



duisport



excellence in logistics

duisport – more than a port 杜伊斯堡港—不只是港口

duisport's role in intercontinental rail solutions

杜伊斯堡港在洲际铁路运输中的作用:

The strategic importance of the New Silk Road connection Europe – China

连接欧洲-中国新丝绸之路的战略重要性

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duisport – who we reach

杜伊斯堡港——我们的辐射对象

duisport – gateway to Europe 杜伊斯堡港——欧洲的门户

Within 150 km 150公里之内:

- 30 million consumers 3000万消费者
- 600 billion euros of purchasing power 6000亿欧元购买力
- 300,000 companies 30万家公司

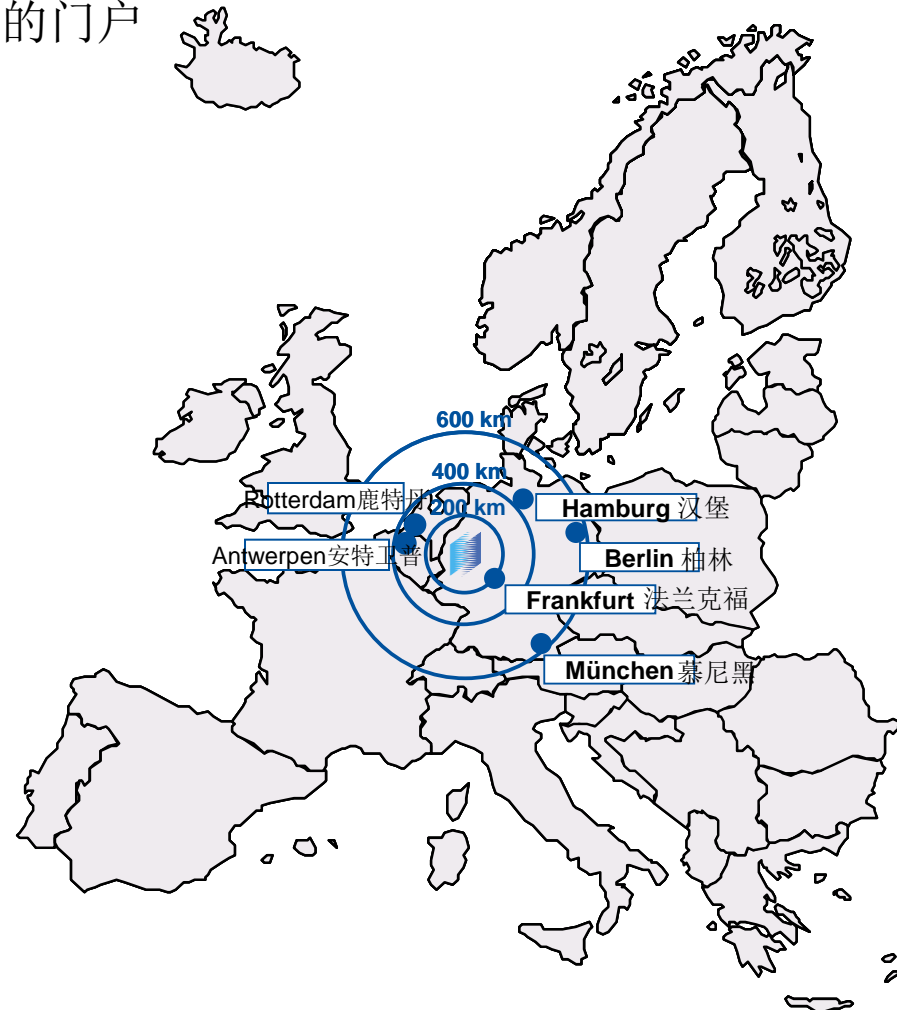
Optimum infrastructure prerequisites 优良的基础设施前提

- Directly on the Rhine - Europe's most important waterway 位于欧洲最重要的水道莱茵河畔
- Number 1 rail hub 头号铁路枢纽
- At the intersection of international freeway routes (A2, A3, A40, A57) 位于国际高速路线 (A2, A3, A40, A57) 交叉口

Excellent location 优越的地理位置

- Highly developed infrastructure and suprastructure 高度发达的基础设施和上层建筑
- Top-level multimodal Networking 顶尖的多方式网络

➔ Ideal starting point for sustainable success
实现可持续成功的理想起点



duisport – excellence in logistics 杜伊斯堡港——优越的物流条件

The largest inland port in the world 世界上最大的内陆港口

- > 130 million tons of goods handled per year (incl. private company ports)
每年处理货物超过1.3亿吨（包括私营公司港口）
- > 3.6 millions TEU handled per year (TEU = twenty foot equivalent unit)
每年处理超过360万TEU（TEU=20英尺当量单位）
- > 90 companies settled here in around 10 years (30 from abroad)
大约10年内有90家公司在此设立（30家外国公司）

Leading logistics hub in Europe 欧洲领先的物流枢纽

- 1,350 hectares of logistics space 1350公顷物流区域
- 2 million square meters of covered warehouse space 200万平方米覆盖仓库区域
- > 250 million euros of investment initiated each year by duisport 每年由杜伊斯堡港发起投资超过2.5亿欧元

