The “Belt and Road” Initiative

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• 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 globle, 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

Invested in 49 Ports of 19 Countries

*Djibouti, Suri 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
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

**Europe—China block trains operated by Sinotrans**

**China: Lanzhou—Alataw Pass—Central Asia**

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Thank you!