

# COMPANY PRESENTATION

---

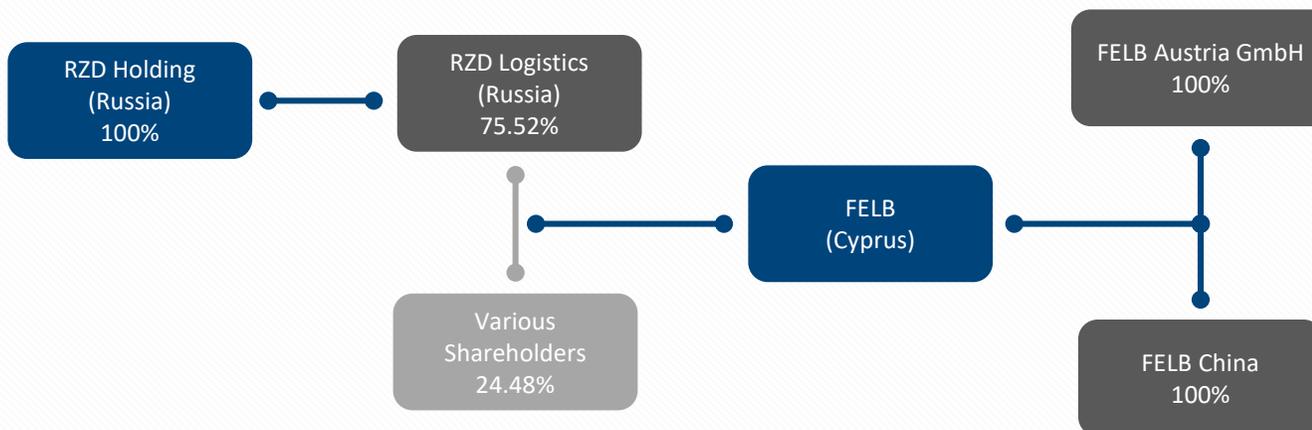


# THE COMPANY

FELB is the culmination of a seven year project to establish a railway route for containers between Asia and Europe, based on the Trans-Siberian Railway. It has taken us several years of work and negotiation to make the necessary agreements and put in place the logistics and security to provide this as a viable and quicker alternative to the existing ocean route.

Our special agreement with our initial Russian partner TransContainer enabled us to commence with the first pilot shipments in 2007. Over the years FELB became owner of more than 7,000 containers and increased the frequency of train departures from 1 per week to 6 per week. As a result of this also two special train operating centers - Block-Train Centers (BTC) – have been established, one in Asia and one in Europe. Over 100 employees ensure an efficient operation and sale of the service. FELB manages several offices in China and Russia – strategically located along the whole route – completing the system around the railway connection.

In 2012 FELB established a forwarding company in Vienna - CEL Logistic Company GmbH – with the main objective of engaging in pure forwarding activities as well as conventional rail and truck transportation within the group, covering Europe and CIS. This forwarding company is specialized in project cargo of all genre, from oversized to special transportation.



Viacheslav Valentik | Chairman of Management Board

*"FELB provided logistics services to Chinese shippers even before announcement of the state initiative "One belt – one road"*

*"FELB's competencies that have been developed over the years in the field of railway transportation of import, export shows its as a reliable, competitive and client-oriented company"*

# DEVELOPMENT AND STATISTICS

**2017**

Implementation of new LCL service ex Asia to Europe (E.g. Suzhou to Milan service)

**2015**

Increased frequency of Suzhou block train from first quarter & weekly regular service – ex Changsha Starting with Shenyang pilot train in November

**2013**

Development of the first Westbound speed train (14 days transit time)

**2011**

Product expansion to import / export CIS

**2009**

Regular traffic

**2018**

EB Duisburg – Suzhou speed train service with a transit time of 16-18 days

**2016**

New LCL service route from Hamburg to Suzhou and expansion to Italy

**2014**

Beginning of LCL services & developing of the first Eastbound speed train container movement: EB / WB 30,000 TEU (balanced)

