

# Transformation of Global Supply Chain & Opportunities for Caucasus and Central Asia



**MAERSK**



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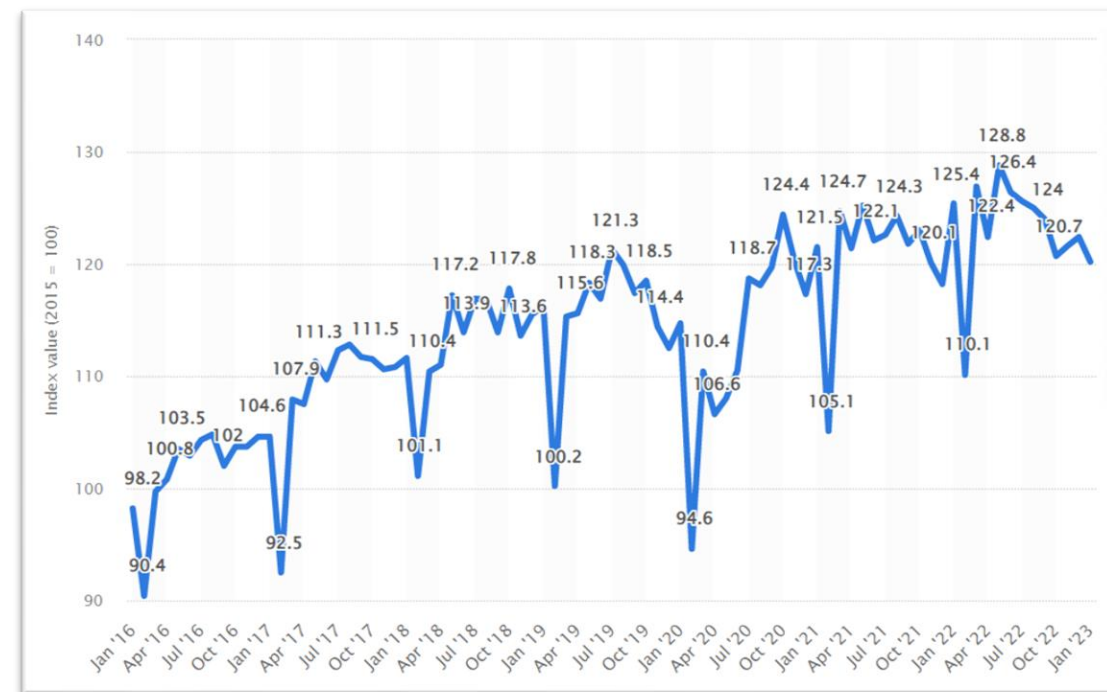
## ➤ Transformation of Global Supply Chains and Containerization

Since 2003 container sector posted high growth rates. Global container throughput rose by an annual average rate of more than 35%.

### The reasons for the historically high growth:

- ✓ The growing liberalization of world trade;
- ✓ The rising share of goods that are ideal for shipping via container;
- ✓ Advances in container technology;
- ✓ Container ships possess specific advantages: shorter loading and unloading times reduce turnaround times in the port, which cuts costs;
- ✓ Options for onward conveyance via other modes of transport are better with containers than with general cargo;
- ✓ Ever bigger and faster ships have enabled constant productivity gains;
- ✓ Extensive investment in port infrastructure.

### Global container shipping throughput (2016 – 2023)



[www.statista.com](http://www.statista.com)

