



“Environmental Economy for Green Bulgaria”
25-26 April 2010, Sofia, Bulgaria



FREE ZONE PIROT
Intermodal Logistic Center
between corridor 10 i corridor 4

29 April 2010

Presentation structure

EUROPEAN GREEN CORRIDORS IV, VIII, IX and X

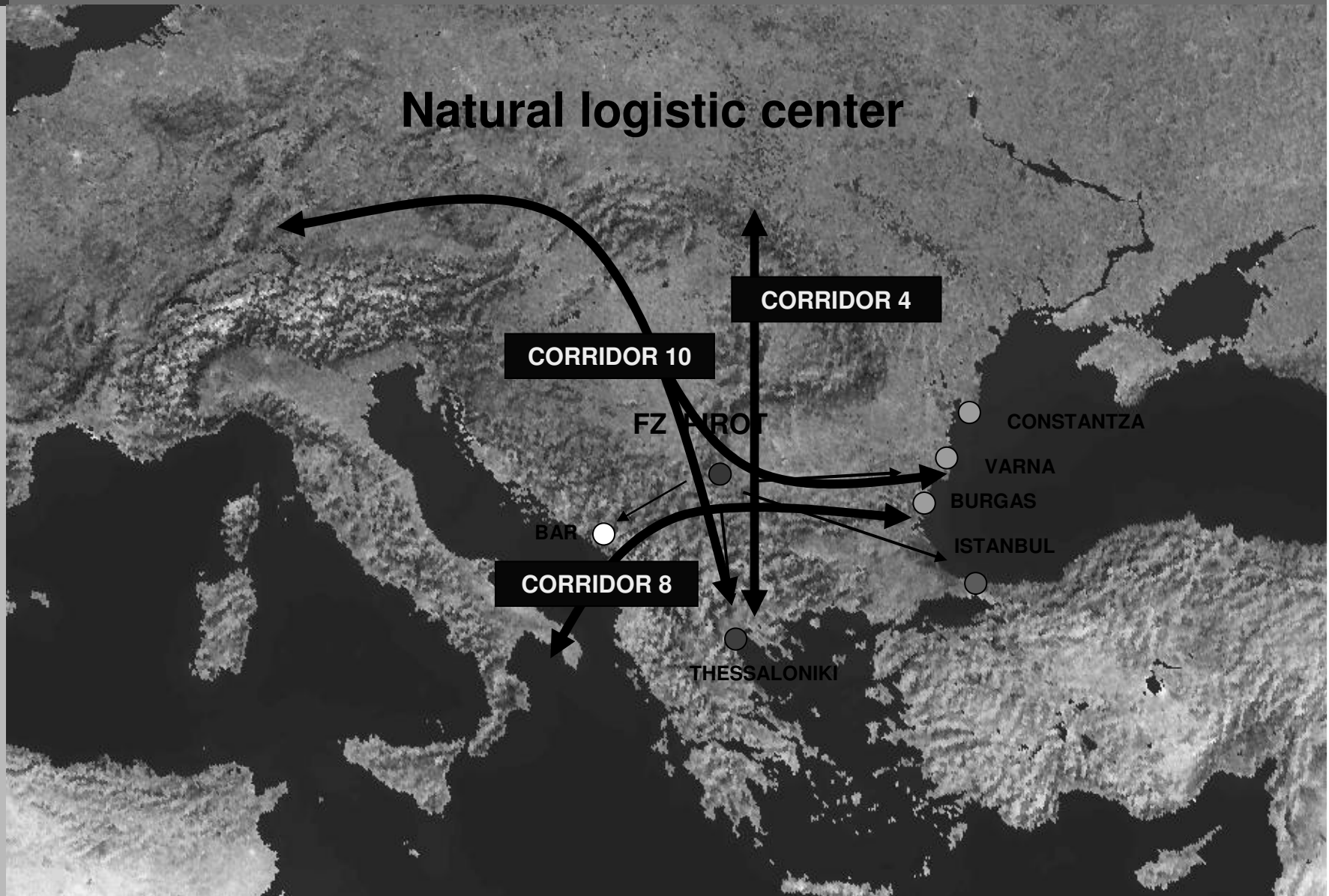
SERBIAN FREE ZONE CONCEPT

FREE ZONE PIROT PROFILE

INTERMODAL LOGISTIC CENTER PIROT

Free Zone Pirot position on corridors

GREEN CORRIDORS



Terminals location on corridors IV, VII, IX and X

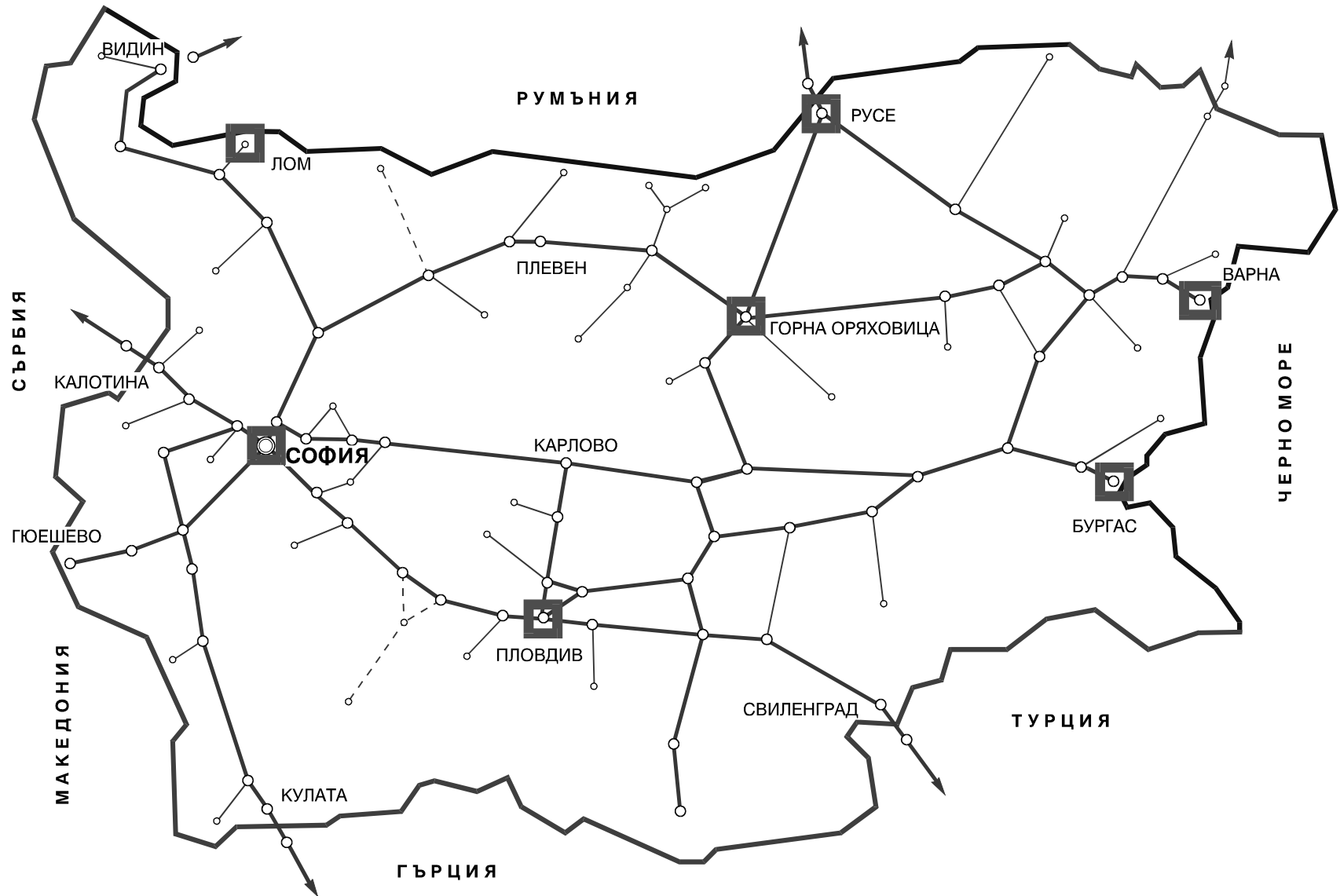
GREEN CORRIDORS



- Intermodal terminals in Bulgaria
- Intermodal terminals in Serbia
- Intermodal terminal Pirot is link between intermodal networks of Serbia and Bulgaria

