

# Beyond corridors

Enabling successful corridor development

**Sebastian Sperker**

Head of Service Design

Rail Cargo Group





# 7th Railway Working Group Meeting

22–23 May 2023 • Tbilisi, Georgia

## 7-е заседание Рабочей группы по железнодорожному транспорту

22–23 мая 2023 года • Тбилиси, Грузия



# Sebastian Sperker



Head of Service Design, Rail Cargo Group, Vienna



10 years expat experience in Europe



+16 years professional experience in the ecosystem of rail



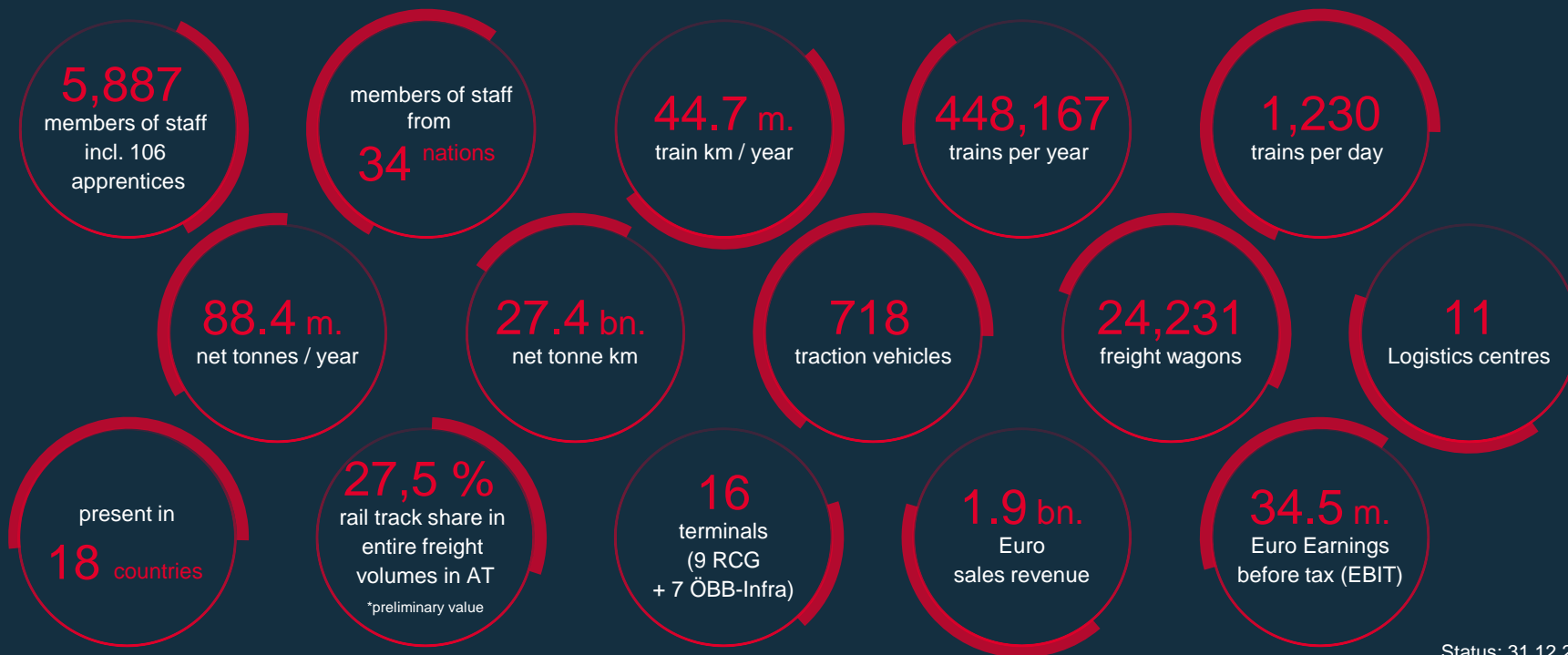
Triathlon & sailing



#connection matters: <https://www.linkedin.com/in/sebastian-sperker/>



# Facts & Figures



Status: 31.12.2022



