



Estonian
Logistics Cluster

ESTONIA

Access to a Market of 300 Million Consumers



European Union
Regional Development Fund



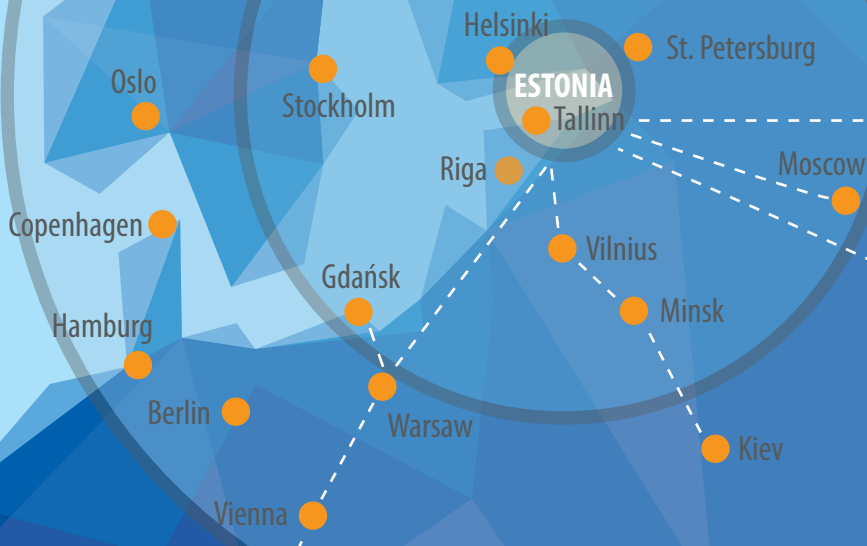
Investing in your future

Estonia – The Best Solution

48h

24h

US and Canada



Estonia - Access to a market of 300 million consumers

ESTONIA – ACCESS TO A MARKET OF 300 MILLION CONSUMERS



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ESTONIA – EFFECTIVE ACCESS TO A CONSUMER MARKET OF 300 MILLION



ESTONIA – HIGHLY COMPETITIVE, FAST, STABLE, COST EFFICIENT AND FLEXIBLE

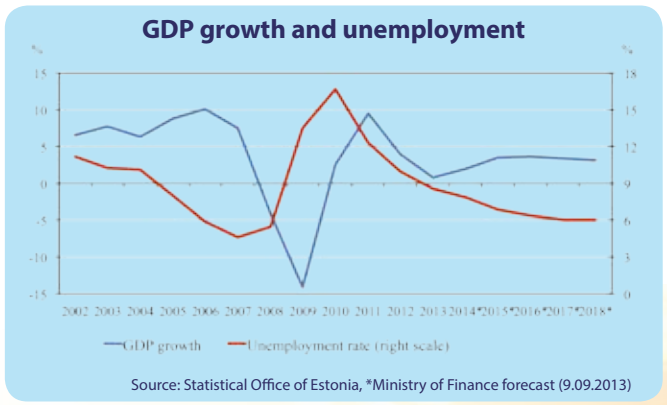
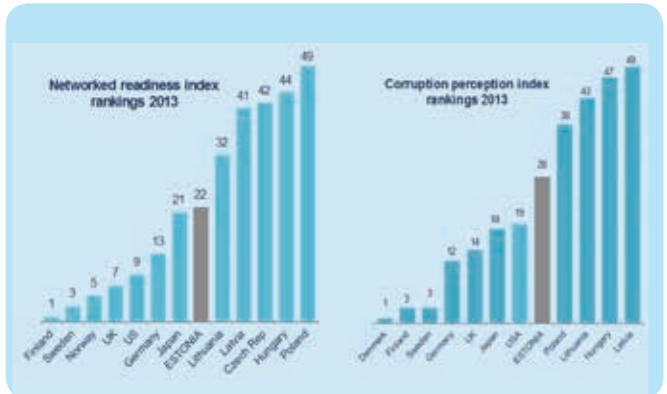
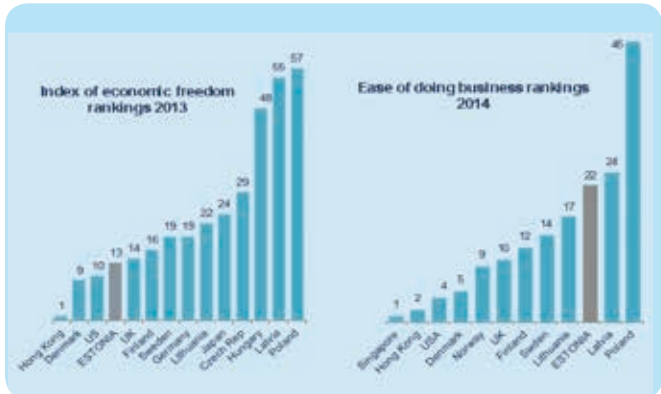


A VALUE PROPOSITION

- Effective access to a consumer market of 300 million.
- Effective and efficient transport corridor 24/7 @ 365.
- Deep year around navigable ports, highly developed infrastructure.
- No strikes or other work interruptions.
- Corruption free, no hidden costs.
- Liberal trade and pricing policy.
- Open – No restrictions to the free movement of capital.
- Clear – Simple and proportional tax system.
- Best place to grow fast – 0% corporate income tax.
- Stability – member of EU, NATO, Schengen and OECD.
- Convenient – Estonian currency is euro.
- 0% Corporate income tax on reinvested profits.
- All the taxes can be declared via E-tax/e-customs (an electronic service desk of the Estonian Tax and Customs Board).