LINK - Sofia NEW Intermodal terminal

GREEN CORRIDORS



Presentation structure

EUROPEAN GREEN CORRIDORS IV, VIII, IX and X

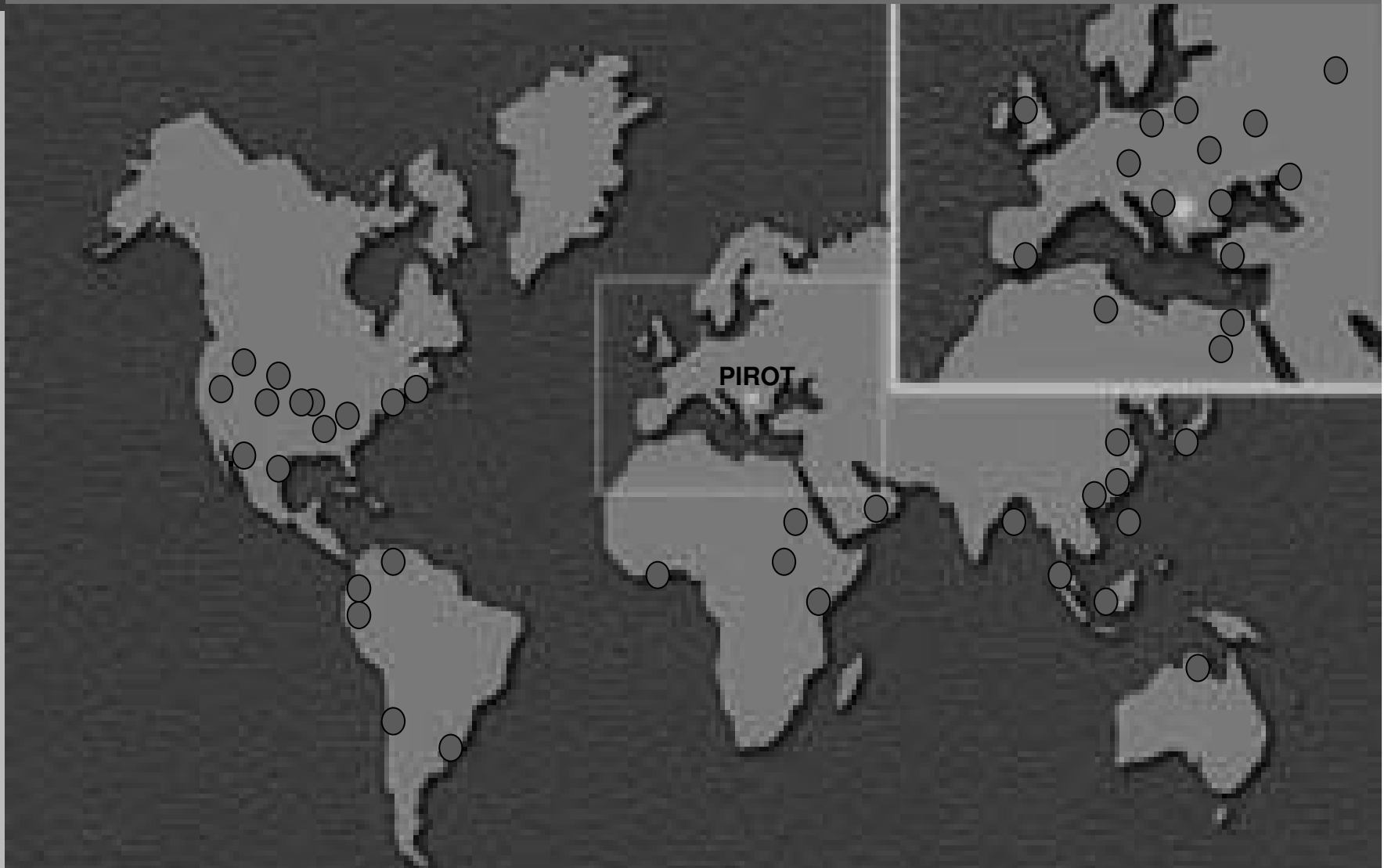
SERBIAN FREE ZONE CONCEPT

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Distribution of Free Zones

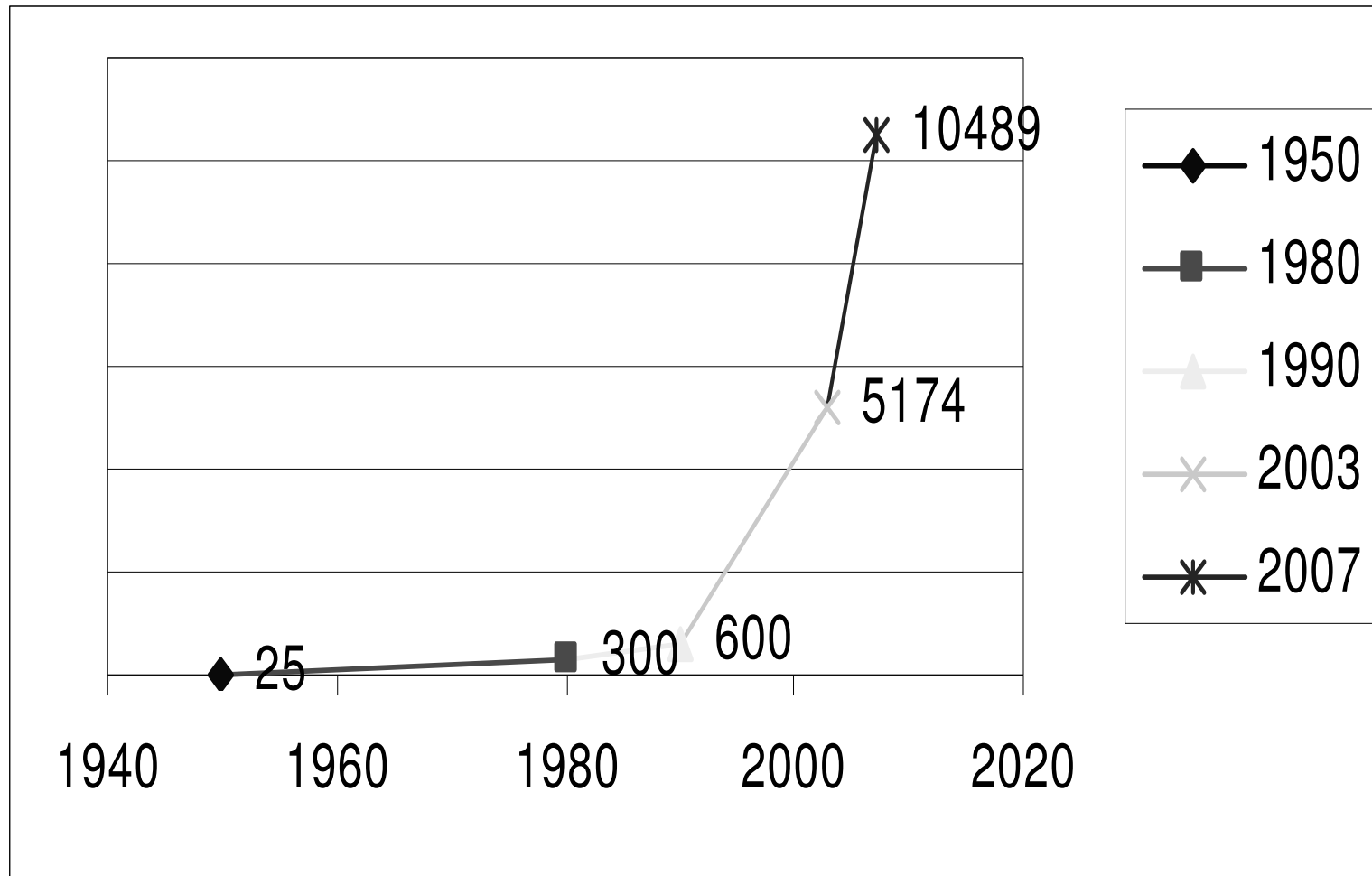
SERBIAN FREE ZONES



More than 10.000 Free Zones are located in 102 states

The Free Zone BOOM

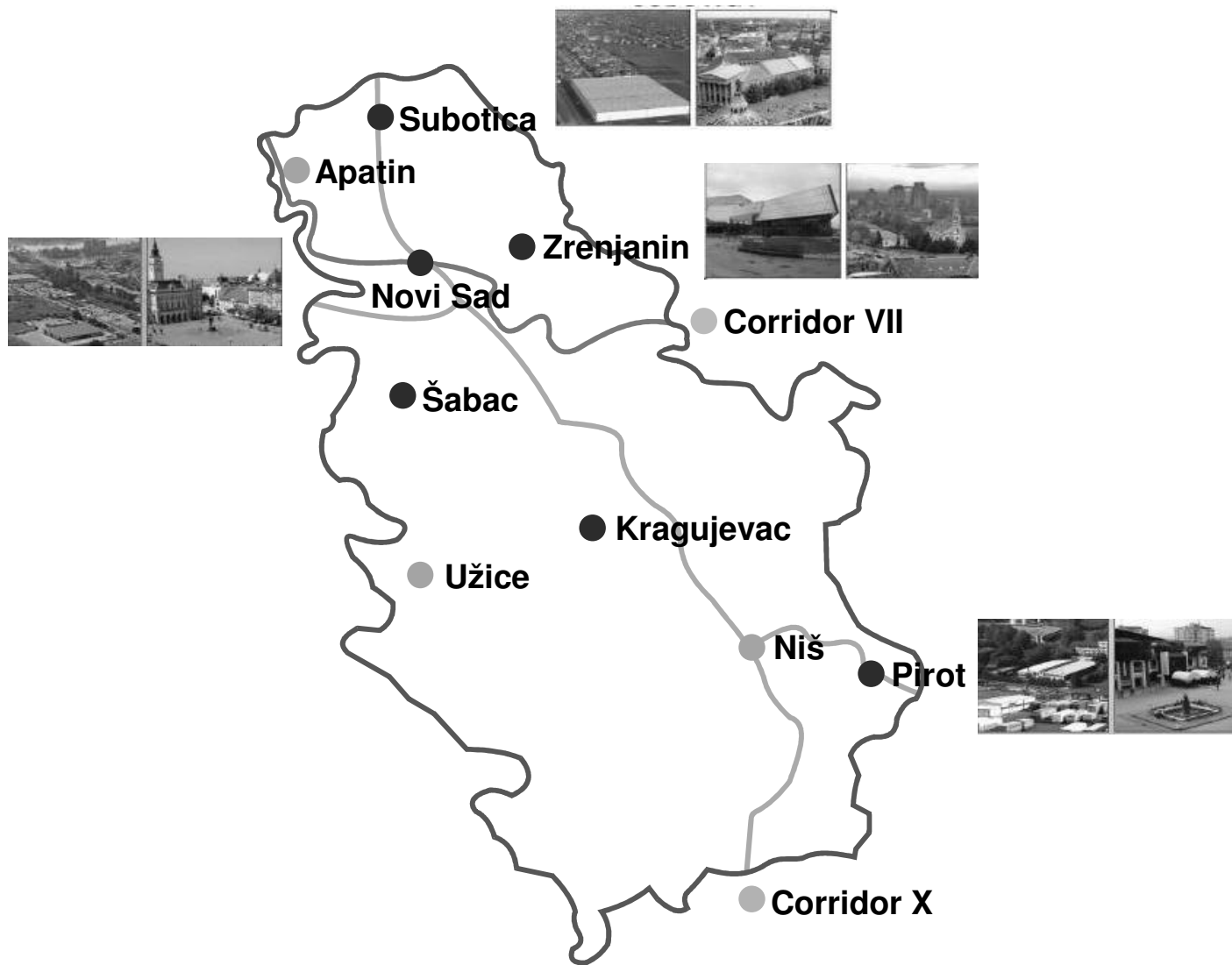
SERBIAN FREE ZONES



Source: ILO (2003, 2007), EU Commission (2007)

