

RAIL FREIGHT MARKET OVERVIEW

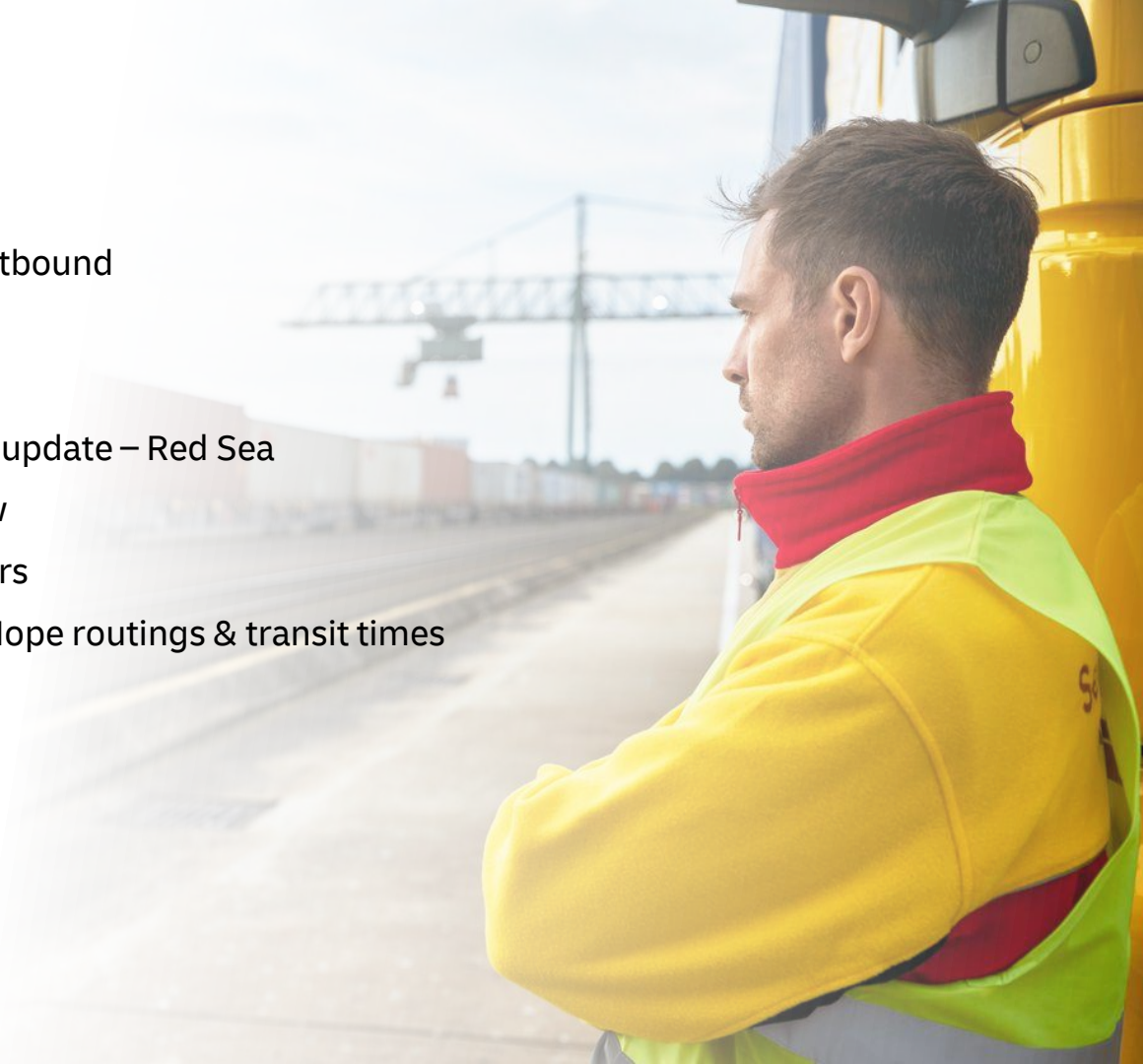
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Table of contents

