



**“New vision of Silk Road”
from & to any cities in China &
from & to any cities in Europe**



New Silk Road

Presentation

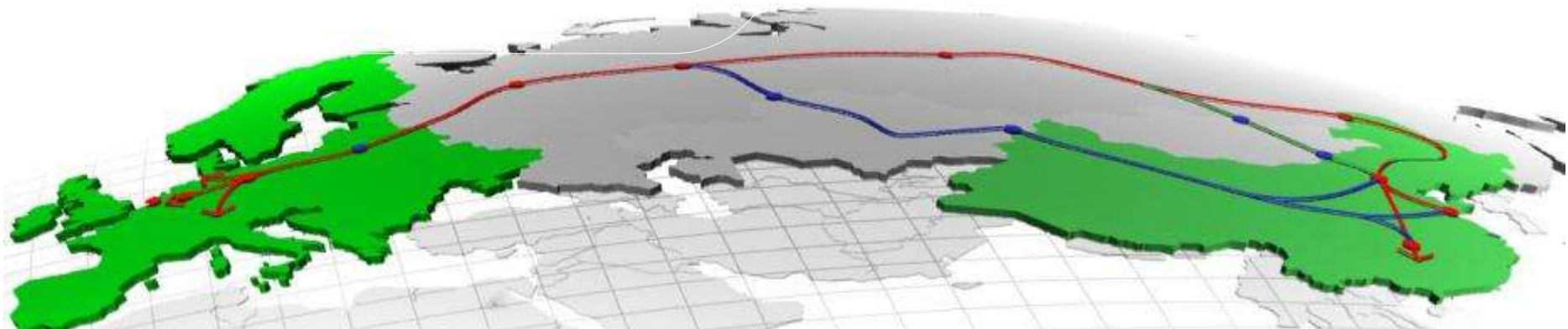
- New Silk Road Map
- New Services available on the Silk Road
- Operational Model
- History of the Silk Road
- Benefits of the rail solution
- IT System Advantages
- Real Time Tracking System
- Hub & Warehouse
- EEB Temperature Control Solution

EEB / YHF: Proof of Concept

A real working solution with results

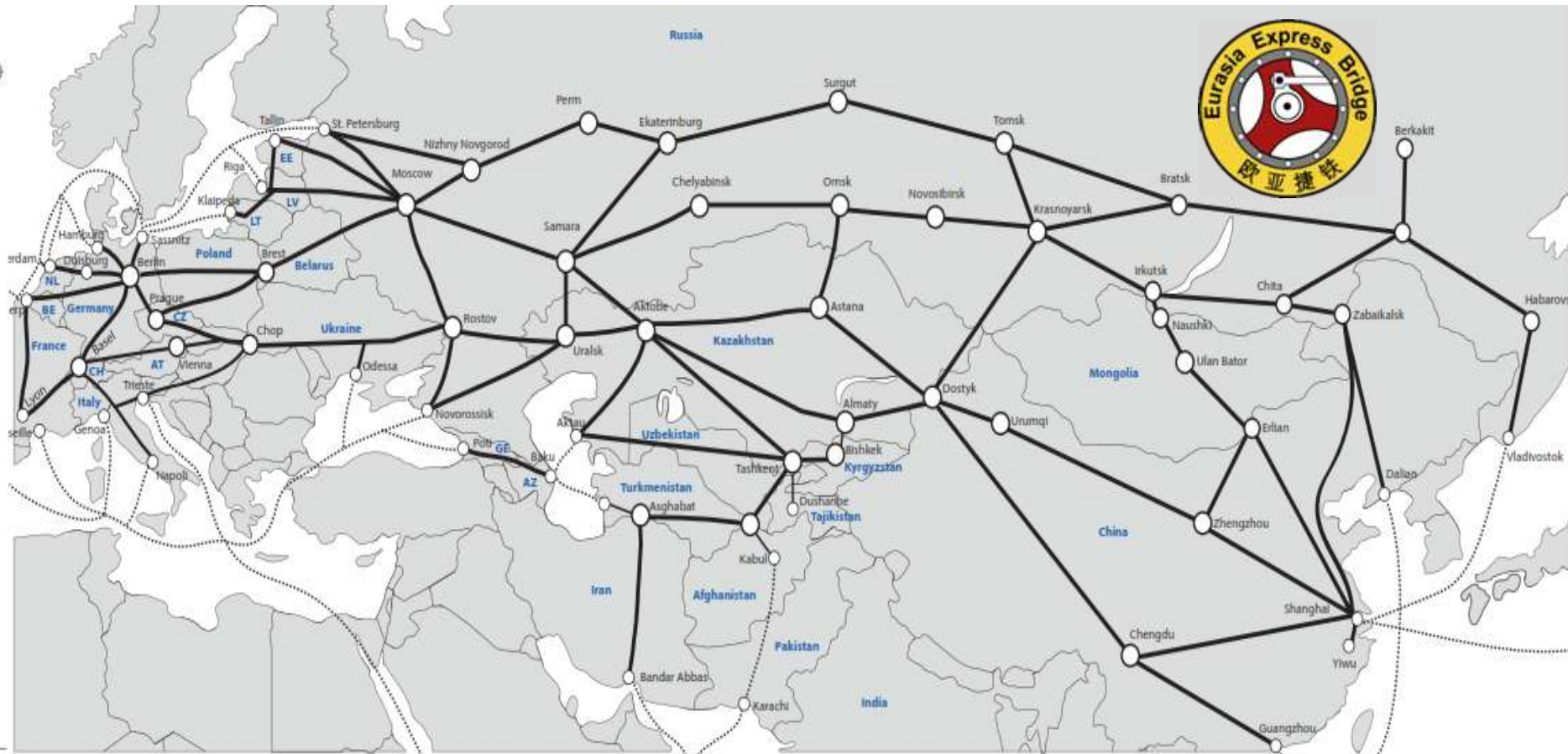
EEB Performances

- EEB Transit Time Performances
- EEB Partners
- EEB Customers
- EEB Shipment details
- EEB Commitment





Connexion from & to main cities in China to & from any place in Europe & CIS countries





