

New silk road: opportunities and challenges for Changjiu Logistics

May 2018
Lugano, Switerland

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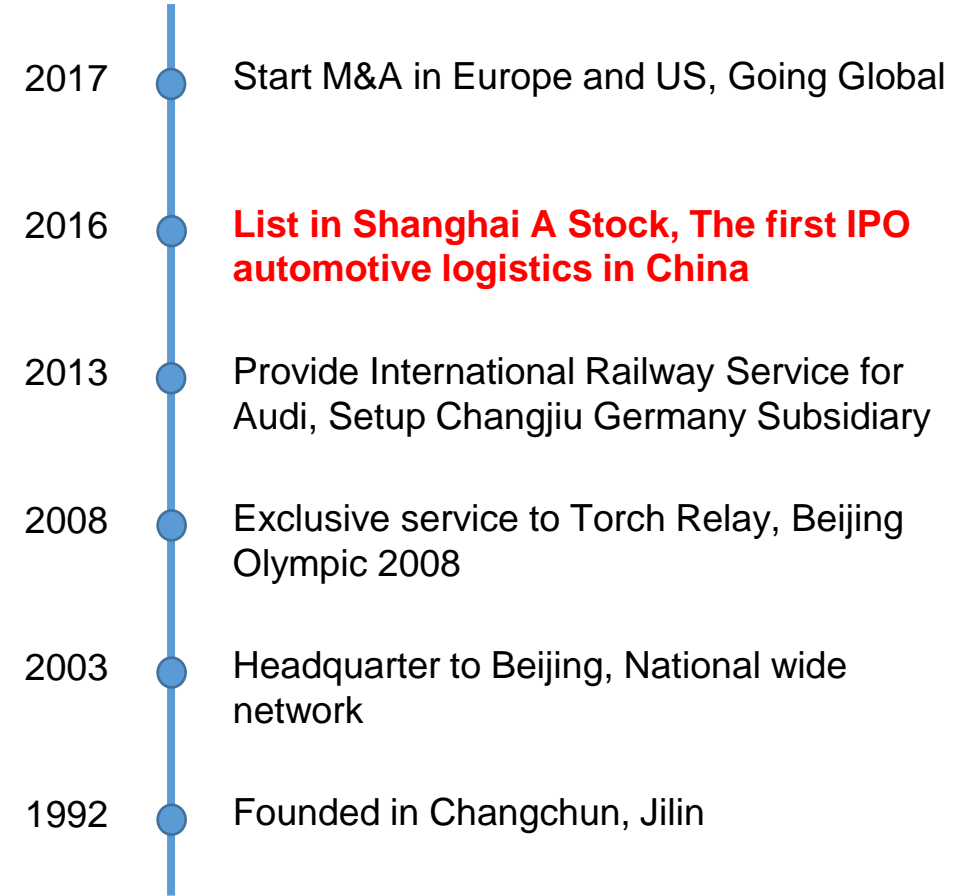
Our Company

Our Services

Our Advantage

Our Prospects

➤ Changjiu Logistics is growing with the blooming of China automotive industry



- The Largest Independent automotive logistics in China
- 3 divisions: Vehicle logistics, Parts logistics, International logistics
- 41 OEMs clients with operation center in 35 cities of China
- 6000 trucks in control, 6 Ro-Ro Vessels(2 in construction)
- 2 international railway route(China-Europe, China-Russia)
- 2+ million square meters warehouse and compound
- In 2016, Changjiu Transported **3.8 Million** Vehicle with 12% share in China

➤ Changjiu Logistics Key Figures

1st

IPO automotive logistics Company in China (List in Shanghai 603569)

No. 1

The largest private automotive 3PL in China

20 bil

RMB Market value as Aug 12nd 2017 in SH Stock Exchange

41

Brand OEMs, Covering 88% of total market in China

3.8 bil

RMB revenue in 2016

12%

Finished Vehicle logistics market share in China in 2016

Operation Centers

35

33 within China and 2 in US and Europe(Hamburg)

