

„Swiss Shippers Council“
Interlaken, January 30, 2020

The New Silk Road:
opportunities and risks for the shippers



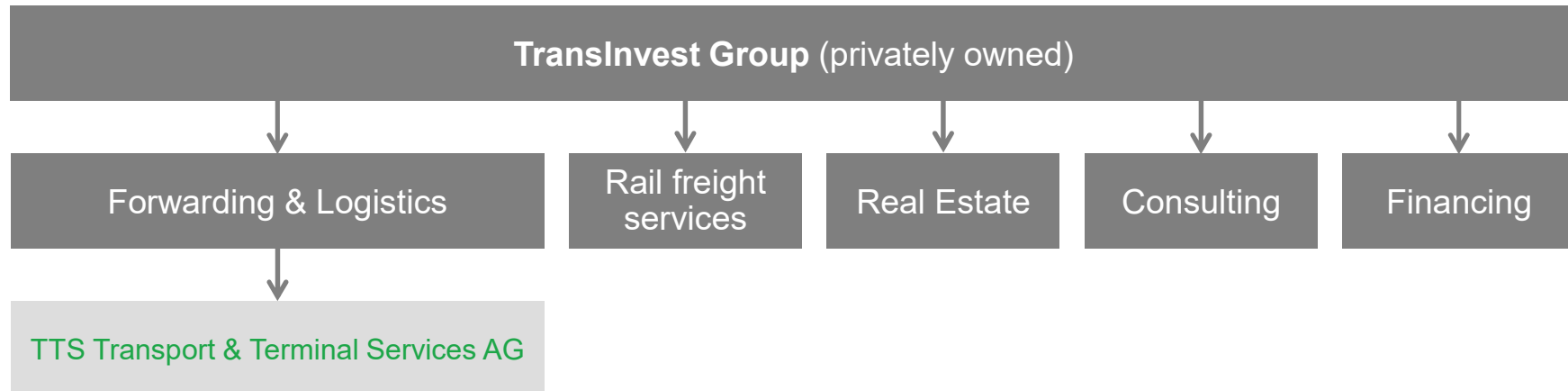
TRANSPORT & TERMINAL SERVICES

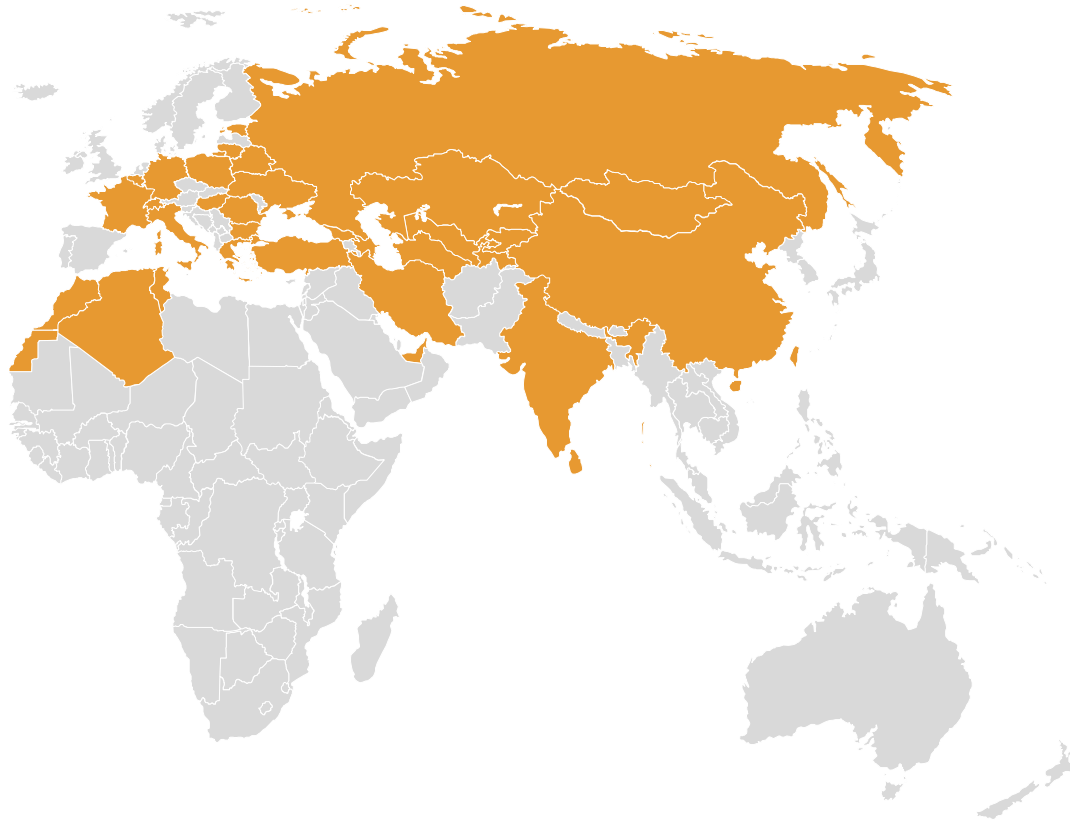


Transport & logistics | financing | real estate | consulting

TransInvest is an internationally operating group of independent companies whose investments and affiliates are under the cover of one joint holding. Geographically, the Group's focus is on Europe, North Africa and Asia.

While the focus of activities is on the forwarding and logistics sector, the TransInvest Group also has investments in the financing, real estate and consulting sectors.





The TransInvest Group currently comprises **105 individual companies** operating in **36 countries** with a **total staff of 3,200**.

In 2018, the TransInvest Group generated a consolidated annual turnover of **EUR 749 million**. The Group operates circa **720,000 sq m** of warehousing / storage area.



TTS is a swiss-registered, neutral, international transport company focusing on rail freight. Owing to our in-depth market expertise and comprehensive experience, we can offer customer-oriented end-to-end solutions. The Group has at its disposal a network of branches and subsidiaries which enable us to offer you customized solutions from one source.

As we cooperate closely with InterRail, our customers benefit from our specific knowhow in the transport of conventional and containerized goods. InterRail operates its own offices and has long-time business relations with companies along the New Silk Road.

TTS additionally has cooperation agreements and longtime, personal relations with other block train operators along the Eurasian corridor.

- Rail (conventional / intermodal)
- Road / air / sea / short sea
- Individual project transports
- Handling of single containers, container groups, complete container block trains
- Provision of container equipment, incl. 45' reefers for temperature-sensitive goods
- Part loads (LCL) east and westbound on the New Silk Road
- Regular, predictable connections with several weekly departures
- Terminal services, tracking and tracing
- Customs clearance and documentation management