# One of the first corridors

## #connecting an empire

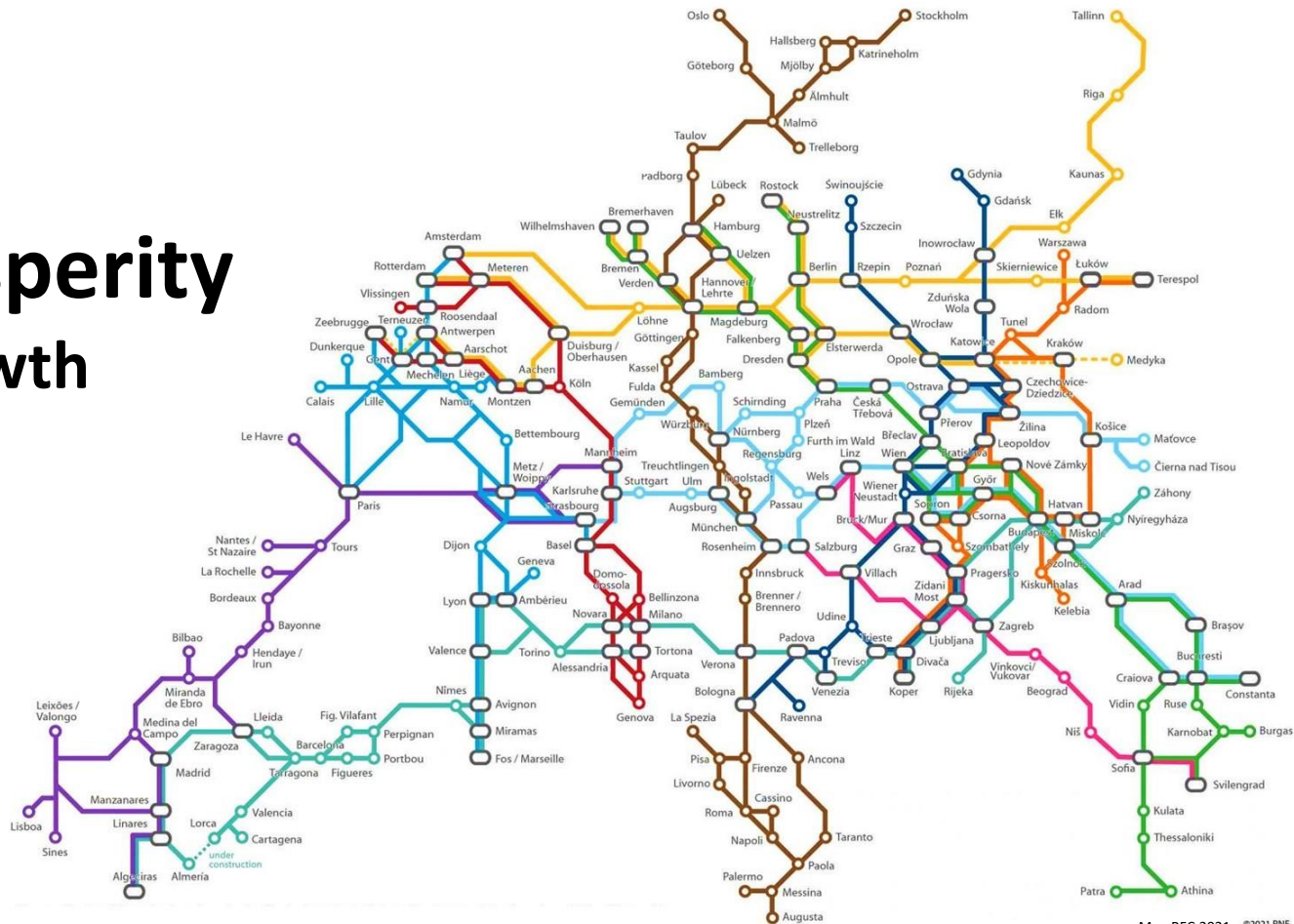
Via Appia 312 BC / Italy

# Corridors are everywhere

#connecting the world



# Corridors enable prosperity #economic growth



Map RFC 2021 ©2021 RNE  
Source: www.rne.eu

**Economic  
impact**

**Investments in  
infrastructure**

**Prosperity  
along the corridor**

**+ capacity  
+ speed  
- costs**

**+ volume  
+ frequency  
+ resilience**

**Transport  
quality**





**more parties = higher complexity**  
**higher complexity = lower quality**

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**fewer parties = lower complexity**  
**lower complexity = higher quality**