Rail Route

2

Japan/Korea – China- Russia
Japan/Korea – China- Europe

Trucks

6000+

Contracted Trucks 5000 for car carriers, 1000 for containers

Ro-Ro Vessels

14 ₄₊₁₀

4 in use, 10 to be operated before 2018, including 8 costal, 6 river fleets

Warehouse

2+ mil

SQM within China Including 1.7 mil for Finished vehicle and 0.3 for parts, 0.3 mil sqm in Zeebrugge under negotiation

Changjiu Logistics Honor

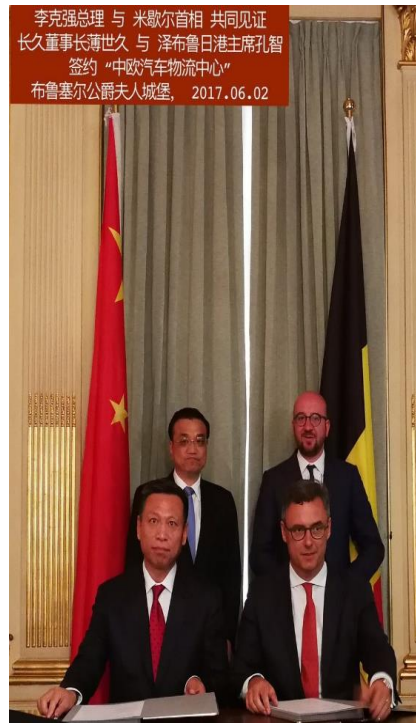
2008

The Exclusive Logistics Service Provider for Beijing Olympic Torch Relay



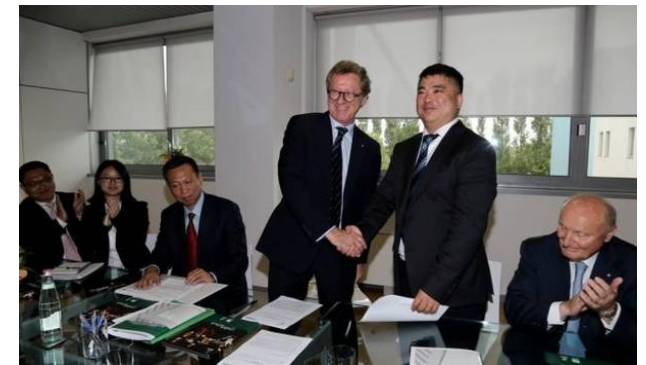
2017

Proven by Prime Minister of China and Belgium, the Agreement signature of first China-Europe Vehicle train and Sino-Europe Automotive Logistics Center

