

# Eurasian Land Transport Services

January 2024



ASIA SPECIALIST

CHINA FOCUS

GLOBAL NETWORK



**FOUNDED IN 1994**



COUNTRIES

**16**



EMPLOYEES

**1500+**



TRUCKS

**250+**



SERVICE POINTS

**36+**

## SERVICES PROVIDED:



### Air Freight

Charters, Consolidations,  
Express shipments



### Customs & Brokerage

Import / Export / Transit  
Clearance



### Project Logistics

Dangerous cargo handling,  
Heavy lifting, EPC contracting



### Sea Freight

FCL and LCL services,  
Project Cargos, Breakbulk



### Rail Freight

Block train operations, Bulk cargo  
handling, FCL and LCL services



### Road Freight

Cross-border trucking, Distribution,  
Bonded / Non-bonded trucking



### Warehousing & Distribution

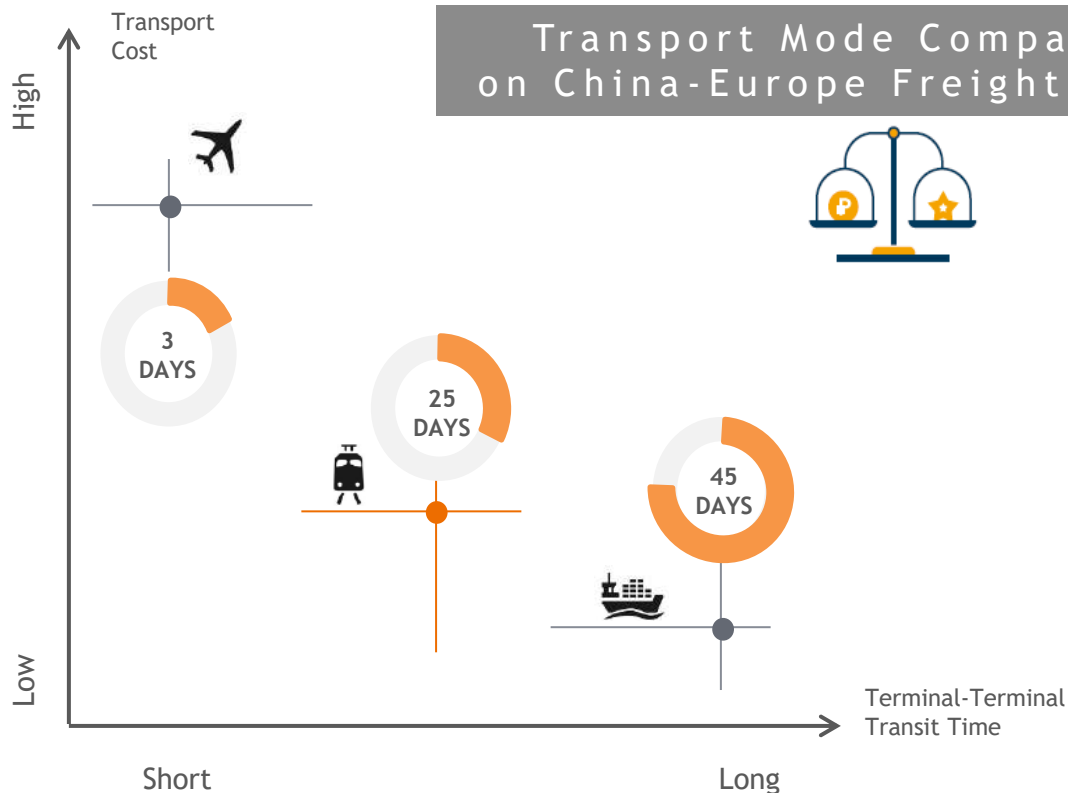
Cargo distribution by road, rail  
and air, 3PL



### Removals & Relocation

Household goods, Pets, Art,  
Office and Auto Moving Service





- Keep up with the shifting supply chain trends
- Creates additional business opportunities with our block train solution
- Block Train solution is faster than sea freight but cheaper than the air freight

## FLEXIBILITY

- Supports demanding supply chain schedules with the on-time inflow of goods
- Creates additional market opportunities
- Avoids port congestions and delivery time to and from the ports

## RELIABILITY

- Improve supply chain with the reduced and stable transit time
- Year around service schedule

## TRACEABILITY

- Improve supply chain visibility with the daily Track & Trace reports

## IMPROVED CAPITAL UTILIZATION

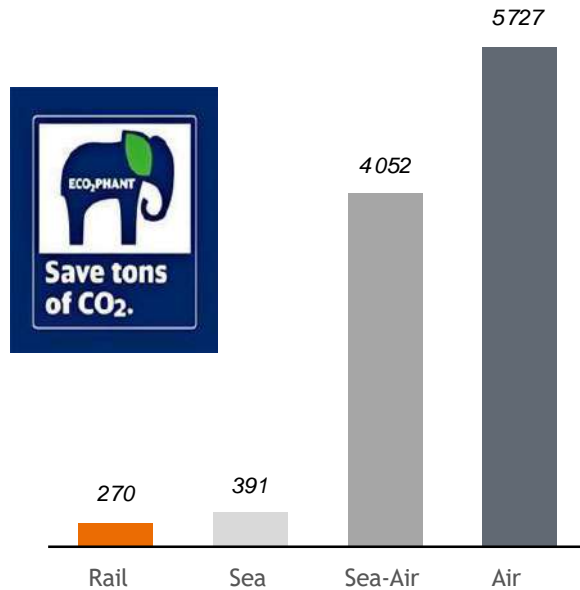
- Reduce cost of capital and interest on loans with the reduced transit time in comparison to ocean freight
- Improve cash flow due to the reduced transit

## REDUCE CARBON FOOTPRINT

- Rail transportation has a lesser carbon footprint in comparison to sea freight and air freight.



