

The Middle Corridor Role in Connecting Europe to Central Asia



MAERSK

The **Middle Corridor** (Trans-Caspian International Transport Route) plays an increasingly vital role in connecting **Europe to Central Asia** and beyond, emerging as a key alternative trade route amid shifting global trade dynamics.

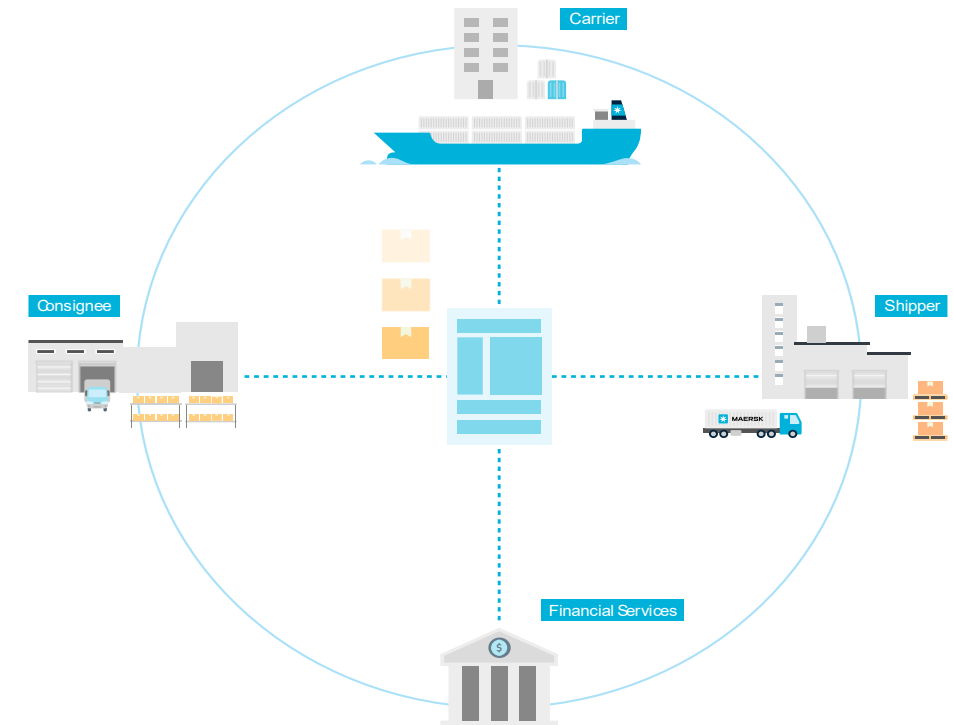


Constrain Factors of Global Supply Chain

- Red Sea Crises;
- Geopolitical tensions;
- Rising interest rates and persistent inflation / commodity pricing;
- Logistics Disruptions and Operational Failures;
- Limited Digitalization;

Key trends of Transformation in GSC:

- Increase of containerization and boost Standardization
- Just In time vs Just In Case Operational model/Inventory system
- Investment in Digitalization/New technology



