

# CORPORATE PRESENTATION

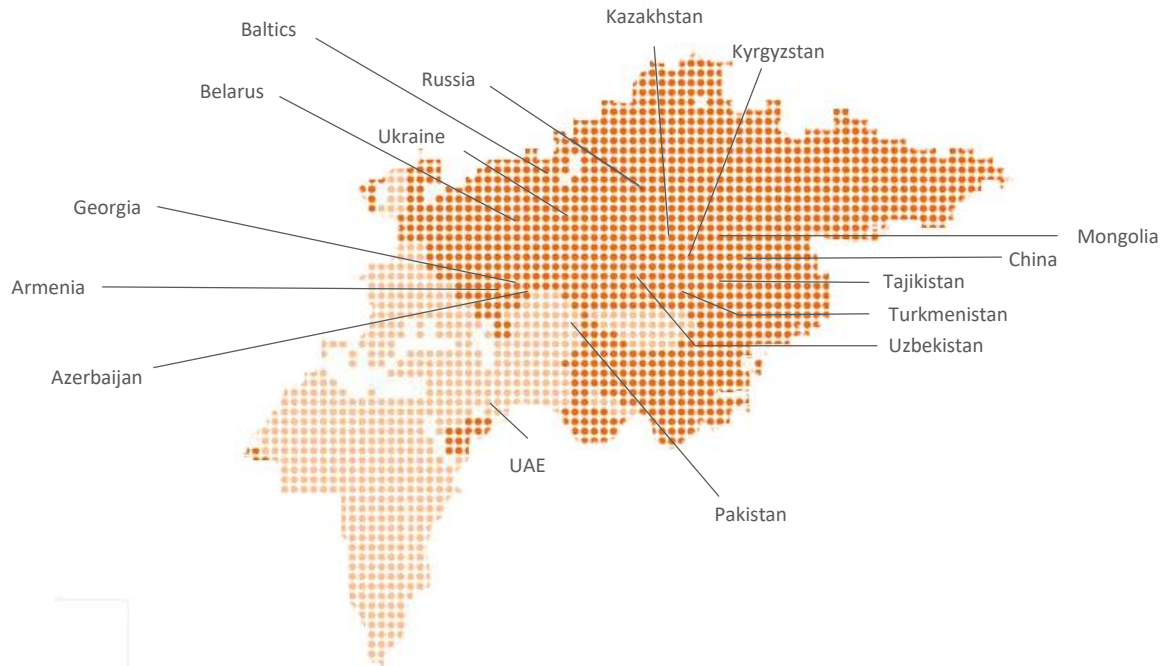
July 2020



ASIA SPECIALIST  
CHINA FOCUS  
GLOBAL NETWORK

- # 1 freight forwarding and logistics service provider in the CIS
  - Extensive branch office network in the CIS (Baltics, Central Asia, Caucasus and The Caspian Region)
  - Blue chip customer base - including Chevron, P&G, Philip Morris, MI Drilling, Halliburton, Nestle, Schlumberger, Saipem and many other Fortune 500 companies
  - High quality service levels - ISO 9001 & OHSAS 18001 certified for Project logistics, Freight Forwarding, Removals & Relocation, and Customs Brokerage services
  - Exceptional multilingual management team with local knowledge and global Transport and Logistics expertise
  - Historical strategic relationship with regional railways, ports, terminals, air & ocean carriers
  - Own Refrigerated & Standard Truck Fleet
-

