



MARKET PLACE SEMINAR

INLAND HUBS: KEY TOWARDS
RAIL FREIGHT
CORRIDOR DEVELOPMENT

The “Belt and Road” Initiative



中国外运长航
SINOTRANS&CSC

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- **Part I. Introduction to the company**
- **Part II. Introduction to “Belt and Road” Initiative**
- **Part III. CM and Sinotrans’ practice under the Initiative**

Introduction to the Company

- **Sinotrans&CSC**

In China:

No. 1 for international freight forwarding, air cargo and international express delivery

No. 2 for shipping agency

In the world:

No.5 freight forwarder

No.8 3PL provider

(Amstrong&Associates ranking in 2016)

- **China Merchants**

Industry:

Sinotrans: Logistics

CM Port: Port invest & operate

CM Energy Shipping: Shipping

Finance: CM Bank, CM Securities, CM Capital...

Capital investment and operating: CM Shekou...

Introduction to the Company

- **Sinotrans (Germany)**

Founded in Hamburg in 1987

Business & Services:

Charterering

Main activities include voyage charter and also time charter of major dry bulk cargo

Trading routes stretches in globe, wherever our customers require.

Freight forwarding

Mainly handling the trans-shipment of containers and marketing of container freight and air cargo for China, Germany, Netherlands and Belgium.

Established a branch in Rotterdam in 2001

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“Belt and Road” Initiative

To discover new breakthrough point of economic development through closer cooperation among countries.



“Belt and Road” Initiative

- **Priorities:**

- ✓ Policy coordination
- ✓ **Facilities connectivity**
- ✓ **Unimpeded trade**
- ✓ Financial integration
- ✓ People-to-people bond

- **Benefits for logistics:**

- ✓ Enhanced transport infrastructure
- ✓ Transport facilitation measures
 - ✓ Infrastructure construction projects
 - ✓ Enhanced trade cooperation

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Overseas Multimodal Transport Investment & Practice



招商局

CHINA MERCHANTS GROUP
Since 1872

Invested in 49 Ports of
19 Countries

*Djibouti, Sri Lanka,
Turkey, France, Nigeria, Togo...

*Port-Park-City model



Own 79 Offices in
32 Countries

For instance, in Southeast
Asia:

*Malaysia, Indonesia,
Thailand, Brunei, Vietnam,
Laos, Myanmar, Cambodia

***50000+** SqM Warehouses
(Owned & Leased)



Multimodal Transport Practice

East—West

- Opened block trains from China to Central Asia/Europe
- In 2016, operated **374** Block Trains, more than **30,000** TEU, around **30%** of the market share
- In Jan-June 2017, operated **158** Block Trains, more than **15,000** TEU, around **16%** of year-on-year growth



North—South

- **ASEAN—Guangdong—Europe** Multimodal Project
- **Chongqing—Guangxi—Singapore** Multimodal Project
- **Inchon—Jiaozhou—Pingxiang** Ocean-Rail Container Liner

Integrated Network

- 5 Channels: **Waterway, Land, Airway, Truck, Overseas**

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China-Europe block trains operated by Sinotrans



Northwest China:

- ↔ Import & Export
- Lanzhou—Alataw Pass—Central Asia
- Lanzhou—Alataw Pass—Germany

North China:

- Export
- Tianjin—Erlian—Moscow

Yangtze river basin:

- ↔ Import & Export
- Hefei—Hamburg

South China:

- ↔ Import & Export
- Changsha—Manzhouli—Duisburg/Hamburg
- Changsha—Erlian—Minsk

5 regular lines

- ↔ Import & Export
- Shilong—Atlaw Pass—Almaty
- Shilong—Manzhouli—Moscow/Hamburg



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Thank you!