



intermodal4good
connected, smart, emission-free

Silk Road - challenges for a new decade of success

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Worldwide logistic failure

- Is the world ready for the increase of intermodal traffic?
- Is Europe ready to take the lead?
- Is the logistic world ready to change the status quo?

FAILURE



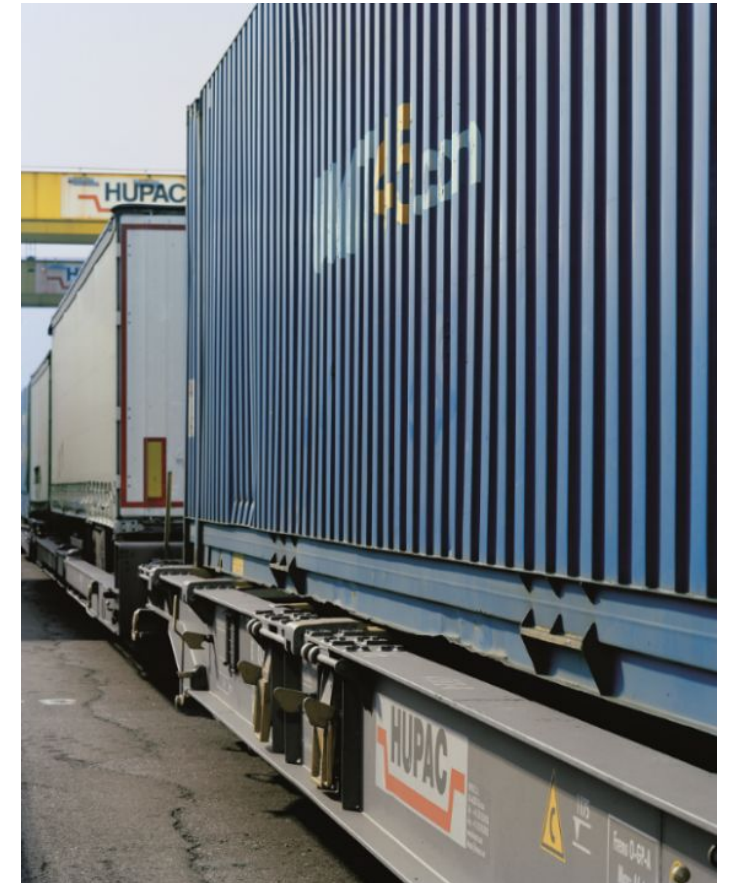


2012-2022

After 10 years what has been achieved and what has not?

Challenges of New Silk Road

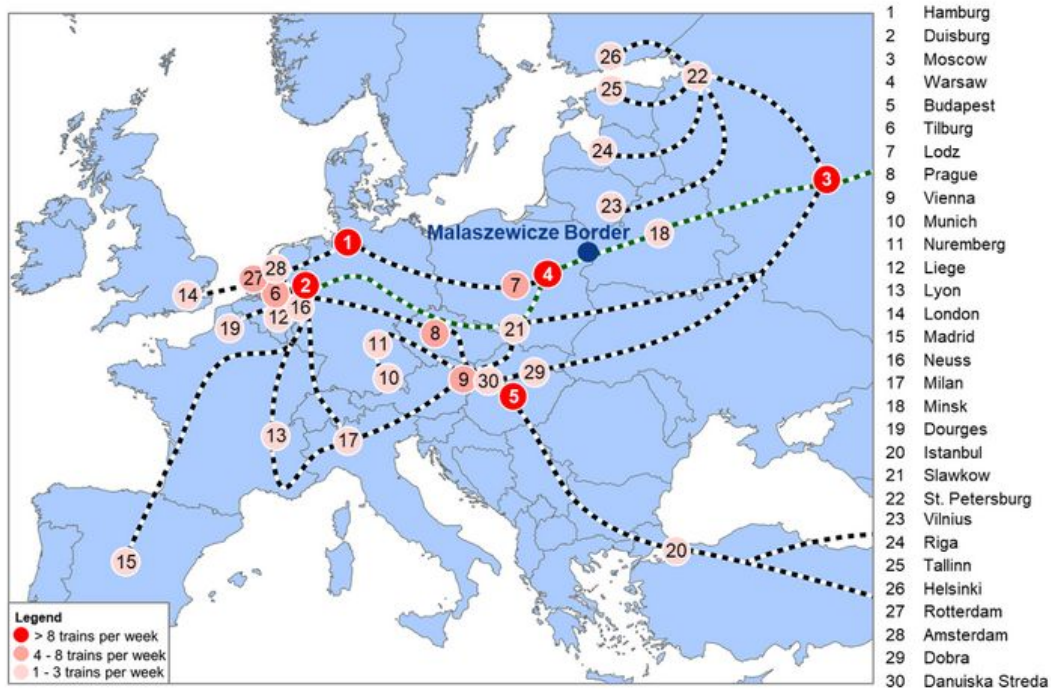
2012	2022
Documentation and Incoterms different Air and Ocean	x
Restricted goods (I.E. ADR, embargo affected goods, temperature controlled)	
Capacity shortage equipment, terminal congestion, border congestion	
Price stability and validity	
China Rail connections and frequencies are subject to constant changes	
Balance of flows and long sustainability	
First/Last mail	x
Overlap with other method of transport	
Subsidies	



