



中国海运（西班牙）代理有限公司
CHINA SHIPPING (SPAIN) AGENCY, S.L.

Shipping Companies and Logistic Solutions

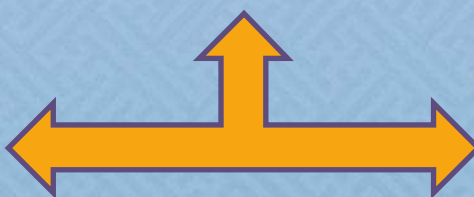
By Albert Oñate

Barcelona, 3rd of November 2.010

Parts of the presentation :

1. Intermodality and shipping companies
2. Needs for a smooth operation
3. Next steps to be done

1. Intermodality and Shipping Companies



1. Intermodality for Shipping companies



1. Intermodality for Shipping companies



CSCL/CSSA
Rail services
from Valencia
port

1. Intermodality for Shipping companies



CSCL/CSSA
Rail services
from
Barcelona
port

1. Intermodality for Shipping companies

Map or rail services in P.R. China



1. Intermodality for Shipping companies

China Railway Network



Around 86.000 kms of railway, 7.000 kms of high speed train. In two years 110.000 kms in total and 13.000 kms of high speed



Ambitious plan to deploy links in Asia for passengers and cargo transportation.

1. Intermodality for Shipping companies

Rail service connecting Central Asia started april 2008



Requirements of cargo canvassing for non-base ports

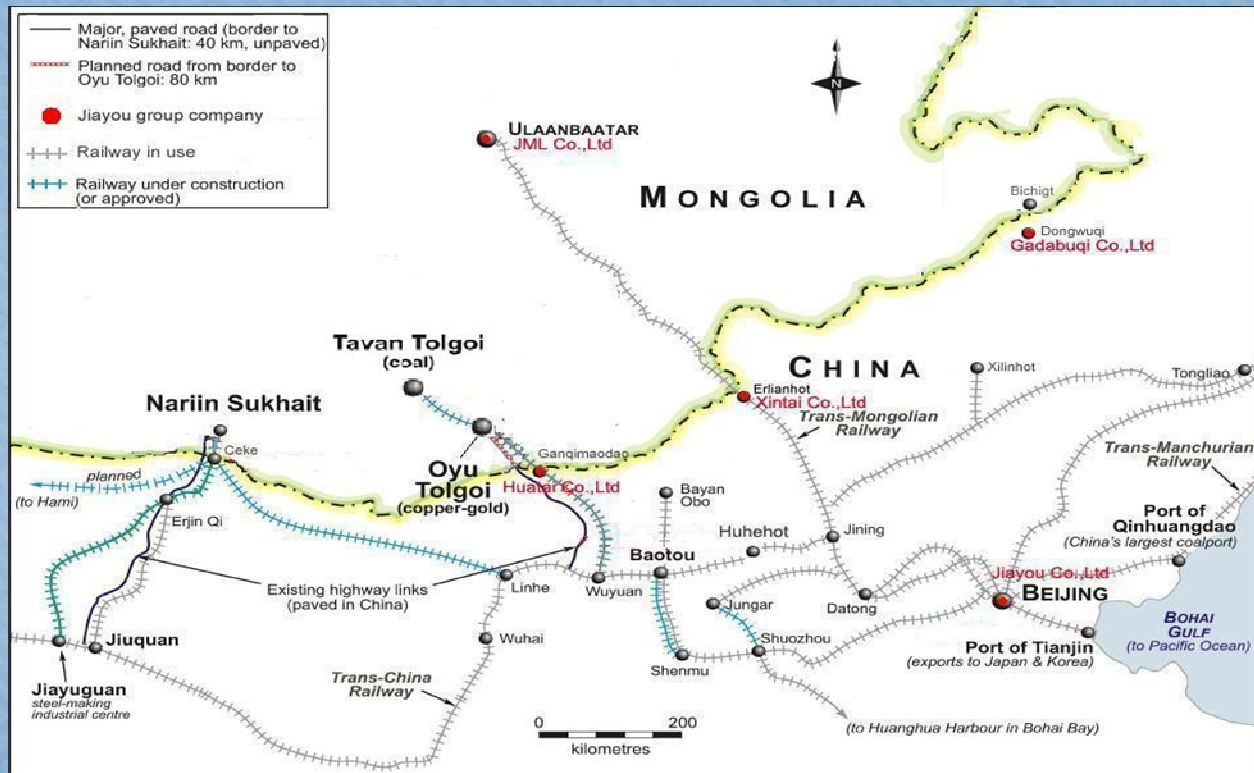


ALL STATIONS IN CENTRAL ASIA:

Sukhara	Chukchuy	Alatau
Aksaike	Ablaq	Alaoba
Andijan	Dahlaik	Artau
Margilan	Bakhtak	Karaganda
Gergal	Almatin	Gantpalatrak
Raxitan	Omh	Taldikorgan
Kaldr	Gushanba	Kolsharau
Urgench	Kispend	Zashba
Tinchik	Zhelezoglan	Koktarauy
Karakh	Chimkare	Zhura-aul
Ulugbak	Almaty	Zhary-au
Toypaga	Astana	
Tashkara	Pavlodar	

1. Intermodality for Shipping companies

Rail service connecting Tianjin and Mongolia started dec 2008



1. Intermodality for Shipping companies

Rail service Test project number 1

Lian Yungang - A'Lashankou - Kazakhstan – Moscow (final station)

Total distance 7.739 kms., 20days in transit.

Designed for Japan/Korea high-end market

1. Intermodality for Shipping companies

Rail service Test project number 2

Dalian/Yingkou - Manzhouli – Warsaw / Budapest /Vienna

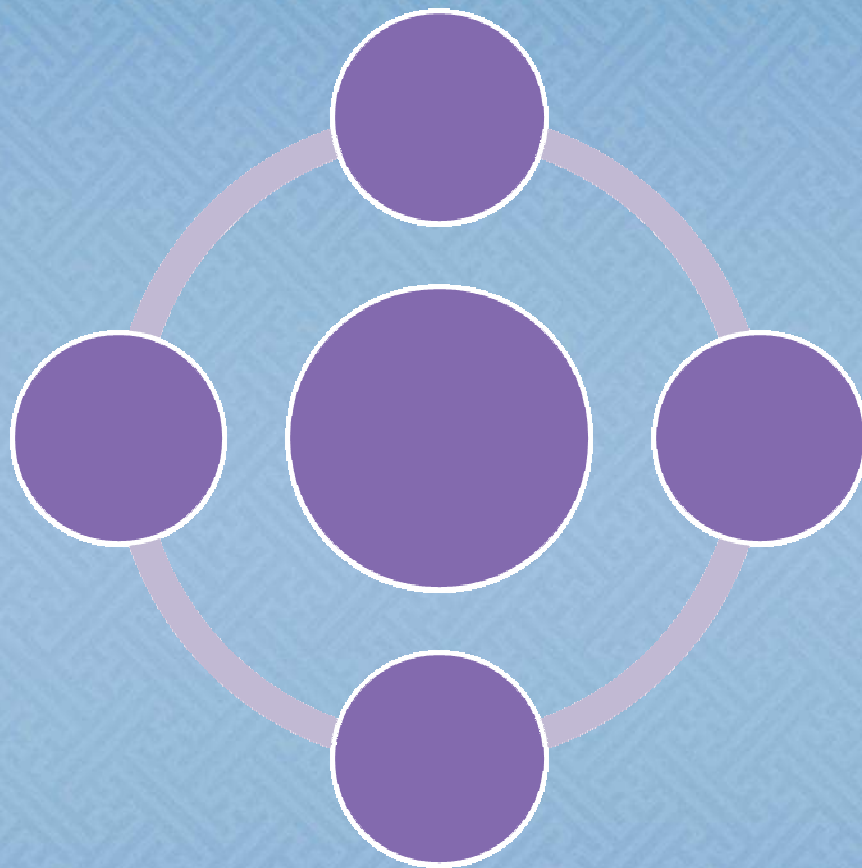
In negotiations with Russia Railway Transcontainer and Asia Europe Landbridge Company

1. Intermodality for Shipping companies

China Shipping Container Lines participated in 1st train Beijing/Hamburg on January, 2008.
Total distance was 9.800 kms, crossed six Countries: P.R.China, Mongolia, Russia, Belarus, Poland and Germany.



