

Business opportunities of the Rail Baltica project: Baltic Study tour



The Rail Baltica project is now on track! Formal agreement has been reached on the largest infrastructure project in the Baltic area in over a century. The 729 kilometres long railway will finally connect the three Baltic States to Poland in a direct link, and further on to central European railway networks. The project will cost approximately 4 billion (with a European Union support up to 85%) and Grant Agreements have already been signed to a total value of 765 million euros and procurement has begun. The Rail Baltica project will create many business opportunities in the coming years both in terms of the railway itself but also other related infrastructure projects.

10 years ago COWI presented the feasibility study to the European Commission, and Danish companies have won some of the initial projects. In order to ensure better opportunities for Danish companies to win further tenders and bigger projects, the Danish Embassies in Estonia, Latvia and Lithuania are jointly organizing a study tour to the region in order to meet key stakeholders and to participate in the "Industry Supplier's Day" meeting.

The tour will be coordinated closely with the Estonian Ministry of Economics and Communication, the Latvian Ministry of Transportation and the Lithuanian Ministry of Transportation and Communication as well as the joint project organization RB Rail, which is based in Riga (see organisational chart below).

Background about the Rail Baltica project

In 2030 the railway is planned to transport 2 million passengers and 9 million tons of cargo per year.

The passenger train trip between Tallinn and the border of Lithuania and Poland is estimated to take around 4 hours and a bit over 10 hours for cargo trains. The average speed for passenger trains is 170 km/h and for cargo trains 68 km/h. Over a five year construction period,

the investment is expected to generate 11.900 jobs in the three countries.

Planned activities:

- Studies and design 2017-2019
- Building process to begin 2020.
- Railway should be finished 2024.
- Tallinn - Riga - Kaunas opens in 2025 and connection to Warsaw in 2030.

Planned procurements and principles:

All procurement are divided into three groups

1. Procurement co-ordinated by the joint project organisation RB Rail only;
2. Consolidated procurement by RB Rail;
3. Procurement by national companies in the three Baltic countries under the supervision of RB Rail.

They are all, however, subjected to the EU's public procurement principles and legislation. The construction of Rail Baltica will include several service contracts, as well as building- and construction projects.

There is a demand for technical drawings in regards to civil engineering, track spatial variations, including overpasses, bridges, crossings, roads, energy- and gas-connections. There will also be a need to renovate existing rail tracks, railway platforms, stations, railway poles etc., as well as building of railways, various engineering infrastructures such as bridges and tunnels.

Danish competencies will be in demand in all stages of the project: Initial studies and design, concrete engineering tasks, electrical/electronic component, project management and consultancy etc. International contractors will be encouraged to form joint ventures to carry out the different parts of the project.

STUDY TOUR PROGRAM:

The objective of the study tour is to ensure that Danish companies have access to the right information about the planned procurements, different tenders and to establish initial contacts to relevant stakeholders, including ministries, companies and implementing bodies. The study tour will last for 3-4 days subject to the interest of the participating companies. It includes visits to all three Baltic capitals, facilitated by the respective Danish embassies.

TIMING

The study tour shall take place in April 24-27 2017.

PROGRAMME

3-4 days in the Baltic countries: 24-25 April in Latvia, 26 April in Estonia and 27 April in Lithuania.

- **Day 1 (optional): Monday 24 April in Riga Latvia**
 - ✓ The first day of the Industry Supplier's Day will focus on the potential of the Rail Baltica infrastructure to act as a catalyst of the economic development. For the first time cost and benefit analysis of the project will be presented at this event.
- **Day 2: Tuesday 25 April in Riga Latvia**
 - ✓ Participation in "Industry Supplier's Day" in order to introduce all interested national and international suppliers in this year's tenders and to learn about the procurement policy, procedures, supplier's code of conduct and qualification criteria. In addition, it gives a networking possibility. Relevant target groups are – engineering-, construction-, IT companies, ERTMS, alarm systems, NOBO and BIM.
 - ✓ B2B meetings, networking with stakeholders and local companies, potential business partners, facilitated by the embassy.
 - ✓ The Embassy handles registration and securing of business stand for each Danish company, provided registration happens no later than mid-March.

- **Day 3: Wednesday 26 April in Estonia**
 - ✓ Meeting at the Embassy, welcome by the Ambassador
 - ✓ Meetings with relevant state officials.
 - ✓ Presentations by the Danish companies
 - ✓ Business lunch/meetings with relevant stakeholders
 - ✓ Site visits if relevant
- **Day 4: Thursday 27 April in Lithuania**
 - ✓ Meeting at the Embassy, welcome by the Ambassador
 - ✓ Meetings with relevant state officials
 - ✓ Presentations by the Danish companies
 - ✓ Business lunch or meeting with relevant stakeholders
 - ✓ Site visits if relevant
 - ✓ Departure to Denmark

PARTICIPATION FEE

The price for a visit is DKK 15 000 – 18 000 per participating company (exact cost to be determined when programme and participant list is finalized). Costs related to transport, hotel, meals and travel are not included in the price.

Please note that the number of participants for the "Industry Supplier's Day" will be limited thus the embassy will apply "first come, first serve principle".

TRANSPORT AND ACCOMMODATIONS

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.

For signing up please contact:

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