## # 1 Freight Forwarding and Logistics Service Provider in the CIS



**32 locations**



**+100 trucks**



**1,000  
staff**

## We are in the market for 25 years



# OUR STRENGTH

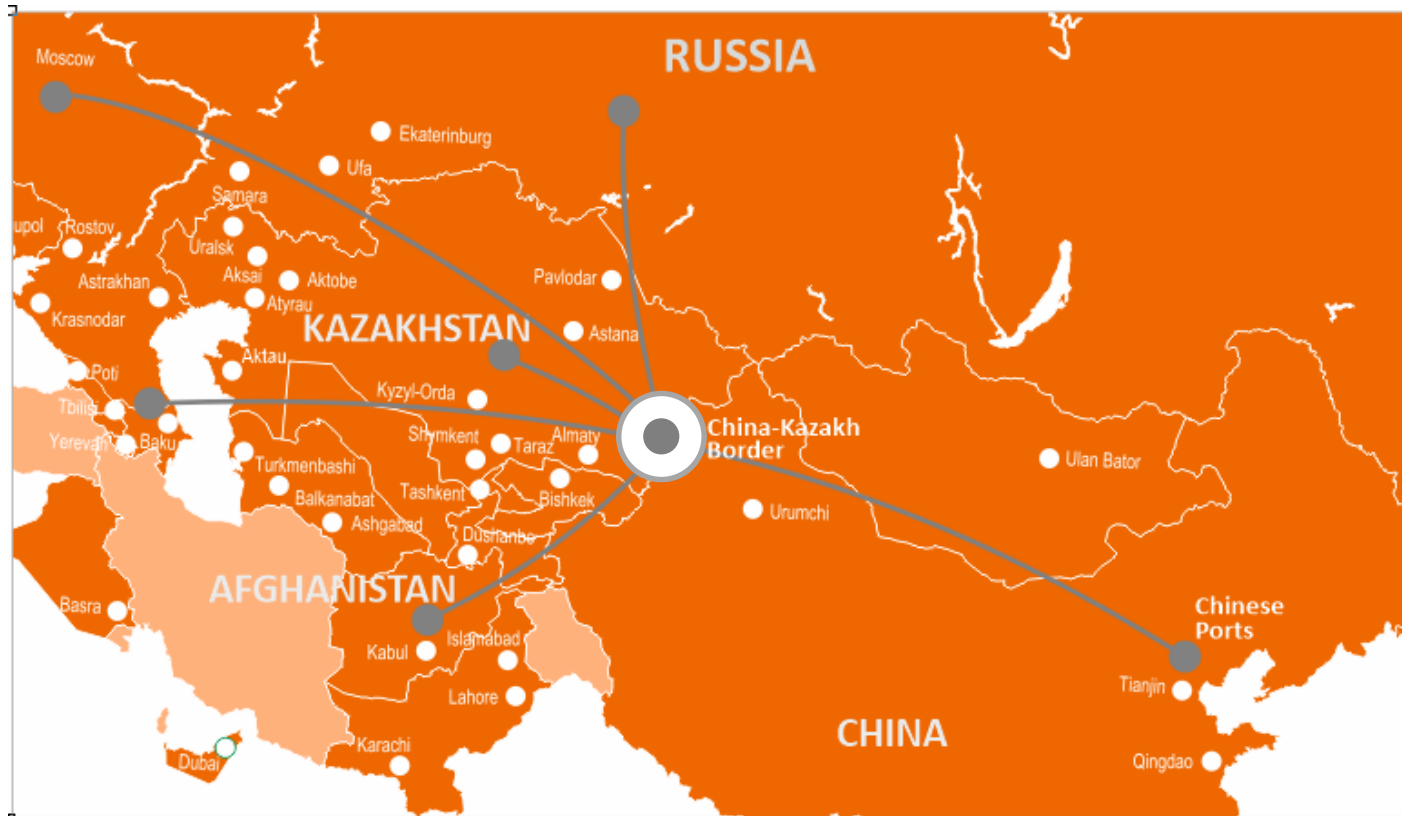


**GLOBALINK**  
LOGISTICS

Globalink is a leading freight forwarding and logistics service provider in the CIS market offering end-to-end comprehensive logistics solutions