**Train shipments both ways
China – Europe
Securized shipment and operation**



**Coverage of all Europe, China +
Delivery in Russia and
Kazakhstan**



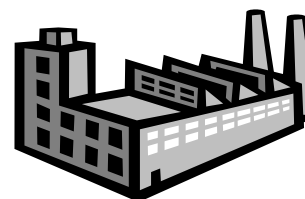
**Containers, Pallets or Boxes cargo
shipments and dispatch**



**Hub and Bonded Warehouse in
China, Russia and Europe**



**End to End Custom Clearance
Process from origin to destination**



**Light Manufacturing / Repacking
/ Final differentiation in each
location**



Door to Door Delivery



**Hub in Poland can cover
European countries and Russian
Countries (Russia, Ukraine,
Kazakhstan and Belorussia).**



**Shipment of goods under
temperature control -25°**



All Year long Solution



ALL YEAR LONG SOLUTION

RELIABILITY & PREDICTABILITY
EFFICIENCY IN TRANSIT TIME



RAILWAY OPERATION ADVANTAGES

HUB SERVICES AT BOTH END
EUROPE & CHINA & RUSSIA / KAZAKHSTAN

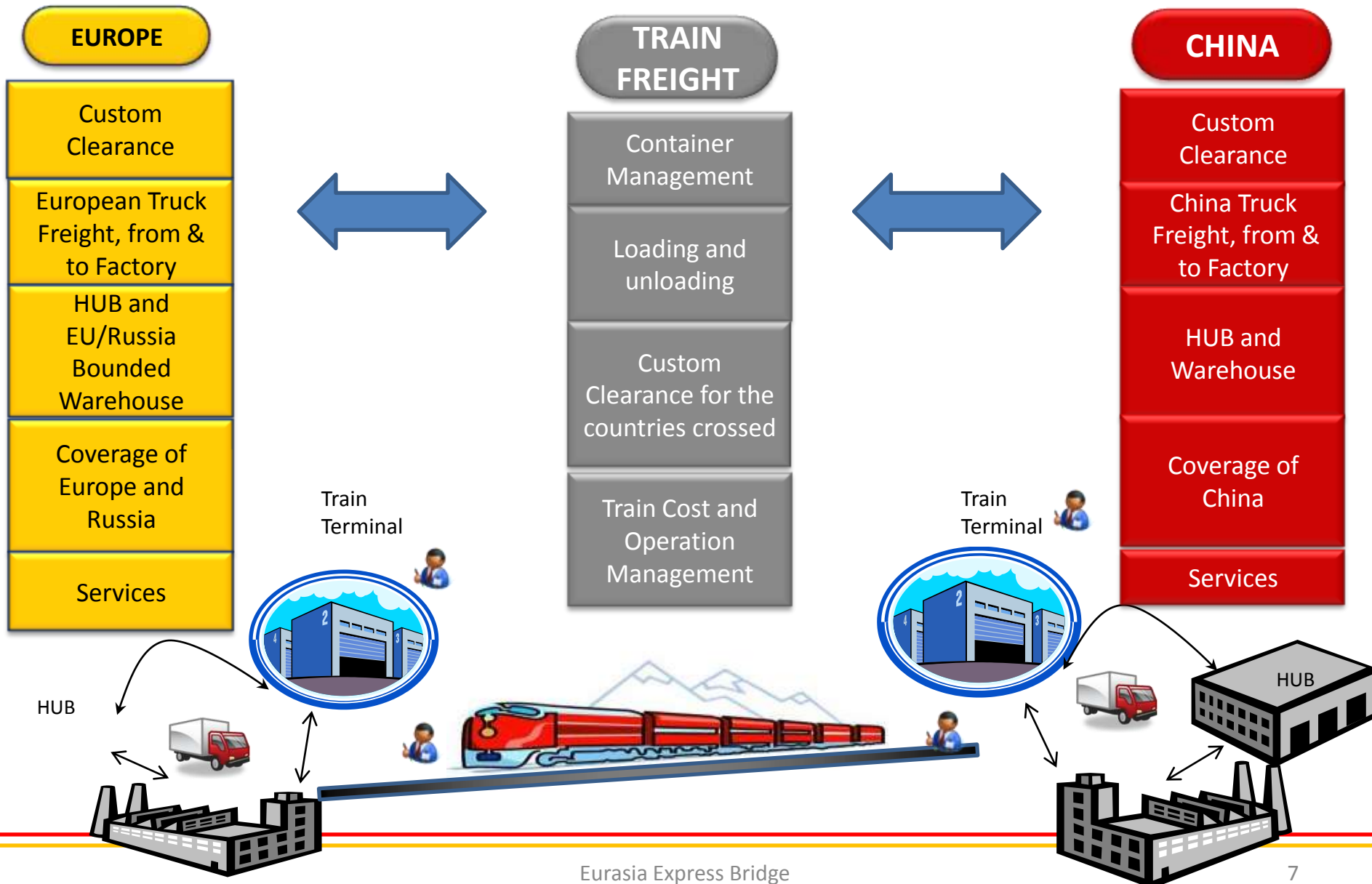


FLEXIBILITY
CONTAINERS / PALLETS / BOXES SHIPMENT



PRICE EFFICIENCY AND WORKING CAPITAL SAVINGS







PAST SITUATION

Expensive Hub solution in the Netherlands
Transportation to and from China expensive (Air) or long transit time (Sea)
Rail solution not predictable and consistent
Immobilization of a lot of Cash flow in transit by sea shipments.
High Freight Costs by Air.
=> **Impact on Service Supply Chain Costs and Competitiveness**



WITH NEW TRAIN SOLUTION

- ✓ Major savings on Freight and Working Capital
- ✓ Savings of more than **4 to 8 times** of Air Freight and more than half of sea freight inventory in transit
- ✓ Hub total costs in Poland and France are **from 30% to 50% less** than in NL Hub total costs
- ✓ Consistent & Reliable transit time of 12-14 days
- ✓ Faster custom clearance system through EDI, Tracking system and daily alerts
- ✓ Possibility to combine and consolidate shipments to and from China in Train then dispatch in EU or in China.
- ✓ The best freight solutions to Russia and Kazakhstan growing markets
=> Optimization of Supply Chain thanks to EEB Train Cargo and Hub/Bonded Warehouse in Thionville, Lodz and Riga



ENVIRONMENT

Ecologically responsible. Usage of Rail Freight reduce the emission of CO2

COMPARISON OF CO2 EMISSION

<u>Transport Mode</u>	<u>Grams CO2 / tonne-km</u>
Air Freight	602
Road Transport	62
Intermodal road/rail	26
Rail Transport	22
Deep-Sea Container	8



CUSTOMER SATISFACTION

willing to provide the best services to his customers.

