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

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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

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 CO₂ emissions TTW

<table>
<thead>
<tr>
<th></th>
<th>Air</th>
<th>Rail</th>
<th>Ocean</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COST</strong></td>
<td>+150% vs Rail</td>
<td>-</td>
<td>-70% vs Rail</td>
</tr>
<tr>
<td><strong>LEAD TIME</strong></td>
<td>8-9 days door to door</td>
<td>18-20 days terminal to terminal</td>
<td>35-40 days port to port</td>
</tr>
<tr>
<td><strong>ENVIRONMENT</strong></td>
<td>69,961</td>
<td>240</td>
<td>1,960</td>
</tr>
</tbody>
</table>

**RAIL AT A GLANCE**

-50% LEAD TIME SAVING vs ocean

-58% Cost saving Vs air

8 times Less CO₂ emissions Than ocean
Adapted services to customer needs:

**Cargo types**
- General cargo
- Non dangerous
- Finished Vehicles

**Container types**
- 20’ Dry
- 40’ & 40’ HC Dry
- 45’ Reefer

**Volumes**
- Block train
- Wagon groups
- Single container
- LCL

**Transport scope**
- FOR
- FOT
- Door
  - Including Customs or not
✓ FLEXIBLE (MANY OPTIONS = better frequency, better transit time)

✓ PRICE STABILITY

✓ ADDAPTED EQUIPMENT (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.