The most important trade and transport hub in the Rhine-Ruhr region

莱茵-鲁尔地区最重要的贸易和运输枢纽

- > 3 billion euros of value creation by the port each year 每年由港口创造价值超过30亿欧元
- 20,000 ships per year in Duisburg port 每年杜伊斯堡港船只数量为2万艘
- 20,000 trains per year in Duisburg port 每年杜伊斯堡港火车数量为2万辆



➔ Most important inland hub in and for Europe 位于欧洲和进入欧洲最重要的内陆枢纽

➔ The duisport Group focuses its activities on three business segments

杜伊斯堡港集团专注于三大业务板块

duisport – integrated solutions provider

杜伊斯堡港—综合解决方案供应商

**Infra- &
suprastructure**
基础设施和上层
建筑



**Transport &
logistic services**
运输和物流服务



**Packaging
Logistics**
包装物流

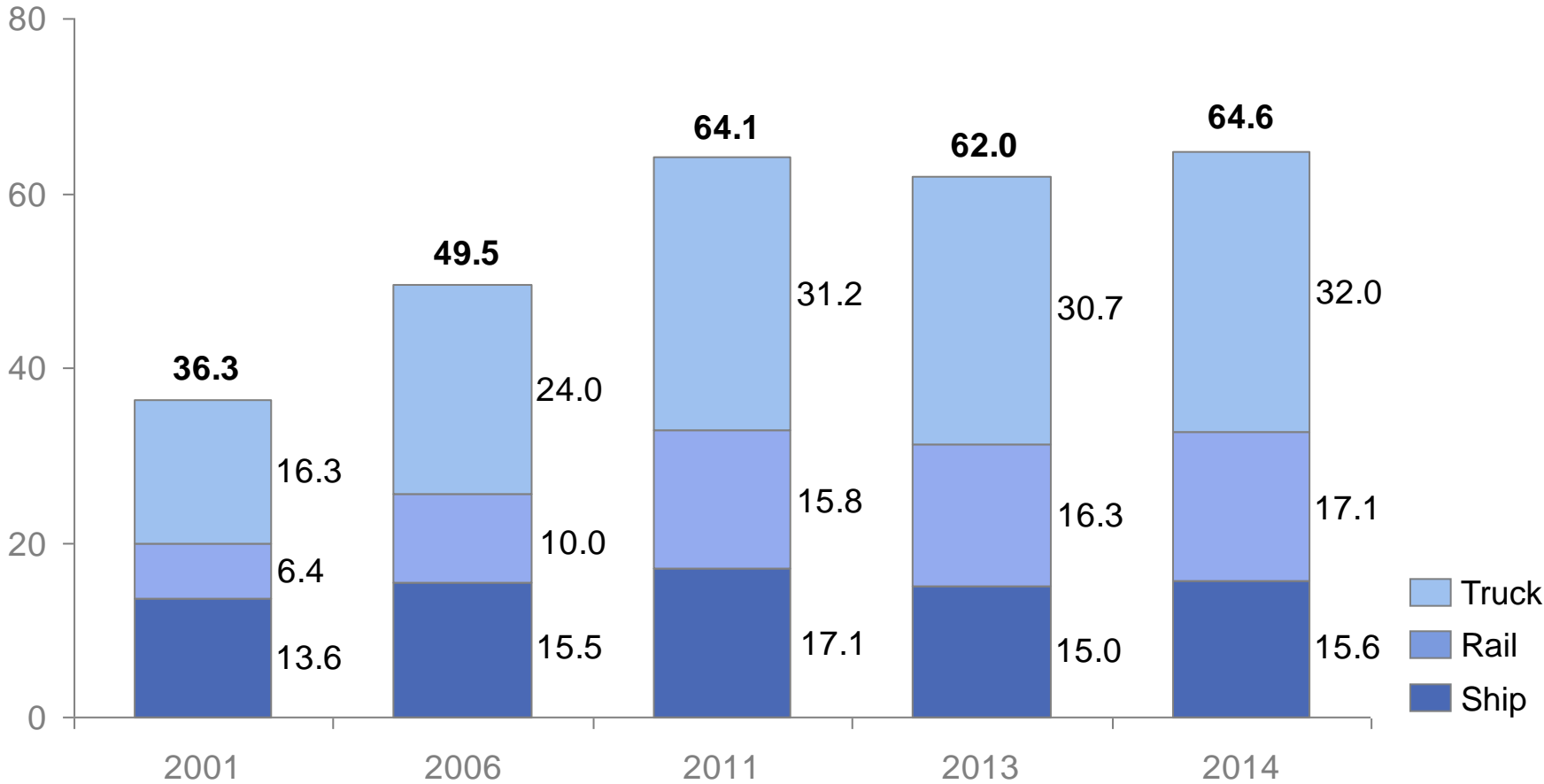


➔ Multi-purpose port with diverse warehouse and storage spaces as well as market-oriented and customer-oriented service concept