Block train operator

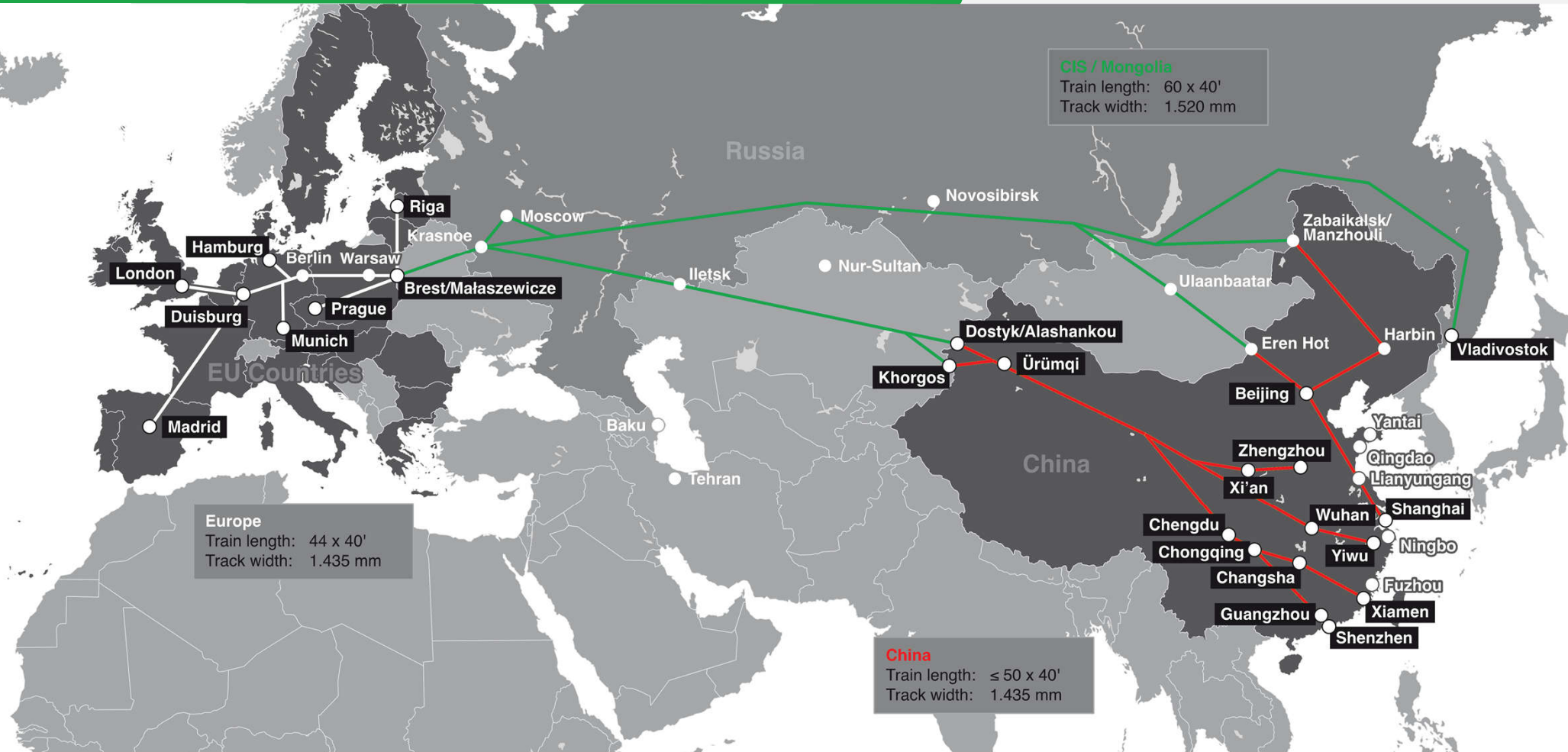
Our group operates regular block train connections between the big economic hubs in Europe and China. With the European terminals in Madrid, London, Duisburg and Hamburg and, on the Chinese side, among others, at Chongqing, Wuhan, Xi'an, Chengdu, Hefei, Zhengzhou and Yiwu, plus the hinterland pre- and on-carriage we also offer, we are connecting an immense area on both continents.

We offer cost-efficient, long-time predictable freight rates and guarantee smooth processes during transport and the handling of customs and freight documents.