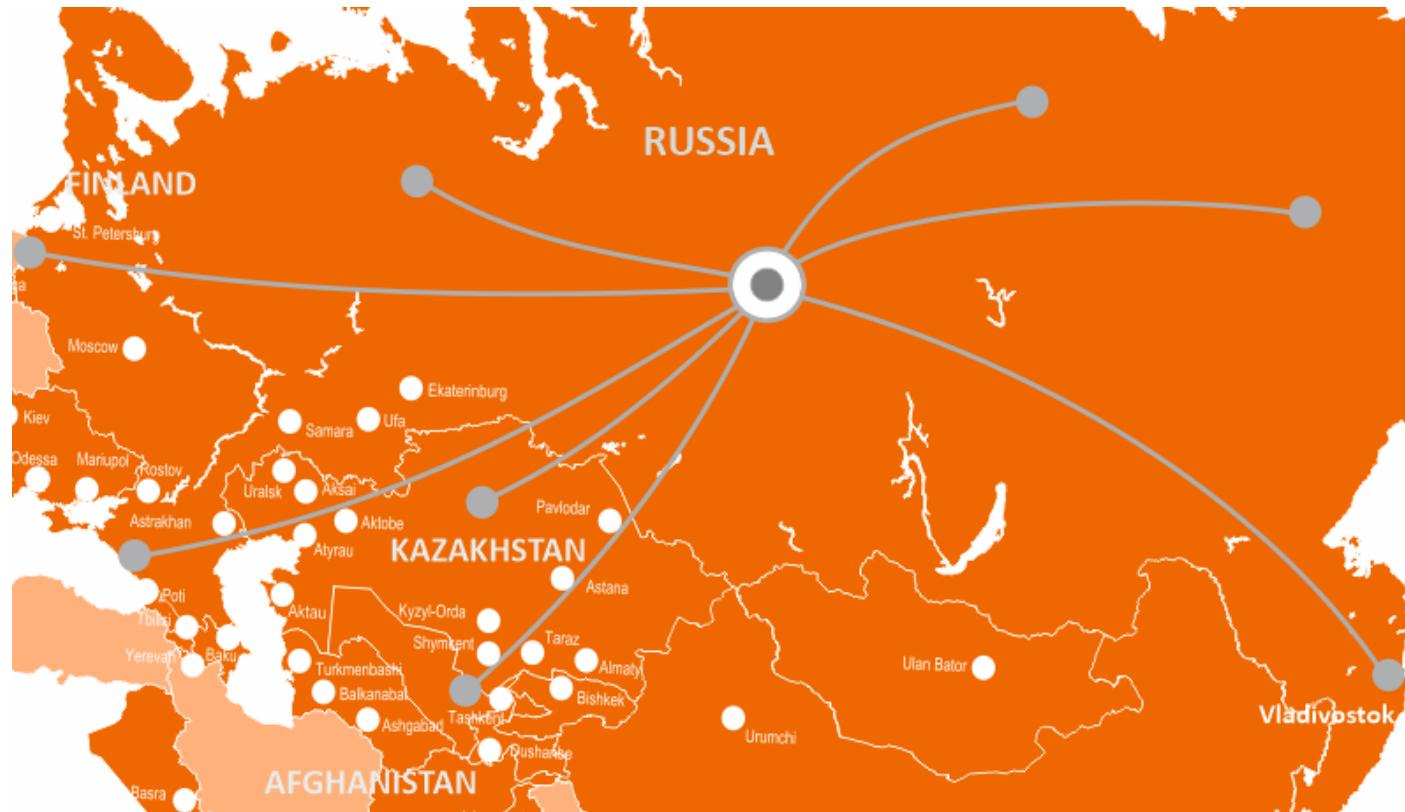
# Key Trade Lanes: Trans-China Route (TCR)



## Services offered:

- Road & Rail Freight
- FCL/LCL & FTL/MTL
- Breakbulk & Over Dimensional Cargo
- Intermodal Services

