Digital solutions to ensure transport integrity along transcontinental corridors
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CCTT: working for the integration of the Trans-Siberian service
Digital solutions to ensure transport integrity along transcontinental corridors

Geography and activity of the CCTT

- Introduction of new IT
- New infrastructure opportunities
- Security
- Service regularity
- Stable and competitive tariff
- Improvement of the regulatory network
Transsib as a global integrator

Forecast of transportation volume’s dynamics between China and EU, thsd TEU

Main growth factors

1. Chinese policy (avoiding 100% transportation by sea)
2. Large share of expensive products
3. Development of Western and Center China
4. Potential increase of sea freight cost

Source: RZD Logistics
Percent of **online-shoppers** who said they have purchased from overseas retailer in the past six months

<table>
<thead>
<tr>
<th>Region</th>
<th>Country</th>
<th>Percent Purchased</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latin America</td>
<td>Chile</td>
<td>69%</td>
</tr>
<tr>
<td></td>
<td>Mexico</td>
<td>64%</td>
</tr>
<tr>
<td></td>
<td>Colombia</td>
<td>54%</td>
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<tr>
<td></td>
<td>Brazil</td>
<td>44%</td>
</tr>
<tr>
<td></td>
<td>Argentina</td>
<td>42%</td>
</tr>
<tr>
<td>Asia-Pacific</td>
<td>India</td>
<td>74%</td>
</tr>
<tr>
<td></td>
<td>Australia</td>
<td>66%</td>
</tr>
<tr>
<td></td>
<td>Thailand</td>
<td>64%</td>
</tr>
<tr>
<td></td>
<td>Philippines</td>
<td>61%</td>
</tr>
<tr>
<td>Europe</td>
<td>Italy</td>
<td>79%</td>
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<tr>
<td></td>
<td>Germany</td>
<td>73%</td>
</tr>
<tr>
<td></td>
<td>Russia</td>
<td>64%</td>
</tr>
<tr>
<td></td>
<td>Spain</td>
<td>63%</td>
</tr>
<tr>
<td></td>
<td>France</td>
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</tr>
<tr>
<td></td>
<td>Turkey</td>
<td>54%</td>
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<tr>
<td></td>
<td>United Kingdom</td>
<td>52%</td>
</tr>
<tr>
<td></td>
<td>Poland</td>
<td>34%</td>
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<tr>
<td>North America</td>
<td>Canada</td>
<td>58%</td>
</tr>
<tr>
<td></td>
<td>United States</td>
<td>50%</td>
</tr>
<tr>
<td></td>
<td>Japan</td>
<td>32%</td>
</tr>
<tr>
<td>Africa</td>
<td>Nigeria</td>
<td>61%</td>
</tr>
<tr>
<td></td>
<td>South Africa</td>
<td>50%</td>
</tr>
</tbody>
</table>

Source: UPU
Global retail and E-commerce sales forecast, 2013-2018, trillions USD

Excludes travel and event tickets

Total retail sales change, %
- 2013: 6.4%
- 2014: 6.1%
- 2015: 6.4%
- 2016: 6.0%
- 2017: 5.8%
- 2018: 5.5%

Retail e-commerce change, %
- 2013: 25.9%
- 2014: 22.2%
- 2015: 20.9%
- 2016: 18.6%
- 2017: 16.4%
- 2018: 13.3%

Source: Evergreen Group
Volumes of large-tonnage container transportation on TSM in 2015, cont., TEU

Total international traffic: 638,828 TEU

Total by container trains: 363,421 TEU

Russia – APR countries transit transportations, TEU

China 98,240

Korea 52,824

Japan 2,431

+ 79%

Digital solutions to ensure transport integrity along transcontinental corridors
Modern transport products

1. Transit speed
2. Competitive tariff
3. Freight security
4. Single legal framework

Integrated? Single!
Digital solutions to ensure transport integrity along transcontinental corridors
Thank you!

CCTT Secretary General
Mr. Gennady Bessonov
info@icctt.com