



TRANS-CASPIAN INTERNATIONAL TRANSPORT ROUTE (MIDDLE CORRIDOR): ROLE AND CURRENT CONDITION

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CJSC «BAKU INTERNATIONAL SEA TRADE PORT»

Katowice (Poland), May 2018



1. Coordination Committee for the development of the Trans-Caspian International Transport Route was established on February 20, 2014

2. International Trans-Caspian Transport Consortium (single transport operator of the route) was founded on April 12, 2016.

3. International Association TITR was founded with headquarters in Astana, Kazakhstan on February, 2017.



Results of coordinated work of all Members of Coordination Committee and IA "TITR"

Infrastructure
and its constant
modernization

Large
geography of
presence

Permanent
improvement of
the
effectiveness

Growing
competitiveness
of the route

Container
service
"Nomad
Express"

DEEP-SEA ROUTE

Lianyungang (China) – Suez (Egypt) – Istanbul (Turkey)

16 000 km

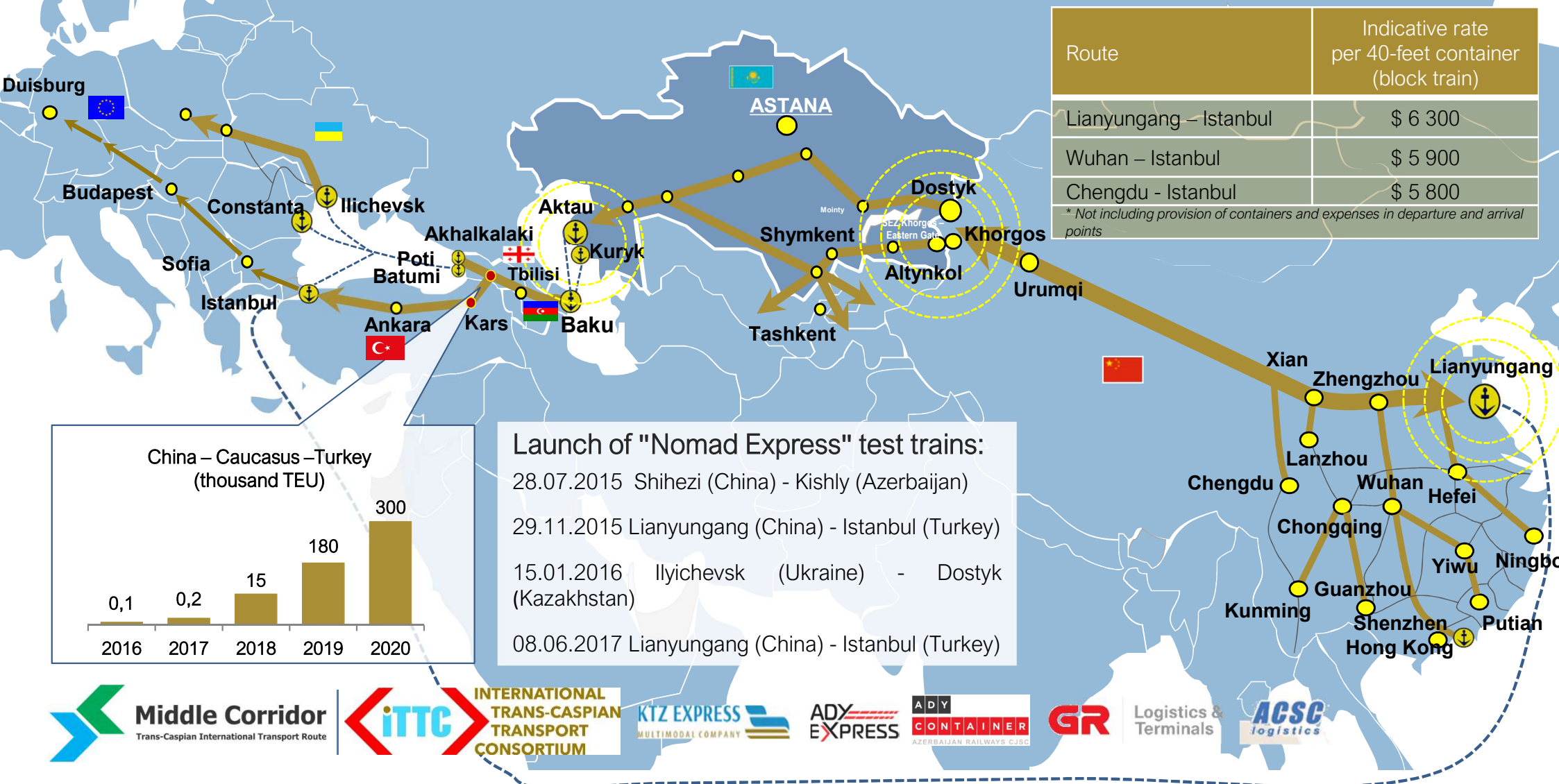