FACTS & FIGURES



CONTACT DETAILS

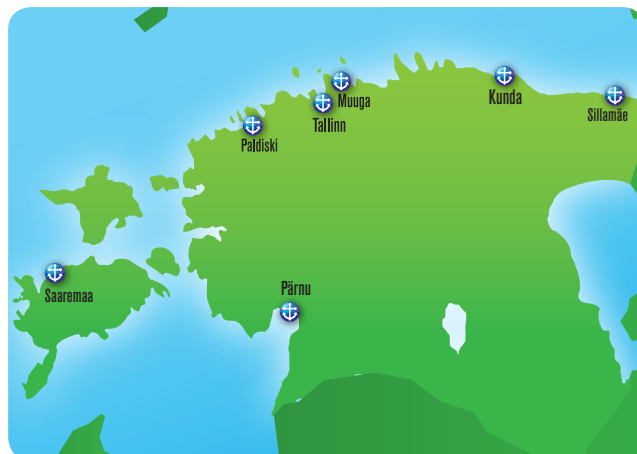
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A VALUE PROPOSITION

- Due to its geographically advantageous location on the eastern shore of the Baltic sea, deepwater seaports, land bridges to Russia, CIS, Central Asia, Black Sea and Far East, Estonia is a perfect distribution centre (DC) providing effective access to a consumer market of 300 million.
- Estonian harbours are unique in Europe in the sense that there is still plenty of land available for the construction of new terminals. Rapid development and construction of new infrastructure and facilities.
- Depth at the quays allows to load and discharge the vessels up to VLCC loaded until 17m draft (170 000 tons).
- Estonian harbours have the most modern infrastructure and technology in Europe. All ports apply both the IMO and EU safety rules and regulations.
- Europe's most efficient terminals are situated at the Estonian harbours, so reloading of goods is performed faster than in other European harbours.
- There are three EU Free Zones in Estonian ports offering wide range of business opportunities both for transit and manufacturing.
- Constantly high service quality, reliability, responsiveness and flexibility are considered as a common standard. Estonian ports and entire logistics system is working 24/7 all year round.



PRODUCT DESCRIPTION

- Estonian ports are year around navigable. Vessels have easy and safe access to Estonian harbours all year around due to easily navigable waters and constant water level with no tides.
- Fast loading and discharging of vessels with any size up to 17m draft. Direct transhipments vessel-rail/truck and vice versa, or via storage facilities.
- Full range of transhipment, storage (including customs/excise), value adding services for liquid, dry and break bulk, general cargo, frozen goods, containers, trailers, cars, trucks, buses, off-road machinery, project cargo etc.
- Railroad connection from Estonian ports leads up to the Pacific Ocean, Black Sea and Mongolia, as the Estonian Railways are part of the 1520mm railway network. The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (Baltic countries, Russia, CIS, Central Asia, Mongolia, and Finland) and beyond on the basis of unified standards. Rail tariffs can be fixed for up to 5 years.
- Unique value added services and high flexibility of the specialized terminals and warehouses in Estonian ports enable customers to trade with wide variety of goods and commodities – directly ex Estonian ports.

SERVICE PROVIDERS

- **Port of Tallinn** (consisting of five separately located harbours: Muuga Harbour, Paldiski South Harbour, Tallinn Old City Harbour, Paljassaare Harbour and Saaremaa Harbour) is the largest port at the Baltic Sea, taking into account both cargo volumes and passenger traffic. There are functional terminals for handling of liquid and dry bulk, general cargo, containers and ro-ro. Port of Tallinn offers up to 100 ha of pre-developed area for development of new terminals and distribution centres.
- **Port of Sillamäe (Silport)** is the EU's most eastern deep-sea port, located only 25 km from the border between European Union and Russian Federation. Silport offers up to 600 ha for development of new terminals and distribution centres.
- Two above mentioned ports are operating as landlords and have direct rail access. Muuga Harbour and Port of Sillamäe have Free Zones in their harbours.

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TRANSHIPMENT OF OIL PRODUCTS & HUB OPERATIONS



A VALUE PROPOSITION

- Express rail transportation and advanced technologies for discharging rail tank cars together with quick loading of vessels in the usually ice-free result in quickest transshipment times and most efficient route in the region.
- Depth at the quays allows to load and discharge the vessels up to VLCC loaded until 18m draft (or up to 15 m draft limitation at Danish Straights which is equal to VLCC intake up to 170 000 tons).
- Unique value added services and high flexibility of the terminals enable customers to trade globally with wide variety of oil products.
- Modern technologies are used and various control systems enable to maintain the highest operational performance standards.
- Appliance of specific techniques in order to guarantee safety of all processes and to preserve the required quality of products.
- Fixed long term tariffs.



PRODUCT DESCRIPTION

- Full range of transshipment and hub services for crude oil, heavy and light oil products.
- Oil products express rail transportation. The harmonized SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (Russia, CIS, and Central Asia) and beyond on the basis of unified standards. Dedicated block-trains enable transit time reduction up to 50%.
- Advanced technologies for discharging over 60,000 tons of oil products per day from rail tank cars, allowing the rail cars to make full round trip on Estonian territory within 24-36 hours.
- Fast loading and discharging of vessels with any size with up to 18m draft (approximately 4000 cbm/h).
- Terminals work on schemes rail-terminal-ship, ship-terminal-rail, ship-terminal-ship and ship-to-ship.
- Segregated storage of oil products, customs/excise warehousing.
- Reliable, transparent and flexible transshipment with extra value added by services like blending, specific quality cargo patches, cargo improvement through additives etc.
- Real time on-line information to the customers.
- Independent laboratory analyses.
- Customs formalities, commodity insurance, financing.
- Free Zones in Muuga Harbour (Port of Tallinn) and in Port of Sillamäe (Silport).

SERVICE PROVIDERS

- **Vopak E.O.S.** - the largest independent tank terminal operator in the Baltic States - operates four modern terminals with a total storage capacity of 1 026 000 cbm in the Port of Muuga Free Zone (within Port of Tallinn). Vopak E.O.S. Ltd. is incorporated in the network of Royal Vopak, the global market leader in independent storage and handling of liquid and gaseous chemicals and oil products.
- **E.R.S.** - a wholly owned subsidiary of Vopak E.O.S. - secures through its control over railway logistics a smooth flow of rail tank car deliveries, which in peak times may amount to as many as 1000 rail tank cars per 24 hours.
- **Alexela Logistics** operates light oil products tank farm with total capacity of 317 900 cbm in Paldiski South harbor (within Port of Tallinn) and multifunctional tank farm with total capacity of 292 500 cbm in Port of Sillamäe (Silport) Free Zone, only 25 km from the EU-Russia border.
- **Port of Tallinn.** Total storage capacity of oil products in the Port of Tallinn terminals is 2 000 000 cbm. 40 million tons of oil products can be transhipped through these terminals annually. Suitable areas are available for development of additional terminals in the ice-free Muuga Harbour.
- **EVR Cargo.** Efficient logistics, flexible transport tariff policy, and sales strategy based on trust enable EVR Cargo to provide world class transport services to its customers. 56 powerful locomotives with US-origin are ready to carry up to 8000-ton trains. Total capacity of EVR Cargo is 50 million tons per year. Tariffs can be fixed for up to five years.