拥有多种仓储区域、具备以市场和客户为导向的服务概念的多功能港口

Total handling of the duisport group

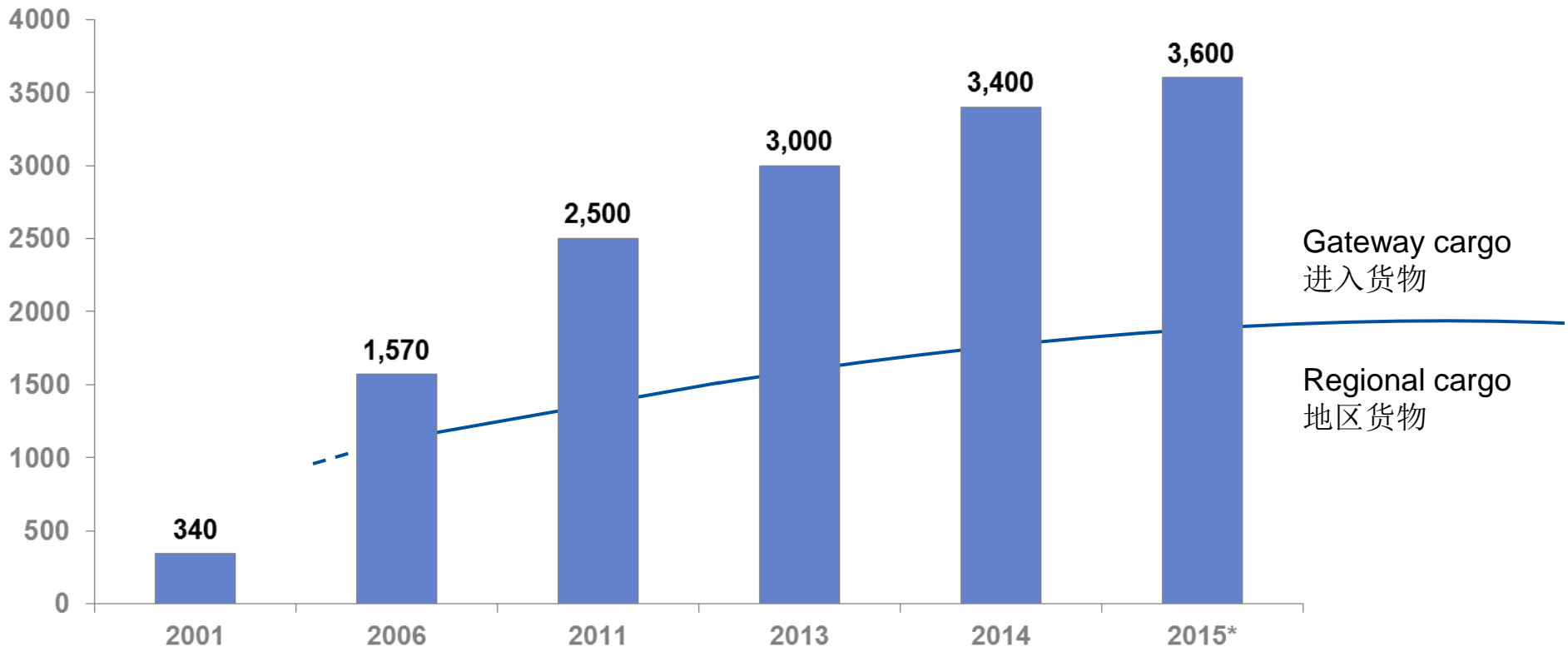
Million tons



Container handling of the duisport group

杜伊斯堡港集团的集装箱处理情况

Thousand TEU
千TEU



*projection 预计

➔ duisport is the world's largest inland container handling hub

杜伊斯堡港是世界上最大的内陆集装箱处理枢纽

Sustainable effect of investments in infrastructure

基础设施投资的可持续效果

Development in Duisburg port (as of April 2015)

杜伊斯堡港的发展（截至2015年4月）

- 1.5 billion Euros investment from duisport and its partners (since 1998) 杜伊斯堡港及其合作伙伴的15亿欧元投资（1998年起）
- Quintupling of combined traffic to 3.6 million TEUs (since 2000) 多式联运运量翻了5倍，增至360TEU（2000年起）
- Doubling of port-dependent jobs to > 45,000 jobs (since 2000) 港口相关的就业翻倍，增至超过45000个工作岗位（自2000年起）
- Doubling of rail transport volume to 17 million tons (since 2002) 铁路运输量翻倍，增至1700万吨（自2002年起）