Example: Door-Door Transport from  
Beijing to Duisburg CO<sub>2</sub> Emission (in kg CO<sub>2</sub> /ton)

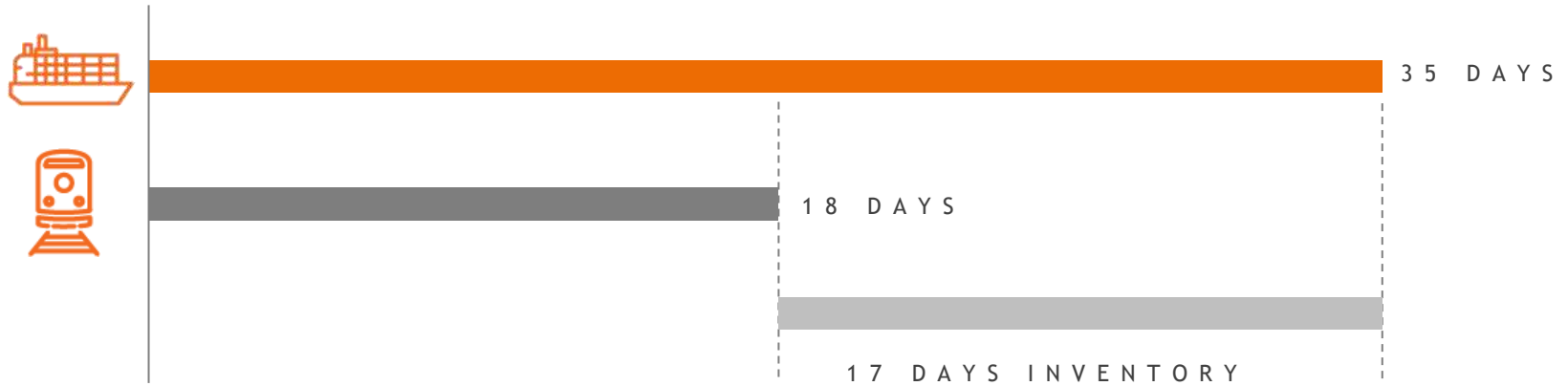


- From an environmental perspective rail is the preferred choice for transport between China and Europe
- For shipments between China and Russia/Central Asia rail transport is much more environmentally friendly than trucking

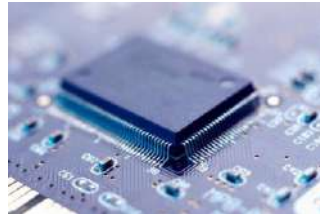
In comparison with other transport modes rail offers in general the most environmentally friendly transport solution

Allow us to introduce our new  
**environmental protection agent**





5% ANNUAL INTEREST RATE



### AUTO PARTS (EASTBOUND)

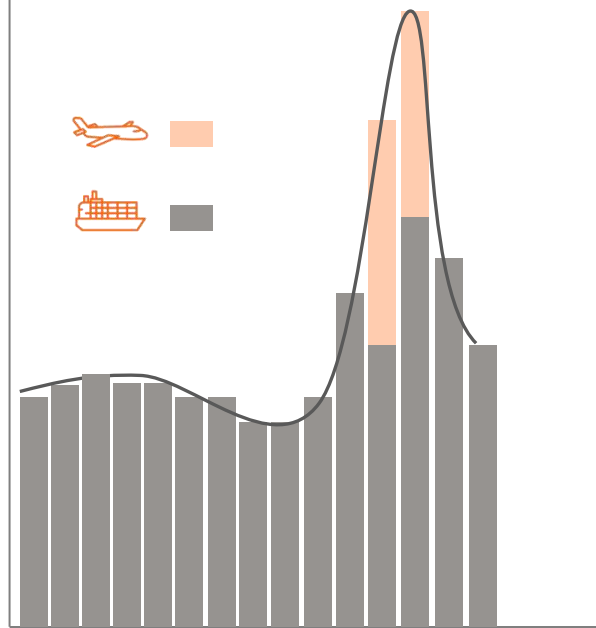
CARGO VALUE: 0.5M USD / 40'  
17 DAYS = 1164 USD

### ELECTRONICS (WESTBOUND)

CARGO VALUE: 2.0M USD / 40'  
17 DAYS = 4658 USD

DEMAND

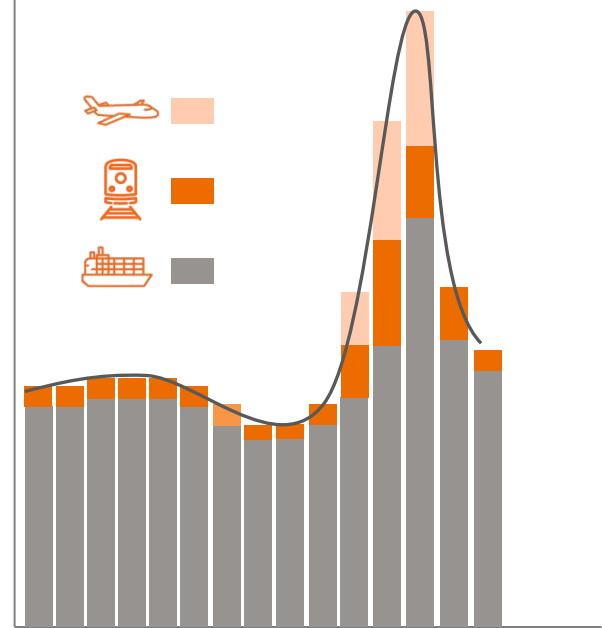
A S U D D E N I N C R E A S E



TIME

DEMAND

A S U D D E N I N C R E A S E



TIME



## TRADITIONAL RAIL

## VS

## BLOCK TRAIN

- Min. Vol: 1 FEU
- Low Speed
- Long Time Spent

- China to Europe/CIS: Min. 41 FEUs
- High Speed
- Shorter transit time

- Shanghai - Moscow: 25-28 days/40'
- Shanghai - Duisburg: 30-35 days/40'

- Shanghai - Moscow: 22-25 days/40'
- Shanghai - Duisburg: 25-30 days/40'

