

# ALLIANCE LOGISTICS

Advanced logistics services of freight forwarding to  
Europe, Asia, and the CIS countries through Azerbaijan

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# > ABOUT US

Alliance Logistics is a cargo transportation company, which is carrying out significant transportation projects in the region, with headquarters in Baku, Azerbaijan. Specializing in rail and sea transport, our company is among the leaders in terms of freight quantities in the Caucasus.

The principle of continuous improvement is at the core of Alliance Logistics. Our company, which has got about two hundred highly qualified specialists, regularly analyzes transportation opportunities and creates efficient supply chains. To maintain a high quality of service, we use the latest technologies and equipment that meet modern standards. Using our extensive and reliable network of partners, we help our customers steadily outpace their competitors.

Alliance Logistics was involved into transportation from August, 2018 and started its professional performance from November, 2018.



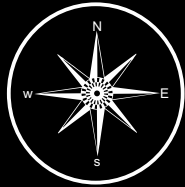
# OUR VISION & MISSION



Becoming the regional transportation hub and the key partner in integrated logistics in Europe and Asia



Building and maximizing sustainable competitive advantages for our clients



Connecting routes between East and West, North and South



Ensuring security and reliability in transportation

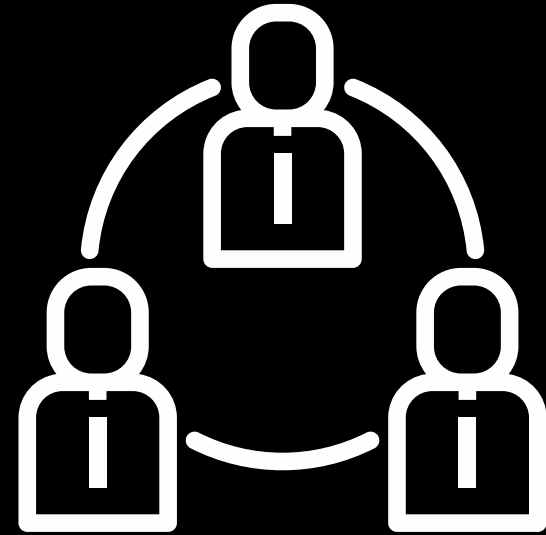


Delivering positive, reliable experience to each and every of our clients while offering exceptional value in the marketplace

# > COMPANY TEAM

Alliance Logistics' staff consists of highly qualified specialists in the field of logistics, rail transportation, and Data analytics. Our experienced logistics specialists are bringing advanced and more profitable methods of transportation and handling cargo.

The team of Data specialists certified by Microsoft is analyzing the transportation trends in the region and optimizing logistics processes in order to receive more efficient ways to operate the projects. Besides experienced specialists, we constantly work on growing new generations of interns, training them in the situation of real fieldwork.



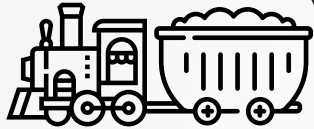
# PORTFOLIO



Our portfolio includes more than 250 companies.

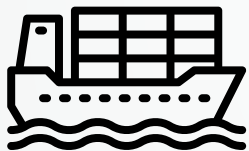


# OUR SERVICES



Rail transportation is the most suitable choice for the delivery of oil and oil products, general cargoes and containers. Our company has extensive experience in this type of logistics and provides the most favorable rates depending on your cargo.

RAIL TRANSPORT



Marine transportation is one of the most demanded services in the region. Our marine transportation services across the Caspian Sea have minimum risk and high load capacity.

MARINE TRANSPORT



Cargo services by trucks allow effective and reliable "door to door" delivery. With our extensive Eurasian network and favorable rates, you get the best for your money.

CARGO BY TRUCKS

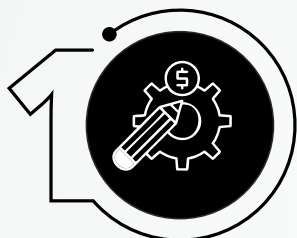


If your cargo is to be shipped fast, our air transportation services will handle this perfectly. We cooperate with the largest airlines in the region and guarantee a high level of service.