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PRODUCTION OF AVIATION GASOLINE (AVGAS100LL)



A VALUE PROPOSITION

- There are very few producers of aviation gasoline in the Nordic and Baltic region.
- Thanks to modern technologies, well equipped production complex and strong control systems, we are able to produce the highest quality aviation gasoline.
- Our warehouse capacity enables to keep necessary stock of components in order to be quick and flexible in production.
- Products can be loaded to trucks, railcars or tankers.



PRODUCT DESCRIPTION

- AVGAS100LL is blended from wholly hydrocarbon compounds and additives approved by DEF STAN 91-90 issue 3.
- Additive TEL B Antiknock Compound by Innospec is used. Addition of the additive is made by completely closed mixing installation from Innospec.
- For purification during loading to trucks the filter of 5 microns is installed. Complete procedure of loading, registration and control takes no more than 1 hour per truck.
- For purification during loading to tankers the filter of 60 microns is installed. The maximum loading speed is 300 m³/h.
- Quality control of aviation fuel and standards of operation conform to JIG 3 (Aviation Fuel Quality Control and Operating Standards for Supply & Distribution Facilities) and JIG 4 (Aviation Fuel Quality Control and Operating Standards for Smaller Airports) requirements.

SERVICE PROVIDERS

- **Alexela Logistics** operates oil products tank farm in ice-free Paldiski South Harbour (within Port of Tallinn). The system of AVGAS production contains a complex of tanks, pipelines and pumps intended for storage of components, mixing and loading of aviation gasoline on different types of transport.

Due to the availability of state-of-the-art equipment and a manifold unit, Alexela Logistics can store and process several product types at the same time securing complete segregation. Terminal hosts an independent laboratory SAYBOLT, which guarantees product quality and quantity control according to DEF STAN 91-90 issue 3. From November 2002 the Terminal is certified according to ISO 9001 and ISO 14001 quality standards, which in itself confirms the high level of customer service.



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TRANSHIPMENT OF LIQUID CHEMICALS



A VALUE PROPOSITION

- Unique terminals allow to tranship liquid chemicals, petrochemicals and liquid fertilisers.
- Express rail transportation and advanced technologies for discharging rail cars and quick loading of vessels in the year around navigable ports result in quick transhipment lead times.
- Depth at the quays allows to load and discharge even the largest vessels able to the Baltic Sea through Danish Straights.
- Modern technologies are used and various control systems enable to maintain the highest operational performance and safety standards.
- Appliance of specific techniques in order to guarantee safety of all processes and to preserve the required quality of products.



PRODUCT DESCRIPTION

- Full range of transhipment and value added services (blending) for liquid chemicals, fertilisers and petrochemicals like ammonia, UAN, monoethylene glycol, methanol, toluene, acetic acid, alkalizes, dichloroethane, MTBE, xylenes, isoprene, benzol, vinyl acetate, butyl acetate and other.
- Rail transportation of liquid chemicals. The harmonized SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (CIS, Baltic countries, Mongolia, and Finland) and beyond on the basis of unified standards.
- Advanced technologies for discharging rail tank cars, top and bottom discharge, with product heating when necessary (up to 600 tons/h).
- Fast loading and discharging of vessels with any size up to 13m draft (up to 1200 tons/h).
- Terminals works on schemes rail-ocean, ocean-rail and ocean-ocean.
- Segregated storage of chemical products, customs/excise warehousing.
- Real time on-line information to the customers.
- Independent laboratory analyses.
- Commodity insurance, financing.
- Customs formalities.
- Handling of tank containers with IMDG code goods.
- Special area for storage of tank containers.

SERVICE PROVIDERS

- **Alexela Logistics** operates petrochemicals tank farm with total capacity of 28 000 cbm in ice-free Paldiski South harbour (within Port of Tallinn). There are eight 3500 cbm heatable tanks with internal floating roofs with an option of nitrogen blanketing. One of the tanks has blender. Due to the availability of state-of-the-art equipment and a manifold unit, Alexela Logistics can store and process several product types at the same time guaranteeing complete segregation.
- **Port of Sillamäe (Silport)** hosts the chemicals tank farms with total capacity of 175 500 tons. The location of the terminals is ideal for establishing a transhipment base due to the proximity to the border between the European Union and Russia (at a distance of 25 kilometres). Silport hosts the only terminal in the Baltic region able to tranship liquid ammonia and UAN.
- **Port of Tallinn** ice-free Muuga harbour hosts one liquid chemicals terminal with total tank farm capacity of 78 550 cbm.
- **Transiidikeskuse AS (TK)** – the only specialized container terminal in Estonia with possibility to handle and store different types of containers for forwarders and equipment owners, incl. tank containers.

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A VALUE PROPOSITION

- Express rail transportation and advanced technologies for discharging rail cars and fast loading of vessels in the ice-free Port of Tallinn result in the quickest transhipment lead times in the region.
- Depth at the quays allows to load and discharge the largest LPG carriers until 13m draft, still the present capacity of the LPG tank farm is limited to 12 000 cbm with the area reserved for expansion.
- Unique value added services and high flexibility of the terminal enable customers to trade in wide variety of products.
- Modern technologies are used and various control systems enable to maintain the highest operational performance standards.
- Appliance of specific techniques in order to guarantee safety of all processes and to preserve the required quality of products.
- Fixed long term tariffs.



