



# Baltic Business opportunities with Rail Baltica

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Latvijas Loģistikas Asociācija  
Latvian Logistics Association

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# Main Business areas&directions

## Construction & Maintenance

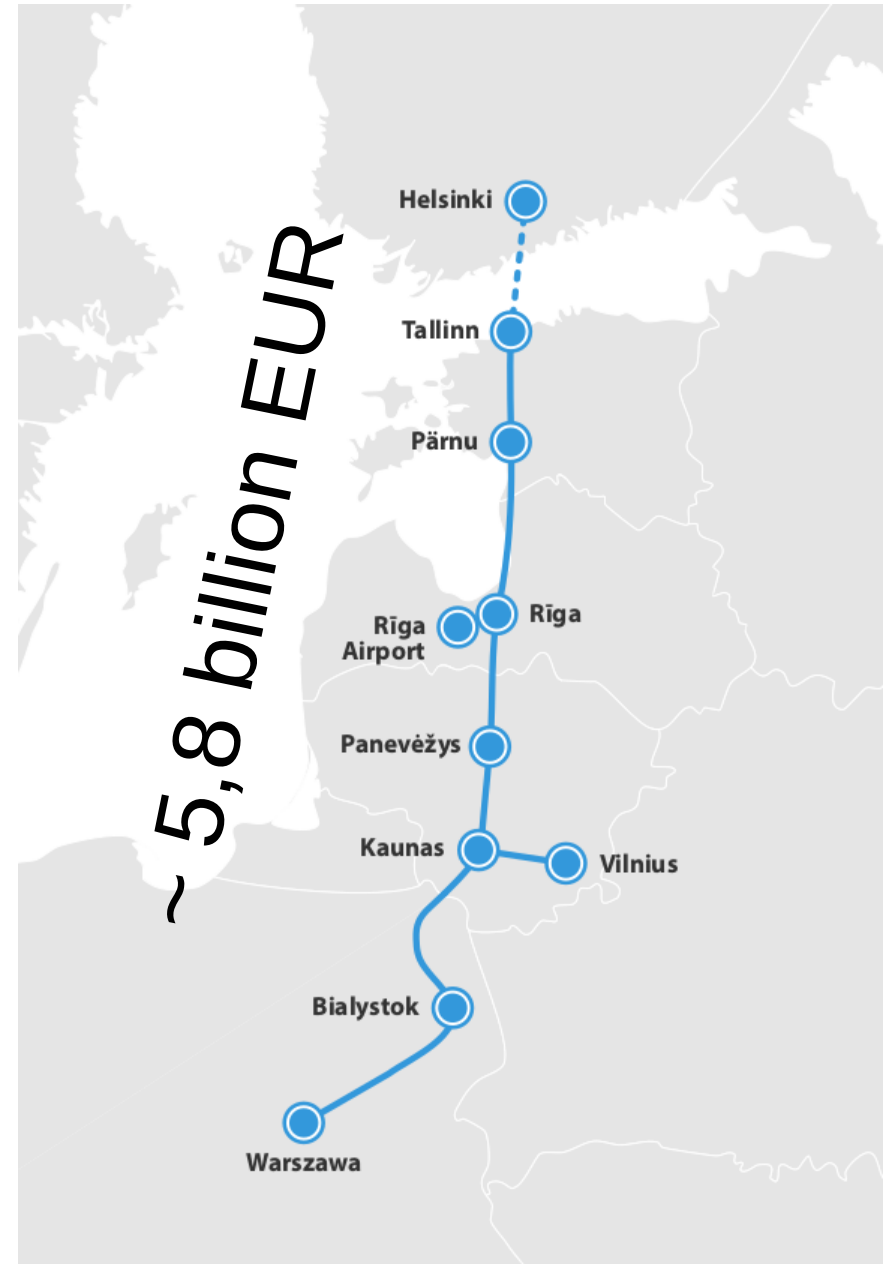
- economic boost for local players;
- necessary experience for further tenders in 1435mm area;
- possibility to form REAL pan-Baltic cooperation&alliances.