1. China-Europe Eastbound & Westbound
2. China-Turkey & Central Asia
3. Cross-border situation update
4. DHL Multimodal Ocean Express update – Red Sea
5. Market Update – 2023 Overview
6. Major Rail & Multimodal corridors
7. Ocean Express – Cape of Good Hope routings & transit times
8. Terminology & Abbreviations



Capacity, Rates and Equipment situation

China-Europe Westbound & Eastbound



Westbound

China Hubs	Train Capacity	Rates
General	●	+
Xi'an	●	+
Chengdu	●	+

Remarks

- Space is tight due sudden shift of volumes to rail caused by Red Sea crisis and Chinese New Year peak season rush
- Equipment available
- Train transit time performances leaving China see delays due to weather impact in Kazakhstan
- Xi'an speed train available with 13 days of transit time to Duisburg; speed trains have priority on the CN-KZ border
- Average latest train terminal-terminal performance (excluding weather impact): 13-14 days China to Poland, 18-20 days to Germany



Eastbound

China Hubs	Train Capacity	Rates
General	●	+
Xi'an	●	+
Chengdu	●	+

Remarks

- Space tight due to reduced number of Eastbound trains in general; DHL rail team manages to expedite customers' containers timely
- Various express trains continue to operate with lead times of 12-15 days from Germany to China
- Quick booking to Train departure time: Train departure within 7-12 days from booking date, pickup within 1-2 days after booking date
- Available rail/Short-sea feeder connections from France, Spain, Portugal, Italy, Hungary, Scandinavia, UK with European departure hubs

Capacity



Rates



Capacity, Rates and Equipment situation

China / Europe <-> Turkey & Central Asia



Central Asia

China Hubs	Capacity	Rates
From China	●	+
From Europe	●	+



Turkey

China Hubs	Capacity	Rates
From China	On demand	+
From Europe	On demand	+

Remarks

- Service from China/Europe to Kazakhstan, Central Asia and South Caucasus (e.g. Azerbaijan) available
- Direct West- & Eastbound service between China/Europe & Turkey – on request; alternative connection to Turkey via Western corridor and Poland/Hungary regularly available
- Middle Corridor (2 Seas via Caspian and Black sea) – available on demand; Trains planned in the end of February/early March



Middle Corridor

China Hubs	Capacity	Rates
General	On demand	+

Capacity

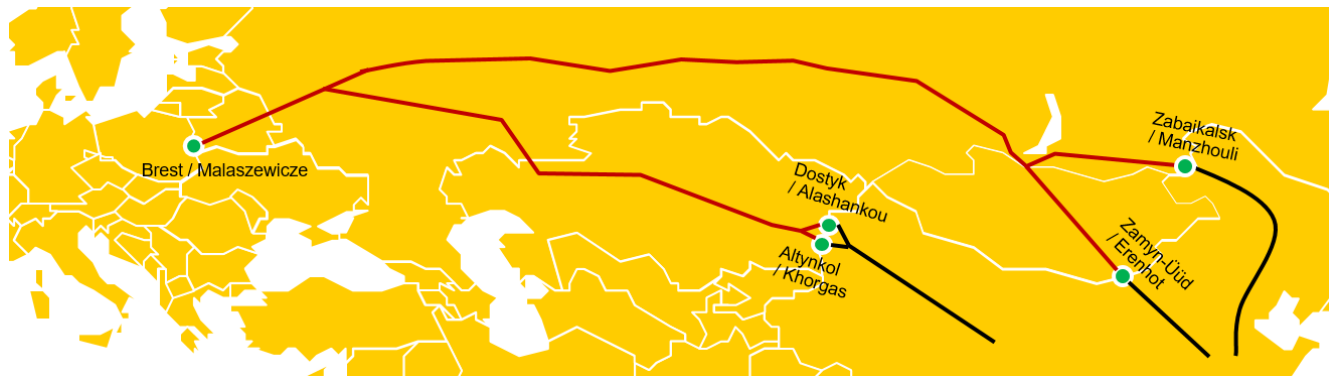


Rates



Cross-border Situation Update

Standard Railway Borders in Europe & China



Railway track width & main hubs across the route:

- 1435 mm railway (standard)
- 1520 mm railway (wide)
- 1435-1520 railway borders
- 1520-Road hubs in Europe
- 1520-Sea hubs