30 days

TRANS-CASPIAN ROUTE

Lianyungang (China) – Aktau/Kuryk (Kazakhstan) – Azerbaijan – Georgia – Istanbul (Turkey)

9 400 km

13-14 days

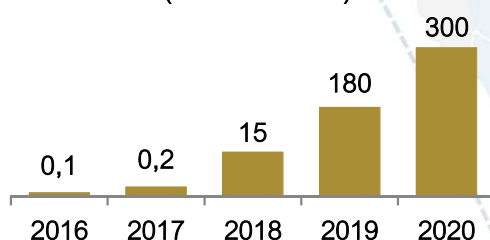


Route	Indicative rate per 40-foot container (block train)
Lianyungang – Istanbul	\$ 6 300
Wuhan – Istanbul	\$ 5 900
Chengdu - Istanbul	\$ 5 800
* Not including provision of containers and expenses in departure and arrival points	

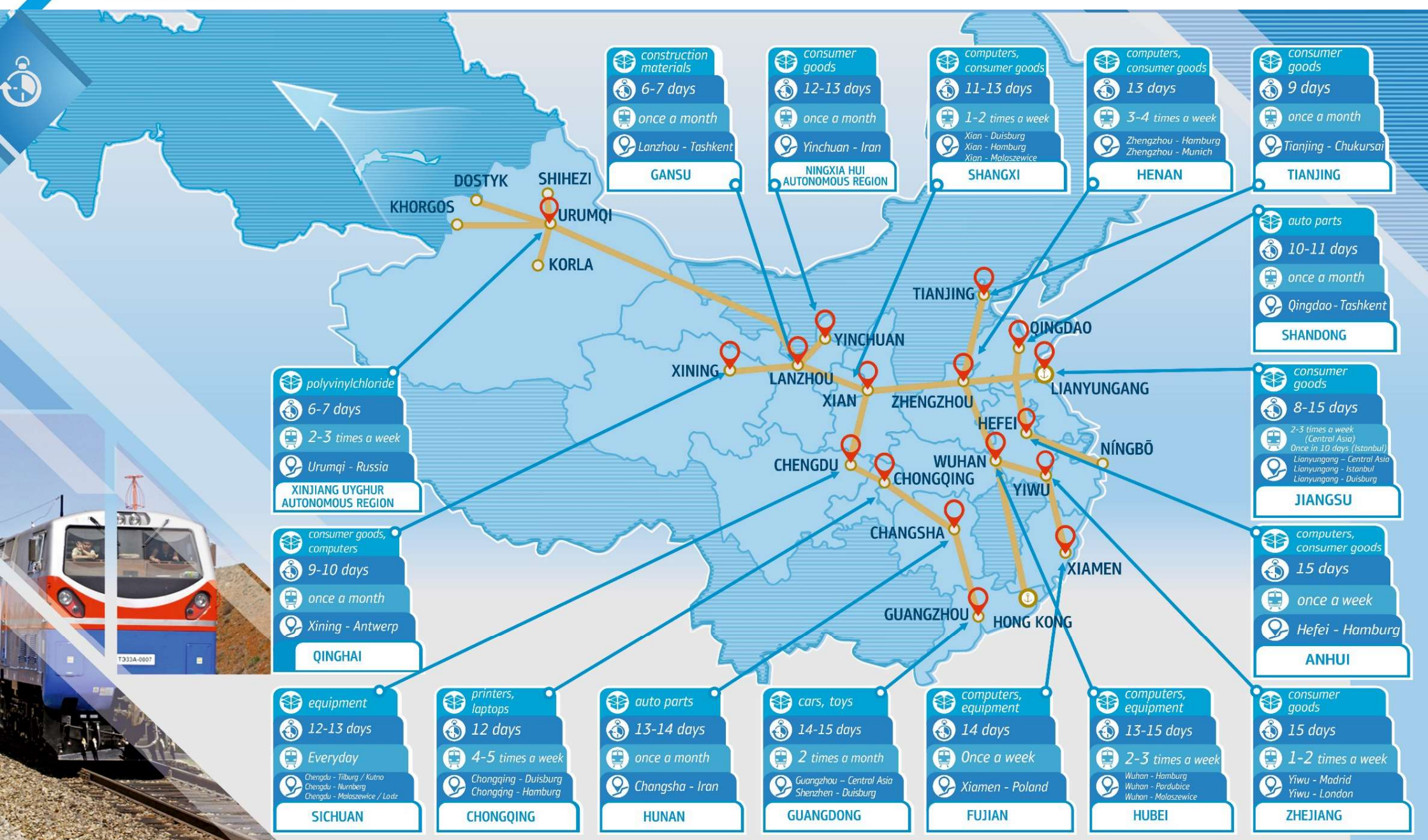
Launch of "Nomad Express" test trains:

- 28.07.2015 Shihezi (China) - Kishly (Azerbaijan)
- 29.11.2015 Lianyungang (China) - Istanbul (Turkey)
- 15.01.2016 Ilyichevsk (Ukraine) - Dostyk (Kazakhstan)
- 08.06.2017 Lianyungang (China) - Istanbul (Turkey)

China – Caucasus – Turkey
(thousand TEU)



PROACTIVE WORK WITH CHINA



Cooperation with 17 provinces in China



DRY PORT ON THE TERRITORY OF THE SPECIAL ECONOMIC ZONE «KHORGOS – EASTERN GATES»

TOTAL AREA 129,8 HA

2 warehouses with area of 5 thousand m², including 2 freezing rooms with area 700 m²

Capacity: 540 000 TEU/year, 1 500 TEU/day

Simultaneous storage: 18 000 TEU



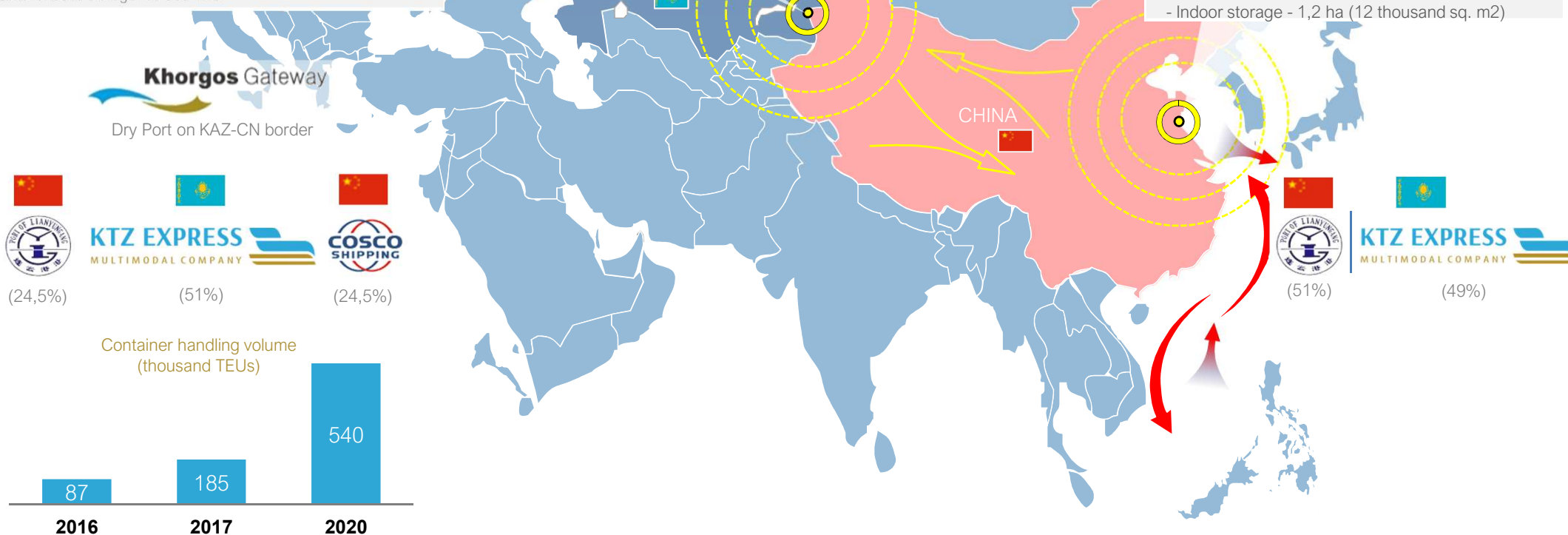
LIANYUNGANG LOGISTIC TERMINAL

TOTAL AREA 21,6 HA

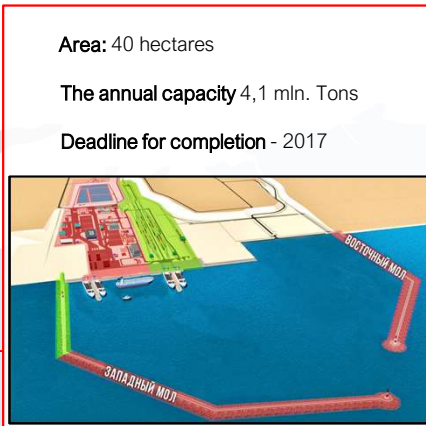
- Container yard – 13 ha

- Open space warehouses for dry cargo – 6 ha

- Indoor storage - 1,2 ha (12 thousand sq. m2)

