



TIME FOR A CHANGE?

New Solutions for a Changing World

Mediterranean Ports and Logistics

May 2024

Trieste, Italy



Is Change and Uncertainty the New Normal? Do we manage the risk or benefit from opportunity?



We don't like new solutions
We like to use existing solutions which have
been proved to be reliable.

Supply chains see change as risky preferring to
stay in today's 'comfort zone'. Focusing on
doing bigger, faster, cheaper.

But today's circumstances have found many
solutions unreliable. It is time for many changes.





Together with the whole world the transport community is coming to terms with dramatic global changes

The Covid Pandemic → supply chain disruption → changed lifestyles and purchasing power

Climate issues → demand for greener solutions

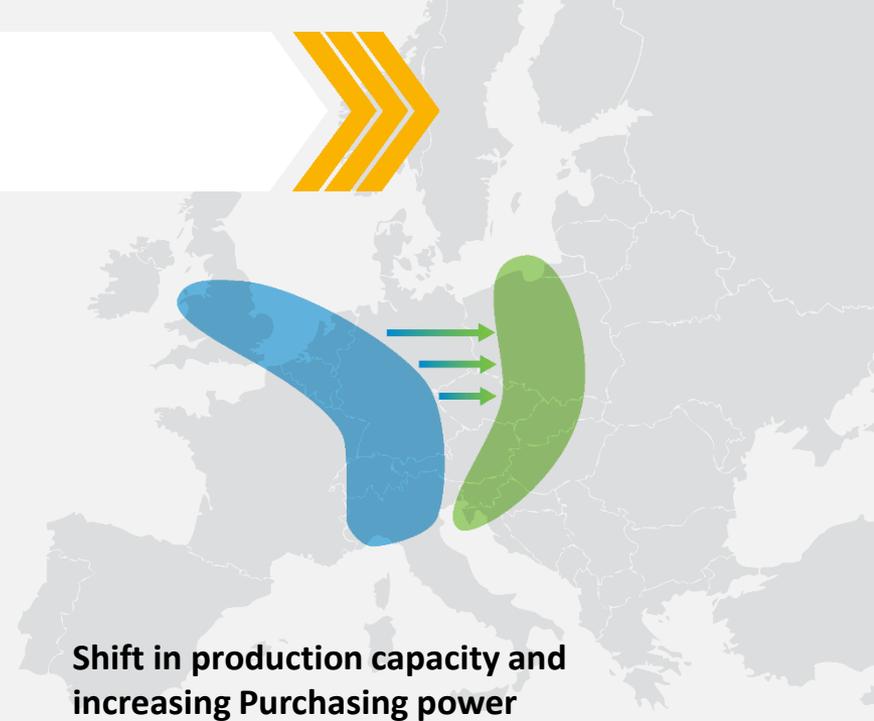
War in Ukraine → rerouting of supply chains → energy prices → change in supplier and customer bases

Red Sea Disruption → rerouting of container lines around Africa with changes in supply time and reliability



Rail World Group

- Baltic Rail Intermodal train operator **founded in 2008**
- Running open market neutral trains in the Baltic Adriatic Rail Corridor since 2011
- Independence assured through **owned wagons, locomotives and inland terminals**
- Group owned 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 owns and operates 2 **container terminals in Wroclaw and in Katowice**
- Rail World is an **American owned 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



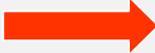
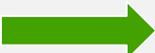
Locomotive designed and produced by Rail Polska



Fast Access to /from the Center of Poland

- Over 25 mln people in the 180 km radius coverage area of our terminals.
- Poland is the industrial heart of Central Europe.
- Proven solution for Japanese, Korean, and Chinese import supply chains.
- Proven solution for Middle East import supply chains from Central Europe. Shipping Lines want to return cargo.
- Open to cooperation with all shipping lines. Trains departures coordinated with Asian ship arrivals.
- 36 hour terminal port transit time.
- 2- 3 services per week.

