

ZAFER ENGIN

- **DHL Global Forwarding**

DHL Rail For Turkish Auto-Mobility Sector

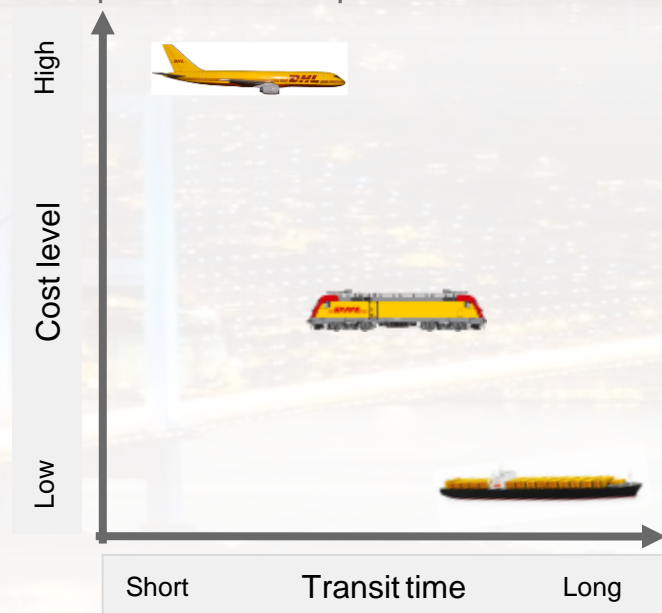


WHY RAIL?

Lower cost compared to Air Freight

Faster transit time compared to Ocean Freight

Transport Mode Comparison



CUSTOMER BENEFITS

Flexibility

- Any origin, any destination, any routing
- Tailored intermodal service – various modes of transport easily combined
- Single door to door rate

**DHL RAILLINE
DHL RAILCONNECT**



Reliability

- Fixed arrivals and departures
- High frequency, stable lead times
- Expert route planning, backup solutions



Traceability

- Daily cargo location updates
- Track & Trace system ensuring that you are always informed on your shipment status



Security

- Physical security on the wide gauge route: RFID & rail platform monitoring (twice a day)
- Reduced risk – no typhoons, no piracy etc.