Why does China want more hubs and no domestic connections?

Connections with European cities

On average 150 trains per week to/from 30 locations



Connections in China

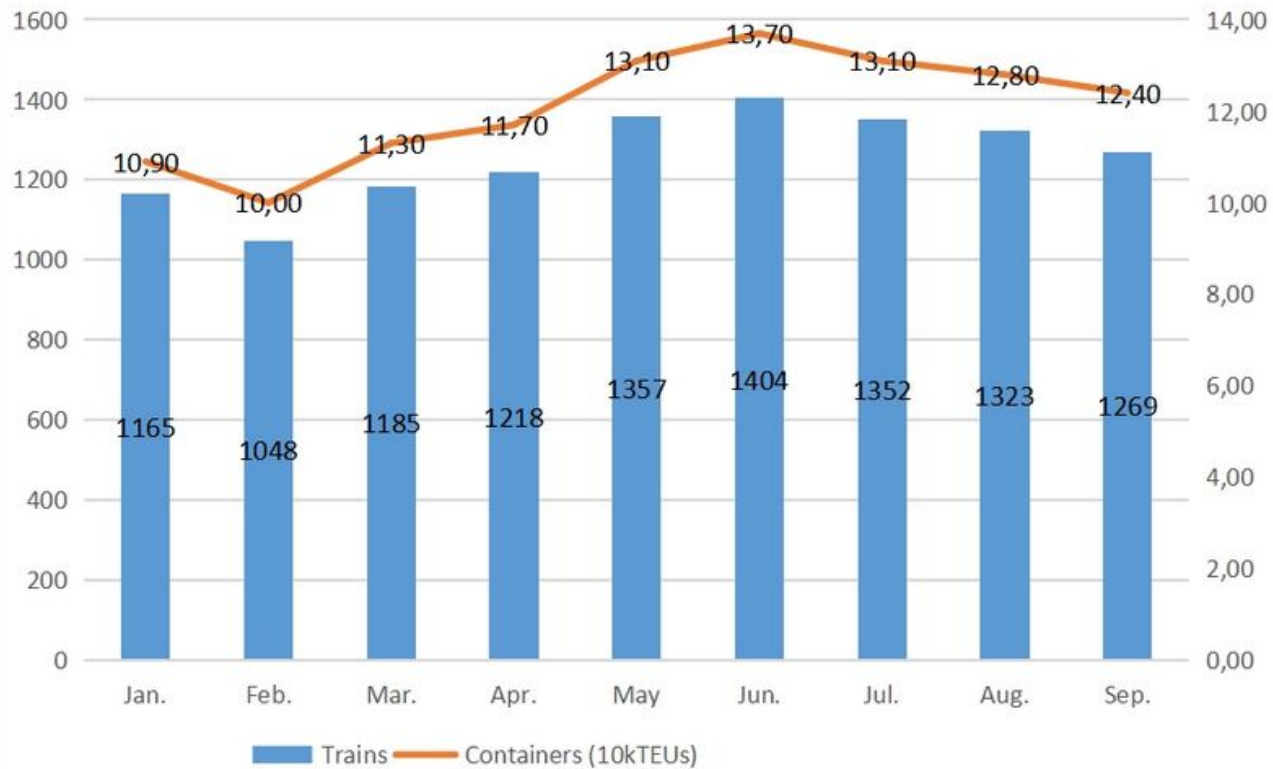
About 150 weekly trains to/from 16 regions in China