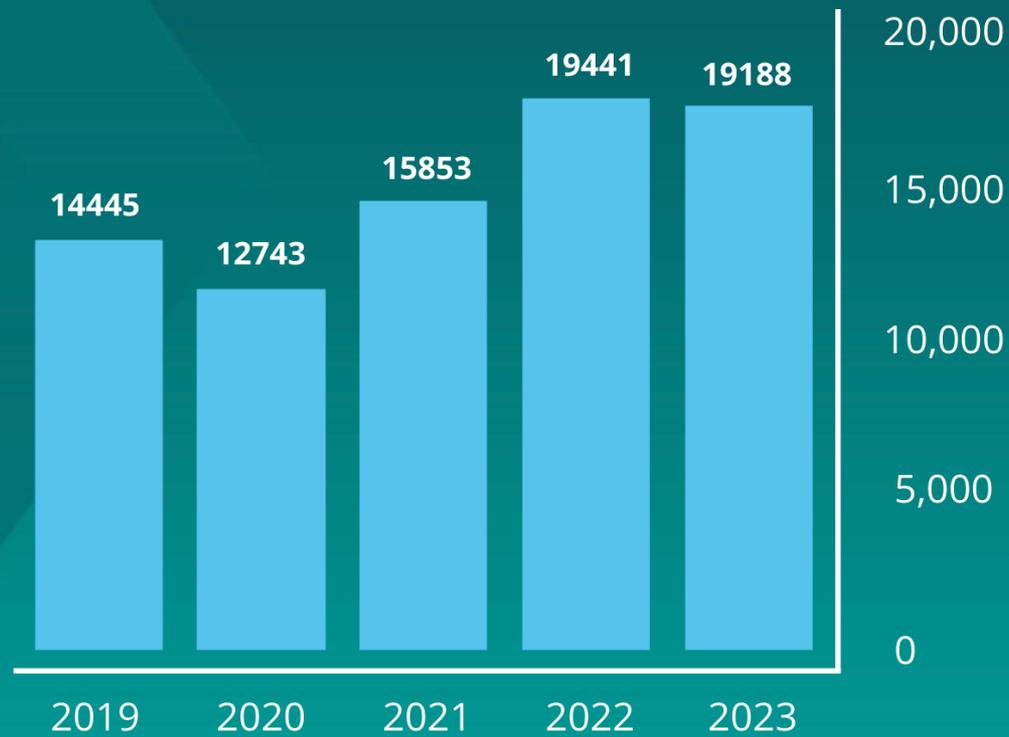


-  Consumers importing
-  Producers exporting

13 years of trains between Koper and Poland



Container Traffic by Baltic Rail trains



Train volume on Baltic Rail trains • TEU per year • 5 years actual

The Baltic Adriatic Land Bridge is an intermodal land bridge within the Ten-T Baltic Adriatic Corridor. It connects Scandinavia and Nordic Europe with the Mediterranean, North Africa and Gulf Regions using existing scheduled services.



Norway **2 days**
 Sweden ● **1 day**
 Finland ● **2 days**
 St. Petersburg ● **3 days**

● **1 day**
 Port Gdynia
 Port Gdansk



3 days
 rail landbridge
 3 services a week

● **1 day**
 Port Koper



Israel ● **3 days**
 Egypt ● **4 days**
 Algeria ● **6 days**
 Turkey ● **7 days**