# #raildiversity

3 x electric powering systems

24 x official languages

2 x gauges

27 x different norms

## STATE OF THE ENVIRONMENT REPORTING IN EUROPE: UNITED IN DIVERSITY

**Flying to the moon – easy**  
**Crossing a rail border – not so easy**



# Coordination is needed

#corridor development



# Via Egnatia



# Via Egnatia

## #realizing potentials

New route

– 300 km



Time saving

– 60 h



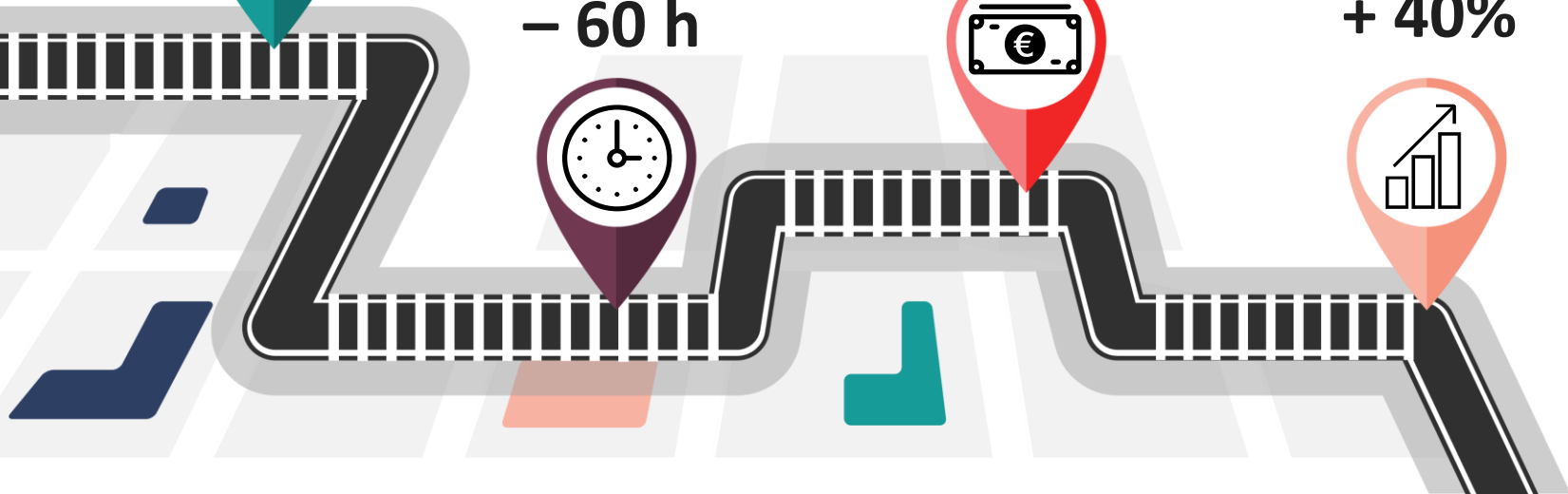
Cost saving

– 25 %



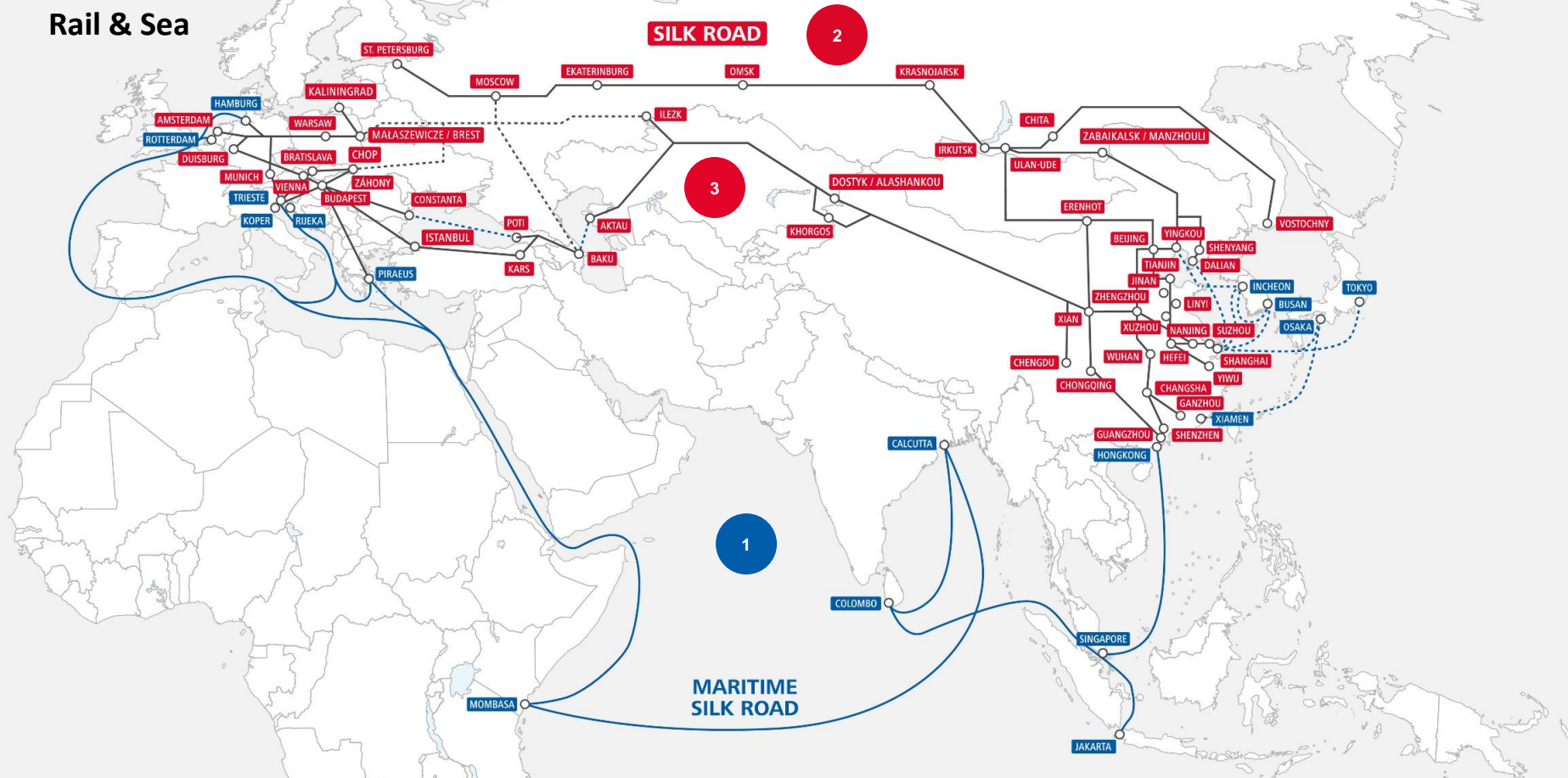
Higher utilization of  
resources

+ 40%



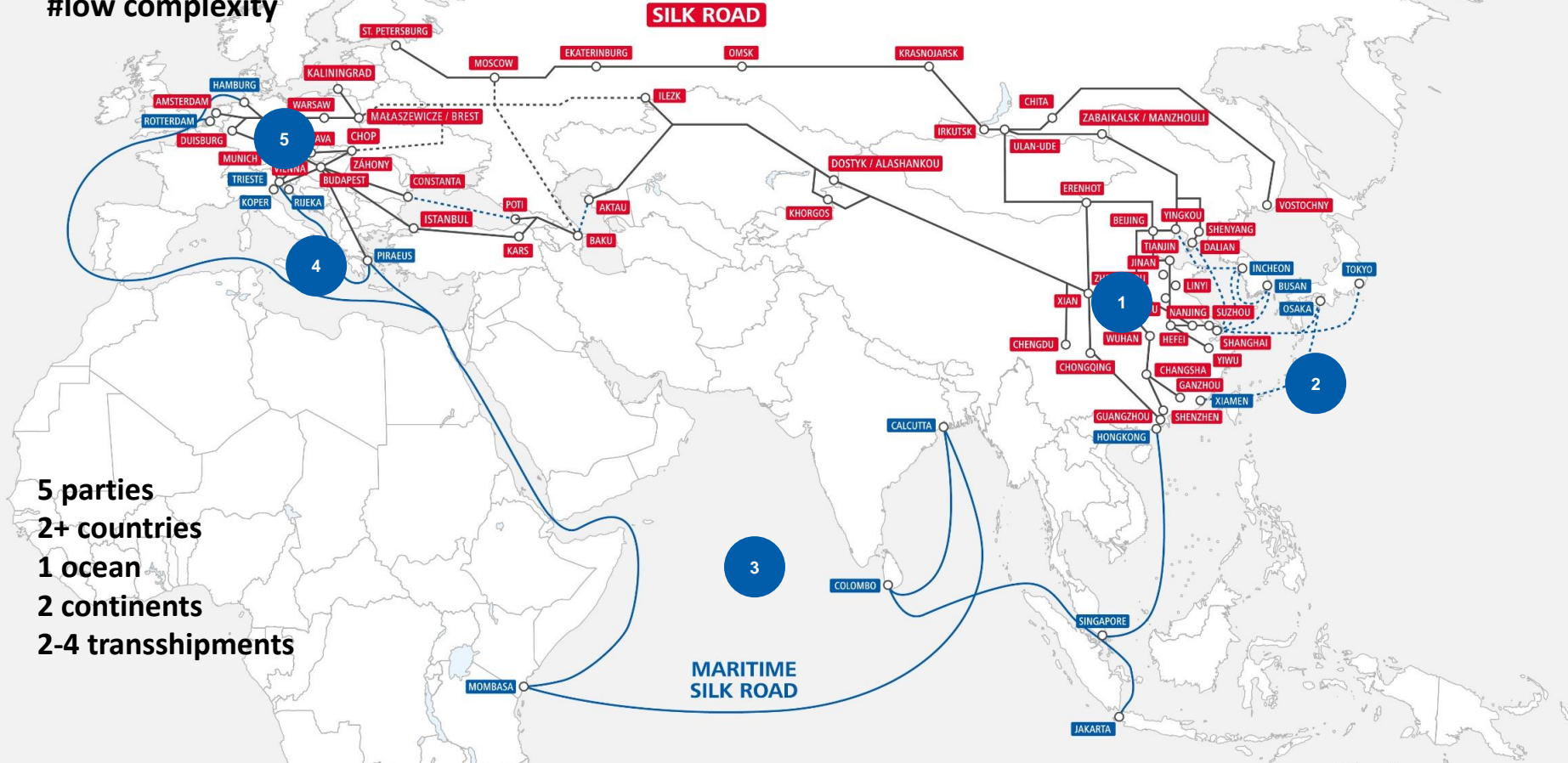
# Freight corridors Europe – Asia

Rail & Sea



# The sea corridor

#low complexity