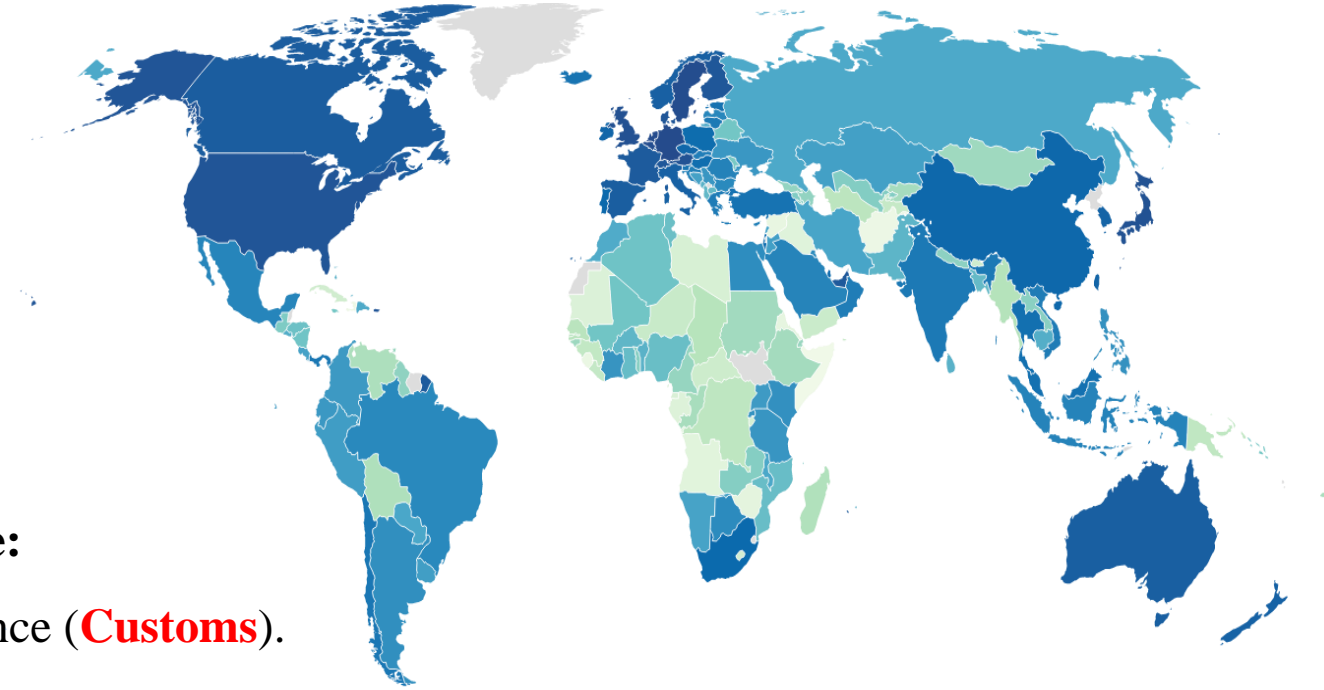
Strategic Importance

- **Alternative to the Northern and Southern Routes:** The Middle Corridor provides a crucial alternative to the **Northern Corridor** (which passes through Russia) and the **Southern Corridor** (which goes through Iran).
- **Diversification of Supply Chains:** The route enhances supply chain resilience by offering a **non-Russian** and **non-Iranian** transit corridor.
- **Bridging the EU, Central Asia, and China:** It connects **China, Kazakhstan, the Caspian Sea, Azerbaijan, Georgia, and Türkiye**, reaching Europe via the Black Sea or overland through Türkiye.

Emerging Market Potential

- **Increasing Trade Between Europe and Central Asia:** European interest in Central Asian markets (especially Kazakhstan, Uzbekistan, and Turkmenistan) is growing due to **resource wealth, industrialization, and economic diversification**.
- **Boosting Regional Integration:** The corridor encourages greater economic cooperation among **Kazakhstan, Azerbaijan, Georgia, and Türkiye**.
- **Opportunities for Foreign Direct Investment (FDI):** Infrastructure development, logistics hubs, and trade facilitation present new investment opportunities.

The LPI is an interactive benchmarking tool created to help countries identify the challenges and opportunities they face in their performance on trade logistics and what they can do to improve their performance.



LPI ranks countries on six dimensions of trade. They are:

- The efficiency of customs and border management clearance (**Customs**).
- The quality of trade and transport infrastructure (Infrastructure).
- The ease of arranging competitively priced shipments (Ease of arranging shipments).
- The competence and quality of logistics services—trucking, forwarding, and customs brokerage (**Quality of logistics services**).
- The ability to track and trace consignments (**Tracking and tracing**).
- The Timeliness of shipments in reaching destination within the scheduled or expected delivery time. (**Timeliness**).