# Key Trade Lanes: Trans-Siberian Route (TSR)



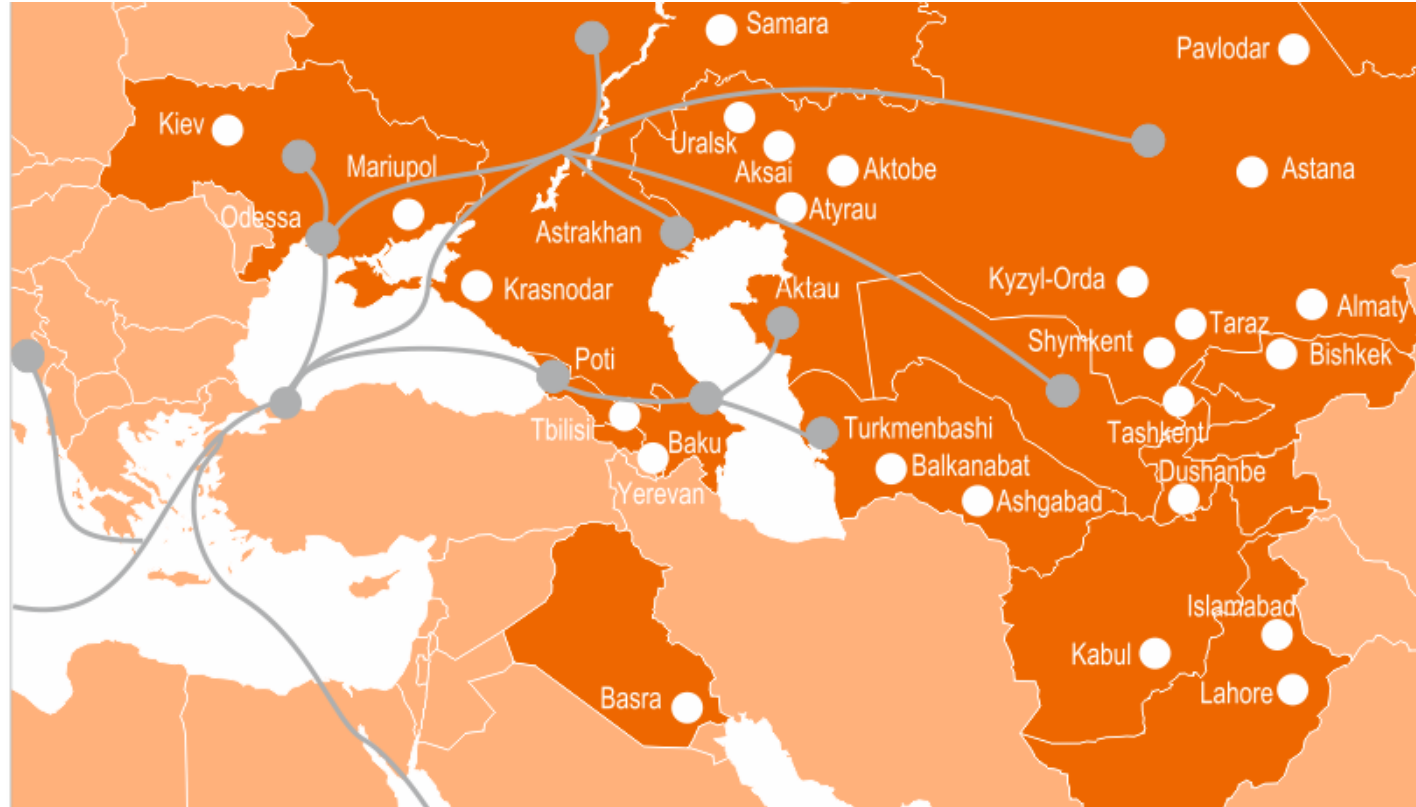
## Services offered:

- Rail / Road / Multimodal
- FCL / LCL
- FTL / LTL
- Break-bulk

# Key Trade Lanes: Black Sea Route



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LOGISTICS



## Services offered:

- Sea / Rail
- Sea / Road
- Sea / Barge
- FCL / FTL
- Breakbulk
- Part and Full Vessel Charters to/from Caspian Sea



# Key Trade Lanes: Brest-Malaszewicze Rail Corridor



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LOGISTICS



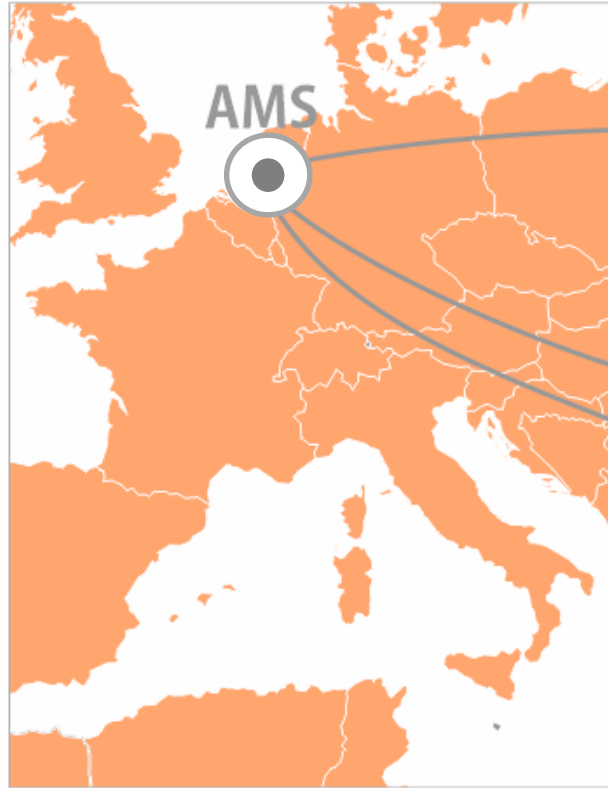
## Services offered:

