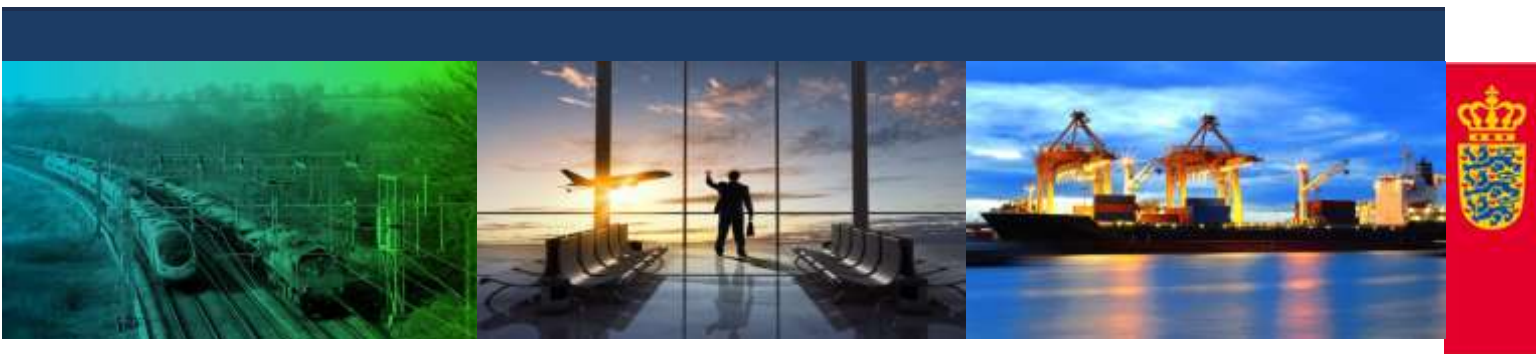


Sales Strategic Alliance in connection with rail baltica project



The geographical location of the three Baltic countries has made them an important transit hub for people and trade.

It has been the connection of sea and land between Western Europe and Eastern neighbours.

The establishment of a 729 kilometres long railway will create exciting new opportunities both in direct relation to Rail Baltica and by the many off-shots and side projects in the coming years.

Background about the RAIL BALTICA project

In Latvia, there is a dense railroad connecting east and west, going all the way to the Russian Far East, Japan and Southeast Asia. At the moment, the east-west railway has the capacity to transport 50 million tonnes of cargo annually.

To fully integrate the existing railway and to connect Northern and Central Europe by rail, the project Rail Baltica has been launched with head office in Riga. It is the largest infrastructure projects in the Baltic area during the last century. The planned railway Rail Baltica, stretching from Estonia to Poland via Lithuania and Latvia, will move the Baltic States closer to the European market.

In November 2015, the company signed its first financing contract worth 442 million euros from EU Funds.

Investment: 3.68 billion euro of which 1.27 billion is planned to be invested in Latvia. The support from the European Union is estimated to be up to 85% of the project costs.

Planned activities:

- ✓ The building process is planned to be started in 2019
- ✓ The railway is planned to be finished in the Baltic States in 2024
- ✓ In 2025, it is intended to open the connection Tallinn – Riga - Kaunas and in 2030, the connection to Warsaw.
- ✓ There is planned an income of 319 million euro in 2040

Planned procurements in relation with the project:

- ✓ This project will require an improvement of the existing railway network and building new engineering constructions, such as bridges and tunnels.
- ✓ "There is still a need for technical drawings in regards to civil engineering, track spatial variations, including overpasses, bridges, crossings, roads, energy- and gas connections.
- ✓ There will be a need to restore existing rail tracks, railway platforms, stations, railway poles etc., as well as building of railways, various engineering infrastructures – bridges, tunnels etc.
- ✓ The establishment of "Rail Baltica" will be connected to several service contracts, as well as building- and construction projects.
- ✓ Due to lack of experience and competences to develop such a large scale project, local companies will not be the main contractors for this project.
- ✓ The Rail Baltic high-speed railway joint venture set up by the Baltic countries is already preparing for the next European Union financing request to carry out the project

THE EMBASSIES OFFERS A STUDY TOUR /PROGRAM:

The main goal of the study tour is to learn about planned procurements in relation with the Rail Baltica project in each country, as well as to establish initial contacts with the relevant stake holders at the Ministries and company.

The programm will be a one-two days study tour prior the tenders have been announced.

PHASE I

- ✓ Welcome by the Ambassador
- ✓ Meetings with relevant state officials at the Ministry of Transpor
- ✓ Presentations by the Danish companies
- ✓ Business lunch or meeting with the CEO and/ or other relavant decision makers of Rail Baltica in order to learn about the planned procurements and possible involvement.
- ✓ Site visits

PHASE II

- ✓ 1-2 day workshop with the relevant stake holders
- ✓ Site visist organzied in colaboration with railway department and latvia Railway
- ✓ Further, individual agreement with the embassy can be signed regards monitoring of tenders etc.

TIMING

Prior the tenders start to be announced.

Timing to be set individually with each embassy,
March 2016 in Latvia

PARTICIPATION FEE

The price for a market visit as described in Phase I. is DKK 15 000 per participating company. Costs related to transport, hotel, meals and travel are not included in the price.

TRANSPORT AND ACOMMODATIONS

The participants shall make a flight reservation and hotel booking. However, the embassy will be pleased to assist with regards to hotels and recommendation of possible flights.

In order to apply for the business delegation visit please contact:

The Trade Council in Riga
Inese Leja- Raphael
Commercial Officer
(+371) 29 29 72 04
(+371) 67 22 62 10, ext. 32
E-mail: inelej@um.dk