Central Asian Countries LPI Ranking 2023

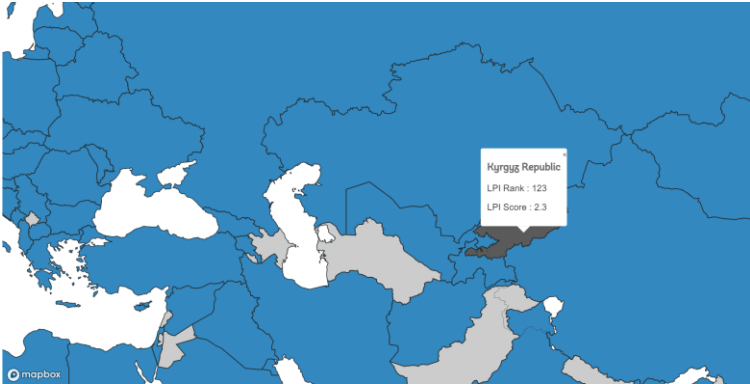
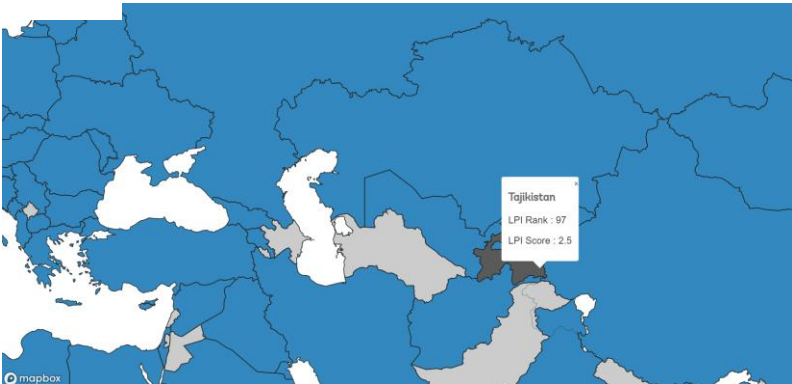
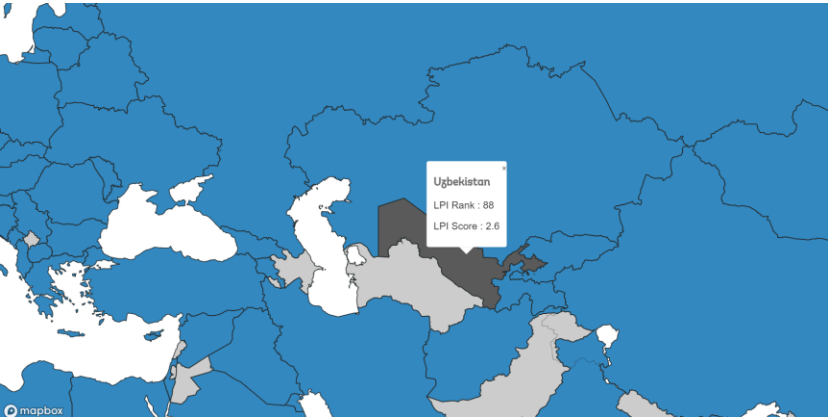
Country	LPI Score	Customs Score	Infrastructure Score	International shipments Score	Logistics competence Score	Tracking & tracing Score	Timeliness Score
Kazakhstan	2,7	2,6	2,5	2,6	2,7	2,8	2,9
Kyrgyz Republic	2,3	2,2	2,4	2,4	2,2	2,3	2,4
Tajikistan	2,5	2,2	2,5	2,5	2,8	2	2,9
Uzbekistan	2,6	2,6	2,4	2,6	2,6	2,4	2,8

www.worldbank.org

Central Asian Countries LPI Ranking 2018

Kazakhstan	2018	2.58
Turkmenistan	2018	2.31
Uzbekistan	2018	2.59
Tajikistan	2018	2.33
Kyrgyz Republic	2018	2.36

www.worldbank.org



➤ Maersk Role as a Global logistic Integrator

We see an importance of our participation in the process not only as shipping line but as a global containerized logistic integrator. Our group has a world class experience presenting trucking, CBR, WnD, SCM and we understand that our expertise will be critically useful for development and optimization of logistic performance determinants and support trade development in Caucasus and Central Asian countries.

Intercontinental/Cross boarder Rail Services:

- ✓ Block Train,
- ✓ Single Container FCL
- ✓ Less then container LCL

Maersk Inland Delivery:

- ✓ Trucking / Rail combined services to/from Baku, AZ
- ✓ Overland / Creation direct services to/from CA

Warehousing & Distribution services:

- ✓ Consolidation Centers
- ✓ Deconsolidation Centers
- ✓ Fulfilment Centers

Managing supply chain on three fronts:

- ✓ Data Management
- ✓ Stakeholder Management
- ✓ Shipment Management



Connecting Central Asia to the World



through alternative E2E rail solutions in

Rail ramp – ramp Transit times (days)

Almaty	Xian	20 days
Xian	Almaty	14 days



Sustainable, low carbon transport alternative



Large equipment pool from Maersk/Sealand being used: 20DC, 40HC



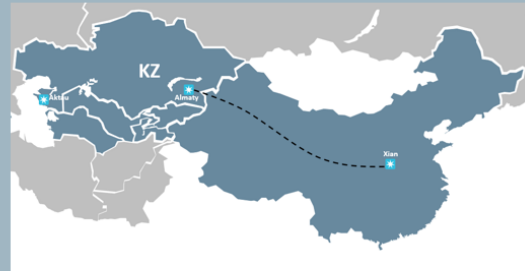
First and last mile connections in Georgia, Azerbaijan and Kazakhstan with dedicated trucking pool



