

Meet the Buyer with Department for Business & Trade 9th September 2024

- Claudia Rodriguez – DBT
- Cat Appleby – Rail Forum
- Ian Harrison - DBT

Traxtion Africa

- Morris Kgama & Elmarie Smith (technical services)
- 400 employees, private sector railway operation and technical services company
- Traxtion across southern Africa since 2003, now in 12 countries, including in Senegal (2023).
- Fleet – own 100 loco (GE / EMD Locos plus 7 Stadlers) and 600 wagons, as well as support 40+ non-owned locos, plus non-owned wagons
- Technical services including maintenance, refurbishment, overhaul and upgrade
- Training provision
- Part Sales – sell and refurbish components – keen to source high quality parts from new suppliers. Significant supplier base from USA
- 1067 mm gauge network
- Rail Reform will see separation of operating companies, infrastructure managers and infrastructure owner. Increase in rail freight is major strategy.
- **Opportunity** – suppliers for GE / EMD locomotive parts and components
- Criteria – ability to supply quality parts, price competitive
- Engaging with Locomotives OEM – including Alstom for electric locomotive.
- **Opportunity** – Track monitoring technology is also of interest.

Peru

- Sofia Garcia – DBT Deputy Director for Peru / Head of Infrastructure
- 6 state led projects with total estimated budget of £25bn, to be built via G2G agreement (with consortium of UK companies) with operation and maintenance through PPPs.
- Plans to double network through route extensions (from 1,931 km to 2,473km)
- UKs Sustainable infrastructure programme
- Projects linked to mining and challenges relate to the steep geography of the Andes
- Lima-Ica (linking large population zone – very likely to happen) – expect tendering next year (2025)
- Also most likely, Marcona-Andahuaylas – freight corridor

Details of the announced railways

Route	Distance (km)	Budget (£ billion)	Likelihood	Details
Lima - Ica	280	2.3	High	Passenger and freight transport. Feasibility studies approved. Port of San Martin (Pisco) and Port of Callao
Marcona - Andahuaylas	600	3.7	High	Minerals transport. It could be done without public funding
Lima - Barranca	245	-	Medium	Passenger and freight transport. Port of Callao and Port of Chancay
Trujillo - Barranca	1,200	-	Low	Passenger and freight transport
Lambayaque - Cajamarca	-	7.6	Low	Minerals transport
Hidroeléctrica – Quillabamba	148	7.6	Medium	Passenger and freight transport
Total	2,473	25	-	-

Main opportunities for UK businesses

Opportunities in the supply chain

- **Strategic advice**
 - Business case
 - Transport planning
 - Financial strategy
- **Planning, design and project delivery**
 - Studies
 - PMO
 - Design
 - BIM
- Systems, Rolling Stock, Equipment, Plant & Parts
- Construction, Fabrication & Installation
- Operations & Asset Management

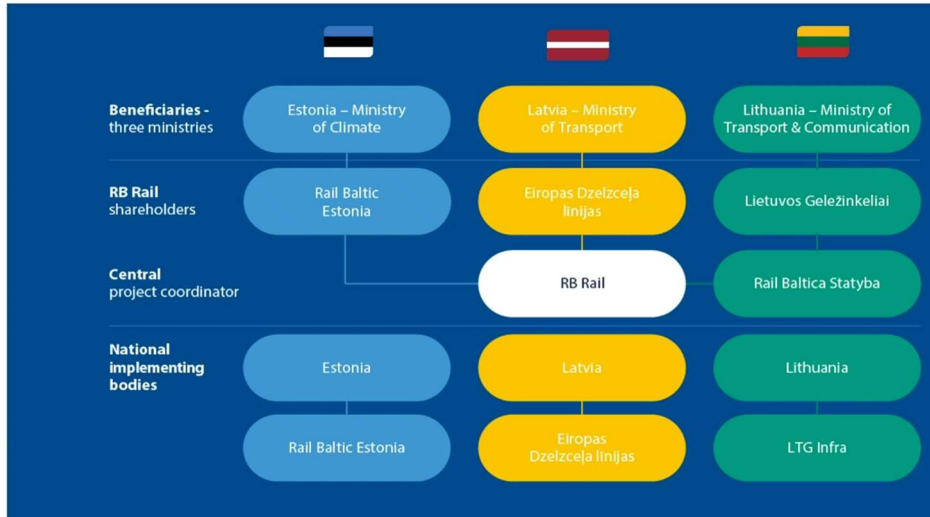
SMEs - Private opportunities – contact British Embassy to introduce to opportunities

Rail Baltica

- Aldis Celms, Country Director, Latvia
- New railway 1435 standard gauge network freight and passenger corridor linking Estonia, Latvia, Lithuania to Poland (linking capital cities), completion due 2030. Estimate costs tripled.
- Challenge to source funding gap for all 3 Baltic states, 870 km in length
- Joint Venture website – hosts all opportunities. <https://www.railbaltica.org/> and tenders: <https://www.railbaltica.org/tenders/>
- Simple approach via the Tenders listing (link above) and also approach to Aldis for contacts of the tenderers who tend to procure directly.

- Current focus on Infrastructure only. Rolling stock will be considered in a few years time.

Rail Baltica project delivery team



The scope of Rail Baltica project is to ensure a functioning transport, military and economic corridor

Types of railway services

- International passenger transport
- Cross-border regional passenger transport
- Regional passenger transport
- Freight transport, incl. military mobility



Contacts

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