By providing efficient & sustainable services, a simplification of process, an innovative solution, and a continuously effort of improvement we are targeting to offer the best service in order to satisfy customers expectations.

Comparison of End to End, factory to factory costs and transit time by AIR, SEA, TRAIN shipment for 40' container loaded with 10 tons of good (which is the most common).

China <=> Europe	AIR	40 000 USD to 80 000 USD 5 to 15 days
China <=> Europe	SEA	5000 USD to 8000 USD 35 to 42 days
China <=> Europe	AIR	60 000 to 120 000 USD 4 to 15 days
China <=> Europe	SEA	8000 USD 40 to 60 days

TRAIN Cargo Solution

⇒ **Train Cargo is 4 to 8 times less expensive than Air Shipments**

⇒ **Train Cargo can compete with Air Shipments in transit time**

⇒ **Train Cargo is 2 to 3 times quicker than Sea shipments**

TRAIN

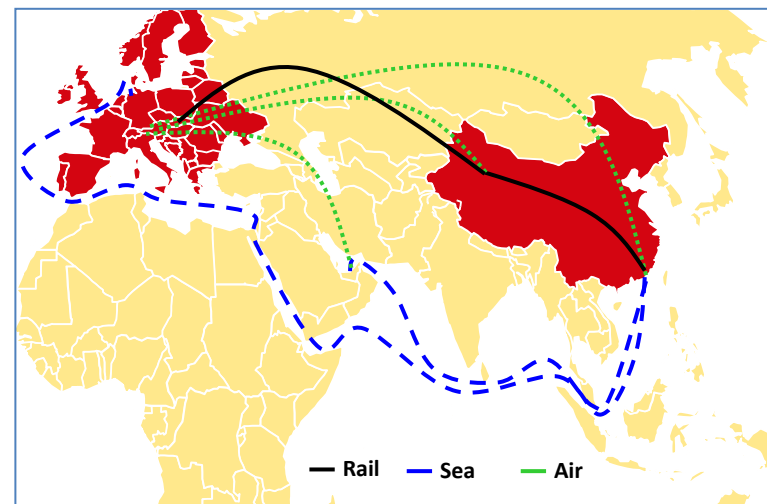
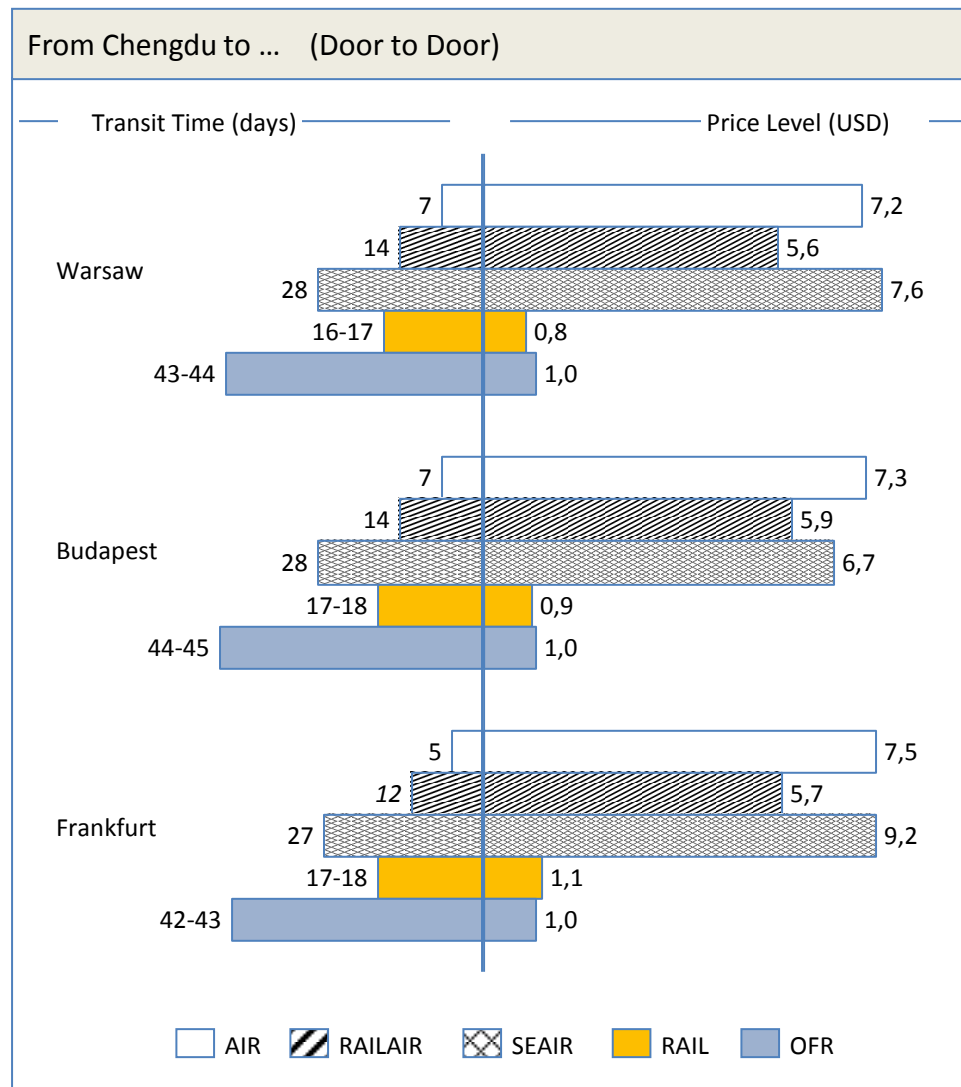
**SUPPLY CHAIN
OPTIMIZATION**

