Baltic Business opportunities with Rail Baltica

Riga, April 24-25
Main Business areas & directions

**Construction & Maintenance**
- economic boost for local players;
- necessary experience for further tenders in 1435mm area;
- possibility to form REAL pan-Baltic cooperation & alliances.

**Rolling stock Maintenance**
- additional business for existing repair factories and/or completely new solutions (new type of rolling stock with different requirements than 1520mm system);
- possibility to start production in small amounts of specialized rolling stock for 1435mm system.

**Logistics**
- new logistics/distribution centres;
- new service types.
Do Baltic states have common interests?
The new Game Changer - SUPERGRID

- Sale
- Transport
- Sale
- Transport

5% to 7% off from "PRICE X"
Assembling, labeling and other Value Added Activities
Customs duty 4%
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Opportunities and Trends

E-commerce/M-commerce
- smaller shipments, global coverage, rapid increase

3D Printing
- global changes in production industry (e.g. ADIDAS)

Internet of Things
- zero inventory, JIT setup
Partners or Competitors?
**Few important pre-conditions**

Trucks crossing Baltic borders (# per day; 2014)*
- PL/LT : 5275
- LT/LV : 3317
- LV/EE : 1994

* Source: Rail Baltica web page; presentation

EU White Paper on Transport:
- 30% from road to rail/water till 2030;
- 50% from road to rail/water till 2050

Road Tax and different Fees in Europe

Minimal salary rule for Drivers

Only 5% or ~ 70 000 of total 2,2 million semitrailers are cranable. Desperate need for new type of railway rolling stock.

Lack of truck drivers all over Europe is increasing from year to year (~ 10 000 drivers only in Germany during next few years).
Ideas, discussions, set-up of new business