2. Needs for a smooth operation



2. Needs for a smooth operation

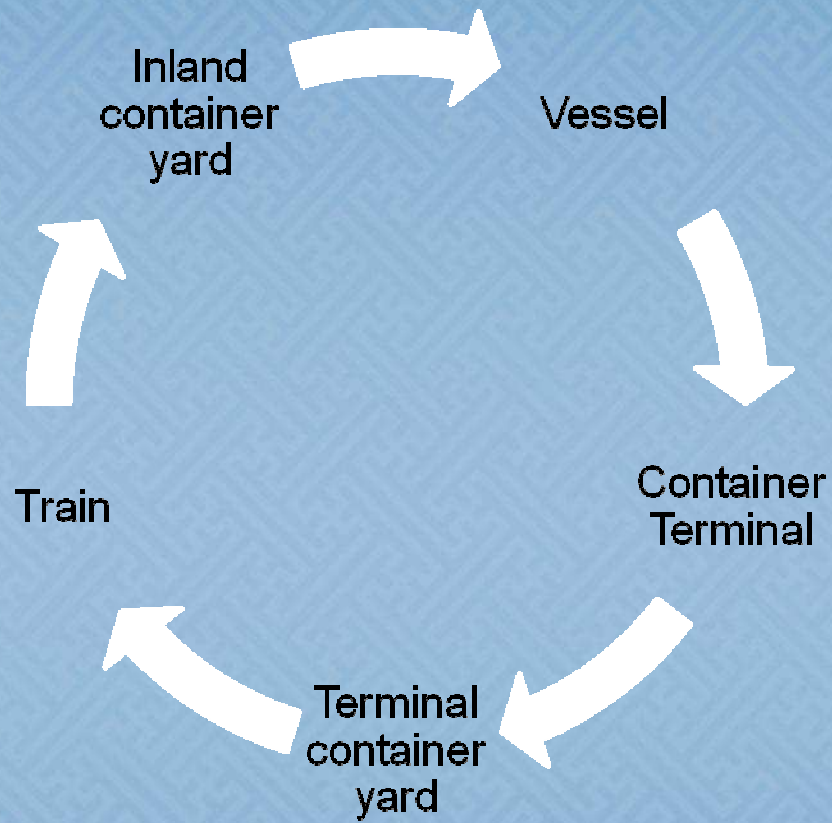
Sizes of vessel
are bigger and
bigger



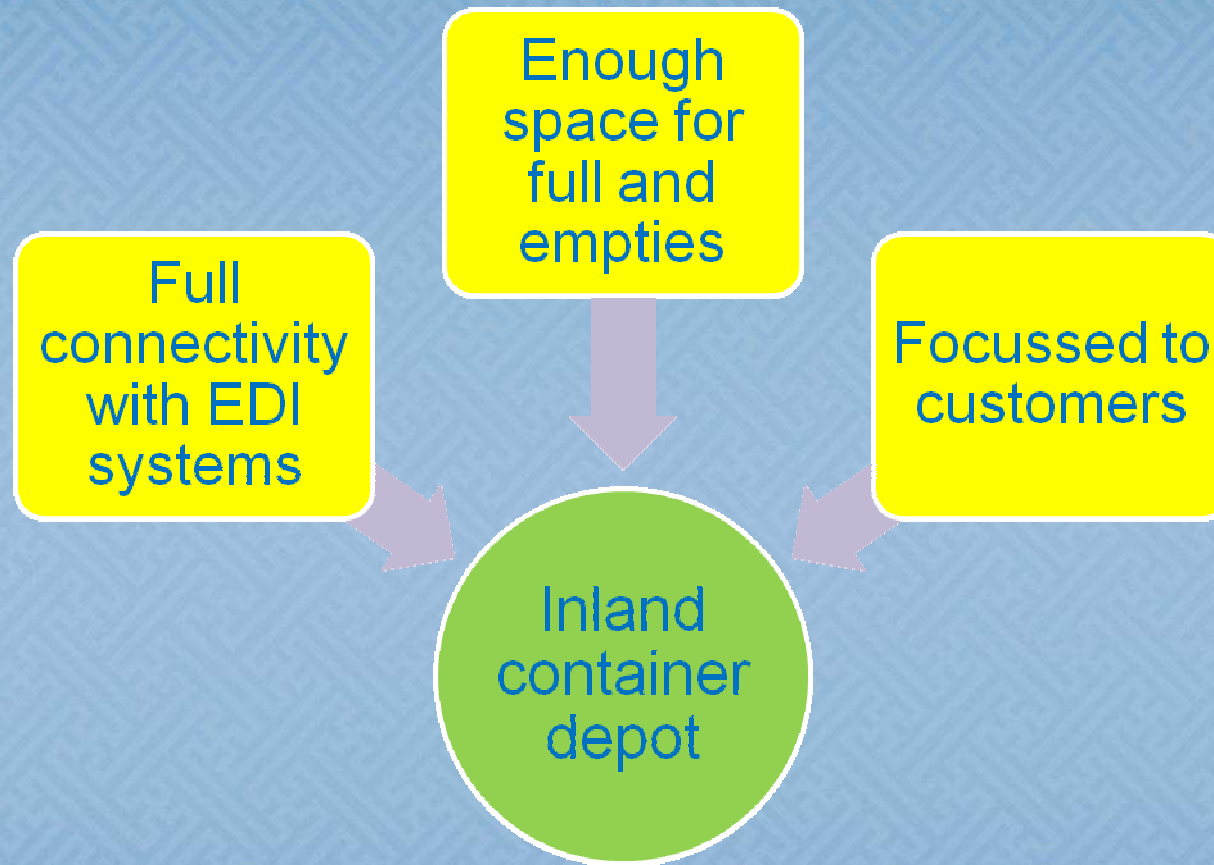
Cscl Star – 14.000 teus vessel – will launched january 2011

