

HELKA GLOBAL LOGISTICS

RAIL CARGO TRANSPORT

Locomotive Motion In Action

Providing RAIL TRANSPORT for the 21st century SILK ROAD

Being able to trust your logistics provider is vital in meeting the demands of your supply chain, not only for the on time delivery of goods, but also in terms of safety, price, and overall quality of service. This reliability is the product of expertise, knowledge, and contacts collected through years of experience. Therefore, with more than 35 years of providing logistic services across the world, commitment to quality is a natural part of **HELKA GLOBAL LOGISTICS**.

One
BELT
One
ROAD





PRODUCT ADVANTAGES

SEA VS AIR VS RAIL

TRANSIT TIME: TERMINAL TO TERMINAL

China ↔ Western Europe 18-20 days

China ↔ Eastern Europe 14-16 days

COMPETITIVE ADVANTAGE

The time for transportation is ~45% faster than shipping by sea, and the rate is ~65% cheaper than shipping by air.

FIVE FIXED MODES

Fixed station

Fixed line

Fixed train

Fixed time

Fixed rate

EASY CUSTOMS

One declaration

One inspection

One release



RAIL TERMINALS

CHINA & EUROPE

Chongqing	- Malaszewice
	- Duisburg

	- Lodz
Chengdu	- Nuremburg
	- Tilburg

Hefei	- Malaszewice
	- Hamburg

Zhengzhou	- Hamburg
	- Munich

	- Malaszewice
Wuhan	- Hamburg
	- Duisburg

	- Malaszewice
Xian	- Hamburg
	- Duisburg



MOVING CARGO

PREVIOUS SHIPMENTS

WESTBOUND

Electrical Appliances
Oil Spill Boom Equipment
Automobile Parts
Inflatable Bounce Houses
Lighting Equipment
Misc. E-Commerce Items
Blankets
Furniture Accessories
Motorcycles

EASTBOUND

Red Wine
Luxury Furniture
Ceramic Tiles
Fiberboard
Chipboard
Wood Flooring
Textile Fabric
Laminate Flooring
Leather



HELKA GLOBAL LOGISTICS

RAIL SERVICE OFFERINGS

- Door to Door Bookings: FCL & LCL
- Pre/On-carriage Arrangements
- Customs Clearance & Declaration
- Professional Advice
- Competitive Rates
- Cargo Inspection
- Documentation



BOOKING PROCEDURE

CONFIRMING ORDER

- 1) Receive booking request & confirm space and date availability with Carrier / Co-loader (min. 7 days in adv.)
- 3) Submit Booking Order to Carrier / Co-loader
- 4) Receive P/O from Carrier / Co-loader confirming space has been allotted
- 5) Arrange for container pick-up
- 6) Stuffing of container according to rail requirements advised by China rail authority
- 7) Arrange for container return
- 8) Customs Declaration
- 9) Load container onto train bound for destination



GENERAL INFORMATION

WHAT TO NOTE

Booking must be made minimum 7 days before S/S

The total gross weight of a 40'HQ may not exceed 23 tons

CY Cut off time is: 3 days before in China
2 days before in Europe

Truck driver's information for container pick-up/drop off up at container yard must be submitted 1 day in advance
(Note: assess condition of container when picking up)

Container loading requirements must be abided by including submission of loading method, consolidation method, and a total of 9 photos confirming loading arrangement

All documents including packing list, invoice, customs declaration, cargo packing method, lashing/securing method, and stuffing photos must be provided to carrier 1 day before container return

BOOKING TIMELINE

TERMINAL TO TERMINAL

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Day -15	Day -14	Day -13	Day -12	Day -11	Day -10	Day -9
			Receive Customer's Booking Order			
			Confirm Position and Arrange Pick Up Procedure			
Day -8	Day -7	Day -6	Day -5	Day -4	Day -3	Day -2
Provide cargo information (PL, INV, etc.)			Factory Pick Up of Goods		CY Cut Off	
					Declaration & Inspection	
Day -1	Day 0	Day 1	Day 2	Day 3	Day 4	Day 5
Declaration & Inspection	Chengdu Terminal Departure		In Route		In Route	
Day 6	Day 7	Day 8	Day 9	Day 10	Day 11	Day 12
In Route		In Route		In Route		In Route
Day 13	Day 14	Day 15	Day 16	Day 17	Day 18	Day 19
In Route	Lodz Terminal Arrival	Delivery to Container Yard				
		Customs Clearance & Inspection				

