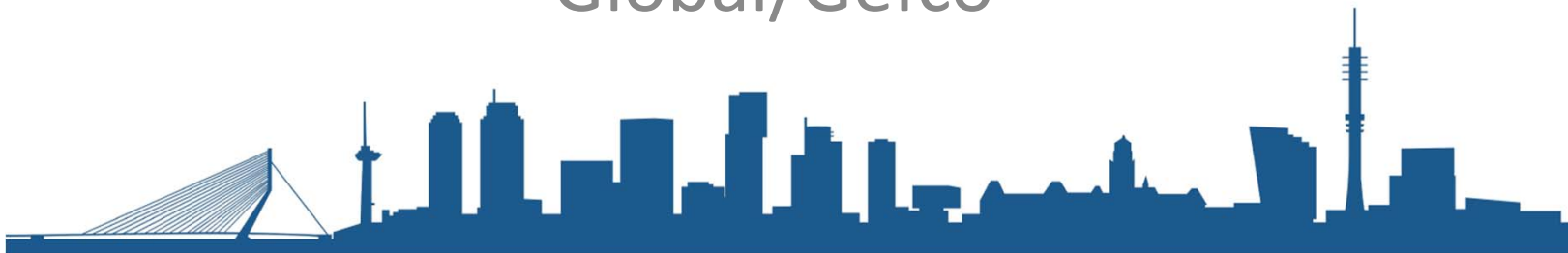




From Shanghai to Rotterdam: the  
landbridge concept 10 years on.  
*-Expectations from the market-*

Johannes Nanninga, COO IJS  
Global/Gefco



# GEFCO AT A GLANCE : Highly reliable & sustainable rail transportation

OVER 60 YEARS  
EXPERTISE

255 AGENCIES  
OWN NETWORK

DOOR-TO-DOOR SOLUTIONS  
FROM WESTERN EUROPE TO CHINA









KEY FACTS



**GEFCO named best rail company**  
**at the Automotive Supply Chain Global Awards 2014**

# A preferential solution over medium & long distance

Estimation for delivery of a 10,5 tonnes cargo loaded 40' container from Duisburg to Shanghai in CO<sub>2</sub> emissions TTW

|  | <br>Air | <br>Rail | <br>Ocean |
|--|--|---|--|
|  COST   | +150%<br>vs Rail   | -   | -70%<br>vs Rail  |
|  LEAD TIME                                      | 8-9 days<br>door to door   | 18-20 days<br>terminal to terminal  | 35-40 days<br>port to port   |
|  ENVIRONMENT<br>CO <sub>2</sub> emissions (kg) | 69,961   | 240   | 1,960  |



