



## Asian Intermodal Solutions



Corporate  
figures



**647**  
MILLION  
EUROS

*subject to final  
audit validation*



**6.270**  
STAFF



**71** OWN &  
**10** ON PREMISE  
LOCATIONS IN  
**17** COUNTRIES



MORE THAN  
**980.000 M<sup>2</sup>**  
WAREHOUSE



**1.460**  
TRUCKS  
**3.050**  
TRAILERS



**92**  
IT FTE



YEARLY  
**23 MIO KM**  
BY TRAIN



PMI & BPI  
**30 FTE**



**400**  
SAFEBOXES



**900**  
ISOTANKS







NEW SILKWAY LOGISTICS



## NEW SILK WAY LOGISTICS

### Agenda

- NSWL introduction
- NSWL Services
- NSWL Equipment
- NSWL Routing
- NSWL China office
- Commodities/ Embargo list
- T & T, TMC



## NEW SILK WAY LOGISTICS

### Introduction

NEW SILK WAY LOGISTICS → joint venture between:



Common values:

- 100% family owned companies
- Asset based
- Focus on Sustainability, Reliability and long term relationships
- Entrepreneurial spirit



## NEW SILK WAY LOGISTICS

### *Business*

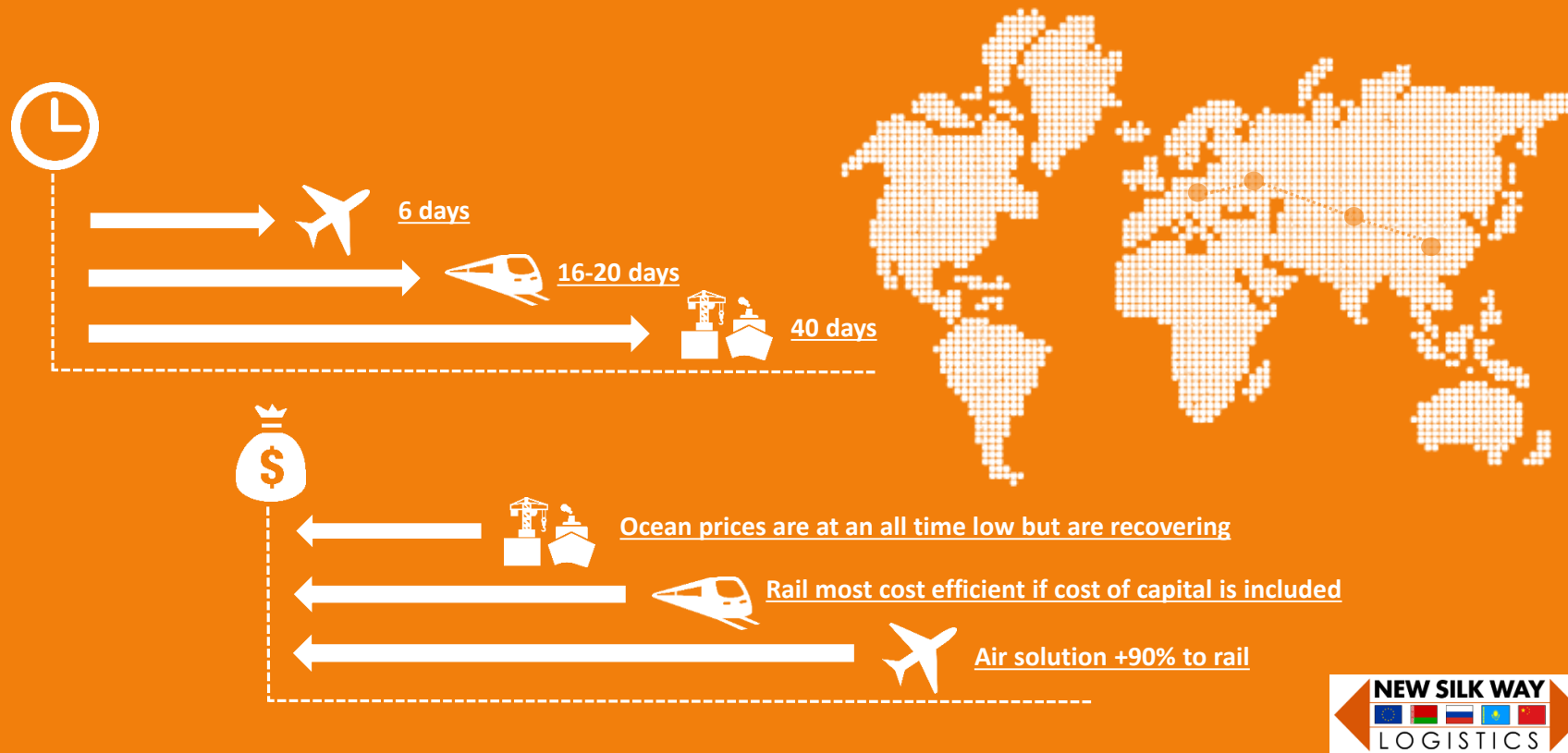
#### The Intermodal Rail Solution

- East-bound Rail Traffic → Europe – China
- West-bound Rail Traffic → China – Europe
- Pre – On carriage service
- Customs clearance China / Europe
- **Fixed commitment:** Standard 45ft Reefer equipment -25 / +25 °C
- 45 ft. HC / 40ft / 20ft Dry containers (in pairs)
- Fuel management
- 24/7 monitoring (2-way)
- Track & Trace for dry containers