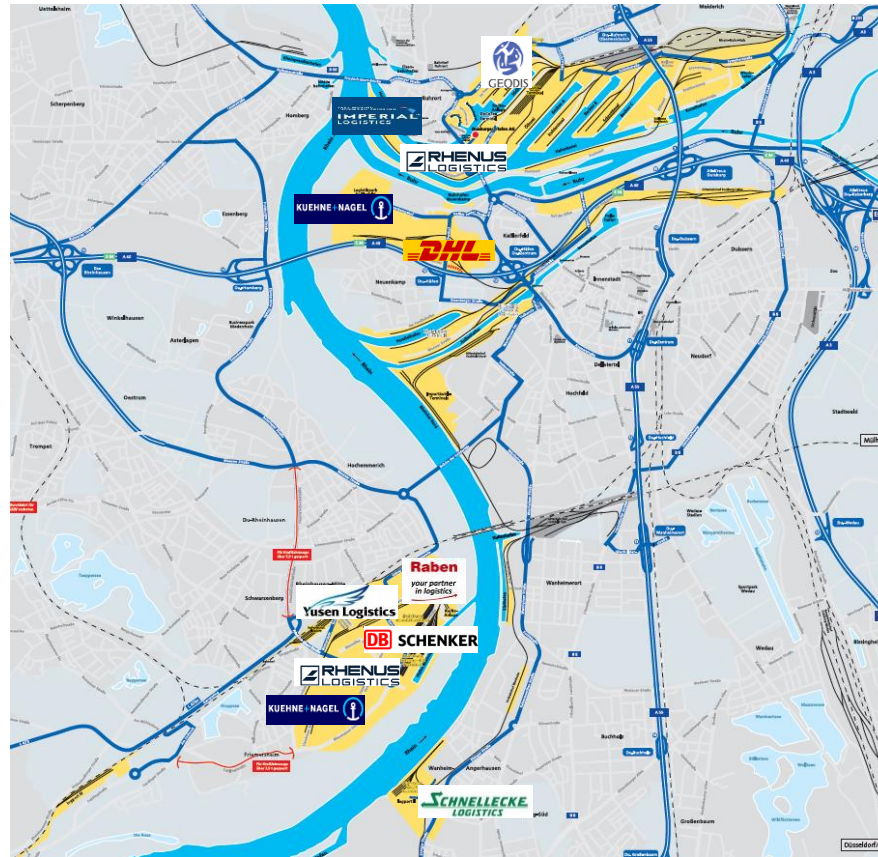


➔ duisport creates sustainable growth through consistent investment in infrastructure

通过持续投资基础设施，杜伊斯堡港实现了可持续增长

Customers who have invested in the location 在本地投资的客户

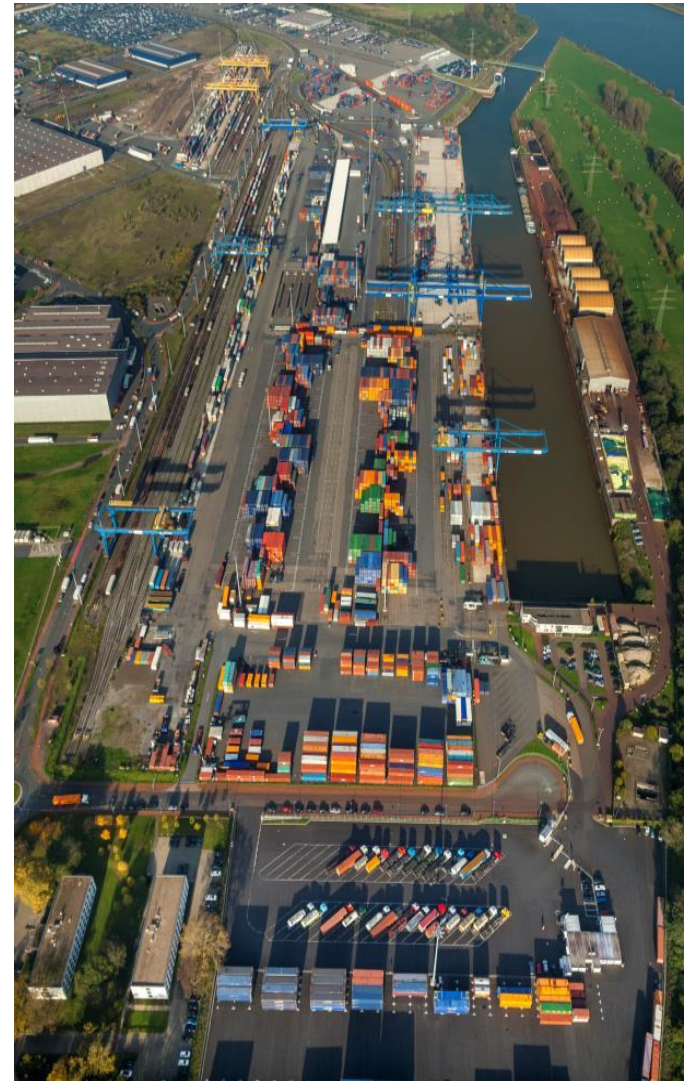
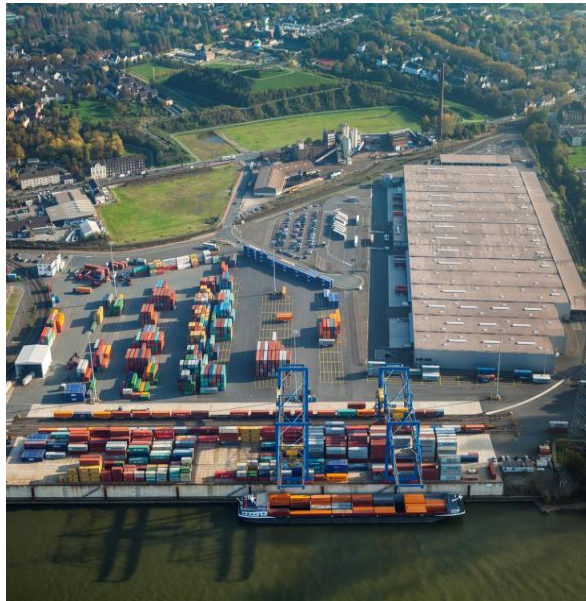
Almost all global players in logistics provide services in Duisburg over an area of 2 million m² 几乎所有的国际物流公司都在杜伊斯堡超过200万平方米的区域内提供服务



➔ A strong cluster partner with this goal: 强大的集群伙伴拥有的目标:
To strengthen the hub of Duisburg and expand networks 增强杜伊斯堡港的枢纽地位并扩大网络

Best practices within the port

港口内的最佳实践



Best practices within the port 港口内的最佳实践



dpr is a public railroad transportation company (freight traffic)