Distribution of Free Zones in SERBIA

SERBIAN FREE ZONES



Business advantages in Free Zone Pirot

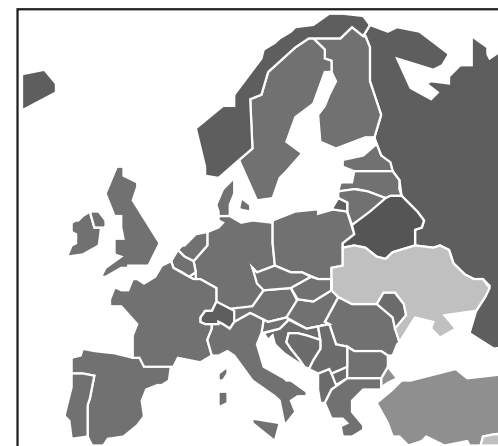
SERBIAN FREE ZONES

- **Releasing of Customs NO PAY CUSTOMS DUTY**
- **Releasing of VAT NO PAY VAT**

- **Building constructing without municipality taxes**
- **Using of building without municipality taxes
(10 years tax holiday)**

Markets with duty free access from Serbia

SERBIAN FREE ZONES



Market	N ^o of People	Trade Regime
European Union	494.070.000	Preferential Trade Regime
United States	302.558.000	Generalized System of Preferences
Russia	142.754.000	Free Trade Agreement*
South East Europe	29.331.000	CEFTA
Belarus	9.690.000	Free Trade Agreement
Turkey	76.806.000	Free Trade Agreement
Iceland, Liechtenstein, Norway and Switzerland	12.607.000	EFTA
Total	1.067.816.000	

Free Trade agreement with Russia

SERBIAN FREE ZONES



**FTA with Russian Federation -
market of 150 mil. people.**

**Limited number of exceptions:
complete vehicles,
confectionery, some alcoholic
beverages**

Presentation structure

EUROPEAN GREEN CORRIDORS IV, VIII, IX and X

SERBIAN FREE ZONE CONCEPT

FREE ZONE PIROT PROFILE

INTERMODAL LOGISTIC CENTER PIROT

Production and Logistic in Free zone Pirot

FREE ZONE PIROT






Basic information

FREE ZONE PIROT

- **Established in 1996**
- **Land property more than 65 ha**
- **Covered and open Warehouses**
- **Export processing zone**
* main customer Tigar Tyres (part of MICHELIN group)
- **Experience in international transport organization**
- **Turnover in zone in 2009 at 300.000.000 Euro**

Ownership structure

FREE ZONE PIROT

Shares		%
1.	 Municipality Pirot	13,45
2.	 Progres Pirot	12,21
3.	 Tigar AD	74,34