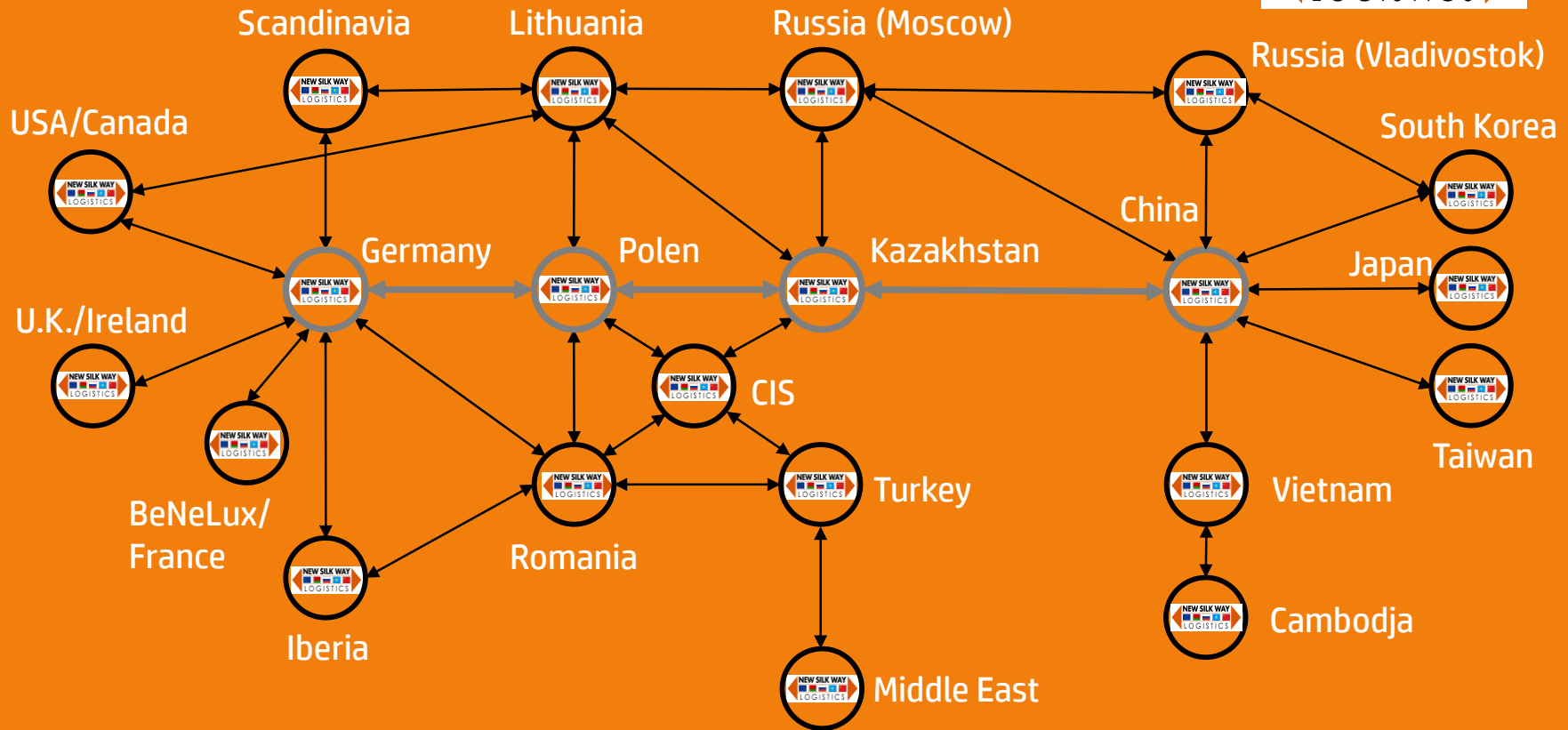


## NEW SILKWAY LOGISTICS

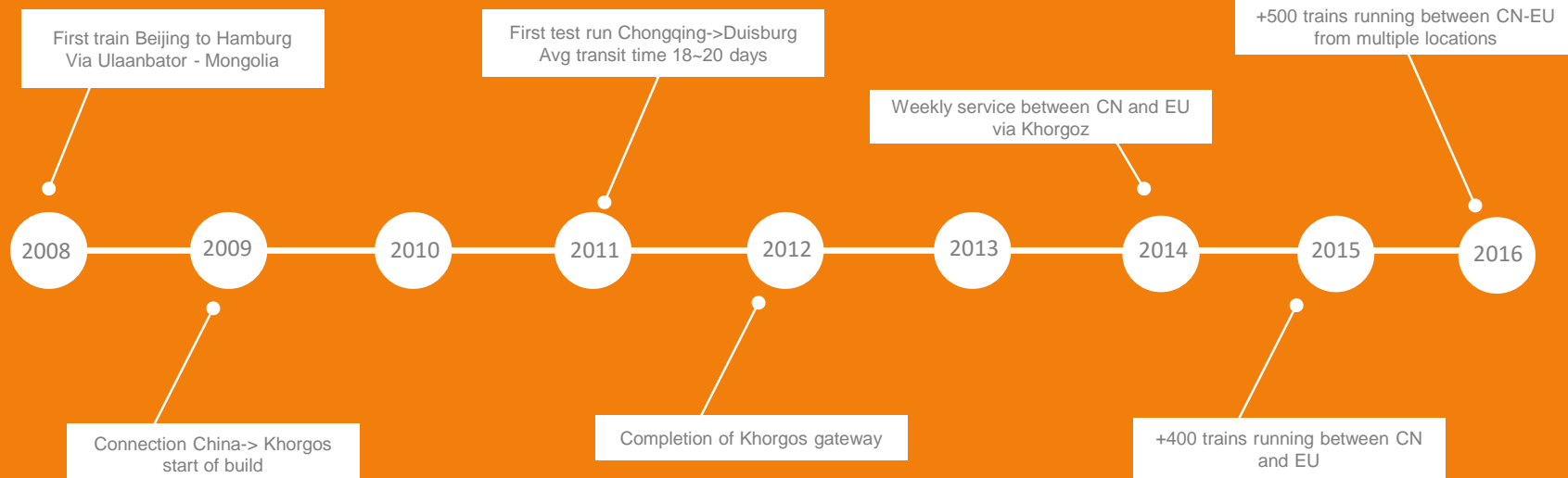




# “ONE BELT, ONE ROAD”



## History EURASIAN Landbridge



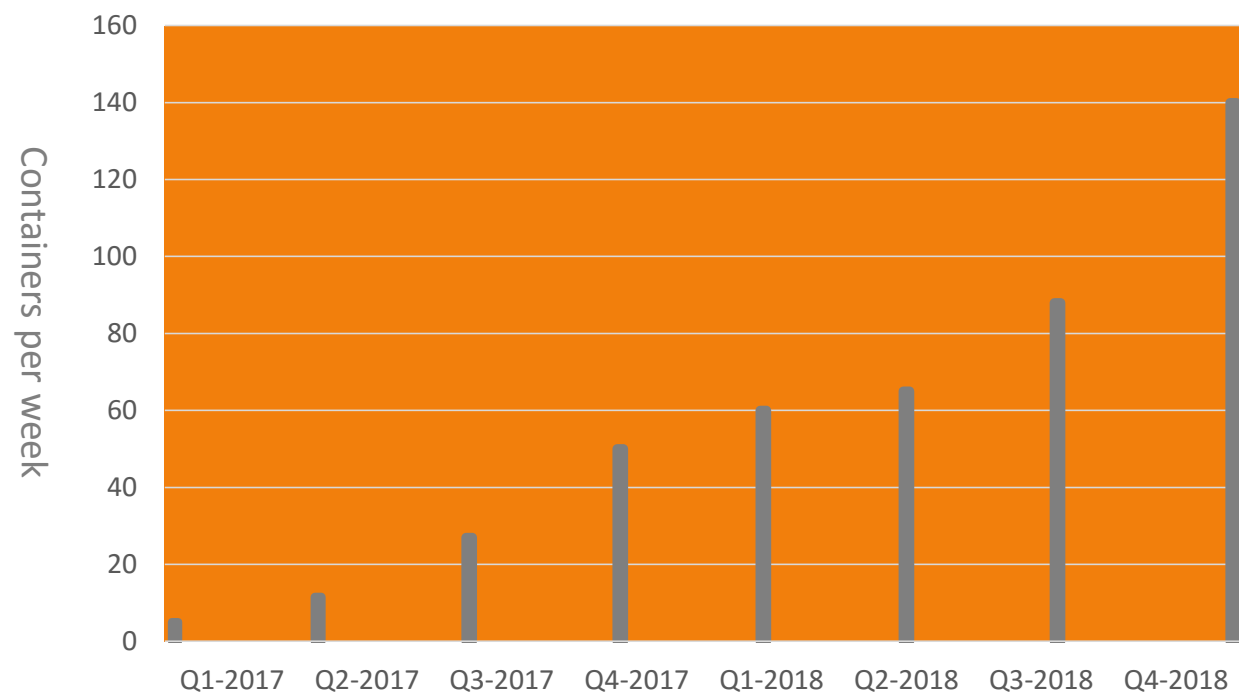
# INTERMODAL NETWORK "E-RAIL"

— Rail  
 ..... Road  
 - - - Short Sea

## Reefer service locations:

- Chongqing
- Wuhan
- Chengdu
- Alashankou
- Lianyungang
- Shanghai
- Dostyk
- Khorgos
- Astana
- Aktobe
- Karaganda
- Samara
- Moscow
- Brest
- Malaszewicze
- Lodz
- Nürnberg
- Duisburg



**E-RAIL ASIA**Actual volumes & forecast**ACTUAL VOLUMES & FORECAST**

## NEW SILK WAY LOGISTICS

- Partner China → NSWL China
- Own offices in China
- Customs clearance China
- Truck transport Domestic and International