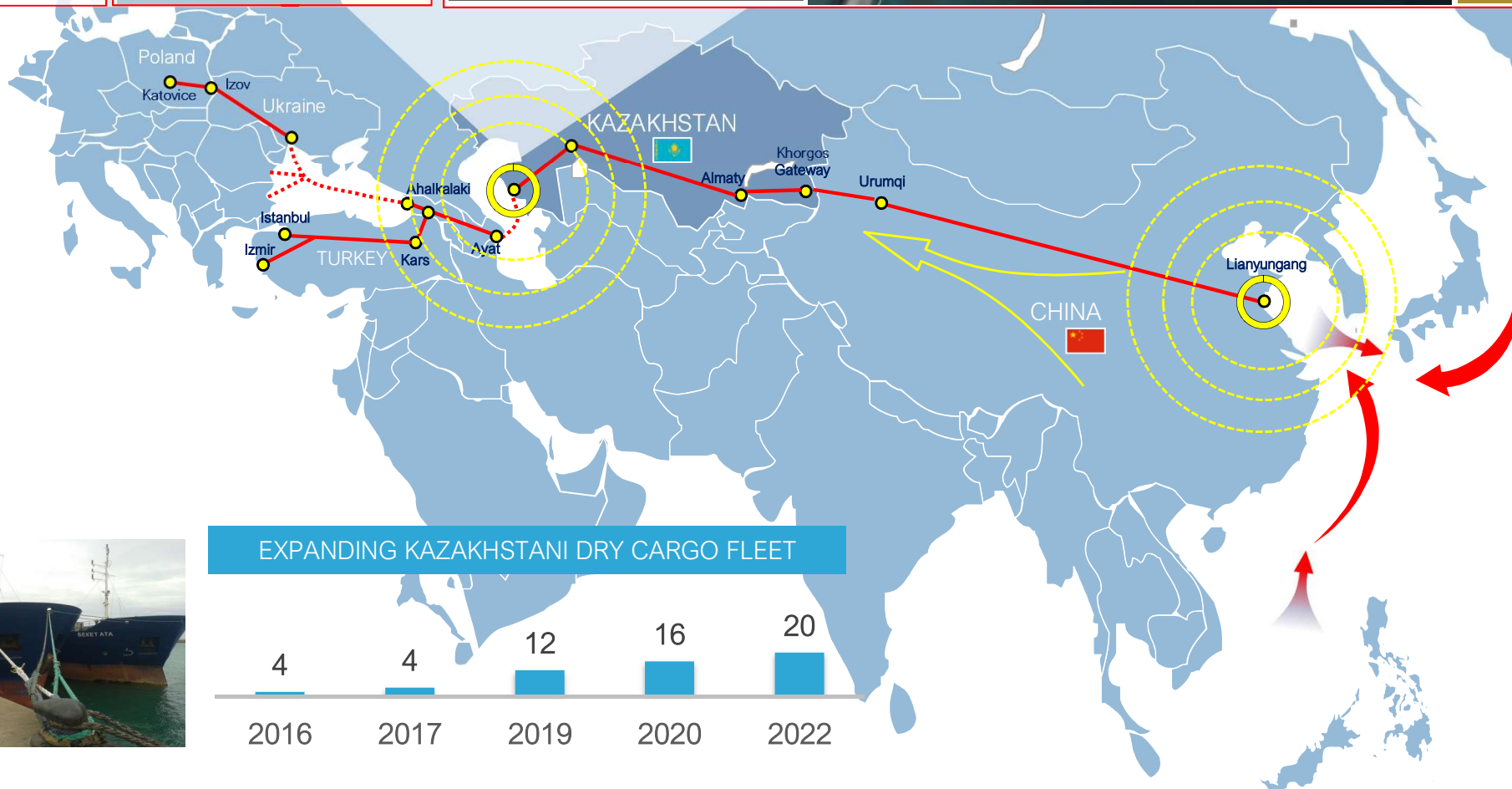


Creation of logistics and trading platforms in the port of Lianyungang and SEZ «Khorgos – Eastern Gates» will contribute to the development of transportation towards Kazakhstan, Central Asia, the Persian Gulf countries, Turkey and Europe.

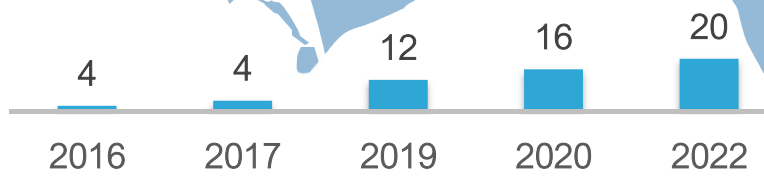


By 2020, the capacity of Kazakhstan's marine infrastructure in the Caspian sea will be increased to **25,6 million** tons per year

Area: 66 hectares
The annual capacity 20 mln. tons



EXPANDING KAZAKHSTANI DRY CARGO FLEET



Fleet and Operations

ACSC's fleet and operational structure

MERCHANT FLEET



52 vessels

OFFSHORE SUPPORT FLEET



210 vessels

SHIP REPAIR



2 ship repair yards

EDUCATION



Marine Academy and
Training Center

Fleet renewal

Purchased and built vessels (2014-2016)

AHTSV:

- ✓ “Lankaran” (2014)
- ✓ “Mardakan” (2017)
- ✓ “Shuvalan” (2017)