**2012**

Multi departures in both directions & development of new routes

**2010**

Weekly Eastbound & Westbound departures

**2007-08**

Project start / testing phase



CONTAINER STOCK

➤ • 3,800



TURNOVER



- 2014: 75,000,000 USD
- 2015: 105,000,000 USD
- 2016: more than 108,000,000 USD
- 2017: more than 160,000,000 USD
- 2018: more than 125,000,000 USD



VOLUMES



- 2014: 30,000 TEU
- 2015: 47,000 TEU
- 2016: 43,800 TEU
- 2017: 75,000 TEU
- 2018: 61,500 TEU

# ADVANTAGES & COMPARISON

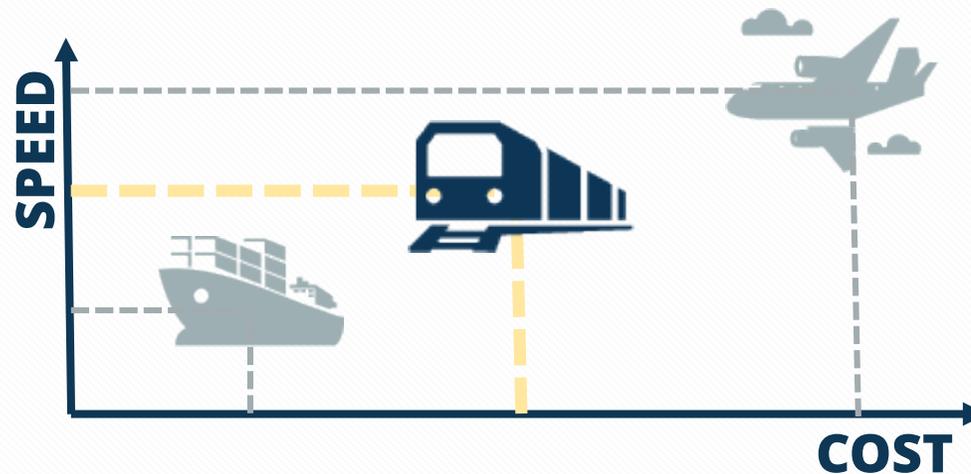
- Distance: 8,500 km
- Transit time: 3-7 days
- Limited weight per unit
- Very expensive
- Not suitable for regular business
- High carbon footprint



- Distance: 11,000 km
- Transit-time: 2-3 weeks
- High frequency of shipments
- High level of flexibility
- Terminals at the border stations
- Environment-friendly