**SAVING IN FREIGHT AND
WORKING CAPITAL**

Price Efficiency: Costs and Transit Time Comparison



Source : DHL Presentation

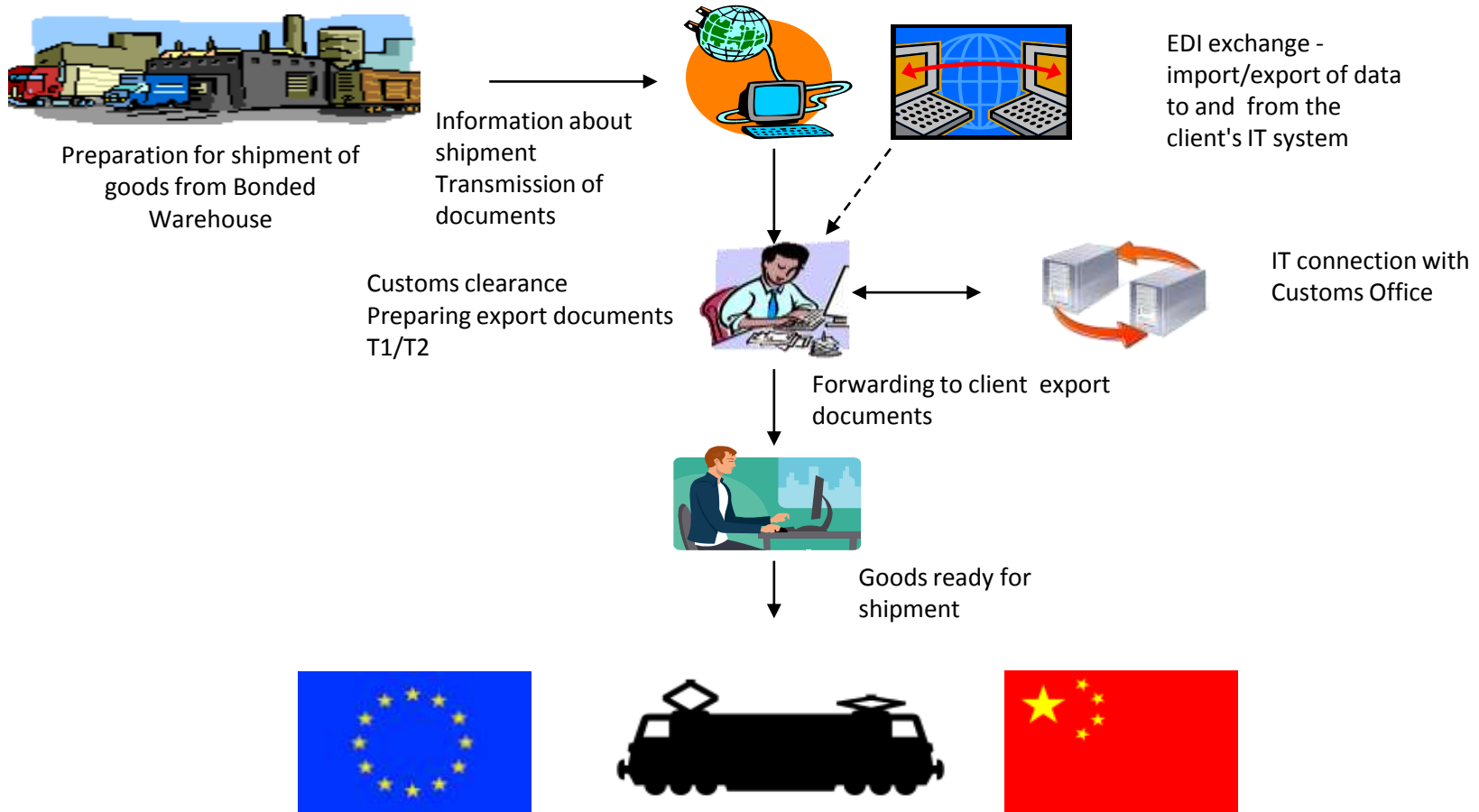


- Price level based on Ocean Freight = 1,0
- Costs calculated based on
 - 1 FEU = 15.3 Ton for Air Freight, RailAir and SeAir comparison

All rates and times: JULY 4, 2013
 1) Transit time = Door to Door transit time
 2) Frankfurt via Hamburg,

Customs Clearance Advanced solution

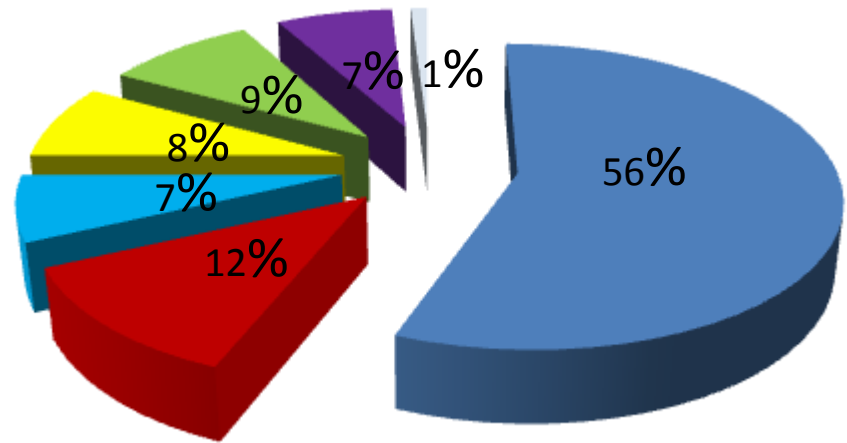
Outbound & Inbound procedure – IT system



- Outbound & Inbound procedure takes max 30 min.
- IT connection is tailor made for each customers (EDI, FTP, Platform website)
- Real time visibility of Custom Clearance and shipment location.
- All information is consolidated in one IT platform for real time information sharing

Main Reasons for delay in deliveries of Shipment

Incorrect fulfillment of transport or contract documents	56%
Late supply with empty rolling stock for carriages	12%
Technical mistakes	7%
Commercial mistakes	8%
Problems with documents for the Customs Service	9%
Infrastructure shortage	7%
Enactment of new laws	1%



Chengdu Express train innovative process for customs clearance by EDI allow to reduce more than half (65%) of those issue by allowing correction of the document on time before border crossing.