Multiple departures per week



Dedicated control tower team handling operations



Rail Connection ————

Connecting Central Asia to the World



through alternative E2E rail solutions in

Rail ramp – ramp Transit times (days)

	Baku	Aktau	Almaty	Astana	Tashkent
via Istanbul	8	12	25	25	25
via Poti	5	8	18	18	18



Sustainable, low carbon transport alternative



Large equipment pool from Maersk/Sealand being used: 40HC, 45HC



First and last mile connections in Georgia, Azerbaijan and Kazakhstan with dedicated trucking pool



Multiple departures per week



Dedicated control tower team handling operations

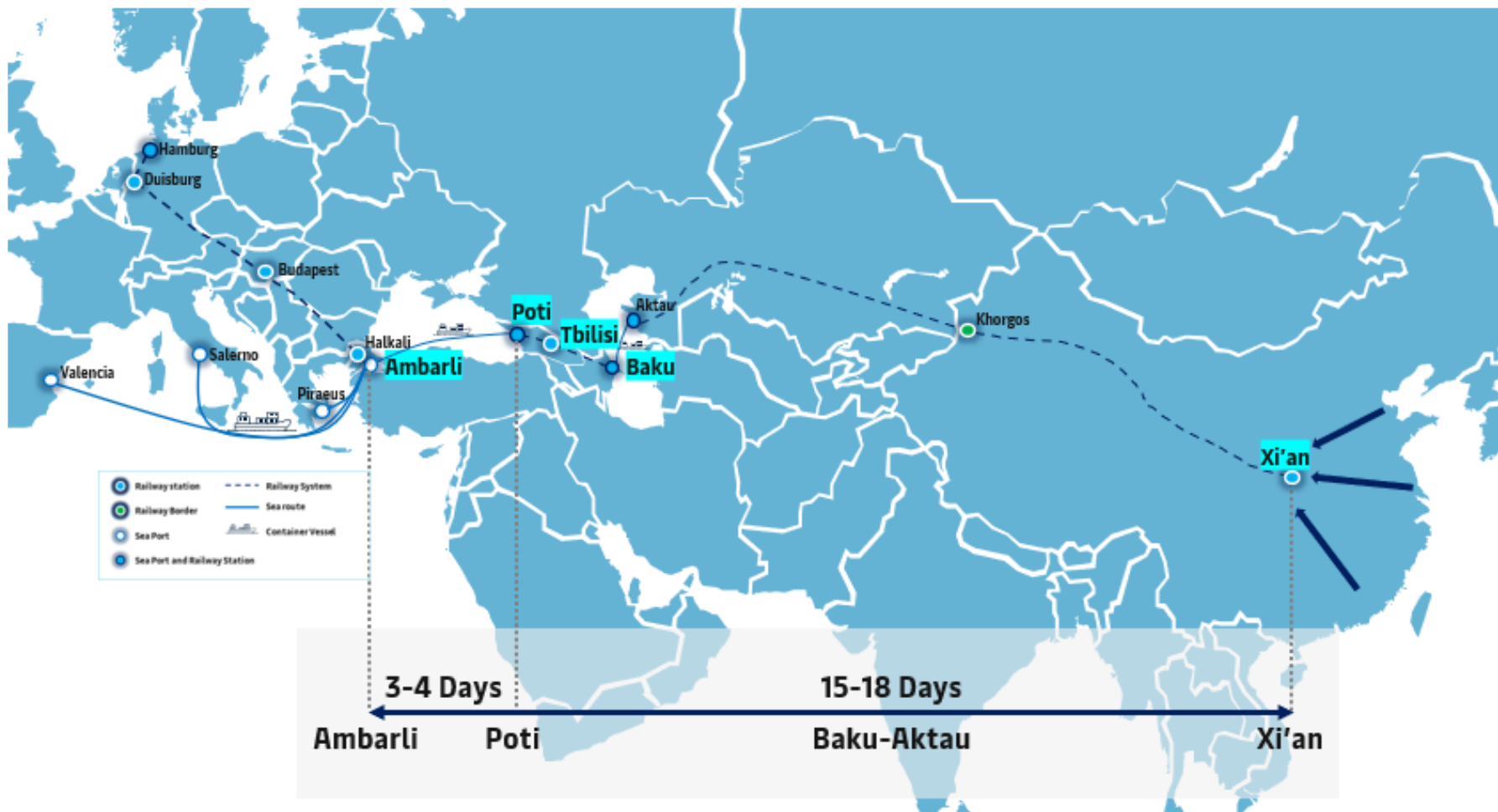


Rail Connection ————

Feeder Connection ————



Maersk CBT Middle Corridor



Key Highlights

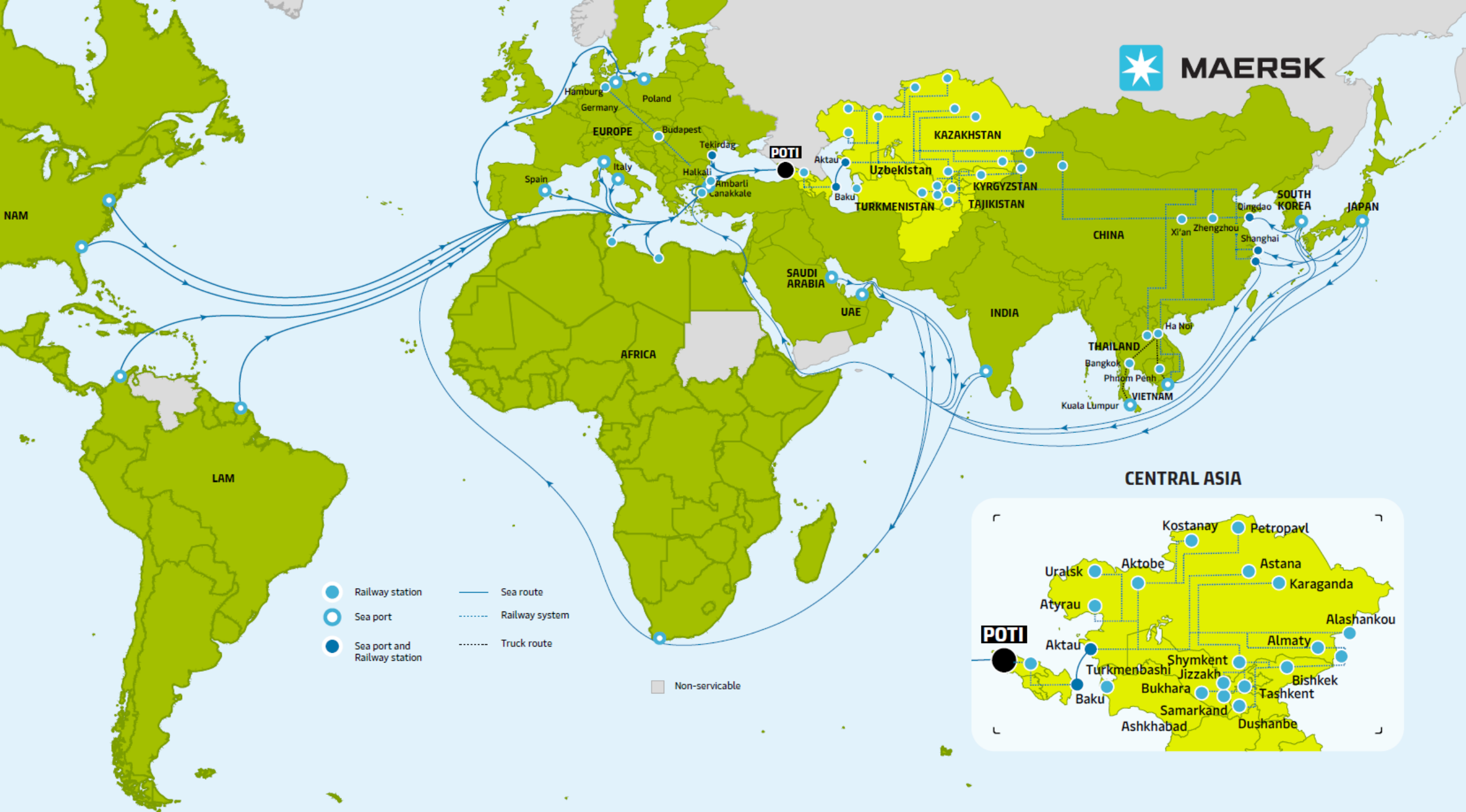
20 days from Xi'an to **Ambarli** as theoretical Transit Time
 Block train available with 50-55 FE capacity
 Weekly service open for single container
 The corridor across Caspian Sea and Black Sea
 Further connection by Maersk own Ocean connection
 FAK cargoes is acceptable including EV, except battery (alone), DG