- Warehouses China
- Documentation handling
- Pre - On carriage (B & NB)
- Counseling role
- Contact with consignee





## Green Coldchain Solution

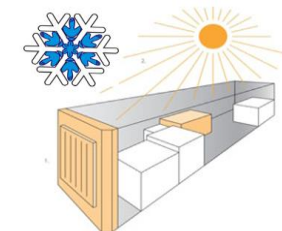
- One Belt- One Road – One Hand – One Road
- House-House concept (21 days)
- Fully owned new RF equipment
- Carbon-free RF Fuel
- Own blocktrain

Maintenance and refuelling (partnering) at fixed stops

100% controlled tracing-tracking-monitoring – aiming for Tapa A certification with remote lock and unlocking of container

Commodities: Pharma-Chemicals(non ADR)

- HighTech-Automotive-Agro-Food and temperature controlled



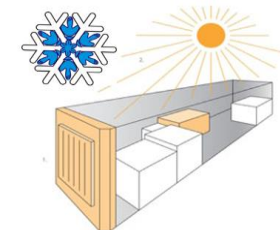


### Equipment: (dry-standard)

- 20 FT/ 40FT Standard container
- 40 FT High Cube container
- 45 FT High Cube PW container

### Equipment: (temp-controlled/security)

- 45 FT HC PW container
  - Energy-saving Diesel/Electric solution
  - Built-in temperature control system
  - 800 liters diesel tank
  - Built-in enhanced security technology
  - GPRS monitoring & 2way communication
  - Max P weight 22/23 tons





## NEW SILK WAY LOGISTICS



## NEW SILK WAY LOGISTICS

### Secure Cargo transfer



DESIGN	SCOPE
Light-weight High isolated GDP approved	+500 units available in network
Remote locking Geo-fencing	Ability to increase higher TAPA level
Network response to deviations	Trained staff Continuous status check
TMC AMIC	Temp follow-up Break down service 2W communication

