




Trans Eurasia Logistics

new sustainable transport solutions between Asia and Europe






Trans Eurasia Logistics GmbH
 Andre Hempel, Head of Sales / Marketing
 Prague, 15 September 2011



Trans Eurasia Logistics

a joint venture between RZD (Russian Railways) and DB AG

- 30% DB AG  Mobility Networks Logistics
- 10% Polzug
- 10% Kombiverkehr

- 30% RZD  Российские железные дороги
- 20% Trans Container

50% 50%

Trans Eurasia Logistics GmbH
 Founded in March 2008

Offices:
 Berlin
 Moscow
 Peking

targets

organisation and sales of mobility solutions
 for cargo traffic between Europe, Russia/CIS and Asia

roles

product designer and
 operator for international cargo traffic

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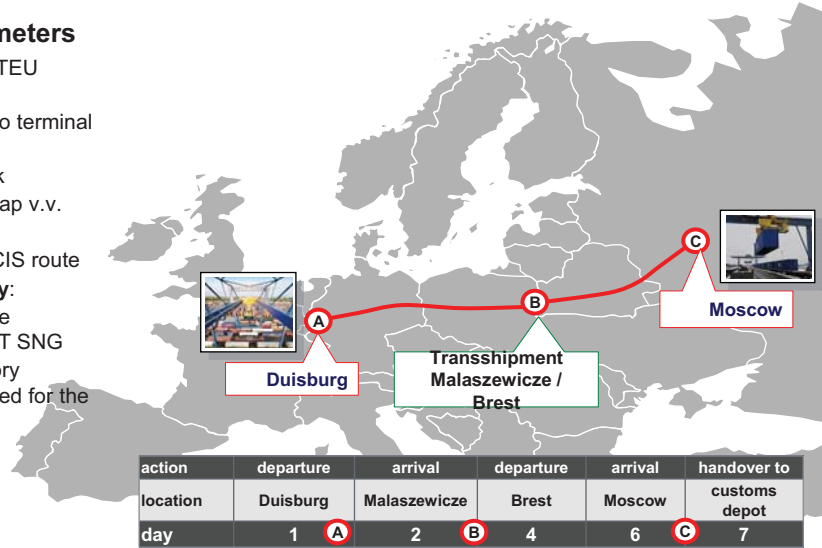
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best practice: "Moscovite" Duisburg – Moscow



Product parameters

- **Block train:** 80 TEU
- **Transit time:** 7 days terminal to terminal
- **Frequency:** 2 trains per week
- **Route:** as per map v.v.
- **Security:** surveillance on CIS route
- **Transport Safety:** Depending on the type of goods (ET SNG code) a mandatory surcharge is raised for the CIS route



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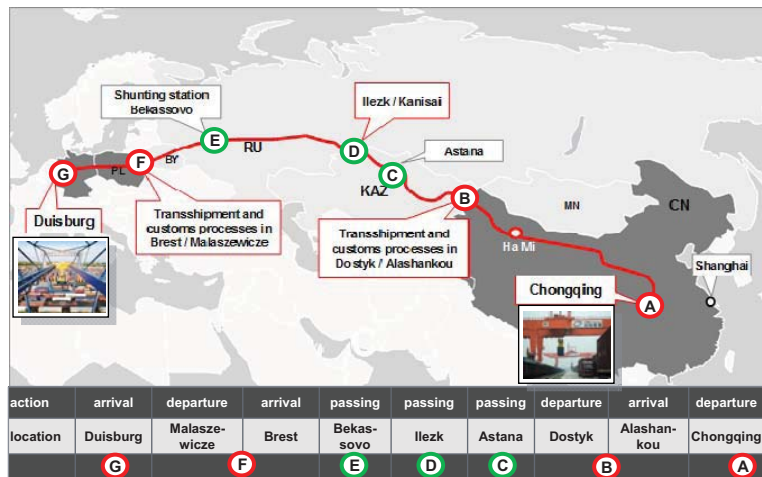
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best practice: "New Silk Road" Chongqing – Duisburg



Product parameters

- **Block train:** 80 to 100 TEU
- **Transit time:** 16 days terminal to terminal
- **Frequency:** weekly trains
- **Route:** as per map
- **Security:** surveillance on CIS route
- **Transport Safety:** Depending on the type of goods (ET SNG code) a mandatory surcharge is raised for the CIS route



