



MARKET PLACE SEMINAR

INLAND HUBS: KEY TOWARDS
RAIL FREIGHT
CORRIDOR DEVELOPMENT

TRANSCONTINENTAL CORRIDORS

Reality for FELB since 10 years

FELB
Wilhelm Patzner



DUISBURG, GERMANY
14-15 SEPTEMBER 2017

ABOUT US: FACTS AND STATISTICS



CONTAINER STOCK



- 4.900
- + TC ~ 65.000



TURNOVER



- 2016: more than 108.000.000 USD



VOLUMES



- 2016: 43.800 TEUs

DEVELOPMENT

2007-08

Project start/Testing phase

2009

Regular traffic

2010

EB/WB **weekly departures**

2011

Product expansion to Import/Export CIS

2012

Multi departures in both directions
and development of new routes

2013

Development of the first WB speed train
(14 days transit time)

2014

Start with LCL Service & development of the **first EB speed train**

2015

Weekly Suzhou Trains, Shenyang development,
Changsha **new connection**

2016

New LCL service route from Hamburg to Suzhou &
Expansion to Italy

2017

Implementation of **new LCL service** ex Asia to
Europe (taking Suzhou to Milan service as an
example)

GENERAL OBJECTIVES OF RAIL FREIGHT CORRIDORS

- Reinforce cooperation among Rail Infrastructure Managers (and Member States)
- Improved capacity and harmonized standard on Rail Freight Corridors
- Provide rail freight services of high quality
- Improved customer orientation