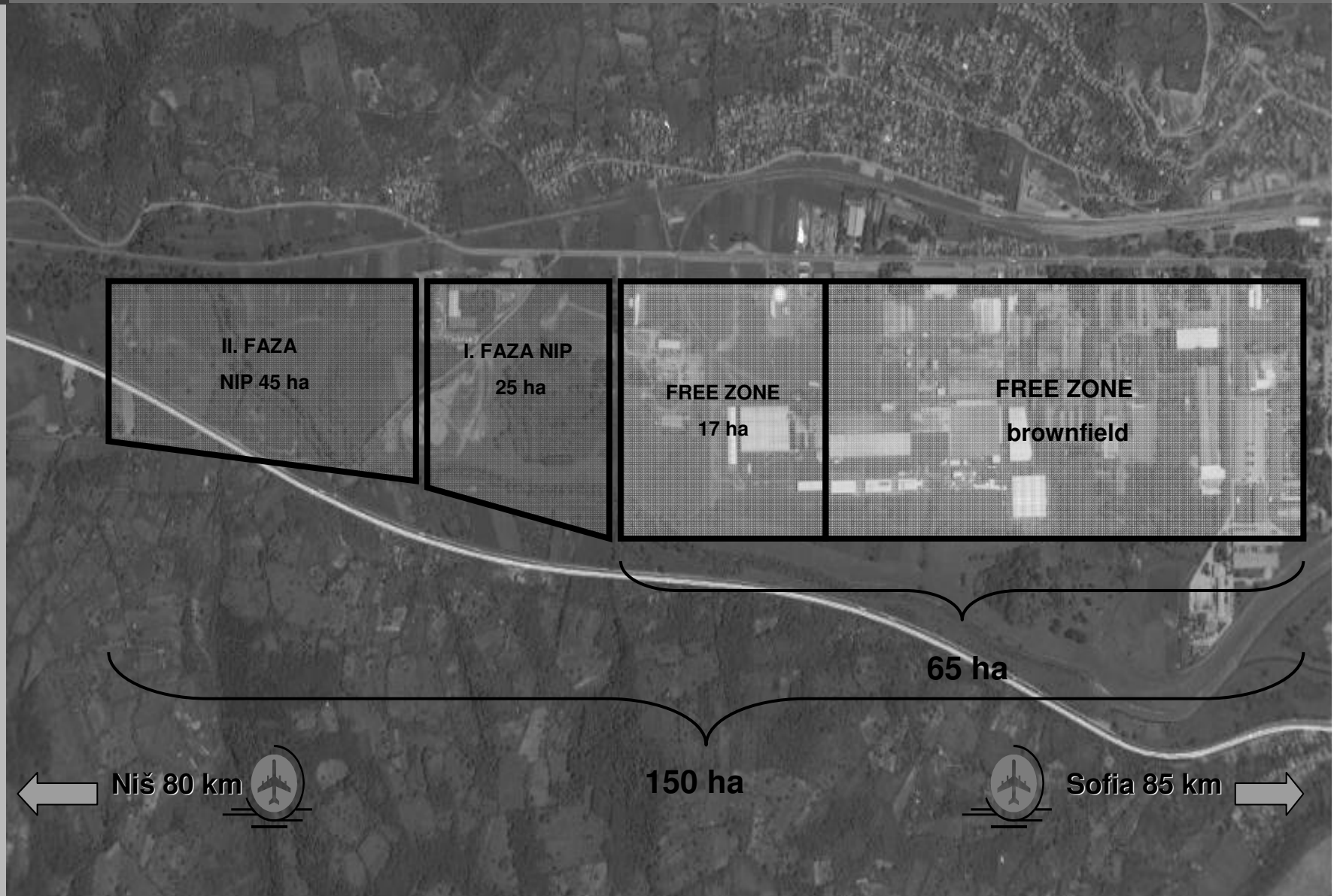
Regulation plan Free Zone Pirot

FREE ZONE PIROT



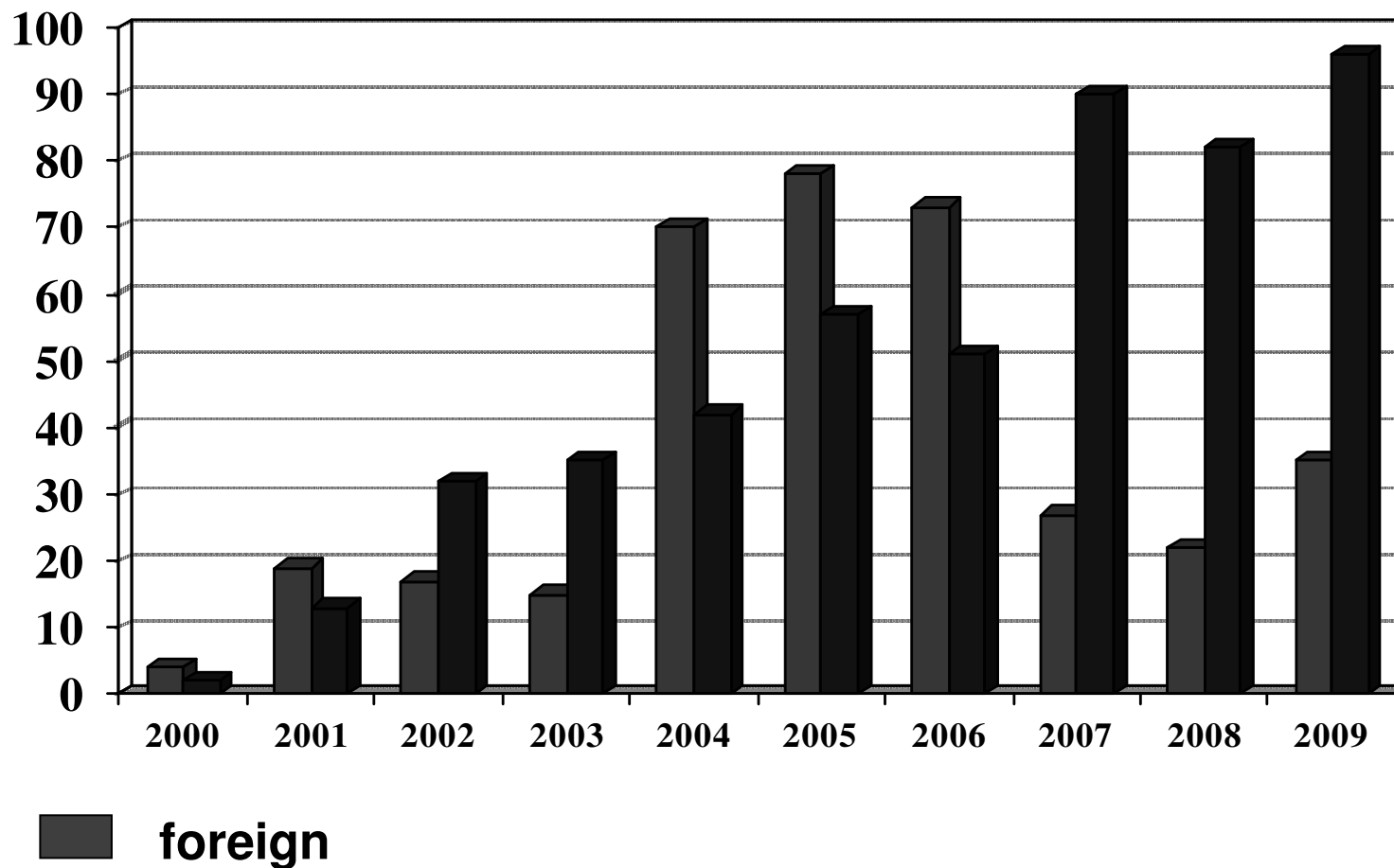
Free Zone & Industrial Park PIROT

FREE ZONE PIROT



Number of users & customer 2000/2009