EEB IT System has been created to answer all customers need:

⇒ IT Connection is tailor made for each customers (EDI, FTP, Platform website)

⇒ All information is consolidated for all partners in one IT platform for real time information sharing

REAL TIME VISIBILITY ON:



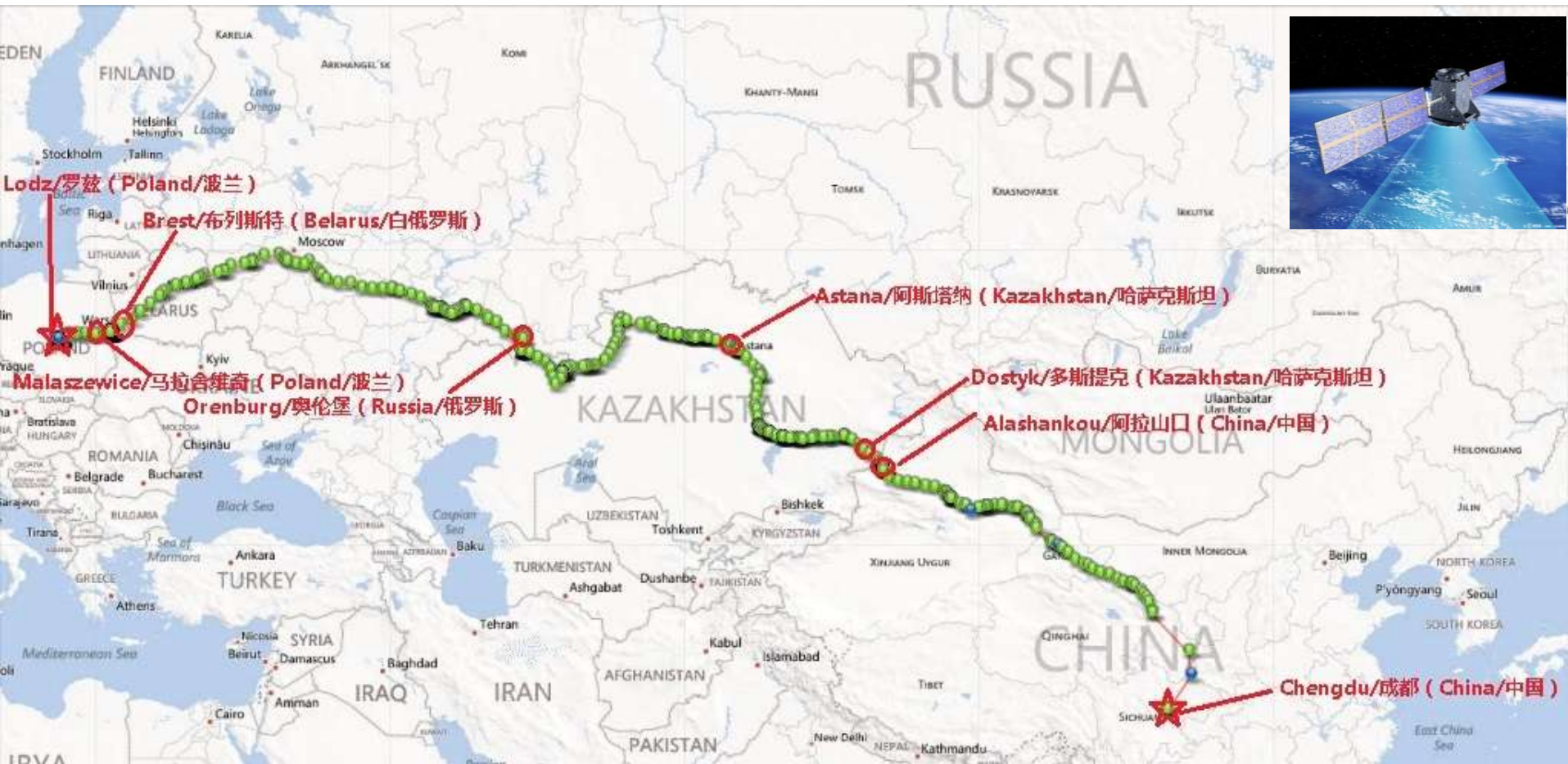
CUSTOMS CLEARANCE PROCESS



SHIPMENT LOCALIZATION



INVENTORY IN TRANSIT



Real Time Tracing System, update on our website and accessible 24h



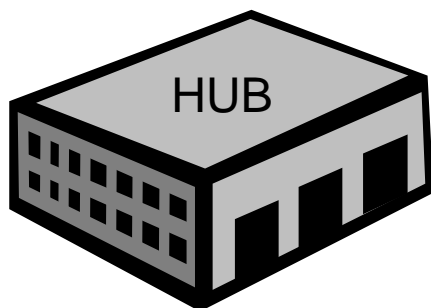
The European Union bonded qualification



Guarantee of available Hub space



Pay duty on the arrival, not pay on out of warehouse



Russian (CIS) bonded qualification

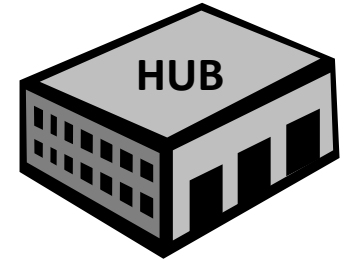
VAT in Russia for Buyer can be deferred up to 160 days.

Customs clearances carried out in the system of simplified procedures at any location designated by customer -deferred VAT/DUTY

2 in 1

Two systems in one same warehouse, without segmentation inventory

Hub and Warehouse



- ➡ Common Warehouse
- ➡ Bonded Warehouse:
- ➡ Added Services such as repacking - consolidation
- ➡ Reefer Warehouse

Customs Clearance, Dispatch and Pick up in China

- ➡ Road Truck
- ➡ Rail shipment consolidation
- ➡ Air Shipment



Delivery to Terminal should be done up to Train departure date
Cut off time can be reduced for Weekly contractors

Eurasia Express Bridge Temperature Control Solution





EEB temperature control solution is a reefer container diesel electric that was specially designed between EEB and Unit 45 for multimodal transportation featuring rail shipment.