2. Needs for a smooth operation

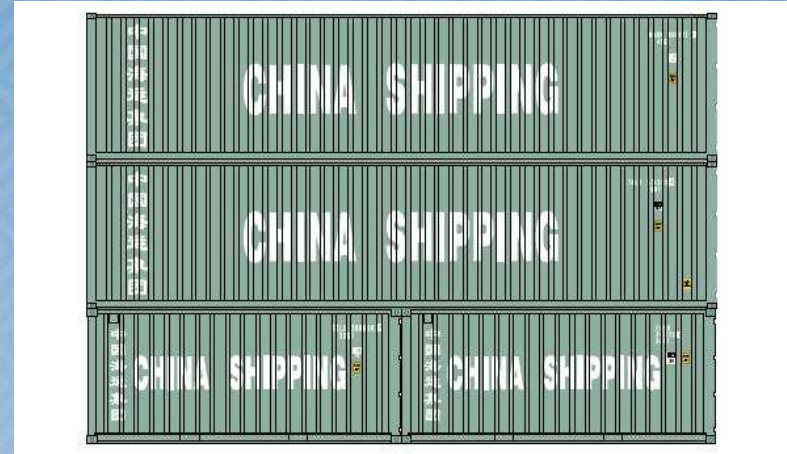
Where we need space?



2. Needs for a smooth operation

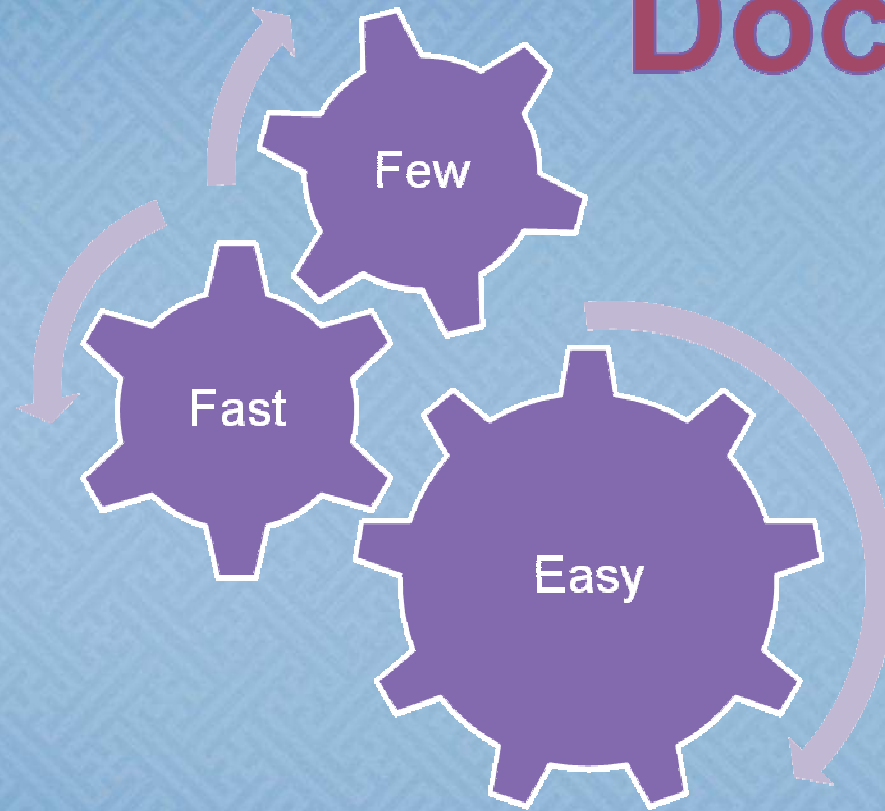


2. Needs for a smooth operation



Empties are part of our
business!

