

DHL Global Forwarding



DHL RAIL CHINA / EUROPE / CHINA

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Beijing, China



DHL – Group Overview

Deutsche Post DHL

Deutsche Post 

DHL e-commerce



- **DHL Global Forwarding & Freight**
- DHL Supply Chain
- DHL Express

DHL Global Forwarding – Product Portfolio

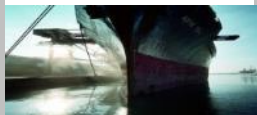
Our customers' logistics demands in China can be met under one roof

International Air Freight



- No. 1 airfreight operator worldwide
- Global Buying Power
- EDI linkage with Airlines and Customs

International Ocean Freight



- NVOCC Liabilities
- Own CFS, customs declaration, trucking service in major commercial cities

Domestic Air & Road Freight



- Fully Licensed
- Partnership with core carriers
- High security standard

Value-added Service



- **Rail Segments**
- Land Bridge Segments
- Cross-Border Transportation
- Transport Management
- TFE
- Trading

ISC



- Value Added Programs
- Vendor Management
- Container Load Program

Industry Project and Chartering



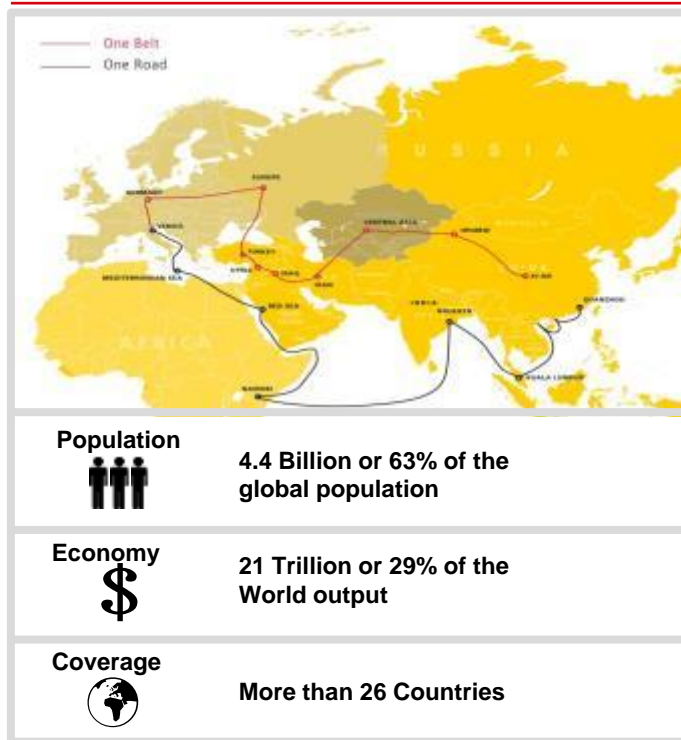
- Project freight forwarding and logistics
- Vessel chartering
- Marine service
- Factory Relocation

One-Stop-Shop

Total-Pipeline-Visibility



China policies and Logistics solutions



- | 2008 – 2012 | 2013 | 2014 | 2015 |
|--|---|---|---|
| <ul style="list-style-type: none"> Concept definition, analysis and trials via various routes for West- and Eastbound | <ul style="list-style-type: none"> Opening and launching of first regular block train (Chengdu-Lodz Block Train) | <ul style="list-style-type: none"> Launch of Temperature Controlled Container Launch of LCL Rail Concept Launch of additional block train connection Launch of Japan connection | <ul style="list-style-type: none"> Launch of Korea, Taiwan connection Launch of Moscow Block train Trial via South Corridor (Lianyungang – Istanbul Block Train) |

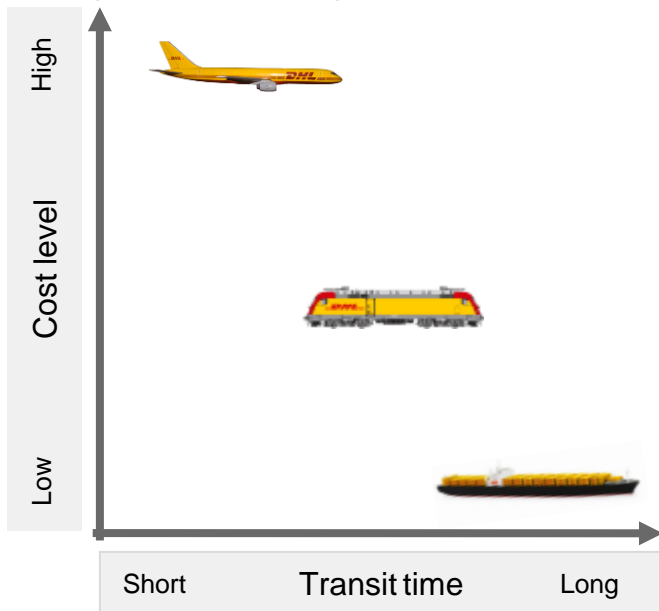


Why Rail?