Transit times via the main cross-border points

Westbound (China to Europe)

China Outbound		→	Europe Inbound	
Alashankou	Khorgos		Malaszewicze	
~3.1 days	~3.2 days		~1.9 days	

Eastbound (Europe to China)

Europe Outbound		→	China Inbound	
Malaszewicze	Alashankou		Alashankou	Khorgos
~2.3 days	~1.0 days		~1.0 days	~1.0 days

Container transit times

■	<3 days
■	3-6 days
■	> 6 days

*Transit time in days is an average based on DHL GPS system data and rail carrier's daily tracing report

DHL Multimodal OceanExpress: Red Sea situation update

- Solutions for additional Ocean Express capacity available
- Vessels continue to route via Cape of Good Hope. Routing decision taken individually for each journey based on latest situation
- Transit time extended by average 10 days due to rerouting via Cape of Good Hope
- To ensure fast access and speed of containers Westbound, first port of call in Europe is changed to Barcelona (ES), followed by Koper (SI) for sailings via Cape of Good. From Koper, Eastbound vessels are routed via Cape of Good Hope to China with first port call at Qingdao (CN) followed by Ningbo (CN) and Da Chan Bay (CN).
- Northern Europe is connected with scheduled feeder vessels from/to Barcelona – Moerdijk (NL)/Antwerp (BE)
- For detailed route & transit time information, please refer to pp. 11-13

Market Update: 2023 Overview



Over 17,500 China-Europe block trains have been arranged in 2023, according to China Railways source. Comparing with 2022, **total number of trains in 2023 grew by 6%. Total container volume grew by 18% and has reached 1.9 million TEU.** Exact number of trains in 2023 was 17,523, including 9,343 Westbound and 8,180 Eastbound trips.

General volume growth into 2023 was mainly based on volumes from China to Russia. Compared with 2022, number of trains between China and Germany, Poland and other EU countries have decreased by 49%, and constituted only 1/3 of 2021 volume. Railway export drop from China to some EU countries was particularly sharp, for example China-Germany Westbound volume drop was 80% in 2023.

With the start of Red Sea crisis impact in December 2023, rail via all corridors between China and Europe see again strong demand for shippers who require faster transit times. Compared with ocean freight, railway rates are more stable and have grown only moderately in 2024.

Apart of railway alternative, multimodal routings enabling resilient supply chains (please refer to overview p. 9) see also increasing interest.

