

POTENTIAL BUSINESS LOCATIONS IN LATVIA

Major cities in Latvia:

Rīga, Daugavpils, Liepāja, Jelgava, Jūrmala, Ventspils, Rezekne, Valmiera, Jēkabpils



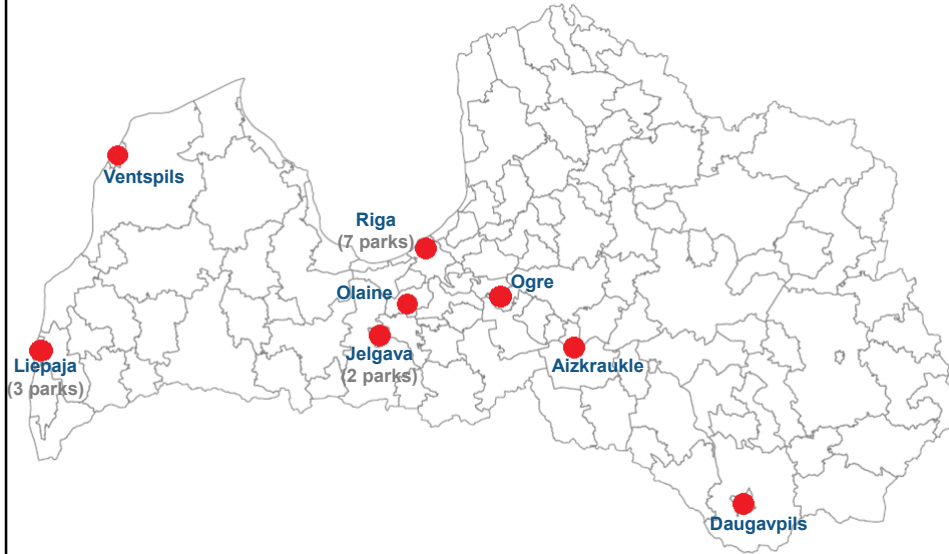
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BUSINESS PARKS IN LATVIA

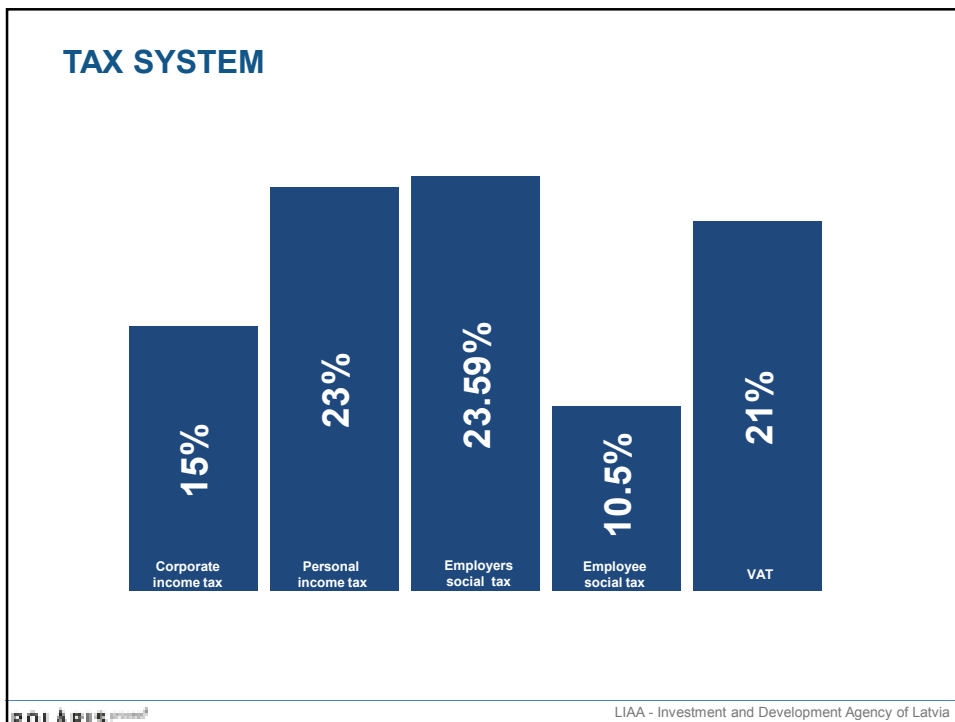
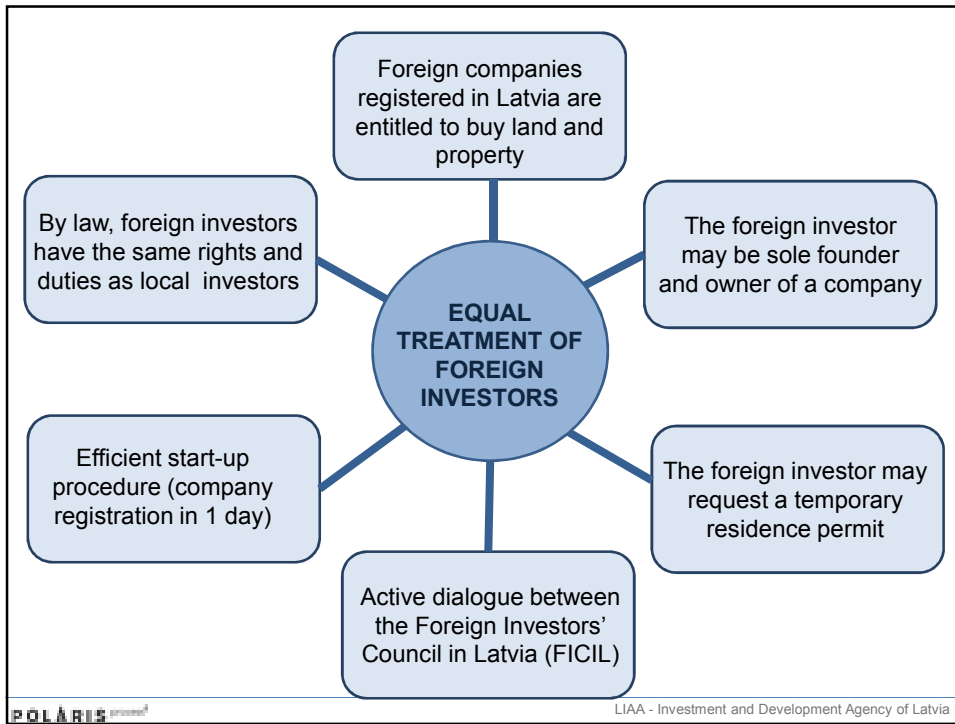
Cities in Latvia:

Rīga, Olaine, Jelgava, Ogre, Aizkraukle, Ventspils, Liepāja, Daugavpils



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BUSINESS INCENTIVES IN LATVIA

Tax Incentives

Labour-Related Incentives

Financial Incentives

EU Structural Funds Programmes 2014-2020

Temporary Residence Permits

TAX INCENTIVES IN LATVIA (I)

Special Economic Zone (SEZ): RIGA, VENTSPILS, LIEPAJA, REZEKNE (valid until 2035)

EXAMPLE:

Investments	= 10 million EUR
Gross Profit	= 1 million EUR
Real Estate Cadastral Value	= 1 million EUR

Taxation in Latvia

Corporate Income Tax (15%)	= 150 000 EUR
Real Estate Tax (1.5%)	= 15 000 EUR
Total	= 165 000 EUR

Taxation in SEZ

Corporate Income Tax (3%)	= 30 000 EUR
Real Estate Tax (0.3%)	= 3 000 EUR
Totally applied	= 33 000 EUR

Savings per year = 165 000 EUR – 33 000 EUR = 132 000 EUR

Tax credit up to **35%- 55%**
of total investments,
in the form of:

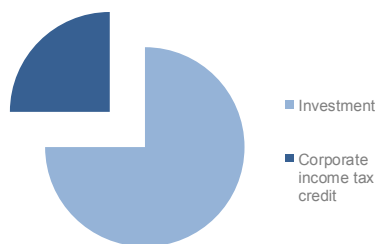
80% rebate on real estate tax
80% rebate on CIT
80% rebate on income tax for
non-residents when receiving
dividends



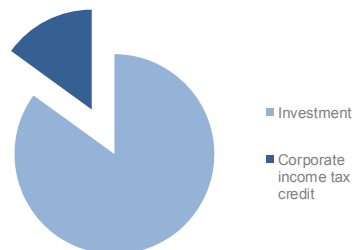
TAX INCENTIVES IN LATVIA (II)

Corporate income tax rebate for large-scale (>10 million EUR) investment projects.

25% of total initial long-term investment
up to EUR 50 Million



15% of total initial long-term investment
exceeding EUR 50 Million



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TAX INCENTIVES IN LATVIA (III)

Beneficial depreciation ratio for new technological equipment

taxpayers may calculate tax depreciation from a higher initial value of fixed assets using a coefficient of

1.5 (150%)

Beneficial depreciation ratio for R&D activities

From 1 July taxpayers may reduce taxable income of corporate income tax for costs related to R&D, using a coefficient of

3 (300%)

Loss carry forward

losses can be carried forward indefinitely

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LABOUR RELATED INCENTIVES AT DIFFERENT STAGES OF HIRING PROCESS

Finding relevant personnel (State Employment Agency)

- ✓ Vacancy registration and employee selections

Pre-hiring training (State Employment Agency)

- ✓ Training of the unemployed on employer's request

Job creation grants (State Employment Agency)

- ✓ Grants for Employing Disabled Persons (state co-financed program)
- ✓ Grants for Employing Persons Representing Disadvantaged Groups (EU structural fund co-financed program)
- ✓ Grants providing First Job Opportunities for Young People

Raising qualification of employees (LIAA)

- ✓ Support for training organized in partnership

FINANCIAL INCENTIVES

State and EU rendered loans

- ✓ For Development of Business – Loans from State Aid Programs at Latvian Development Financial Institution «Altum»
- ✓ Mezzanine Loans for Improving Competitiveness of Economic Operators and for Working Capital, administrated by Latvian Guarantee Agency

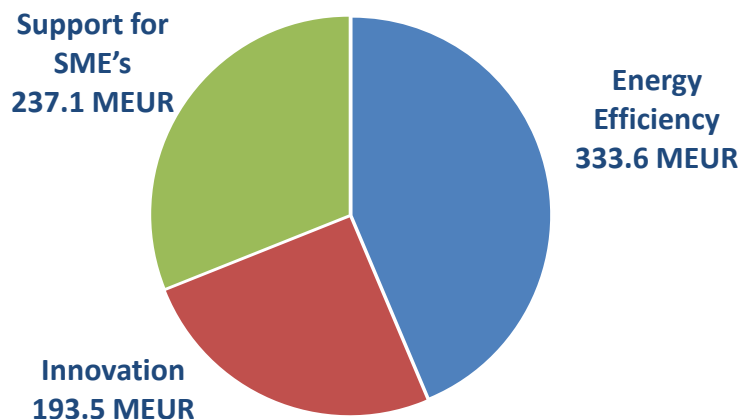
Long-term loan with increased credit risk, subordinated in relation to a loan granted by a credit institution and secured by lower security than the loan of a credit institution. Maximum amount for improving competitiveness - 5 000 000 EUR (10 years), for working capital – 200 000 EUR (3 years).

