

A photograph of a modern railway station platform. A sleek, blue and white high-speed train is stopped at the platform. The platform has a white and blue striped wall and a metal railing. A person is standing on the platform. The background shows a city skyline with tall buildings. The image is used as a background for the title slide.

Opportunities in the Railway Sector in Emerging Europe

A DEMO SECTOR BRIEF BY FRD CENTER

INTRODUCTION

FRD
center Market Entry and
M&A Advisory

This “example report” is produced by FRD Center – www.frdcenter.ro - one of the pioneer privately owned independent market entry consulting firms in Emerging Europe as a promotional document.

Since 2000, **FRD Center** offers upon demand opportunity assessment, new business partners identification and selection services, market research and intelligence, new leads generation, strategic B2B matchmaking, target origination and pre-M&A consulting services to foreign companies and organisations interested to enter Romania and the emerging markets in Europe as exporters, consultants, investors or joint-ventures, to relocate their operations, to find new vendors or to source in CE, SE and Eastern Europe.

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**As part of the CSR activity, FRD Center endorses the
Sibiu International Theatre Festival FITS (SibFest) - www.sibfest.ro**

The Sibiu International Theatre Festival is the most complex festival in Romania. Internationally, it is recognised as one of the most important performing arts festivals in Europe, alongside Edinburgh International Festival (Great Britain) and Avignon Festival (France).

The logo for the Sibiu International Theatre Festival (FITS), consisting of the letters 'FITS' in a bold, white, sans-serif font arranged in a 2x2 grid within a red square.**F I
T S**

ABOUT FRD CENTER

One of the pioneer privately owned independent market entry consulting firms in Emerging Europe

Covers markets such as Romania, Bulgaria, Poland, Hungary, Czechia, Serbia, the Baltics, Turkey etc.

For 25 years, provides assistance to:

- Foreign companies, SMEs, corporations
- Foreign export promotion agencies, international trade organisations, global consulting groups, chambers of commerce, commercial sections of embassies

FRD Center is an Enterprise Ireland trade consultant, an accredited Expert Consultant with: Switzerland Global Enterprise Expert Network, Business Finland Consultants Network, Sweden on the Go Consultants Network, Red de promocion exterior, Instituto de Fomento Region de Murcia and an EU commission approved partner of “EU GATEWAY | BUSINESS AVENUES”

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Market entry services to Romania, the CEE and SEE.
Market research, B2B matchmaking, sector studies, trade missions,
investment opportunity research, M&A support,
new supplier identification and selection.

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Services include

- Multi-country market research, sector studies
- Local business partners search and selection
- Players identification and detailed profiles
- Comparative analysis
- Data collection, interviews with KOLs
- B2B, Trade mission - physical, virtual

www.frdcenter.ro



CHALLENGES AND OPPORTUNITIES IN THE RAILWAY SECTOR IN EMERGING EUROPE



What are the opportunities in the railway sector in Emerging Europe?

According to the market entry consulting firm, Factor Regional Development Center (FRD Center) the railway sector and rail infrastructure in Emerging European markets such as Romania, Poland, Hungary, Bulgaria, Czechia etc. presents various opportunities for investment and development.

Overcoming the challenges that the rail transport in Emerging Europe is currently facing, is supported by various investments from the European Union and other international funds.

How to discover the opportunities specific to your particular line of business, products or services? Check out this link to find out: <https://www.frdcenter.ro/market-entry-consulting-services/bespoke-market-entry-consulting-in-emerging-europe/>



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Are you interested to learn more about the opportunities in the Railway Sector in Romania, Poland, Bulgaria, Serbia, Czechia or other emerging economies in Europe?
What are the latest developments in the Transportation Sector in Emerging Europe?
Who are the main players and decision makers?
How to reach the relevant local partners and how to present your products / services to them?
FRD Center is monitoring the activities in Romania. Upon demand can generate bespoke market research, information and B2B introductions based on the Client's requirements.
*Email: europa@frdcenter.ro
with your specific request for local support*

RAIL MODERNISATION PROJECTS IN EMERGING EUROPE

- Especially in the context of Ukraine's post-war reconstruction, countries such as Romania, Poland and Bulgaria represent key regional players in the logistic support component. For more details contact FRD Center at email europa@frdcenter.ro
- The European Investment Bank (EIB) allocated 50 mEUR to upgrade Ukraine's rail border crossings with Poland, Slovakia, Hungary and Romania. This investment is part of the EU-Ukraine Solidarity Lanes initiative. It is also co-financed by European Union's Connecting Europe Facility (CEF) and it aims to enhance trade and connectivity between Ukraine and the European Union.
- For example, Romania has a strategic importance for international logistics in the region and Constanta Port is expected to become a key logistics hub for Ukraine's reconstruction.