This reefer container has sufficient cargo capacity to handle 30 euro pallets.

A built-in cooling system that saves cargo space has been developed and offer a fully controllable temperature between +25°C and -25°C.

The unit can be use in environment up to 50°C and to
– 50°C

These systems combine maximum cooling capacity with excellent energy-economy and includes a track and trace system.



EEB Temperature Control Solution 45' Diesel-Electric Refrigerated Container



Total Protection of
Cooler Unit and Tank

Dimensions	Internal	External
Length	11,930 mm / 13,323 mm	13,716 mm
Width	2,437 mm	2,556 mm
Height	2,575 mm	2,896mm

Door Opening	Internal
Width	2,436 mm
Height	2,540 mm

Ratings	Kg
Max Gross Weight	30,000 kg
Tare weight incl. cooling unit and fuel tank	7,050 kg
Max. payload	22,950 kg
Capacity:	80,2 m3



SOLE SOLUTION ON THE MARKET



TEMPERATURE CONTROL FROM +25°C TO -25°C



INSIDE SPACE MAINTAIN



TOTAL AUTONOMY ALL THE ROUTE



SPECIAL FEATURES TO SECURE YOUR GOODS



TRACK AND TRACE SYSTEMS



EEB is the only rail solution able to provide a temperature control solution especially during winter time.

The reefer container unit has been specially and exclusively developed by Unit 45 for the use of multimodal operation where rail is featured for EEB.

Container incorporates a high volume diesel tank which is more than sufficient for a 10 000km journey from China to Europe or Vice Versa. By security we are refilling the tank on the way enabling us to carry goods for more than 20 days. On top a energy saving technology guarantees maximum refrigeration capacity.

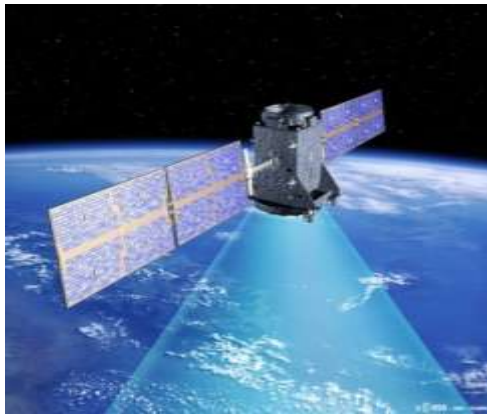
An advance track and trace system is put in place to control temperature between - 25/+25 Celsius degree

Container is built in refrigeration system that saves cargo space

Container is compatible with 40ft. infrastructure

Tracing the goods

You can access in real time to the position of your goods and track the temperature as well as the below list. You can also download the full data at high speeds via GPRS.

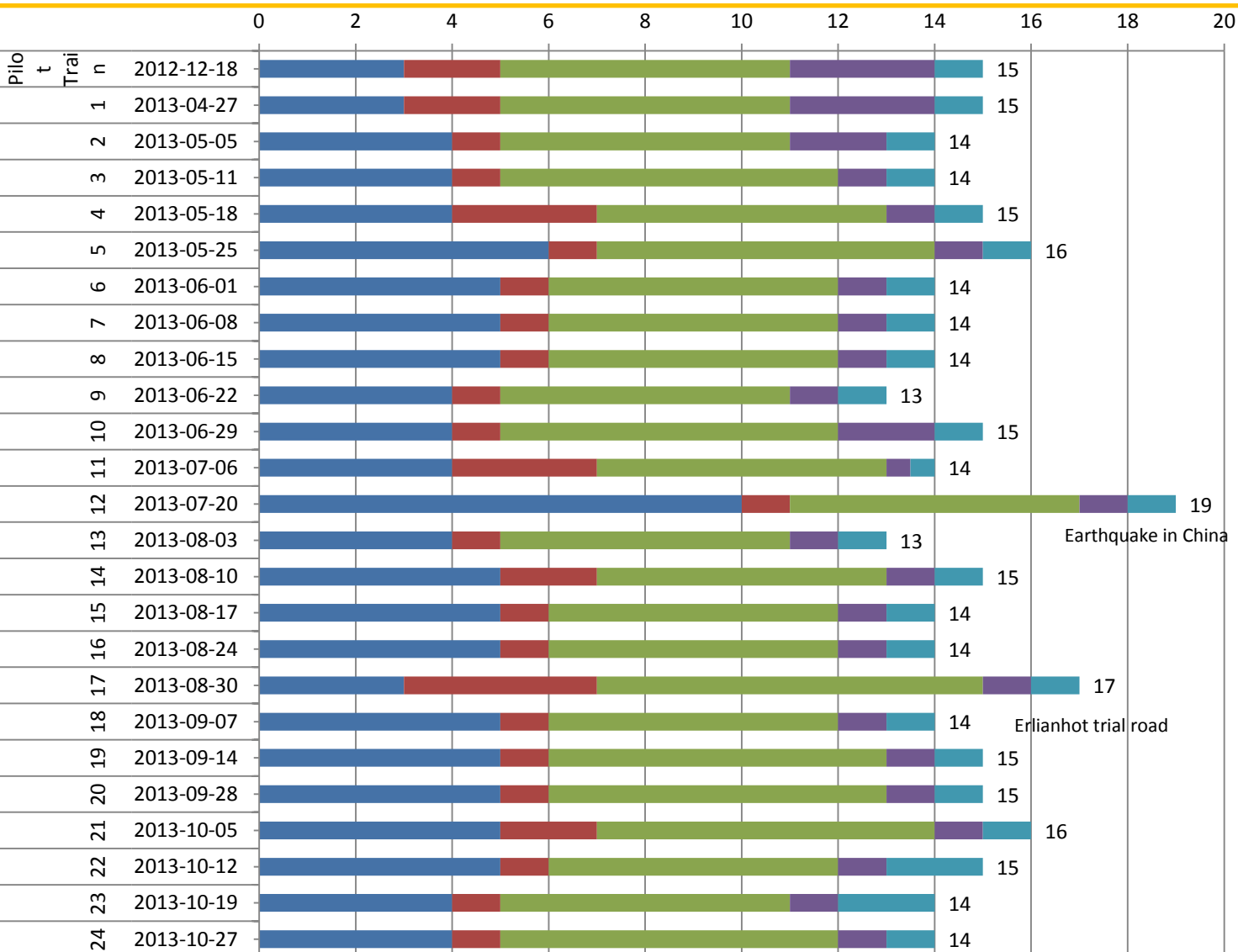


- ✓ Set point
- ✓ Return air
- ✓ Discharge air
- ✓ Alarms
- ✓ Operating mode
- ✓ Fuel level
- ✓ Hour meter
- ✓ Door status
- ✓ Battery voltage