Credit Guarantees

Venture capital

EU STRUCTURAL FUND PROGRAMS 2014-2020

- Total Available Financing 764.15 MEUR (for the development of Entrepreneurship and Energy Efficiency)



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TEMPORARY RESIDENCE PERMITS

Temporary residence permits may be requested by foreign investors who have done one of the following:

- ✓ **Invested in equity** (increased equity capital for existing company or established new company) **of company in Latvia:**
 - at least 35 000 EUR in company with turnover or annual balance sheet not exceeding 10 million EUR, with a personnel of no more than 50 employees and annual tax payments of at least 40 000 EUR
 - invested at least 150 000 EUR in company with turnover or annual balance sheet exceeding 10 million EUR, with a personnel of more than 50 employees
- ✓ **Acquired real estate**
 - residency permits may be acquired by purchasing real estate with a minimum value of 250 000 EUR anywhere in Latvia.
 - *Additional 5% of real estate value must be paid to the state budget*
- ✓ **Made subordinated capital investments at least of EUR 280 000 in a Latvian credit institution**
 - *Additional 25 000 EUR must be paid to the state budget*

POLARIS process[®]

The Polaris Process is an **investment attraction methodology** which involves the cooperation and exchange of information between several key stakeholders:

- Municipalities
- Foreign investors
- The private sector
- Universities
- Government
- LIAA and LIAA representatives abroad

The main aim of the Polaris Process is to create a favourable investment climate in Latvia.

INVESTMENT COORDINATION: HIGH COUNCIL

CONSISTS OF

- Prime Minister (Chairman)
- Minister for Economics
- Minister for Finance
- Minister for Transportation
- Minister for Foreign Affairs
- Minister for Agriculture
- Minister for Education and Science
- Minister for Environment Protection and Regional Development

MAIN DIRECTIONS

- Governmental level support for investment projects
- Establishment of support and incentive instruments
- Elimination and prevention of administrative and regulatory barriers

STRATEGIC SECTORS

1. WOODWORKING



2. METALWORKING, MACHINERY, AND ELECTRONICS



3. TRANSPORT AND LOGISTICS



4. INFORMATION TECHNOLOGY (incl. Global Business Services)



5. LIFE SCIENCES



6. HEALTHCARE



7. GREENTECH



8. FOOD PROCESSING



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Case Study: Transport & Logistics Company: Cargo Services (India)



SIA "Cargo Services" is Indian company based in Riga, Latvia and was established in the year 2001. Today companies core business is cargo warehousing and forwarding. Currently company is operating several warehouses in Riga and Riga region with total amount of 5 000 square meters and planning to expand. The main cargoes are pharmaceuticals and electronics. Companies clients, the owners of the goods, are located in Russia, India, Belgium, Australia and other countries as well. Currently company has 10 employees and presence in Mumbai, Deli, Moscow, Minsk, Belarussia and Ukraine.

The offered services:

- Road Transport
- Railway Freight Services
- Ocean Freight Services
- Warehousing Services
- Air Freight Services

www.siacargoservice.com

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Case Study: Transport & Logistics Company: Riga Universal Terminal (Singapore/Japan/Latvia)



Riga Universal Terminal operates in the Port of Riga, Latvia's largest seaport situated at the Baltic Sea to serve as a crossroad for trade between the East and West. RUT was founded in 2001, terminal today handles more than 2.5 mil tons of cargoes annually. RUT mainly operates within wood, frozen food and container handling markets. In 2013, **Mitsui & Co., Ltd.** («Mitsui») (via its subsidiary **Portek International Pte. Ltd.**), acquired an 80% equity stake in RUT. In 2014, the rest of the equity stake was acquired by «Portek» .



The offered services include:

- General/bulk cargo handling
- Frozen food cargo handling
- Container handling
- Warehousing services
- Rail wagon storage

www.ruterminal.lv

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POLARIS process®

Welcome to Latvia!

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LATVIA = LOGISTICS



Welcome to Latvian logistics world!

Latvian Logistics Association (LLA) is established in 14 of November, 1997. Organisations and specialists in the fields of Logistics and Customs have joined in LLA with the main goal - to promote international trade, ensure safe and reliable cargo flow through Latvia and develop logistics and customs brokers activities in Latvia.

One of the main reasons why LLA was established at that time was need for completely new legislation acts in the field of Customs clearance operations. And Association was the body that took very active part in this legislation development process - new institution "Customs Brokers" was the outcome.

LLA has taken part in establishing of Business Co-operation Council in Latvia, has joined IFCBA and CONFIAID organisations, has started active co-operation with European Logistics Association.

In the 1998 LLA has signed co-operation agreement with Russian National Customs Brokers Association.

In the 2013 LLA has signed co-operation agreement with Transport Union of Kazakhstan KAZLOGISTICS.

In close cooperation with Ministry of Finance, Ministry of Economics and Ministry of Transport LLA has succeeded to implement a number of positive changes in the legislation of Latvia, which provide a very serious base for being a real transit gateway between Far East, Europe, Russia and CIS countries.

LLA today:

- More than 50 members
- Annual turnover ~ 1 000 000 000 EUR

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Welcome to Latvian logistics world!

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Latvia – member of 2 unions



- ✓ Latvia – member of European Union
- ✓ Latvia – member of wide gauge (1520 mm) railway area
- ✓ Latvia – first direct border country between EU and Russia

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Common Railway system

United railway procedures within the territory of rail gauge 1520mm:

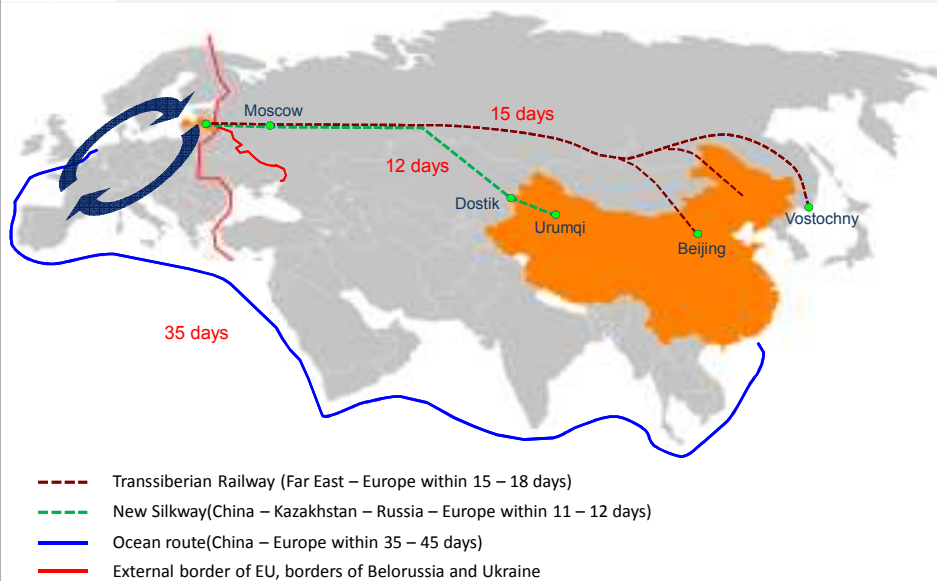
- ✓ The same waybill from the Shipper up to the Consignee;
- ✓ The same Railway system (completely integrated);
- ✓ The same communication language (Russian)



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Major East-West traffic routes in Eurasia



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Latvia on the global map



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Logistics sector overview

- ❖ Closest border with Russia and CIS countries for almost all EU countries;
- ❖ Geographical centre for Baltic countries with the biggest Baltic city Riga in centre;
- ❖ 3 non-freezing big international ports (all certified according ISPS Code), that are perfectly linked with rail and road transport;
- ❖ Almost all logistics service providers speak at least 3 languages (English, Russian, Latvian; German is also represented);
- ❖ Leading IT system providers in the Baltic region are located here and available for development of various e-logistics solutions;
- ❖ Well developed transport infrastructure for road, rail, maritime and even pipeline transport;
- ❖ Rail system which is completely integrated with the Russia and CIS countries (rail standards, common information systems e.t.c.)

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Transport system of Latvia



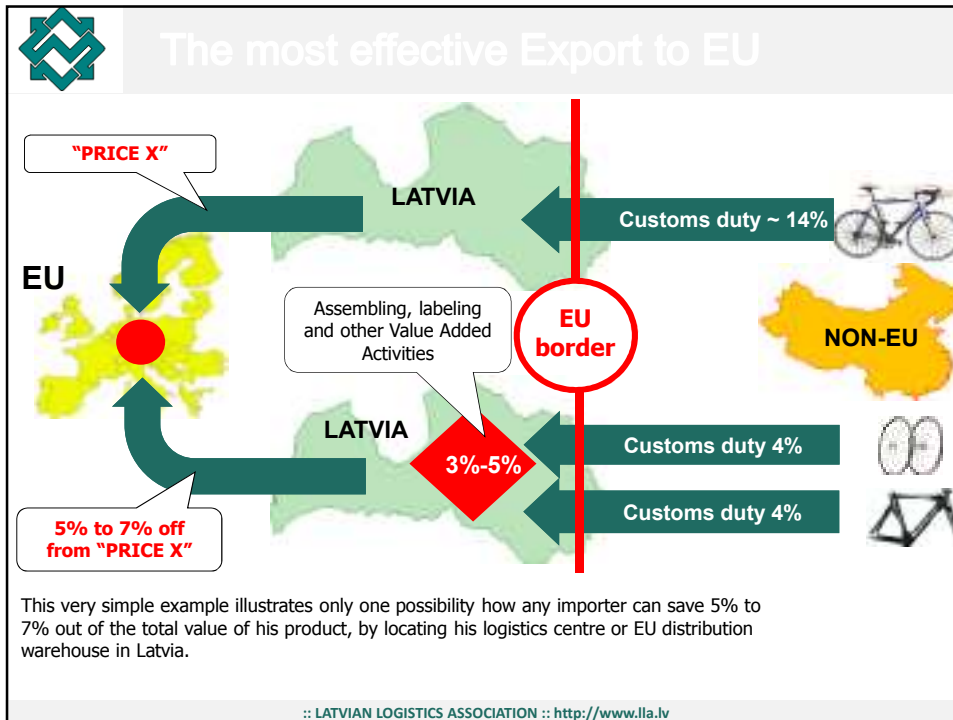
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Regional distribution centre