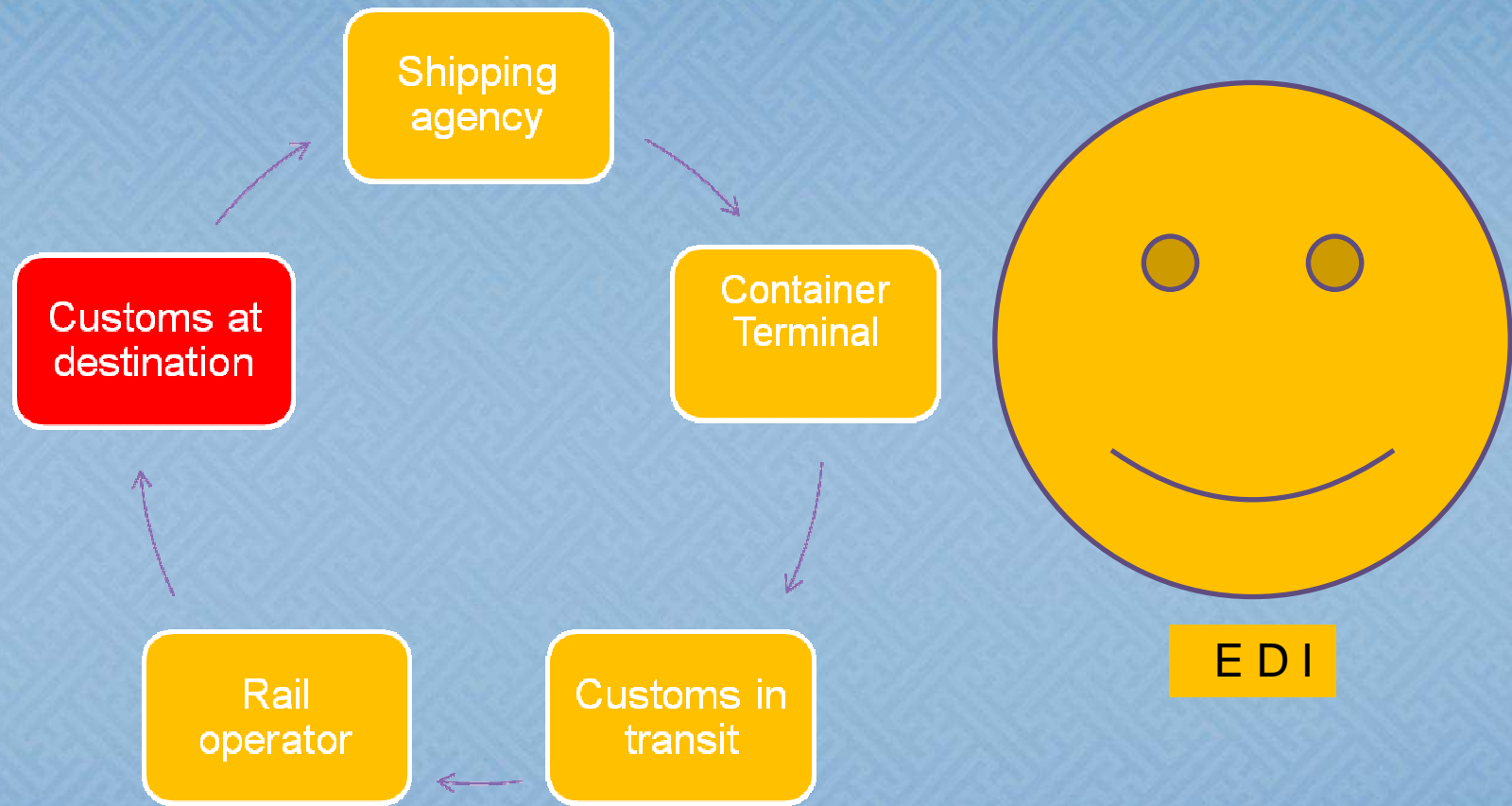
2. Needs for a smooth operation



Documentation

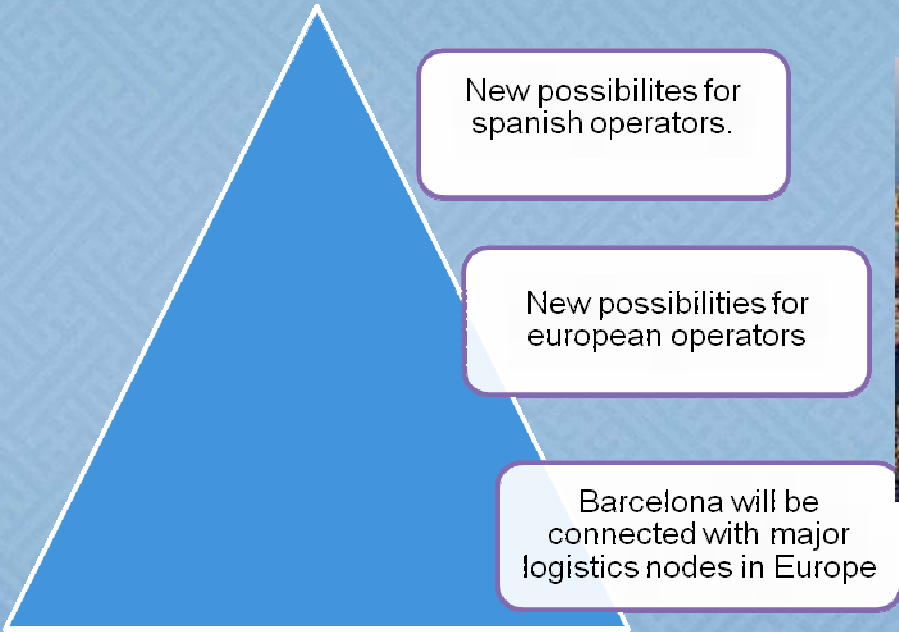


2. Needs for a smooth operation



3. Next steps to be done