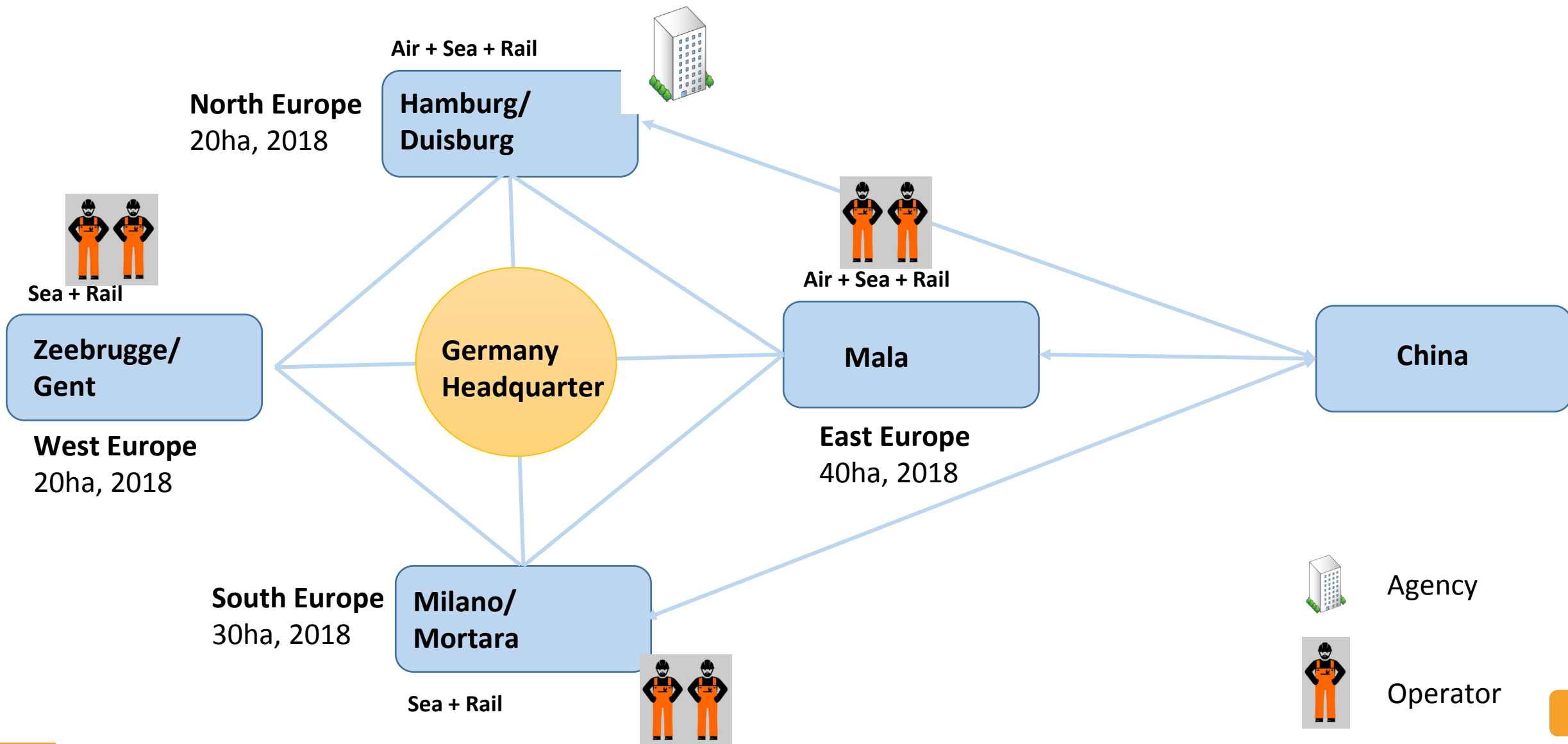


2017

Changjiu arranged and operated the first block train from Mortara, Italy to Chengdu