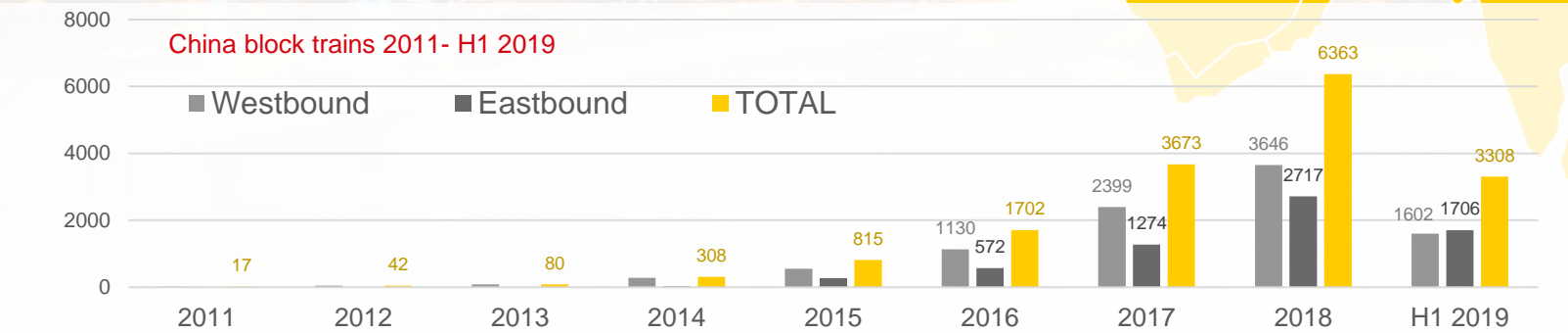
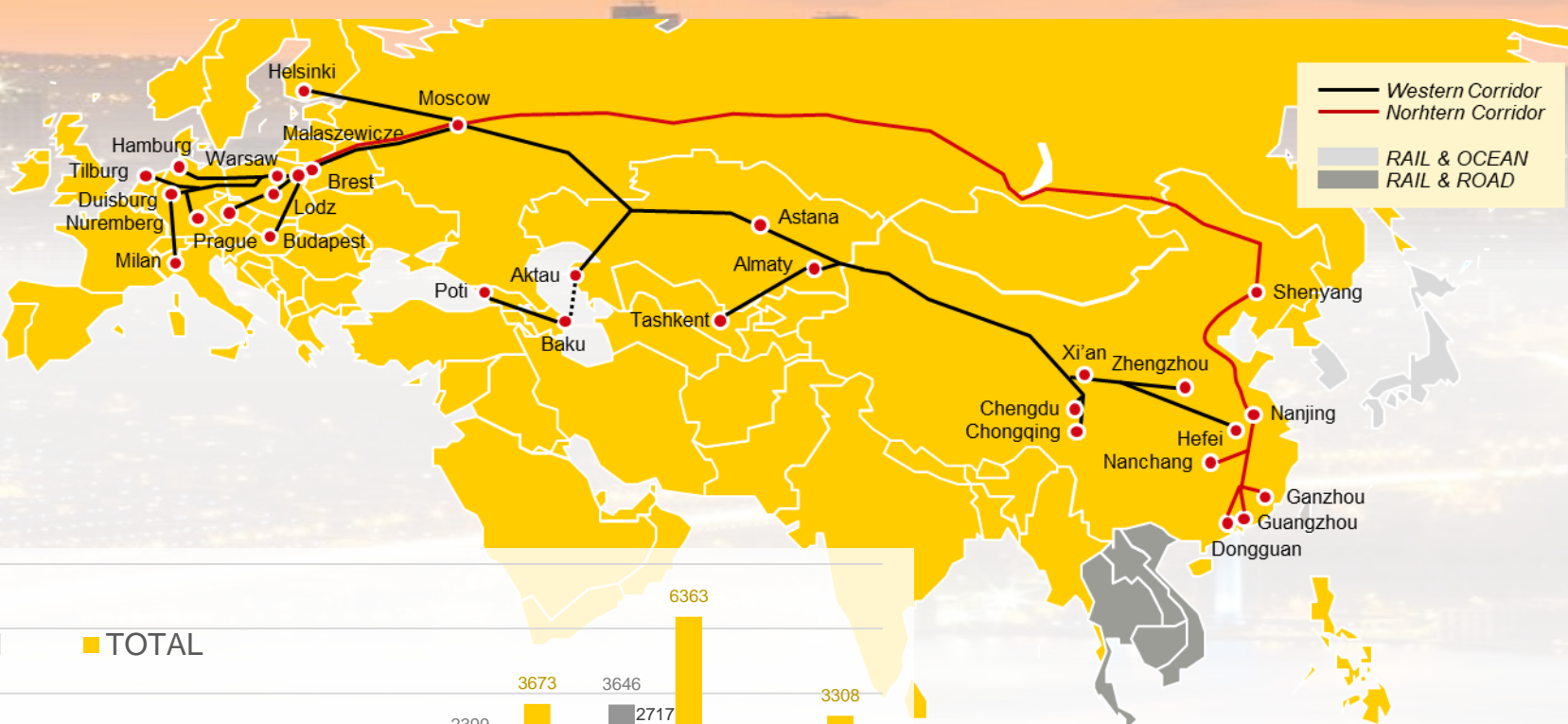
Improved Ecological Footprint

- Significant ecological advantage compared to air freight – reduced CO2 emissions



Climate Protection with
Deutsche Post DHL

DHL RAIL - OVERVIEW



HERE FOR THE LONG HAUL

A TIMELINE OF DHL'S INVESTMENTS IN BELT AND ROAD INFRASTRUCTURE

MAY 2013

DHL opens West Corridor between Chengdu and Lodz.



MARCH 2014

DHL forms strategic partnership with the United Transport and Logistics Company, a joint venture between Russian, Kazakhstani and Belarusian railways.



SEPTEMBER 2014

DHL opens North Corridor between Suzhou and Warsaw.



AUGUST 2015

DHL enters strategic partnership with Belarus Railway and Transport Ministry.



NOVEMBER 2015

DHL opens Maritime Silk Road service between major ports of Asia and Piraeus, Greece.



MAY 2016

DHL and Chengdu Gateway Logistics Office sign MOU to upgrade infrastructure, customs clearance for West Corridor services.



DHL signs MOU with Azerbaijan Railways to further develop Baku as a multi-corridor rail hub.



2008-2011

DHL begins feasibility studies on Asia-Europe multimodal connections. DHL signs first multimodal contract with FELB, a subsidiary of Russian rail firm RZD Logistics.



JANUARY 2014

DHL launches first temperature-controlled rail service between China and Europe.



OCTOBER 2014

DHL links Japan to the North Corridor via Shanghai.



JUNE 2015

DHL adds Zhengzhou-Hamburg route to West Corridor.



DHL and Kazakhstan Temir Zholy (KTZ) Express sign MOU to upgrade capabilities, add new service locations to Central Asia.



DECEMBER 2015

Southern Corridor between Lianyungang and Istanbul officially opens, leveraging MOU with KTZ Express and partnerships with Central Asian railway operators.



SEPTEMBER 2016

DHL links Vietnam to Europe via the West Corridor.



MAY 2017

DHL connects Shenzhen to Europe via its West Corridor.