Booking agent

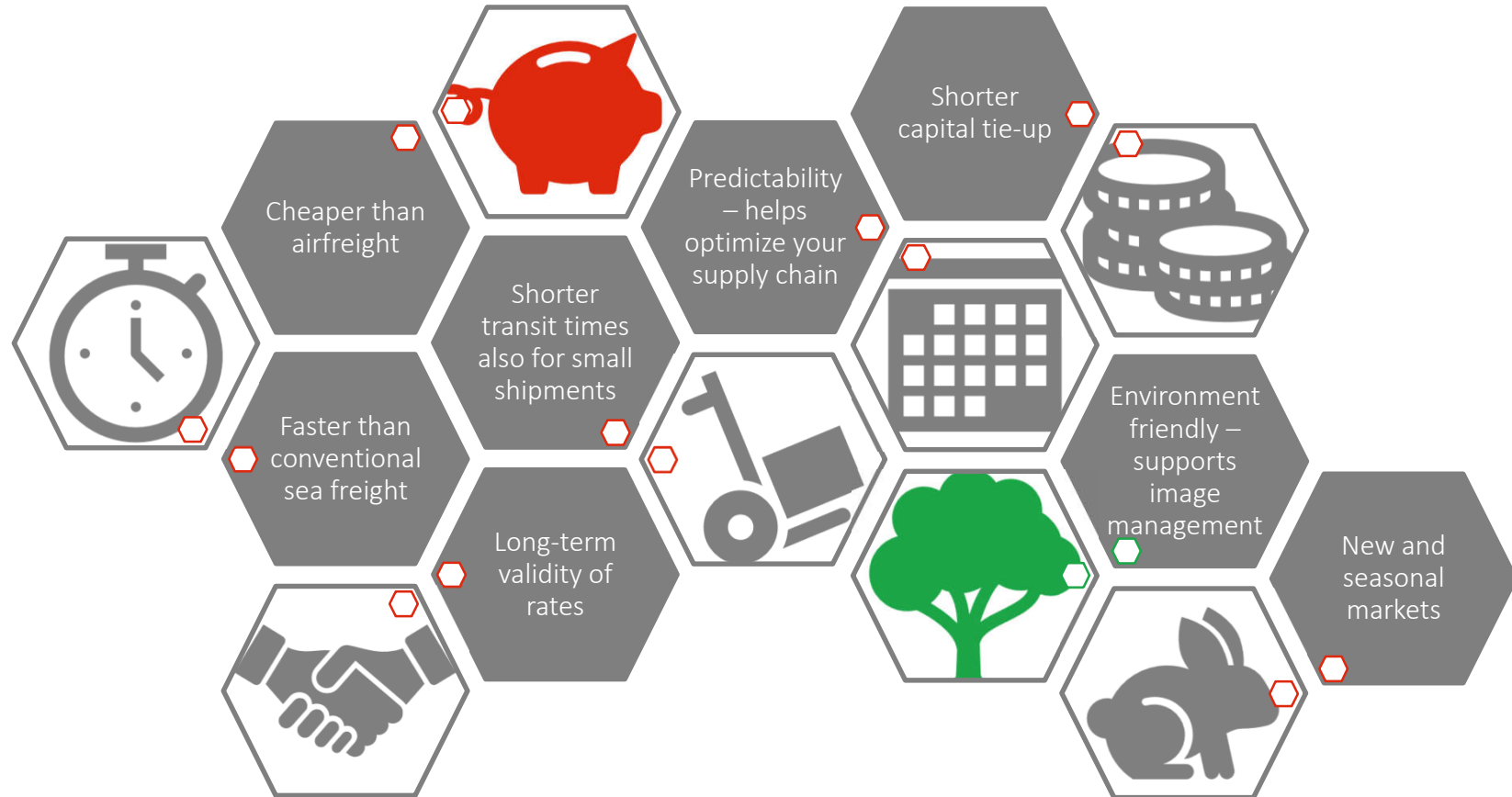
Take advantage of the possibility of booking single containers or container groups on all existing block train connections (including those run by other operators) from China to Europe and vice versa.

A choice of overland routes of the Chinese Silk Road



- 2019 was a volatile year for Eurasian rail freight traffic
- Significant increase in inquiries for rail freight from and to China
- Massive decrease of empty containers going east
- Definitely positive development of the New Silk Road
- Increase in volumes
- Improvement of service quality
- Continuous development of infrastructure
- Faster transit and new service routes with connections to Switzerland e.g.
 - Xi'an – Hamburg/Neuss – Frenkendorf (Schweizerzug)
 - Hamburg – Basel (AlbatrosExpress - TFG Transfracht)
 - Hamburg – A-Wolfurt (TransFER - Rail Cargo Group)





- **Politics**
 - China: political decision concerning subvention
 - Debt trap (loans)
- **Environment**
 - Bad weather – storms – track disruptions
 - Environmental damages
- **Capacity**
 - Bottle necks (e.g. Chinese New Year / Golden Week / year-end traffic)
 - Terminals (e.g. Duisburg)
- **Complex system**
 - Different track gauges (China – Mongolia/Russia/Kazakhstan & Europe)





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