Proof of Concept : YHF Chengdu Express Train Performances up to November 2014



YHF Chengdu Express Pilot Train and 72 Trains Transit Time Analysis

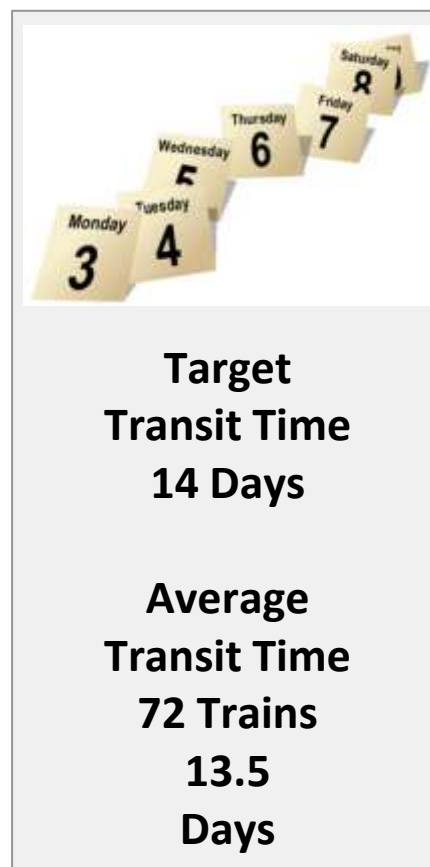
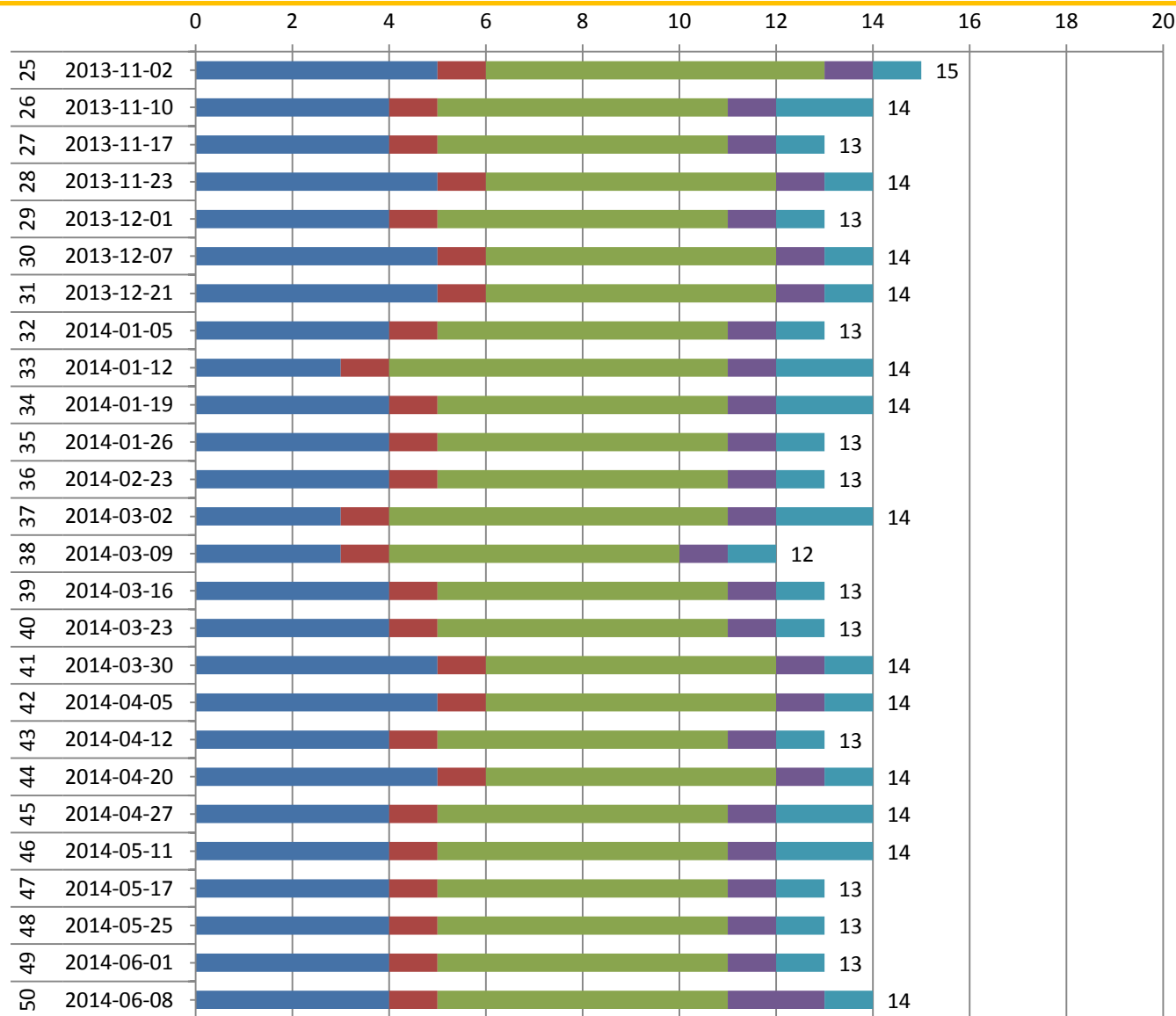