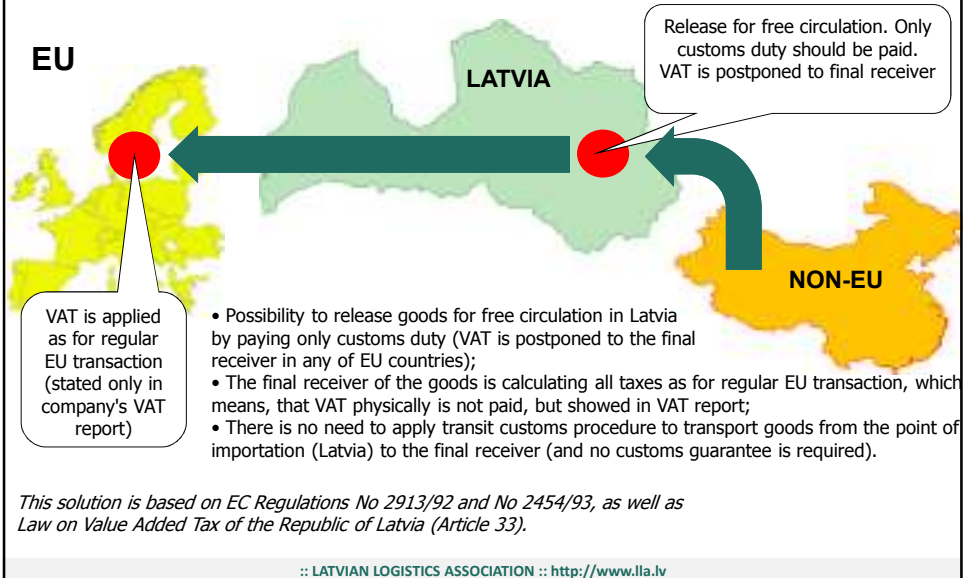
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Import into EU via Latvia

Most favorable tax legislation for importing goods from 3rd countries to EU via Latvia:



Simplified Customs procedures

INCOMPLETE CUSTOMS CLEARANCE

The procedure for incomplete declarations shall allow the customs authorities to accept, in a duly justified case, a declaration which does not contain all the particulars required, or which is not accompanied by all documents necessary for the customs procedure in question.

SIMPLIFIED CUSTOMS CLEARANCE

The simplified declaration procedure shall enable goods to be entered for the customs procedure in question on presentation of a simplified declaration with subsequent presentation of a supplementary declaration which may be of a general, periodic or recapitulative nature, as appropriate.

LOCAL CUSTOMS CLEARANCE

The local clearance procedure shall enable the entry of goods for the customs procedure in question to be carried out at the premises of the person concerned or at other places designated or approved by the customs authorities.

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Customs without Customs

- ✓ All Customs procedures (even for complete import) are carried out by the Company itself (without physical presence of Customs Officials).
- ✓ Also Customs duties are calculated and paid by the Company itself.
- ✓ Customs can authorize the Company to make even full cargo physical control. Company informs Customs about the results just after the control process.



Company stamp

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Practise – first block-train CN-LV-EU

- 2007 :: First container (Beijing (CN) – Krustpils (LV))
- 2007 :: Group of containers (Beijing (CN) – Krustpils (LV))
- 2008 :: First block train (96 TEU; Urumqi (CN) – Riga (LV) – Hamburg (DE))



10 days transit time from Dostyk to Riga port terminal	从多斯提克至终点站里加运输时间为期10天
14 days transit time from terminal Urumqi to door Central EU	从终点站乌鲁木齐至中欧运输时间为期14天
Transport mode index:	运输方式索引
— CN-KZ by rail (switch gauge: Alashankou-Dostik)	从中国至哈萨克斯坦用火车运输（在阿拉山口与多斯提克之间转轨）
— KZ-RU-LV by rail (gauge 1520mm)	哈萨克斯坦—俄罗斯—拉脱维亚用火车运输（轨距为1.52米）
→ LV-CZ/NL by truck	拉脱维亚—捷克/荷兰用重型卡车运输
--- LV-EU by seafreight	以海运方式从拉脱维亚至欧盟

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Baltica Transit

Regular container train bring containers 2 x week between Baltic ports and Central Asia (Kazakhstan, Uzbekistan, Kirgizstan, Turkmenistan)



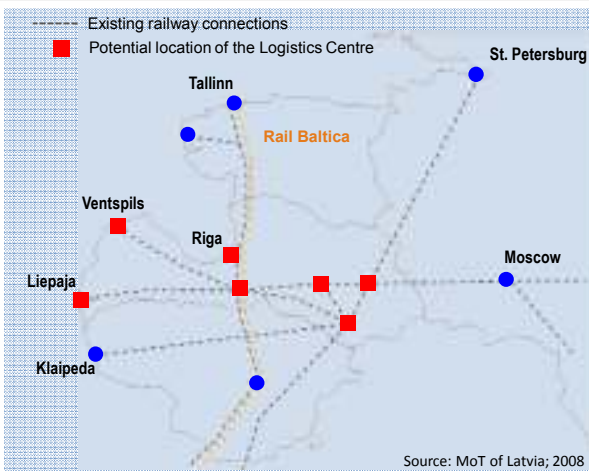
Next step is to prolong this line and to connect it with China. Both governments and private operators of Latvia, China and Kazakhstan are working on the development of this route.

In summer 2009 first complete container blocktrain was delivered via Riga port to Afghanistan with non-military goods for NATO.

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Investment opportunities



At the moment Latvia has developed strategy which states several potential locations of big international logistics centre. Centre should be as a port or dry port for consolidation and de-consolidation of international flows of goods. Already in the times of former soviet union transport infrastructure in Latvia was planned and built to function as a intermodal transport node.

If we consider that after joining the EU, Latvia is the first (for RU and Far East export to EU) and last border (for EU export to RU and Far East), then here naturally should be appropriate logistics infrastructure and logistics centres are very important element.

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Summary

MAIN OPPORTUNITIES

- Perfect setup for cargo flows from Russia, CIS, USA, Brasil, Japan, China e.t.c. to EU. Import of goods to EU via Latvia without paying VAT in LV (VAT is applied as for intra EU trade transaction). All customs formalities and duties can be done by LV Customs broker
- Ideal place for regional distribution warehouse / terminal for Baltic and especially Russia&CIS. Quick response time, common rail system and excellent possibilities to do business with non-EU companies (all trade transactions in LV territory are exempt from VAT if export is started).

LATEST TRENDS

- Logistics is announced as one of the most important priorities for Ministry of Transport and Ministry of Economics
- A number of significant changes in national legislation (Customs, VAT, Excise and Packing issues) have been recently made in order to attract more cargo flows via Latvia
- Big international companies are planning to restructure their Baltic and Russia&CIS distribution systems in favor of Latvia
- Latvian Logistics Association has developed project for implementation of professional certification system in logistics according standards developed by European Certification Board for Logistics in Latvia

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EURO-ASIAN TRANSPORT LINKS



3rd ASEM TRANSPORT MINISTERS MEETING,
Riga, 29-30 April 2015

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1



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Transport Division Inland Transport Committee

- International platform
 - Regulatory work
 - Analytical work
 - Technical assistance
 - ✓ capacity bldg
 - ✓ accession
 - ✓ implementation

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Contents

- **EATL objectives/background**
- **EATL Phase I and II: achievements**
- **EATL Phase III: plans and expectations**

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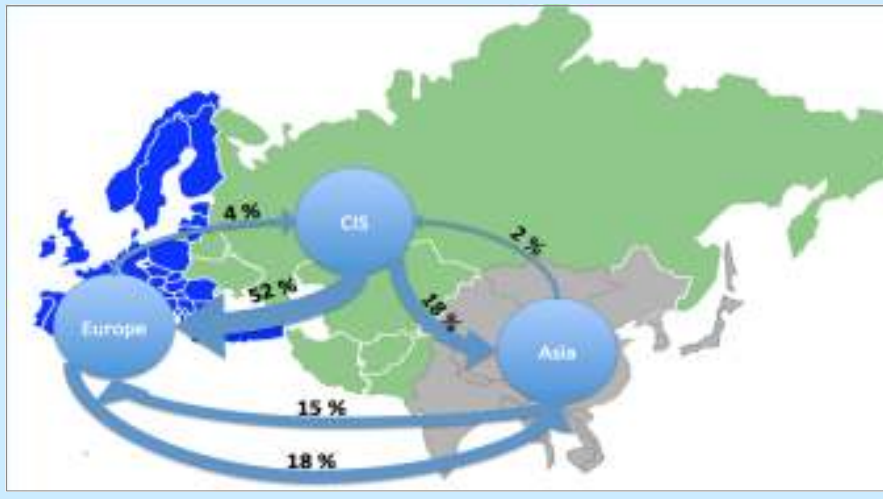
EATL OBJECTIVES

- **To make the Europe-Asia overland transport links more efficient, fast, safe, secure and competitive**
 - To address growing trade between Asia and Europe and congestion of major ports**
 - To address infrastructure and border crossing obstacles**
 - To foster integration and cooperation in the region towards more sustainable transport**

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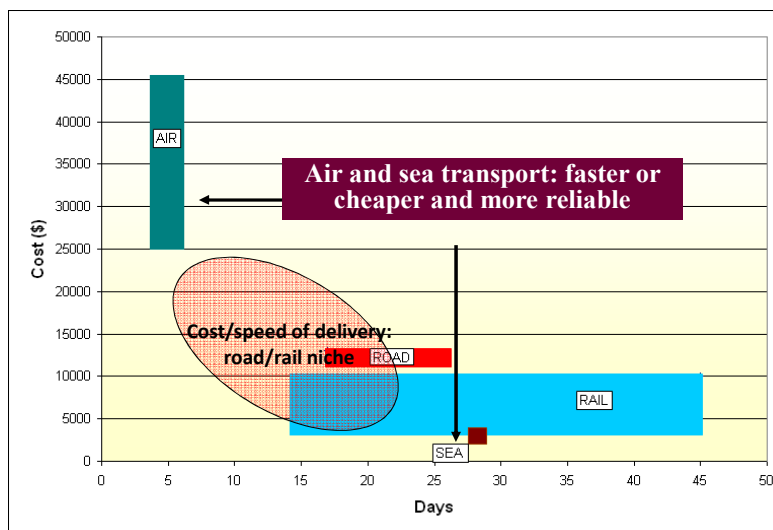
Export flows between EATL countries, 2013



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China-Europe trade: 99 per cent maritime-based (by weight)



Freight costs and scheduled transit times, China to Western Europe, (40 foot container or equivalent)

Source: Land Transport Options between Europe and Asia: Commercial Feasibility Study, US Chamber of Commerce, July 2006.