- Sea
- Road
- FCL / LCL
- FTL / LTL
- Break-bulk

# Key Trade Lanes: Amsterdam and Dubai Air Hubs



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LOGISTICS



## AMS & DXB AIR FREIGHT HUBS

3 x weekly consol service to all major CIS destinations



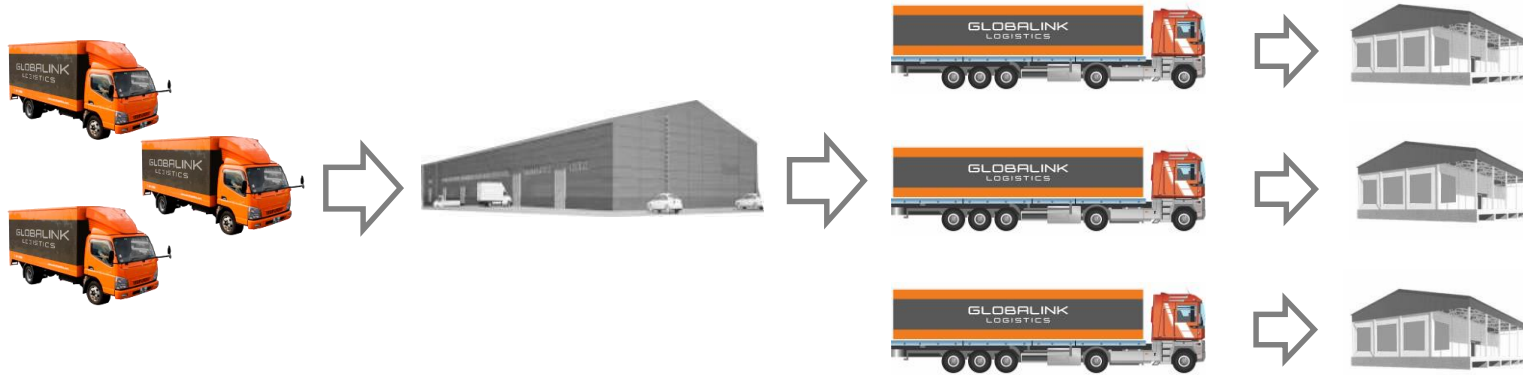
## MAJOR DESTINATIONS

DDP, DDU & Domestic Distribution to all CIS destinations

# LTL Service: Trans-Baltic Route - Riga/Vilnius



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Pick-up from EU Shippers  
and EU Ports

Consolidation in  
Germany /  
Freilassing or  
Vilnius / Lithuania

Delivery to CIS  
destinations

Unloading at  
bonded warehouse  
with possibility of  
local distribution

# LTL Service: Trans-China Route (TCR)



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Pick-up at  
shipper  
premises