## 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

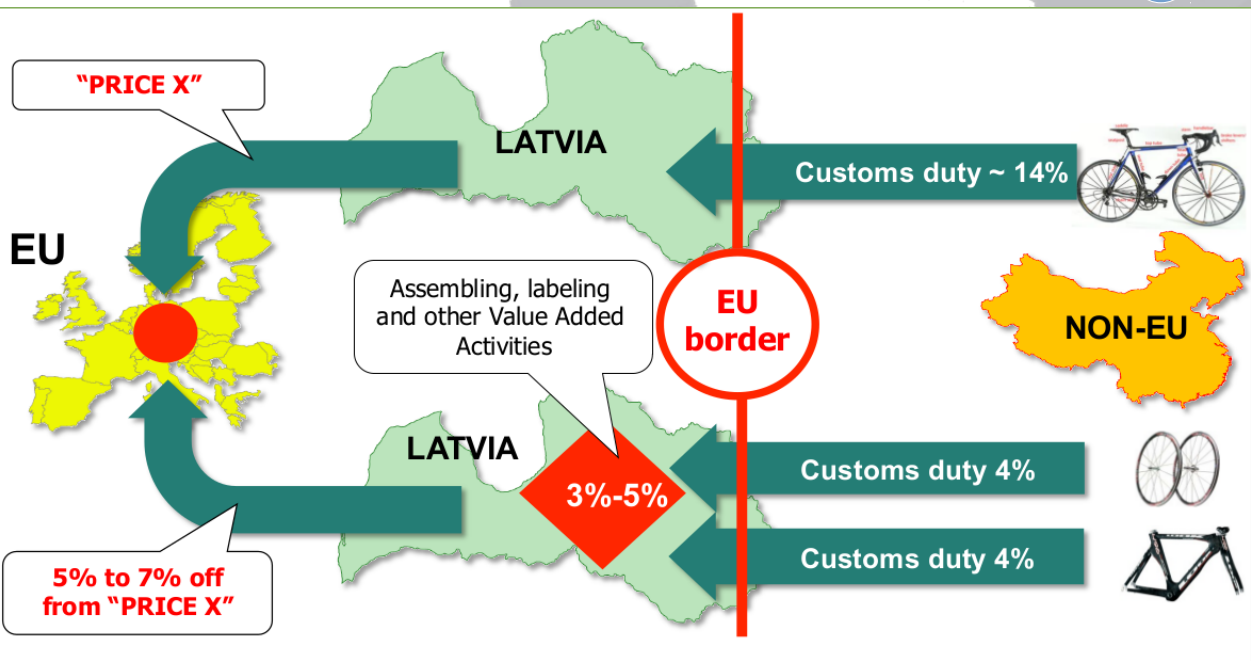
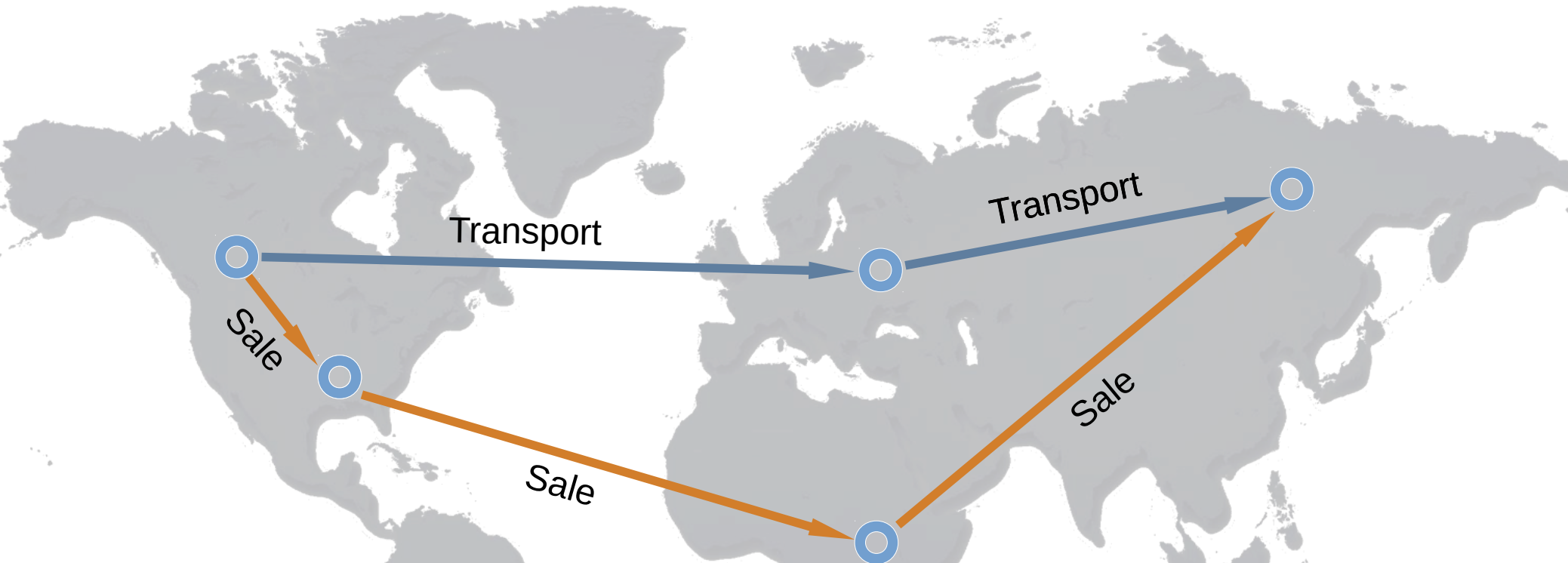
- new logistics/distribution centres;
- new service types.