FREE ZONE PIROT

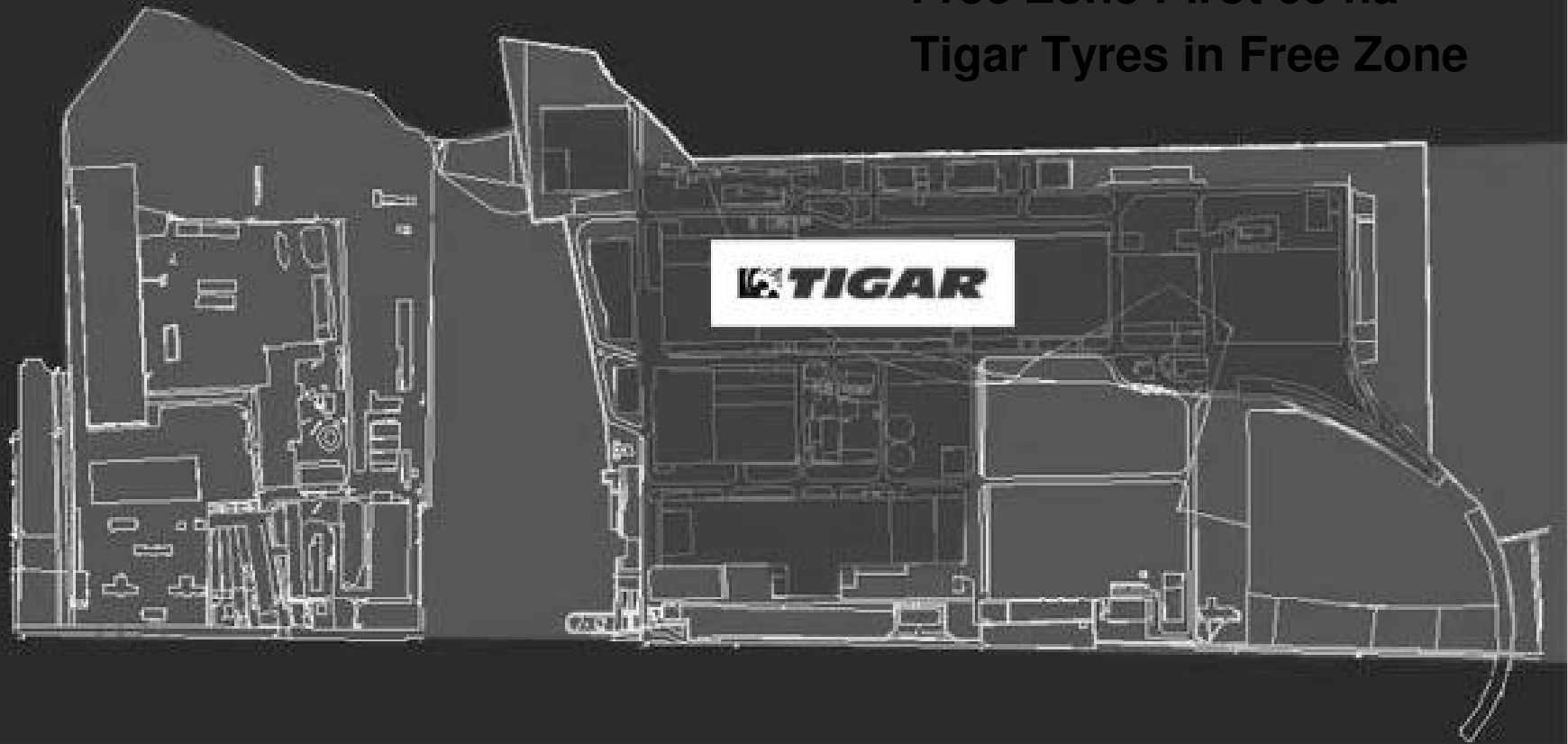


Main user - Michelin cooperation



FREE ZONE PIROT

Free Zone Pirot 65 ha
Tigar Tyres in Free Zone



Productions in Free Zone Pirot