Urumchi  
Hub

Customs  
bonded  
truck to  
Khorgos  
terminal

Khorgos

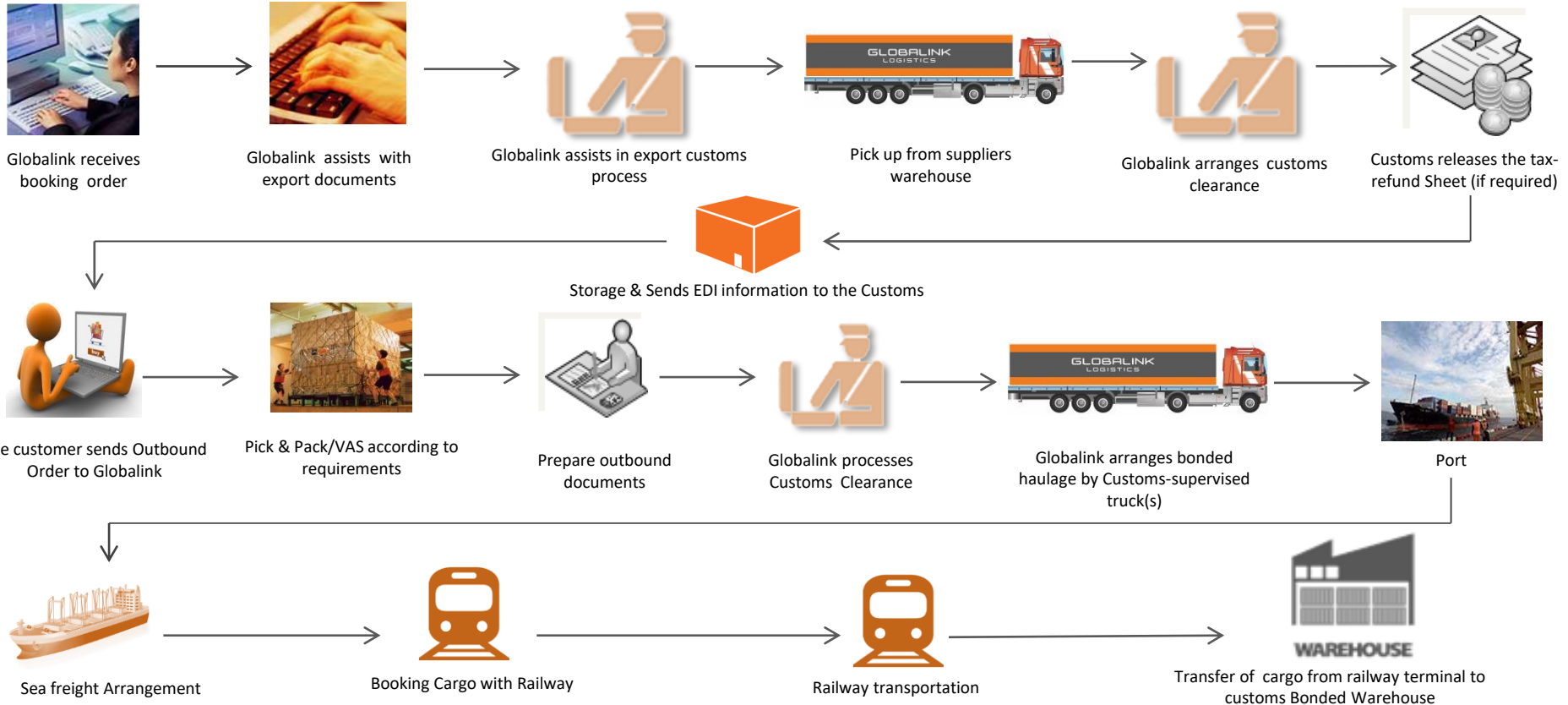
Export  
transit  
formalities  
at Khorgos

Delivery upto  
final destination

# MULTIMODAL OPERATION PROCEDURES



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## **Transportation of transformers from China to Kazakhstan**

Scope of work: Globalink China supervised the loading and lashing at origin; Globalink's Project Team arranged delivery to destination on low bed trailers; Globalink Dostyk controlled the offloading and subsequent re-loading onto the waiting rail wagons; Globalink's Customs Clearance specialists cleared the cargo at the border.



## **Executed land transport of synthetic converter from China to Navoi, Uzbekistan**

Preparations for the project started 2 years before we actually received an award. Route surveys, exploration of various routing possibilities, preparation of lifting and reloading plans, selection of the right equipment for cargo handling at China/Kazakh border (4 cranes with lifting capacity of more than 100 mt each were used), more than 100 kms of road were cleaned from ice and sand paved along the road). In total it has taken around 135 days from Harbin (origin) till Navoi (destination) to complete the project.



## **Transportation of mills from China to Kazakhstan**

The total weight of each mill was about 650 tons. Globalink's Industrial Projects Packing Team packed and crated the cargo, and secured it on trucks. Globalink in-house Customs Brokerage team swiftly completed the clearance and certification process at the Sino-Kazakh border. At destination, mills were offloaded and prepared for installation operations.



