

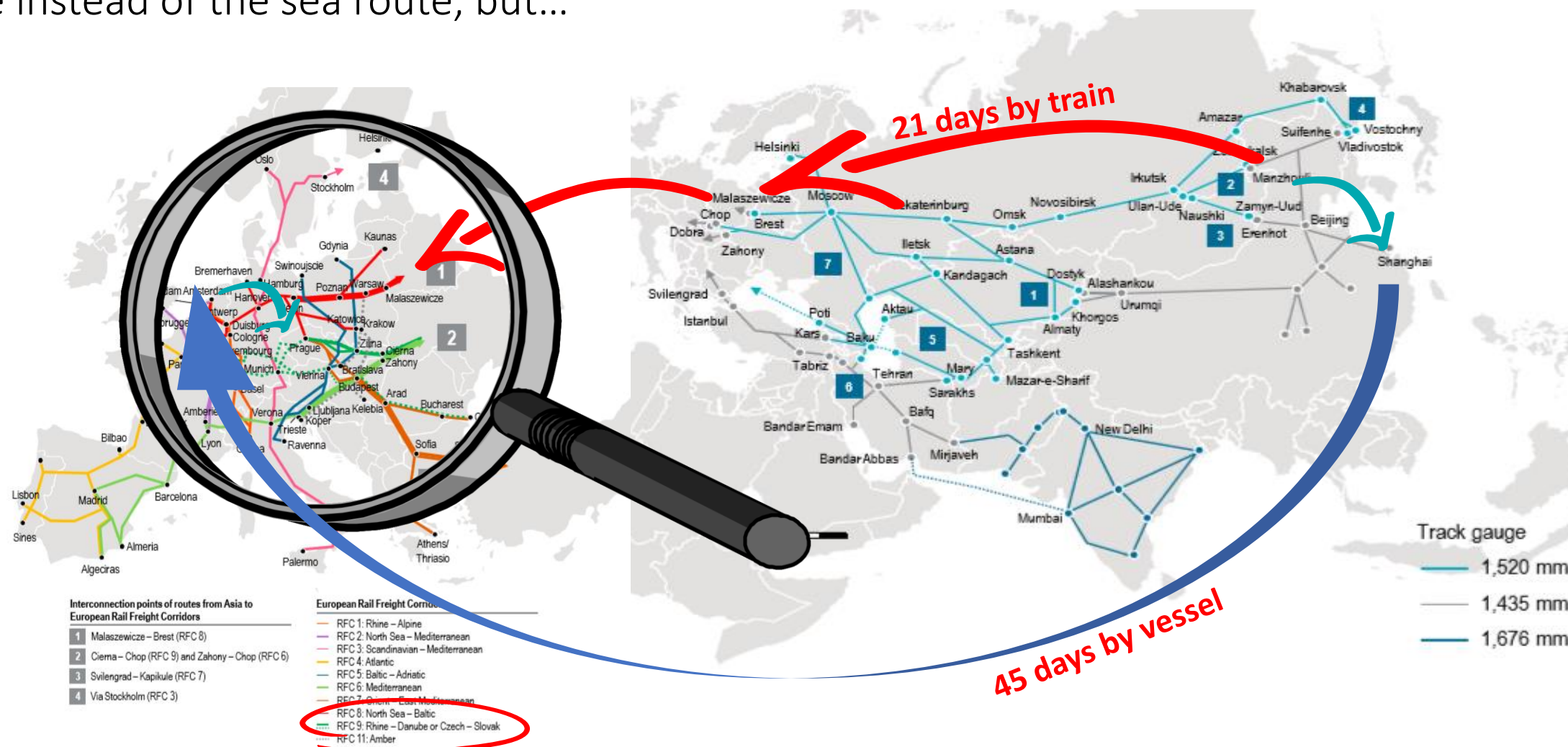


## RAG/TAG Meeting RFC 8

### Landbridge to Asia



How the Rail freight Corridors are linked to the „New silk road“ and why clients prefer the train route instead of the sea route, but...



... we have to consider some extraordinary facts and the challenges of the Chinese market which makes the story more complicated for rail

### Facts

- length of trains on the Russian stretch max.1500m (in Poland max. 600m)
- different consignment note right (CIM/SMGS) Non EU - EU
- several clients per block train between China and the Belarussian border
- bottleneck Brest-Malaszewicze due to limited border crossing paths and extended border crossing procedures

### Challenges

- Chinese market is highly volatile and clients are expecting a maximum of flexibility concerning routing and final Terminals
- Infrastructure Manager are offering paths, especially PaP one year in advance
- Market requirements do not fit to the RFC offers, because of the long term deadlines
- high delays on the Non EU-EU interface



Clients tried to find different alternative routings via shortsea or train, to bypass the bottleneck Brest, but anyway unfortunately out of RFC 8



#### Advantage

- routings are out of the overcrowded East-West Highway
- high capacity availability of the Terminal Kaliningrad

#### Disadvantage

- out of RFC 8 products
- on top interfaces train/shortsea
- limited border crossing paths due to local traffics PL/RUS
- no daily shortsea connection

#### Summary + proposal of RFC Projects

- additional volume must be rerouted via Kaliningrad to be a competitive solution
- Shortsea isn't faster than by train because of less frequencies and on top loading/unloadings
- **stabilisation of the Mala. bottleneck**
- **Integration of Kaliningrad in RFC 8 as privileged partner**