RAIL CORRIDORS ON TRANSIT CONNECTING ASIA AND EUROPE

- Dostyk – Brest



8-10 days

- Zabaikalsk – Brest



9-11 days

- Zamyn-uud – Brest

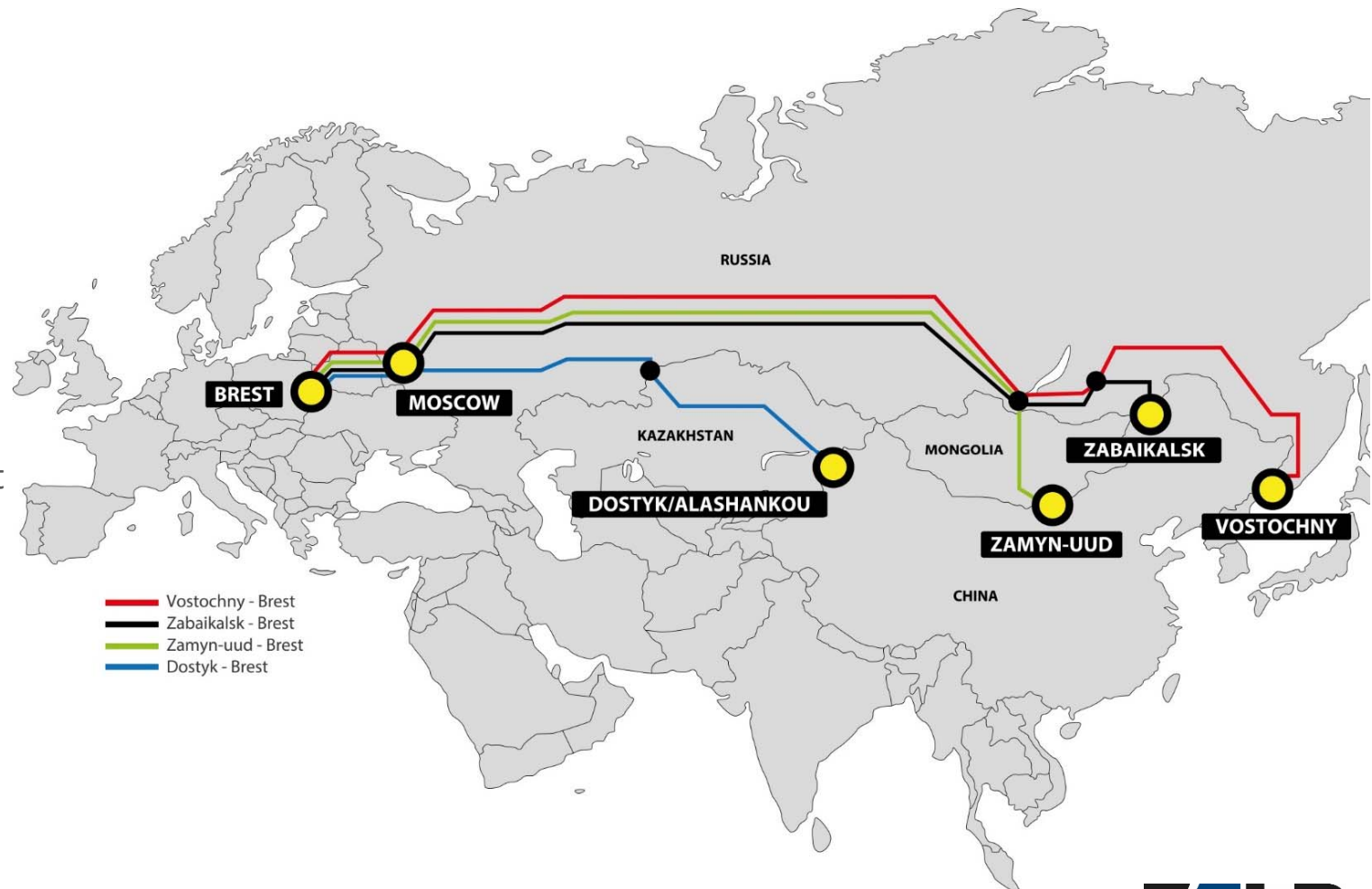


10-12 days

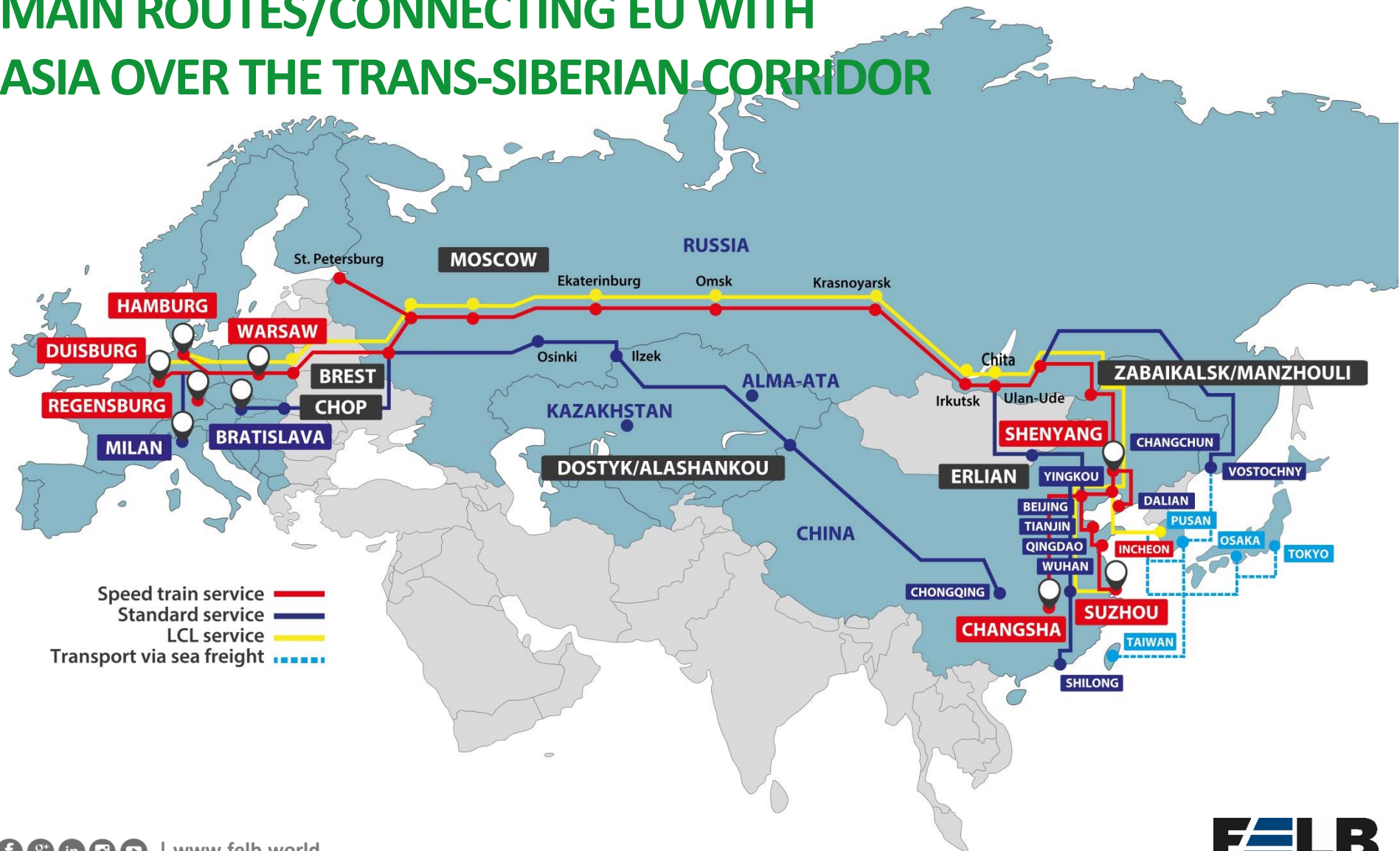
- Vostochny – Brest



14 days



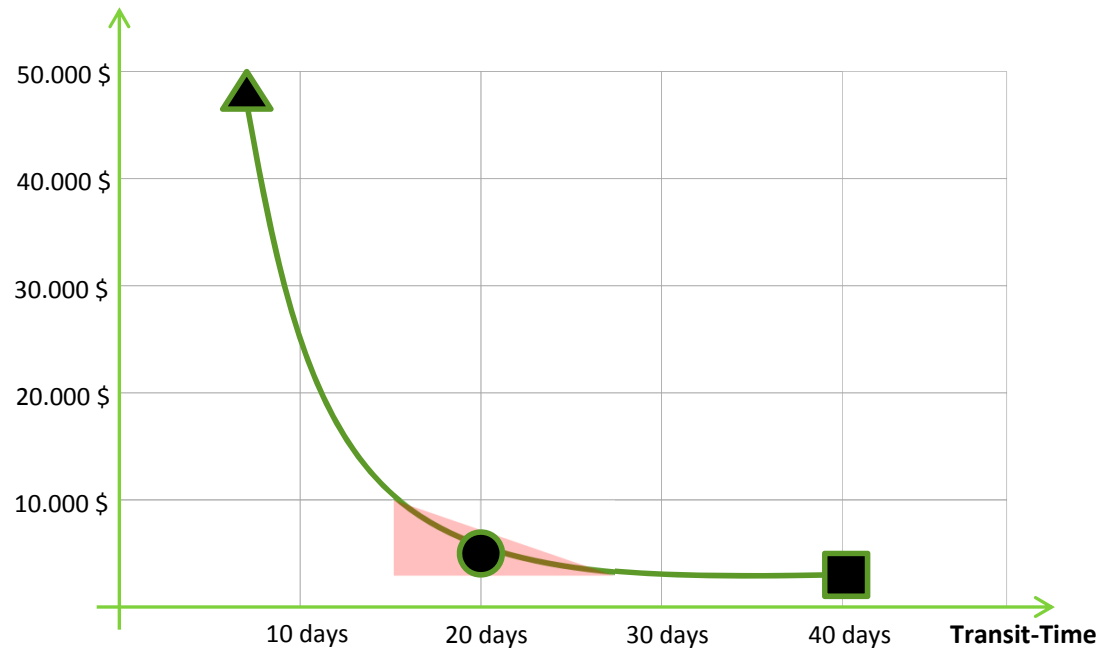
MAIN ROUTES/CONNECTING EU WITH ASIA OVER THE TRANS-SIBERIAN CORRIDOR



TRANS-SIBERIAN CORRIDOR ADVANTAGES AND COMPARISON

POSSIBLE RATIO OF TRANSIT-TIME vs. RATE

40ft Cntr.
Door-to-Door costs (Beijing – Duisburg)



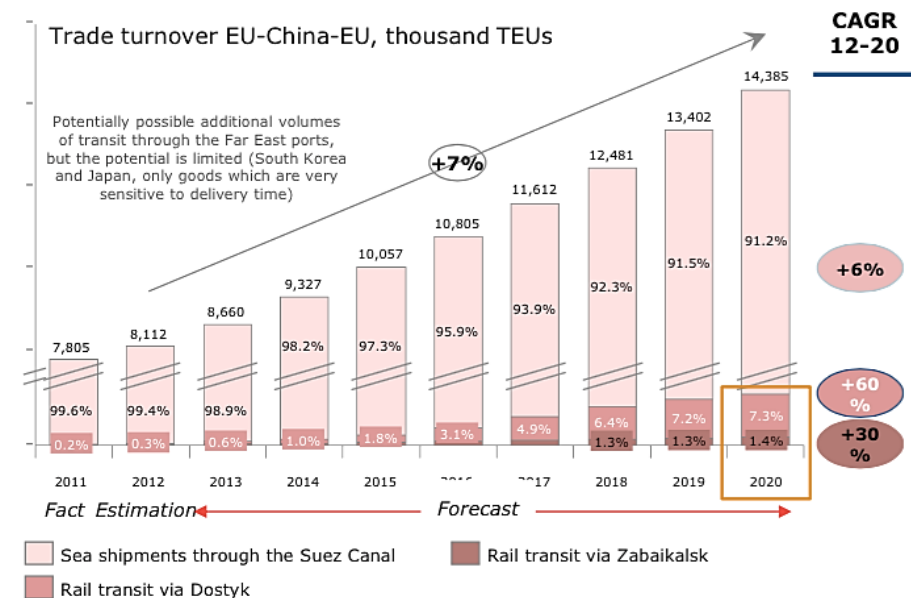
- It offers a faster transit time compared to sea freight
- It is a cheaper alternative to air freight