PRODUCT DESCRIPTION

- Full range of transhipment and hub services for LPG products like gas condensate, isoprene, butane etc.
- LPG rail transportation. The harmonized SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (CIS, Baltic countries, Mongolia, and Finland) and beyond on the basis of unified standards.
- Advanced technologies for discharging 18 rail tank cars simultaneously.
- Fast loading and discharging of LPG carriers with any size up to 13m draft (300 cbm/h per six inch line).
- Terminal works on schemes rail-ship, ship-rail, ship-terminal-ship and ship-to-ship.
- Segregated storage of LPG products, customs/excise warehousing.
- Value added services.
- Real time on-line information to the customers.
- Independent laboratory analyses (SAYBOLT).
- Commodity insurance, and financing.
- Customs formalities.

SERVICE PROVIDERS

- **Alexela Logistics** operates a LPG tank farm with total capacity of 12 000 cbm in the ice-free Paldiski South Harbour (within Port of Tallinn). Due to the availability of state-of-the-art equipment and a manifold unit, Alexela Logistics can store and process several product types at the same time guaranteeing complete segregation.
- **Port of Tallinn** offers suitable area in the ice-free Muuga Harbour for development of a new LPG terminal.
- **EVR Cargo**. Efficient logistics, flexible transport tariff policy, and sales strategy based on trust enable EVR Cargo to provide world class transport services to its customers. 56 powerful locomotives with US-origin are ready to carry up to 8000-ton trains. Total capacity of EVR Cargo is 50 million tons per year. Tariffs can be fixed for up to five years.

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DRY BULK TRANSHIPMENT, STORAGE & VALUE ADDING



A VALUE PROPOSITION

- Efficient rail transportation, advanced technologies for discharging rail cars and fast loading of vessels in the year around navigable ports result in quickest transshipment lead times and lowest cost in the region.
- Depth at the quays allows to load and discharge the vessels up to Post Panamax size (dwt 150 000 tons) loaded until 17m draft which guarantee lowest total logistics cost per unit.
- Unique value added services and high flexibility of the specialized terminals enable customers to trade globally with wide variety of commodities
- Modern technologies are used and various control systems enable to maintain the highest operational performance standards.
- Appliance of specific techniques in order to guarantee safety of all processes and to preserve the required quality of products.
- Fixed long term tariffs.



PRODUCT DESCRIPTION

- Full range of transshipment services for coal, fertilizers, grain, aggregates, scrap metal, woodchips, peat etc.
- Freight forwarding, road and rail transportation. The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (Russia, CIS, Central Asia, Baltic countries, Mongolia, Finland) and beyond on the basis of unified standards.
- Safe and efficient storage facilities, advanced technologies for discharging rail cars and loading vessels.
- Fast loading and discharging of vessels with any size up to 17m draft (up to 2500 tons/h). Vessel draft survey and tallyman services.
- Segregated storage of products, customs warehousing, goods weighing (trucks & railway cars).
- Value added services like blending, packaging, goods radioactivity measurement and purity control etc.
- Real time on-line information to the customers, customs formalities, financing and commodity insurance.

SERVICE PROVIDERS

- **Port of Tallinn** hosts one of the most modern fertiliser transshipment terminals in Europe with annual capacity of 2,3 million tons, two other dry bulk operators and coal terminals with total capacity of 7.5 million tons per year, a grain terminal with 5 million ton annual capacity, and several multifunctional terminals for other dry bulk commodities like scrap metal, splinters, peat moss and wood pellets.
- **ESTEVE Terminal** is located in the ice-free Paldiski South Harbour (within Port of Tallinn). Main dry bulk commodities handled are aggregates, scrap metal, peat and wood pellets.
- **Port of Sillamäe (Silport)** is the most eastern ice-free deep-sea port of the European Union, located only 25 km from the border between EU and Russian Federation. Dry bulk commodities handled are mainly aggregates, peat and scrap metal.
- **EVR Cargo.** Efficient logistics, flexible transport tariff policy, and sales strategy based on trust enable EVR Cargo to provide world class transport services to its customers. 56 powerful locomotives with US-origin are ready to carry up to 8000-ton trains. Total capacity of EVR Cargo is 50 million tons per year. Tariffs can be fixed for up to five years.
- **Transiidikeskuse AS (TK)** – general cargo terminal of TK is able to handle different cargoes in bulk incl. storing at the open storage areas with total capacity 75 000 m² and in covered warehouse area with total capacity 55 000 m². Possible handling schemes: vessel-quay; vessel-railway transport; vessel-storage.

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BREAK BULK / GENERAL CARGO TRANSHIPMENT, STORAGE & VALUE ADDING



A VALUE PROPOSITION

- Due to its geographically advantageous location, Estonia is a perfect distribution centre (DC) providing effective access to a consumer market of 300 million.
- Constant high service quality, reliability, responsiveness and flexibility are considered as a common standard. Estonian logistics system is working 24/7 all year round.
- Efficient combinations of maritime, air, road and rail transportation, fast loading and discharging of vessels, rail cars, trucks and containers result in the quickest transshipment lead times and lowest total cost in the region.
- Estonian ports are year around navigable. Depth at the quays allows to load and discharge the vessels up to Post Panamax size loaded until 14m draft.
- Estonian Railways are part of the 1520mm network. The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm (Russian) gauge rail network (CIS, Baltic countries, Mongolia, Finland) and beyond on the basis of unified standards. Tariffs can be fixed for up to 5 years.
- Unique value added services and high flexibility of the specialised terminals and warehouses enable customers to trade in wide variety of goods and commodities directly from the DC located in Estonia.