FREE ZONE PIROT



Presentation structure

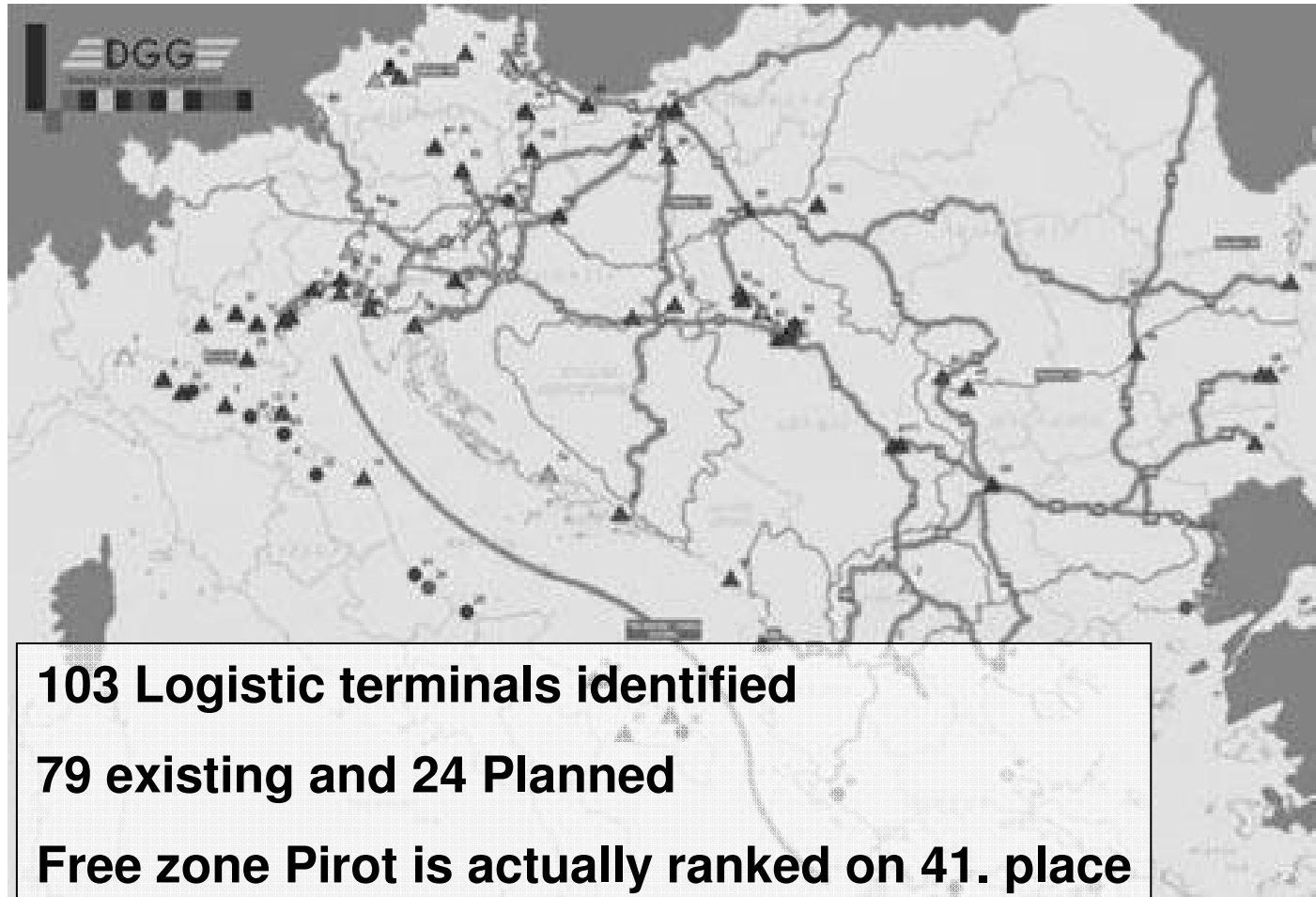
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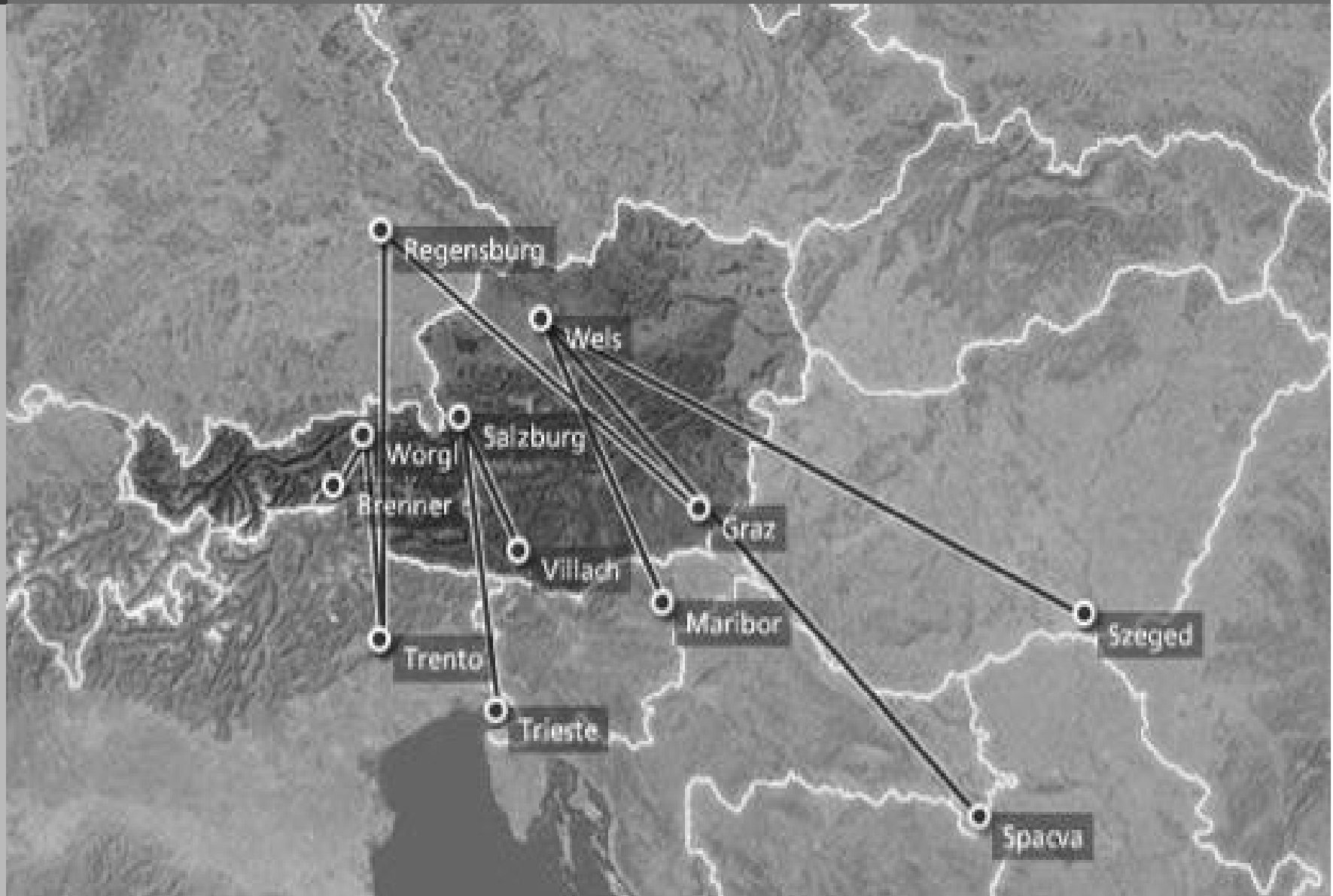
European Freight Village locations