## ■ Analysis

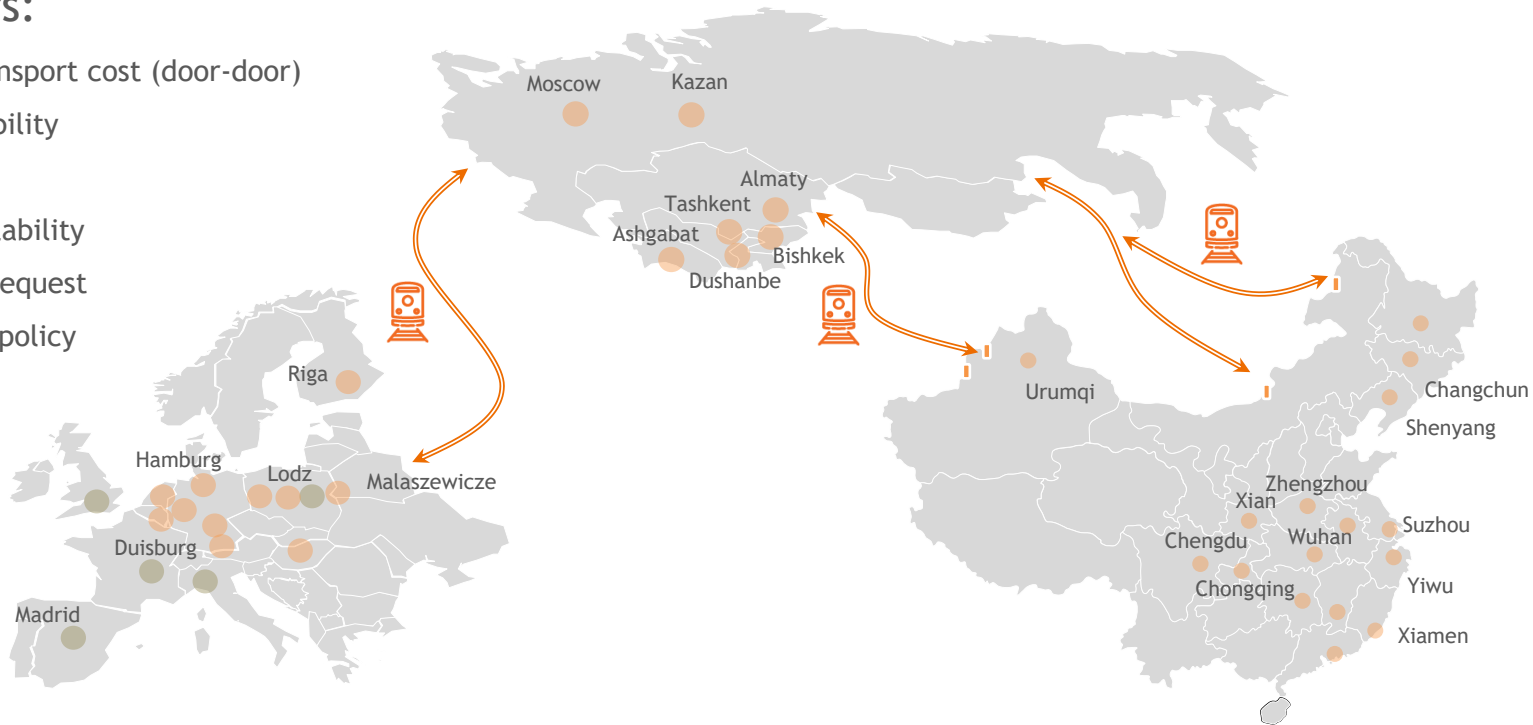
- Multiple shunting along the rail route
- Low passage priority
- Mixture of different platforms/wagons
- Customs and railway checking at Each border
- Unbalanced rail traffic flow

## ■ Benefits

- No shunting along the rail route
- Top running priority (only next to Passenger train)
- Unified railway platforms/wagons
- Customs and railway checking at Certain border
- Fast passage agreement among transit countries

## Key factors:

- Overall transport cost (door-door)
- Train reliability
- Frequency
- Space availability
- Customer request
- Promotion policy
- Others...