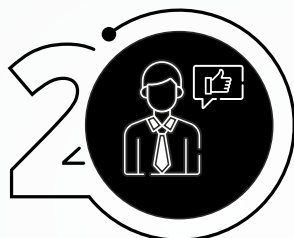
AIR TRANSPORT

- ▶ Our rail transportation capabilities let us to securely forward oversized loads.
- ▶ We implement projects in 4 modes: transit, import, export and domestic transportation.

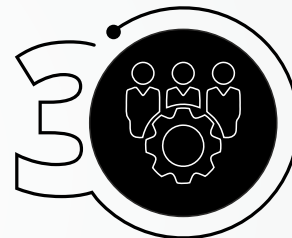
# > OUR ADVANTAGES



We effectively combine routes and advantages of each type of transport to deliver you the most profitable solutions.



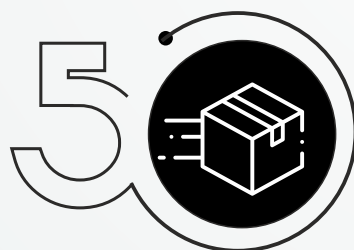
With our Regional Management system, a customer contacts only one logistics operator, which entirely takes responsibility for the whole transportation of cargo by several types of transport means through the territory of several countries. Such a system vastly simplifies the negotiation processes for the client.



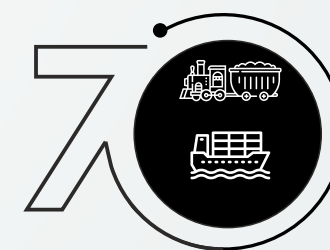
Our professional team of logistics operators ensure safety of cargo in every step of the project. We strictly control the transportation of dangerous goods according to national and international regulations.



The variety of transportation types we use allow us to deliver goods even to the farthest corners of Europe and Asia.



We deliver cargo fast to the long distances within the reasonable prices.



Our company is the official logistics operator of Azerbaijan Railways and Azerbaijan Caspian Shipping Company.



Our customers are able to order services online via our website and track their loads 24/7.



# > TRANSPORT CORRIDORS

Thanks to the geographically advantageous territory, Azerbaijan is playing the role of a center, connecting the trade routes between the East and the West.

We are the part of such significant transportation projects, like Baku-Tbilisi-Kars, East-West Transport Corridor, North-South Transport Corridor, South-West Transport Corridor, Viking Train Project, and Lazurite Corridor.

In recent years, Azerbaijan has undergone significant reforms in freight transportation. These reforms have given impetus to the rapid development of the logistics industry and significantly expanded the capacity of freight transportation.