Value Proposition

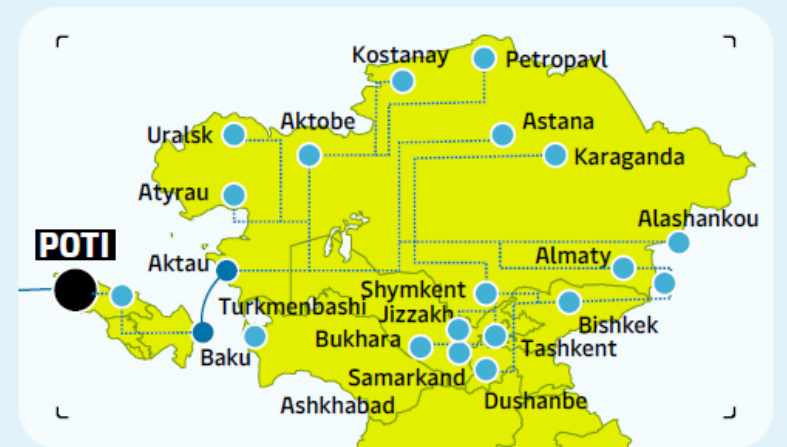
Alternative, Eco-friendly Solution to enhance supply chain resilience
 Flexible Choice for customer transferring between ocean and rail
 Space Guarantee with execution priority on rail and ocean
 Extensive Coverage from Xi'an to whole Greater China

Risks

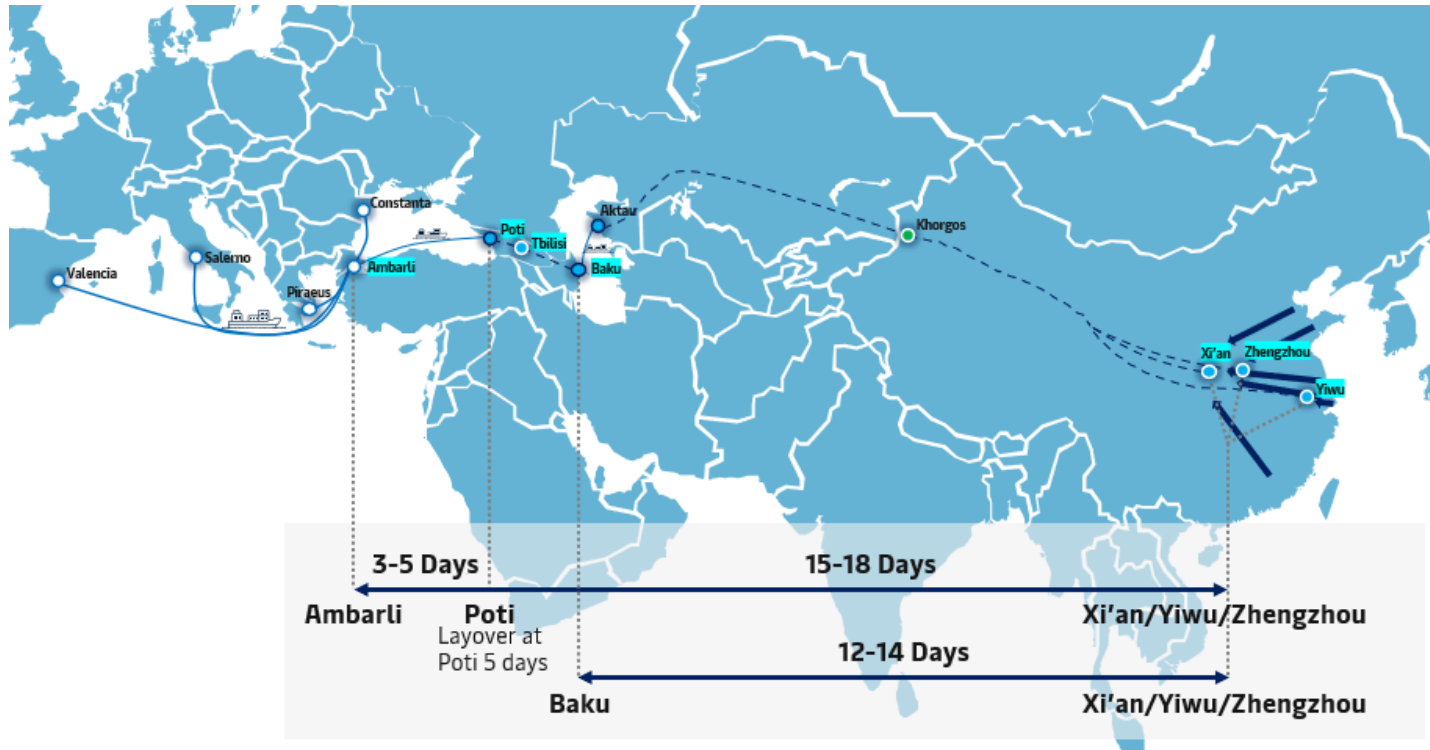
Weather conditions in the Caspian Sea are very unpredictable during winter which can impact service schedule
 Infrequent schedules across the Caspian Sea and Black Sea which will prolong transit time in case cut-offs are missed