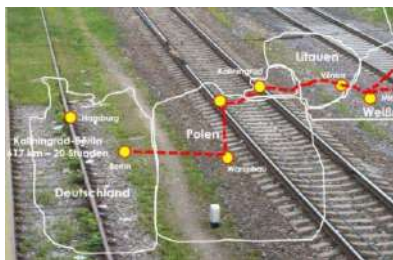
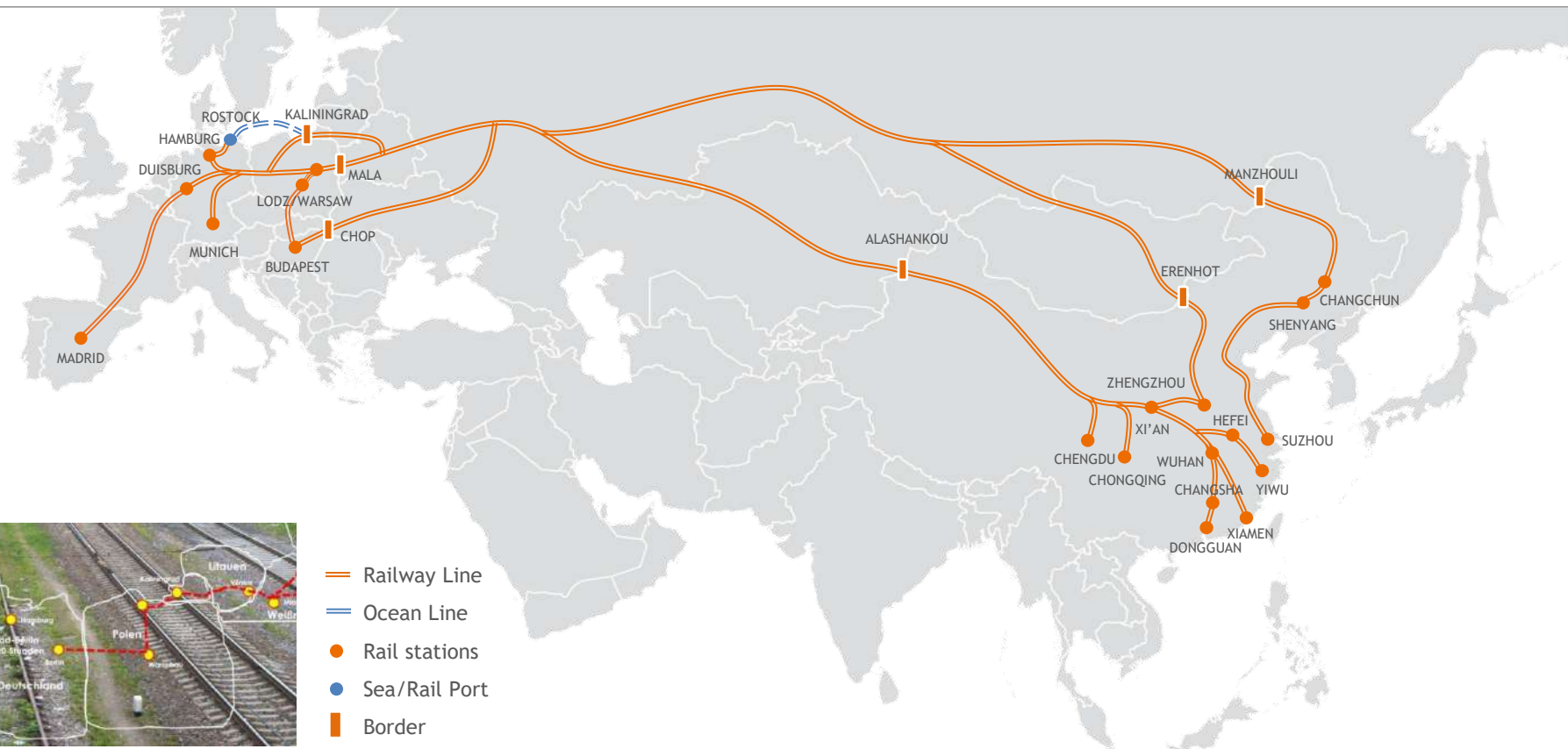


# EXPERIENCED GLOBAL RAIL TEAMS



# CHINA - EUROPE RAILWAY NETWORK

GLOBALINK  
LOGISTICS





Pre-carriage

- Flexible pre-carriage mode  
- FTL (17.5 m trailer) & FCL



CFS

- Buyer-consolidation
- KEAS CFS warehouse setup in Shanghai/Xi'an
- Bar-code scanning ensure precise loading



Rail

- Tailor-made rail solutions provision based on multiple factors considered
- Dedicated rail control Tower setup in both CN & EU to ensure smooth operation
- Customer' logistics System maintenance

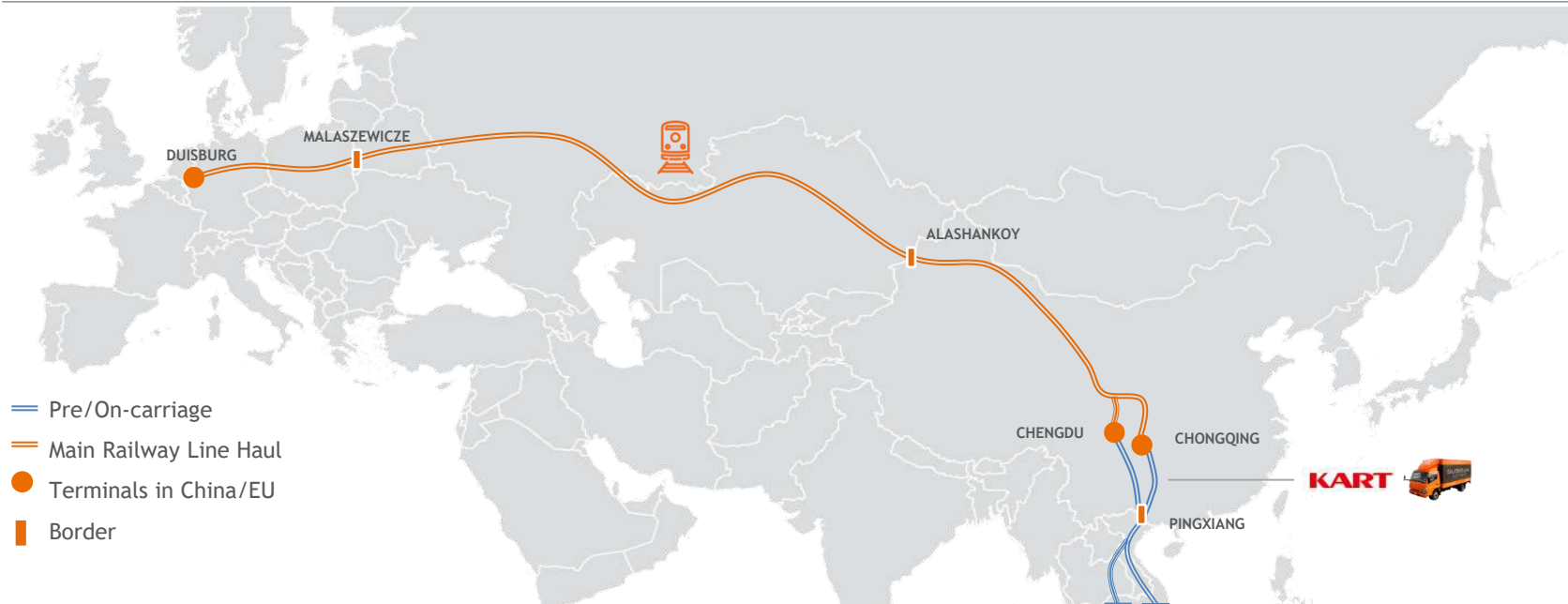


Delivery

- Performed by Kerry EU team to ensure end-end transportation is under control of KLN network and quick response on tracing provision