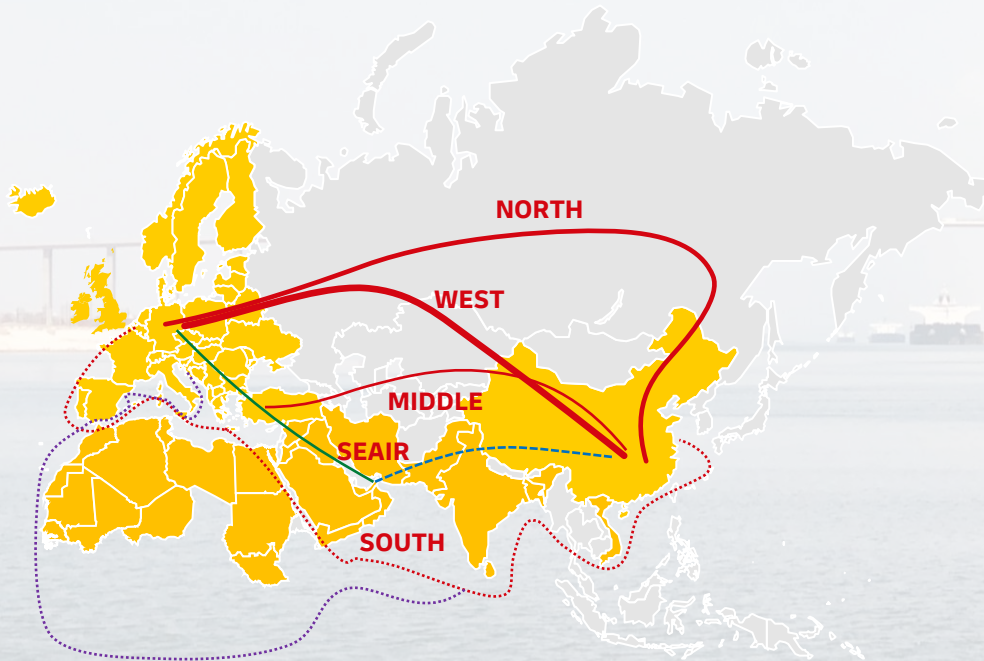
RAILWAY & MULTIMODAL ROUTINGS

DHL GLOBAL FORWARDING



Major Rail & Multimodal corridors connecting Europe and Asia

Additional ad-hoc routes in development



West Corridor:

22-26 days

Main route: CN-KZ-BY-PL

Fastest options for FCL/LCL



North Corridor: 22-26 days

Main route: CN-RU-BY-PL

Middle Corridor Rail :

50-55 days

CN-Trans-Caspian-EU/TR

Bypass Russia



West/Middle Corridor Road:

20-22 days /30-35 days

CN-Russia or Trans-Caspian-EU/TR

FTL

South Corridor via Suez:

28-30 days

Main route: CN-MedPorts-Europe

Multimodal Ocean Express



South Corridor via COGH:

44-45 days

Main route: CN-MedPorts-Europe

Via Dubai: 29-30 days

Ocean Freight to Dubai, Air Freight to Europe and US

Ocean Freight & Air Freight



Via LA Long Beach: 18-23 days

Ocean Freight to Long Beach , Air Freight to Europe

Book your shipment at the scheduled multimodal routings

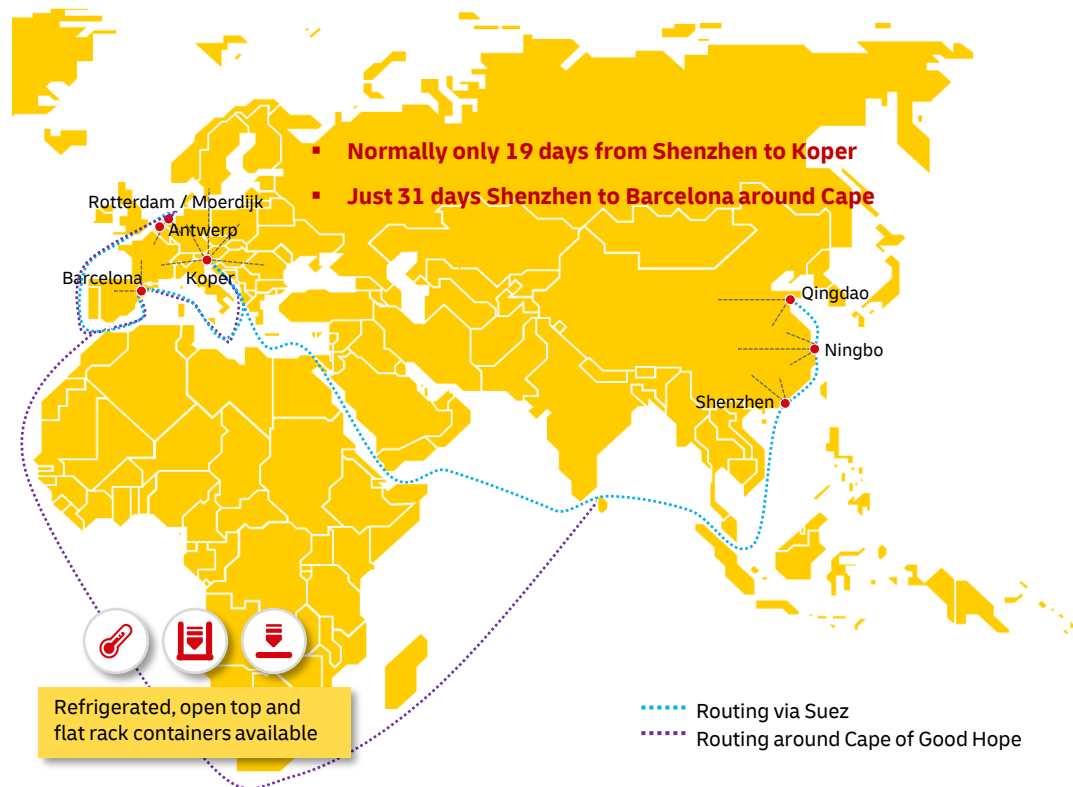


Name	Xi'an Eastbound Speed Train	Xi'an Westbound Speed Train	Chengdu Trains
Origin	Duisburg, Hamburg, DE	Xi'an, Shaanxi, CN	Chengdu, Sichuan, CN
Destination	Xi'an, CN	Hamburg & Duisburg, DE	Malaszewicz, PL; Hamburg & Duisburg, DE; Budapest, HU
Transit Time	13 days - Xi'an	13 days - Hamburg / Duisburg	14 days - to Malaszewicz 20 days - to Hamburg & Duisburg 22 days - to Budapest
ETD	Weekly	Twice per week	Twice per week
Route	West Corridor: DE-PL-BY-RU-KZ-CN	West Corridor: CN-KZ-RU-BY-PL-DE	West Corridor: CN-KZ-RU-BY-PL
Remark	<ul style="list-style-type: none"> New fast service from Europe to China Based on successful WB speed train model operating since November 2022 	<ul style="list-style-type: none"> Fastest railway service to Germany and Western Europe 2 departures per week 	<ul style="list-style-type: none"> Multiple destinations in Europe Competitive rates Suitable for South China



DHL Multimodal OceanExpress:

Fastest and most reliable ocean connection from China



Service outline

- Reliable and punctual schedule with two departures a month, regardless of the routing (via Suez or around Cape of Good Hope)
- Short transit time comparable with direct China-Europe railway
- Batteries & IMO DG accepted, refrigerated container service available
- Quality oriented operational model:
 - Fleet of mid-sized vessels with short queuing & berthing lead times
 - Fast loop with synchronized feeder connections

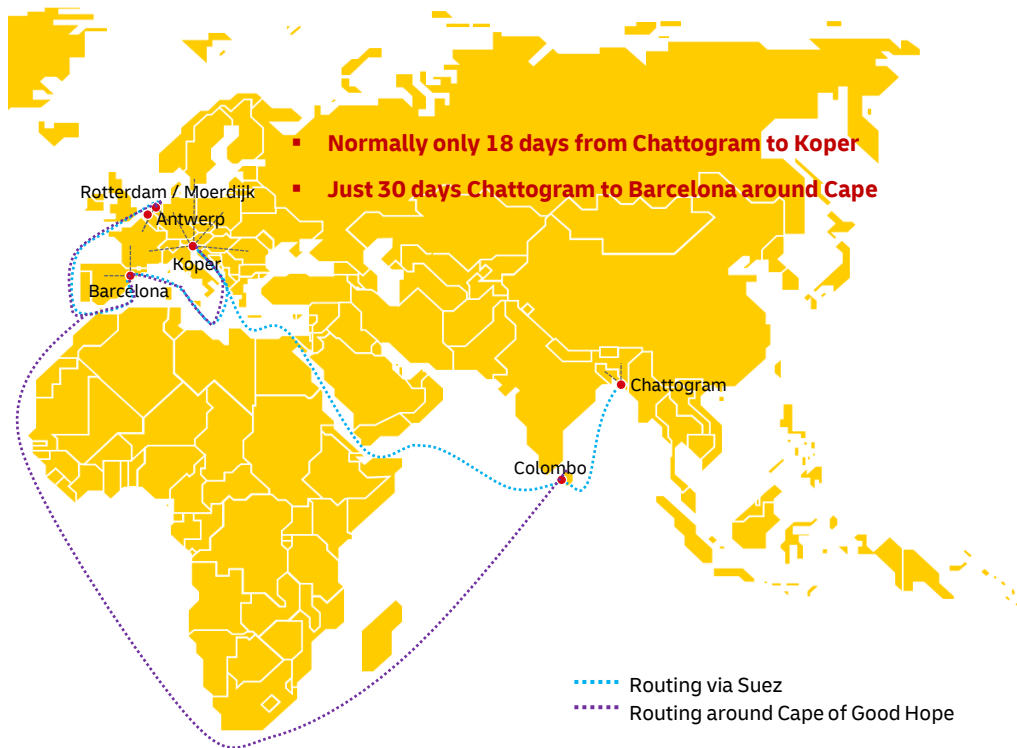
Terminal-terminal transit time indications (via Suez or around COGH*)