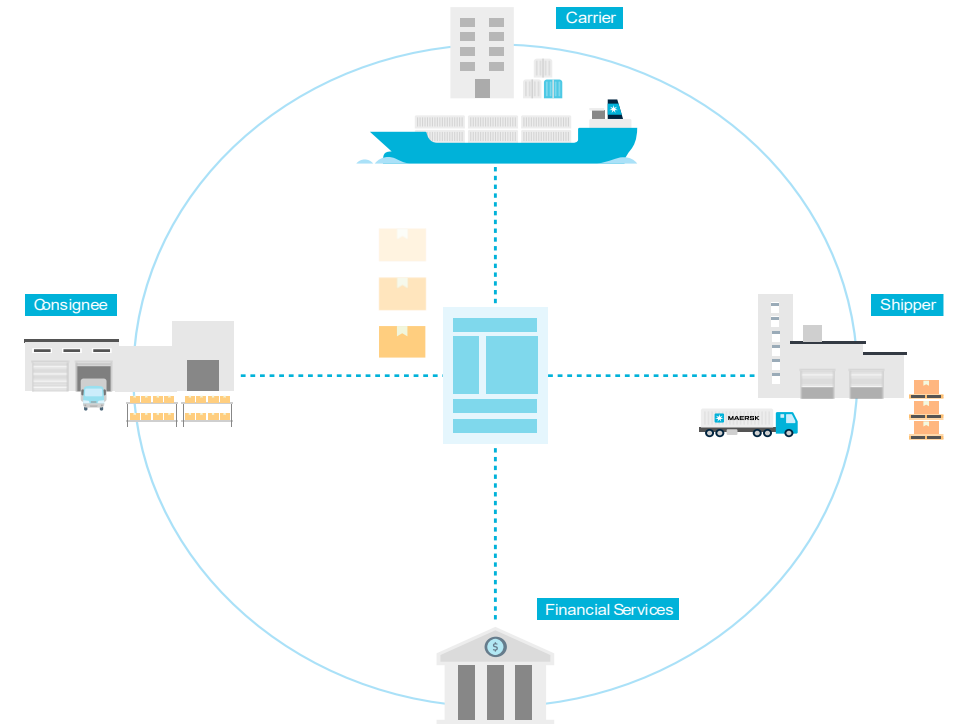
## ➤ Transformation of Global Supply Chains and Containerization

### Constrain Factors of Global Supply Chain

- Covid-19 Pandemic;
- Geopolitical tensions;
- Rising interest rates and persistent inflation / commodity pricing;
- Logistics Disruptions and Operational Failures;
- Limited Digitalization;
- Production delays.

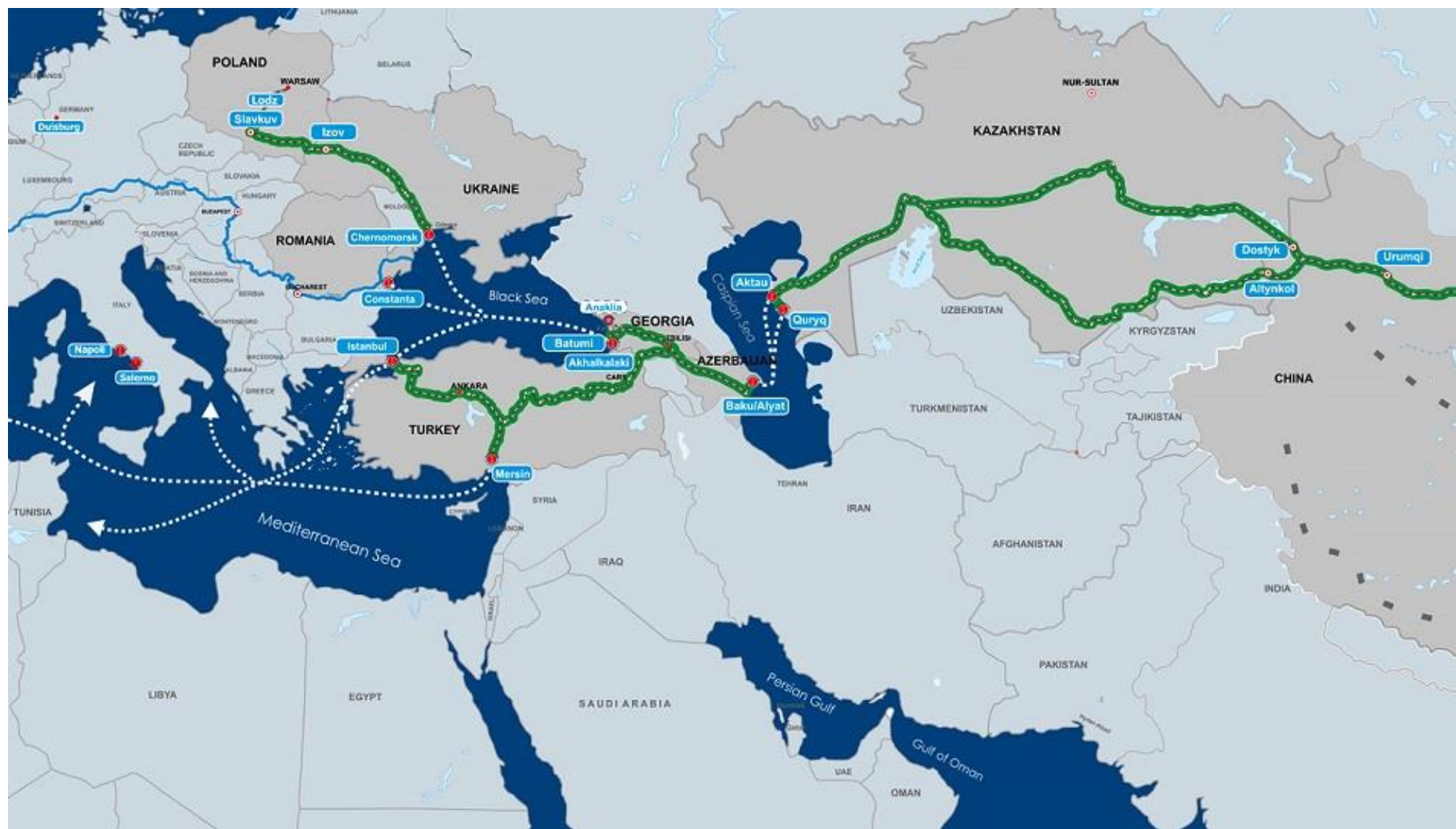
### Key trends of Transformation in GSC:

- Increase of containerization and boost Standardization
- Just In time vs Just In Case Operational model/Inventory system
- Investment in Digitalization/New technology



## ➤ Maersk Cross Border Transport – MIDDLE CORRIDOR

Middle Corridor - multimodal solution from China across Kazakhstan, Caspian Sea, Azerbaijan, Georgia, Black Sea, and connecting Turkiye and Europe

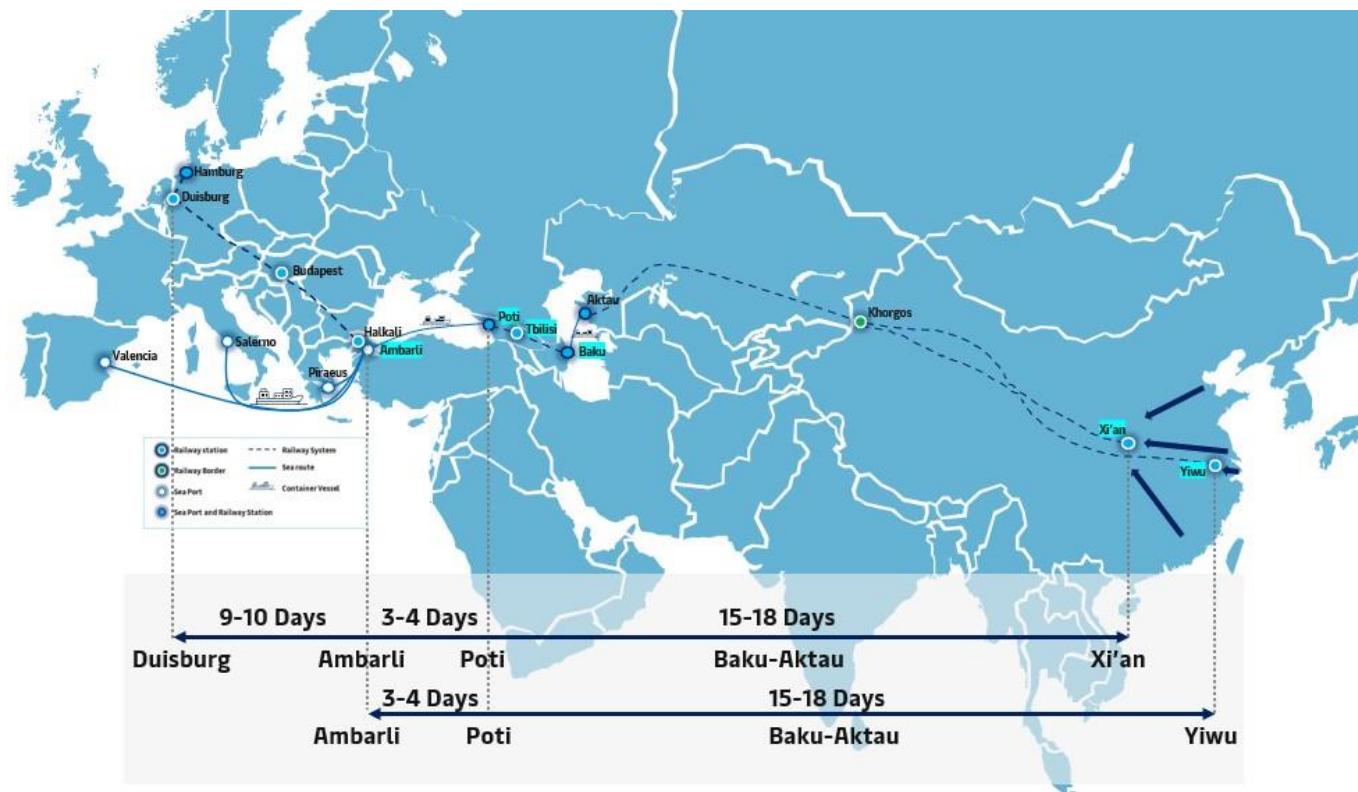


Middle  
Corridor