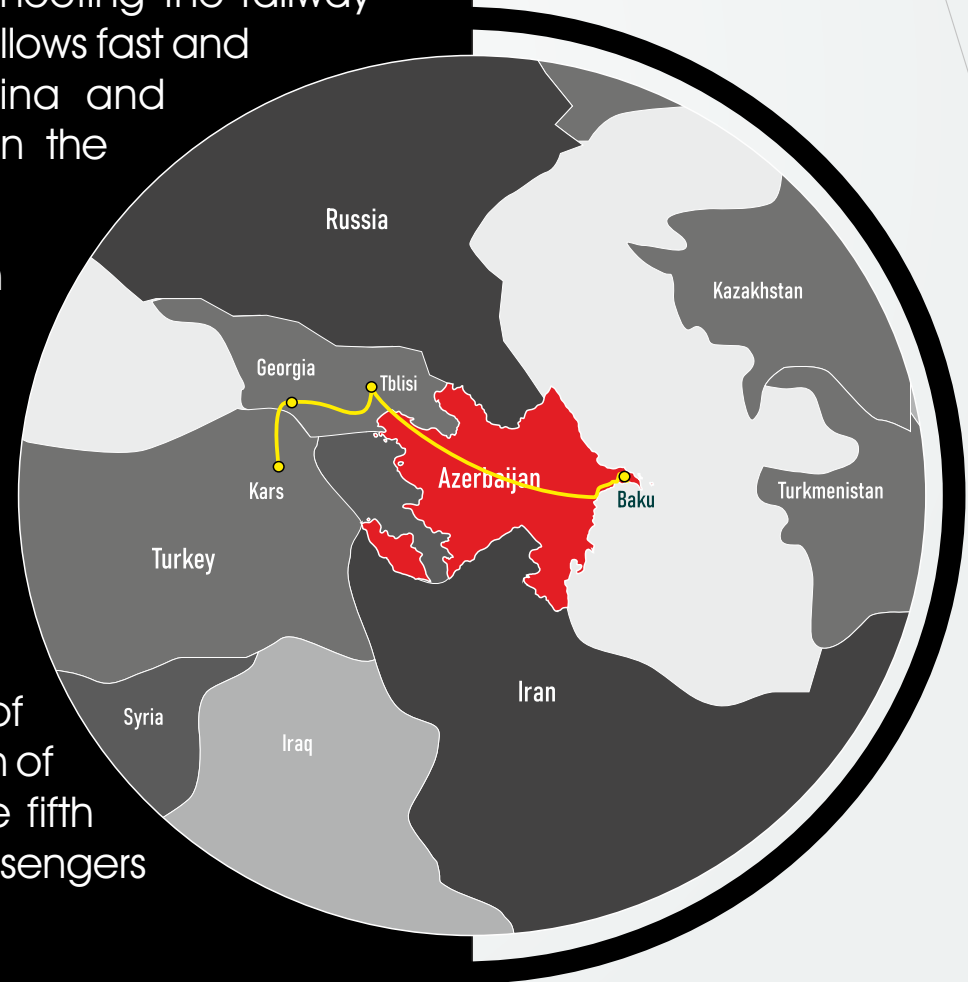


# > BAKU-TBILISI-KARS

Baku-Tbilisi-Kars (BTK) transport corridor is connecting the railway lines of Azerbaijan, Georgia, and Turkey, and allows fast and reliable transportation of goods from China and Central Asia to Europe. Delivery of cargo in the mentioned direction happens within 15 days.

Being the most advantageous transit option and the short route between the Caspian and the Black Sea, the BTK transport corridor creates an alternative at the intersection between the West and the East, contributing to the growth of the transit potential of the regional countries.

The total length of the corridor is 826 kilometers. It is expected that the volume of cargo transported in the third year of operation of the BTK project will be 3-5 million tons, in the fifth year 6-8 million tons, and then, 3 million passengers and 17 million tons of cargo.

