



“10 YEAR EXPERIENCE OF FREIGHT
TRANSPORTATION BY CONTAINER TRAIN
“VIKING“ AND NEW CHALLENGES“

10 years

A smaller version of the VIKING Train logo is placed to the right of the "10 years" text.

BASIC INFORMATION ABOUT „VIKING TRAIN”

- Idea of a direct intermodal train during organization of container transportation came in **1999**, when the ministers of transport of Lithuania and Ukraine signed memorandum of mutual consent
- Cargo transportation in containers becomes the main direction of expanding cargo transportation due to its universal nature
- By using the route of Viking train, its clients have an opportunity of saving up to **46%** of their funds comparing to other types of transportation and at the same time have a guaranteed time of cargo delivery



BASIC INFORMATION ABOUT „VIKING TRAIN”

- Route: **Klaipėda – Minsk – Iljichyovsk**
- Distance: **1766 km**
- Average time of travel: **52 hr.**
- Transportation of 20, 40 and 45-foot universal and special containers, trailers, trucks and semi trailers
- Regular runs every day: **7 times per week**
- EU/CIS border crossing time for train: **30 min**
- First launch: **in 2003**
- Award: **“Best intermodal project”**



DYNAMICS OF „VIKING TRAIN” DEVELOPMENT

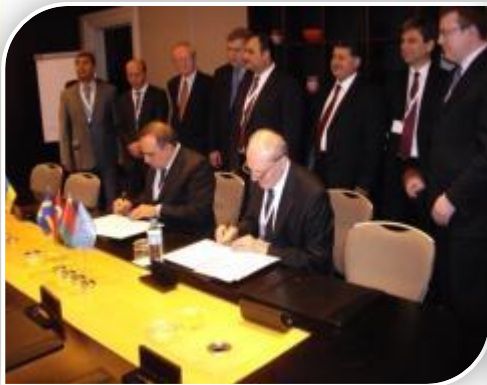


SEARCHING FOR NEW COOPERATION OPPORTUNITIES: „VIKING TRAIN” INTERMODAL CONNECTION

2012-03-28

Two agreements were signed with shipping agents “Yegenler Logistics” and “LAM-Lyonel A. Makzume Vapur Acentaligi AS”.

Two memorandums for transport services were signed between Lithuanian and Turkey



SEARCHING FOR NEW COOPERATION OPPORTUNITIES: „VIKING TRAIN” INTERMODAL CONNECTION



2012-05-09

Agreements were signed with Turkish companies
“Ancora” and “BALO” in Vilnius



<http://www.vikingtrain.com/>

SEARCHING FOR NEW COOPERATION OPPORTUNITIES: „VIKING TRAIN” INTERMODAL CONNECTION

2013-02-28

JSC “Lithuanian Railways” and “CFR Marfa S.A.” have signed the memorandum of understanding which empowers Romanian side to join international intermodal project “Viking Train”. Memorandum was signed on 2013-02-28, during 10th anniversary of the project held in Vilnius



SEARCHING FOR NEW COOPERATION OPPORTUNITIES: „VIKING TRAIN” INTERMODAL CONNECTION



2013-04-04

The **Lithuanian** and Turkish transport ministers signed a memorandum on the Viking shuttle train service linking the Baltic Sea and the Black Sea regions



<http://www.vikingtrain.com/>

POSSIBILITIES OF EXTENDING THE ROUTE OF THE INTERMODAL „VIKING TRAIN”

„Viking train“
geographic
development of the
**Baltic Sea to
Scandinavia and
Western Europe**



POSSIBILITIES OF EXTENDING THE ROUTE OF THE INTERMODAL „VIKING TRAIN”

„Viking train“
geographic
development
from the **Black Sea**
to **Turkey, Bulgaria,**
Georgia, Moldova,
Azerbaijan



KEY CUSTOMER NEEDS



COMPETITIVE PRICE RATES



DOOR-TO-DOOR CARGO DELIVERY



SAFETY OF CARGO DELIVERY



**FAST STATE BORDERS CROSSING AND
SIMPLIFIED CUSTOMS PROCEDURES
(EU-CIS BORDER IN 30 MIN.)**



ECO-FRIENDLY TYPE OF TRANSPORTATION



ADVANTAGES OF „VIKING TRAIN” COMPARING WITH AUTO TRANSPORT

TRAIN



**Man power: 2 engineer
and assistant**

**Length of the train formation:
1100 m**

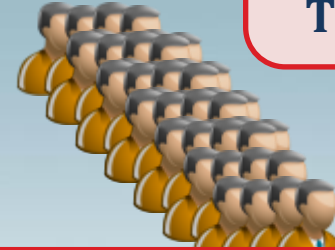


Fuel: 9 t



Time at the border: 30 min.

TRUCK



Man power: 84 drivers

**Length of formation:
8148 m**



Fuel: 45 t



Time at the border: up to 480 min.

„VIKING TRAIN” PROPOSED ROUTES AND TRANSPORTATION RATES (1)



~ 8 Day



~1400 €



~2065 €

Istanbul - Kapi Kule (~220 km)/Svilengrad izt. fr. - Ruse fr. (406 km)/Giurgiu Nord - Dornesti (605 km)/Vadul Siret - Berezhest (852 km)/Slovechno - Gudogai (554 km)/Kena - Draugyste (427 km)- Scandinavia

„VIKING TRAIN” PROPOSED ROUTES AND TRANSPORTATION RATES (2)



~ 10 Day



~2010 €



~2780 €

Istanbul – Odessa – Kiev – Gudogai/Kena – Draugyste – Scandinavia



SUGGESTIONS FOR THE DEVELOPMENT OF “VIKING TRAIN” ROUTE

- **RAIL AND SEA COMBINATION**
- **“VIKING TRAIN” COMMON PRICE-LIST**
- **FREIGHT CONSOLIDATION AND SERVICE**
- **APPOINTMENT OF THE EXCLUSIVE OPERATOR**



WHY “VIKING TRAIN”?

- Competitive and attractive rates – up to 30 % less than by truck
- Fast delivery – possibilities for customers to organize “just in time” delivery
- “Green” type of transportation mode – environmental issues
- Simplified and faster border crossing formalities – no queues on borders.



TERMS AND CONDITIONS OF JOINING "VIKING TRAIN" PROJECT

Terms and conditions of joining "Viking train" project:

- In order to join current agreement new participants can fill out the application form attached to this agreement.
- Within 30 days since application has been made parties analyze the opportunity for new members to join current agreement and inform each other in writing. The final decision is made on the meeting of all parties.
- New members join the agreement by signing a protocol with all parties. The protocol enters into force on signing date.
- During 30 days after signing the protocol all parties develop and agree on essential changes that should be made in "Viking train" organization.



STANDARD "VIKING TRAIN" RATES FOR ALL PARTICIPATING PARTIES



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WELCOME TO COOPERATE