Average border crossing times for selected BCP, 2013



Source: CAREC, CARECCPMM Corridor Performance Measurement and Monitoring Annual Report, 2013

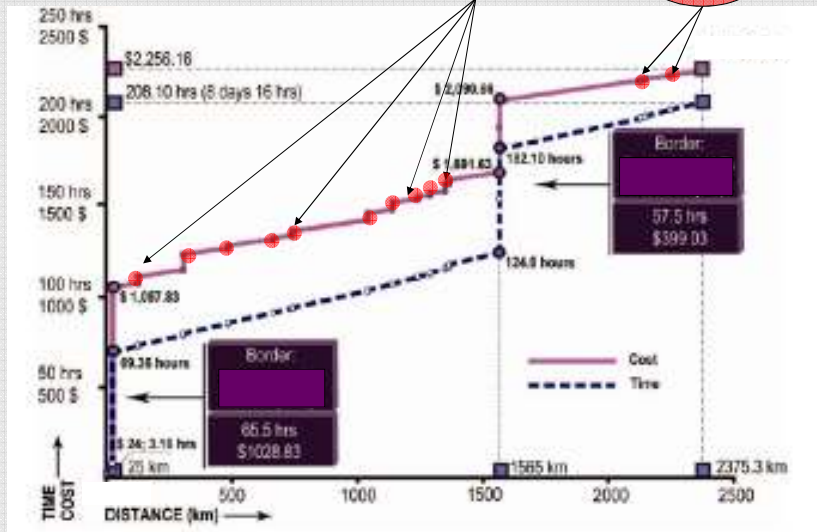
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Long waiting at borders (or waiting for goods to be released/cleared) is costly



In some countries, numerous controls also occur en route



Source: UNECE/UNESCAP Joint Study on Developing Euro-Asian Transport Linkages, 2008, p. 131.



EATL Approach

- EATL Expert Group: a platform for development of coherent Euro-Asian inland transport
- National Focal Points: provide information, meet, discuss, analyse, recommend



Phase I (2002-2007)- Achievements



- 18 countries, 6 EG meetings
- Selection of main Euro-Asian road, rail and inland water transport routes, transshipment points and ports
- Prioritization (infrastructure projects)
- Preliminary analysis (non-physical obstacles)
- Database, GIS maps
- Final report/ Joint ECE/ESCAP study



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Phase I – EATL Ministerial



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EATL Phase II (2008-2012)



- 27 participating countries
- Seven EG meetings
- Continue infrastructure prioritisation
- Emphasis on facilitation
- Partial funding from the Russian Federation, Kazakhstan, Turkey, OSCE, BSEC

Report (600 pages) is freely available in English and Russian
<http://www.unece.org/trans/main/eatl.html?expandable=>



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Phase II – Final report

- Road and rail routes, ports, transshipment points and terminals updated for priority development and extended to include the 9 newly involved counties
 - 311 priority transport projects - **total cost \$215 billion**
- SWOT Analysis: strong and weak points of EATL inland transport links
- EATL GIS: <http://apps.unece.org/eatl/>
- Non-physical obstacles: waiting times at borders, insufficient 24/7, delays for controls
- Comparison study of Euro-Asian maritime routes with selected rail routes
 - Nine door-to-door transport scenarios:
- ✓ In **five** out of the **nine** scenarios, rail transport performs better than maritime for **both** the cost **and** time
- ✓ In all nine scenarios, rail transport performs better than the maritime in terms of time
- Assumption: no bottlenecks at borders

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Door-to-door comparison

Scenarios	Route	Rail		Maritime		Best Transport Means	
		Cost (\$)	Time (hrs)	Cost (\$)	Time (hrs)	Cost	Time
Scenario 1: EATL Route 1	Khabarovsk (Russian Fed.) to Potsdam (Germany)	6 967.00	341	6 533	589	Maritime	Rail
Scenario 2: EATL Route 2	Hangzhou (China) to Kologno (Russian Fed.)	4 714.65	277	6 786	624	Rail	Rail
Scenario 3: EATL Route 3	Tashkent (Uzbekistan) to Varna (Bulgaria)	5 966.00	165	7 550	529	Rail	Rail
Scenario 4: EATL Route 4	Almaty (Kazakhstan) to Istanbul (Turkey)	5 881.00	250	4 970	672	Maritime	Rail
Scenario 5: EATL Route 5	Masraqid (Iran) to Pskhin (Russian Fed.)	6 390.50	256	3 310	374	Maritime	Rail
Scenario 6: EATL Route 6	Ufa (Russian Fed.) to Kyiv (Ukraine)	5 857.00	289	6 290	463	Rail	Rail
Scenario 7: EATL Route 7	Shanghai (China) to Warsaw (Poland)	8 937.00	446	6 300	569	Maritime	Rail
Scenario 8: EATL Route 8	Krasnodar (Russian Fed.) to Kaliningrad (Russia)	1 595.00	70	5 050	225.2	Rail	Rail
Case Study / Car Manufacturer	Vioux (France) to Kologno (Russian Fed.)	2 107.00	101	6 300	163	Rail	Rail

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Phase II – Final report

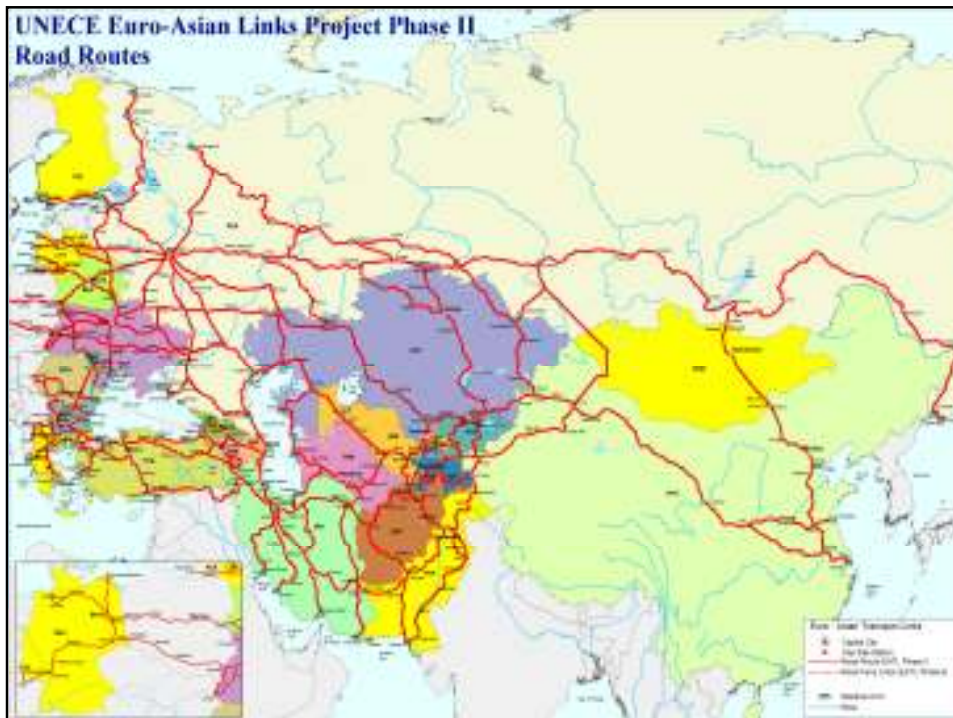
- **Comparison study proved that the Europe-Asia overland rail transport is not a myth but a viable reality today**
- **Competitive Euro-Asian rail transport, and its combination with maritime and road transport is feasible**
- **Firms increasingly use the rail option in Euro-Asian trade**
- **Border crossing facilitation: a challenge**

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Phase II - Ministerial Meeting 26 February 2013

- Forty Ministers, and other high ranking officials; Ministerial Statement on EATL;
- Phase II Report approved; Phase III (2013-15) endorsed; 38 countries - eleven additional







EATL Phase III - Objectives

To make the EATL rail and road routes operational

- Promote priority EATL projects
- Identify types and quantities of cargo that could be transported along the Euro-Asian rail and road links
- Facilitate and coordinate integration of time schedules and tariffs
- Further update and improve GIS internet free-access application and develop a web tool to compare inland and maritime transport options
- Promote Euro-Asian inland transport: an integrated marketing strategy
- Work plan:**
<http://www.unece.org/fileadmin/DAM/trans/doc/2013/wp5/wp5-eatl/ECE-TRANS-WP5-GE2-2013-01e.pdf>



EATL - Conclusions

- Increasing **business interest** in using overland routes between Europe and Asia
- EATL routes offer a **viable alternative** to maritime transport
- EATL infrastructure as well as BC procedures need **further development**
- EATL project provides a continuous inter-governmental platform

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Viking train

- Cooperation between operators, railroads and freight forwarders of Lithuania, Belarus and Ukraine – now joined by Bulgaria, Moldova and Turkey.
- Travels the distance of 1 734 km. from Klaipeda to Ilyichevsk in 56.5 hours, with regular weekly (3/7) schedule.
- Train carries 20, 40 and 45-foot universal and special containers, trailers, trucks and semi-trailers.
- In 2003, 177 TEU were moved on the Viking; since then the freight volume has constantly increased to 38,173 TEU in 2013

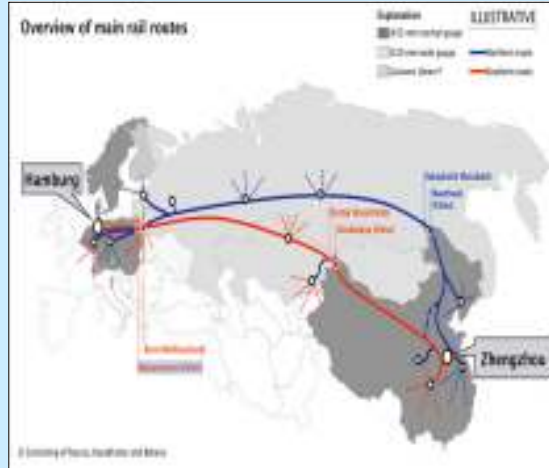


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Examples of freight rail services

- Regular weekly container (41 TEU) block train from Zenghou to Hamburg
- Launched by DB Schenker and Zenghou International Land Port Development and Construction Co. TLD, in mid-2013.
- Multi-customer train focusing on electronics such as robots.