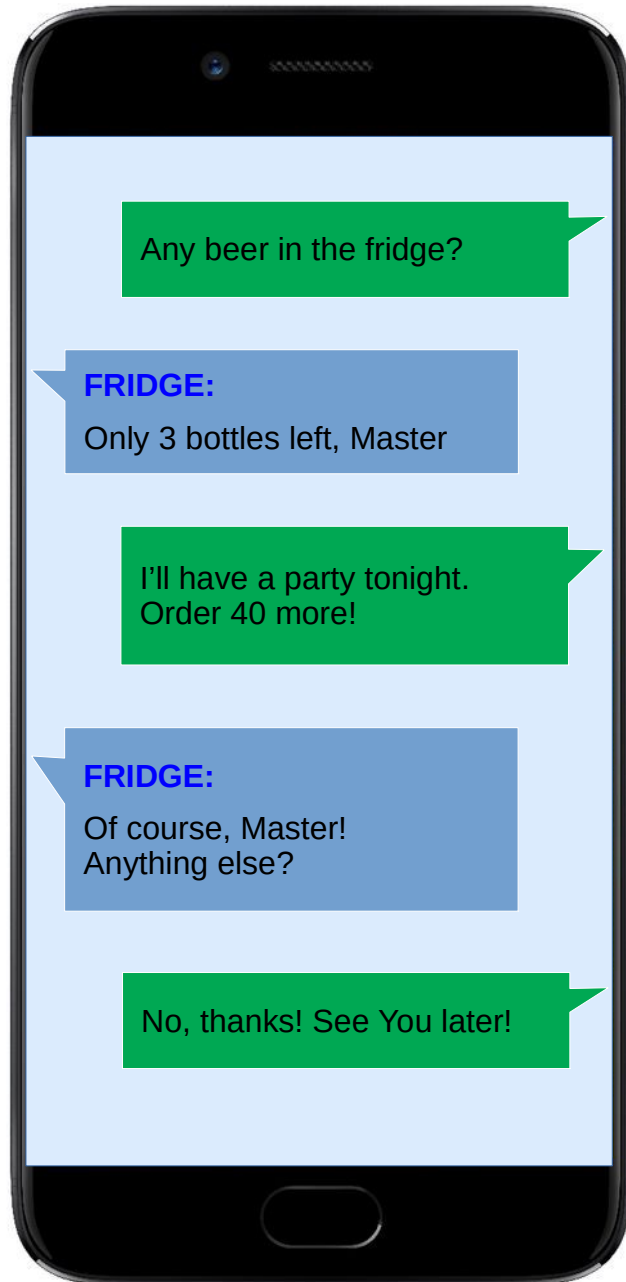
# Do Baltic states have common interests?