## **Handled a mega road infrastructure project in Tajikistan.**

Various types of project equipment from several worldwide origins had to be delivered to the project sites in Tajikistan in a short period of time – ahead of winter season. Several Globalink branches along with Road, Rail and Sea Freight divisions got involved and assisted Globalink project team to prepare an end-to-end logistics solution for this challenging project. Vessels onto waiting Rail Platforms, arrangement of heavy-lift Cranes to Customs Clearance at destination and final delivery, not a single delay occurred.



## **Drilling Rigs from Sweden to Kazakhstan**

Globalink's Projects Division delivered 6 drilling rigs and 6 heavy duty underground dump trucks from Sweden to Kazakhstan for a mining project. From Sweden the cargo was chartered to Tallin, Estonia, where it was reloaded onto rail platforms and lashed. Our Rail Division obtained and filed all rail permits for Estonia, Russia and Kazakhstan and with everything proceeding as planned, our Customs Team also fulfilled their part of the job without delays.



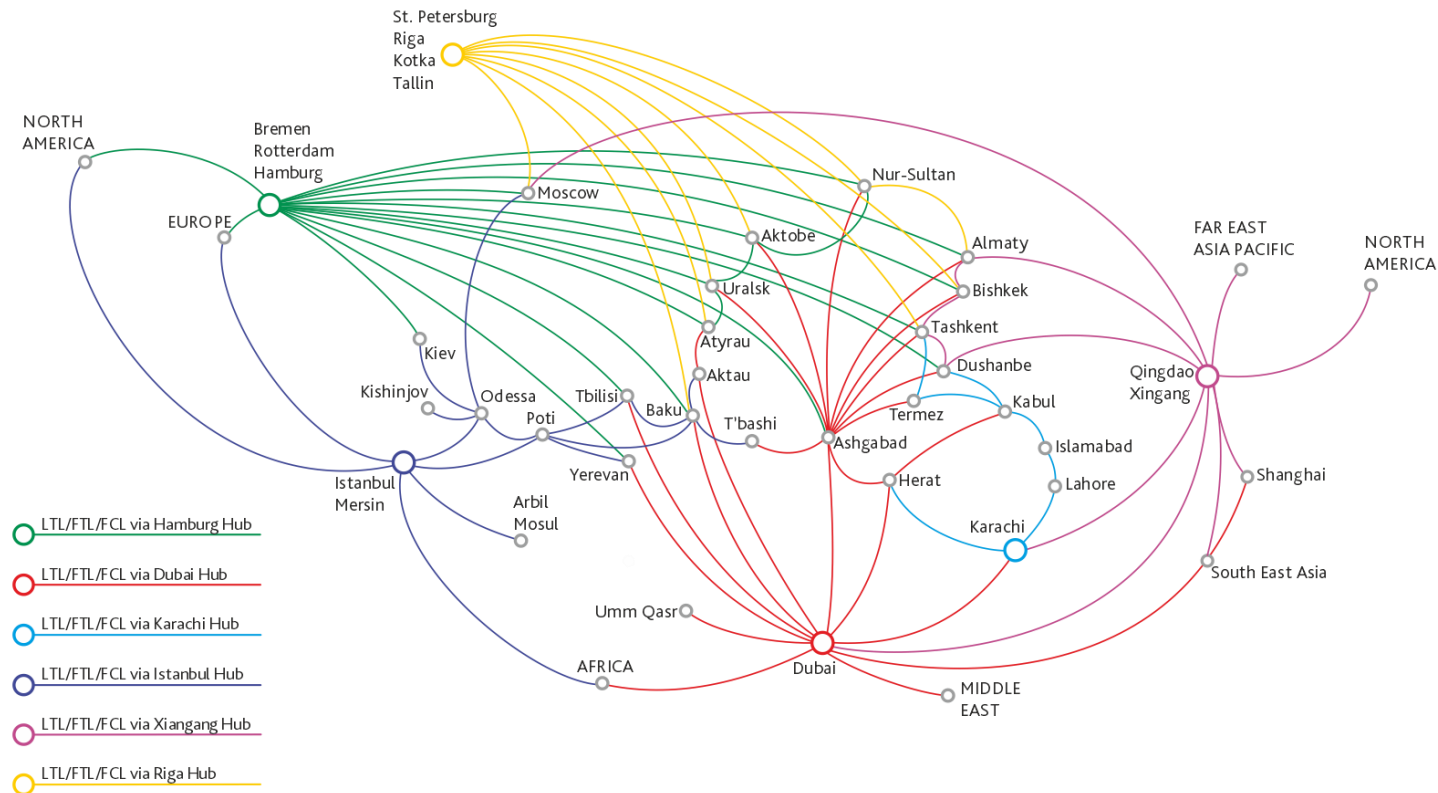
## **Military Equipment from Europe to Mongolia**

Globalink transported 19 vehicles and four 40' foot containers of military equipment by rail from Estonia to Ulan Bator, Mongolia via Russia. Globalink obtained necessary permits and documents for transportation of cargo as well as arranged an escort of armed guards.