PRODUCT DESCRIPTION

- Full range of transshipment, storage (including customs/excise), value adding services for break bulk and general cargoes like construction materials, metals, foodstuffs (including frozen), industrial commodities, packaged fertilizers, electronics, machinery, timber, paper, tyres, chemicals, beverages, tobacco, furniture, garment & apparel etc.
- Goods are shipped to Estonian DC-s from all origins by different transport modes, inspected, stored, picked & packed consolidated, and sent to the destinations based on customer orders. Overnight deliveries to Finland, Sweden, Latvia, Lithuania. Time definite transport services on request.
- Freight forwarding, maritime, air, road, and rail transportation.
- Transshipments between all modes of transport. Cross docking of goods from containers/trucks to rail cars with 72 ton payload enables to achieve considerable cost savings on transportation to long distance destinations in Russia, CIS and Central Asia.
- Fast loading and discharging of break bulk vessels with any size up to 14m draft. Vessel draft survey, tallyman services, and goods weighing (trucks & rail cars). Direct transshipments vessel-rail/truck and vice versa, or via warehouses.
- Safe and efficient storage facilities, advanced warehousing technologies, and real time on-line overview of the status of the goods. Webcam support is provided on request.
- Value added services like blending, packaging, labelling, subassembly, fumigation, quality inspection etc.
- Customs formalities, financing and cargo insurance. Customs clearance in the countries of destination upon request.

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CONTAINER TRANSPORT



A VALUE PROPOSITION

- Due to its geographically advantageous location, Estonia is a perfect distribution centre (DC) providing effective access to a consumer market of 300 million.
- As the segment of intermodal transportation is growing rapidly, all state of the art technologies, logistics and ICT systems are in place for the transshipment and transportation of container flows from all continents with main destinations in Russia, CIS and Central Asia.
- Estonian ports are year around navigable. Depth at the quays allows to load and discharge container vessels up to Post Panamax size loaded until 14 m draft.
- Regular block train services connect Estonian ports with the hinterland
- Estonian Railways are part on 1520 mm network (Russian gauge). The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (Russia, CIS, Central Asia) and beyond based on unified standards. Tariffs can be fixed for up to 5 years.
- Efficient combinations of sea, road and rail transportation, quick loading and discharging of vessels, rail cars and trucks result in the quickest transshipment lead times and lowest total cost in the region.
- Stable high service quality, reliability, responsiveness and flexibility are considered a common standard. Estonian logistics system is working and handling container flows 24/7 all year round.



PRODUCT DESCRIPTION

- Freight forwarding, transshipment, sea, road and rail transportation of containers (20', 40', 45'). Corridors serviced are Asia Pacific-Russia/CIS, Europe-Russia/CIS/Central Asia, Americas-Russia/CIS/Central Asia, but also Finland-Turkey and Finland-Austria.
- Contemporary container terminal in Muuga Harbour Free Zone (Port of Tallinn) with 50 ha of territory and quay line of one kilometre. Areas available close to container terminal for distribution centres.
- All major container lines are calling Muuga Harbour with their own or commercial feeders.
- Two other Estonian ports have capabilities for container handling: Paldiski South Harbour (within the Port of Tallinn), Port of Sillamäe (Silport).
- Direct transshipments vessel-rail/truck and vice versa, or via terminals.
- Regular block train services from Estonia to Moscow, Central Asia, Mongolia, Belarus, Ukraine (with feeder connection to Turkey), Latvia, Lithuania, Poland and Austria. Unique 80' rail platforms are being used for certain services.
- Cross docking of goods from containers to rail cars with 72 tons payload enables to achieve considerable cost savings on transportation over long distances to destinations in Russia, CIS and Central Asia.
- Customs formalities, financing and cargo insurance. Customs clearance and door deliveries in the counties of destination on request. LCL (less than a container load) services of all origins.
- Full range of container depot and yard services.

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INTERMODAL TRAILER TRANSPORT



A VALUE PROPOSITION

- As an alternative to the road transport, Baltic Sea is widely used for taking the general cargo shipments in semitrailers and on mafi/cassette trailers from Europe to Estonia and continuing from here via road to Russia and CIS. The distance to St.Petersburg is only 400 km and to Moscow only 1000 km from the main Estonian ro-ro ports.
- Estonian ports are year around navigable. This allows ro-ro lines to stay in schedules also during the coldest winters.
- Regular short sea services create a motorway of the sea between Estonia and all the main ro-ro ports around the Baltic and North Sea.
- Busy ro-pax connections with Finland and Sweden allow for overnight trailer deliveries from Estonian distribution centres (DC-s).
- Constant high service quality, reliability, responsiveness and flexibility are considered as a common standard. Estonian logistics system is working and handling trailers 24/7 all year round.



PRODUCT DESCRIPTION

- FTL (full trailer load) and LTL (less than a trailer load) services to/from all over Europe.
- Regular ro-ro/ro-pax lines calling Estonian ports: Transfennica, Mann Lines, Tallink Silja, KESS-Line (Paldiski South Harbour), Viking Line, Eckerö Line, Tallink Silja, St.Peter's Line (Tallinn Old City Harbour), Baltic Line (Paldiski South Harbour).
- Estonian Ports have direct ro-ro/ro-pax connections to Finland, Sweden, Germany, United Kingdom and Belgium.
- Semitrailers arriving from Europe and Scandinavia to Estonian ports on ro-ro/ro-pax vessels are unloaded to the terminal. Trailers are inspected and verified against the documents.
- Trucks are provided for taking the trailers to their destinations in Estonia, Baltics, Russia and CIS.
- Customs clearance and to the door deliveries in the counties of destination.
- Time definite deliveries and real time GPS track & trace are available upon request.
- Empty trailers are reloaded with outbound shipments and trailers are returned to the port for loading to the vessel.
- Heavy goods like paper reels, timber, metals etc, but also high & heavy goods are loaded on the mafi-trailers or cassettes with payloads up to 140 tons, and loaded/discharged to/from ro-ro vessels with terminal tractors.
- Cross docking of goods from trailers to rail cars with 72 ton payload enables to achieve considerable cost savings on transportation on long distances to the destinations in Russia, CIS and Central Asia. The Estonian Railways are part of the 1520mm network. The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm (Russian) gauge rail network (Russia, CIS, Central Asia) and beyond on the basis of unified standards. Rail tariffs can be fixed for up to five years.
- Customs formalities, financing and cargo insurance.
- Full range of trailer maintenance services.

