

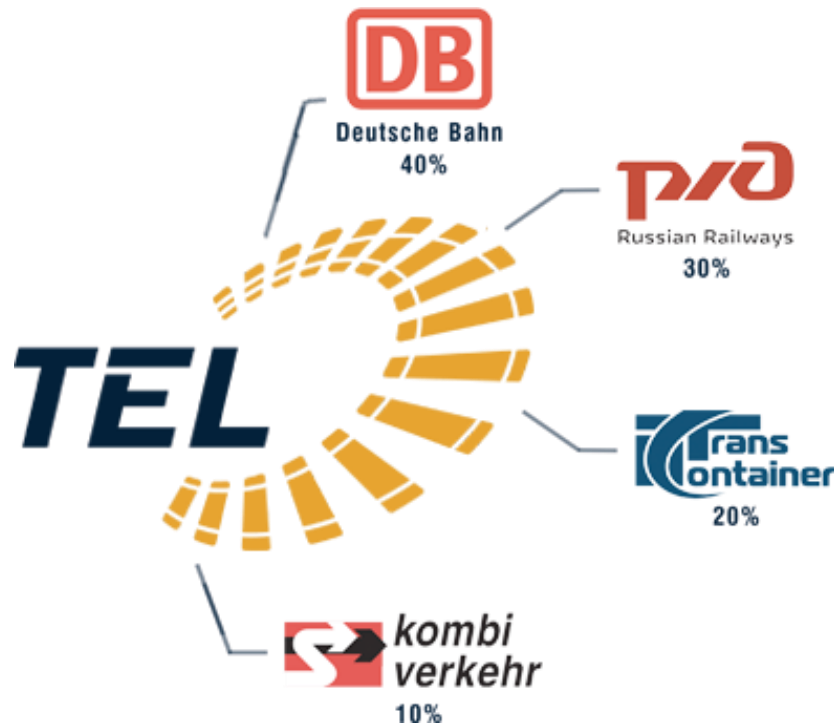


关于中欧班列的实践与探索

--- Practicing and Exploring of CHINA-EU block train

Speaker : Dong Wanxu

ABOUT TEL



- TEL was established as a **joint venture** company between DB Group and the Russian Railways (RZD) The company has offices in **Berlin and Moscow** and **Beijing**
- 德铁和俄铁的合资公司，在柏林莫斯科北京设有分公司
- The operational activities are steered by **DB employees**
- 所有的操作由德铁员工完成
- The targets of the company have always **been organization and sales of mobility solutions** for cargo traffic between Europe, Russia/CIS and Asia
- 致力于亚欧间的铁路运输
- TEL role is to be one of **product designer and operator** for international cargo traffic
- 产品的设计者和操作者
- Logo changed from