*Bookings must be made minimum 7 days in advance

*Pre/On-carriage transit time determined by shipper's/consignee's location

*Westbound shipments: FCL must arrive at terminal 3 days before departure

*Eastbound shipments: FCL must arrive at terminal 2 days before departure

CONTAINER LOADING SAFETY

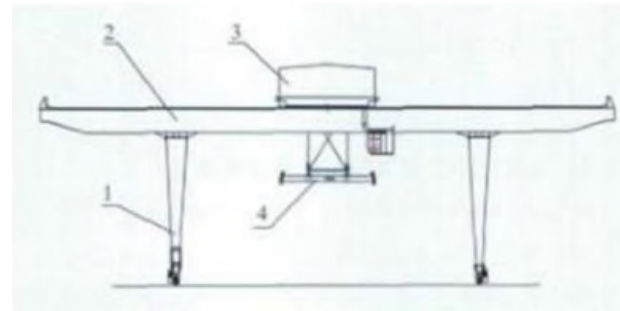
IMPORTANCE OF WEIGHT DISTRIBUTION

-China Railway will inspect the weight distribution of all containers entering China. To avoid container weight imbalances, please do not load cargo indiscriminately. Cargo **MUST** be loaded in a fashion where the weight of the goods is concentrated towards the center of the container.

-The weight difference between the front, back, left, and right of the container can be no more than 1500kgs.

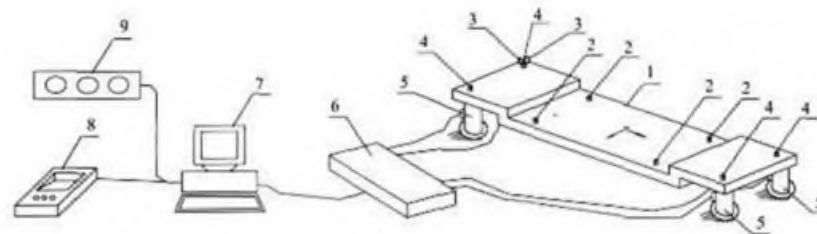
-Therefore, it is imperative that cargo is loaded correctly, and more importantly, secured either with air dunnage bags, steel wire, belts, or other protection materials. Fixing wooden blocks/pallets in the back, front, or sides of the goods is a cheap and easy solution to secure cargo

1. SLING TYPE DETECTING DEVICE



The weight of the container is measured using a hanging apparatus that measures the amount of weight exerted on each handle holding the container.

2. GROUND TYPE DETECTING DEVICE



The device will measure the weight of each contact point the container exerts onto the device.

CONTAINER LOADING SAFETY

PHOTO DOCUMENTATION

REQUIRED PHOTOS

- a) Photo of empty container
- b) Photo of 1st row loaded container
- c) Photo of ¼ loaded container
- d) Photo of ½ loaded container
- e) Photo of ¾ loaded container
- f) Photo of fully loaded container
- g) Photo of fully loaded container with single door closed displaying container no.
- h) Photo of both containers doors closed displaying container no.
- i) Photo of seal with legible seal no.

*Please include lashing and securing materials when taking photos





TARGET CUSTOMERS

MARKET ANALYSIS

- Customers who are located near rail terminal locations to reduce pre-carriage / on-carriage costs.
- Customers who routinely ship via air but are looking to save on costs while still retaining fast transit times can switch to rail.
- Other potential customers include:
 - + SME's with limited cash flow
 - + Short product life cycles
 - + Quicker access to inventory
 - + Compensation for production delays
 - + Schedule reliability



CASE STUDIES

UP-CLOSE & IN-DEPTH

-Commodity: Electric Motorized Devices

Shenzhen, China – Carquefou, France

-Commodity: Laminate Flooring

Menznau, Switzerland – Chengdu, China

-Commodity: Red Wine

Bordeaux, France – Chengdu, China

-Commodity: Oil Spill Boom

Wenzhou, China – Ashgabat, Turkmenistan

MARKET DATA

ANALYSIS

- For the year 2016, traffic volume of 141,000 TEU was transported.
- For the year 2017, traffic volume of 262,000 TEU was transported
- Realignment of shipping alliances in April 2017 caused massive delays for the ocean freight industry. This led to shippers seeking alternative methods of transportation such as rail. This situation accounted for a large increase in demand for rail in the first and second quarter of 2017.
- China's push to double train capacity from 2016 to 2017 by increasing subsidies also facilitated the increase of train usage.
- Rail freight traffic is expected to grow 14.7 per cent year over year in the next decade. Traffic volume is expected to reach 636,000 TEU in 2027.

Thank You

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