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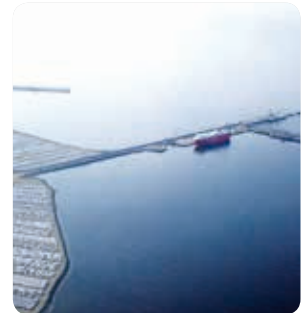
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TRANSHIPMENT & DISTRIBUTION OF CARS



A VALUE PROPOSITION

- Dedicated car terminals in Estonian year around navigable ports, quick discharging of car carriers without any limitations to the vessel size combined with fast loading of car trains and trailers result in the shortest transshipment lead times in the region.
- Depth at the quays, wide shore ramps and large storage areas allow to receive and discharge the worlds biggest car carriers (8000+ cars). Such economy of scale guarantees lowest total logistics cost per car.
- Annual technical capacity of Estonian ports, car terminals and transport system is 750 000 cars.
- Cars from Asia, Europe and Americas are distributed from the terminals in Estonian ports by road and rail to the Baltic States, Russia, CIS and Central Asia.
- Modern technologies are used and various control systems enable to maintain the highest operational performance and safety standards.



PRODUCT DESCRIPTION

- Full range of transshipment, terminal and distribution centre services for new and also second hand cars.
- Present key accounts are Toyota, Mercedes Benz, Ford, Nissan, Volvo, Mazda, Subaru, Jaguar, Land Rover, KIA, Fiat, Peugeot and Hyundai.
- Estonian ports have been called by following car carriers (PCC & PCTC): Wallenius Wilhelmsen, KESS-Line, Eukor and UECC.
- Road transportation with special car trailers. For exclusive cars unique closed car trailers are used.
- Time definite express deliveries with transit time of 72 hours (including customs clearance in Russia) from the Estonian car terminal to the dealer's premises in Moscow.
- Rail transportation with special double deck rail cars. The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm (Russian) gauge rail network (Russia, CIS, Central Asia) and beyond on the basis of unified standards.
- Real time on-line information to the customers, GPS based stock management systems, track & trace.
- Customs formalities in Estonia and in the countries of destination.
- Pre-delivery inspection services (PDI) and post-production options (PPO). There are two dedicated PDI-centres in the Paldiski South Harbour (within the Port of Tallinn).
- Insurance & financing.

SERVICE PROVIDERS

- **CF&S Estonia** is the largest logistics group in Estonia specialized in car transportation. CF&S owns a fleet of car trailers and special rail wagons with high loading decks for transporting cars to Russia, CIS and Central Asia.
- **ESTEVE Terminal** is a leading ro-ro and car terminal operator in the ice-free Paldiski South Harbour (within the Port of Tallinn).
- **Contimer** is a freight forwarding and logistics company founded in 1995 with offices in Tallinn, Moscow, and St. Petersburg. Contimer offers a complete package of top-level logistic services including international forwarding by sea, rail and road as well as customs bonded warehousing, project logistics and customs formalities.
- **Paldiski South Harbour (Port of Tallinn)** has two dedicated terminals which provide transshipment, storage, PDI and PPO services.
- **Port of Sillamäe (Silport)** is the closest to Russia ice-free deep-sea transshipment port for cars due to the proximity to the border between the European Union and Russia (at a distance of 25 kilometres). There are terminal areas available for storing 50 000 cars at the time. Entire territory of the port is located within the Free Zone.
- **EVR Cargo**. Efficient logistics, flexible transport tariff policy, and sales strategy based on trust enable EVR Cargo to provide world class transport services to its customers. Tariffs can be fixed for up to five years.
- **Transiidikeskuse AS (TK)** – location in custom Free Zone of Muuga port gives an excellent opportunity to handle, store cars, and also to offer value-added services for transshipment to Russia and CIS countries.
- **Katoen Natie** supplies logistics and semi-industrial services to various industries: smart warehousing, flexible storage solutions, transportation.

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TRANSHIPMENT OF OFF-ROAD MACHINES, TRUCKS AND BUSES



A VALUE PROPOSITION

- Dedicated terminals in Estonian year around navigable ports, quick discharging and loading of ro-ro vessels/PCTCs (Pure Car and Truck Carriers) combined with fast loading and fastening of equipment on the rail platforms and low-bed trailers result in the shortest transshipment lead times in the region.
- Depth at the quays, wide shore ramps and large storage areas allow to receive and discharge the world's biggest PCTC. Such economy of scale guarantees lowest total logistics cost per unit.
- Mobile cranes with lifting capacity of 100 tons enable easy loading and unloading of heavy (over 30 tons) machines to/from rail platforms and trailers
- Proper techniques are used and various control systems enable to maintain the highest operational performance and safety standards.



PRODUCT DESCRIPTION

- Full range of transshipment, terminal and distribution centre services for new and second hand off-road (agricultural, industrial, mining, construction, military etc) machines, trucks and buses.
- Off-road machines, trucks and buses from Asia, Europe and Americas are distributed from the terminals in Estonian ports by road and rail to the Baltic States, Russia, CIS, Central Asia and Mongolia.
- Machines, trucks and buses manufactured in Russia and CIS are transhipped from rail to vessels with destinations all over the globe.
- Fast discharging and loading of ro-ro vessels and PCTCs without any limitations to the vessel size in Estonian ice-free ports.
- Estonian ports are regularly called by following ro-ro lines: Transfennica, Mann Lines, Tallink Silja, KESS-Line (Paldiski South Harbour), Viking Line, Eckerö Line, Tallink Silja, St.Peter's Line (Tallinn Old City Harbour), Baltic Line (Paldiski South Harbour).
- Estonian ports have been called by following car and truck carriers: Wallenius Wilhelmsen, KESS-Line, Eukor and UECC.
- Loading and unloading off-road machines, trucks and buses to/from the trailers and rail platforms with the use of loading ramps and 100 ton cranes in case of heavier than 30 tons units.
- Dismantling of wheels etc parts in order to fit into dimension limits.
- Fastening of the equipment on the trailers and rail platforms according to the road and railway technical regulations and safety standards
- Road transportation with special low-bed trailers for high & heavy machinery.
- Rail transportation. The harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm (Russian) gauge rail network (Russia, CIS, Central Asia) and beyond on the basis of unified standards.
- Real time on-line information to the customers.
- Arranging customs formalities and arranging all necessary permits in Estonia, Russia, CIS, Central Asia and Mongolia.
- Pre-delivery inspection (PDI) services.
- Insurance & financing.