JUNE 2017

DHL signs MOU with Latvijas Dzelzceļš (LDz), Latvia's state rail company, to link the Baltic region to China via multimodal rail.



DHL connects South Korea to its Asia-Europe network.



Rail



Ocean



Road



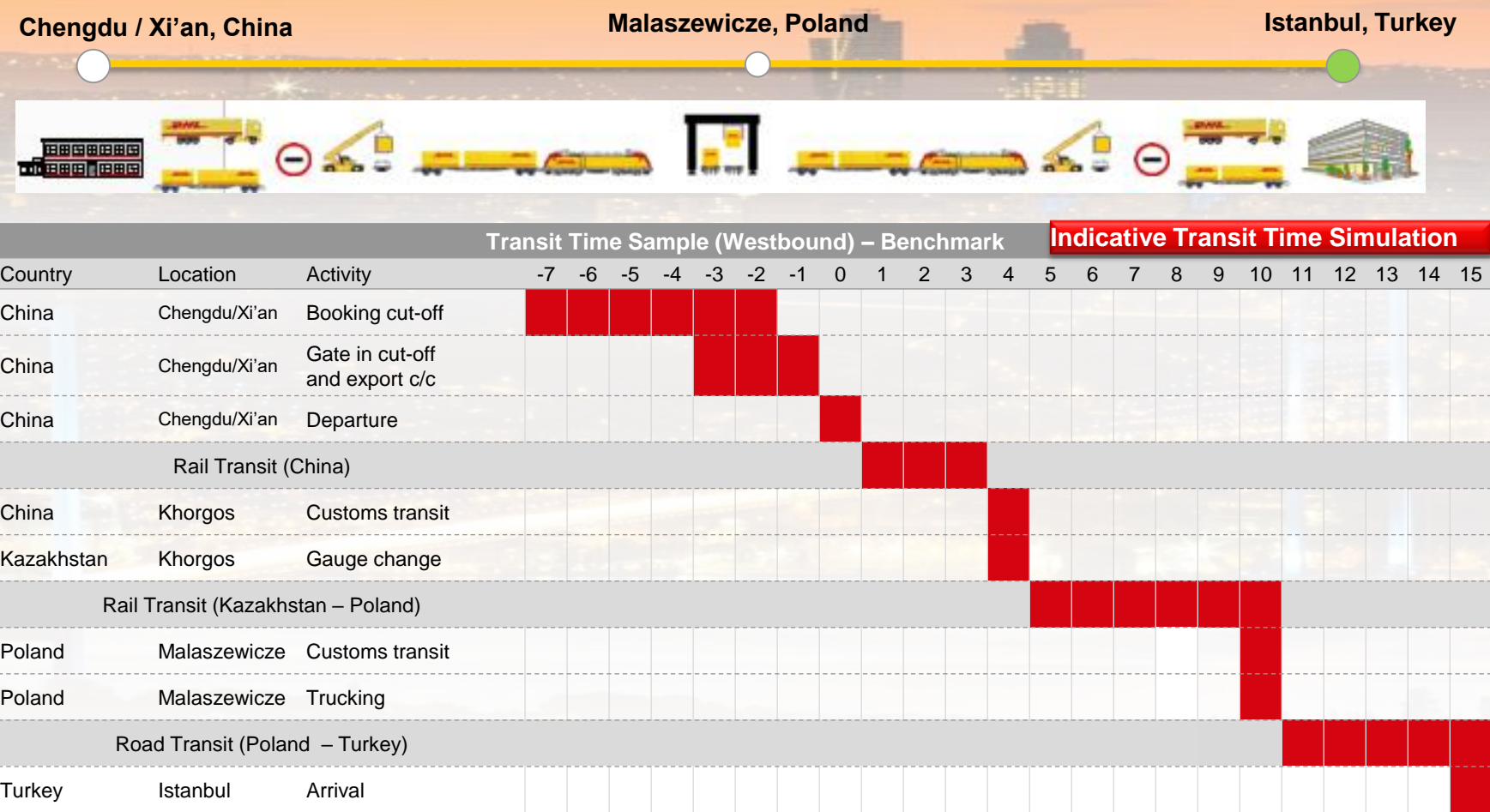
MOU



CHINA-TURKEY ROUTING 1: VIA MALASZEWICZE / SOPRON



ROUTING 1: PROCESS & TIMELINE (DIRECT TRUCKING)



ROUTING 1: PROCESS & TIMELINE (VIA SPORON)