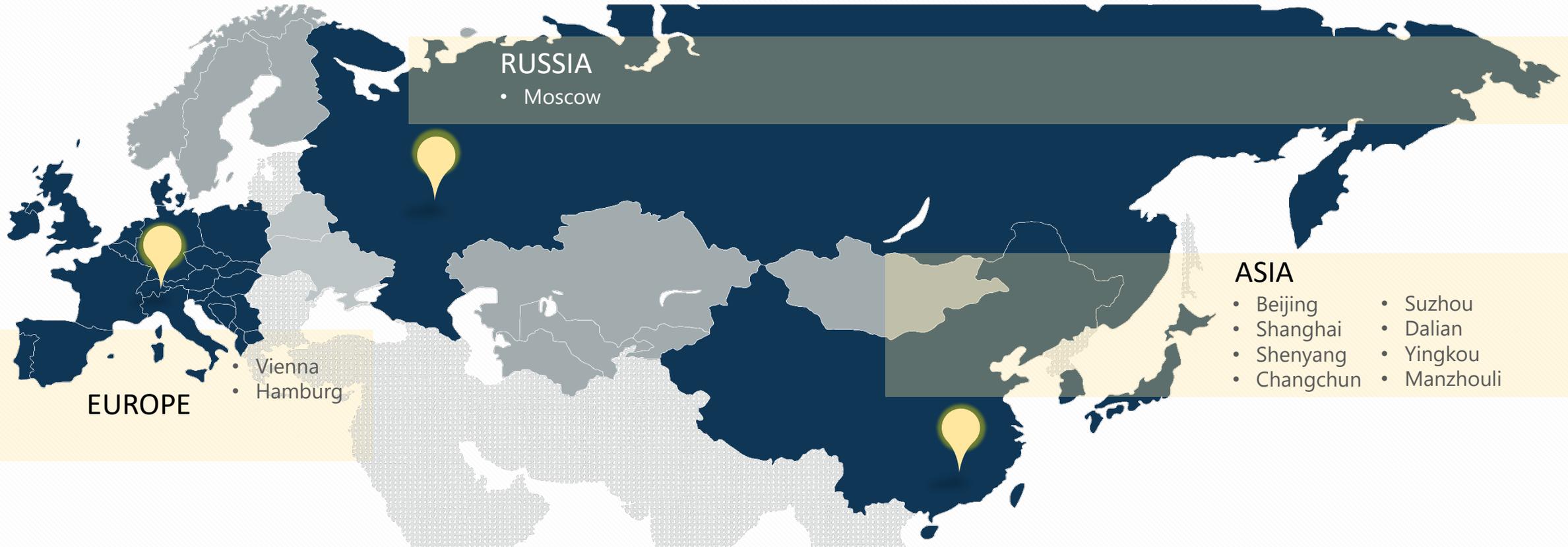


- Distance: 20,000 km
- Transit time: 6 weeks
- Slow steaming
- Unstable rates
- Different climate zones

