



Challenge and Opportunity **for the Southern Gateways**

Next 10 years challenge for EU global growth of productivity

*faster and cheaper access
to the Centre of Europe*

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Rail World group

- Container train operator founded in 2008
- Running market open trains in the Baltic Adriatic Rail Corridor since 2011
- Independence assured through own wagons, road chassis and inland terminals
- Locomotive operator Rail Polska is a railway undertaking operating throughout Poland with 50 locomotives at its disposal.
- Rail Polska builds new locomotives and renovates second-hand locomotives and wagons
- Baltic Rail operates 2 own container terminals in Wroclaw and in Katowice
- Rail World is a private railway investment and management company based in Chicago, US. Successful rail privatisation projects in UK, New Zealand and Estonia. Current operations in Poland, Estonia, Ukraine and US

More info at www.BalticRail.com





Our Customers today approach their factories from Far East to the Center of Europe:

- By air
- By direct rail via Malaszewicze
- By ocean via South
- By ocean via North

„Transit-time“ versus „Transport cost per ton“

Everyone knows. Normal. Right?

But what is wrong in this picture?

The balance between two last options is not fair today.

Why?

And what will be the next 10 years?





I have a dream...

when vessels are the same size, then
ocean rates to Koper should be 33% lower than rates to Gdansk

2/3 of Asian trade traffic to Europe will go via Southern gateways.

Industries will win in transportation costs.

Nature will win by 33% reduced fuel and carbon emissions

*10'000 km (!) per roundtrip
 multiply by number of saved services*

		Total nautical miles	Total kilometers	Extra distance	Extra kilometers	Days at slow steaming (18 knots)	Extra days
Busan	Koper	8 807	16 311			20 days 09 hours	
	Hamburg	11 044	20 453	25%	4 143	25 days 14 hours	5,2 days
	Gdansk	11 608	21 498	32%	5 187	26 days 21 hours	6,5 days
Shanghai	Koper	8 541	15 818			19 days 19 hours	
	Hamburg	10 778	19 961	26%	4 143	24 days 23 hours	5,2 days
	Gdansk	11 342	21 005	33%	5 187	26 days 06 hours	6,5 days

via Suez Canal

*plus days of stops
 in intermediate
 ports*

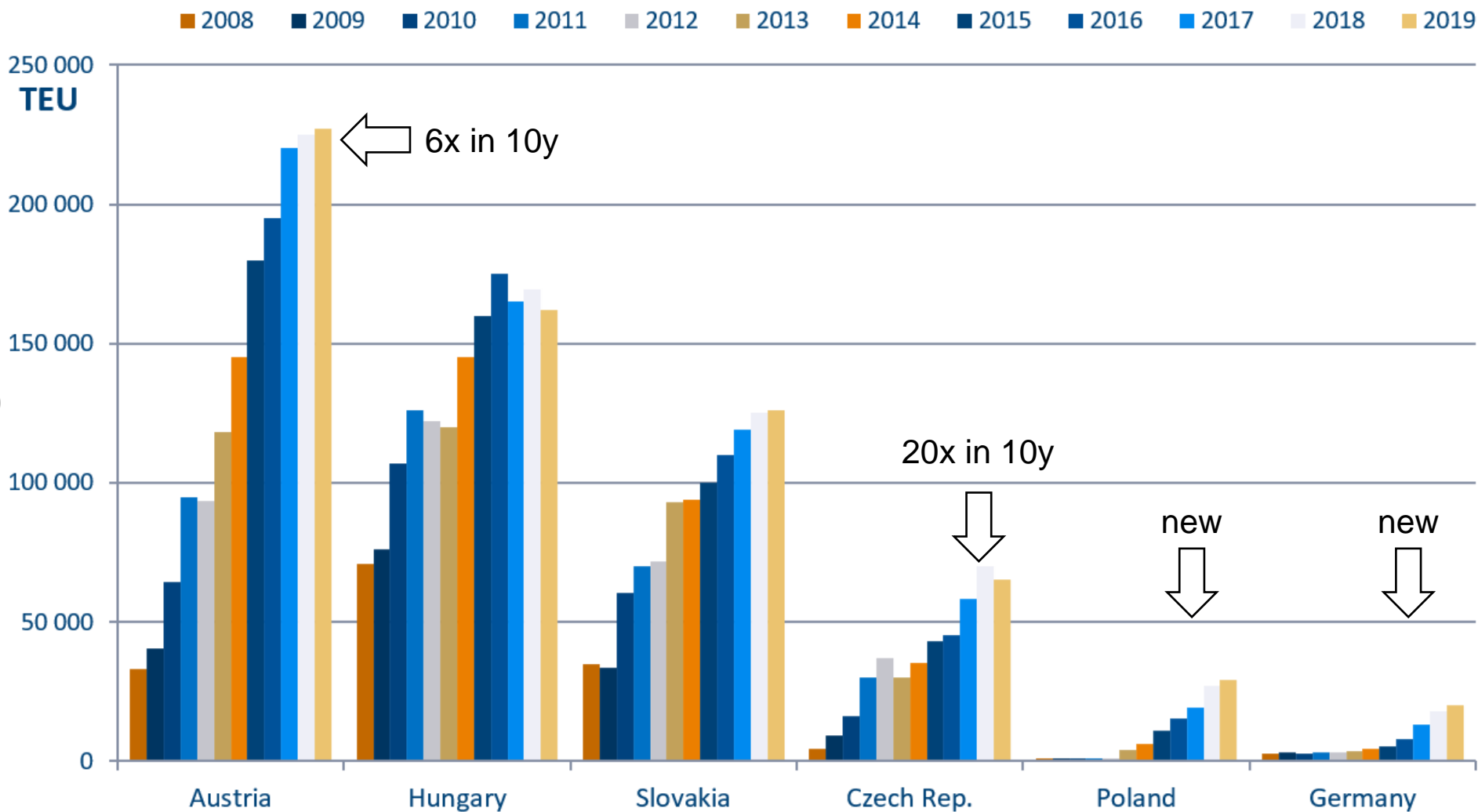


All ports invest, Northern and Southern...



And the balance is shifting...

TEU per year throughput via Koper port, as example





...first signs already here.

but the Big 10 year Challenge is still ahead of us.

Inertia is being overcome and Covid is shaking mindsets for better solutions.

Big customers should already demand 25% better rate to Southern ports.

But the global market shift has not yet happen.

The Challenge is to speed it up.