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From China to Spain and back



- 13000 kilometres from Yiwu to Madrid
- through Kazakhstan, Russia, Belarus, Poland, Germany and France
- 30 containers carrying 1,400 tonnes of cargo
- the journey was a **test run** to assess the viability of adding Spain to a route that already links China with Germany five times a week linking Chongqing, the huge industrial city in south-west China, with Duisburg, and Beijing with Hamburg
- it took **three weeks** to complete a journey that takes up to **six weeks by sea**;
- **more environmentally friendly** than road transport, which would produce 114 tonnes of CO2 to shift the same volume of goods, compared with the 44 tonnes produced by the train – a **62% reduction**
- the cargo had to be transferred three times during the journey as a result of **incompatible rail gauges**. The **locomotive had to be changed** every 500 miles.

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Resolution 69/213 adopted by the General Assembly on 19 December 2014

Role of transport and transit corridors in ensuring international cooperation for sustainable development

1. Recognizes the need for continued international cooperation to address the issues relating to transport and transit corridors as an important element of sustainable development;
4. Calls upon Member States and international and regional organizations to further encourage enhanced networking and periodic consultation among related stakeholders involved in the development and operation of international transport and transit corridors;
5. Invites all States that have not yet done so to consider signing, ratifying or acceding to the United Nations conventions and agreements on transport and transit facilitation;
6. Underscores the need to mobilize, as appropriate, additional financial resources for the development of transport infrastructure and services, including through the promotion of public-private partnerships, so as to achieve inclusive and sustainable development;
7. Encourages the United Nations system organizations, related international financing institutions, multilateral and bilateral donors, the private sector and international organizations to further coordinate their efforts and collaborate in mobilizing financial and technical assistance to countries for the sustainable and inclusive development of transport and transit corridors;

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<http://www.unece.org/trans/welcome.html>



United Nations Economic Commission for Europe
Transport Division

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United Nations Economic Commission for Europe - Transport Division

蓉欧快铁

助推中欧经济共同发展

Chengdu-Europe Express Rail Fueling Sino-Europe Economic Growth

-- 在第三届亚欧交通部长会议上的演讲

-- Speech at the 3rd ASEM Transport Ministers Meeting



成都市物流发展办公室 陈仲维主任

Chen Zhongwei, Director of Chengdu Logistics Office

April 30, 2015

■ 成都的基本情况

About Chengdu

■ 开行成都至欧洲的国际铁路货运直达班列

Direct cargo trains from Chengdu to Europe

■ 携手合作共助未来亚欧大通道

Joint efforts to forge a major artery linking

Asia and Europe

成都的基本情况

About Chengdu

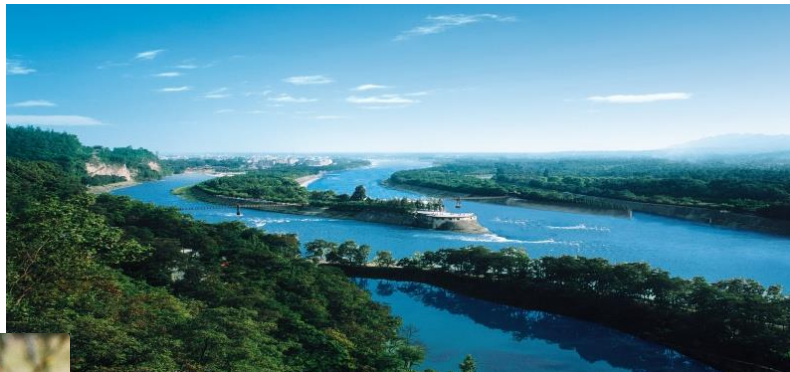


- 中国西南地区“三中心、两枢纽”
Home to 3 centers and 2 hubs of Southwestern China
- 面积1.21万平方公里
Size: 12,100 sqkm
- 人口1400多万
Population: more than 14 million

成都的基本情况

About Chengdu

- 3000年历史
3,000 years of history
- “天府之国”
Land of Abundance
- 熊猫的故乡
Pandas' hometown



- 被《福布斯》杂志评为未来10年全球发展最快城市第一
Named the world's fastest growing city in the next decade by Forbes Magazine



- 被联合国教科文组织和世界旅游组织授予世界美食之都、中国最佳旅游城市称号
Titled City of Gastronomy and Top Tourist Destination in China by UNESCO and WTO

成都是中国西部地区的交通枢纽 Chengdu, Transportation Hub of West China

- 成都自古就是中国最重要的交通咽喉枢纽
Chengdu is the most important traffic hub and logistic distribution center since ancient times



成都是中国西部地区的交通枢纽 Chengdu, Transportation Hub of West China

- 成都已开通28条国际直飞客运航线和9条国际货运航线
Airport offering 28 direct international passenger lines and 9 international cargo lines
- 2014年旅客吞吐量3771万人次、货运量54.77万吨
Passenger throughput 37.71 million and cargo throughput over 547,700 tons in 2014
- 中国内陆最大、全国第四航空枢纽
The largest in inland China and 4th largest nationwide



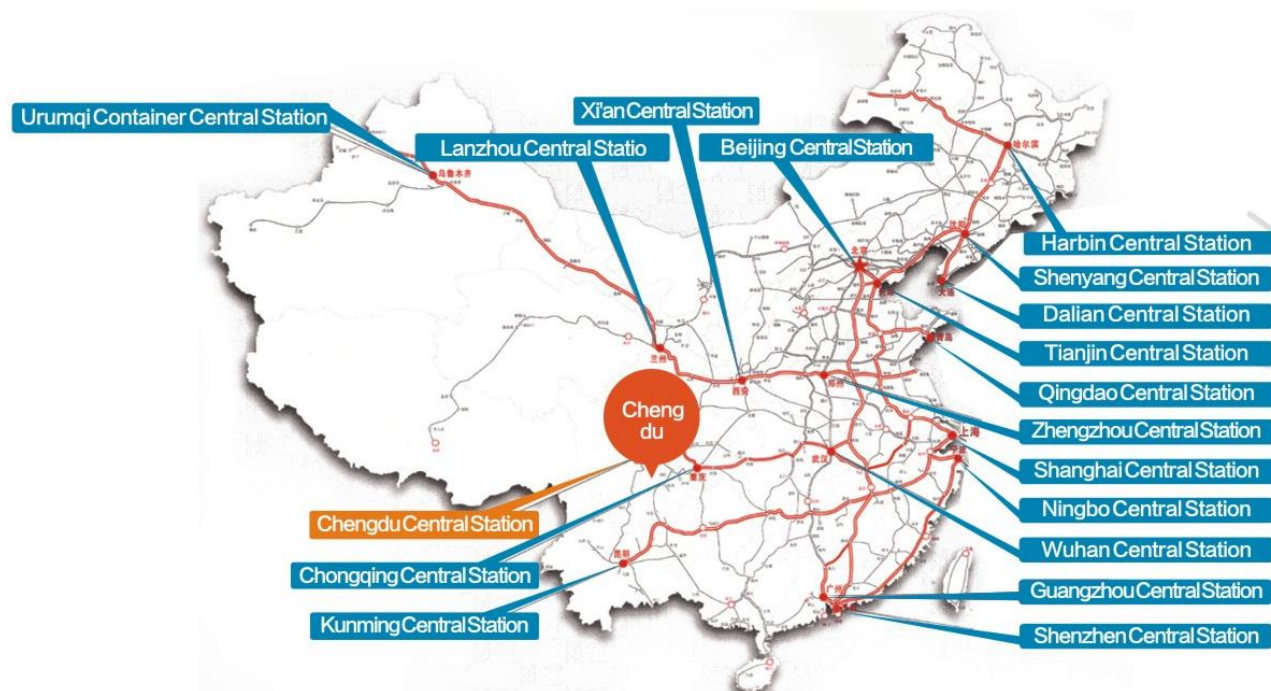
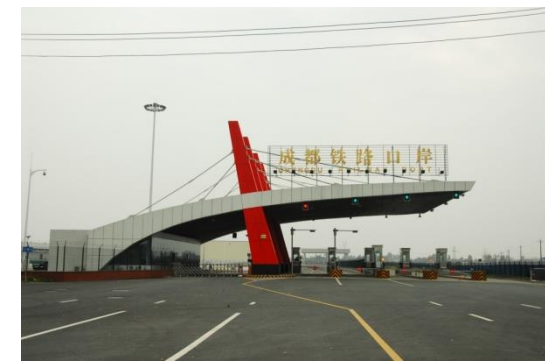
成都国际及地区直飞航线网络
Chengdu international and regional direct airlines network



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成都是中国西部地区的交通枢纽 Chengdu, Transportation Hub of West China

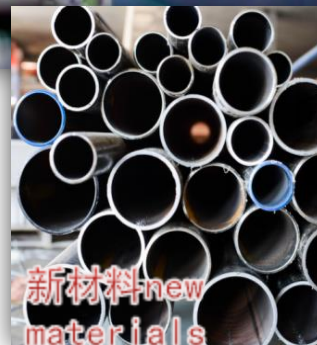
- 拥有亚洲规模最大的铁路集装箱中心站
Home to Asia's largest railway container station
- 2014年铁路货运量5850万吨
Throughput 58.50 million tons in 2014
- 中国西部最大的铁路枢纽
The biggest railway hub in West China



成都是中国西部地区的经济中心

Chengdu, Economic Center of West China

- 2014年实现GDP近1700亿美元 GDP approximately \$ 170 billion in 2014
- 人均GDP超过1.0万美元 Per capita GDP at more than \$ 10,000
- 社会消费品零售总额近700亿美元 consumer retail sales total approximately \$ 70 billion
- 外贸商品进出口总额558.5亿美元 commodity imports and exports total \$ 55.85 billion
- 实际利用外资100.2亿美元 Utilized foreign investments \$ 10.02 billion
- 形成电子信息、汽车、航空航天、光电光伏、生物医药等11大产业集群
Established 11 major industry clusters in electronics & information, car making, aerospace, PE & PV, biopharmaceutical, etc.