CENTRAL ASIA



Maersk CBT **Middle Corridor** solution to enhance your supply chain resilience between China and Turkey, Georgia, Azerbaijan, Romania, Italy and Spain



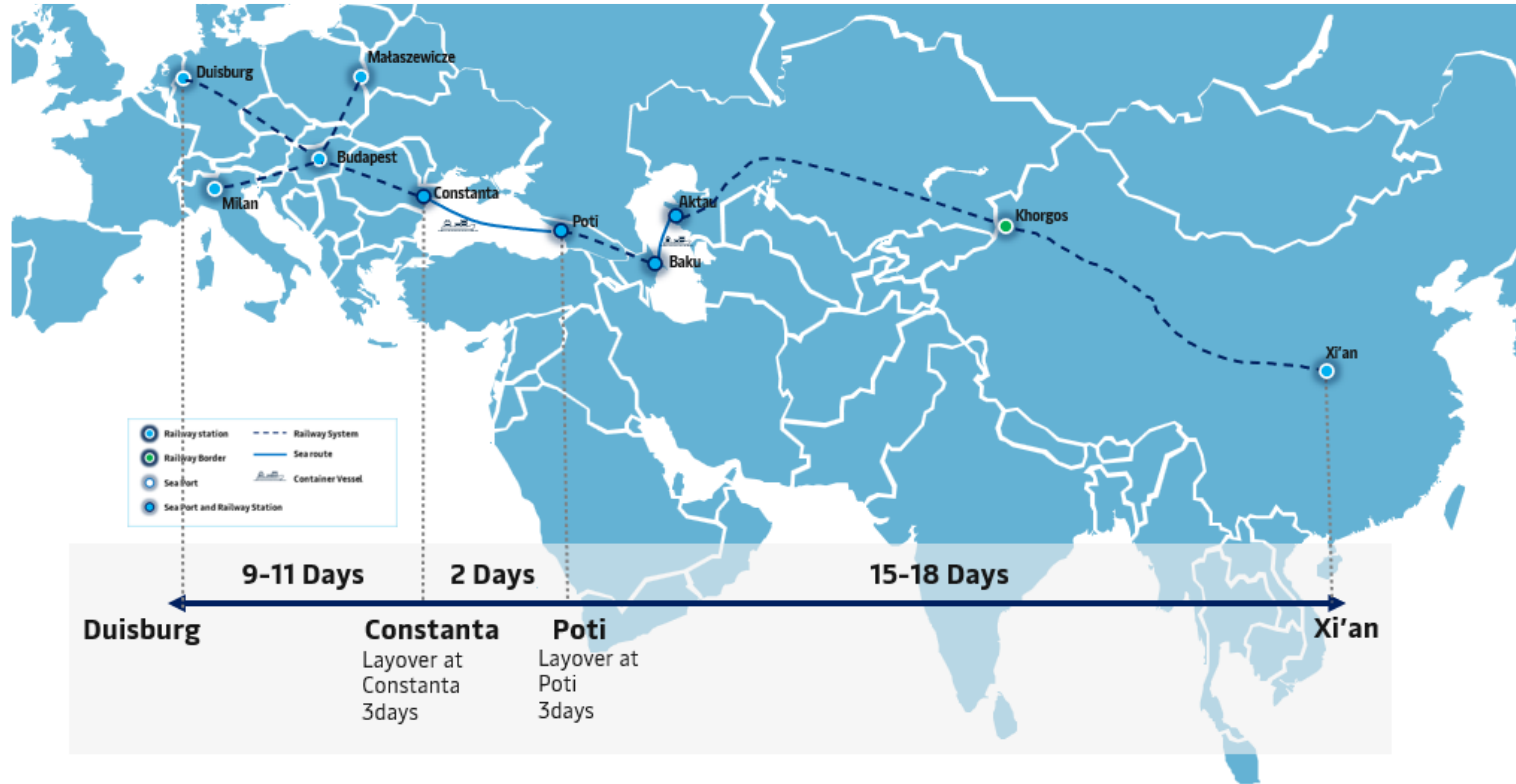
Key Highlights

- 23-28 days ex. Xi'an/Yiwu/Zhengzhou to **Ambarli**
- 12-14 days ex. Xi'an/Yiwu/Zhengzhou to **Baku**
- 38-44 days to **Salerno** and **Genoa**, 44-47 days to **Valencia, Algeciras** and **Barcelona**
- Weekly service open for **Single** container
- Block train is available with **50-55FFE** capacity
- The corridor across Caspian Sea and Black Sea
- Further extension to **Romania, Italy, Spain** by Maersk own **Ocean connection**
- FAK cargoes is acceptable including EV, except battery (alone), DG

Value Proposition

- **Alternative Solution** to enhance supply chain resilience
- **Flexible Choice** for customer transferring between ocean and rail
- **Space Guarantee** with execution priority on rail and ocean
- **Multiple departures** serve more customers demands

NEW weekly XI'AN-EUROPE service via Middle Corridor



Key Highlights

- 32-37 days from Xi'an to **Duisburg/Budapest/Milan**
- 35-42 days from Xi'an to **Malaszewicze**
- 23-26 days from Xi'an to **Constanta**
- Block train available with **50-55FFE** capacity, weekly service open for **Single** container.
- The corridor across Caspian Sea and Black Sea
- FAK cargoes is acceptable including EV, except battery (alone), DG

Value Proposition

- **Alternative Solution** to enhance supply chain resilience
- **Flexible Choice** for customer transferring between ocean and rail
- **Space Guarantee** with execution priority
- **Extensive Coverage** from Xi'an to whole Greater China

Risks

- Weather conditions in the Caspian Sea are very unpredictable during winter which can impact service schedule
- Infrequent schedules across the Caspian Sea and Black Sea which will prolong transit time in case cut-offs are missed

Bringing Central Asia closer to the world