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TRANSHIPMENT OF PROJECT CARGO



A VALUE PROPOSITION

- Depth at the quays in Estonian year around navigable ports, wide and flat ro-ro ramps, cranes with lifting capacity of 100 tons, 1520mm rail tracks on the quays and large storage areas allow to tranship all high & heavy, extra long and extra large project cargo units to/from Baltics, Russia, CIS, and Central Asia.
- Technologically state of the art terminals in the Estonian ports, quick discharging and loading of vessels combined with fast loading and fastening of equipment on the rail platforms and low-bed trailers, and congestion-free road network result in the shortest transhipment lead times and lowest cost in the region.
- Regular container and ro-ro lines calling Estonian ports offer flexible access by sea, so often there are cost effective alternatives to the expensive charters.
- Proper techniques and special technologies are used. Various control systems enable to maintain the highest operational performance and safety standards.



PRODUCT DESCRIPTION

- Project cargo examples transported and transhipped by Estonian logistics companies: parts of wind generators and power stations, equipment for oil & gas industry, machinery, large metal and concrete constructions, yachts and boats, modular houses and factory sections, storage tanks for liquids, portal cranes, locomotives and railcars, large engines etc.
- Services provided, but not limited to: selecting the optimum transport facility and their combination; door-to-door maritime, road, railway and air freights; engineering preparations of drawings and technical calculations; devising of the loading/lashing schemes; contracting 3rd parties; supervision and survey reports at discharging / transhipment / loading / lashing; arranging security guards convoy.
- High, heavy, extra long and/or extra wide project cargo units are transported by suitable deep- and/or short sea vessels from their ports of origin to the Estonian ice-free ports, where the cargo is transhipped to low-bed trailers or rail platforms, fastened and transported to the destinations in the Baltic States, entire Russia, CIS and Central Asia by road and rail. Same works also vice versa, from the Baltic States, Russia, CIS and Central Asia to the destinations all over the world.
- Depth at the quays allows to load and discharge the vessels until 17m draft.
- For loading and unloading heavy units to/from the vessels, trailers and rail platforms 100 ton cranes are used. If necessary, multiple cranes are used for lifting extra heavy units.
- Handling, lashing, securing and welding operations on vessels, trailers and rail platforms according to the maritime, road and railway technical regulations and safety standards.
- Road transportation with special trailers for high, long, wide & heavy units.
- Rail transportation. Harmonised SMGS railway bill enables transportation of goods across the entire 1520 mm gauge rail network (Russia, CIS, Central Asia) and beyond on the basis of unified standards.
- Arranging customs formalities and obtaining necessary approvals/permits from relevant authorities in Estonia, Russia, CIS and Central Asia
- If necessary, construction and electrical works in case the measures of the transported units demand it.
- Daily monitoring/reports on the location of the goods and forwarding information to the customers.
- Insurance & financing.

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HANDLING OF CARGO REQUIRING TEMPERATURE REGIME



PRODUCT DESCRIPTION

Reefer containers handling

- Receiving reefer containers by sea.
- Connecting of refrigerated containers with electric circuit.
- Plugging area for simultaneous storage of 404 reefer containers.
- Daily containers monitoring of required temperature regime.
- Picking of goods, stuffing/unstuffing of reefer containers.
- Cross-docking.
- Organization of veterinary formalities and veterinary control.

Reefer cargo handling

- Handling of conventional types of vessels with loose frozen cargo.
- EU certificated veterinary control point at the terminal territory.
- Possible schemes- vessel-cold warehouse; warehouse-truck; warehouse-railway transport.
- Warehouse with simultaneous storage for 13 000 tons of palletized reefer cargo.
- Storage on shelves.
- Required temperature adjusting in chambers between - 22°C and + 14°C.

SERVICE PROVIDERS

- **Transiidikeskuse AS (TK)** is operating in the Free Zone of the Muuga Harbor of the Port of Tallinn, Estonia. Opportunity to reload transit reefer containers and loose reefer cargoes via TK refrigerated cargo terminal. Excellent “mini HUB” possibilities for importers to the Russia and CIS countries. Custom clearance and preparing of transit formalities.
- **Port of Sillamäe (Silport)** is the EU's most eastern deepsea port, located only 25 km from the border between European Union and Russian Federation.



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SERVICE PROVIDER FOR CONSOLIDATION OF CONTAINER BLOCK TRAINS



PRODUCT DESCRIPTION

- Daily departures and receiving of block trains to the Moscow, CIS countries and via versa.
- Two railway loading points for simultaneous handling of two container block trains.
- Terminal productivity is handling one block train in 4 hours.
- Innovative container damage tracking system at the railway inbound/outbound points of the Terminal.

SERVICE PROVIDERS

- **Transiidikeskuse AS (TK)** is operating in the Free Zone of the Muuga Harbour of the Port of Tallinn, Estonia.
- **Port of Sillamäe (Silport)** is the EU's most eastern deepsea port, located only 25 km from the border between European Union and Russian Federation.

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RENTAL OF RAILWAY ROLLING STOCK



A VALUE PROPOSITION

- Under the pressure of increasing demand and volumes, renting rolling stock may be the only way for maintaining the service level your customers have come to expect from you.
- Over 3000 rail tank-cars for rent to be used on entire 1520mm rail network (Russian gauge).
- Powerful locomotives C36-7i with US origin are ready to carry up to 8 000 ton trains.
- Long rental terms allow customers to realize the benefits and recover the costs of switching to alternative new or used rolling stock over an extended period.



PRODUCT DESCRIPTION

- Types of the rail tank-cars for rent:
Only light oil products: 15-1443-06, 15-1547-03, 15-776.
All oil products: 15-150-01, 15-150-02, 15-5103-05, 15-740, 15-1566-06.
LPG: 15-1566-06.
- Types of rail cars for rent: covered rail cars, open-top rail cars, tank cars and flat cars.
- Locomotives for rent: C36-7i, 2ТЭ116.
- Shunting (switch) locomotives for rent: ЧМЭ-3.
- Fleet of special 80' (24 m) rail platforms with wooden floor / model 23-469-07.
- Fleet of 60' rail platforms / model 13-935A-01.
- Fleet of new closed wagons, capacity 150 m3/ model 11-7038.