### TMC

- Transport Monitoring Centre
- Located in Romania
- 60 FTE
- 24/7 follow-up
- 2 Way communication with container
- Reefer status-communication
- Remote Locking



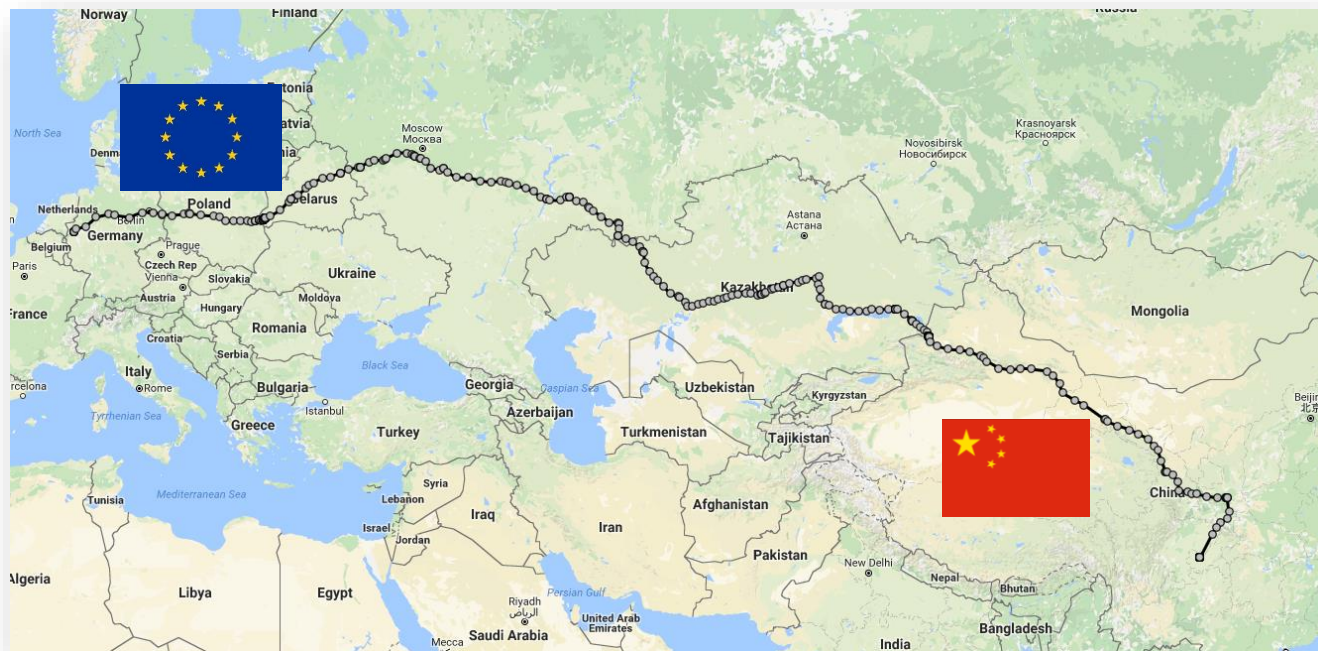
## MULTI-INDUSTRY RAILWAY CORRIDOR



- Special temp controlled equipment
- 24/7 monitoring by control tower
- Intervention & Contingency plan on E2E route



## INTERMODAL MONITORING SET-UP: E-2-E MONITORING



## NEW SILKWAY LOGISTICS

### What is monitored?



#### Routing

- Activate alarm system
- Pre-defined routes
- De-tours
- The security triangle
- Follow-up of stops



#### Signals

- Strength of GPRS signals
- GPRS Unit
- Email signal



#### Batteries

- Battery status alarm
- Power down alarm



#### Reefer status

- Position
- Setpoint
- Defrost sessions
- Operating modus
- Temp evolution
- Door status
- Power type (diesel / electric)
- Temperature deviations