## ➤ Maersk Cross Border Transport – MIDDLE CORRIDOR

A Faster, Sustainable and Cost Efficiency solution between China and Azerbaijan, Georgia, Turkiye and EU (CBT)



### Key Highlights

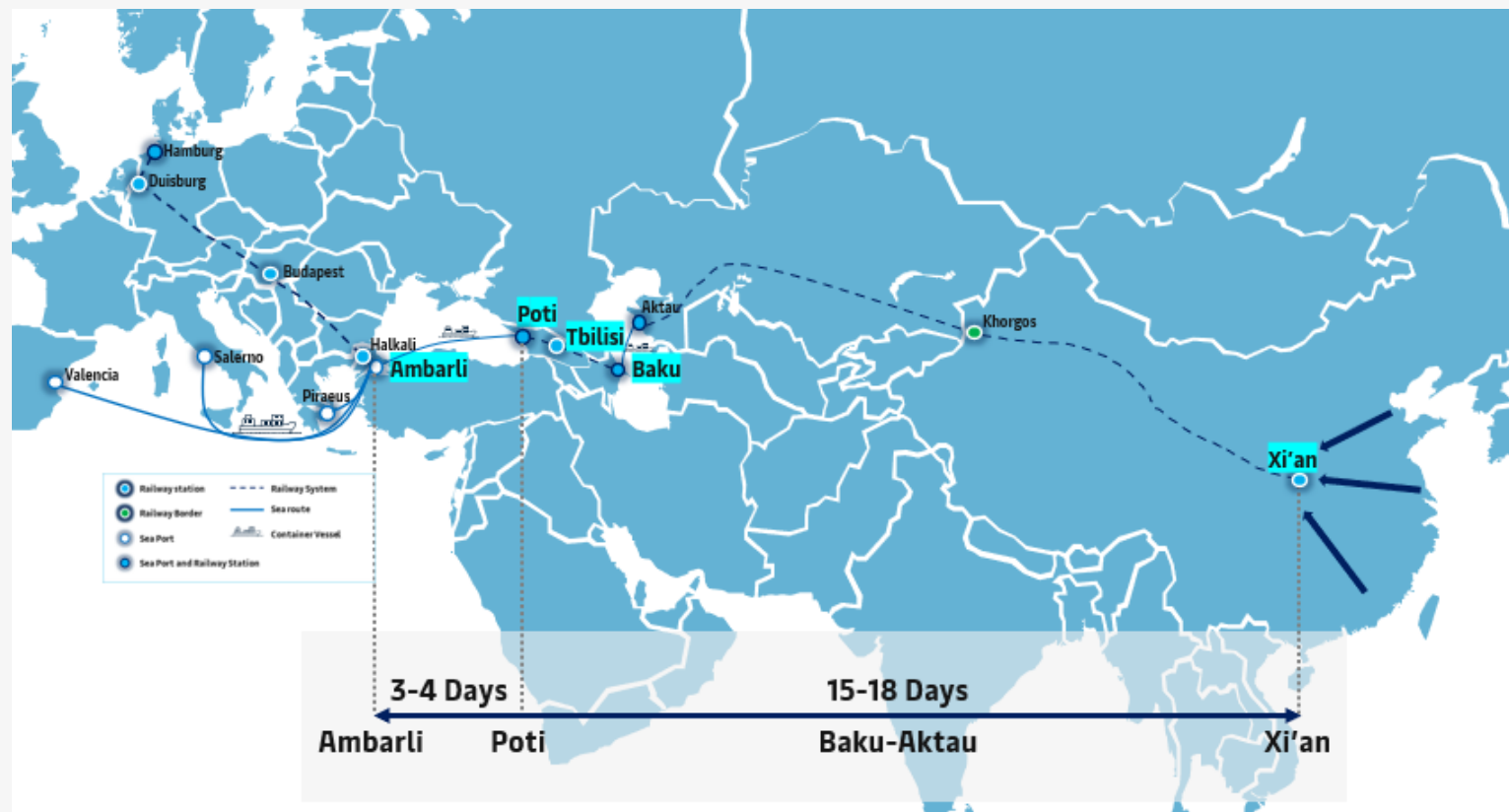
- 20-22 days from Xi'an/Yiwu to Ambarli as theoretical Transit Time
- Block train available with 50-55FFE capacity
- Weekly service open for single container
- The corridor across Caspian Sea and Black Sea
- Further connection by Maersk own Ocean connection
- FAK cargoes is acceptable including EV, except battery (alone), DG