Lower cost compared to Air Freight

Faster transit time compared to Ocean Freight

Transport Mode Comparison



Flexibility

- Supports tight supply chain schedules with on-time reliable inflow of goods
- Creates additional market opportunities with faster deliver possibilities
- Avoids long deliveries and pick up from shipping locations far away from ports

Reliability

- Provides stability to the supply chain as most time - accurate shipping mode

Improved Capital Utilization

- Reduced transit time compared e.g. to Ocean freight can lead to reduced interest payments on loans
- Frees up capital for other activities due to reduced transit time

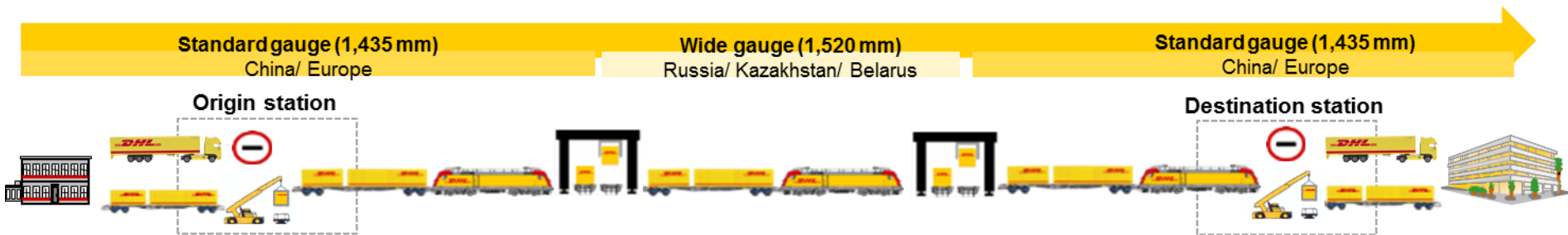
Traceability

- State of the art Track & Trace system ensuring that you are always informed on your shipment status