Tanker:

- ✓ “Nasimi” (2014)
- ✓ “Ganja” (2016)

Port tug boat:

- ✓ “SOCAR-1” (2014)

PSV:

- ✓ “Sumgayit” (2014)
- ✓ “Gubadli” (2017)

General cargo vessels:

- ✓ “Uzeyir Hajibayli” (2014)
- ✓ “Natavan” (2014)
- ✓ “Rasul Rza” (2016)
- ✓ “Shair Sabir” (2016)
- ✓ “Shair Vaqif” (2016)
- ✓ “Huseyn Javid” (2016)
- ✓ “General Aslanov” (2016)
- ✓ “Gafur Mammadov” (2016)

Passenger vessel:

- ✓ “Ufug” (2016)
- ✓ “Zafar” (2016)
- ✓ “Turan” (2016)



AHTSV «Lankaran»



«Nasimi» tanker



«Uzeyir Hajibayli» type general cargo vessels



PSV «Sumgayit»



«SOCAR-1» port tugboat



«Ufug» type passenger vessels

Fleet renewal

Recently ordered vessels

2 new generation unique Ro-Pax/Ferry vessels



These vessels will be ready for exploitation in the of 2019.

Capacity:

- 56 tank wagons (12.0 m)
- 46 semi-wagons (13.9 m)
- 44 cargo wagons (14.7 m)
- 50 trucks (TIR)
- 100 passengers

2 new generation tankers



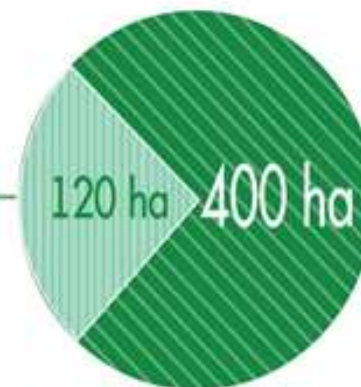
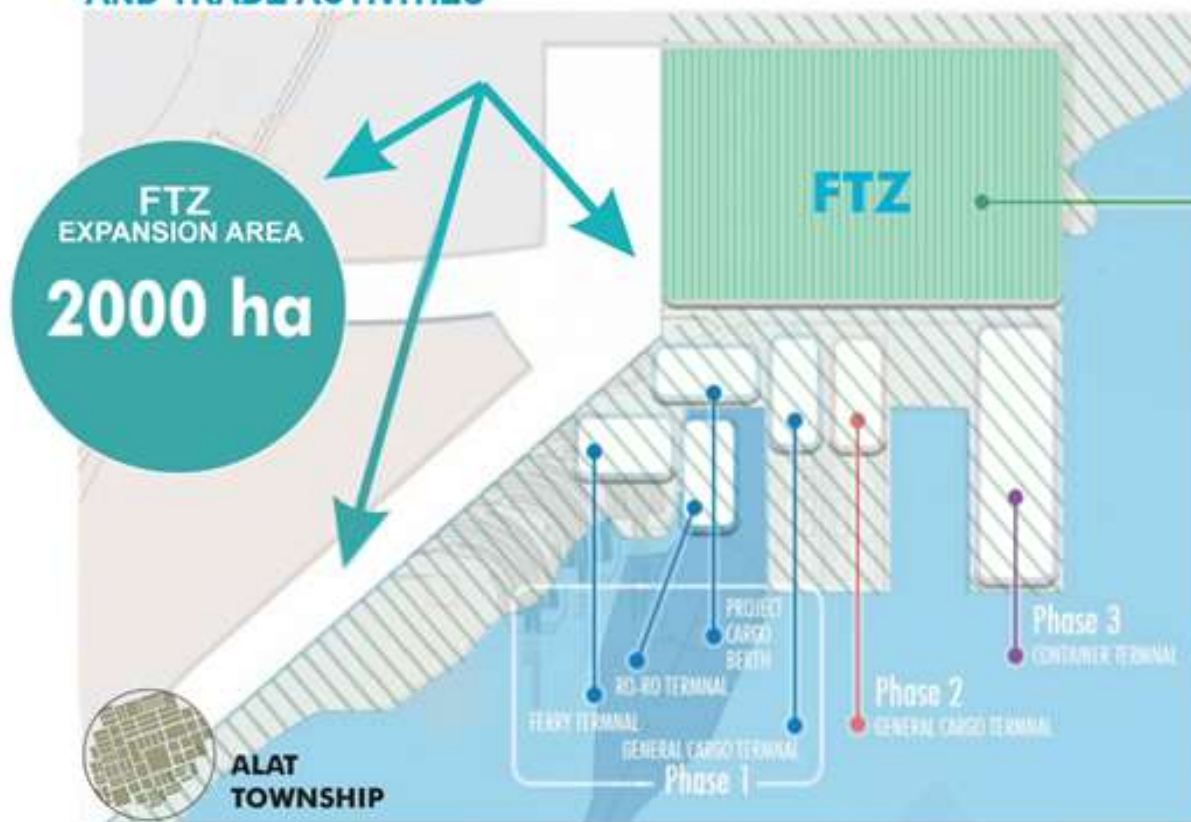
These vessels will be ready for exploitation in the end of 2019.