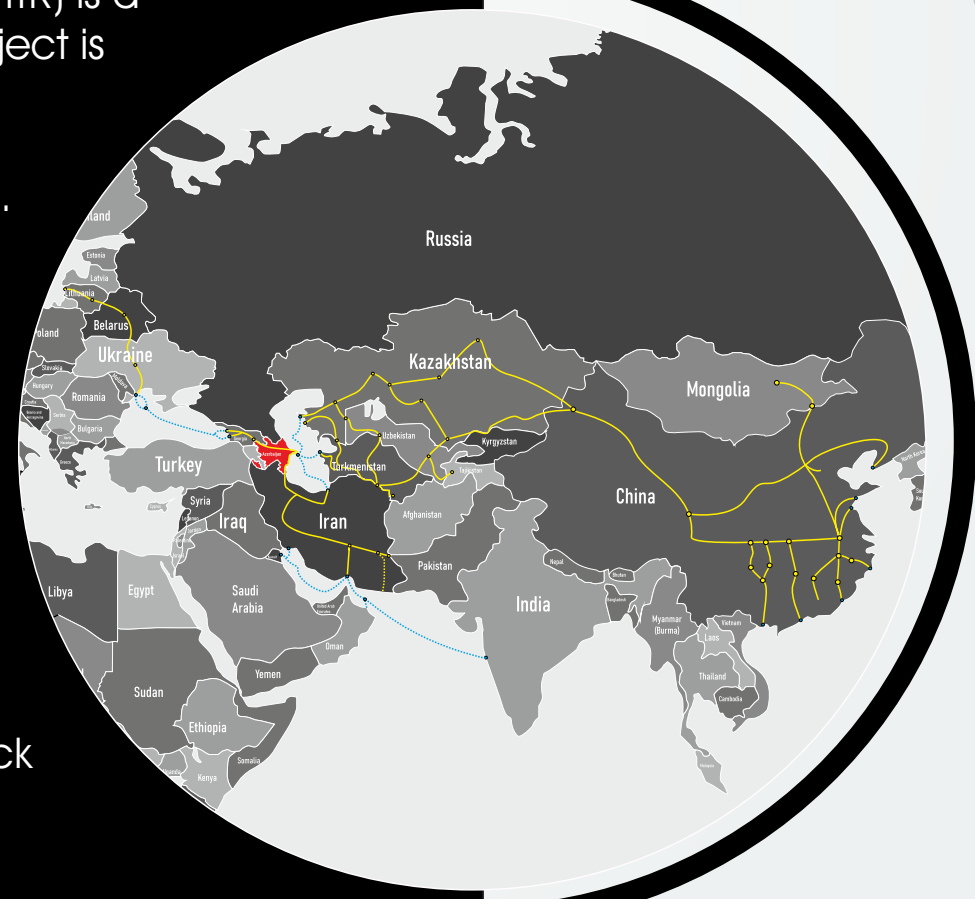


# > EAST-WEST TC

Connecting Europe with Asia, the East-West Transport Corridor or Trans-Caspian International Transport Route (TITR) is a revival of the historic Great Silk Road. This project is developed to increase the volume of freight transport from China to Turkey and Europe countries, as well as in the opposite direction.

Thanks to simplified administrative procedures and improved technologies of the transportation process, the East-West Transport Corridor provides maximum efficiency for companies from different countries, including ones that geographically not located on TMTM.

The transport corridor follows the next route: China – Kazakhstan – Caspian Sea – Azerbaijan – Georgia – Turkey and/or the Black Sea – Europe.



# > NORTH-SOUTH TC

The North-South Transport Corridor is a multimodal project that makes possible the delivery of goods from India and the Gulf countries to Russia, Western Europe, the Baltic and Scandinavian countries.

The North-South Transport Corridor, which is 7,200 kilometers long, is 40% shorter and 30% cheaper than the current traditional route. The main goal of the project is to reduce the delivery time and increase efficiency in terms of price compared to the alternative route. Cargo transportation by sea through the Persian Gulf – Suez Canal – Mediterranean Sea – Baltic Sea to Helsinki is realized within 45-60 days, while the North-South corridor handles the transportation in 20-25 days.

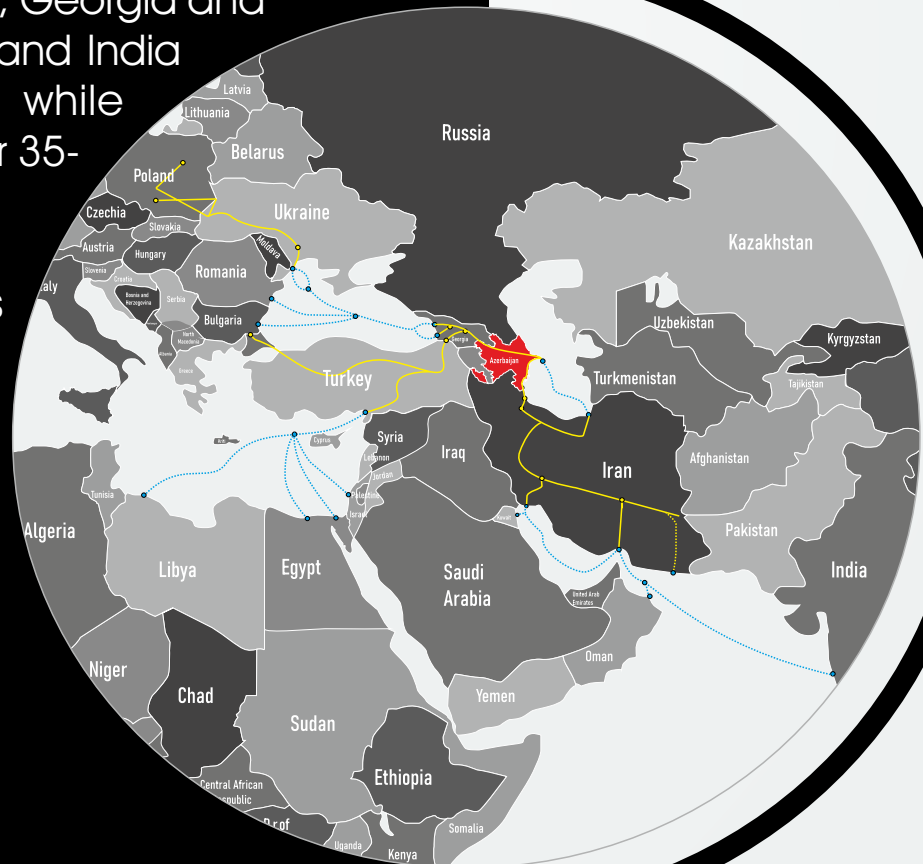


# > SOUTH-WEST TC

The South-West Transport Corridor significantly reduces the time of cargo transportation through Iran, Azerbaijan, Georgia and Ukraine. The delivery time between Europe and India via the corridor constitutes seven days, while alternative routes cope with transportation for 35-37 days.