Improved Ecological Footprint

- Significant ecological advantage compared to Air freight

Service Specifications

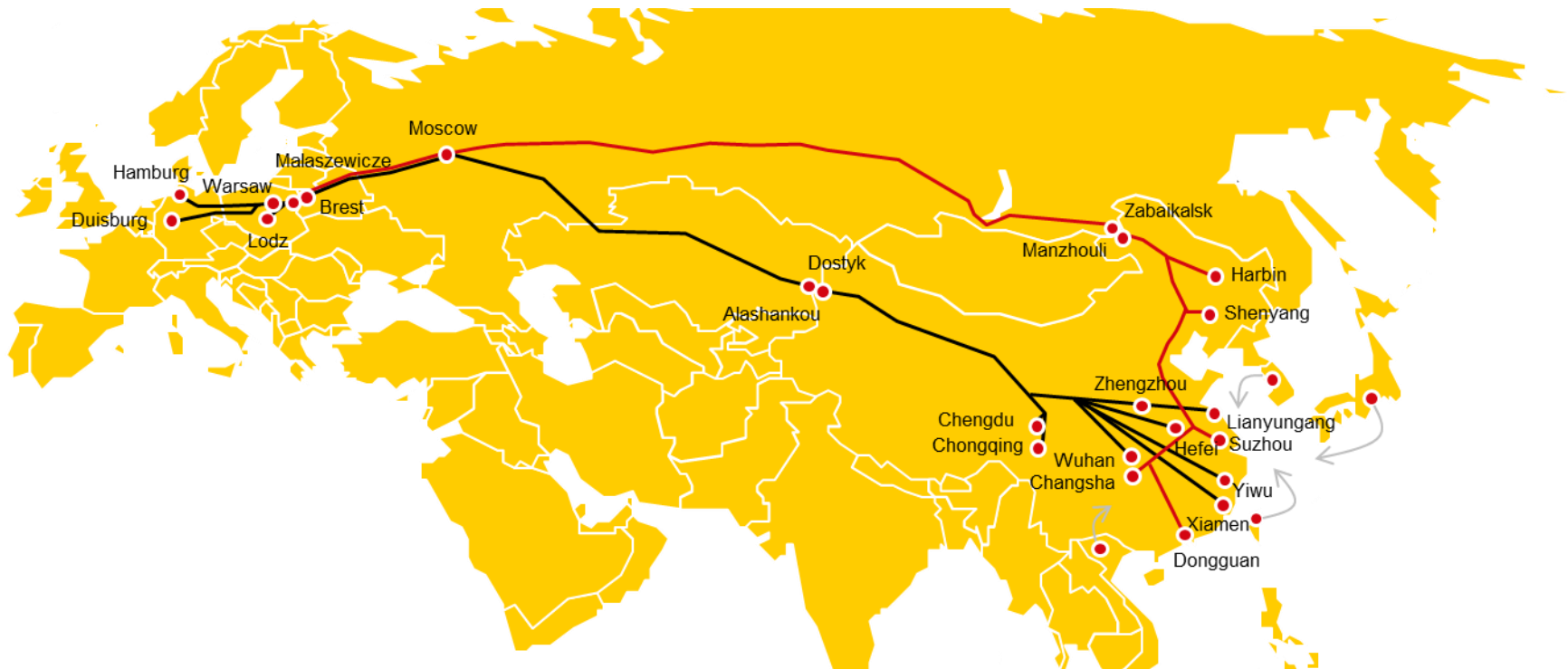


End-to-end Rail Solution

- Standard equipment; 40' High Cube containers (20' container in pairs 2x20')
- Pick up and delivery by trailer or chassis truck
- Customs procedure in China in rail hub or in customer bonded zone
- Daily status updates
- Re-loading of container for gauge change
- Efficient handling of import, export and transit formalities
- Additional insurance coverage on request

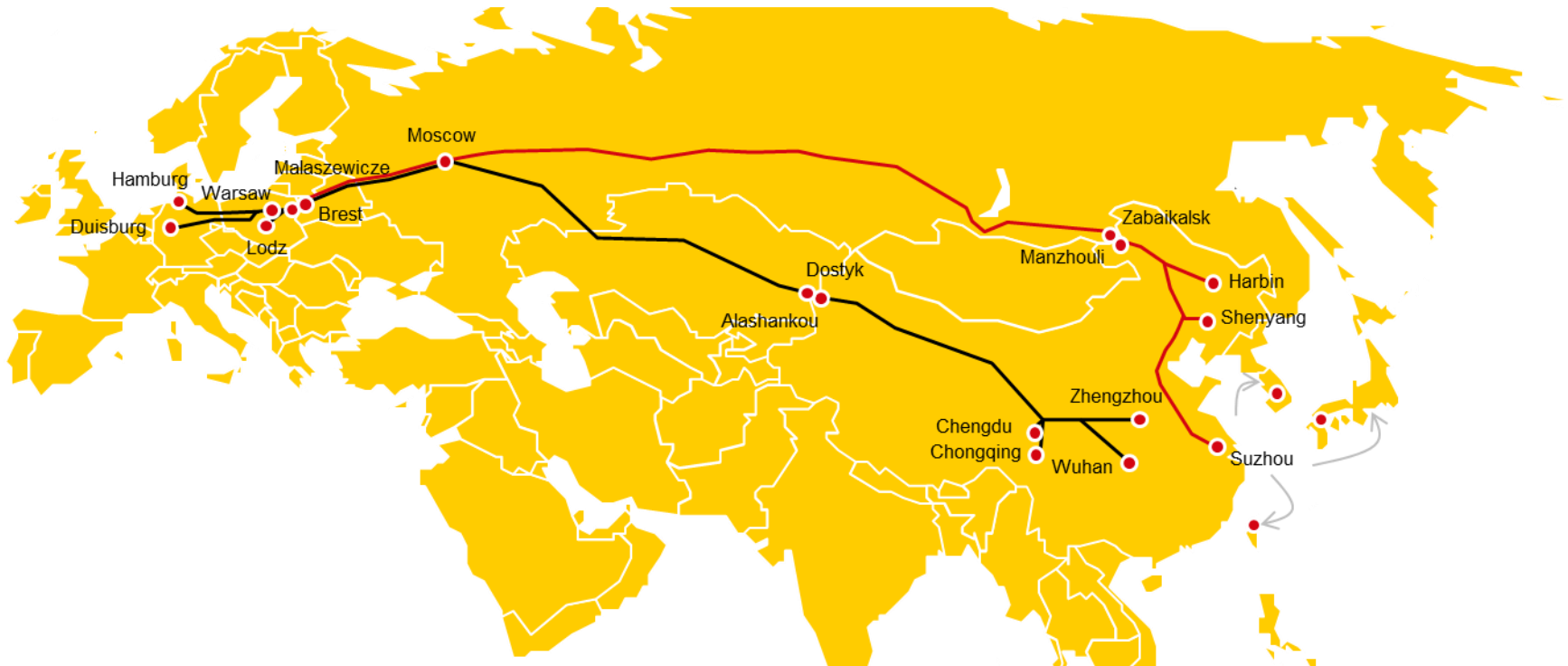
- Professional and established solution
- High service level and performance
- Lean and secure processes
- Reliable service due to standardization
- Accurate planning and scheduling
- Consistent lead times

