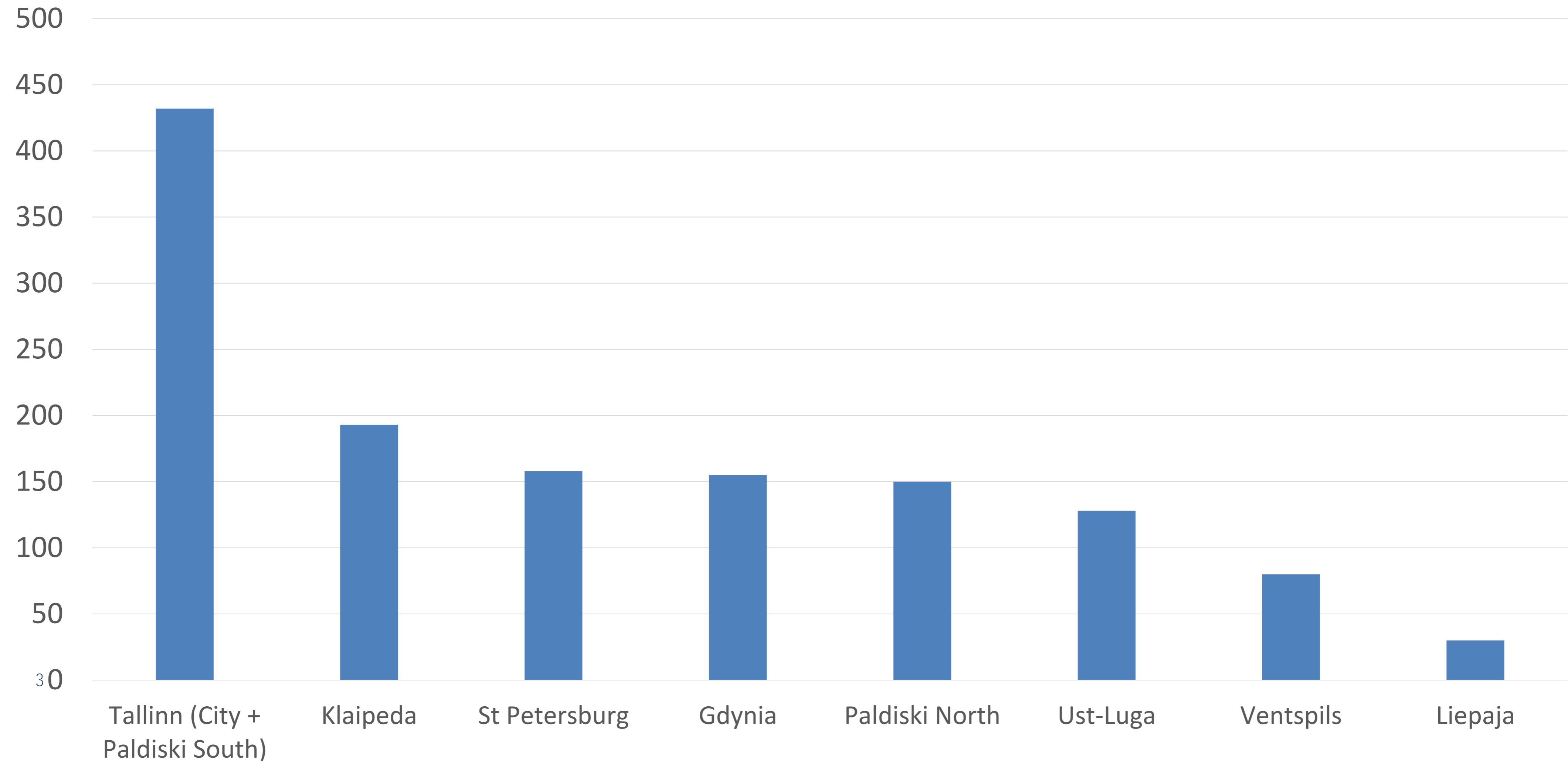
Klaipeda – DFDS  
From ports: Kiel and Karlshamn

Ventspils and Liepaja – Stena Line  
From ports: Travemünde and Nynäshamn



# RoRo cargoes statistics in region

New cars, trailers, truck+trailers, in thousands of units



# Sea & road transportation

Conventional shipping:

Big dimensions or heavy cargo units

Offshore projects (Baltic Connector,  
Nord Stream2 etc)

Windmills

Modul houses

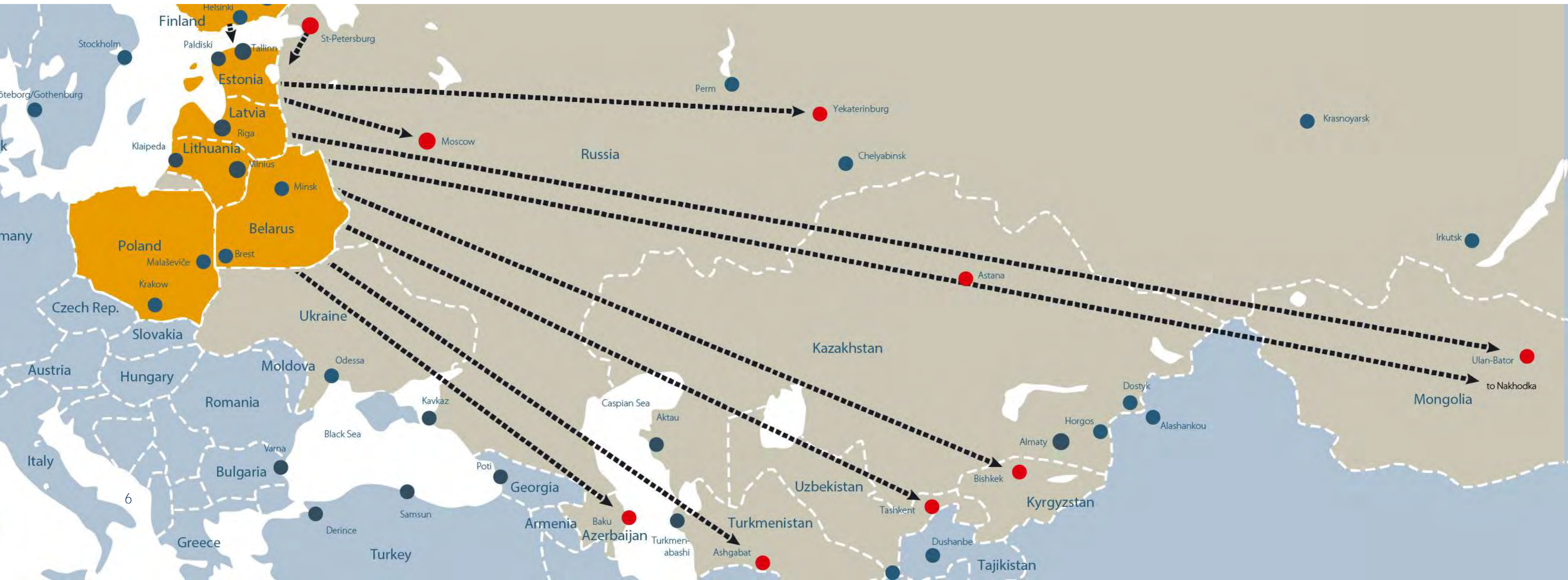
Road transportation to / from ports.

Mostly domestic markets, but also Russian and  
Belarus destinations.

Good infrastructure and equipment  
available.



# Rail transport: Baltics, Finland, Poland and Belarus → CIS, RU, Mongolia



# High & heavy cargoes transportation on railway

Equipment:

13/18/24 m platforms with wooden floor.