- 100% subsidiary of Duisburger Hafen AG

Portfolio of services

- Interconnection of various port zones with 200 km of rail network
- Regional rail shuttles within a radius of around 150 km
- Shuttle services to various regions throughout Europe (with partners)

Number of vehicles/equipment

- 13 diesel locomotives (10 mainline locomotives and 3 shunting locomotives)
- 2 locomotives with NL approval
- All locomotives fitted with remote control

Employees (operational)

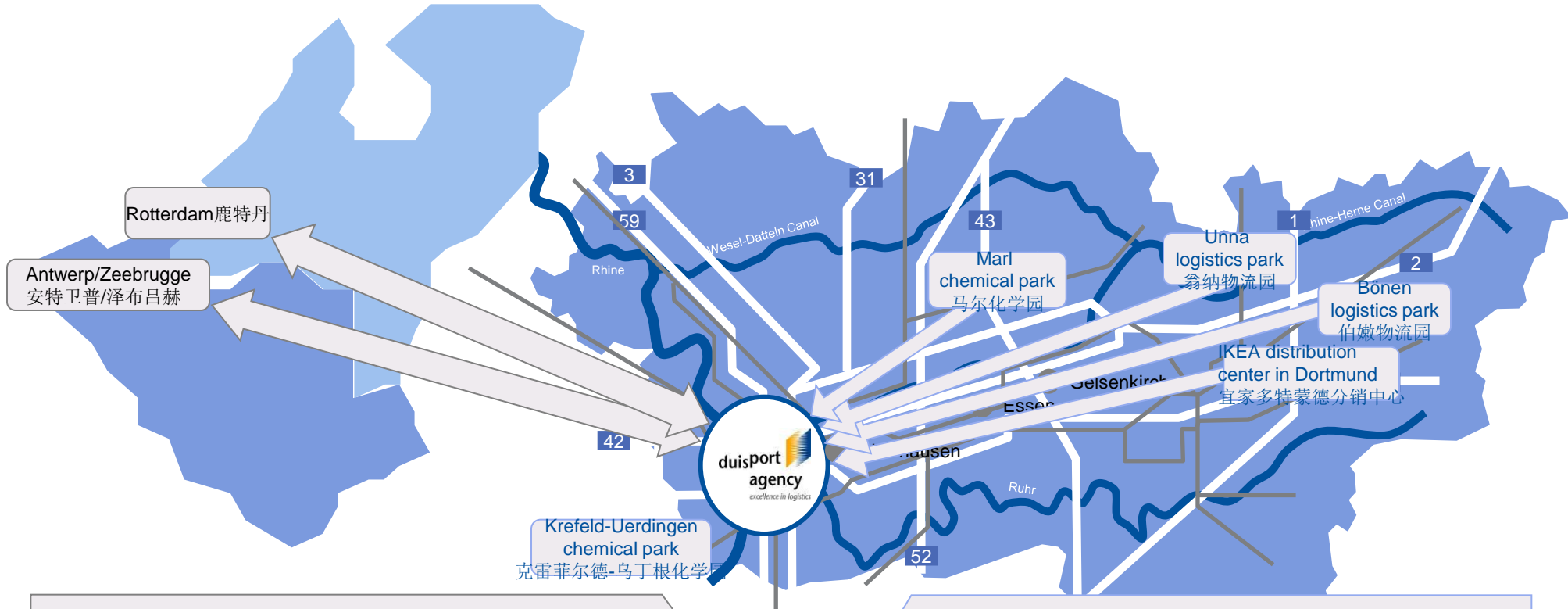
- Around 70 employees, in particular shunting staff, wagon inspectors, and train drivers

Certificates

- ISO 9001:2008, SQAS Rail, certified waste management company (transport)



Regional network 区域网络



Daily connections between Rotterdam, Antwerp, Zeebrugge, and Duisburg 与鹿特丹、安特卫普、泽布吕赫和杜伊斯堡的日常联系:

- 30 trains per week to Rotterdam 每周30列火车至鹿特丹
- 10 trains per week to Antwerp/Zeebrugge 每周10列火车至安特卫普/泽布吕赫

Regular feeder trains from Krefeld, Marl, Unna, Bönen, Minden, and Dortmund to Duisburg 克雷菲尔德、马尔、翁纳、伯嫩、明登和多特蒙德至杜伊斯堡的定期支线火车:

- 25 trains per week 每周25列火车

➔ As the door to the Rhine-Ruhr region, we link the western ports with the central inland region of North-Rhine Westphalia by rail, thus avoiding around 150,000 truck transports 作为莱茵-鲁尔地区的门户，我们借助铁路将西部港口同北莱茵-威斯特法伦州内陆地区联系起来，从而省去了约15万辆次的卡车运输

Best practice: Regional feeder shuttle

最佳实践：区域支线摆渡

duisport initiates regional shuttle systems due to customer demand

杜伊斯堡港根据客户需求启动了地区摆渡系统

Development of tailored solutions for leading industrial and commercial companies in NRW 为北莱茵-威斯特法伦州龙头工业和商业公司制定个性化的解决方案

- duisport operates rail shuttles to and from important container terminals in the Rhine-Ruhr region (for example, Marl, Unna, Krefeld-Uerdingen, and Dormagen). 杜伊斯堡港运营往返莱茵-鲁尔区域重要集装箱枢纽站的铁路摆渡（例如马尔、翁纳、克雷菲尔德-乌丁根和多尔马根）