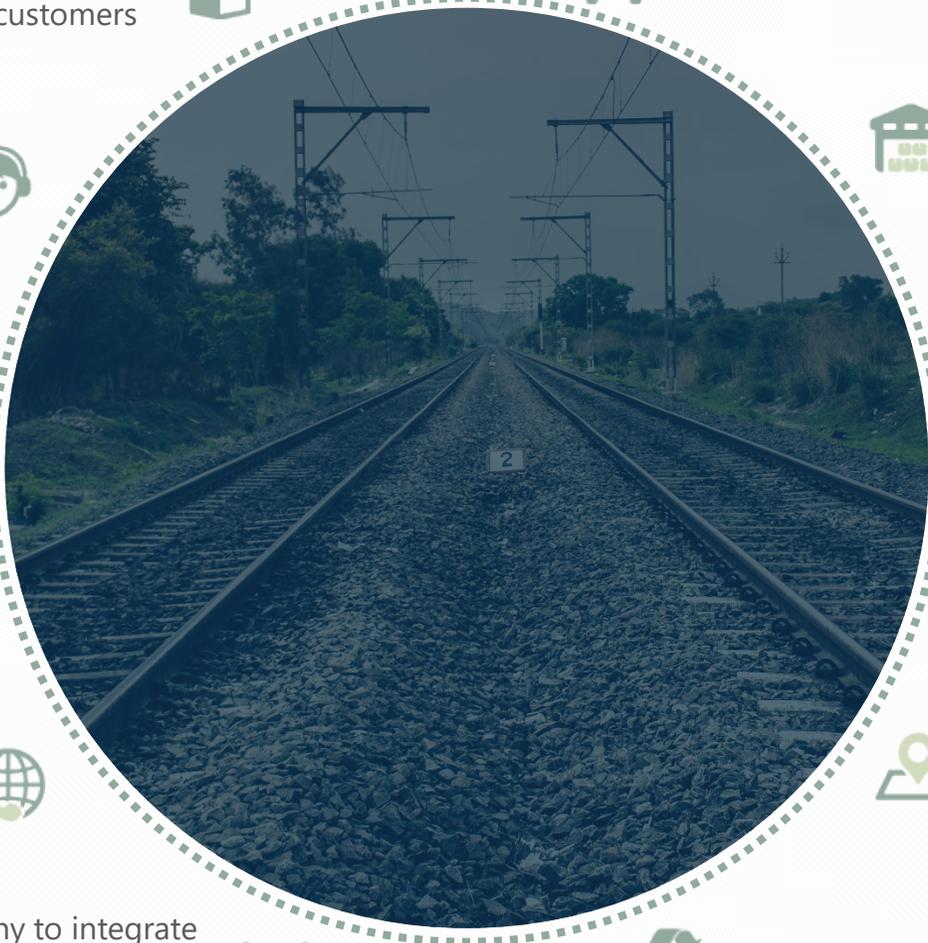


Rail freight is the perfect solution when compared to sea and air transport

# OFFICES & LOCATIONS



# WHY FELB?



Workshops are provided for our valued customers



Flexible transport solutions



Competent in handling high volumes

Customer orientation providing optimal solutions



Shorter and reliable transit time as compared to sea freight

Competitive and cheaper transport solution as air shipments



Operational offices located in Europe and Asia

Personalized services and customized transport solutions



Supporting your company to integrate rail service in your portfolio



Environment-friendly

# WORK PERFORMANCE



## TRACING

Daily information of container position



## LIABILITY INSURANCE

Covering high value cargo up to \$15.000.000



## DOCUMENTATION

Compact electronic documentation system based on a unique railway bill & cargo manifest



## ECOLOGICAL ADVANTAGE

- Low carbon footprint
- Short pre/on carriage distance
- Low CO<sup>2</sup> emission



## ECONOMIC ADVANTAGE

- Benefits gained from short transit time:
- Short-term capital commitment
  - Small losses of commercial interest

# FELB'S SERVICES



## EURASIA TRANSIT TRAINS:

Westbound / Standard service  
Westbound / Speed train  
Routing to / From Japan &  
S.Korea Eastbound / Standard service  
Eastbound / Speed train  
Italy Services

## LCL SERVICES:

Westbound  
Eastbound

## CIS IMPORT/EXPORT

From Europe / From Asia  
From China to Moscow



# **FELB** **EURASIAN** **TRANSIT TRAINS**

---

Far East Land Bridge | [www.felb.world](http://www.felb.world)

# EURASIAN SERVICE LINES



\*Transit time subject to change



# WB DEDICATED SERVICE



Routing via China Network



Consolidation



Transit by FELB to Europe over Zabaikalsk/Manzhouli



\*Transit time subject to change

\*\*Europe: Warsaw, Hamburg, Duisburg, Milan

# FELB COOPERATIONS



## TRAIN DEPARTURE EB:

EX DUISBURG  
EX MALASZEWICZE



**YIWU**

EX DUISBURG  
EX HAMBURG  
EX MALASZEWICZE



**CHONGQING**

EX DUISBURG  
EX HAMBURG



**WUHAN**

EX HAMBURG



**ZHENGZHOU**

EX HAMBURG  
EX MALASZEWICZE



**HEFEI**



## TRAIN DEPARTURE WB:

EX YIWU  
EX WUHAN  
EX ZEHNGZHOU



**EUROPE**

# ROUTING TO/FROM JAPAN & S.KOREA

## Japan to Warsaw / Hamburg / Duisburg\*\*

Via Suzhou > 19 – 22 days\*

Via Dalian > 21 – 25 days\*

## S. Korea to Warsaw / Hamburg / Duisburg\*\*

Via Yingkou > 20 – 23 days\*

Via Vostochny > 20 – 24 days\*



\*Transit time subject to change

\*\* More details are available on request

# EB DEDICATED SERVICE



- From EUROPE\*\* to CHINA **16-17 DAYS\***
- From EUROPE\*\* to Korea & Japan **21-25 DAYS\***
- From EUROPE\*\* to Chongqing **18-19 DAYS\***
- From EUROPE\*\* to Shenyang **17-21 DAYS\***
- From EUROPE\*\* to Taiwan, Keelung **16-21 DAYS\***