- Customer: C&A (Industry: F&L)
- Commodity: Clothes
- Market: F&L
- Volume: 400 FEU/year
- Origins: Multiple origins in China
- Destination: Duisburg
- Rail route: Xi'an/Yiwu/Xiamen

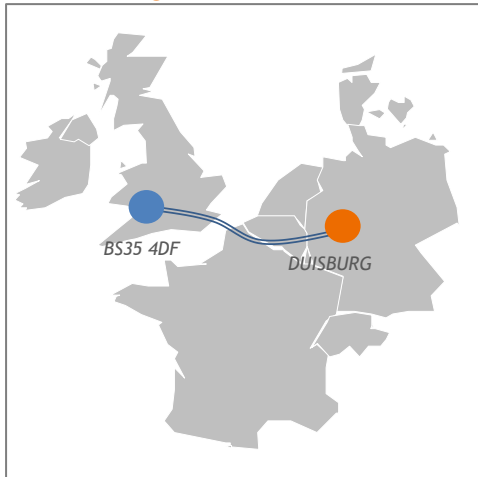




- SEA - (truck) - Chengdu/Chongqing -(reloading + customs + rail)- Duisburg
- Lead time: 30-35 days (door-terminal incl. origin station handling)
- ETD Chengdu: Mon
- ETD Chongqing: Thu/Fri/Sat/Sun



Pre-carriage



Commodity: Wire

Container: FWRU0028072



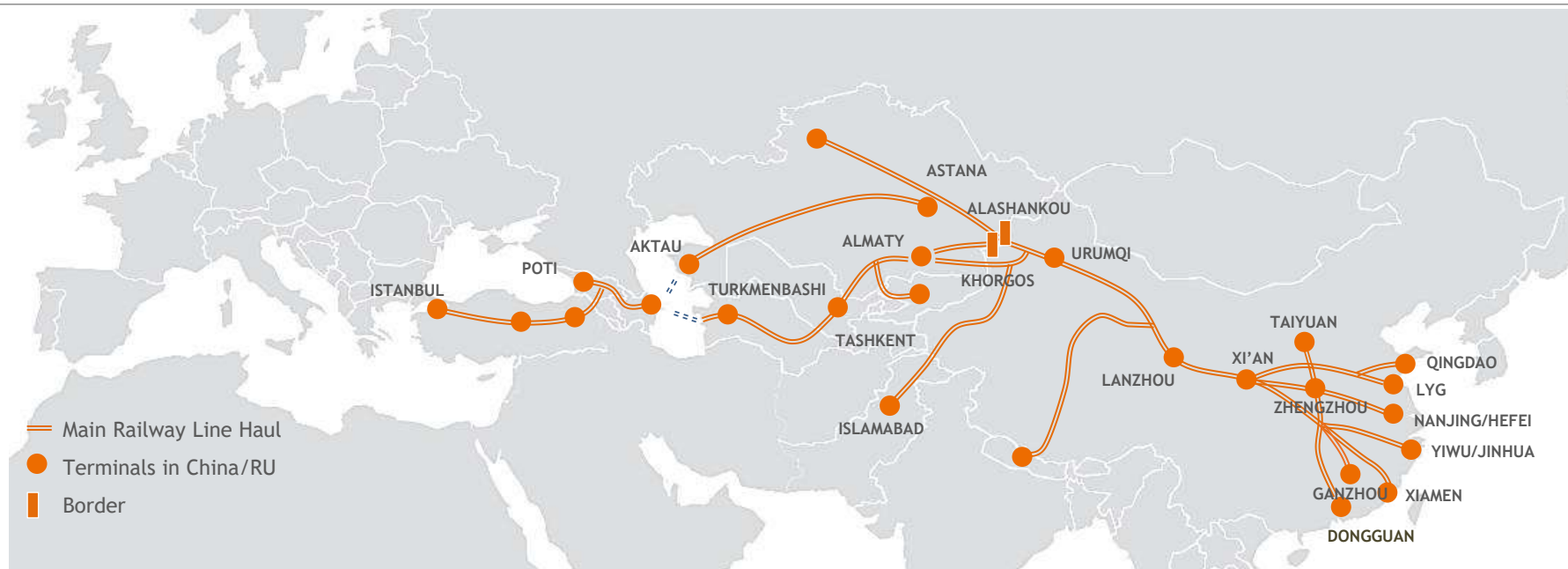
ATD Chongqing: Sep 17<sup>th</sup>  
ATA HK: Sep 20<sup>th</sup>