CJSC "Azerbaijan Railways", whose logistics operator is Alliance Logistics, is engaged in the coordination and development of this route.

The South-West Transport Corridor follows the next route: India – Persian Gulf – Iran – Azerbaijan – Georgia – Ukraine – Europe.

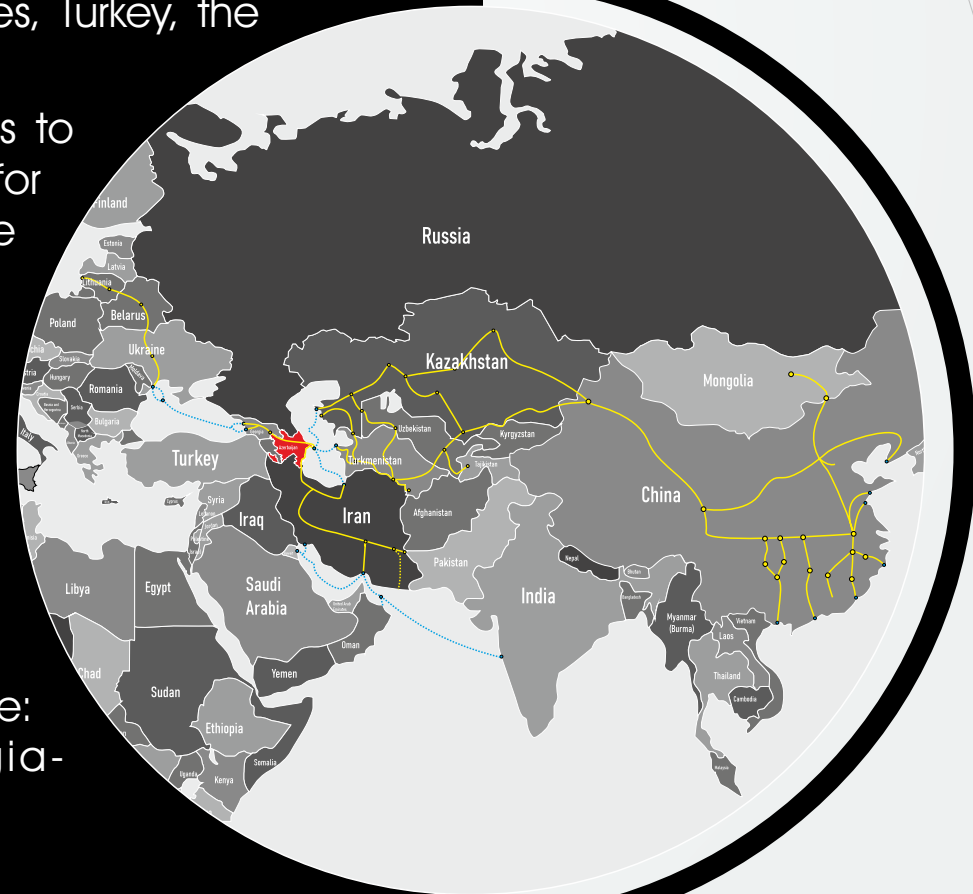


# ➤ “VIKING TRAIN” PROJECT

The “Viking Train” project provides the ability to transport goods between Europe, the Scandinavian countries, Turkey, the Caucasus, Central Asia, India, and China.