成都是中国西部对外开放的门户

Chengdu, West China's Gateway of Openness

- 262家世界500强企业落户成都
262 of World Fortune 500 present in town
- 美国、德国、法国、澳大利亚等12个国家在成都设立领事机构
Hosting consulates of 12 nations, e.g. US, Germany, France and Australia
- 现有花旗、渣打等15家外资银行机构和中英人寿、中航安盟等17家外资保险机构
15 foreign banking institutions (e.g. Citigroup and Standard Chartered) and 17 foreign insurers (e.g. AVIVA-COFCO and Groupama)
- 中国内陆第一个实施72小时过境免签的城市
The first inland city in China to offer 72-hr Transit Without Visa (TWOV)



SIEMENS



MAERSK



■ 成都的基本情况

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蓉欧快铁概况及运行特点

About Chengdu-Europe Express Rail and its operation

- 线路全长9826公里，运行时间为11天，是目前国内运行最稳定、唯一不对标海运价揽货并采取市场化运行的中欧班列
Extending 9,826 kilometers long, running 11 days per trip, most stable and the only rail in China with market-oriented operation

- 2015年5月，蓉欧快铁将开行返程测试班列，逐步实现双向稳定运行，力争将运行时间缩短至10天以内。
The return train will start in May, and cut the runtime to 10 days in 2015



- 2013年4月26日开始稳定运行，每周定时发班，每列41个40英尺集装箱
Began scheduled operation with 41 containers of 40 feet in Apr 26, 2013

蓉欧快铁概况及运行特点

About Chengdu-Europe Express Rail and its operation

● 蓉欧快铁的优势和特点

Advantages and traits

高效直达 Efficient

- 班列采取定线路、定站点、定车次、定时间、定价格的“五定模式”运行，整列运行、中途不解体 Operated via fixed line, stops, schedule, time and fare, run in total without breakup on route

快速优价 Fast & cheap

- 运输时间是传统铁海联运时间的1/3，运价是空运费用的1/4 One third of time compared to rail-sea transport, and one fourth of cost to air transport

定期发班 Scheduled

- 每周固定时间开行，每周至少一列，冬季不停运 At least one train per week, no suspension in winter

快速通关 Fast clearance

- 实现全程EDI电子报关，采取“一次申报、一次查验、一次放行”的快速通关模式 EDI electronic clearance all the way, one-time application, inspection and release

安全可靠 Safe & reliable

- 班列运行全程GPS跟踪，特制集装箱电子安全锁，用户可实时跟踪班列信息 All-way GPS tracking, electronic safety lock on containers for users to track the train in real time

公共平台 Public platform

- 采取社会公共物流平台营运模式，面向社会组织货源，受理整箱拼箱业务 Operated in the model of a private public logistic platform, open sourcing and offering bulk LCL service

市场化运作 Market-oriented operation

- 中外合资企业蓉欧快铁班列有限公司负责按照市场化模式提供全程物流服务 Provide the whole process logistics services in accordance with the market-oriented model

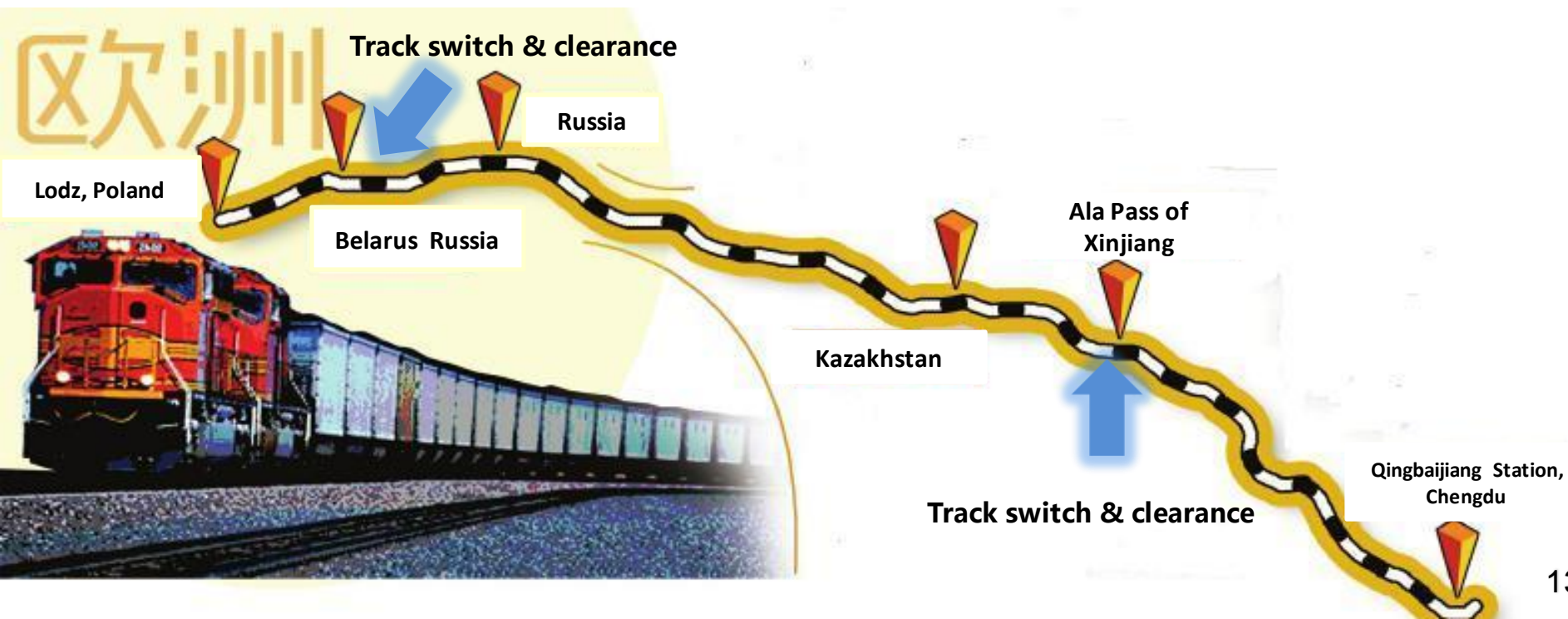
蓉欧快铁对两地经济社会的作用与影响

Eco-social role & impact on Europe and China

蓉欧快铁是一条极具战略开发价值的物流通道

Chengdu-Europe Express Rail is a logistic gateway with significant strategic development values

- 当集装箱货值 > 50万美元时 ,
Provided cargo value per container is greater than \$ 500,000
- 蓉欧快铁运价 < 海运综合运价 (运输成本+ 时间成本)
Fare of Chengdu-Europe Express Rail would be less than overall cost by sea (transport cost plus time cost)



蓉欧快铁对两地经济社会的作用与影响

Eco-social role & impact on Europe and China

成都乃至西部地区架起了通往
欧洲大地的陆上货运大通道

A land cargo passage from
Chengdu and west China
to Europe

改写西部地区发展外向型经济
依赖沿海港口发展的历史
Rewrite the history of
western Chinese regions
having to rely on coastal
ports to develop outbound
economy

创造了亚欧大陆合作的条件
Created the conditions for
cooperation between Asia
and Europe



亚欧大陆桥国家
Nation/s on Eurasian
Continental Land Bridge

蓉欧快铁
Chengdu-Europe Express

长江经济带
Yangtze Economic Belt

珠三角经济带 Pearl River
Delta Economic Belt

推进蓉欧快铁常态化运行的主要途径

Main approaches to normalize operations

提升运行效率
Improve efficiency

日行1200公里
Travel 1,200 km/day
提高换装的效率
improve reloading efficiency
优化运行线路
optimize route
提升通关便捷性
easier clearance
运行时间缩短到10天以内
travel time cut to 10 days

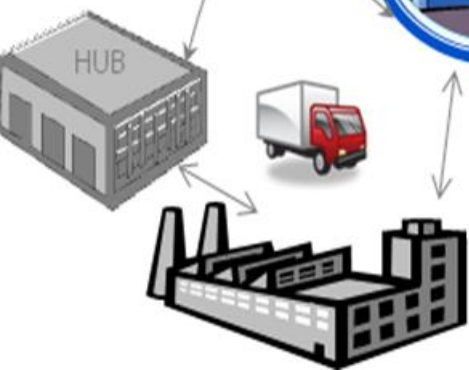
增加开行频率
Boost frequency

每周稳定开行一列
1 trip/week
实现双向稳定运行
Steady 2-way operation
增加班列开行密度
Boost trip density

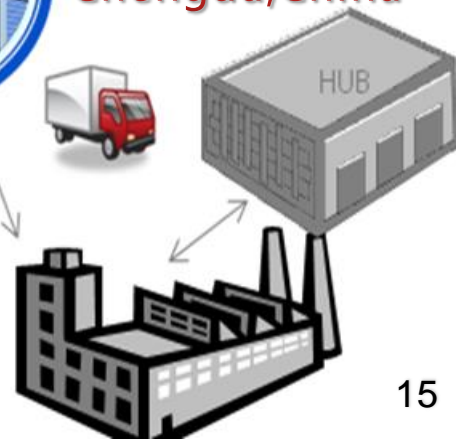
降低运输成本
Reduce costs

优化公司股本结构
Optimize corporate share structure
设点组织回程货源
organize sourcing for return trip
申报设立指定口岸
set up designated ports
降低沿线各国运价
reduce fares in nations along the way