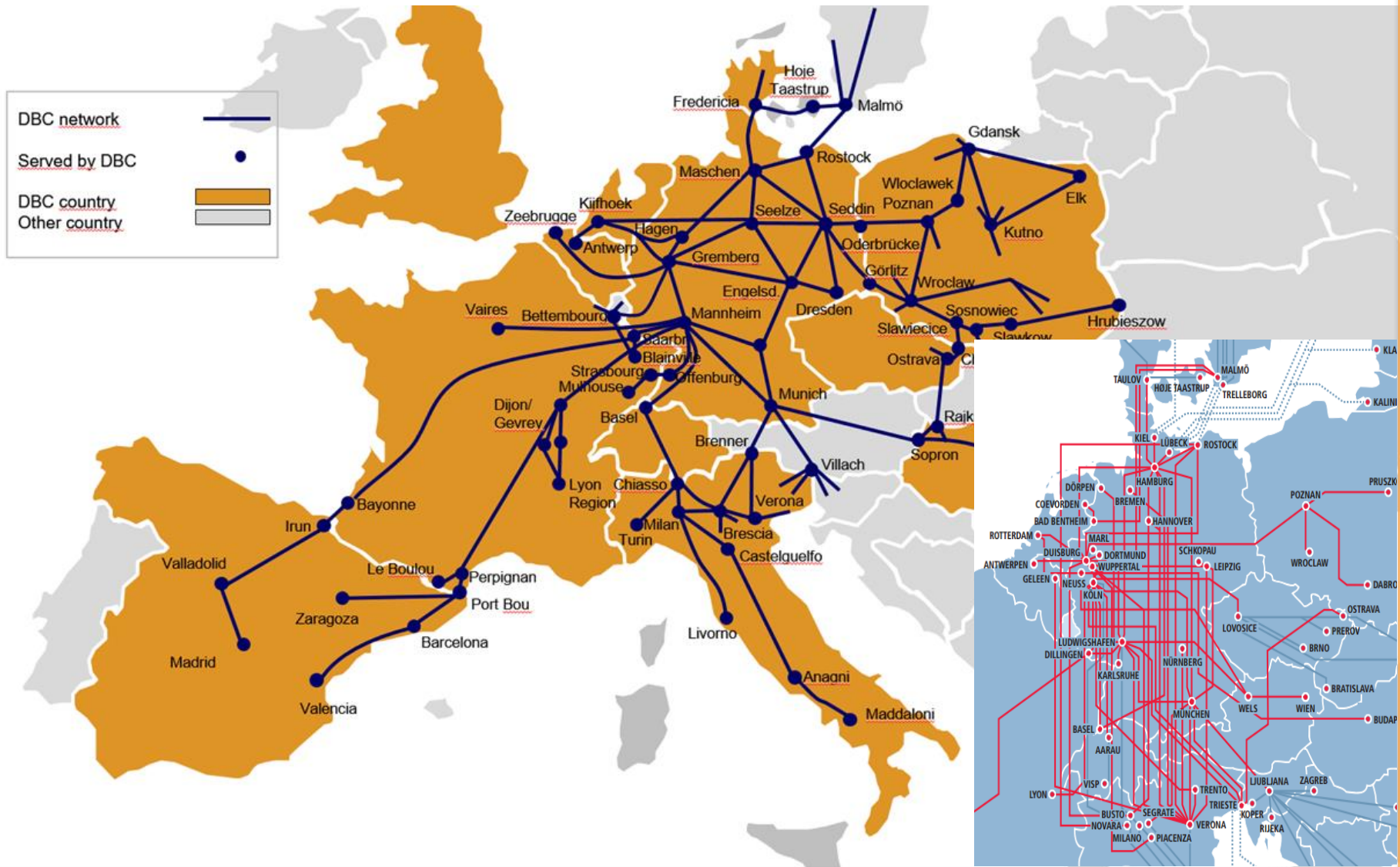
BLOCK TRAIN NETWORK OF CHINA

中欧班列在中国的分布



EUROPE BLOCK TRAIN NETWORK

德铁在欧洲班列服务网路



WUHAN BLOCK TRAIN

以武汉班列为例：



DOMESTICS BLOCK TRAIN FROM /TO WUHAN 武汉为中心国内运行班列

发站/到站 DEPARTURE/DESTINATION	运行时间 TRANSIT TIME	发车频次 FREQUENCY
深圳--武汉 SHENZHEN--WUHAN	23小时 23 HOURS	周一~周六 MON.~SAT.
东莞--武汉 DONGGUAN--WUHAN	23小时 23 HOURS	周一~周六 MON.~SAT.
武汉--大连 SHENZHEN--WUHAN	23小时 23 HOURS	周一~周六 MON.~SAT.
武汉--昆明 WUHAN-KUNMING	53.5小时 53.5HOURS	周一~周六 MON.~SAT.
武汉--广州 WUHAN-GUANGZHOU	23小时 23 HOURS	周一~周六 MON.~SAT.