Chengdu / Xi'an, China

Malaszewicze, Poland

Sopron, Hungary

Istanbul, Turkey



Transit Time Sample (Westbound) – Benchmark															Indicative Transit Time Simulation													
Country	Location	Activity	-7	-6	-5	-4	-3	-2	-1	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
China	Chengdu/Xi'an	Booking cut-off																										
China	Chengdu/Xi'an	Gate in cut-off and export c/c																										
China	Chengdu/Xi'an	Departure																										
Rail Transit (China)																												
China	Khorgos	Customs transit																										
Kazakhstan	Khorgos	Gauge change																										
Rail Transit (Kazakhstan – Poland)																												
Poland	Malaszewicze	Customs transit																										
Poland	Malaszewicze	Trucking																										
Road Transit (Poland – Hungary)																												
Hungary	Sopron	Departure																										
Rail / Road Transit (Hungary – Turkey)																												
Turkey	Istanbul	Arrival																										

CHINA-TURKEY ROUTING 2: VIA BUDAPEST



ROUTING 2: PROCESS & TIMELINE

Chengdu / Xi'an, China

Budapest, Hungary

Istanbul, Turkey



			Transit Time Sample (Westbound) – Benchmark																	Indicative Transit Time Simulation												
Country	Location	Activity	-7	-6	-5	-4	-3	-2	-1	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
China	Chengdu/Xi'an	Booking cut-off																														
China	Chengdu/Xi'an	Gate in cut-off and export c/c																														
China	Chengdu/Xi'an	Departure																														
Rail Transit (China)																																
China	Khorgos	Customs transit																														
Kazakhstan	Khorgos	Gauge change																														
Rail Transit (Kazakhstan – Poland)																																
Poland	Malaszewicze	Customs transit																														
Poland	Malaszewicze	Gauge change																														
Rail Transit (Poland – Hungary)																																
Hungary	Budapest	Customs transit (T1)																														
Hungary	Budapest	Last mile																														
Rail Transit (Hungary – Turkey)																																
Turkey	Istanbul	Arrival																														

CHINA-TURKEY ROUTING 3: DIRECT BLOCK TRAIN



ROUTING 3: PROCESS AND TIMELINE

Chengdu / Xi'an, China

Aktau-Baku, via Caspian Sea

Istanbul, Turkey



Transit Time Sample (Westbound) – Benchmark																Indicative Transit Time Simulation										
Country	Location	Activity	-7	-6	-5	-4	-3	-2	-1	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
China	Chengdu/Xi'an	Booking cut-off																								
China	Chengdu/Xi'an	Gate in cut-off and export clearance																								
China	Chengdu/Xi'an	Departure																								
Rail Transit (China)																										
China	Khorgos	Customs transit																								
Kazakhstan	Khorgos	Gauge change																								
Rail Transit (Kazakhstan)																										
Kazakhstan	Aktau	Train to ferry																								
Caspian Sea Transit																										
Azerbaijan	Baku	Ferry to train																								
Rail Transit (Azerbaijan – Georgia)																										
Georgia	Ahilkelek	Customs transit																								
Rail Transit (Georgia – Turkey)																										
Turkey	Istanbul	Arrival																								

DHL TRACER – GPS AS A STANDARD FOR RAIL FREIGHT

GPS device: door-to-door container monitoring

full visibility of the container's location and status with 24/7 access

Route management: exact location of the container

Breach detection: alarm triggered when door opened

Light detection: light measured inside the container

Shock and vibrations: high accelerations recorded

Temperature and humidity: container interior monitored

Security: alarm response plan by DHL security team



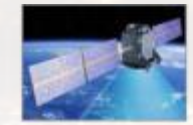
Temperature measurement (C)



Humidity measurement



Vibration measurement



iSEE – DHL GPS TRACKING PLATFORM

DHL iSee Rail Track Query 中文 | English

DHL
DHL铁路货运与多式联运
DHL Rail Freight and Multimodal

Welcome

Please input Username

Password

Captcha 2517

Login

Shipment Reference No. CAN00597L

Google Map

Map data ©2019 Google, INEGI, ORION-ME 500 km Terms of Use

CASE STUDY: FROM JAPAN TO TURKEY



Customer Challenges

- Finding low cost solution for urgent parts deliveries from Japanese factory to Turkey

DHL Solution

- Door to door intermodal container solution composed of Ocean, Road & Rail Freight
- Smooth customs transit (incl. returnable cargo racks) via China & Central Eastern Europe
- Nagoya to Istanbul Halkali (port to port): 31 days

Customer Benefits

- Containerized movement with shortened transit time
- Abundant capacity with reduced cost

CASE STUDY: CHINA-TURKEY BLOCK TRAINS



Customer Challenges

- Reduce China-Turkey rail freight transit time to minimum
- Provide block train capacity
- Avoid low temperature areas during transit

DHL Solution

- Direct block train from Chinese stations (Chengdu & Lianyungang) to Poti in Georgia
- Trucking to from Poti to Istanbul

Customer Benefits

- **Achievable transit time is 14 days** from Chengdu to Istanbul / Manisa



THANK YOU

DHL