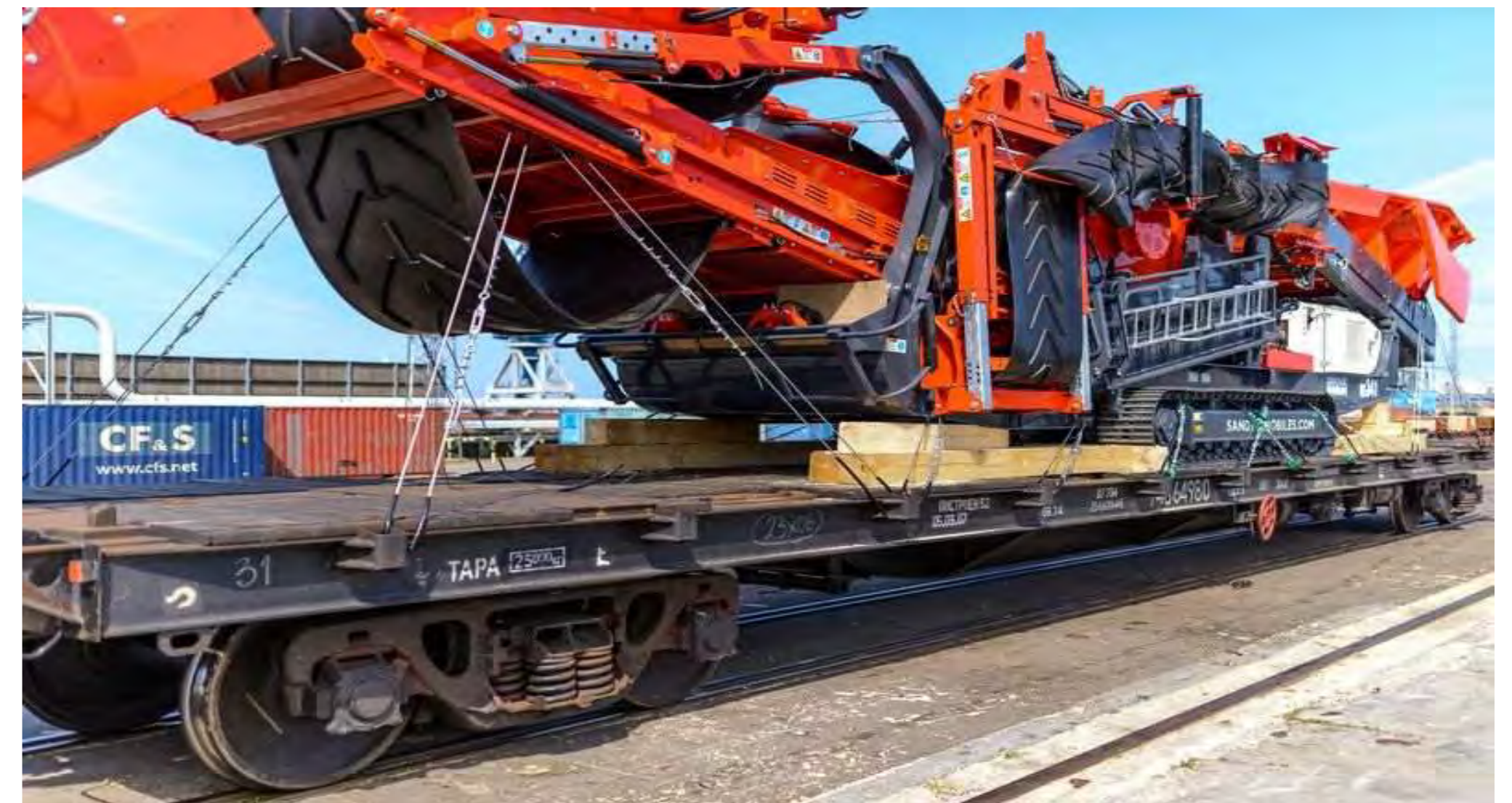
Low-bed platforms.

Private and open park equipment.

Main cargoes: agri-, construction-, mining machines and machinery, industrial goods, oil and gas, consumer goods and parts in containers.

Baltic Terminals benefits: experienced staff on various high&heavy cargo types, good quality on loading and lashing works, own technical teams.

Lower terminal tariffs against competitors.  
Flexibility, available capacity and space.



# Containers as part of projects

Destination – Russia and CIS countries  
Blocktrains to Moscow and Kaluga  
(automotive industry)  
Single unit shipments to CIS countries

**„One way“ containers.**

Railway/MPS containers.

Stock available in Northern Europe and  
Baltics.

Return of Railway containers to Baltics is  
free of charge.





# Competition

Overland transportation from Europe.  
Significantly reduced rates since  
sanctions applied versus multimodal  
transportation.

Direct Rail connection from Poland: via  
Malasevice / Brest border station.

Russian own ports at Baltic and Black  
Sea and Far-East



Thank You!