- Feeder services to take continental goods to the combined transport networks of duisport's customers 支线服务将内陆货物运往杜伊斯堡客户的多式联运网络

- Transport of continental and maritime goods to existing rail routes 将内陆运输及海运货物运往现有的铁路线路



➔ duisport moves more than 150,000 loading units per year from the street to the railroad

杜伊斯堡港每年从陆上运至铁路的装载单位超过15万件

On Europe's most important waterway and in the center of a large canal system

duisport is a central starting point for inland shipping

Western ports and UK connections via barge/short sea

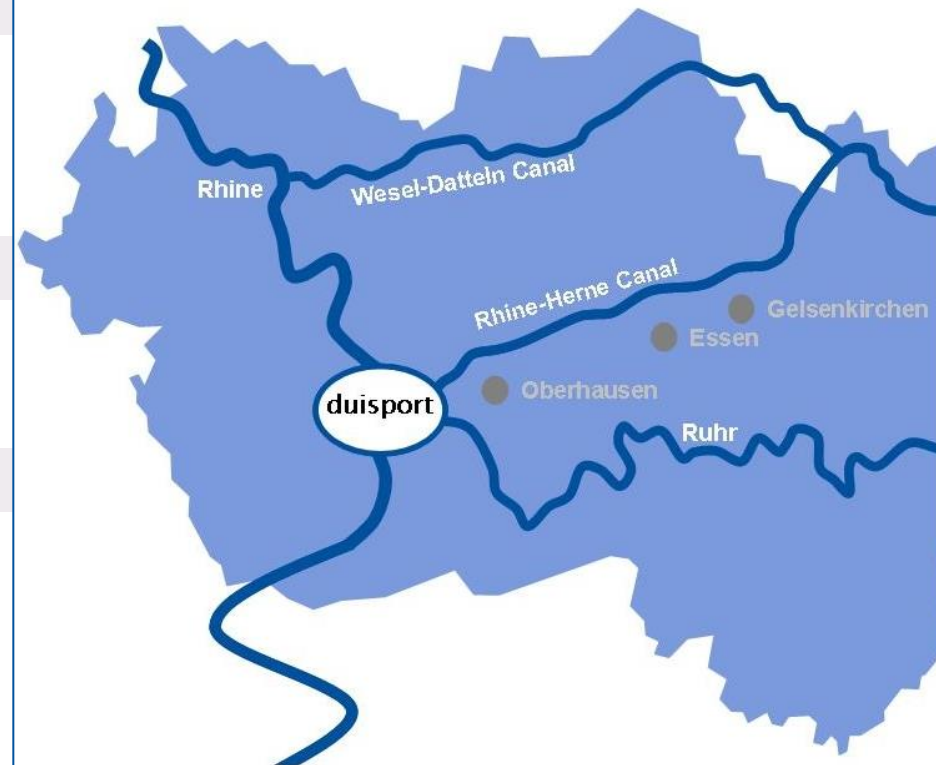
- 32 departures per week to RTM
- 20 departures per week to ANT
- 10 departures per week to UK

Conventional sea transport (national & international)

- Connections to the Iberian Peninsula, Scandinavia, the Baltic states, and the Mediterranean