Changjiu Logistics European Strategy – “4+1” Logistics Center



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Our Services & Advantages

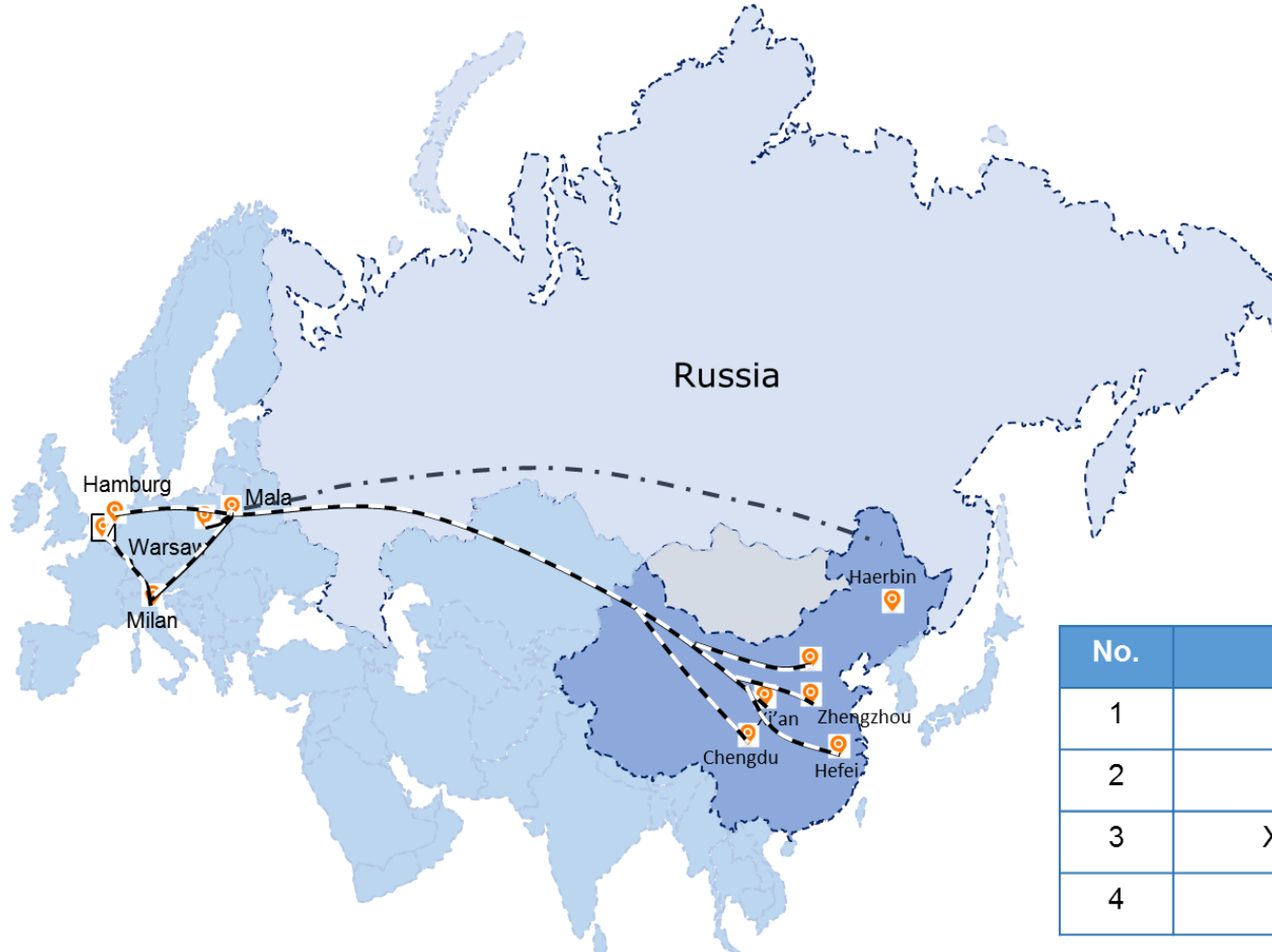
Our Opportunities

Our contacts



Changjiu & One belt one road

“Belt and Road” initiative introduced by CN government aims to revive the historic Silk Road between **China, Europe & Middle East.** “Belt” refers to the **Silk Road Economic Belt - passes overland** from China through Central Asia to continental Europe. “Road” not land-based road but the **Maritime Silk Road, an oceanic route** connecting China to Europe and South-East Asia and via numerous ports in India and Africa.



The northern route:

Harbin—Manzhouli—Mara—Duisburg—Zeebrugge/ wilhelmshaven

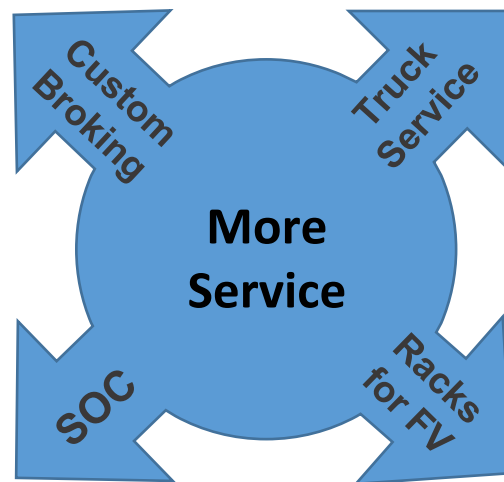
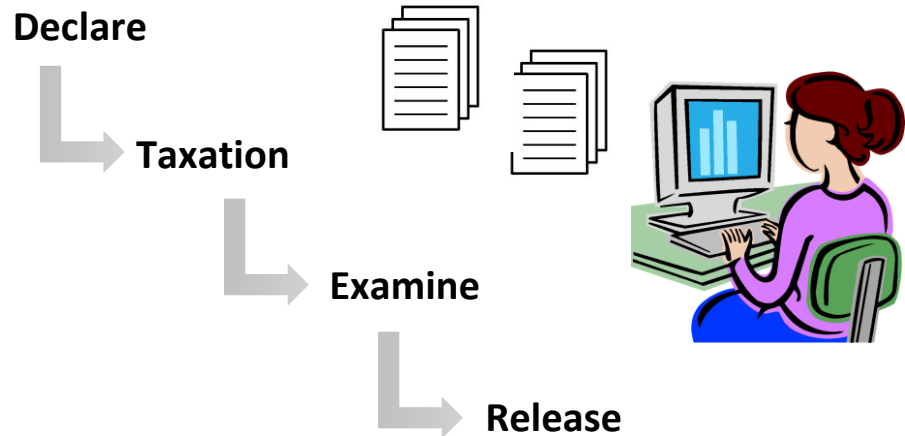
The southern route:

Zhengzhou-Alataw-Hamburg
Xi'an-Alataw –Hamburg/Duisburg
Chengdu-Alataw –Warsaw—Milan

No.	Route	Lead time
1	Harbin-Hamburg	15days
2	Zhengzhou-Hamburg	15days
3	Xi'an-Hamburg/Duisburg	15days
4	Chengdu-Warsaw	14days

Changjiu Logistics Customer Service

- Custom services are professional and all-sided



- Trucking services almost cover everywhere both in Europe and China



- Self-produced racks for finished vehicles



- More than enough SOC containers resources can be picked-up and returned in lots of locations



➤ Changjiu Logistics Advantages

Pre-existing huge amount of goods (Volvo, Volks wagen) to make sure,

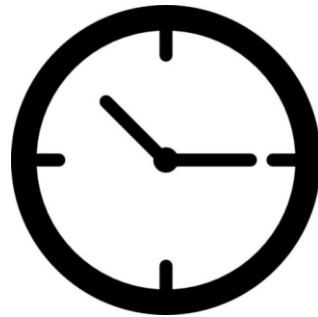


Favorable Price

- the base quantity so that to obtain better rates and maintain relationship with Chinese railway

Stable Schedule

- stable trains schedule without the chance of cancel or postpone



Rich experience

- Experience of intermodal logistics service of larger quantity, in Ghent, Mala, Milano

➤ Changjiu Logistics Advantages

Our clients



Our Suppliers



- Strategic partnership in container supply and marketing in Europe

- Unprecedented high-level collaboration with Xi'an and Haerbing railway in railway supply, low cost and service guaranteed

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Switzerland



Country

Main export commodities Machinery, chemicals, metals, watches, agricultural products

Main import commodities Machinery, chemicals, vehicles, metals; agricultural products, textiles

Trade in USD bn Import: 215 Export: 271

Population 8.17mn

Official language German, French, Italian, Rhaeto-Romanic

Country currency CHF Swiss Franc

Import: Germany 20.7%, UK 12.8%, US 8.1%, Italy 7.8%, France 6.7%, **China 5.1%**

Top 5 trading partners

Export: Germany 14.2%, US 10.6%, **Hong Kong 8.7%**, India 7.3%, **China 6.9%**, France 6.1%

➔ Rail service to/from Switzerland

Buyers' consolidation service



- Customized **buyer's shipper's consolidation** allowing to bundle products and orders purchased
- **Dedicated Full container loads** stuffed in defined location or at railway hubs
- Increased **visibility** of shipments including **daily tracking**
- **Optimized loading at origin**
- **Improved security & control**

GOH (Garments on hanger)



- **Unique equipment** for flexible and secure delivery of **non-stackable cargo**
- **Reduced transport costs** due to improved container loading
- **Reduced damage** due to better stacking

GPS Tracking service



- **Monitoring:** real-time tracing of all movements and alarms
- **Security:** clear response plan in case of door open alarm
- **Route Management**
- **Breach Detection**
- **Light Detection**
- **Shock**
- **Temperature and Humidity**



**ARE YOU READY
FOR CHINA RAIL?**

Joint success!

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