Unlock supply chain efficiencies
with our new Ocean-Rail offering

Move your cargo seamlessly to and from Central Asia with our new end-to-end intermodal Ocean and Rail transport solution.

Connect the United States, Asia, Far East and Mediterranean Europe with growing consumer markets in Kazakhstan, Uzbekistan, Turkmenistan, Kyrgyzstan and Tajikistan.

Unload your cargo at the Georgian port of Poti, the connecting gateway to Maersk's global ocean network, and transport to various destinations in Central Asia via our reliable rail network. Minimise delays and ensure secure last mile deliveries with our robust trucking services integrated into your logistics plans.

Also expand your reach by leveraging our network of Cross Border Rail services (CBR) between Central Asia, China and South East Asia.

Benefits



Seamless transport

Leverage our reliable network of local logistics partners and vendors for easy cargo transport across borders.



Better visibility

Get real-time updates and stay on top of your containerised cargo with our digital tracking and monitoring tools.



Greater flexibility

Get more supply chain agility with our intermodal Ocean and Rail transport and the CBR service from Asia supporting your business.



Enhanced reliability

Avoid delays and reach your customers on time with multiple scheduled departures every week.



Sustainability

Meet your CO2 goals with our low-carbon emissions rail network.



End-to-end control

Get streamlined cargo handling with a dedicated control tower team managing your operations and exceptions along the way.

Thank you!

Irakli Danelia (Prof. PhD in Economics)

Central Asia & Caucasus region Business development Head

(Kazakhstan, Turkmenistan, Uzbekistan, Tajikistan, Kyrgyzstan, Georgia, Azerbaijan, Armenia)



King David Business Center, 5th Floor
12 Aleksidze str., 0179, Tbilisi, Georgia
Tel: +995 577 00 32 32
E-mail: irakli.danelia@maersk.com
www.maersk.com