For more details contact the FRD Center team at email: europa@frdcenter.ro



RAIL MODERNISATION PROJECTS IN ROMANIA

In Romania, the project of modernising the Bucharest-Craiova railway in Southern part of the country is progressing nicely. The Ministry of Transport has made public two draft Government Decisions for the approval of technical and economic indicators, which provide that most of the route will be able to travel at 200 km/h in the future. The Bucharest North-Videle-Roşiori-Craiova railway line, with a length of 95.5 km, is part of the southern branch of the Rhine-Danube Corridor. It ensures the connection between the northern branch of the Rhine-Danube Corridor and the Orient/East-Mediterranean Corridor (Curtici-Arad-Caransebeş-Drobeta Tr.Severin-Craiova-Calafat), as well as with the route of the former Pan-European Corridor IX.

The total value of the investment (including VAT) is set at over 2 bnEUR, out of which the actual construction and assembly works (including VAT) is 1.4 bnEUR . The execution period is set at three years.



RAIL MODERNISATION PROJECTS IN ROMANIA

There are numerous projects and plans for the modernisation of the Romanian railways.

According to the Romanian Government, here are a few examples:

- purchase of 37 interregional electric trains for railway passenger transport
- purchase of 62 units of new rolling stock for regional and suburban passenger railway transport
- purchase of 23 new 4-axle electric locomotives with ERTMS systems
- construction of 429.97 km of new railway electrified lines
- increasing the modal share of rail transport on the domestic intercity land passenger transport market (target: 9.5% in 2030 compared to 4.6% in 2015)
- making the rail passenger transport more efficient through the passenger traffic density and the number of new trains used in the rail passenger transport (target: +59% in 2030 compared to 2021)
- increasing the commercial speed of the passenger trains (target: 45 km/h in 2030 compared to 41.58 km/h in 2017)
- increasing the length of the railway network equipped with ERTMS under construction (target: 1,539.96 km in 2030 compared to 423.9 km in 2022)



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FRD Center has been monitoring the **market opportunities** in Romania and other markets in CE Europe, Eastern Europe and SE Europe.

Upon demand, **FRD Center** identifies and selects the local players according to the Client's criteria, provides In-Depth Analysis and Target Origination services.

For 25 years, FRD Center facilitates commercial relations between foreign producers, investors, exporters with local key decision makers and provides B2B matchmaking at Decision Maker level, Market Research etc.

Email: europa@frdcenter.ro

with your specific demand for local support

PLAYERS IN RAIL MODERNISATION PROJECTS IN EMERGING EUROPE

Some of the companies involved in modernisation projects of the railway in Emerging Europe include Alstom, ABB, Alsim Alarko Sanayi Tesisleri ve Ticaret A.S., Bombardier, DB Systemtechnik GmbH, Hitachi Rail Hyundai Rotem Company

Are you looking for Strategic Business Partners in the local markets such as Romania, one of the most important and dynamic markets in Emerging Europe, a NATO and EU member?

For over 25 years, [FRD Center](#) has been assisting foreign companies and governmental organisations with strategic B2B contacts at Decision Maker level in Emerging European markets such as Romania, Poland, Hungary, Bulgaria, Czechia etc. For more details contact FRD Center at email europa@frdcenter.ro

RAIL MODERNISATION PROJECTS IN POLAND

Railway investments in Poland are financed through various vehicles, such as National Recovery and Resilience Plan (KPO), the European Funds for Infrastructure, Climate, Environment, the Connecting Europe Facility (CEF), the European Funds for Eastern Poland Programme and Regional Programmes etc.

A total of approx. 8 bnEUR from EU funds in 2021-2027 will allow for the further development of the Polish railway infrastructure, the purchase of modern trains and the implementation of digital traffic control systems.

Recently, the Polish Ministry of Infrastructure has announced an investment of 2.5 bnEUR through the National Recovery and Resilience Plan for the modernisation of railway lines across the country.

This money will be used by PKP Polskie Linie Kolejowe to modernise 800 km of lines of the Polish rail network.



For more details contact the [FRD Center team](mailto:europa@frdcenter.ro) at email: europa@frdcenter.ro

RAIL MODERNISATION PROJECTS IN BULGARIA



A strategic investment of over 10 mEUR to enhance Burgas Port rail infrastructure, under the initiative “Connections from East to West,” was announced by the Bulgarian Ministry of Transport and Communications in view of further positioning the country as a bridge between major European and global trade corridors.

The main objective of this investment is to improve rail access to Burgas Port and to promote a modal shift by improving efficiency of handling and shunting procedures. It marks an important milestone in their efforts to position Bulgaria as a main logistics player in Southeast Europe.

Recently, the same authority has launched a procedure to support intermodal operators and to develop the existing terminals. The total amount of funding provided by the Transport Connectivity Programme 2021-2027 is 17.5 mEUR. The deadline for submitting project proposals is September 26, 2025.



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Are you interested to take advantage of the up-coming opportunities in the Railway Sector in Romania and other markets in Emerging Europe?

Are you trying to get in contact with the relevant Decision Makers?

To analyse the local players and initiate strategic connections?

For bespoke Market Research, New leads generation, strategic B2B Matchmaking with local players in the sector, Off-Market Target Origination and M&A assistance in Romania and other markets in Emerging Europe contact

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