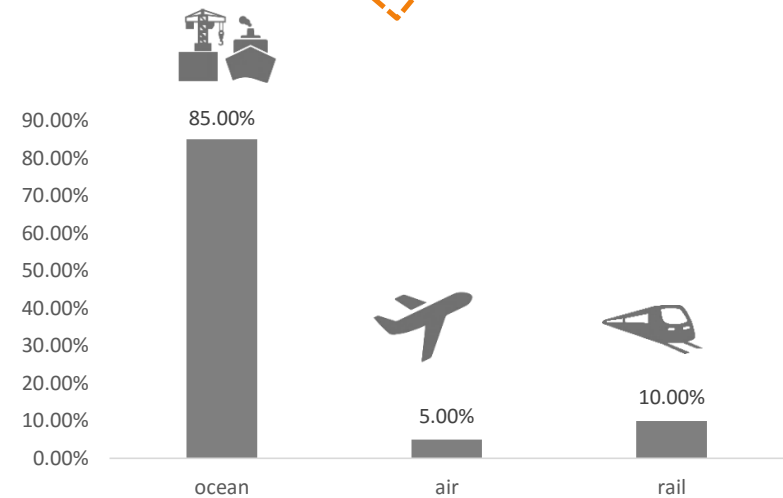
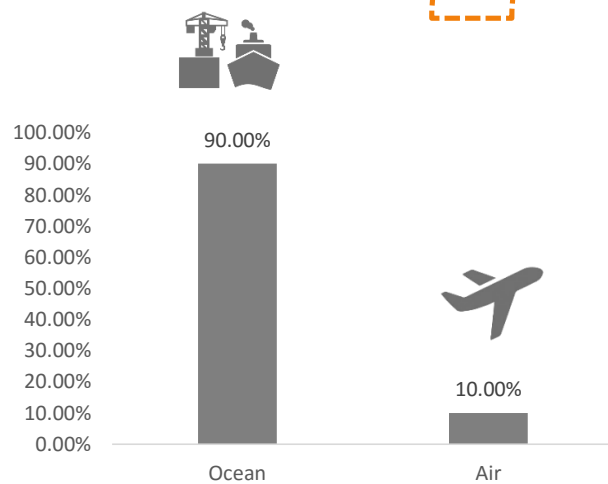
#### Break-down / Deviations

- Full break down service EU
- Response break-down <4hrs
- Devious situations:



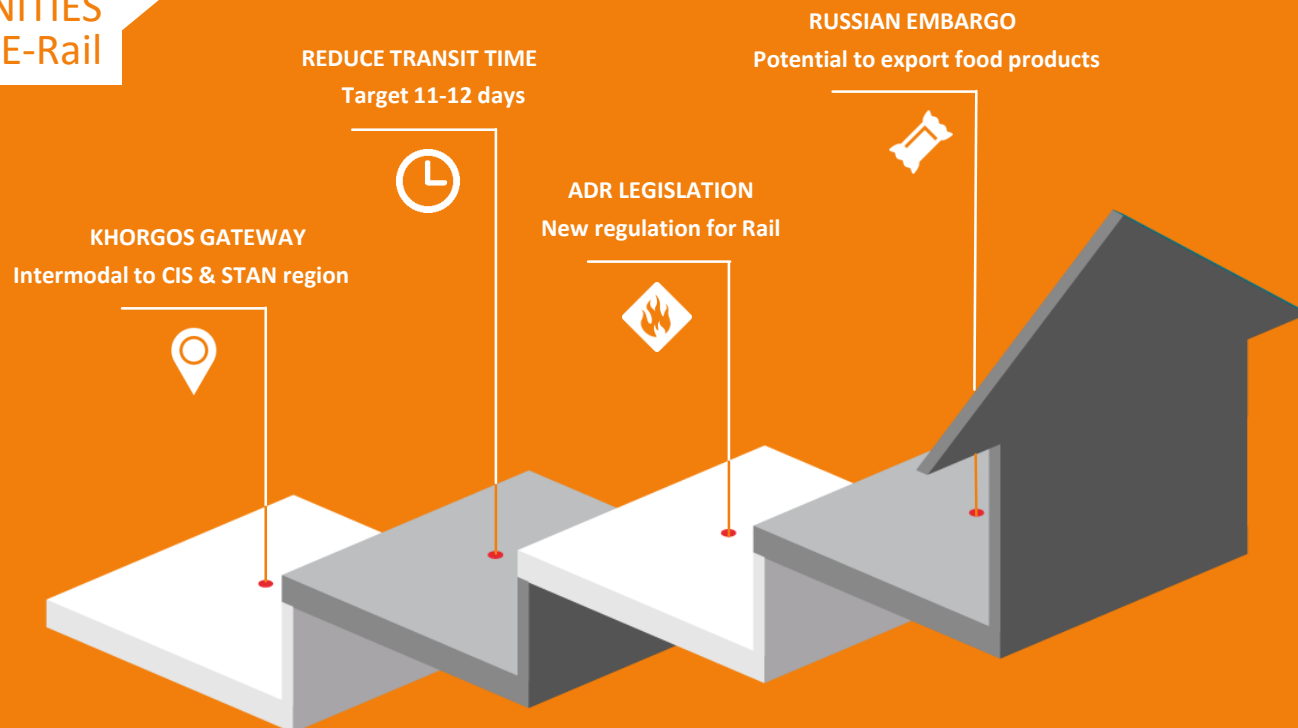
Name	Timestamp	Setpoint °C	Return Air 1 °C	Ambient °C	Battery V	Fuel %
PVDU3800809	2016.12.12 08:28:11	12	11.9	-12.8	14	24
PVDU3800809	2016.12.12 07:27:00	12	11.9	-13.1	14.1	24
PVDU3800809	2016.12.12 06:25:49	12	12.1	-13.3	14	24
PVDU3800809	2016.12.12 05:24:38	12	12.2	-11.8	14.2	24
PVDU3800809	2016.12.12 04:23:27	12	11.9	-18.2	14.1	25
PVDU3800809	2016.12.12 03:22:16	12	11.8	-20.7	14.2	25
PVDU3800809	2016.12.12 02:21:02	12	12.1	-21.5	14.2	26
PVDU3800809	2016.12.12 01:19:19	12	11.9	-16.9	14.2	26
PVDU3800809	2016.12.12 00:18:08	12	11.9	-16.9	14.2	26
PVDU3800809	2016.12.11 23:16:56	12	12.1	-15.7	14.2	27
PVDU3800809	2016.12.11 22:15:45	12	11.8	-15.8	14.2	27
PVDU3800809	2016.12.11 21:14:33	12	11.9	-13.1	14.2	27
PVDU3800809	2016.12.11 20:12:49	12	11.9	-13.2	14.2	28
PVDU3800809	2016.12.11 19:11:37	12	11.8	-14.9	14.2	28
PVDU3800809	2016.12.11 18:10:27	12	11.9	-8.6	14.1	28
PVDU3800809	2016.12.11 17:09:16	12	11.8	-9.2	14.1	29
PVDU3800809	2016.12.11 16:08:05	12	12.2	-7.8	14.1	29
PVDU3800809	2016.12.11 15:06:55	12	12.3	-10.7	14.2	29
PVDU3800809	2016.12.11 14:05:42	12	11.9	-11.8	14.2	30
PVDU3800809	2016.12.11 13:04:32	12	11.9	-9.2	14.1	30
PVDU3800809	2016.12.11 12:03:22	12	12.3	-5.1	14.1	30
PVDU3800809	2016.12.11 11:01:39	12	12.2	-6.2	14.1	31

