From China to Europe: the SNCF approach

Édouard LAVERNY
Rail Freight & Intermodal Division
SNCF Logistics
First train Wuhan – Lyon

- Connection via Duisburg: 1st step solution for French market
- Next step: direct trains China - France
A necessary rail connection requested by China to support exchanges with Europe and complete the logistics offer

- **Maritime**: the cheapest but long transit times (from 30-40 days door-to-door)
- **Air**: the quickest but expensive with an important carbon print
- **Rail**: the right solution to face price and delay especially for continental zone

Main evolutions:
- More added-value on manufactured goods
- Geographical & economical evolution within China

**OBOR STRATEGY**
One Belt One Road
Trade between China & UE 28

IMPORT
Millions-tonnes

- Maritime: 55 Mt (97%)
- Air: 1 Mt (2%)
- Rail: 0.5 Mt (1%)

EXPORT
Millions-tonnes

- Maritime: 44 Mt (98%)
- Air: 0.7 Mt (1%)
- Rail: 0.3 Mt (1%)

TOTAL
Millions-tonnes

- Maritime: 99 Mt (97%)
- Air: 1.7 Mt (2%)
- Rail: 0.8 Mt (1%)
In addition to regular intermodal trains with Northern Europe

The next step is now to propose direct trains with Western Europe: UK, France & Spain

+ 2015 Eurostat figures for UK, FR & SP

<table>
<thead>
<tr>
<th></th>
<th>IMPORT</th>
<th>EXPORT</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Cargo (refer &amp; dry)</td>
<td>374 Kt</td>
<td>800 Kt</td>
</tr>
<tr>
<td>Air transportation</td>
<td>248 Kt</td>
<td>50 Kt</td>
</tr>
</tbody>
</table>
NEXT STEP FOR RAIL
More added value Logistics

Block trains corridors

Rail road combined transport

Complete Logistics Services B to B & B to C