

12th IREE 2017

INTERNATIONAL RAILWAY EQUIPMENT EXHIBITION

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Global Platform for Railway Technology & Services, October 11-13, 2017, Pragati Maidan, New Delhi, India

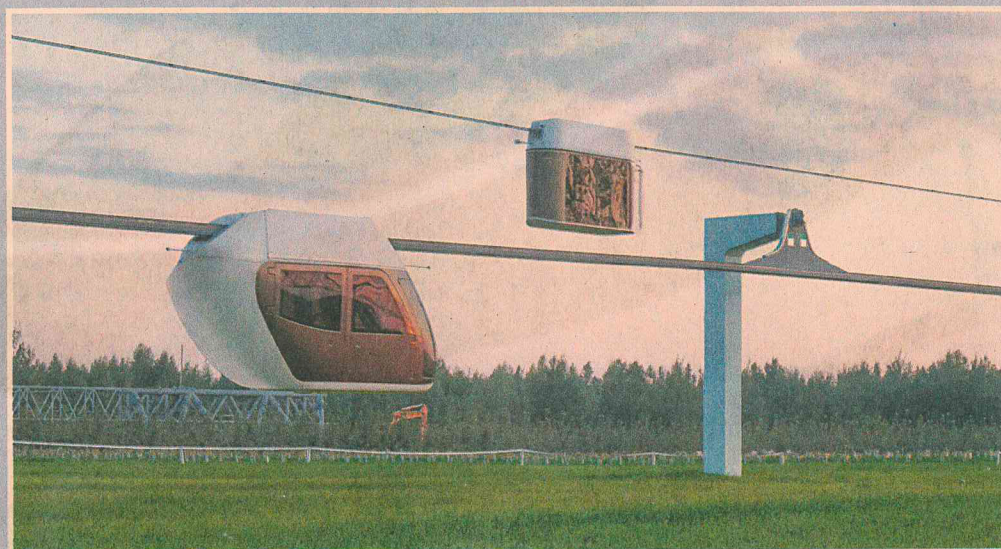
SkyWay transport one of the attractions of 12th IREE

THE 12th edition of the International Railway Equipment Exhibition — Asia's largest event for the Rail Transportation Sector — kicks off at India's premier exhibition venue, Pragati-Maidan, in Delhi on October 11th. One of the exhibition's main attractions is the display stand of SkyWay string transport.

SkyWay has caught wide attention in India recently. In September, Delhi hosted the Belarusian-Indian business forum, which was timed to coincide with Belarus President Alexander Lukashenko's visit. The Belarusian delegation included government members, ministers, enterprise and company representatives and SkyWay members as well.

As a result of the participation, SkyWay officials have signed three agreements: with Maharashtra State, with a port and in the framework of the 'Smart Cities' programme. SkyWay participation in the event received media coverage in both countries, and also interested medias in Russia.

Comments the Deputy General Director for development of SkyWay Technologies Co. **Victor Baburin**, "IREE exhibition is the next step in SkyWay development in Asia. We are focused now on two countries: India and Indonesia, where collaboration with the country's scientific professional community has successfully started. The company could start implementing lines in Indonesia with the Surabaya-Jakarta line, solving the problems of insufficient



infrastructure in an area of 730 km. By using the SkyWay rail-string technology, the Surabaya-Jakarta distance could be covered by a unibus in 1.5 hours.

"India is a unique market for SkyWay because the country is reaching the leading position on economic growth. At the same time, with a low per capita GDP of about \$1,500, high-cost transport solutions provided by, for example, Swiss or Japanese corporations will not be efficient. Such technologies can exist only with serious government support. 'Classical' transport turns out to be too expensive and not cost-efficient nowadays. That's why SkyWay, offering unique and low-cost transportation solutions, is interesting to the authorities and business.

Primarily, as a technology having no analogues and, secondly, proceeding with the stage of a fully-featured industrial prototype.

"We are in line with the theory on breakthrough innovations that claims major companies are primarily interested in sales of their products to major customers, who can foot a huge bill. Hence, small innovative companies are coming to the foreground. They offer their low-cost and affordable products to those who can't pay the market giant's price. Such innovative start-ups are interested in new markets and they start to work in markets that are not of interest to major world and Indian corporations".

In the course of SkyWay's work in India, extensive market niches were

terest to customers.

■ Primarily, it is a solution of container haulage. SkyWay offers low-cost solutions for container transportation from exporting areas to ports, solving the problem of the most complicated part of the route, i.e. the zone at the port. It offers a unique 'win-win' scenario, because there can be no confrontation with the Union of trucking companies, which are glad to be rid of that inefficient section where a driver has to sit idle instead of driving to pick up the next cargo. As a result, a port receives an efficient controlled transportation system, a driver escapes this inefficient section of the route, and SkyWay opens a huge market niche of container haulage at ports.



found where SkyWay is organically a pathfinder and this is of great in-

In case of a successful project implementation at one of the

country's ports, the number of such projects around the country could exceed 300-400, according to our calculations.

■ The second solution by SkyWay is the so-called 'system of feeders' or transportation servicing of major logistics hubs, for example, metro stations, because reaching a metro station is a challenging task in India today. In connecting residential and business areas to metro lines with a low-cost lightweight transport system, SkyWay has no analogues and is of great interest to the authorities.

■ A visit was paid to the energy company of the state of Maharashtra which has a project of transporting coal from the open-pit coal mine to the power plant. The Company got interested in both of SkyWay's transportation offerings. They are the unitruck that is already being demonstrated at EcoTechnoPark near MaryinaGorka and the unitrans, which is being designed now. It is a sort of rail and belt conveyor.

After signing a number of agreements at the Belarusian-Indian business forum, SkyWay has started preparing feasibility studies on a number of projects, together with its business partners in India. The development of two projects in the states of Himachal Pradesh and Jharkhand is in progress. These collaborations were actively put forward after the concept of **Smart Linear City** was presented at **Smart Cities India** by the founder of the innovation Anatoly Yunitskiy. An MoU was signed at Dharmshala

after the design organisation and SkyWay demonstration centre were visited by a delegation of Dharmshala municipality headed by Sudhir Sharma, Urban Development Minister of Himachal Pradesh. The MoU outlines the details of the plan of cooperation. A feasibility study of the project will be performed during one year, in parallel with the investment proceedings. The main advantage is that the government does not make investments, which come from abroad.

In Ranchi, the Chief Minister of Jharkhand state Raghubar Das had a meeting with the joint Belarusian-Indian delegation. The local press was quick to give the name EcoTechnoPark to the future object. It sounds flattering and speaks of the brand recognition, but the name would be a slight exaggeration for the test section of the route, which is the first part of the project in this state.

Throughout its history, the SkyWay Group of Companies has not only engaged in innovative developments, but also served its mission of promoting dialogue between business and the government machine, regardless of the country and part of the world that acting and possible partners represent.

SkyWay has tried to enter India avoiding confrontation with potential competitors and provide customers an efficient and needed transport solution in a specific niche. But the prospects of SkyWay in India could be much more diverse.