波兰 (罗兹)
Lodz, Poland



中国 (成都)
Chengdu, China



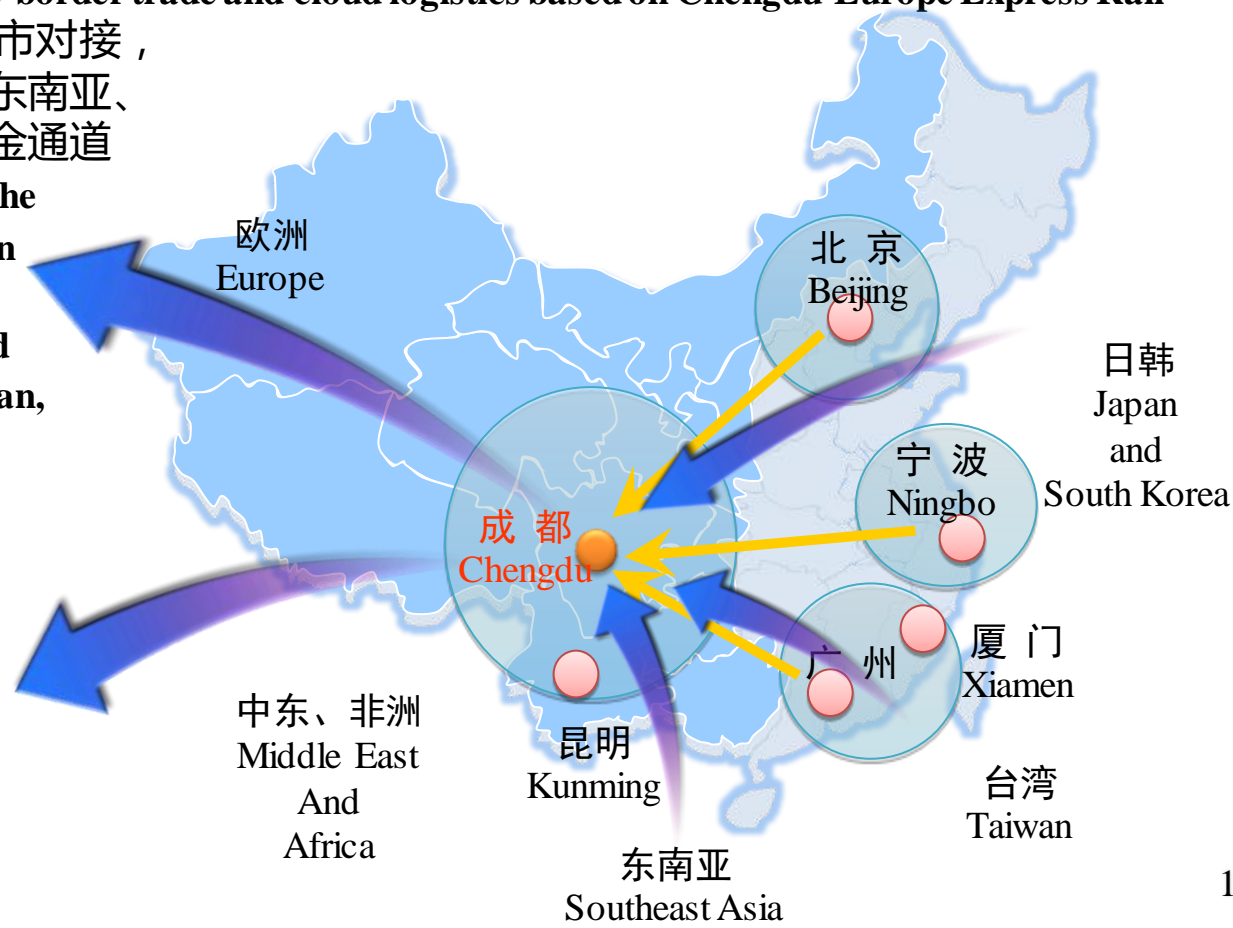
推进蓉欧快铁常态化运行的主要途径

Main approaches to normalize operations

加快亚太（成都）桥头堡规划建设

Planning and construction the Asia-Pacific (Chengdu) Bridgehead

- 与国际知名投资公司达成初步合作意向，以蓉欧快铁为依托开展跨境贸易、云物流等全方位合作
Seeking a preliminary cooperation intention with international well-known investment firm, carrying out an all-round cooperation such as cross-border trade and cloud logistics based on Chengdu-Europe Express Rail
- 加强与昆明、宁波、厦门等城市对接，开行两地铁路五定班列，打通东南亚、日韩以及台湾等地西向陆路黄金通道
Make more efforts to join up with the Kunming, Ningbo, Xiamen, etc., run fixed trains from Chengdu to those cities, and get through the west gold land access for Southeast Asia, Japan, South Korea, Taiwan, etc.



推进蓉欧快铁常态化运行的主要途径

Main approaches to normalize operations

加强成都与欧洲合作

Strengthen the cooperation between Chengdu and Europe

- 在欧洲选择蓉欧快铁第二装卸货站点
Choose another station in Europe for loading and unloading goods
- 在欧洲建设建设欧中贸易物流转运中心
Build a logistic transshipment center for Europe-China trade
- 吸引欧洲各国相关企业在蓉投资设立分支机构
Attract enterprises in Europe to invest in Chengdu or set up a branch



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Joint efforts to forge a major artery linking

Asia and Europe

携手合作共助未来亚欧大通道

Joint efforts to forge a major artery linking Asia and Europe

期盼沿线各国在铁路运价、运行速度、便捷通关、安全保障、物流基础配套设施建设等方面给予蓉欧快铁支持

And expect countries along the way to offer supports in terms of fares, speed, clearance, goods safety and logistic infrastructures

合作推进 Cooperation needed

将蓉欧快铁纳入更高层面的战略合作内容加以推进
Incorporate the rail in higher-level strategic collaborations

沿线国家建立一个官方性质的区域合作协调机构
Nations along the rail can set up an official coordination agency for regional collaboration

市场培育期间给予必要的政府扶持政策
Offer necessary support policies in the early phase



A nighttime photograph of Chengdu, China. The image features a prominent modern skyscraper with a glass facade, illuminated with blue and white lights. To its right is another tall building with a grid-like window pattern. In the foreground, a traditional Chinese pavilion with a dark roof and red lanterns sits on a stone wall. A river flows in the lower half of the image, reflecting the city lights. In the background, a large, ornate bridge with multiple arches spans the river, also illuminated. The sky is a deep blue.

**成都是距离欧洲最近的中国区域中心城市
是一座“来了就不想离开”的城市”
Chengdu, the closest regional center
to Europe, a city of infinite charms**

Welcome to Chengdu

谢谢

Thanks !