Major inland shipping companies at duisport

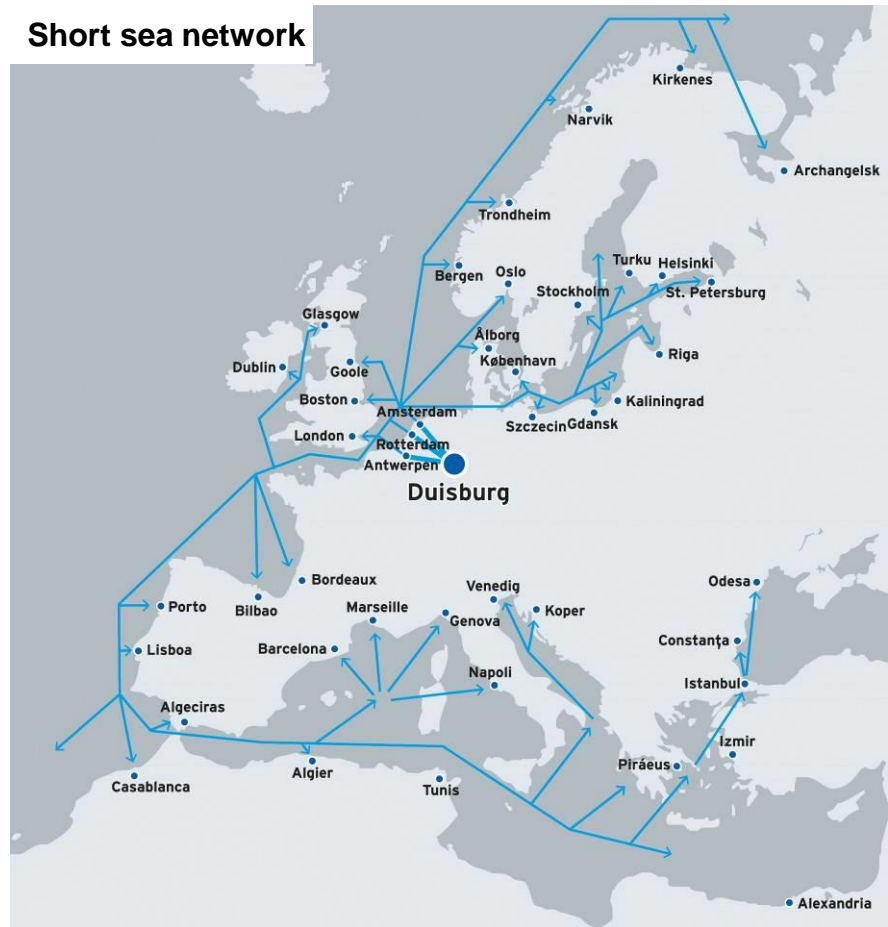
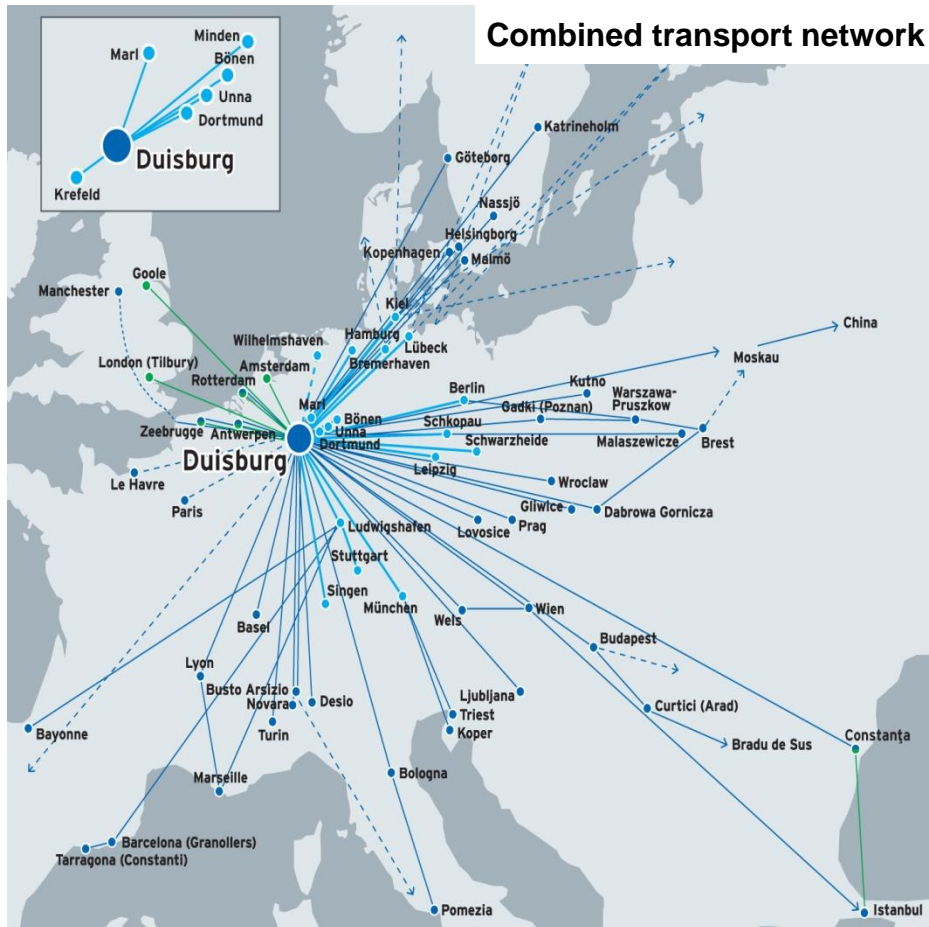
- Alcotrans Container Line B.V.
- H & S Container Line GmbH
- HTS Intermodaal B.V.
- Rhinecontainer B.V.
- Samskip B.V.
- ...



➔ More than 20,000 ships call at the Duisburg port each year

Wide-ranging international network

duisport is the largest international hub in Europe



● National railway transportation
 ● International railway transportation
 ● Ship connections

--- Indirect connections

Best Practice : Rail connections to China

最佳实践：与中国的铁路联结

Together with partners duisport develops rail connections to China
杜伊斯堡港与合作伙伴一同发展与中国的铁路联结

- Collaboration with different operators offering railfreight solutions Duisburg-China v.v. 与不同的运营商合作提供杜伊斯堡至中国的铁路运输方案
- Numerous destinations in China including Shanghai, Beijing, Wuhan, Suzhou and Chongqing 中国多个目的地，包括上海、北京、武汉、苏州和重庆
- Daily departures 每天发车
- Lead time: 11 – 20 days one way 周期：单程11-20天
- Main products China-Duisburg: Electronic products, consumer goods 中国-杜伊斯堡的主要产品：电子产品、消费品
- Main products Duisburg-China: Consumer goods, luxury goods, finished vehicles from German car manufacturers, spare parts for automotive and mechanical engineering industry 杜伊斯堡-中国的主要产品：消费品、奢侈品、来自德国汽车制造商的整车、汽车和机械工程工业的零部件