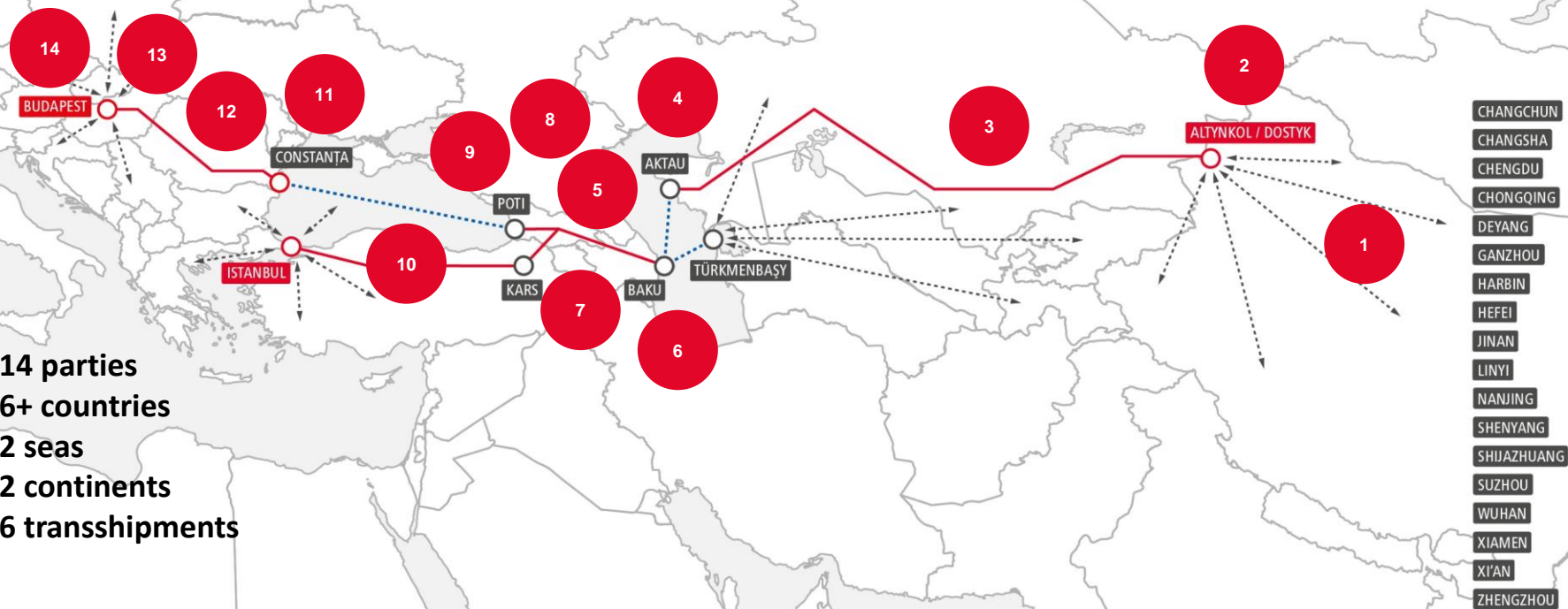


- 5 parties
- 2+ countries
- 1 ocean
- 2 continents
- 2-4 transshipments

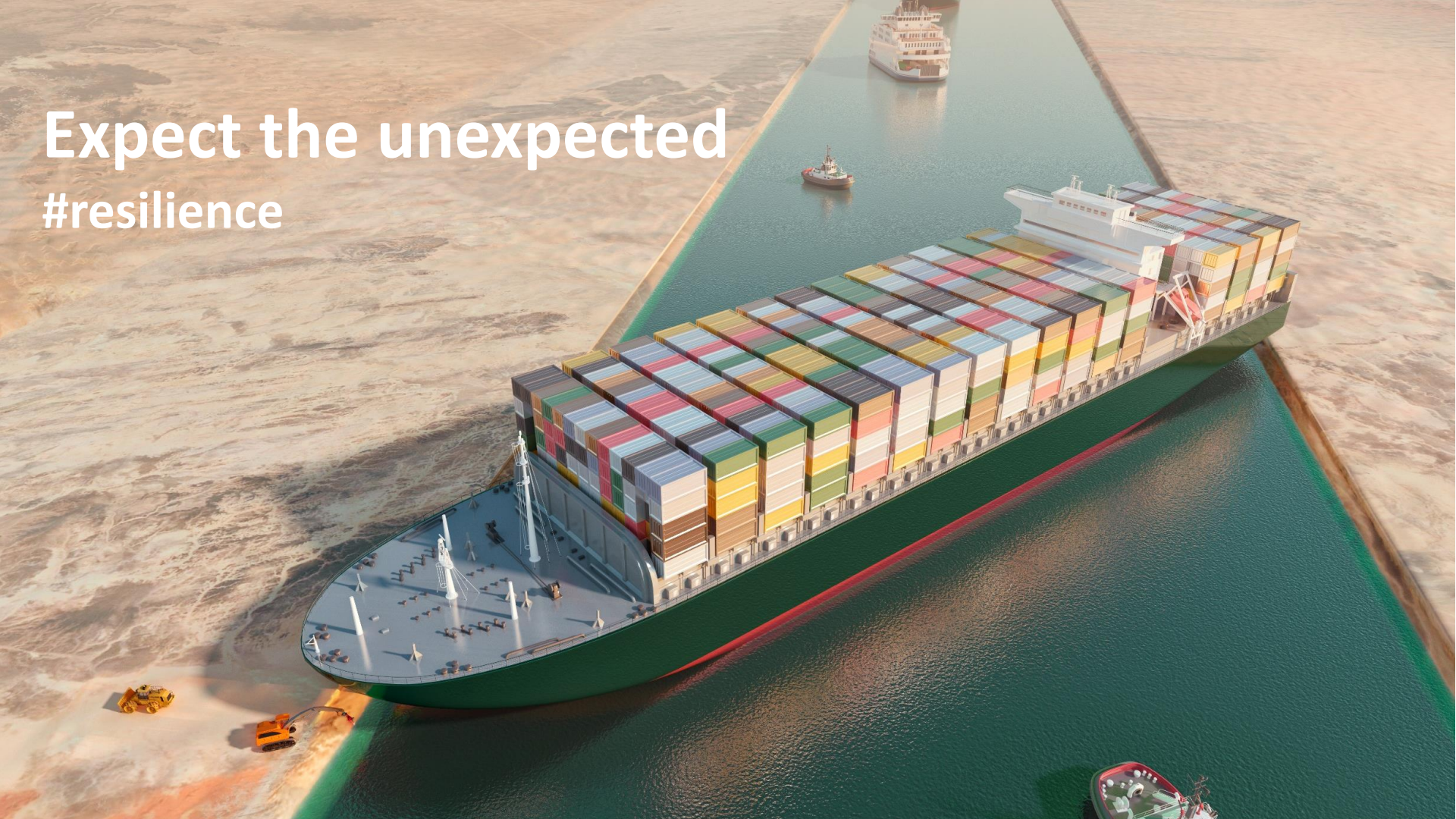


# The middle corridor

#high complexity

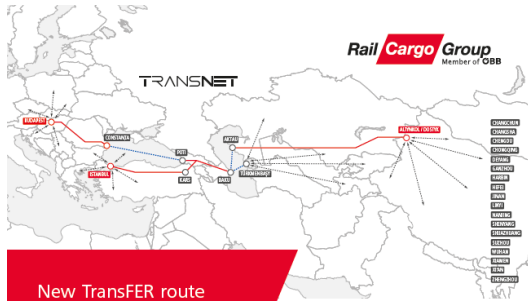


Expect the unexpected  
#resilience



# Back-up meets rates

## Ramp-up of corridors takes time!



### New TransFER route between Europe and Asia

In addition to the northern corridor of the New Silk Road, our intermodal transport solutions via the Trans-Caspian Route (middle corridor) connect the economic regions in Europe and Asia at attractive transit times. With regularly operating trains and ships, we link European trade routes with the Far East and Central Asia.