ATD Duisburg: Aug 24<sup>th</sup>  
ATA Chongqing: Sep 14<sup>th</sup>

Pick up in UK: Aug 13<sup>th</sup>  
Container Stuffing: Aug 20<sup>th</sup>

Door-Door: 38 days





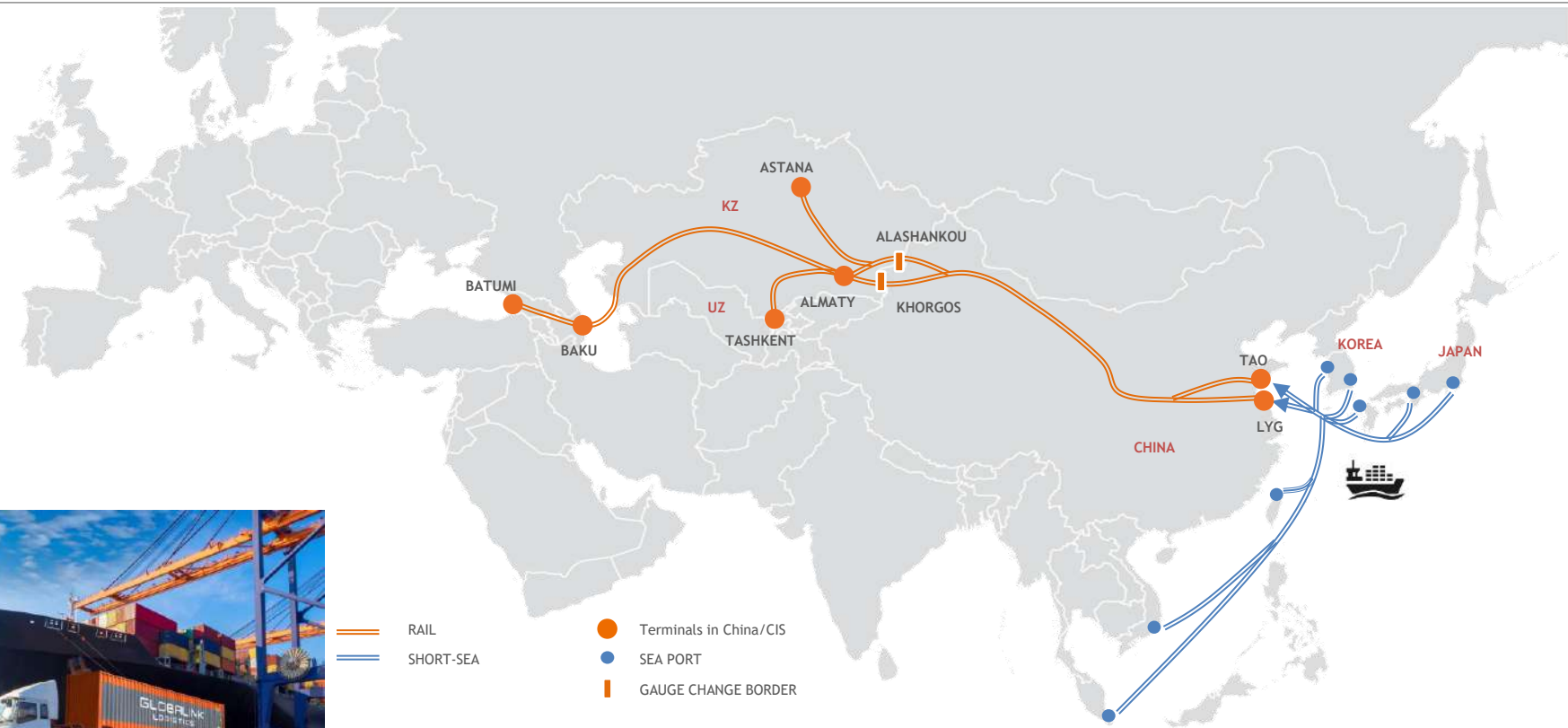
### China - Central Asia Block Trains

- |               |           |
|---------------|-----------|
| ● Lanzhou     | ● Xi'an   |
| ● Qingdao     | ● Nanjing |
| ● Lianyungang | ● Hefei   |
| ● Dongguan    | ● Taiyuan |
| ● Jinhua/Yiwu | ● Ganzhou |

### 2<sup>nd</sup> Leg Train up to all Central Asian Destinations

- |            |            |
|------------|------------|
| ● Almaty   | ● Dushanbe |
| ● Astana   | ● Aktau    |
| ● Tashkent | ● Baku     |
| ● Bishkek  | ● Tbilisi  |
| ● ...      | ● ...      |





-  RAIL
-  SHORT-SEA
-  Terminals in China/CIS
-  SEA PORT
-  GAUGE CHANGE BORDER



SAMSUNG

■ Commodity: Household appliance (Industry: E&T)

■ Route:

- HCM/Suzhou/Foshan/Dongguan-Almaty
- Suzhou-Warsaw

■ Volume: > 100 FEU/year

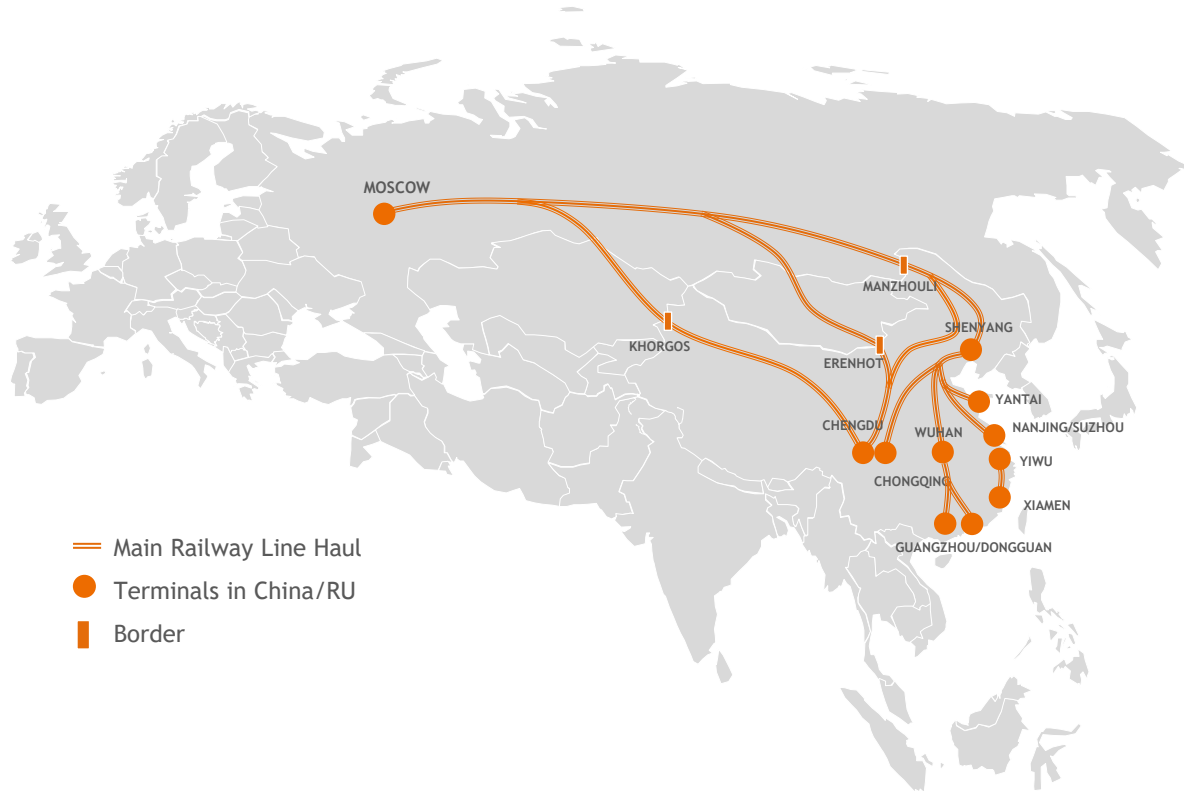
■ Highlights:

- Realization for Bonded cargo of SSEC 2<sup>nd</sup> factory from Suzhou to Warsaw
- Enhanced security measure with lock-bar equipped
- Reliable transit time of around 18 days from all origins to Almaty and Warsaw
- Centralized rail operation team to ensure quick response to client's demand
- Tripartite coordination among KEAS/FDI/GLK



- Main Railway Line Haul
- Short-sea
- Terminals in China/EU
- Border
- Port in VN





### Mode A: Full Rail via Erenhot border

- Yiwu/Jinhua - Moscow
- Lead Time: 20 - 22 days (T-T)

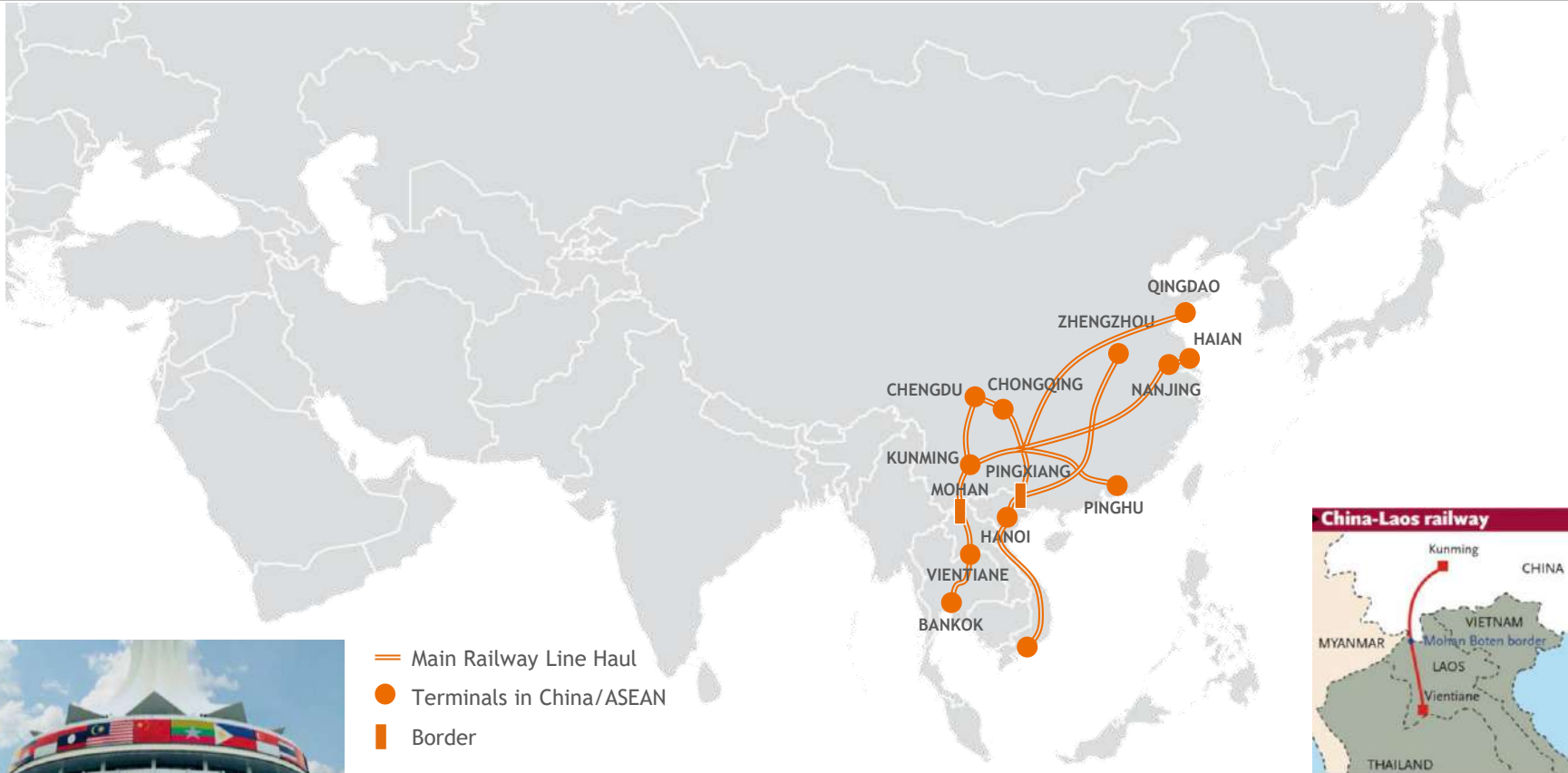
### Mode B: Full Rail via Manzhouli border

- Jinan/Changsha/Pinghu/Suzhou/Yiwu /Chongqing - Moscow
- Lead Time: 20 - 22 days (T-T)

### Mode C: Full Rail via Khorgos border

- Chengdu/Jiaozhou/Chongqing- Moscow
- Lead Time: 20-22 days (T-T)

# CHINA - ASEAN RAIL NETWORK



- Main Railway Line Haul
- Terminals in China/ASEAN
- Border



- Client: ZF
- Origins : Nanjing/Jingzhou/Chengdu
- Destinations: Haiphong
- Commodity:
  - BRAKE\_ASSY
  - STEERING\_GEAR\_ASSEMBLY
  - ARM\_ASSY
- Vol & Equipment: 3\*40HQ
- Rail routes & Frequency:
  - Hai'an-Hanoi : Weekly
  - Chongqing-Hanoi: Daily
- Crossing border: Pingxiang
- Expected T/T: 10-15 days
- Party involved:
  - KEAS: Door to Hanoi RW station
  - FDI: On-carriage delivery