Visit of Chinese President Xi Jinping at duisport 中国国家主席习近平访问杜伊斯堡港

- State Visit of the Chinese President Xi Jinping in the Port of Duisburg on 29 March 2014 2014年3月29日中国国家主席习近平访问杜伊斯堡港
- Focus was on the arrival of the “Yuxinou” train, which connects the cities of Chongqing and Duisburg 重点是联结重庆市和杜伊斯堡的“渝新欧”火车到达
- The Yuxinou train symbolizes the new Silk Road for the Chinese government 渝新欧火车标志着中国政府的新丝绸之路
- Duisburg is the only European port to offer multiple transcontinental train connections to China 杜伊斯堡是提供与中国的跨洲际火车连接的唯一欧洲港口
- In Chongqing and Duisburg, two of the most important logistics turntables in China and Central Europe are connected to each other by rail 在重庆和杜伊斯堡，中国和中欧两个最重要的物流平台通过铁路联结在一起

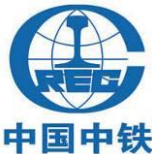


➔ Visit of the Chinese President underlines the importance of the industrial and logistics location North Rhine-Westphalia 中国国家主席的访问凸显了北莱茵-威斯特法伦州的工业和物流区位优势重要性

Chinese companies in Germany

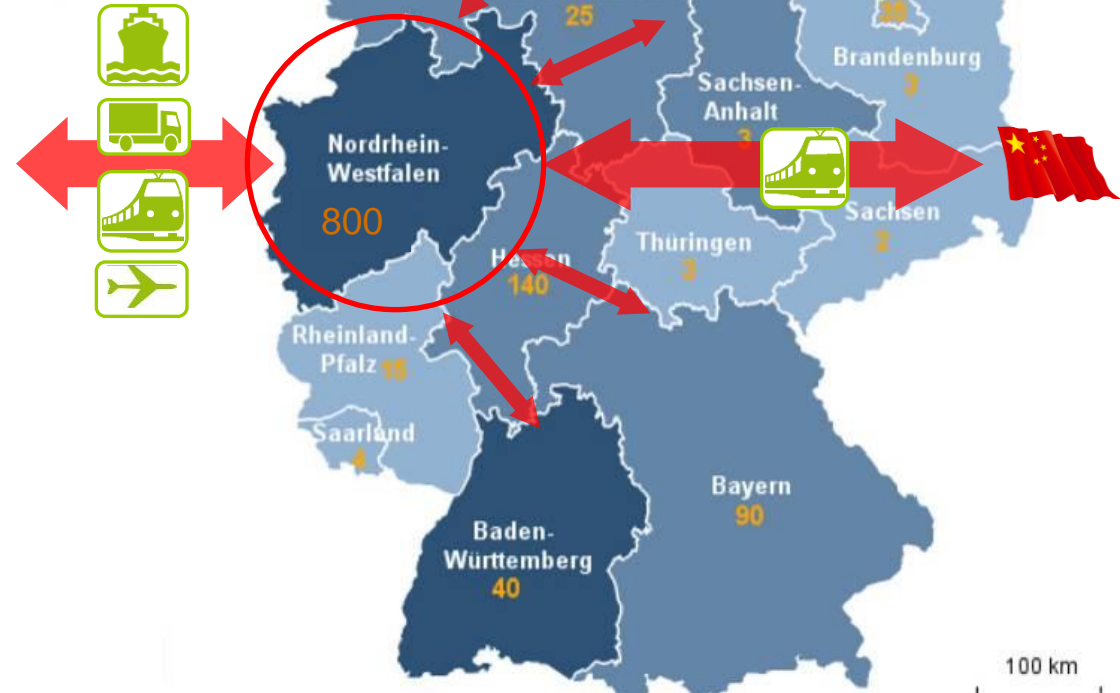
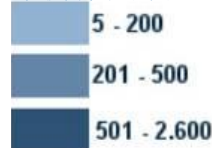
在德国的中国公司

Companies in North Rhine-Westphalia 位于北莱茵-威斯特法伦州的公司



Number of Chinese Companies in Germany 在德国的中国公司数量

Number of Chinese employees of Chinese Companies per federal state 每个联邦州的中国公司的中国雇员数量



➔ Already more than 800 Chinese enterprises have identified the advantages of the location North Rhine-Westphalia 已有超过800家中国企业认识到了北莱茵-威斯特法伦州的区位优势

展望：南部丝绸之路



➔ In order to participate in the global flows of goods, alternative routes must be proactively developed 为了参与全球货物流动，必须主动开发更多路线

What are the developments in transcontinental train connections?

洲际火车联结的发展情况如何？

- Railfreight will still only occupy a niche position
铁路运输仍将仅占据有限的地位
- Nevertheless it is expected that the volume will increase significantly in the coming years
但在未来几年里运输量有望大幅增长
- Increase of relevant goods for railfreight (e.g. through the application of reefers)
铁路运输相关货物增长（如通过使用冷冻车）
 - ⑩ Substitution of air freight e.g. automotive spare parts, pharmacy products, e-commerce代替如汽车零部件、医药产品、电子商务的航空运输
- China's Western Development requires transport alternatives via rail中国的西部大开发需要借助铁路的运输替代方案
- Reduced lead times will enhance attractiveness周期缩短可增加吸引力
 - ⑩ Investments in infrastructure基础设施投资
 - ⑩ Shorter idle times due to standardized bills of lading因提货单标准化缩短等待时间
- High dynamics in the development of new transport services by new operators 由新运营商提供新运输服务发展过程中的大量活力

➔ duisport is constantly expanding its intermodal network and works in close partnership with various operators杜伊斯堡港一直在扩大其多方式运输网络，并同各方运营商保持密切的合作关系



Let's shape your ideas!
让我们塑造你的想法!

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