## BLOCKTRAIN

- From EUROPE\*\* to Vostochny **16-21 DAYS\***

\*Transit time subject to change  
\*\*Europe: Warsaw, Hamburg, Duisburg, Milan



# FELB BLOCK TRAIN



## 5 ADVANTAGES



Up to **50% cheaper purchase rates** compared to current market rate levels



**High profitability per container** based on current market rate level



100% owned train under your control with your **personal company brand**



Fast and direct service with 15-16 days transit time



Enjoy local subsidy possibilities for local processes, pre and on-carriage services and as trading center

# EB FELB SPEED TRAIN SERVICE



Duisburg - Suzhou 18-20 days\*

Milan - Suzhou 21-23 days\*

Duisburg - Changchun 17-19 days\*

Milan - Changchun 20-22 days\*

\*Transit time subject to change

# ITALY SERVICES

[sales.it@felb.world](mailto:sales.it@felb.world)

## ROUTINGS

- **FCL** > Asia – Milan
- **LCL** > Suzhou – Milan

## TRANSIT TIME

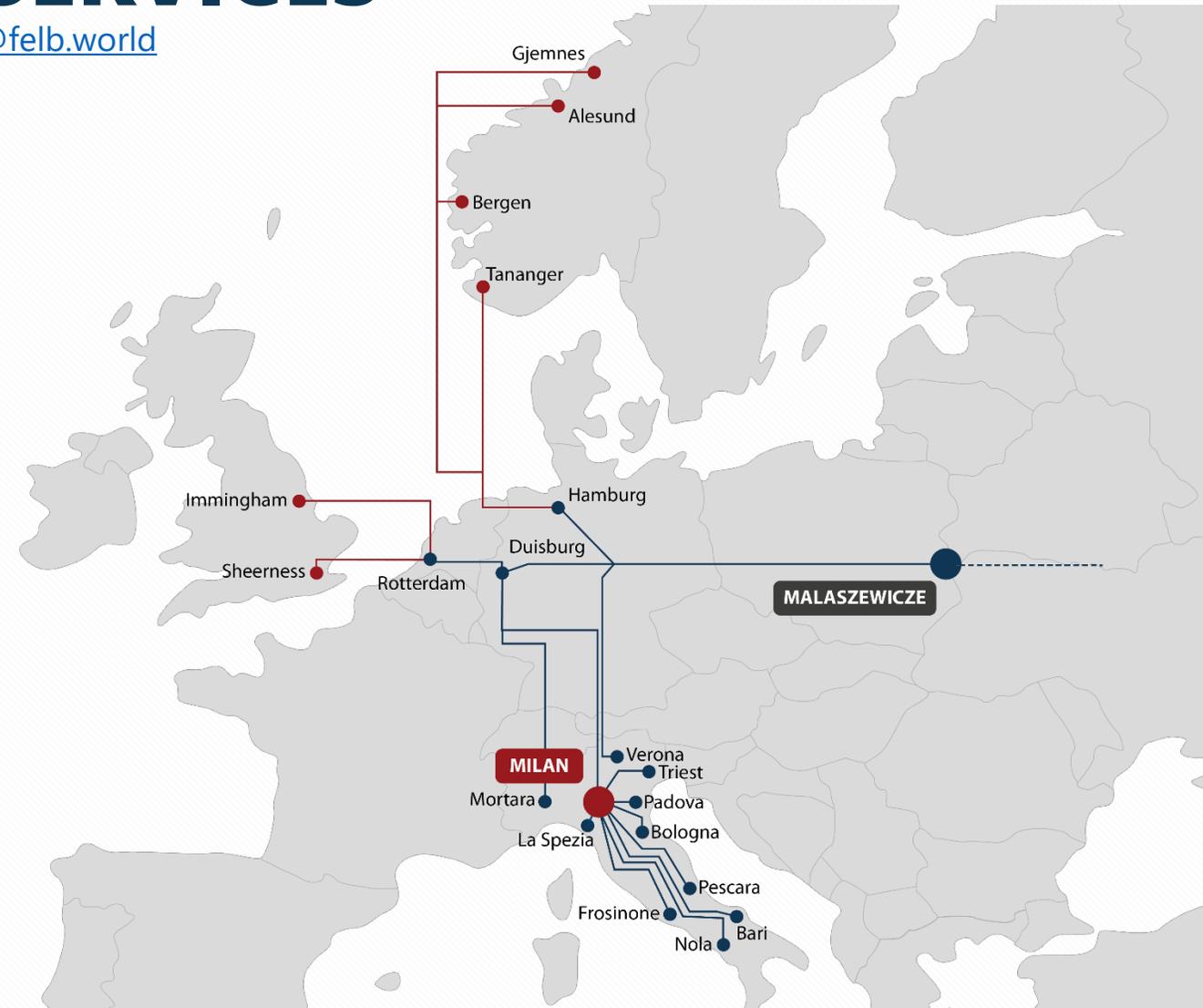
- 20-23 days\*

## FURTHER RAILWAY CONNECTIONS

- Duisburg – Milan
  - Milan – Padova
  - Milan – Frosinone
  - Milan – Nola
  - Milan – La Spezia
  - Milan – Bari
  - Milan – Pescara
  - Milan – Bologna
- Duisburg – Trieste
- Duisburg – Mortara
- Hamburg – Verona

Sergio Gonzales  
Area Manager Italy

Mobile: +39 366 923 98 48  
Email: [sgonzalez@felb.world](mailto:sgonzalez@felb.world)





**FELB**  
**LCL SERVICE**

---

Far East Land Bridge | [www.felb.world](http://www.felb.world)

# LCL SERVICES WB



# LCL SERVICES EB



From DUISBURG - SUZHOU