## CHANGING MARKET



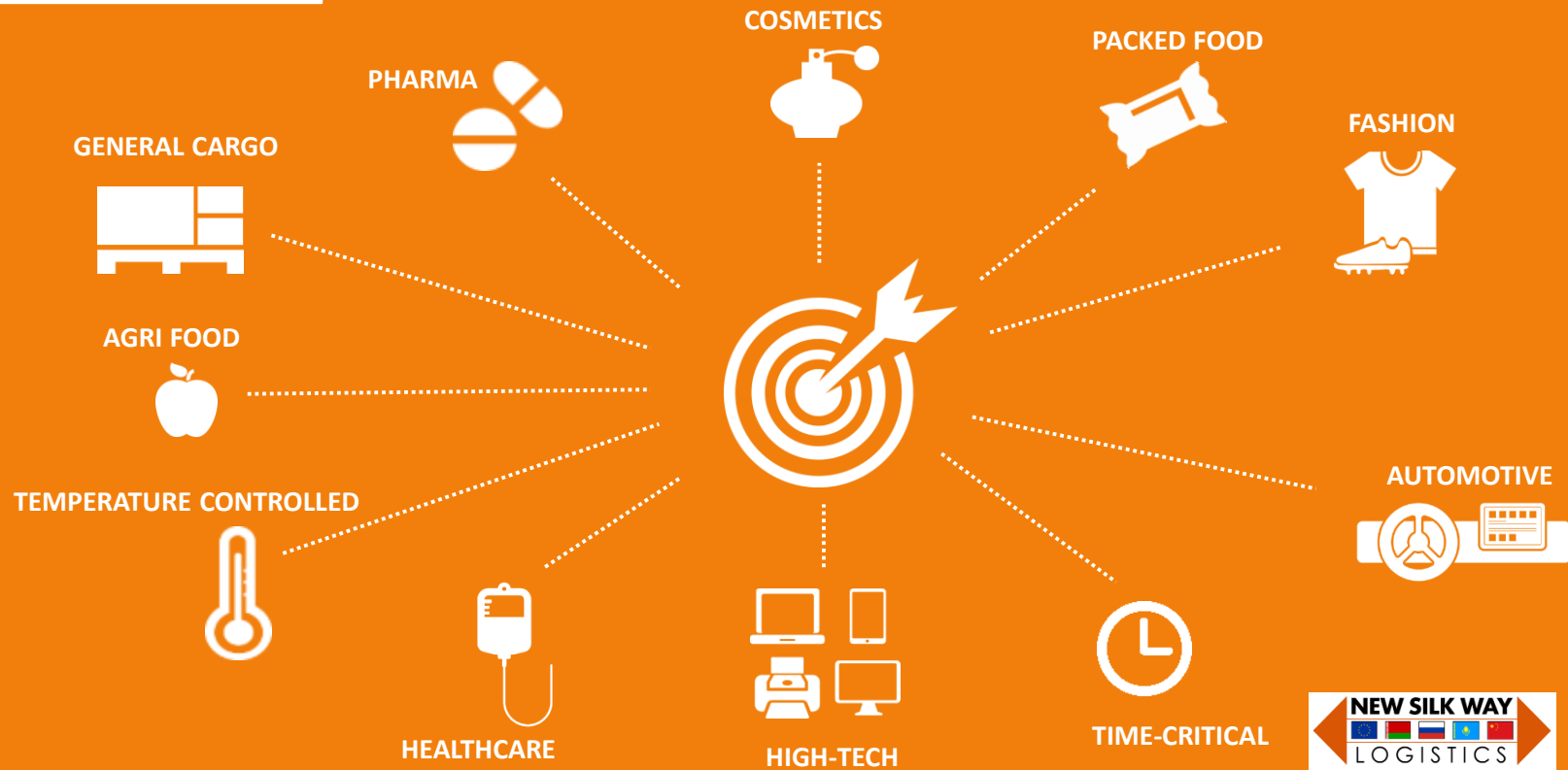


## OPPORTUNITIES E-Rail



## NEW SILKWAY LOGISTICS

### Commodities



## NEW SILKWAY LOGISTICS

*Prohibited*

HS Codes: Russian Embargo

ADR → Chinese regulation

HSCODE	Cargo<*>,<***>
0201	Fresh beef
0202	Frozen beef
0203	Fresh & Frozen pork
0207	Fresh & Frozen poultry meat & slaughter by products
0210中的<*>	Bacon , ham , dried meat, salt water ham
0301中的<*>	Fresh fish
0302,0303,0304,0305,0306,0307中<*> , 0308	Fish and shellfish, mollush, Other aquatic invertebrates
0401 <*>中、 0402 <*>中、 0403 <*>中、 0404 <*>中、 0405 <*>中、 0406	Milk and related products
0701 ( 0701100000除外 ) 070200000 0703 ( 0703101100除外 ) 0704 0705 0706 070700 0708、 0709、 0710、 0711 0712 ( 0712901100除外 ) 0713 ( 0713101000除外 ) 0714	Vegetables, tap roots & tuber crops
0801、 0802、 0803、 0804 0805、 0806 0807、 0808 0809、 0810、 0811、 0813	Fruit & Nuts
160100	Sausage & relative products with meat, slaughter by products and blood ; other products which is made by meat, slaughter by products and blood
1901 90 1100中<*> 1901 90 9100中<*> 2106 90 9200中<*> 2106 90 9804中<*> 2106 90 9805中<*> 2106 90 9809中<*> 1901 90 9900中<*>	Edible product & finished product
	Edible product & finished product which include 1.5% or more cheese
UN / ADR	Hazardous items



NEW SILK WAY LOGISTICS