# SURFACE ROUTES



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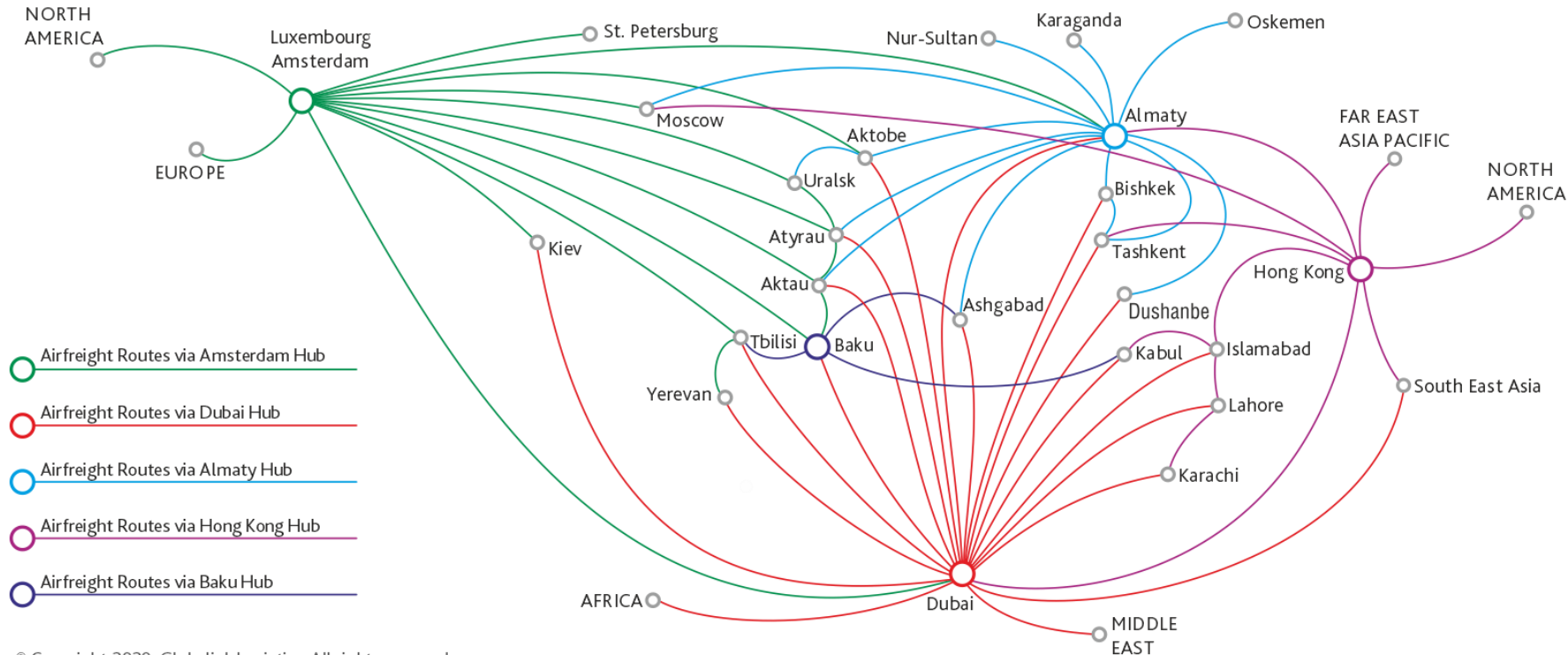




# AIRFREIGHT ROUTES



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# CONTACT PROFILE



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LOGISTICS

## PROFILE

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# THANK YOU

VALUE CREATION  
OPENNESS  
INTEGRITY  
COMMITMENT  
EXCELLENCE