# The new Game Changer - SUPERGRID



# Opportunities and Trends



## E-commerce/M-commerce

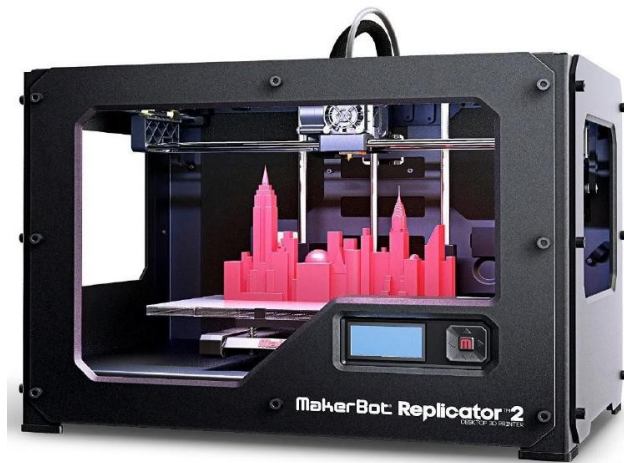
- smaller shipments, global coverage, rapid increase

## 3D Printing

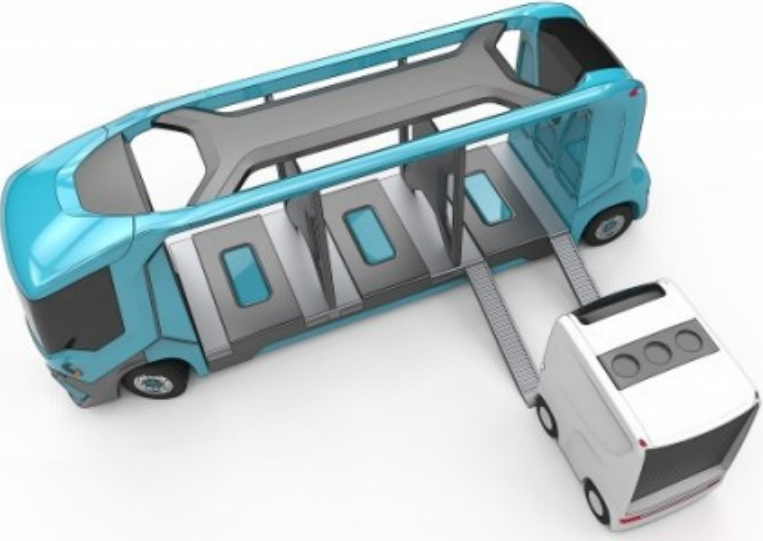
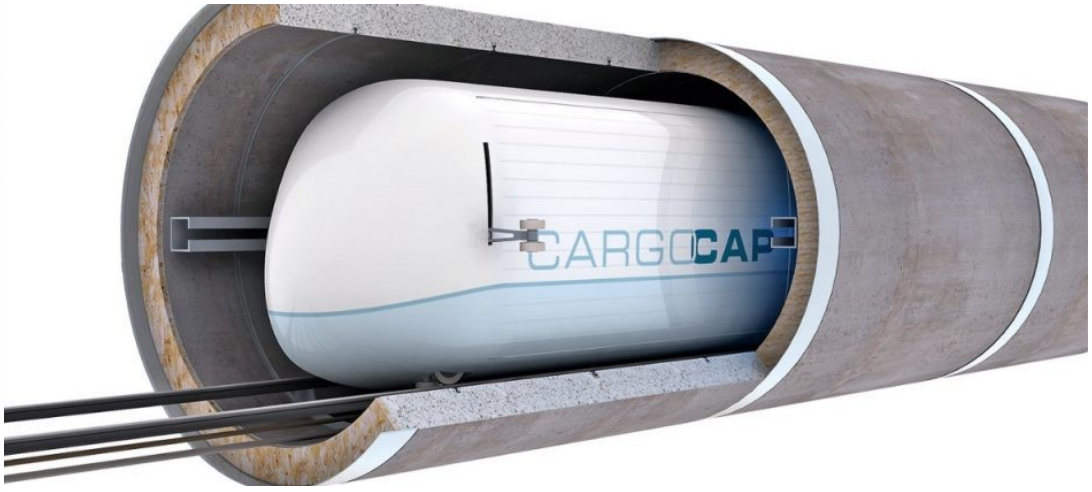
- global changes in production industry (e.g. ADIDAS)

## 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



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