to Turkey, Israel,
 Egypt, North Africa,
 Saudi Arabia, Gulf region

Oslo Stockholm Helsinki St.Petersburg

Stockholm

Helsinki

St.Petersburg

Gdynia
 Gdansk

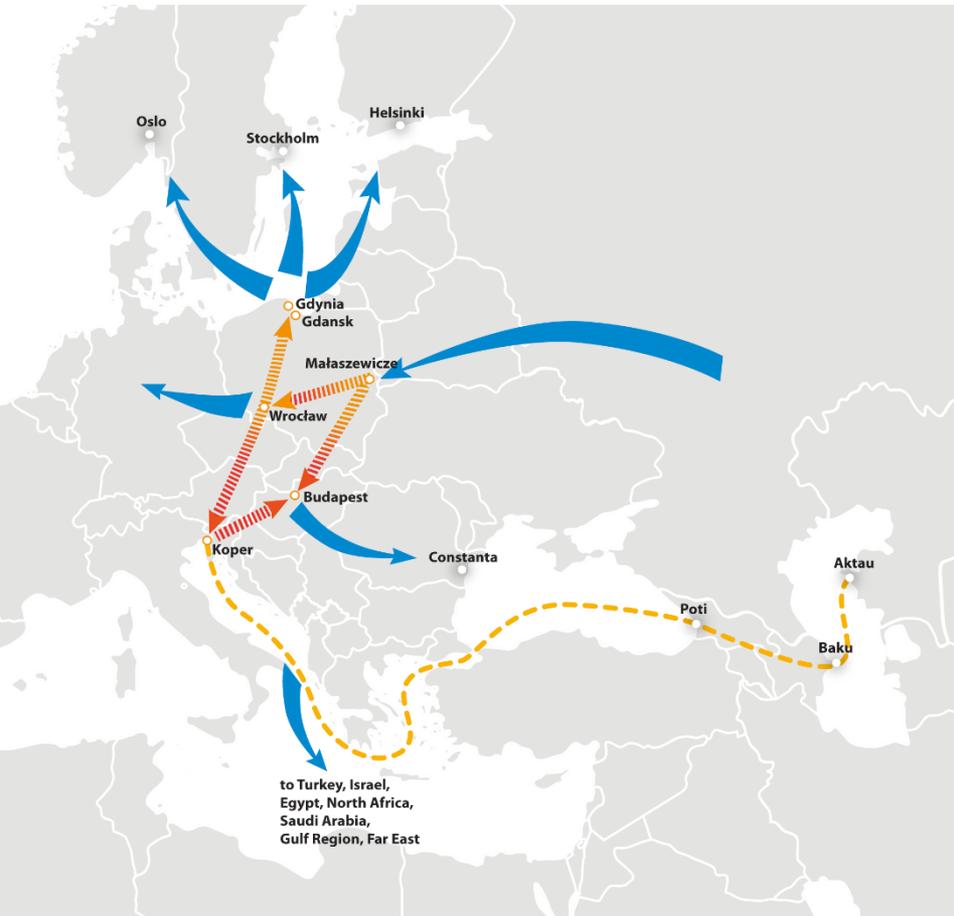
Wrocław

Koper





Baltic Adriatic together with the Middle Corridor



TSR and TCR Rail connections from Asia have been growing steadily for the last 2 decades.

Industry has incorporated them into their supply chains

The war in Ukraine has challenged these solutions with sanctions and shippers choices to avoid risk

Traffic through Ukraine is not possible. Traffic through Belarus is not desirable for certain shipper.

This point the Baltic Adriatic Corridor at the interface of the Asian and European solutions.

Development of the Middle Corridor is growing and more connections into Central Europe are required.



Hungarian Terminal

- We will be opening a terminal in June 2024 in Hungary a Székesfehérvár.
- The terminal will increase capacity in a market which has seen good growth and is expected to develop dramatically in the near future with further development in the EV market.
- First services will connect Koper and Poland and will augment existing network





Wagons with Electrical Connection for the Reefers on the Rail



Baltic Rail container trains between Koper and Poland now have possibility to connect reefers and supply energy to containers on the rail.

90' wagons equipped with SWS PowerBox[®] technology are a game-changer in the field of railway transportation.

The SWS PowerBox[®] is innovative system with self-sufficient power generation and storage capabilities on the wagon. No electricity consumed from locomotive.

Investments are being made in the Baltic Adriatic Rail Corridor

New container terminal in Gdansk

Port of Koper Quay extension, New tracks, Extra STS cranes

Second track to Divača - Increase of capacity, Reduction of transit time

Additional ocean connections – Baltic and Adriatic Seas

Larger ships being deployed to the corridor ports

Multi-system locomotives and additional wagons

Longer trains with improving train speeds – moving to 740m in TEN-T corridors



Bookings invited!

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