Source: Ranking of the European Freight Village locations – Benchmarking of the European experiences www.gvz-org.de

OUR VISION - development of TLT Ro-La terminal

INTERMODAL LOGISTIC CENTER



The existing terminal picture

INTERMODAL LOGISTIC CENTER

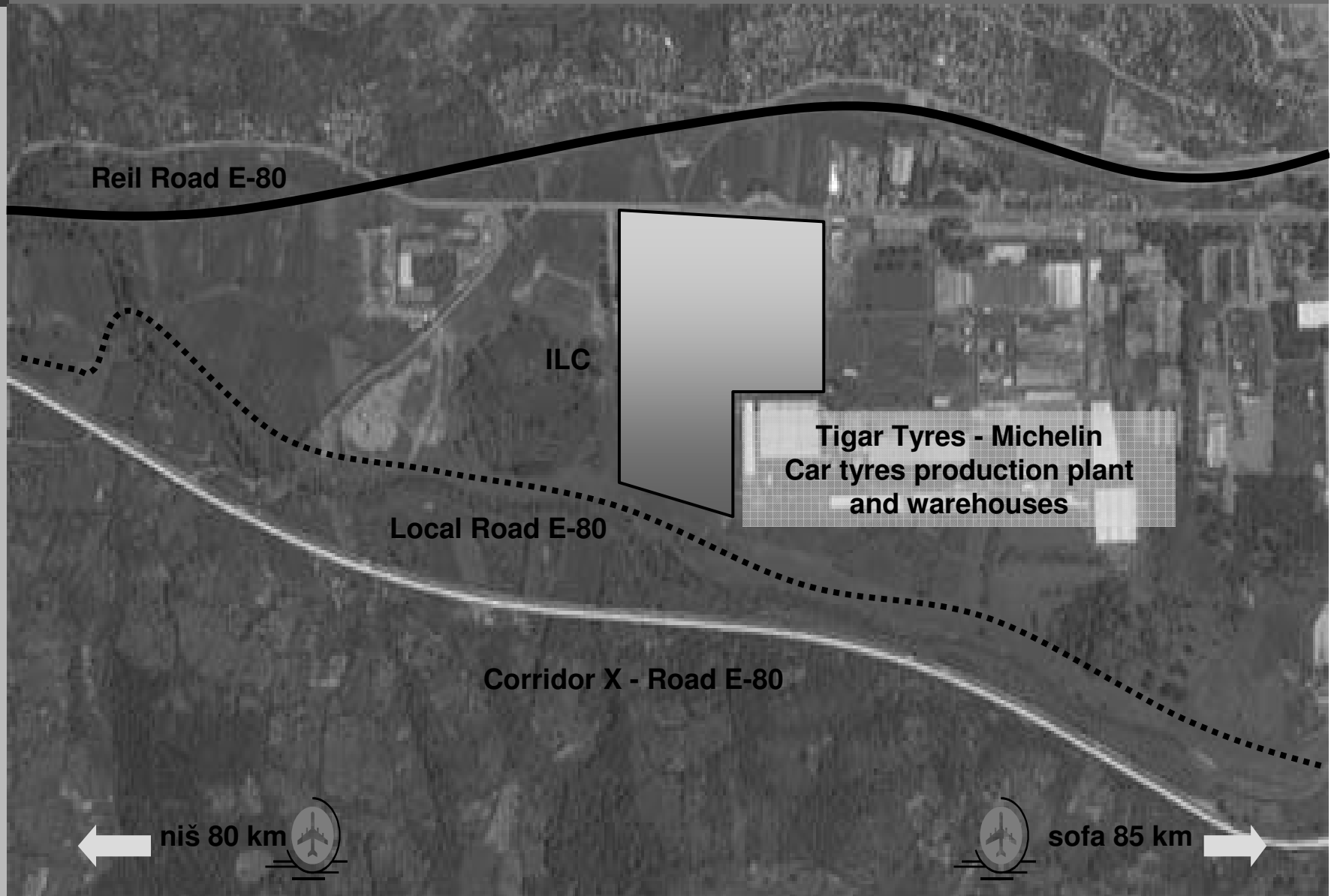


Improvement of existing terminal?