**Target
Transit Time
14 Days**

**Average
Transit Time
72 Trains
13.5
Days**

Alashankou
Dostyk
Brest
Malaszewicze
Lodz
Transit Time

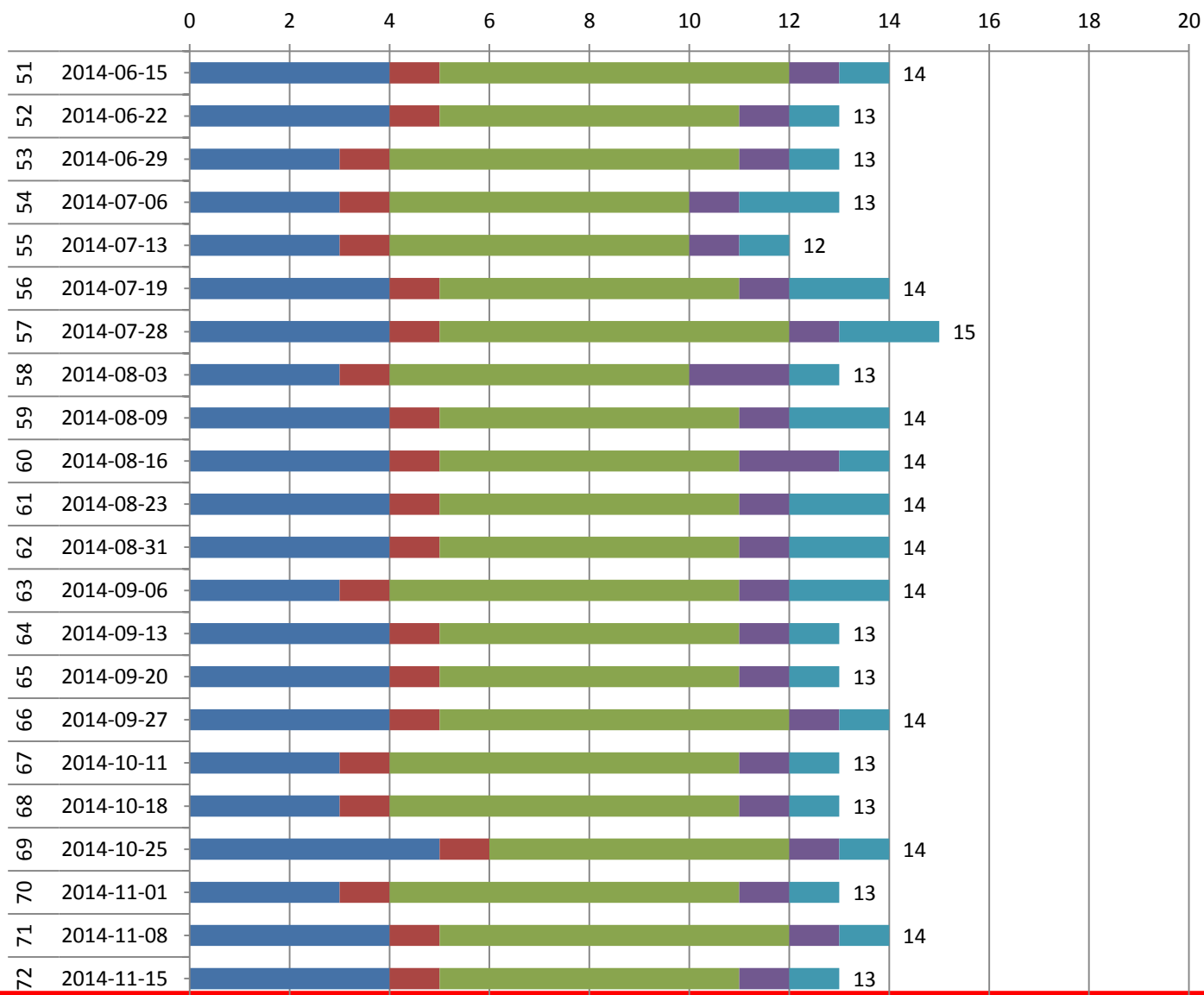
YHF Chengdu Express Pilot Train and 72 Trains Transit Time Analysis



■ Alashankou
■ Dostyk
■ Brest
■ Malaszewice
■ Lodz
■ Transit Time



YHF Chengdu Express Pilot Train and 72 Trains Transit Time Analysis



**Target
Transit Time
14 Days**

**Average
Transit Time
72 Trains
13.5
Days**

Freight Forwarders offering our Solution to their catalogs

- DHL
- TNT
- Ceva
- DB Schenker
- Panalpina
- OOCL
- Geodis
- Hellman
- Kuelne Nagel
- Sino Air
- SCHR Logistics



Freight Forwarders offering our Solution on their catalogs:

- Hermes
- EMS
- China Post
- Expeditors
- UTI
- Sinotrans
- Evergreen
- Bansard International
- Bolloré
- SDV
- Transpole Logistics
- Cosco





FLEXTRONICS

PHILIPS



Haier



Metersbonwe
美特斯·邦威





ORIGIN	KIND OF GOODS	DESTINATION
<ul style="list-style-type: none"><input type="checkbox"/>Shenzen<input type="checkbox"/> Jiangsu<input type="checkbox"/> Chengdu<input type="checkbox"/> Beijing<input type="checkbox"/> ChongQing<input type="checkbox"/> Qingdao<input type="checkbox"/> Canton<input type="checkbox"/> Longquan<input type="checkbox"/> Ningbo<input type="checkbox"/> Zhejiang<input type="checkbox"/> Xiamen<input type="checkbox"/> Whenzhou	<ul style="list-style-type: none"><input type="checkbox"/>High-Tech, electronics, FMCG, Computers<input type="checkbox"/>Automotive, parts<input type="checkbox"/>Fashion & Apparel<input type="checkbox"/>Machinery<input type="checkbox"/>...	<ul style="list-style-type: none"><input type="checkbox"/>Russia<input type="checkbox"/>Germany<input type="checkbox"/>Netherlands<input type="checkbox"/>Poland<input type="checkbox"/>CIS Countries<input type="checkbox"/>France<input type="checkbox"/>Italy<input type="checkbox"/>Hungary<input type="checkbox"/>Baltics Countries<input type="checkbox"/>...



WEEKLY DEPARTURE



TRANSIT TIME 12 – 14 DAYS



OPEN TO ALL FREIGHT PARTNERS



SECURITY OF THE GOODS



IT READINESS



TRACKING REAL TIME



WINTER SOLUTION



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EURASIA EXPRESS BRIDGE



THANK YOU FOR YOUR TIME

