



FORUM FRET FERROVIAIRE ET OFP

OFP ET FRET FERROVIAIRE - JOURNEE DE RENCONTRES ET D'ECHANGES

Paris, 15/11/2017





BELARUS



RUSSIA



KAZAKHSTAN

Main operational target – high quality rail service in the Eurasian transit

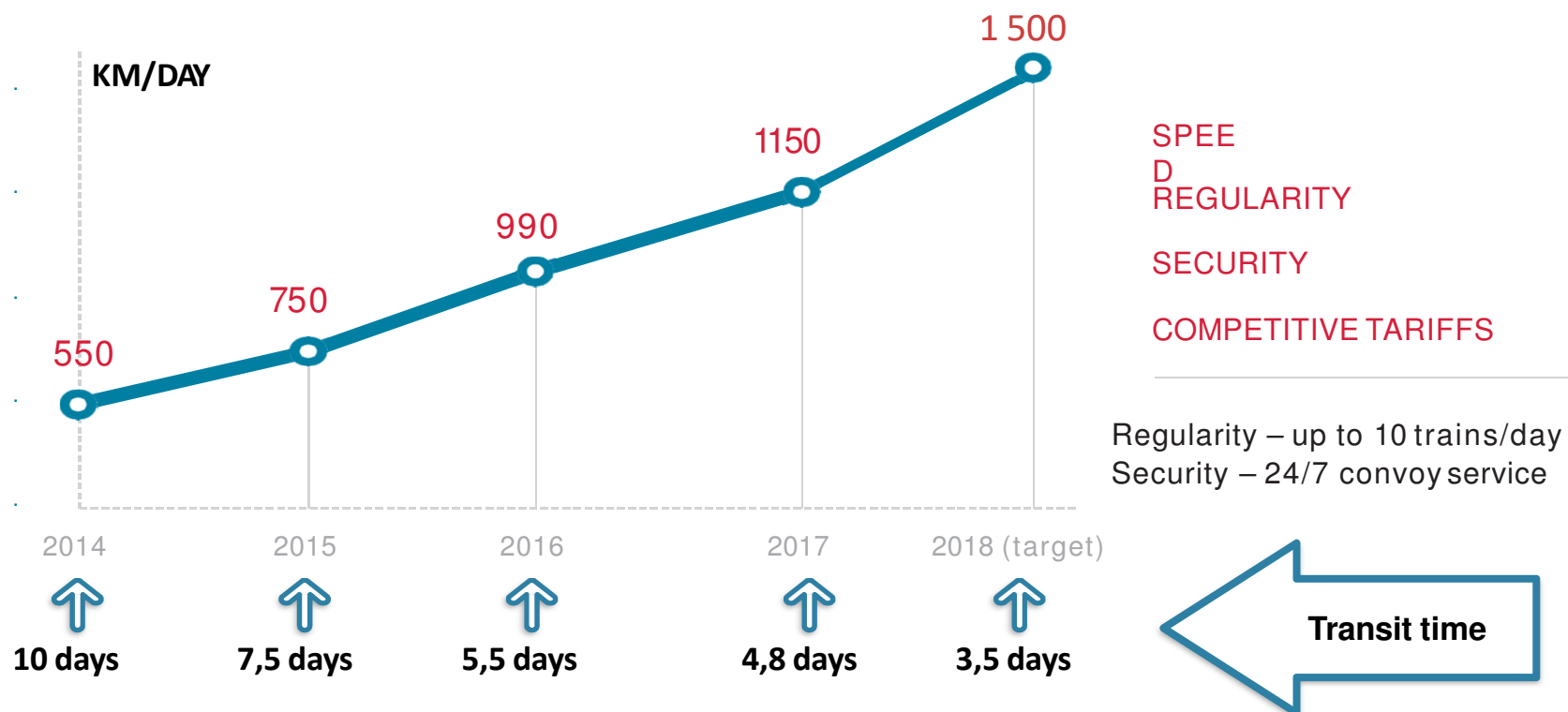
Dynamic of volumes between EU and SEA & China

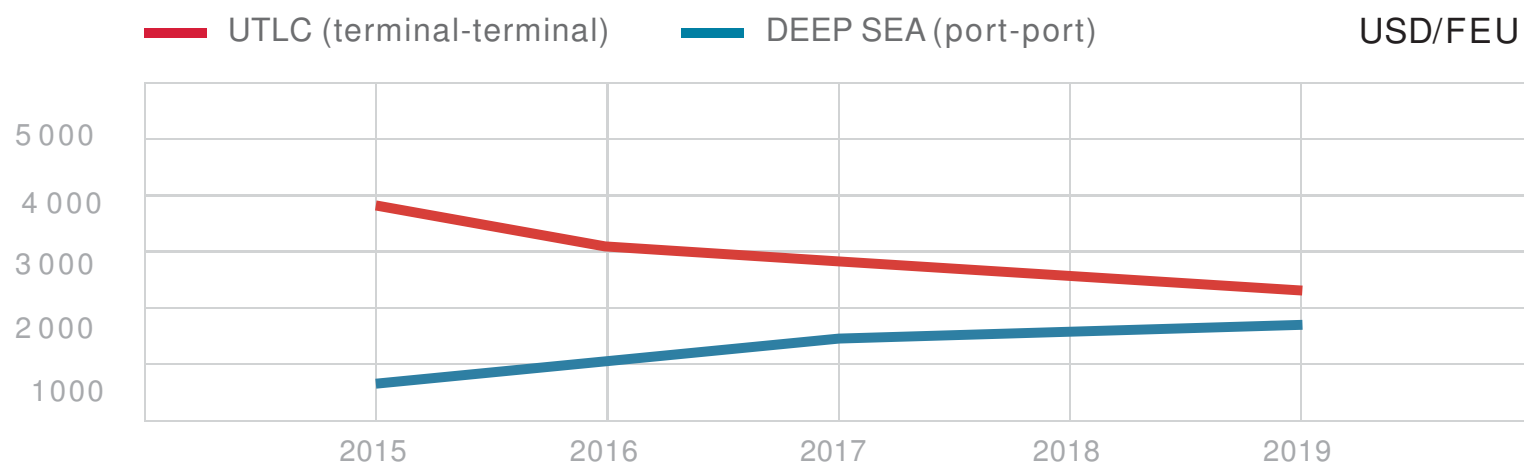
| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 forecast |
|--------|-------|--------|-------|-------|--------|------------------|
| 20 202 | 19901 | 20 429 | 21926 | 21700 | 22 400 | 23 070 |