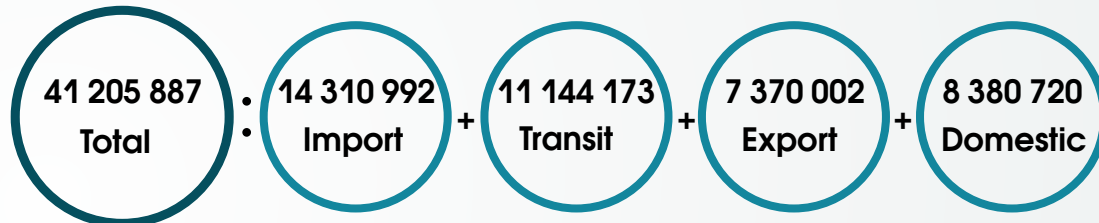
The primary goal of the transport corridor is to provide access to the Black Sea region for Denmark, Norway, and Sweden, with the subsequent transportation of goods to Azerbaijan, Iran, Central Asia, the Far East, and India. Due to the efficient route line, products from India can be delivered to Northern Europe in 20 days and from China in 16-18 days. For comparison, alternative routes cope with the delivery of cargo only in 35-40 days.

The transport corridor follows the next route: Lithuania-Belarus-Ukraine and Georgia-Azerbaijan / Central Asia-China / Iran-India.



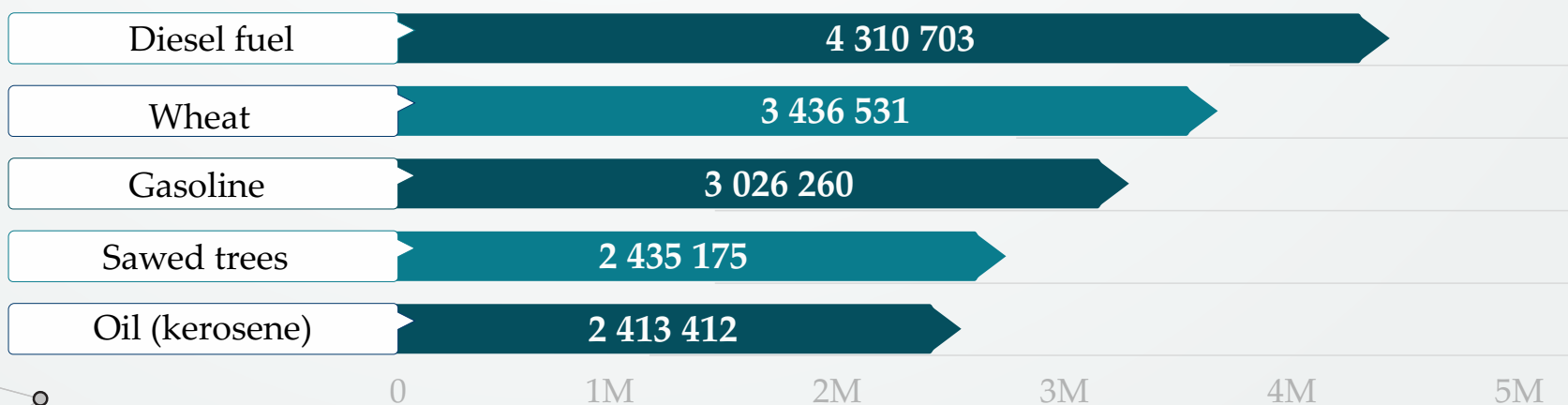
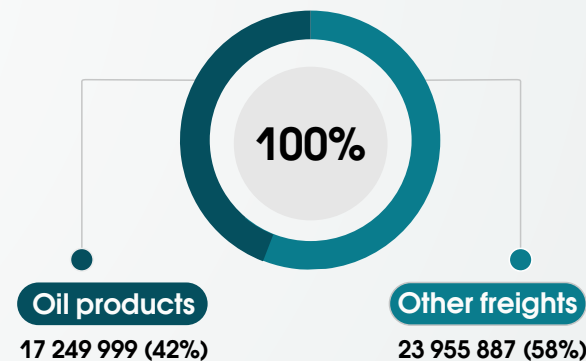
# STATISTICS

▶ Weight of cargo according to regimes from November 2018 till December 2022 included



## ▶ Cargo tonnage

From November 2018 to December 2022 included, the total weight of cargo transported constitutes 41 205 887 tons. 17 249 999 tons or 42% of these are oil products, while 23 955 887 tons or 58% are other freights.



Ratio of cargo to total transportation (ton)

# > CONTACTS



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**THANK YOU  
FOR CHOOSING OUR  
PREMIUM SERVICES**