BENEFITS

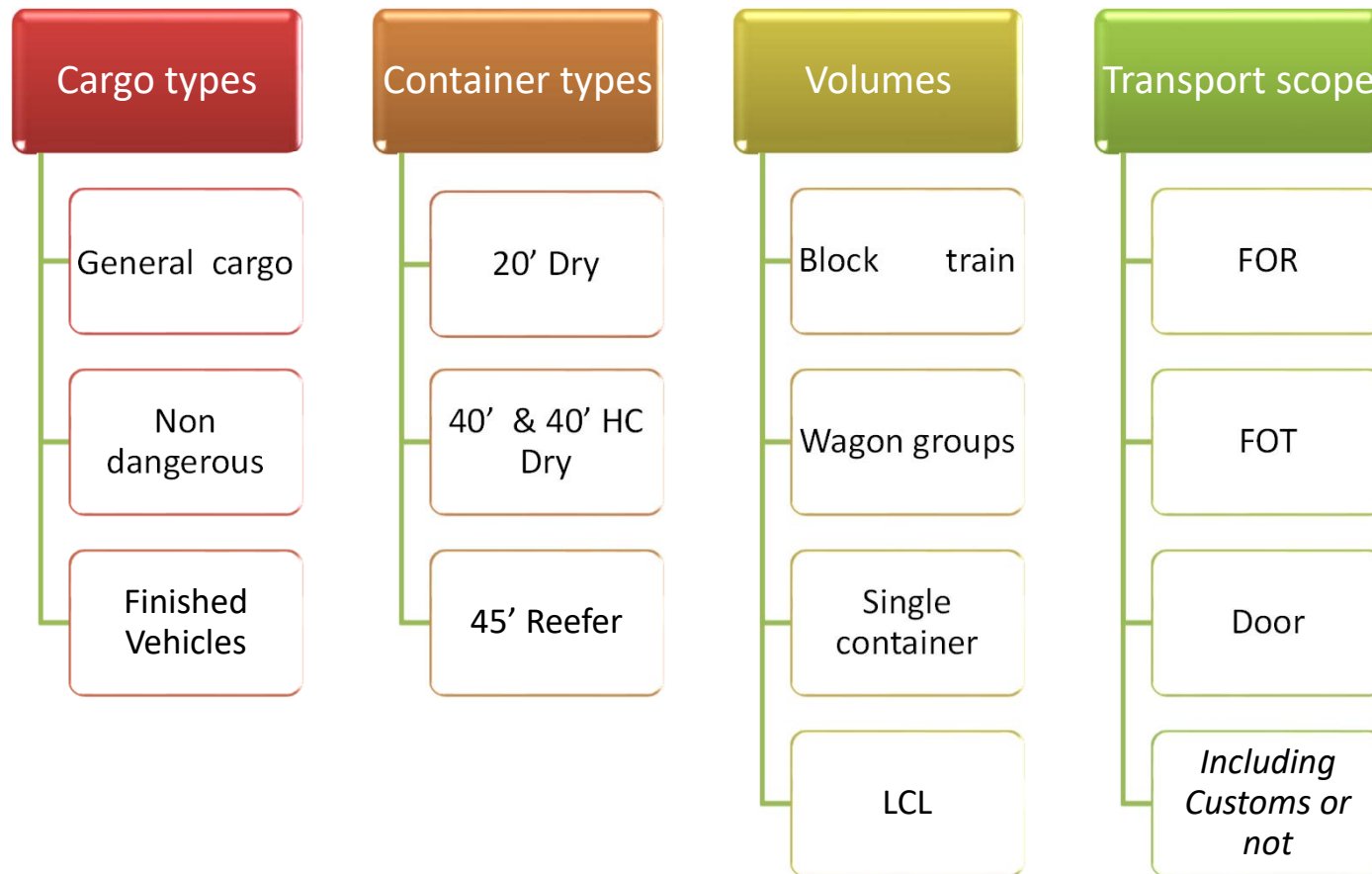
## RAIL AT A GLANCE

-50%  
**LEAD TIME SAVING**  
vs ocean

-58%  
**Cost saving**  
Vs air

8 times  
**Less CO<sub>2</sub> emissions**  
Than ocean

# Addapted services to customer needs:



✓ **FLEXIBLE (MANY OPTIONS = better frequency, better transit time)**

✓ **PRICE STABILITY**

✓ **ADDAPTED EQUIPEMENT (reefer, superheavy container, CBU transport)**

✓ **SAFE TRANSPORT (GPS, secured terminals, convoys)**

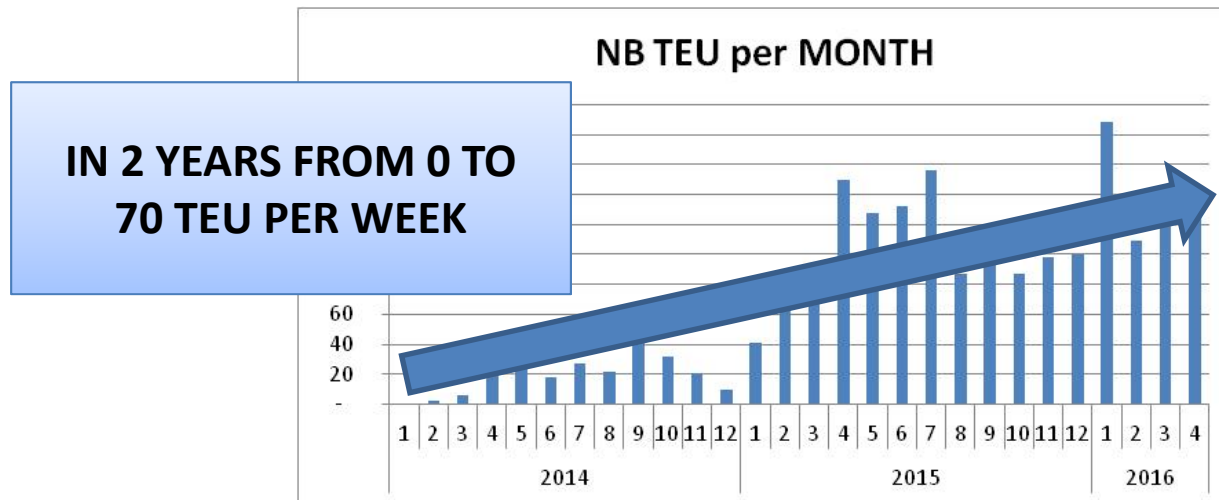
✓ **OPERATION EXCELENCE WITH ON LINE TRACK AND TRACE**

✓ **LCL SOLUTION**



## Conclusions:

There is room for rail between air and sea if we can match market requirement. GEFCO results are



But don't forget that one vessel is 16000 TEU when one train is 82 TEU.