Loading capacity:

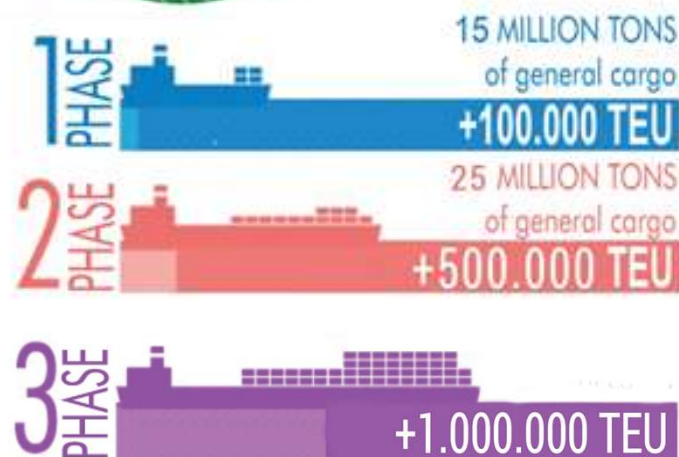
- 8,000 tons of liquid cargo

Phased Development of the Port of Baku at Alat

FOR LOGISTICS INTENSIVE INDUSTRIES
AND TRADE ACTIVITIES



The New Baku International Sea Trade Port at Alat is being built over an area of 400 ha in 2 phases.





- **World Bank / Azerbaijan Railways CJSC - 806.7 mln USD**
 - Rail Trade and Transport Facilitation Project for improvement of East-West transport corridor of Azerbaijan which includes projection, supply and installation of energy system and relevant communication system, IFRS financial management system, preparation of business plan etc.
- **Bank syndicates of Czech Republic (HSBC plc Praha, Societe General, Czech Commerce and Export Bank) - 600 mln USD**
 - Capital repair of 600 km railways from Baku to Boyuk Kesik and supply of technical and material base.
- **Societe General, BNP Paribas and HSBC France - 276.8 mln USD**
 - purchased 50 locomotive operating with alternating current
- **French Development Agency (Agence Française de Développement, AFD) – 120 mln USD**
 - Construction of depo for locomotive park.
- Construction of **Baku-Tbilisi-Kars regional railway link** connecting Turkey, Georgia and Azerbaijan – total length 820 km.
 - Improve direct railways transiting through Azerbaijan to Turkey and Europe
 - Increase transit potential of Azerbaijan Railways by attracting import, export and transit cargo volumes of Turkey with Central Asia and China
 - New transport product linking Mediterranean Sea regions to Railways of Azerbaijan, Central Asia and China via Mersin port

