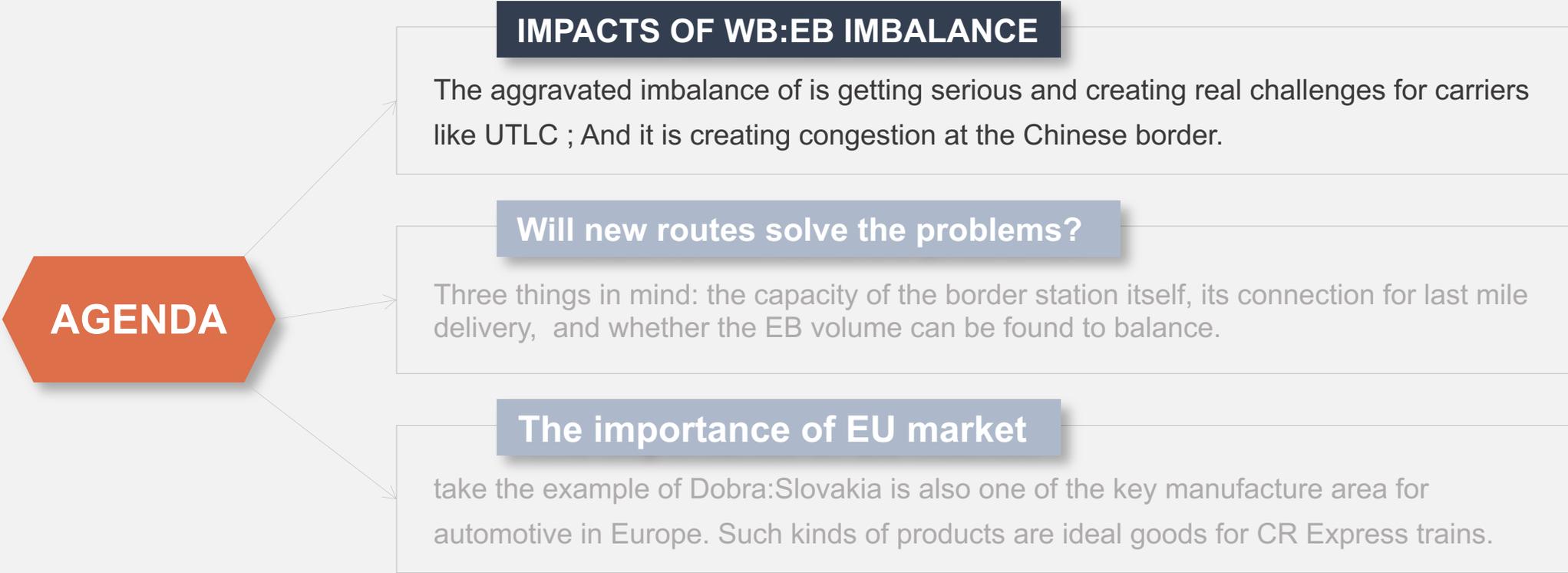




# AGENDA



## IMPACTS OF WB:EB IMBALANCE

The aggravated imbalance of is getting serious and creating real challenges for carriers like UTLC ; And it is creating congestion at the Chinese border.

## Will new routes solve the problems?

Three things in mind: the capacity of the border station itself, its connection for last mile delivery, and whether the EB volume can be found to balance.

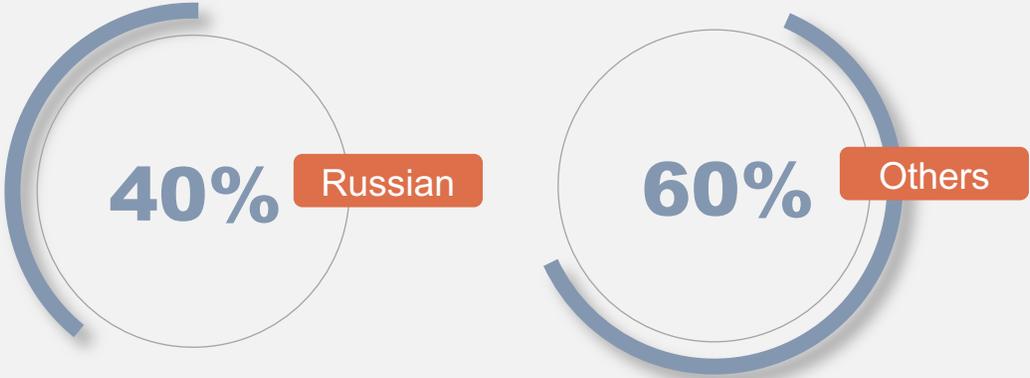
## The importance of EU market

take the example of Dobra:Slovakia is also one of the key manufacture area for automotive in Europe. Such kinds of products are ideal goods for CR Express trains.

# IMBALANCE OF WB:EB



## Mainly driven by Russian volume



## WB trains VS EB trains in the first half of 2020



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# Suggestions

## **Chinese Decision Makers**

From China side, the decision makers shall realize the imbalance is subject to the overall trade structure between EU and CN.

## **Decreasing WB Trains**

Reduce volume of cargos with low value and give more space to those high-end customers



## **Increase Departure Frequency**

The departure frequency of EB trains shall be increased to provide stable service to attract exporters in EU

## **More Efforts From EU**

From EU side, more efforts shall be input to further improve the transportation cost within EU

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# EU MARKET IS IMPORTANT



## EU IS THE KEY MARKET

Customer in Europe is responsible for transport, nominating the freight forwarder and paying the freight. But today, the reality is that most block train users are Chinese companies.

# DEVELOP REEFER BUSINESS

## More 40ft Reefer Containers Powered By Diesel

Need more 40ft reefer containers powered by diesel in EU to load EB volume

## Departure Frequency And Leadtime

Departure frequency and leadtime MUST be guaranteed, which is crucial to fresh goods

## Improve Infrastructure

In order that 40ft reefer containers could be refilled with diesel when they arrive in Europe.

## Safety Is The Priority

COVID-19 virus has been found on the outer packaging of frozen seafoods in China