New UIC line at Barcelona



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New UIC line at Barcelona

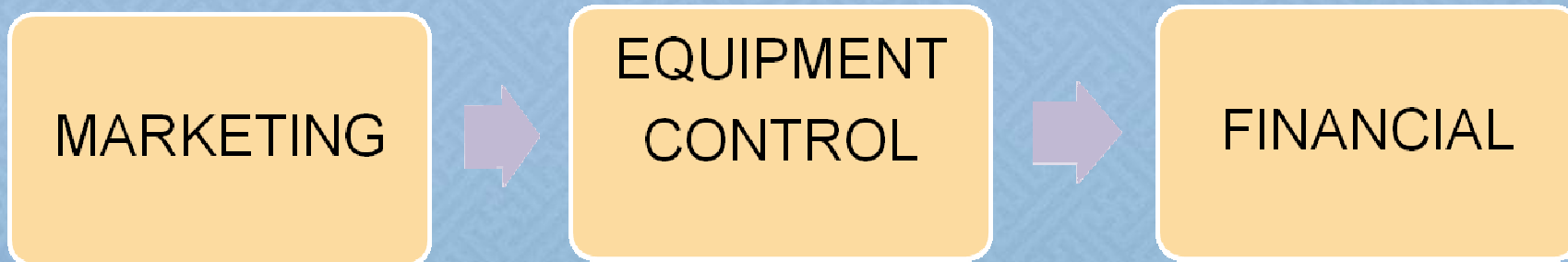
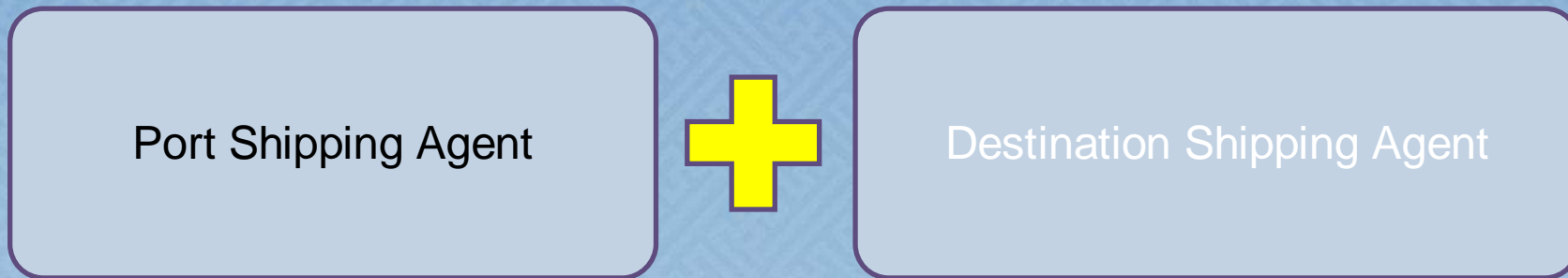