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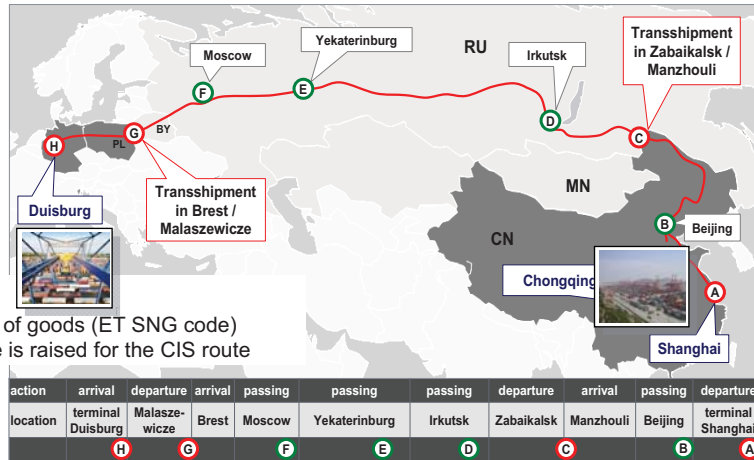
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next step: "Tiger-Train" Shanghai – Duisburg



Product parameters

- **Block train:**
80 to 100 TEU
- **Transit time:** 18 days
terminal to terminal
- **Frequency:**
weekly trains
- **Route:** as per map
- **Security:**
surveillance on
CIS route
- **Transport Safety:**

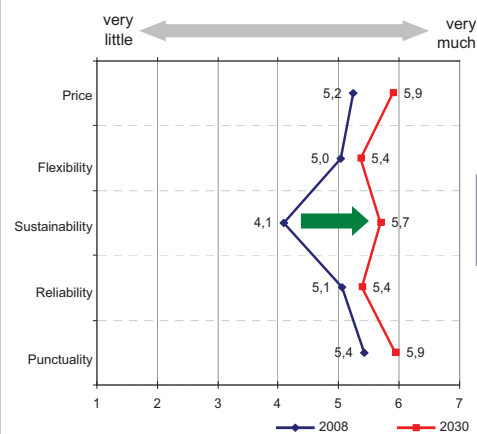


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Sustainability will become more important as a differentiation criterion for customers of transport- and logistics companies



Importance for the demand of transport and logistic services



Up to 2008 sustainability was graded as less important compared to other factors like e.g. price or flexibility

Future decisions will be influenced by the additional factor sustainability

Following challenges will show up:

- Actual emissions avoidance (CO₂, nitrogen oxide, noise)
- Requirement to measure & track these emissions for every transport mode

Source: Own survey of DB AG within own customer base in Transport and Logistics, n=55; Marketing Department – Eco Program

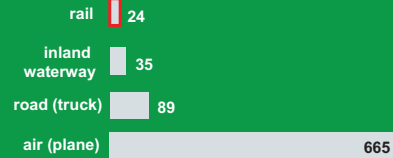
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Rail is the optimum solution to manage rising climate change challenges



Example Green Logistics

Freight transport:
emissions in grams CO₂ per ton kilometer



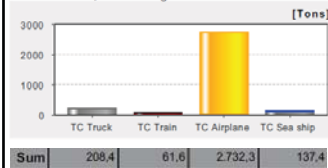
Source: Environmental Performance 2008, Schenker AG

Examples based on 100 TEU / average goods in containers

© EcoTransIT.org

Duisburg - Moscow

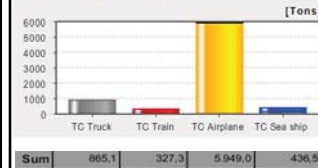
Carbon dioxide
Greenhouse Gas, climate changes



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Chongqing - Duisburg

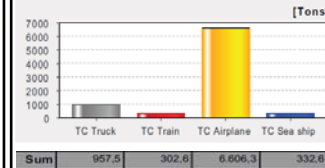
Carbon dioxide
Greenhouse Gas, climate changes



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Shanghai - Duisburg

Carbon dioxide
Greenhouse Gas, climate changes



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Business success in these markets is subject to complex influences



Focus rates / tariffs

- Benchmark Road, Air and Sea
- Stable, consistent and long-term conditions
- Adaptation to market developments (30ft containers, dangerous goods)

Focus Customs

- Simplification and Harmonization of Customs process
- Policy support for these processes of change

Complexity

Focus cargo law

- Simplification and harmonization of rail freight law
- Creation and adaptation of IT systems to new systems of law

Focus Quality

- Development of standardized quality systems
- Development of modern terminal facilities with a focus on growth (capacities & range of services)

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Customer's benefit

- ❖ Regular rail service
- ❖ Fixed terminal-to-terminal transit time
- ❖ Guaranteed availability of platform wagons at the borders
- ❖ Heavy goods up to 31 tons (gross) per container, dangerous goods and high-value goods
- ❖ High-cube and pallet-wide containers available
- ❖ GPS on trains ensures constant overview of movement of trains during the journey
- ❖ 95% less emission of CO₂ than air freight - pioneer in Green Logistics
- ❖ Pilot customers for using uniform freight document (CIM/SMGS)

Many thanks for your interest !