Prospects and challenges in view of the development of new EU-Asia connectivity

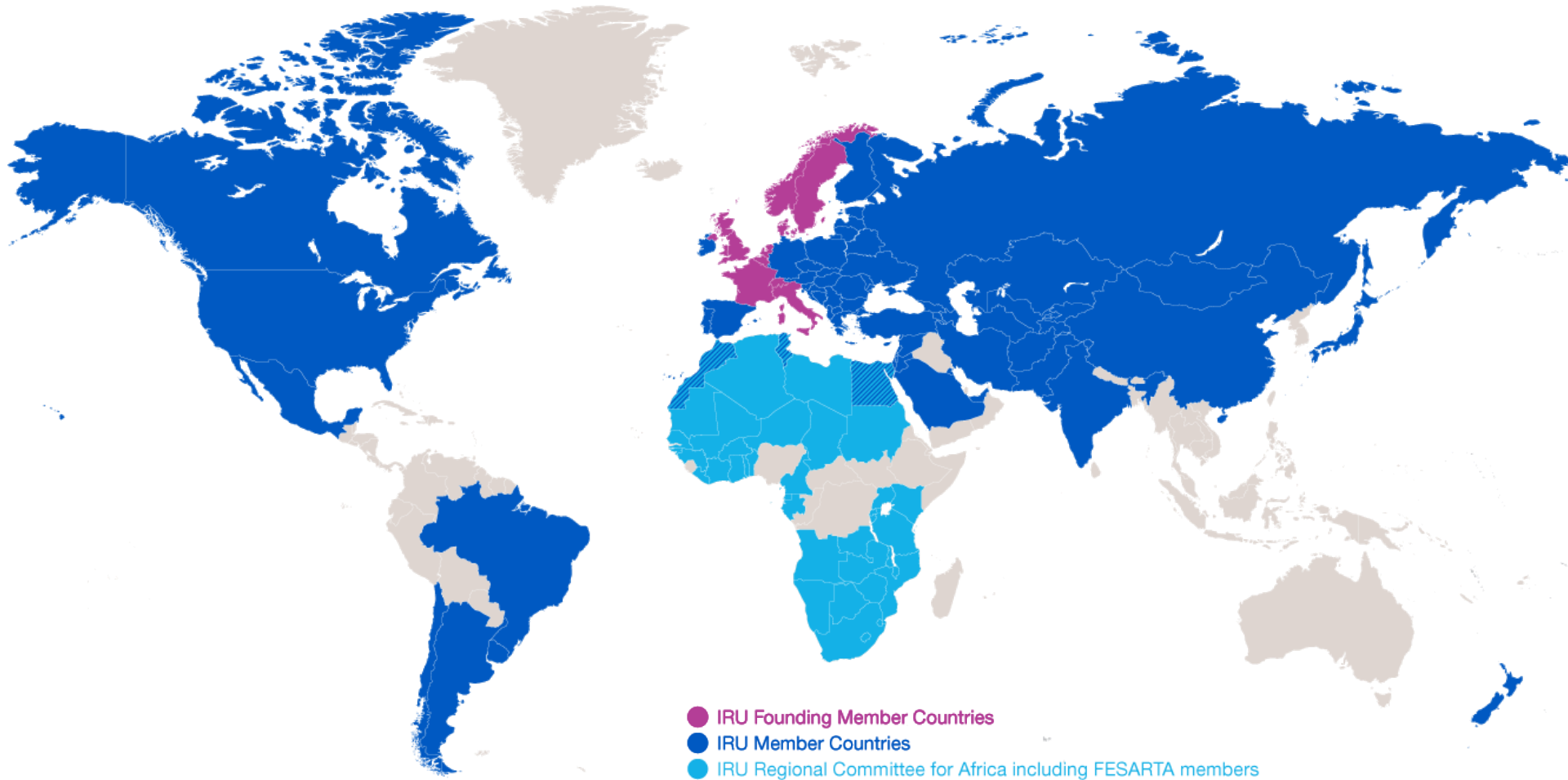
Riga, 30 April 2015

*Umberto de Pretto
Secretary General
International Road Transport Union*

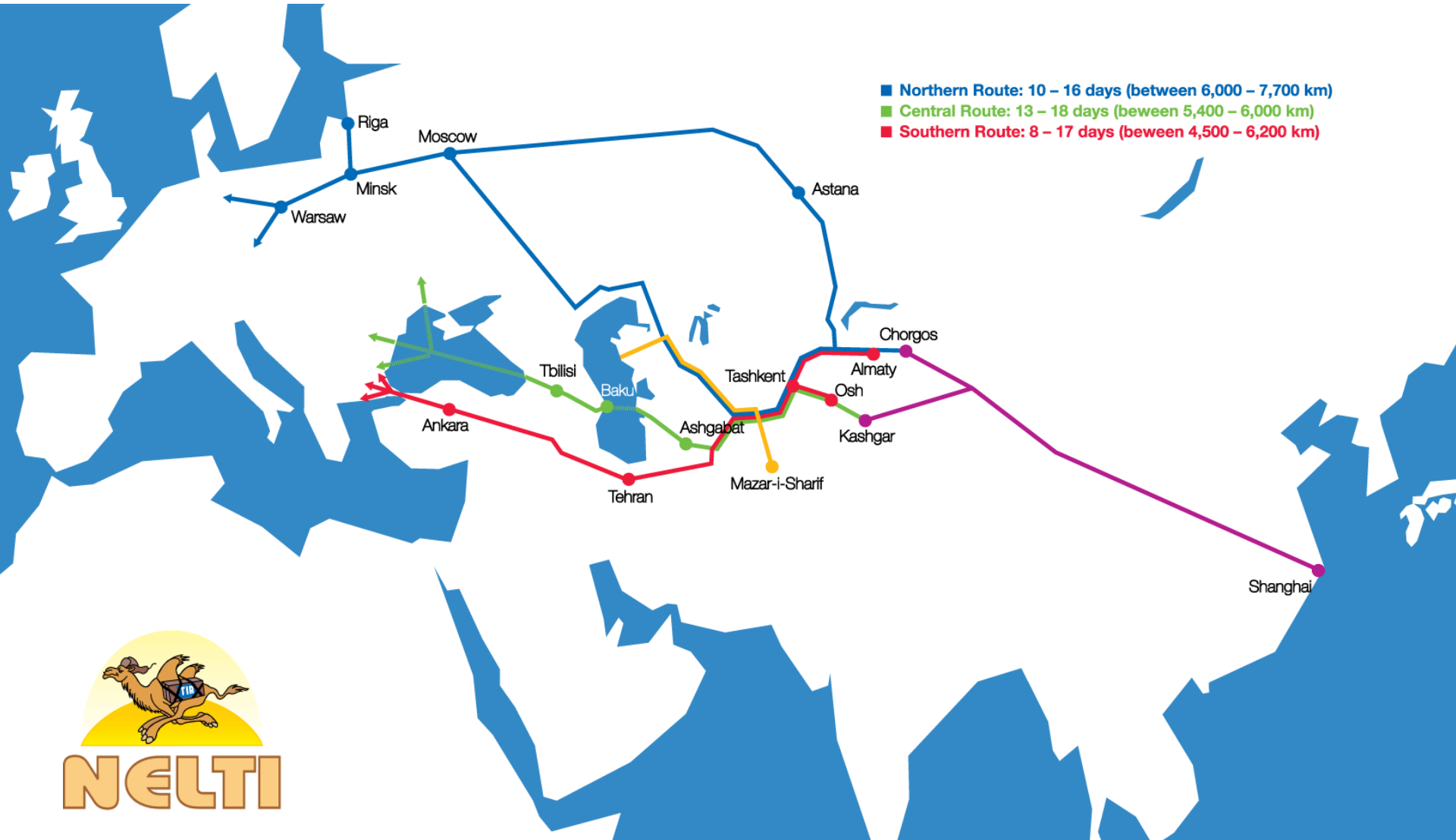
IRU IRU Membership

1948: 8 Founding Member Countries

2015: present in over 100 countries



One Belt – IRU NELTI activities to support development of trade between Asia and Europe





IRU Caravan and NELTI drivers saw this...
adequate roads but little traffic!!



IRU ...until they reached border crossings!!



IRU Pilot Caravans and NELTI results

Lisbon-Vladivostok



Beijing-Berlin-Brussels



Black Sea Highway

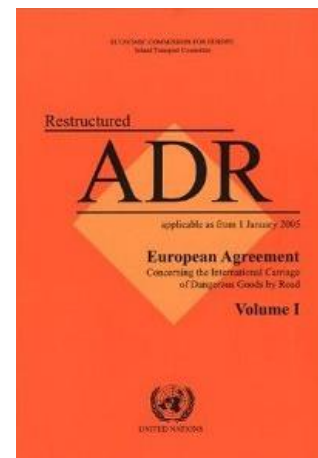
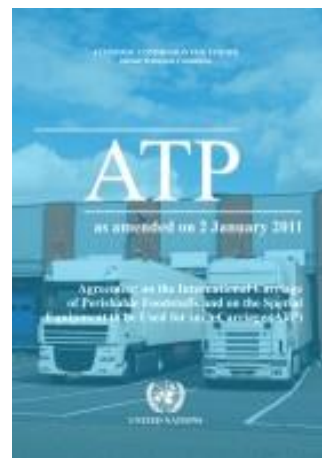
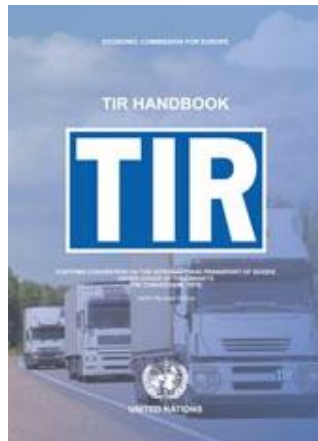


IRU-ECO Silk Road



Up to **57%** of transport time = border crossings
38% of transport costs = unofficial levies

Implement key UN facilitation instruments to allow transport to drive trade!



TIR

A global United Nations Customs transit and guarantee system that uses **one simple, secure, mutually recognised procedure** for door-to-door transport by road, sea and rail.





TIR in 2015: more competitive, attractive and global



China



United Arab Emirates



Pakistan

IRU China speeds up TIR accession process



13 February 2015
China Customs
officially approved
TIR accession file:
APPROVED

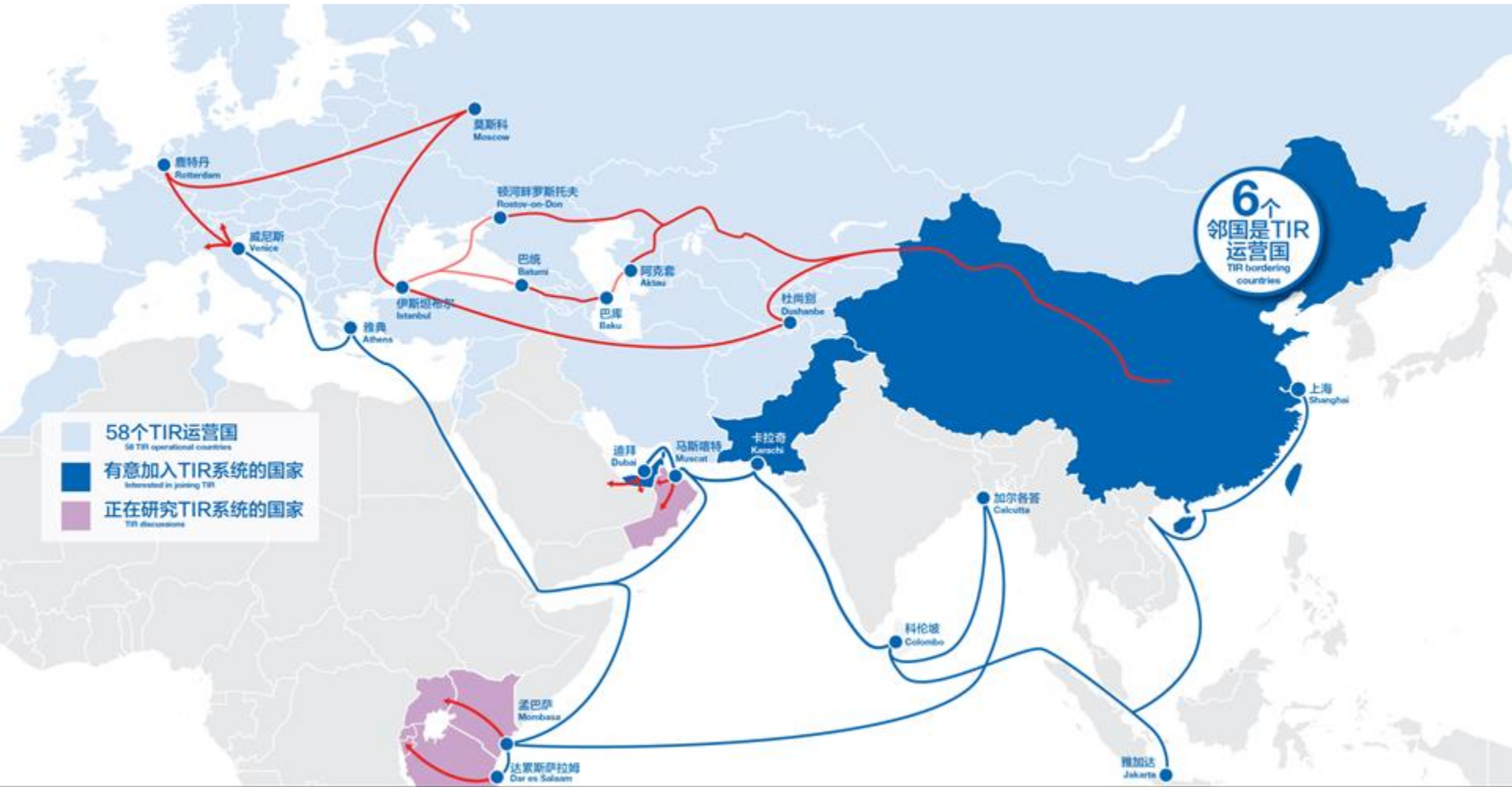
27 February 2015
Chinese Ministry of
Transport:
APPROVED

03 March 2015
Administration of
Quality Inspection
& Quarantine:
APPROVED

06 March 2015
Ministry of Public
Security:
APPROVED

16 April 2015
Ministry of Foreign
Affairs:
APPROVED

IRU One Belt, One Road – TIR is the solution!



- All EU Member States use TIR
- 35% of all TIR operations are by EU operators
- 5 EU Member States are among the top 10 TIR users (Bulgaria, Latvia, Lithuania, Poland, Romania)
- Central Asian region shows the biggest growth in TIR usage worldwide in recent years
- Other South-Asian countries are showing interest in TIR