- The costs and the transit time performance of the sea and air transportations influence directly the sales / revenue of our service.

	RATE in USD (D-to-D)	TRANSIT TIME (days)
AIR	\$ 50.000	6-7
SEA	\$ 3.000	40
RAIL	\$ 5.500	20

POTENTIAL OF RAIL TRANSIT MARKET EU-CHINA-EU IN 2020

KEY GROWTH FACTORS

- China's policy of diversifying export routes
 - Give up 100% transport by sea
- High proportion high value goods in the structure of trades
 - Share of goods with high added value critical to delivery times – upto 35% in the turnover of China – EU
- **Advanced development** of the western and central China, the propensity for r/w transit
- **Potential growth of rates for sea freight**
 - Enhancing price competitiveness or r/w



Source: <http://www.rzdlog.com/upload/iblock/bed/bede0a4ac64617aa1ac98370d33d9fe9.pdf>

IMPORTANCE OF INLAND HUBS FOR BUSINESS DEVELOPMENT

Synergy effects between forwarder, container operator, container owners, terminal operators and customs clearance agents.



SYNERGY EFFECTS

- Administration, documentation and flow of information
- Pricing
- Frequency of service
- Freight consolidation
- Lead time and lead time availability
- Collaborative solutions for technical and operative barriers
- Hinterland distributions





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