99 % SHIPPED BY SEA

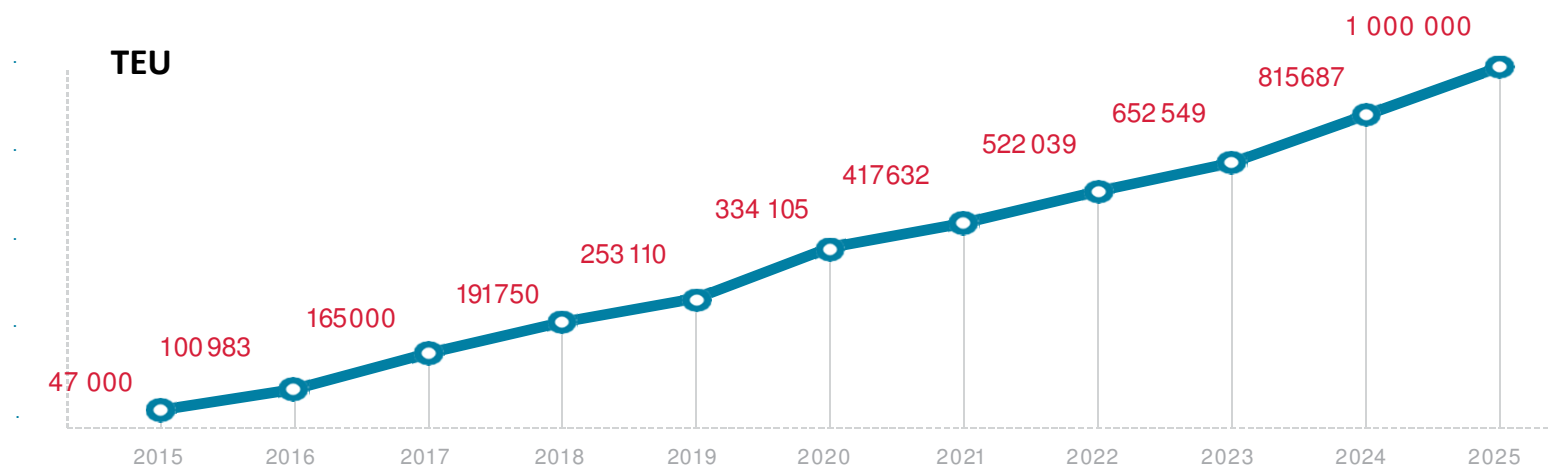
thousand, TEUs







UTLC rate index is no longer two or more times higher than DEEP SEA



1 mln TEUs – a common and very ambitious target for the Eurasian transport industry

in 2015



● Added in 2016



● Added in 2017



The number of regular routes in UTLC services in 2017 has reached 48 (at the beginning of 2016 there were 19)



20 container terminals in EU

12 rail carriers in EU

48 routes between EU and China

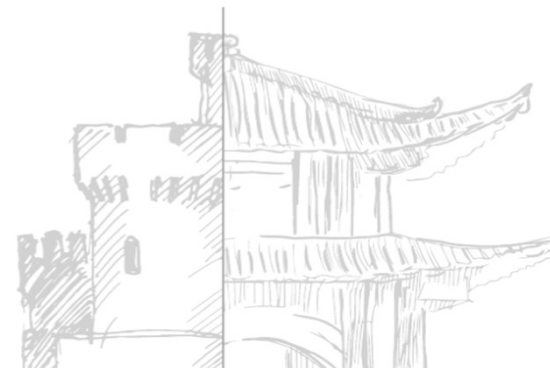
- 1** **LIMIT OF CAPACITY AT EU BORDER**

- 2** **WEAK COORDINATION BETWEEN MAIN PLAYERS IN EU AND EAEU**

- 3** **INSUFFICIENT INVESTMENTS IN EU RAIL INFRASTRUCTURE***
*ROLAND BERGER FOR UIC – 640 TEUs BY 2027

- 4** **HIGH PRICING FOR EU RAIL TRANSPORTATION***
*TWICE AS EXPENSIVE AS EAEU AND CHINA

- 5** **ESTIMATED SHORTAGE OF WAGONS AND TRACTION IN EU AND EAEU**



State and dynamics of trade between China and EU need new alliance in Eurasian rail business

Factor of success – joint efforts of EU and EAEU carriers, forwarders and other rail industry players focusing on the main Eurasian Rail KPI - speed, security, pricing

Simultaneous development of rail and terminal infrastructure

Harmonized technologic standards at 1520/1435 connections

Adjustment of common operational targets and planning process

LET'S RAIL TOGETHER!



UTLC
Eurasian
Rail Alliance



ARE **U**EAST ?

ARE **U**WEST?

THANK YOU FOR ATTENTION