CN<->EU

Rail: 26-35 Days

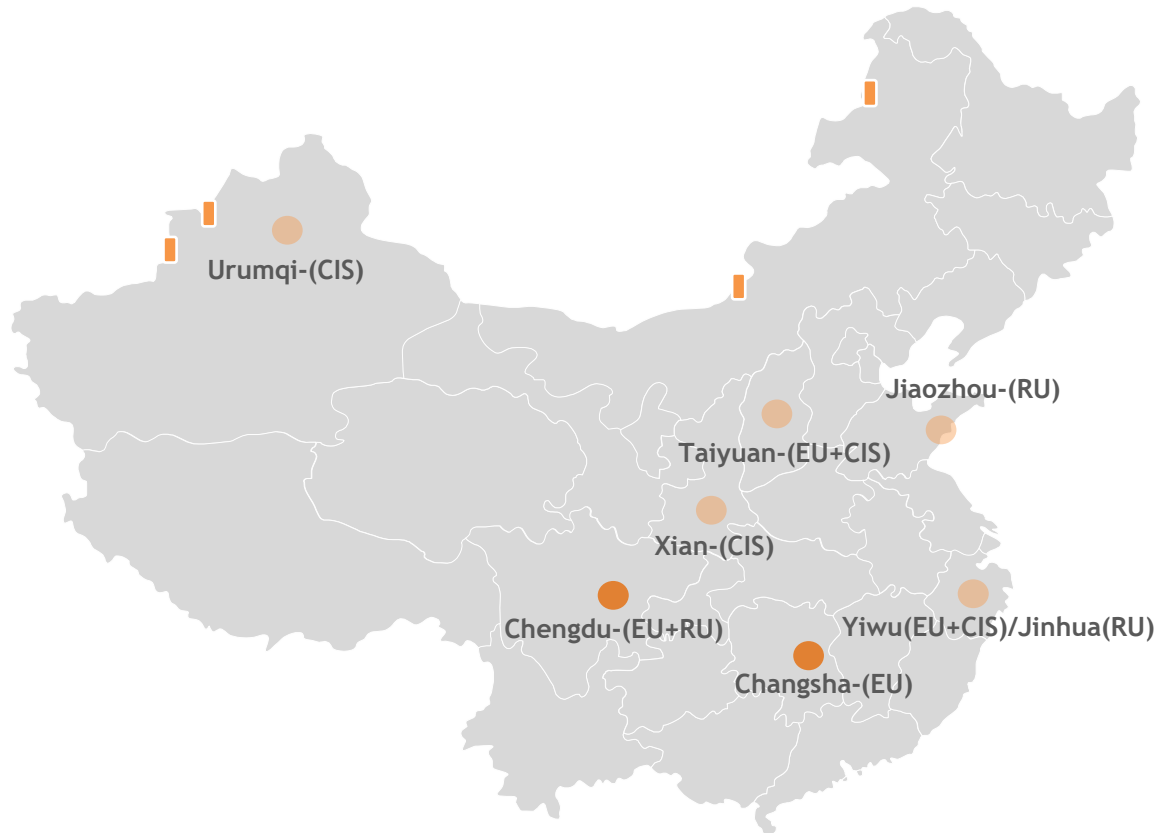
CN<->RU

Rail: 20-22 Days

CN<->CIS

Rail: 15-20 Days

\*Above data is calculated based on average level in recent one-two months



- Customized block trains/regular spaces
- Regular spaces







## SCOPE OF SERVICES

- Rail Freight
- Pre/On-carriage Truck
- **Feeder Rail**
- CFS Handling
- Customs
- Container Loading/Unloading
- Documents Checking
- Cargo Insurance
- **Track & Trace**
- **Temperature Controlling Solution**
- Container Management



## ADVANTAGES

- Global Network
- Centralized Product Management
- Experienced Operation Team in CN & EU
- Project Control Tower
- Tailor-made Solution
- Investment in CIS Countries

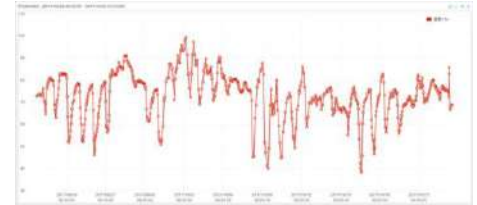
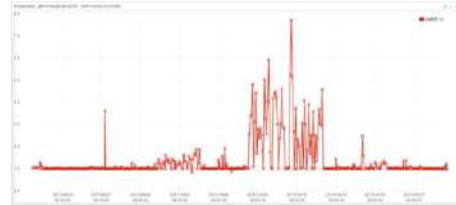
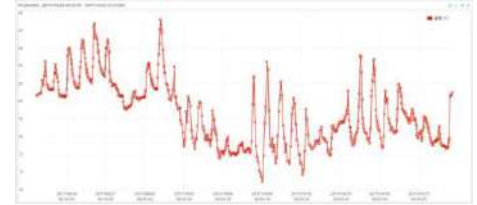


## ADVANCED SECURITY MEASURES APPLIED

- Real-time track & trace device installation inside container
- Lock bar installation on container door
- Container seals checked by Kerry on-site personnel
- Protection measures inside container
  - lashing/banding, airbags, wooden corners to fix pallet, made by Kerry on-site personnel
- Loading process monitored by Kerry on-site personnel
- Loading pictures taken by shipper factory/warehouse, and double checked by Kerry team



- Enhanced real-time track & trace
- Location, temperature, humidity, tilt, vibration, light inside monitoring
- Security and incident management concept based on Zillion
- Zillion monitoring center with dedicated personnel 7/24 standby
- Event history analysis
- Multiple security measures applied from door to door



# CONTACT PROFILE

## PROFILE

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THANK YOU

VALUE CREATION  
OPENNESS  
INTEGRITY  
COMMITMENT  
EXCELLENCE