SERVICE PROVIDERS

- **EVR Cargo** is the largest and the oldest railway freight operator in Estonia, primarily serving freight forwarders, shipping agents, transit companies and producers of various goods. EVR Cargo operates a fleet of 75 locomotives and over 3000 wagons, including open-top and covered wagons, hoppers, container platforms, tank cars and others. Rolling stock leasing forms an integral part of the business activities of the company. EVR Cargo also manages the Tapa Depot for the repair and maintenance of its own rolling stock and also for providing these services to its clients both from Estonia and from abroad.
- **Contimer** is a freight forwarding and logistics company founded in 1995 with offices in Tallinn, Moscow, and St. Petersburg. Contimer offers a complete package of top-level logistic services including international forwarding by sea, rail and road as well as customs bonded warehousing, project logistics and customs formalities.
- **CF&S Estonia** is the largest logistics group in Estonia specialized in car transportation. CF&S owns a fleet of car trailers and special rail wagons with high loading decks for transporting cars to Russia, CIS and Central Asia.
- **Katoen Natie** supplies logistics and semi-industrial services to various industries: smart warehousing, flexible storage solutions, transportation.

CONTACT DETAILS

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Web: www.katoennatie.com

RAILWAY ROLLING STOCK REPAIRS



A VALUE PROPOSITION

- Technical capabilities, near 150 years of experience, high quality of service combined with affordability makes us the first choice when it comes to the rolling stock repairs.
- Repairs and modernisation of all types of locomotives.
- Repairs of all classes of rail cars.
- Manufacture of spare parts needed for rolling stock repairs.



PRODUCT DESCRIPTION

- Locomotives repair services: maintenance, repair and modernisation of locomotives; maintenance and repair of locomotive assemblies and units; paint removal and repainting of locomotives.
- Freight wagons repair services: current repairs, depot repairs and overhauls of freight wagons; extending the service life of freight wagons; repair of parts and units of freight wagons; extending the service life of 18-100 bogies; repair of 18-100 bogies and installation of wear-proof elements; basic and full inspection of wagon wheel sets; assembly of wagon wheel sets; paint removal and repainting of wagons.
- Other services: turning of rolling surfaces on rolling stock wheel sets; turning of rolling surfaces on rolling stock wheel sets under the rolling stock; turning and milling of metals; cutting of metals; cleaning and painting of metal structures; welding; manufacturing spare parts.

SERVICE PROVIDERS

- **EVR Cargo** is the largest and the oldest railway freight operator in Estonia, primarily serving freight forwarders, shipping agents, transit companies and producers of various goods. EVR Cargo operates a fleet of 75 locomotives and over 3000 wagons, including open-top and covered wagons, hoppers, container platforms, tank cars and others. Rolling stock leasing forms an integral part of the business activities of the company. EVR Cargo also manages the Tapa Depot for the repair and maintenance of its own rolling stock and also for providing these services to its clients both from Estonia and from abroad.
- **E.R.S.** - a wholly owned subsidiary of Vopak E.O.S. - secures through its control over railway logistics a smooth flow of rail tank car deliveries, which in peak times may amount to as many as 1000 rail tank cars per 24 hours.



CONTACT DETAILS

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REAL ESTATE DEVELOPMENT AND RENT



A VALUE PROPOSITION

- Estonia is due to its geographically advantageous location on the eastern shore of the Baltic sea, deepwater seaports, landbridges to Russia, CIS, Central Asia, Black Sea and Far East a perfect distribution centre (DC) providing effective access to a consumer market of 300 million.
- Estonian harbours are unique in Europe in the sense that there is still plenty of land available for new terminals, warehouses, manufacturing plants etc.
- There are three EU Free Zones in Estonian ports offering wide range of business opportunities both for transit and manufacturing.
- Hundreds of thousands of square metres of existing warehouse space for rent at the lowest cost in the region.
- Hundreds of hectares of pre-developed industrial park areas for land lease in the Free Zones, ports and areas close to the ports with excellent infrastructure.
- Rapid development and construction of the greenfield projects.



PRODUCT DESCRIPTION

- There are three main options available concerning industrial real estate like terminals, warehouses, distribution centres, manufacturing plants etc:
 - Renting existing warehouse space or terminal areas.
 - Land lease for up to 99 years.
 - Customized development and construction of new premises based on customer's specific demands.
- Buying the land or existing premises is fourth considerable alternative, which is subject to negotiations with landlords.

SERVICE PROVIDERS

- **Port of Tallinn** is the largest port at the Baltic Sea, taking into account both cargo volumes and passenger traffic. Port of Tallinn offers over 100 ha of pre-developed area (with road, rail, power, water and gas connections) for development of new terminals, distribution centres and manufacturing plants.
- **Port of Sillamäe (Silport)** is the EU's most eastern deepsea port, located only 25 km from the border between European Union and Russian Federation. Silport offers up to 600 ha for development of new terminals, distribution centres and manufacturing plants in the Free Zone area attached to the port.
- Both above mentioned ports are operating as landlords, have direct rail access and Free Zones in the harbours.
- **RRK Logistics Parks** – The State Resources Centre is the leading Estonian developer of logistics parks and landlord. Total area of land belonging to RRK in proximity of the ports is 120 ha, total area of warehouses is 160 000 sqm. All sites and warehouses have direct rail access and good connections with highways. Warehouse space rental fees starting from as low as EUR 1,50/sqm/month.

CONTACT DETAILS

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RUSSIA

Ekaterinburg



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KAZAKHSTAN

CHINA

Members of the Estonian Logistics Cluster

PORT OF TALLINN
The Port of Good News

SILPORT
Port of Sillamäe

EESTI RAUDTEE
estonian railways

EESTI RAUDTEE
EVR Cargo



KATOEN NATIE



Vopak E.O.S.

CF&S

ESTEVE

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ESTONIAN
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Estonian
Logistics and Transit Association

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