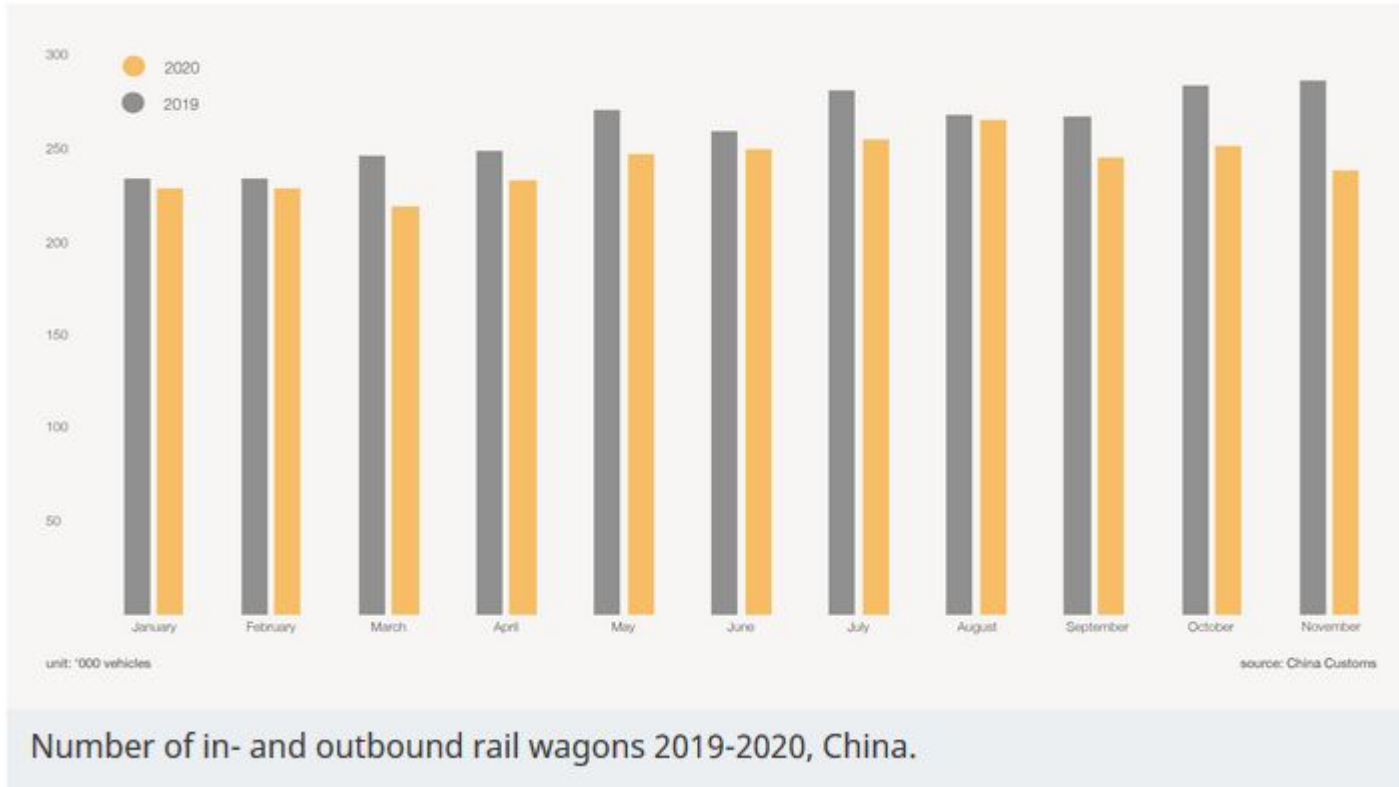
Are the number of trains too many or not schedule properly?