Ongoing and completed Projects

- Georgian Railway track modernization project

Construction carried out by China Railway 23RD construction Bureau

46% completed

Completion year: 2019

Increasing capacity from 27.5M tons to 100M tons

Speed increase from 60 to 80km/h for freight



- Deep Sea Port project Anaklia

Completion Year 2021

Throughput capacity: 100M tons

Berth can accommodate Panamax sized container ships



- Baku-Tbilisi-Kars (BTK)

BTK railway length: 826 km

Freight capacity: 6.5M tons

Passengers capacity: 1M

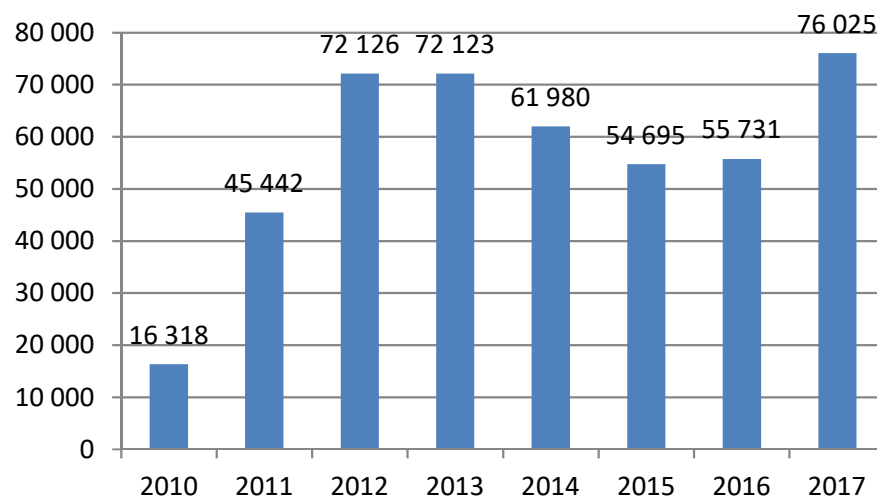




Terminals & capacity	<ul style="list-style-type: none"> Oil -15 mln tons/year Dry cargo - 2 mln tons/year Container – 100 thsd. TEU Passenger and Ferry
Territory	<ul style="list-style-type: none"> Oil - 85 hectares Dry cargo - 197,852 m² Container – <i>developed territory 33 410 m², with the possibility to increase up to 70 000 m²</i>
Number of berths	<ul style="list-style-type: none"> 11 + CBM
Total outloading capacity	<ul style="list-style-type: none"> Up to 18 mln.tons/year



Statistics of cargo turnover in Container terminal 2010-2017
Containers (TEU)



BAKU-TBILISI-KARS NEW RAILWAY LINE

Baku-Tbilisi-Kars project:

» Total distance: 846 km » Total cost: \$1,070 billion

Modernization:

» Baku – Tbilisi – Akhalkalaki:
distance: 737 km » \$ 720 million

Construction of the new project:

» Akhalkalaki – Kars distance:
109 km (Turkey – 79,7 km; Georgia – 29,3 km) » \$350 million

» Capacity: up to 17 million tons of cargo by 2030

» Marmaray Tunnel:
distance: 13,6 km » \$ 3,6 billion



Goods delivered to Turkey using the Baku-Tbilisi-Kars new railway line in 13-14 days

NETWORK OF PARTNERS AND CLIENTS



Logistics &
Terminals



连云港港
PORT OF LIANYUNGANG



CRCT
中铁集装箱



ACSC
logistics



QURYQ
PORTY
QAZAQSTAN



中国交通运输协会
China Communications and Transportation Association



DP WORLD

YUXINOU



Rail Cargo Hungaria
Rail Cargo Group



KUEHNE+NAGEL



Paldiski
NORTHERN PORT



ТҮЛПАР



ALSTOM



NIPPON EXPRESS



KAZSTORCHERMET



UNIT45
INTERMODAL INNOVATORS



KAZATOMPROM



NALCO



MEVAGROUP