Route	(days)	Koper	Barcelona	Rotterdam**	Duisburg
Via Suez	Shenzhen to...	19	23	29	24
	Ningbo to...	22	26	32	27
	Qingdao to...	26	30	37	31
Around COGH	Shenzhen to...	37	31	36	37
	Ningbo to...	40	34	39	40
	Qingdao to...	44	38	43	44

* COGH – Cape of Good Hope; COGH transit time indications are subject to changes based on sailing plan for each journey; ** Altered routing via Barcelona is connected by feeder to Moerdijk & Antwerp ports



DHL Multimodal OceanExpress: Fast connection from Bangladesh & Sri Lanka to Europe



Key points

- Reliable and punctual schedule with two departures a month, regardless of the routing (via Suez or around Cape of Good Hope)
- Short transit time comparable with fastest multimodal solutions
- Quality oriented operational model:
 - Fleet of mid-sized vessels with short queuing & berthing lead times
 - Fast loop with synchronized feeder connections
- Connectivity in Europe - by truck and/or rail (intermodal)

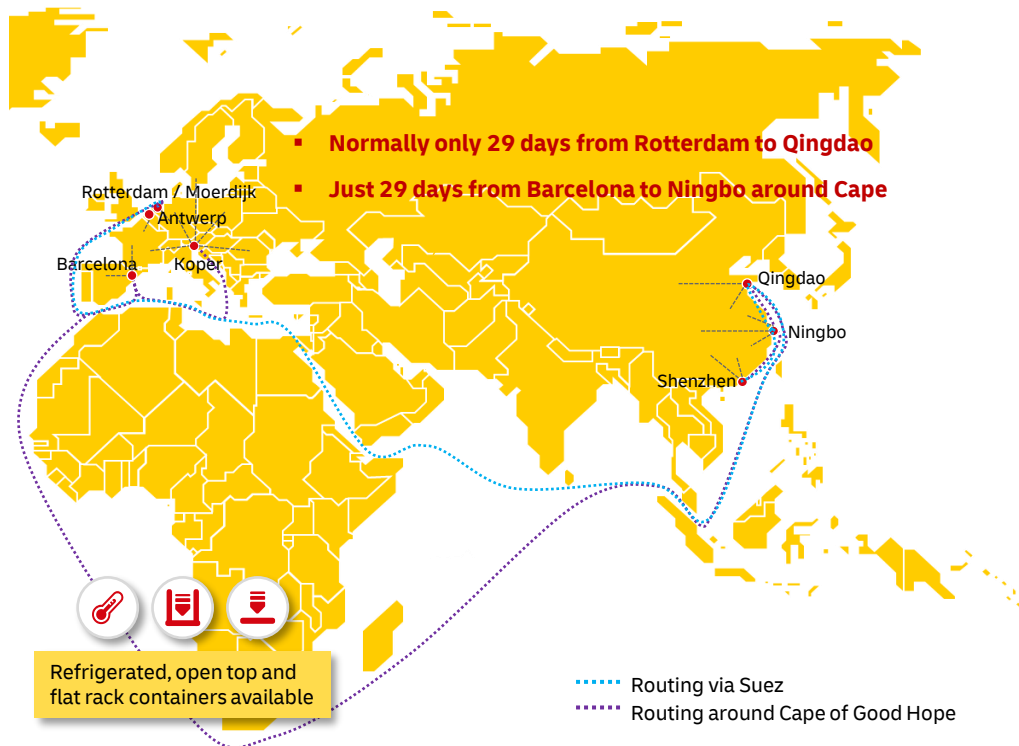
Terminal-terminal transit time indications (via Suez or around COGH*)

Route	(days)	Koper	Barcelona	Rotterdam**	Duisburg
Via Suez	Chattogram to...	18	22	28	23
	Colombo to...	11	25	21	16
Around COGH	Chattogram to...	36	30	35	36
	Colombo to...	29	23	28	29