Trains operated and Containers delivered 2021

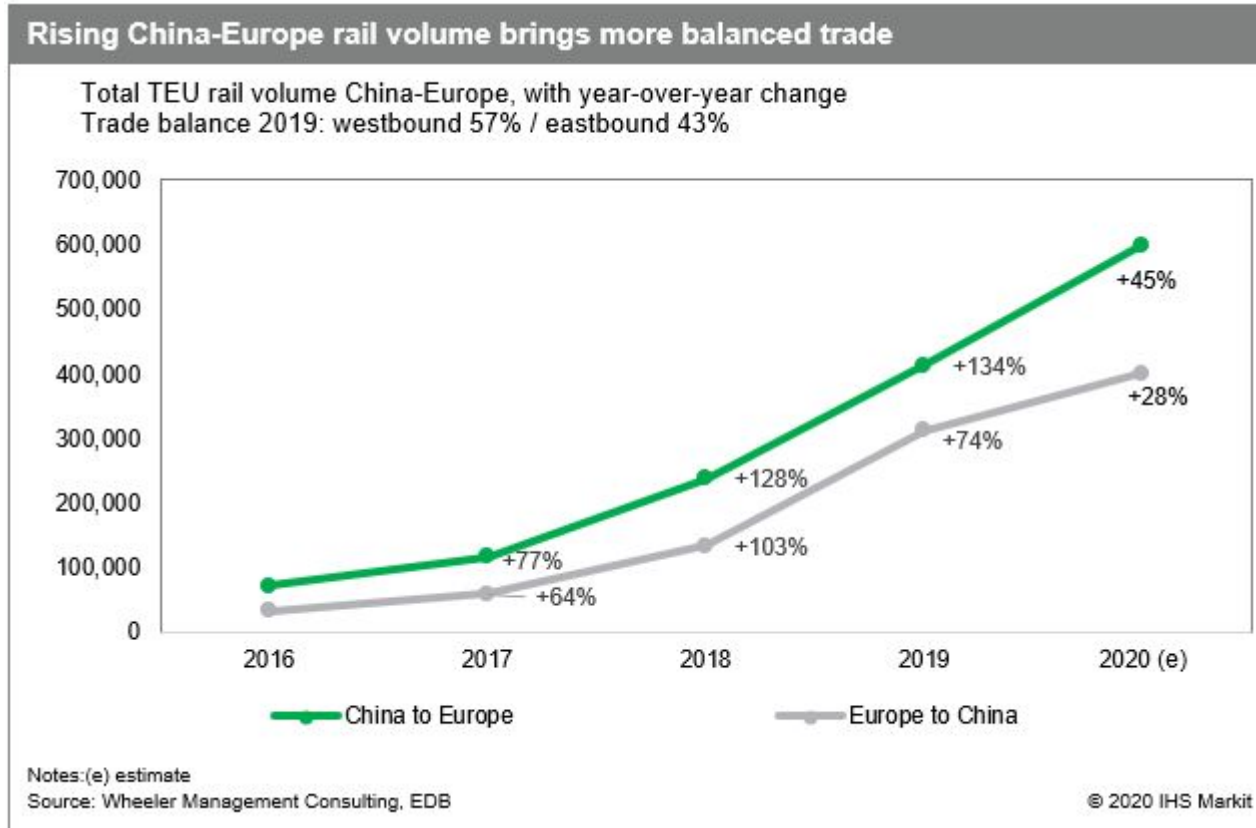
(Source: New Silkroad Discovery)



Rotations of the wagons and empty movements



Delta Import Export from 57/43 to 71/39



Is Europe ready to take the lead?



VS



Being smart Differentiation
Making peace Positioning
Dynamic Static



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Thank you!

HUPAC
moving together