Get your business rolling with innovative rail logistics solutions between China and Europe.
China – a great empire with unlimited opportunities.

Rail logistics solutions to and from China have become a true alternative in addition to traditional transport modes in recent years, also benefiting from significant investment in rail infrastructure. DB Schenker has been a pioneer in developing these rail logistics solutions from and to China.

In 2000 the Chinese government introduced the “Go West strategy” to accelerate economic development in Central and West China and to close the gap to the coastal regions in East and South China. Based on this, economic clusters have been established in Central and West China such as for automotive, high tech and machinery goods. This means that significant parts of production have been moved from Yangtze River and Pearl River Delta to Central and West China. As an example, the majority of computer manufacturing is being relocated to Chongqing and Chengdu.

In addition, traditional and sizeable industrial centers are located in Northeast China and due to the sheer size in the Yangtze River Delta, e.g. Shanghai and the Pearl River Delta, i.e. Shenzhen. In Northeast China with cities as Changchun and Shenyang heavy industry clusters are located there. This includes automotive, steel, shipbuilding and aircraft manufacturing.

For logistics the shift of production has a direct and significant impact on the lead times and therefore on the supply chains of the companies involved. To find an answer to this challenge DB Schenker developed a tailor-made logistics solution for its customers: DB Schenker China Train – rail-based door-to-door services connecting important economic centers of China with the CIS region and Europe.

Especially to and from Central/Western and Northeast China rail logistics solutions have a lead time advantage compared to traditional transport modes such as Ocean Freight.

Besides rail logistics solutions from China to Europe and vice versa there is also an increasing demand for rail-based services connecting China with Russia and Central Asia. This is based on the increasing economic growth in these countries and on the competitive lead times compared to ocean shipping, which has significant longer on-carriage.

On the rail, get set, go!

By cargo train between China, CIS and Europe.
Many routes, many options!

In general, there are two main trunk routes used for rail transport from and to China.

1. The Northern route makes use of the well-developed Trans-Siberian rail route in Russia. This route is mainly used for rail transport with origins or destinations in Northeast China.
2. The Southern route crosses Kazakhstan and was developed by DB Schenker for its traffic from Central and Western China to Europe.

Many different origins and destinations can be linked to the existing trunk lanes, e.g., Russian cities on the Northern route and Central Asian cities on the Southern route. In addition, it is also possible to connect Korea and Japan by short-sea shipping.
Benefits and opportunities

Why DB Schenker ...

DB Schenker is in an excellent position to develop rail services from China to Europe and to CIS-countries and vice versa using our existing transportation networks, strong relationships to railway operators and in-depth operational know-how.

DB Schenker advantages:

Vast distribution network by rail and truck:
- Well-established networks and wide coverage in Land Transport (rail and road)
- Dense branch network

Excellent relationship with railway operators:
- Active participation in railway committees and decision bodies
- Joint ventures with China and Russian Railways, e.g.: TEL – Trans Eurasia Logistics; CRIntermodal; YuXinOu

Outstanding operational expertise:
- Deep operational insights in core rail processes, container provision and customs
- Comprehensive security concept from container loading to unloading destination

... because we are at home on the tracks.

We offer our clients extensive individual services all around the rail transport chain. With our know-how and several years of experience we ensure that our customers’ freight reaches its destination safely, on time and cost-efficiently.

Pre-Carriage & Logistics Services:
- Check of required paperwork
- Feeder services by rail and truck
- Logistics services such as complex container load planning

On-Carriage & Logistics Services:
- Customs clearance for transports to final destination
- On-carriage by truck and/or rail
- Import customs clearance (optional)

End-to-end services:
- Container provisioning
- DB SCHENKERsmartbox service that enables 24/7 monitoring of the container location
- Additional security features
- Special cargo protection during winter
- Option to switch to other transport modes as back-up solution

Rail advantages:
- Shorter lead times than Ocean Freight
- Lower rates than Air Freight
- Rail as most ecological transport mode

Consignee
Terminal
Shipper
Terminal

Foto: © chungking, fotolia.com

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Rail is the perfect alternative transport mode, particularly if the places of dispatch and delivery are located in Central or North China. Rail transport provides several opportunities for economical logistics, however, the primary factors are lead time and costs. Rail is faster than Ocean Freight which has a huge impact on reducing capital costs for the customer. DB Schenker intermodal rail service offers attractive and faster alternatives to traditional transport modes.

The railroad – steering the middle way.

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Take advantage of our intermodal rail solutions!

<table>
<thead>
<tr>
<th>Charges and door-to-door lead times for the transport of notebooks from Central China to the Netherlands.</th>
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</thead>
<tbody>
<tr>
<td><strong>Comparison:</strong></td>
</tr>
<tr>
<td><strong>Ocean</strong></td>
</tr>
<tr>
<td>USD/Notebook</td>
</tr>
<tr>
<td>Transport time</td>
</tr>
<tr>
<td>* based on the amount of units per 40ft-container. The example is related to 3,000 units.</td>
</tr>
</tbody>
</table>

**Company train (block train for one customer)**
- Fast transit time and high reliability
- Minimum 41 TEU containers between China and Europe
- Minimum 51 TEU containers from China to CIS

**Single containers / container groups**
- Short booking deadlines
- Several departures per week

**Outsized shipments**
- Transport of goods which do not fit into a container
- Use of conventional wagons

Three products – three individual options.