DALIAN BLOCK TRAIN

以大连班列为例：



SHORT-SEA SHIPPING LINES FROM /TO DALIAN

大连为中心近洋运行航班

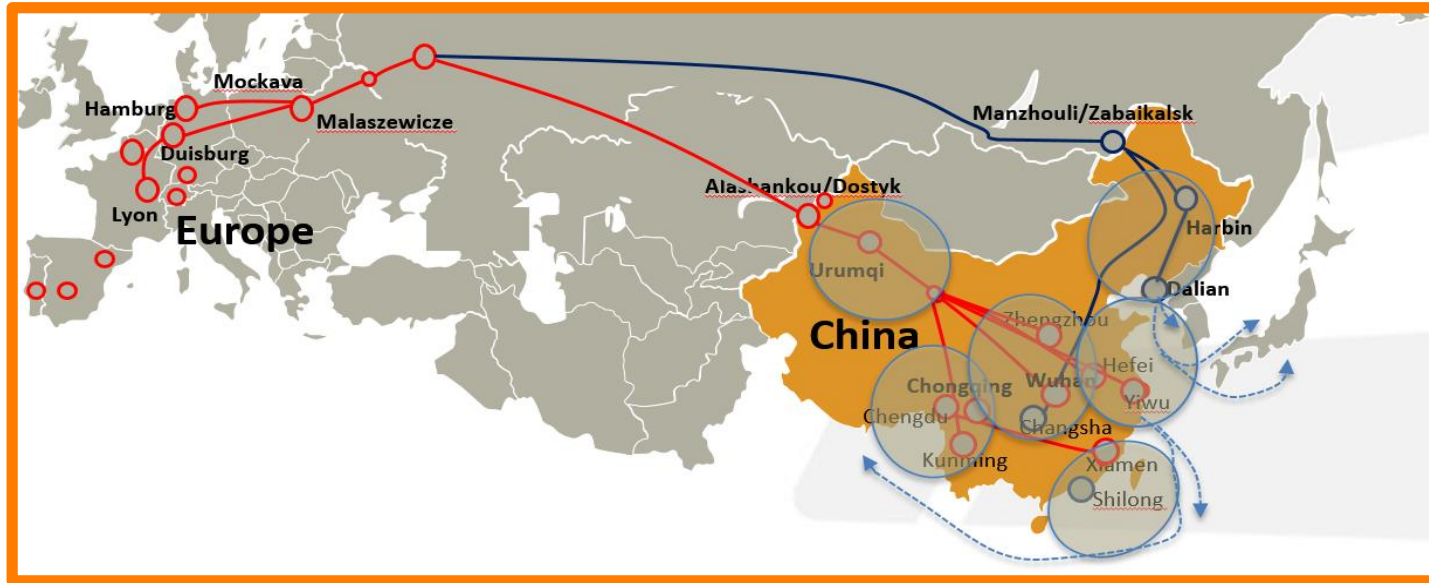
外贸近洋路线	主要挂港	班期频次（班/周）
NEAR-SEA SHIPPING LINE	BASIC PORTS	FREQUENCY
日本线	大阪、神户、东京、横滨、名古屋等	10班/周
JAPAN	Osaka, Kobe, Tokyo, Yokohama, Nagoya etc	10 Vessels/Week
韩国线	釜山、仁川、平泽等	10班/周
KOREA	Busan, Incheon, Pyeongtaek, etc.	10 Vessels/Week
东南亚	香港、新加坡、马尼拉、林查班等	12班/周
SOUTHEAST	HongKong, Singapore, Manila, Laem Chabang, etc.	12 Vessels/Week
台湾	高雄、基隆、台中	4班/周
TAIWAN	Kaohsiung, Keelung, Taichung	4 Vessels/Week