Westbound connections and DHL Hubs



- ✓ Flexible Multi-terminal solution based on various services to deliver cargo within a confirmed door-door transit time from China to Europe
- ✓ Reduced risk of congestion or lack of space
- ✓ Solution design by DHL experts
- ✓ Cost effective service solution

Eastbound connections and DHL Hubs



- ✓ Flexible Multi-terminal solution based on various services to deliver cargo within a confirmed door-door transit time from Europe to China
- ✓ Reduced risk of congestion or lack of space
- ✓ Solution design by DHL experts
- ✓ Cost effective service solution

East Asia Connections via China Hubs



Rail Connection



Bonded chassis truck transfer
from rail terminal to seaport



Ocean Connection

Transit from from Europe via Chinese ports
To/from Asia Pacific countries:

JAPAN & KOREA

Suzhou-Shanghai, Zhengzhou-Shanghai
Chengdu-Shanghai, Chongqing-Shanghai

TAIWAN

Taiwan-Xiamen, Taiwan-Suzhou

HONG KONG

Shenzhen-Suzhou, Shenzhen-Chengdu

VIETNAM

Chengdu-Pingxiang, Chongqing-Pingxiang
Suzhou-Pingxiang



DHL European Rail Centers

- DHL Rail Competence Center in place
- Possibilities for consolidation/ deconsolidation
- External supervision of re-loading from rail to truck available on demand
- Deliveries and pick up take place in your preferred transport mode
 - Road: as LTL, PTL or FTL
 - Rail as FCL or LCL

Part Loads (PTL)



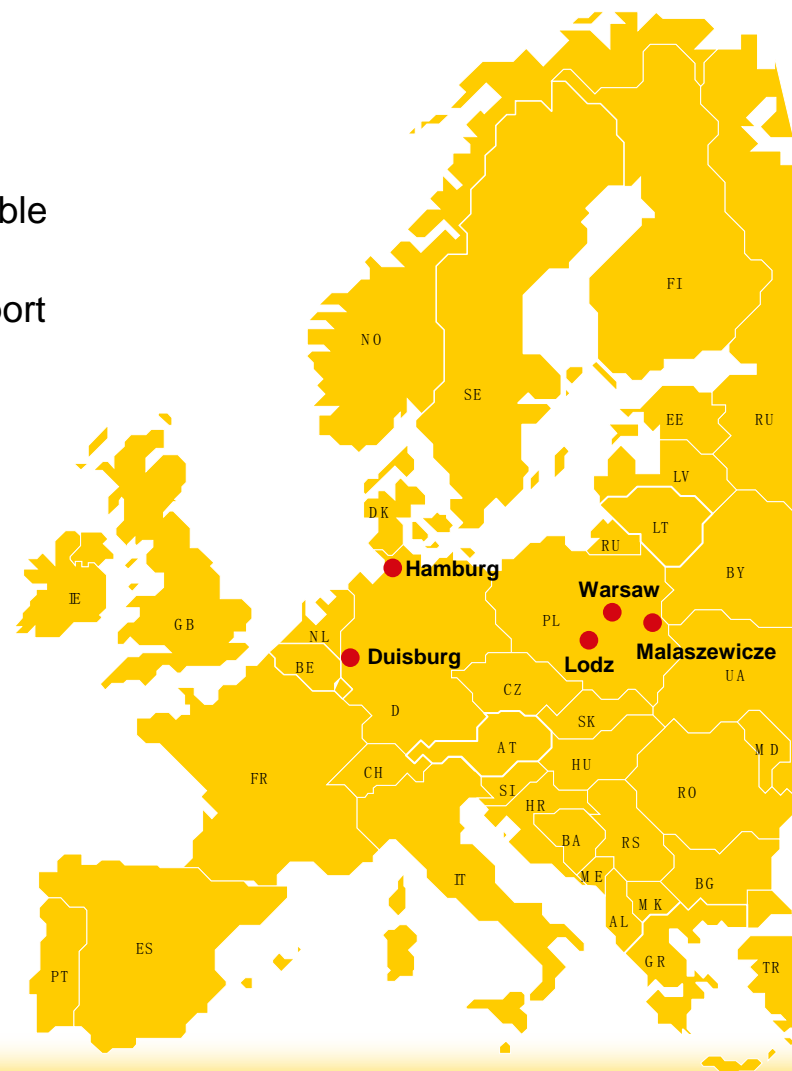
Full Loads (FTL)



Pallets & Groupage (LTL)



Rail Full Loads





THANK YOU

DHL