* COGH – Cape of Good Hope; COGH transit time indications are subject to changes based on sailing plan for each journey; ** Altered routing via Barcelona is connected by feeder to Moerdijk & Antwerp ports



DHL Multimodal OceanExpress - Eastbound: Fastest and most reliable ocean connection from Europe to China



Key points

- Reliable and punctual schedule with two departures a month, regardless of the routing (via Suez or around Cape of Good Hope)
- Short transit time comparable with direct China-Europe railway
- Batteries & IMO DG accepted, refrigerated container service available
- Quality oriented operational model:
 - Fleet of mid-sized vessels with short queuing & berthing lead times
 - Fast loop with synchronized feeder connections

Terminal-terminal transit time indications (via Suez or around COGH*)

Route	(days)	Qingdao	Ningbo	Shenzhen
Via Suez	Rotterdam to...	29	33	37
	Duisburg to...	33	37	38
Around COGH	Barcelona to ...	39	42	46
	Antwerp / Moerdijk to...	46	49	52
	Koper to...	43	46	50

* COGH – Cape of Good Hope; COGH transit time indications are subject to changes based on sailing plan for each journey; ** Altered routing via Barcelona is connected by feeder to Moerdijk & Antwerp ports

Terminology & Abbreviations

Terminology

ATA – Actual time of Arrival	POL – Port of Loading
ATD – Actual Time of Departure	PTL – Part truck load
BRI – Belt and Road Initiative	SMGS – Agreement on the International Goods
BT – Block Train	Transport by Rail
CAGR – Compound Annual Growth Rate	SOC – Shipper Owned Container
CFS – Container Freight Station	T – Thousands
COC – Carrier Owned Container	TEU – Twenty feet equivalent unit (20’
COTIF – Convention concerning International	container)
Carriage by Rail	QoQ – Quarter on quarter
DG – Dangerous Goods	YoY – Year-on-Year
ETA – Estimate Time of Arrival	YTD – Year-to-Date
ETD – Estimated Time of Departure	
EB – Eastbound	
FCL – Full container load	
FTL – Full truck load	
FEU – Forty feet equivalent unit (40’ container)	
FOB – Free onboard	
FSC – Fuel Surcharge	
GRI – General Rate Increase	
LCL – Less than container load	
LTL – Less then truck load	
MoM – Month-on-Month	
WB – Westbound	
POD – Port of Discharge	

Countries

AT – Austria	LT – Lithuania
AZ – Azerbaijan	LU – Luxembourg
BE – Belgium	LV – Latvia
BG – Bulgaria	MN – Mongolia
BY – Belarus	NO – Norway
CH – Switzerland	PL – Poland
CN – China	RO – Romania
CR – Croatia	RS – Serbia
CZ – Czechia	RU – Russia
DE – Germany	SE – Sweden
DK – Denmark	SK – Slovakia
EE – Estonia	TH – Thailand
ES – Spain	TM – Turkmenistan
FI – Finland	TJ – Tajikistan
FR – France	TR – Turkey
GB – Great Britain	UA – Ukraine
GE – Georgia	UZ – Uzbekistan
GR – Greece	VN – Vietnam
HU – Hungary	
IT – Italy	
KG – Kirgizstan	
KH – Cambodia	
KZ – Kazakhstan	
LA – Laos	

Rail Terminals

BCN – Barcelona	SZV – Suzhou
BUD – Budapest	TIL – Tilburg
CGN – Cologne	TLV – Taulov
CGO – Zhengzhou	WUH – Wuhan
CKG – Chongqing	VNO – Vilnius
CTU – Chengdu	YIW – Yiwu
DUI – Duisburg	
GUI – Guiyang	
HAM – Hamburg	
HEL – Helsinki	
IST – Istanbul	
KOP – Koper	
LOD – Lodz	
LEH – Le Havre	
LIO – Lyon	
MAA – Malaszewicze	
MIL – Milan	
MOW – Moscow	
NSS – Neuss	
NUR – Nuremberg	
RTM – Rotterdam	
SHE – Shenyang	
SIA – Xi’an	
STO – Stockholm	

THANK YOU