Whether block trains, single containers, or outsized shipments – we offer you individual, tailor-made solutions for shipments between China, Central Asia and Europe.
Benefits and opportunities

Secure is Secure – and even more secure with DB Schenker.

The DB Schenker security concept offers unique end-to-end monitoring from container loading to unloading. In this way we ensure that your freight is transported quickly and, above all, safely!

Key attributes of our security concept:
- DB SCHENKER smartbox installed on every container of the train as service option:
  - 24/7 monitoring along the entire route possible
  - Real-time alert system
- Rapid response in case of open door alerts by local railway units and police
- Onboard guards in CIS countries

The railways have a vast set of modern security measures in place along the whole route:
- Modern terminal facilities with qualified staff
- Terminal areas are fenced in
- The railway police are mostly located directly at the terminals
- The terminal and station areas are under video surveillance
- Entry to the terminal only for customs, railway staff or with authorization (identification card)
- The cargo on the terminal territory is guarded by the local railway police and security personnel
- Armed guards partially on the train, in terminal and stations

Good for you, but also good for the environment.

Ecological benefits are convincing: rail is the most environmentally friendly mode of transport between China and Europe. Not only referring to emissions, but also CO₂ in terms of other harmful substances¹.

Example Door-to-door transport from Beijing to Duisburg.

<table>
<thead>
<tr>
<th>CO₂ emission kg/CO₂ ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rail</td>
</tr>
<tr>
<td>Ocean</td>
</tr>
<tr>
<td>Ocean+Air</td>
</tr>
<tr>
<td>Air</td>
</tr>
</tbody>
</table>

1) e.g. PM (particulate matter), NMHC (non-methane hydrocarbons), SO₂ (sulfur dioxide), NOₓ (nitrogen oxides) Source: Eco Transit tool DB Schenker

DB Schenker makes big things possible. And that includes environmental protection. Our Eco Solutions for logistics enable our customers to make CO₂ savings along the entire supply chain. The ECO_PHANT – our new environmental protection agent – is a symbol for all of this. The ECO_PHANT is the new unit for measuring environmental protection at DB Schenker: every ECO_PHANT stands for five tons of CO₂ saved – the amount that a real elephant weighs.
Our best argument: success stories

Regular block trains from Chongqing to Duisburg for a leading electronics manufacturer.

Task
- Route: Chongqing, China, to Duisburg, Germany and on-carriage to the Netherlands
- Lead time: 22 days (door-to-door)
- Volume: 41-50 FEU per train
- Departure: Regular weekly service

Solution by DB Schenker
- Reliable door-to-door rail solution
- Comprehensive customs and documentation process
- IT supported container load planning solution
- Rerouting of some containers to Kazakhstan and Czech Republic

Customers benefit
- Door-to-door lead time reduction by 12-15 days compared to previous Ocean Freight
- High flexibility to accommodate additional transport volume, e.g. special trains, Air-Ocean solution as back-up
- Innovative security concept based on DB SCHENKERsmartbox

Customers benefit
- Lead-time reduction of 50 % compared to Ocean Freight
- High reliability both lead time and capacity
- High flexibility with regard to changing transport demand (provision of up to 5 trains per week in peak months)

Regular train service for a prestigious car manufacturer from Leipzig to Shenyang.

Task
- Route: Leipzig and Wackersdorf, both in Germany, to Shenyang, China
- Lead time: 23 days (door-to-door)
- Volume: up to 42 FEU containers per train
- Departure: regular service twice a week

Solution by DB Schenker
- Establishment of rail transport solution with reliable lead times and capacities
- Coordination of more than 10 involved partners (thereof 5 railway companies)
- Reliable customs and documentation process

Customers benefit
- Lead-time reduction of 50 % compared to Ocean Freight
- High reliability both lead time and capacity
- High flexibility with regard to changing transport demand (provision of up to 5 trains per week in peak months)
Qingdao to Moscow rail transport for a European component manufacturer.

<table>
<thead>
<tr>
<th>Task</th>
<th>Route: Qingdao (CN) to Moscow (RU)</th>
<th>Lead time: 28 days (door-to-terminal)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solution by DB Schenker</td>
<td>New transport solution from China to Russia by rail provided to the customer</td>
<td>Paperwork support to customer who had no previous experience with China-Russia shipments</td>
</tr>
<tr>
<td>Customers benefit</td>
<td>Our product enables the customer to successfully serve the Russian market from China</td>
<td>New solution was implemented within 2 weeks</td>
</tr>
</tbody>
</table>

Cosmetics shipments from China to Kazakhstan.

<table>
<thead>
<tr>
<th>Task</th>
<th>Route: Shanghai and Guangzhou, both CN, to Almaty, KZ</th>
<th>Lead time: 24 days ex Shanghai, 28 days ex Guangzhou (door-to-terzimal)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solution by DB Schenker</td>
<td>Consolidation of shipments from several suppliers at a central location in Guangzhou and Shanghai</td>
<td>Organization of rail shipments, either direct or via short-sea connection to Lianyungang</td>
</tr>
<tr>
<td>Customers benefit</td>
<td>Reduction of transit time by more than 25 days and reduction in transportation cost</td>
<td>Based on the success of the product customer has started to ship goods from the U.S. using our rail service via Lianyungang</td>
</tr>
</tbody>
</table>