China-EU Block Trains "+" Network

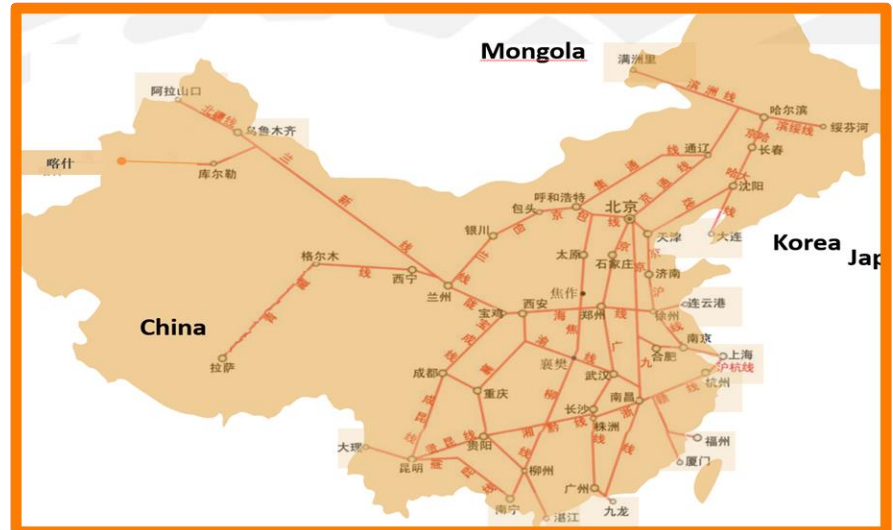
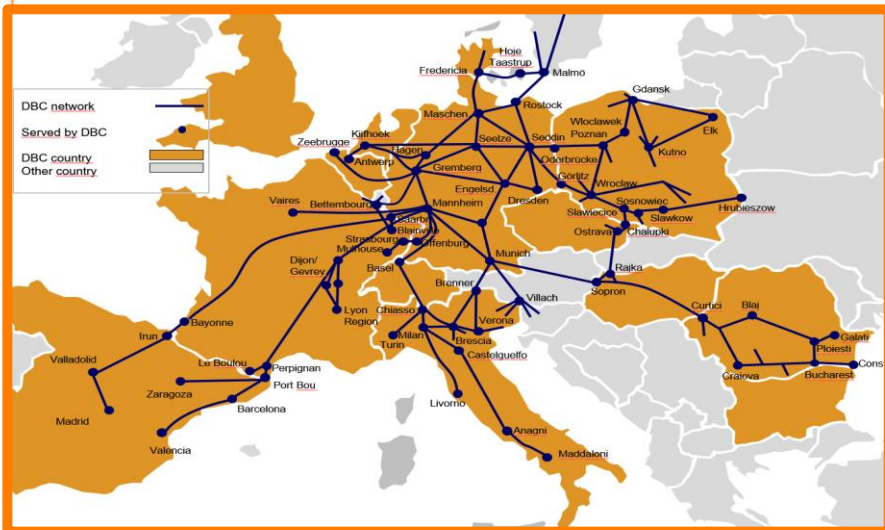
"+"中欧班列"+"



+



+



WHAT'S YOUR EXPECTATION ? 更关注中欧班列服务的那些方面？



What's your expectation?

- Additional Service 增值服务
- Transit Time 运行时间
- Safety 安全性
- Stable Schedule 稳定的班期
- Confidentiality
- Freight Rates 费率
- Track & Tracing 跟踪
- Environmental Protection 环保



WHY CHOOSE US

为什么选择我们



Cheaper than Air Faster
than Sea, “TRAINS +”
比空运更便宜比海运更
快的解决方案



Sea freight has high capital costs, is slow, and is only available for specially equipped ports. Air freight is expensive, low-capacity, and harms the environment.

- **Rail freight has high-capacity**
- **Reliable**
- **Environmentally friendly**
- **Covers long distances quickly**

Green
环 保



Protecting the environment is a responsibility we all share.

Our trains produce approximately

92% less CO2 emission

than air freight, and less than one-third of the emissions produced by road.

Reliable & Safe
更加稳定和安全



- Weather doesn't affect rail
- Weekends don't affect rail
- Rail doesn't stop
- Neither do we

With our custom security options and full-service support, you can be confident your freight will arrive