3. Next steps to be done

Shipping Companies must know: Political borders are different than logistic ones.



3. Next steps to be done



3. Next steps to be done



Environment becomes to be a key aspect!

3. Next steps to be done

Economy, protection of environment, safety Index, ... must put train as a main option for Medium and long distances. I

Trucks and trains must find their own balance, looking for more cooperations.



3. Next steps to be done

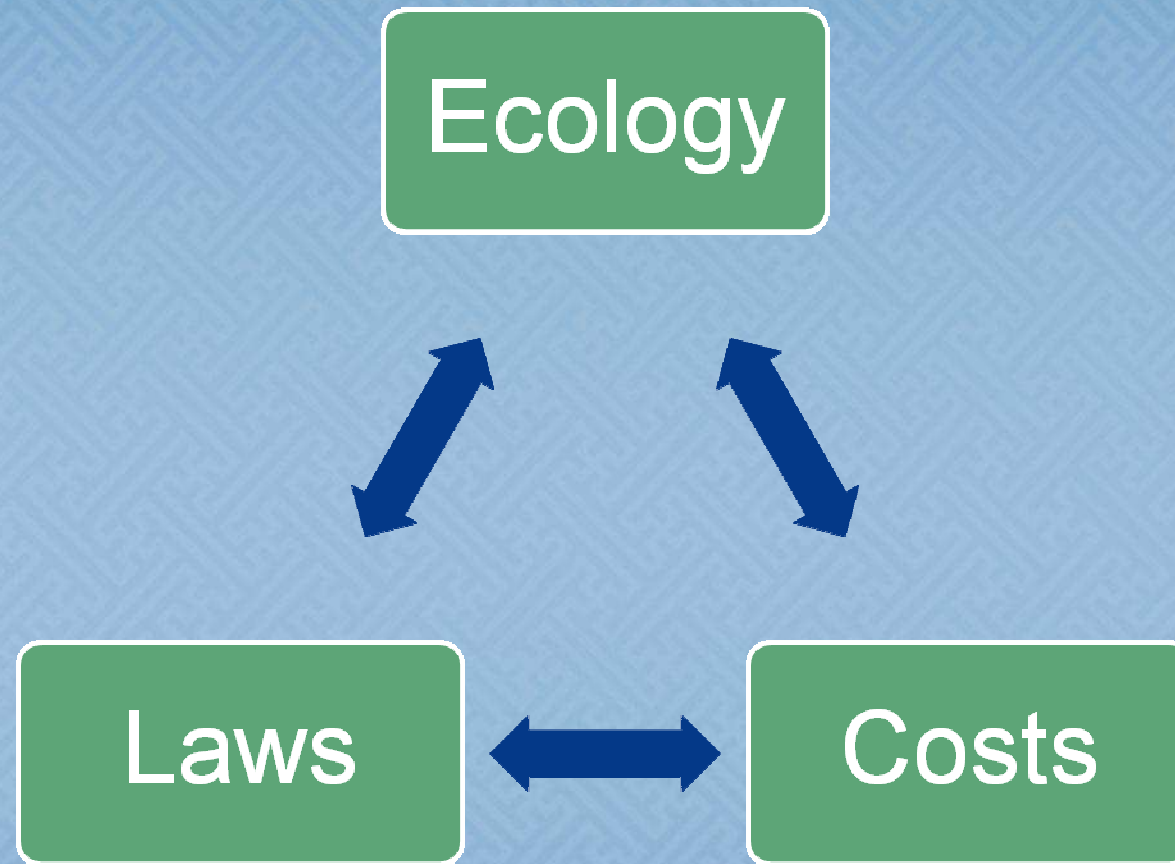


I CAN PAY THE COST

But

CAN WE PAY THE COST?

3. Next steps to be done



Thanks!