#### YOUR BENEFITS AT A GLANCE

- End-to-end solution to and from China, including usage of 40ft HC
- Attractive transit time of around 30 days
- Both import and export shipments possible
- Connection to our comprehensive European intermodal network (TransNET)
- Bypassing the currently heavily congested loading and unloading ports as well as the maritime terminals and hinterland terminals
- Circumventing current geopolitical restrictions

#### HERE IS WHAT YOU CAN COUNT ON ...

- ... that we reliably offer three round trips per month between Constanta (Romania) and Pot (Georgia) with ship departure every ten days - increase possible.
- ... daily updates of the transport status.
- ... that, in addition to China, we offer competitive transport solutions also to all Stan countries.
- ... efficient handling of the entire logistics value chain including additional forwarding services.
- ... a sustainable transport solution that significantly contributes to protecting our environment and saving CO<sub>2</sub>.

#### YOUR PERSONAL CONTACT

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## Container shipping 'price war' spreads to Asia-Europe trades

Freight rates have dropped to pre-pandemic levels on the world's biggest liner trade

9 March 2023 11:53 GMT UPDATED 9 March 2023 15:59 GMT

By [Ian Lewis](#) in [London](#)

Source [www.tradewindnews.com](http://www.tradewindnews.com)

### Rate for 40-ft container Shanghai-Rotterdam

Monat ▲	Kosten, in US-Dollar
Jan, 2020	2.000
Jan, 2021	8.800
Jan, 2022	14.028
Mai, 2022	9.751
Sept, 2022	6.027
Nov, 2022	2.192
Dez, 2022	1.674
Jan, 2023	1.808

Tabelle: CHEMIE TECHNIK • Quelle: World Container Index, Drewry Supply Chain Advisors • Erstellt mit [Datwrapper](#)

# Synchronisation is a masterpiece

#managing complexity

#timing #resilience



**What's your opinion?**  
**#challenging the status quo**





**Lets be #pioneers  
together!**



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