- **Offering additional sets of services in international transport by facilitating of the multimodal transport** (railways/land transport from Bulgaria, Turkey, Romania and Greece to the Western Europe)
- **Offering all transport modalities on one place**
- **Offering most favorable price to users with using EU funds for facilitating of the new intermodal logistic center**

Microlocation ILC

INTERMODAL LOGISTIC CENTER



Shema ILC

INTERMODAL LOGISTIC CENTER



OUR VISION Logistic terminal development

INTERMODAL LOGISTIC CENTER

Establishing of the Intermodal Logistic Center:

- Container terminal
- Ro-La terminal
- Reloading village
- Hucke-pack terminal

ALL in a duty-free regime V1

Folie 29

V1

Da li je "reloading village" kategorija koja obuhvata i kontejner terminal i hucke pack i RoLa? Ako jeste onda bi trebalo da bude promenjen redosled.

Ili da bude izostavljeno iz postojećeg konteksta

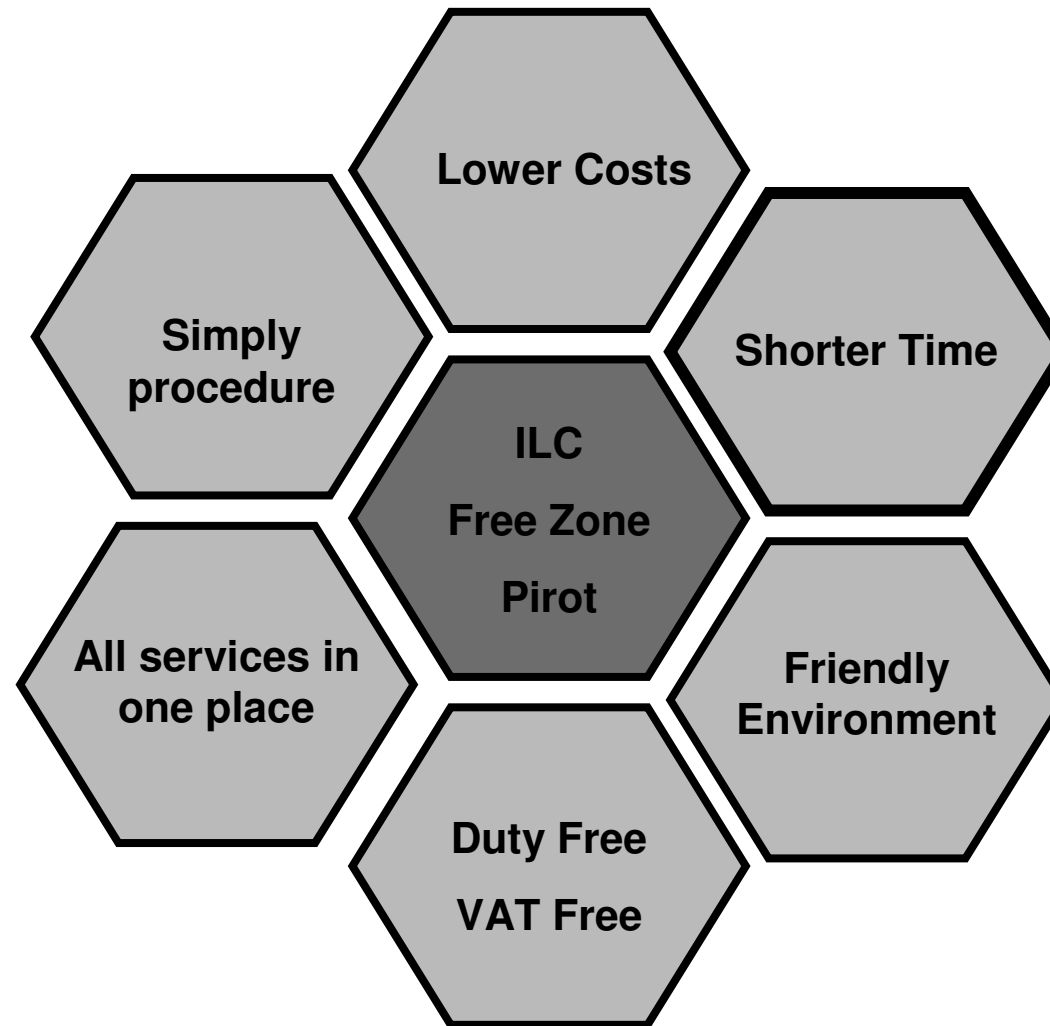
Vlada; 08.04.2010

Our vision

INTERMODAL LOGISTIC CENTER



Concept of ILC - benefits



Intermodal transport providing to user:

- **Cheaper transport** (train transport now is on similar prices, but only 4% of goods going with train, in principal train transport must be cheaper)
- **The Shortest lead time** (Ro-La transportation)
- **Same structure of loading and unloading points** (requirements of Michelin group)
- **Environmental protection** (Change fossil diesel fuel with renewable electric energy in transport)

V2

Folie 32

V2

truck driver can drive 8 hours per day. From Turkey to Serbia he will drive, will put truck on Ro-La train, with train will trip to Germany (example) and will sleep during trip, tomorrow after unloading from Ro-La hi will continue to final good delivering point – Delivery time will be shorter for 48h

Vlada; 12.04.2010

How do we prepare ILC project

- Cross border program – Feasibility study LT Pirot – partnership with Municipality Pernik and Montana (Bulgaria)
- SEE project – developing Balkan Intermodal partnership Romania, Greece, Serbia, Bulgaria

What we need?

- Strong institutional support
(to develop very expensive project in transport and logistic)
- Accurate transport prediction
(in order to calculate capacity and costs of establishing)
- Strong partners for intermodal facilitating
- Influence on Serbian railway to become much secure and confident

Partners on project ILC



- Municipality Pirot, Serbia



- Municipality Pernik, Bulgaria



- Free Zone Pirot, Serbia



- National company Railway infrastructure, Bulgaria



- National company Serbia Railways, Serbia



- CIP – Traffic Institute, Serbia



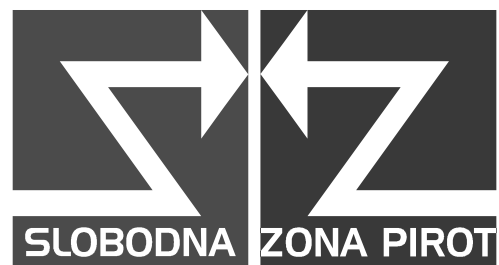
- LOGICA – Agency for promotion of logistic and freight transport, Italy



- DGG – German Freight village association , Germany



-Tigar Corporation, Serbia



FREE ZONE PIROT
www.freezonepirot.com

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Kontakt osoba:
Dr Dragan Č. Kostić, generalni direktor

**Serbia is situated on old
strategic romulian wayu Via
militaris**

**Free zones in Serbia can be
cooperation bridge in
transportation chain betwin
east and west**

**Free zones having potenciales
to develop bussines and
infrastrucure and to activate
natural resources and
employees**