Safely & on Time



DEVELOPMENT TREND 未来发展趋势

TEL OFFERS INTELLIGENT TRANSPORT SOLUTIONS,
THAT MEET REQUIREMENTS OF THE INTERNATIONAL BUSINESS ON A GLOBAL SCALE

资源节省

技术更新

减排保绿

PROTECTING THE ENVIRONMENT IS A
RESPONSIBILITY 以绿色环保为主题，
有利于人类的长期发展

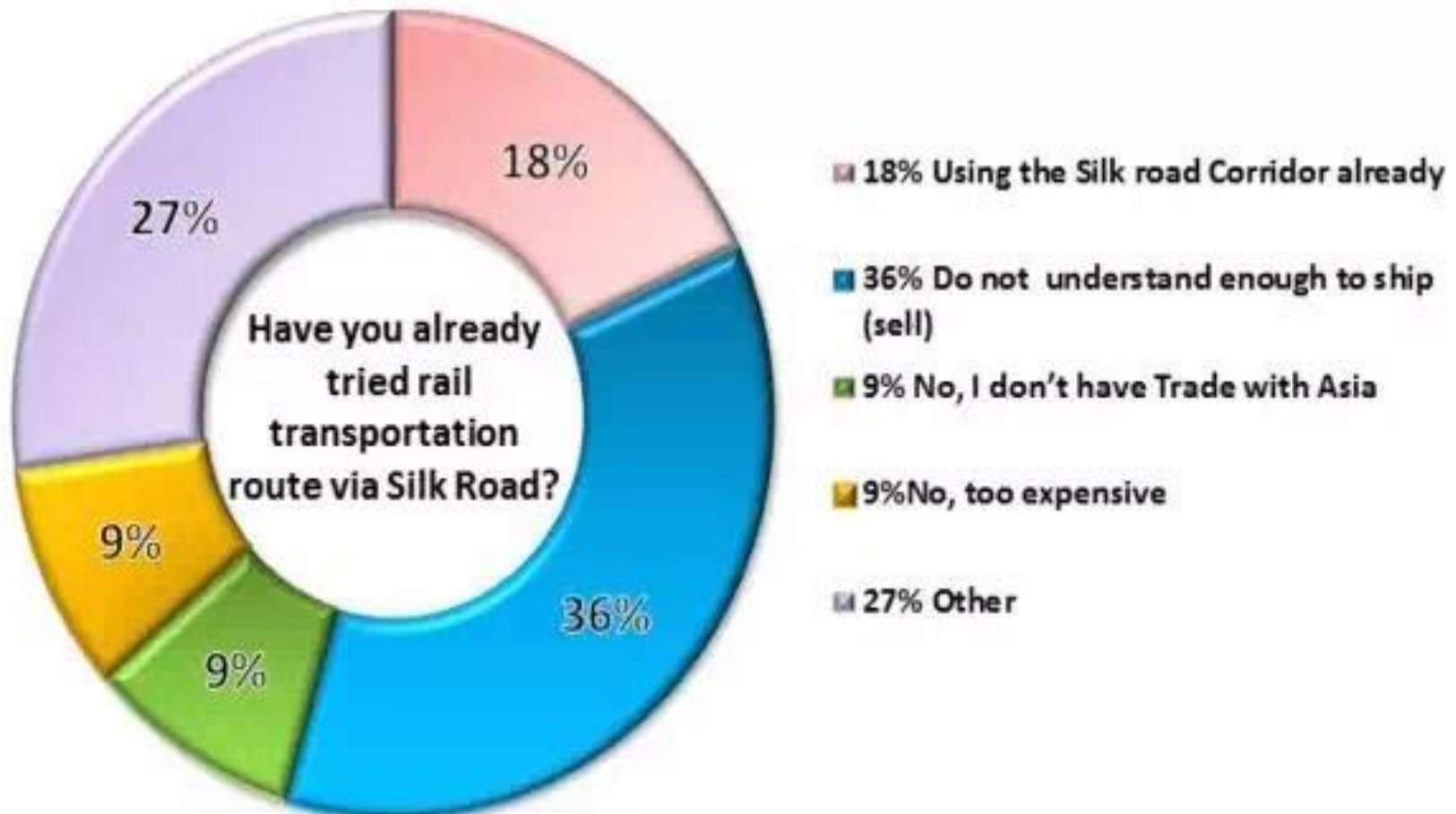
STABLE HIGH-QUANTITY SERVICE OF
BLOCK CN-EU BLOCK TRAIN
稳定的高质量中欧班列

RAIL SEA ROAD
+
CN-EU RAIL
+
RAIL SEA ROAD

RAILWAY “+” SERVICE
铁路 “+” 服务

- Standardized service 更加标准化的服务
- Short Transit Time 更短的运行时间
- Safety 更加安全
- Stable Schedule & more frequency 更稳定的班期和更高的发车频率
- Freight Rates 更低的费率
- Environmental Protection 更加环保

Have you already tried CN-EU block train 多少客户使用过中欧班列服务



MORE EASTBOUND TRAINS

回程货物开发



Easbound&Westbound
去回程比例

1/3-1/2

Eastbound cargo
正在使用中欧回程
班列的客户

BMW, AUDI, FORD,VW,VOVOL,
Land Rover, ABB,3M,BASF...
各类汽车品牌及高端化工品

Potentials
未来货量:

E-commerce
电商货物的发展
配合各地“欧洲城”建立



THANK YOU !

Dong Wanxu 董万旭

General Manager China
Trans Eurasia Logistics GmbH (TEL)
TEL 中国区总经理

Cell: +86 137 0139 9269
Mail: dong.wanxu@trans-eurasia-logistics.com

2016.06