### Value Proposition

- Alternative Solution to enhance supply chain resilience
- Flexible Choice for customer transferring between ocean and rail
- Space Guarantee with execution priority on rail and ocean
- Extensive Coverage from Xi'an to whole Greater China

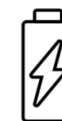


## ➤ Maersk Cross Border Transport – MIDDLE CORRIDOR



### Commodities on Rail

#### Prohibited items



Battery



Firework

#### To be checked items



Machinery

\*Unit G.W >3,000kgs  
\* Single 20GP



Chemical Cargo



Electronic goods



Liquor



Make-up



## ➤ Maersk Role as a Global logistic Integrator

We see an importance of our participation in the process not only as shipping line but as a global containerized logistic integrator. Our group has a world class experience presenting trucking, CBR, WnD, SCM and we understand that our expertise will be critically useful for development and optimization of logistic performance determinants and support trade development in Caucasus and Central Asian countries.

### Intercontinental/Cross boarder Rail Services:

- ✓ Block Train,
- ✓ Single Container FCL
- ✓ Less then container LCL

### Maersk Inland Delivery:

- ✓ Trucking / Rail combined services to/from Baku, AZ
- ✓ Overland / Creation direct services to/from CA

### Warehousing & Distribution services:

- ✓ Consolidation Centers
- ✓ Deconsolidation Centers
- ✓ Fulfilment Centers

### Managing supply chain on three fronts:

- ✓ Data Management
- ✓ Stakeholder Management
- ✓ Shipment Management







# Bringing Central Asia closer to the world

Unlock supply chain efficiencies  
with our new Ocean-Rail offering

Move your cargo seamlessly to and from Central Asia with our new end-to-end intermodal Ocean and Rail transport solution.

Connect the United States, Asia, Far East and Mediterranean Europe with growing consumer markets in Kazakhstan, Uzbekistan, Turkmenistan, Kyrgyzstan and Tajikistan.

Unload your cargo at the Georgian port of Poti, the connecting gateway to Maersk's global ocean network, and transport to various destinations in Central Asia via our reliable rail network. Minimise delays and ensure secure last mile deliveries with our robust trucking services integrated into your logistics plans.

Also expand your reach by leveraging our network of Cross Border Rail services (CBR) between Central Asia, China and South East Asia.

## Benefits



### Seamless transport

Leverage our reliable network of local logistics partners and vendors for easy cargo transport across borders.



### Better visibility

Get real-time updates and stay on top of your containerised cargo with our digital tracking and monitoring tools.



### Greater flexibility

Get more supply chain agility with our intermodal Ocean and Rail transport and the CBR service from Asia supporting your business.



### Enhanced reliability

Avoid delays and reach your customers on time with multiple scheduled departures every week.



### Sustainability

Meet your CO2 goals with our low-carbon emissions rail network.



### End-to-end control

Get streamlined cargo handling with a dedicated control tower team managing your operations and exceptions along the way.

# Thank you!

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