**18-20 DAYS\***

\*Transit time subject to change



# **FELB** **CIS SERVICE**

---

Far East Land Bridge | [www.felb.world](http://www.felb.world)

# FROM EUROPE/ASIA

## FROM ASIA:

40ft HC COC and 20ft HC COC

FCL-> From China to CIS

## FROM EUROPE:

40ft HC COC and 20ft HC COC

FOR

- Kazakhstan
- Russia
- Turkmenistan
- Russia
- Kyrgyzstan
- Uzbekistan



## DOOR-TO-DOOR TRANSIT EXAMPLES

Hamburg - Urümqi	----days
Hamburg - Ulan Bator	---days
Duisburg - Tashkent	33-35 days
Vienna - Astana	23-25 days
Duisburg - Almaty	19-21 days

# WB - CHINA TO MOSCOW

## FCL

Dongguan  
Guangzhou  
Ganzhou  
Chengdu  
Nanjing



Vorsino

## LCL

Suzhou  
Guangzhou



Vorsino

## DAY OF DEPARTURE

### FCL

Guangzhou	Weekly basis   <b>Saturday</b>
Dongguan	Weekly basis   <b>Thursday</b>
Ganzhou	Weekly basis   <b>Thursday</b>
Chengdu	Weekly basis   <b>Friday</b>
Nanjing	Weekly basis   <b>Tuesday</b>

### LCL

Suzhou – Vorsino	Weekly basis   <b>Saturday</b>
Guangzhou – Vorsino	Weekly basis   <b>Sunday</b>



\*Transit time subject to change

# CONTACT PERSONS RUSSIA

## CONTACT PERSONS:

Alan Kaluhov

Tel: +7 495 988 68 68 (ext. 1390)

Mobile: +7 925 257 91 63

Fax: +7 495 788 32 32

E-mail: [akaluhov@felb.world](mailto:akaluhov@felb.world)

Elena Peresada

Tel: +7 495 988 68 68 ex. 1392

Mobile: +7 903 751 75 76

E-Mail: [eperesada@felb.world](mailto:eperesada@felb.world)



\*Transit time subject to change

# MALASZEWICZE TO GERMANY



MALASZEWICZE  
DUISBURG

1,5 DAYS\*

TRANSIT TIME



\*Transit time subject to change

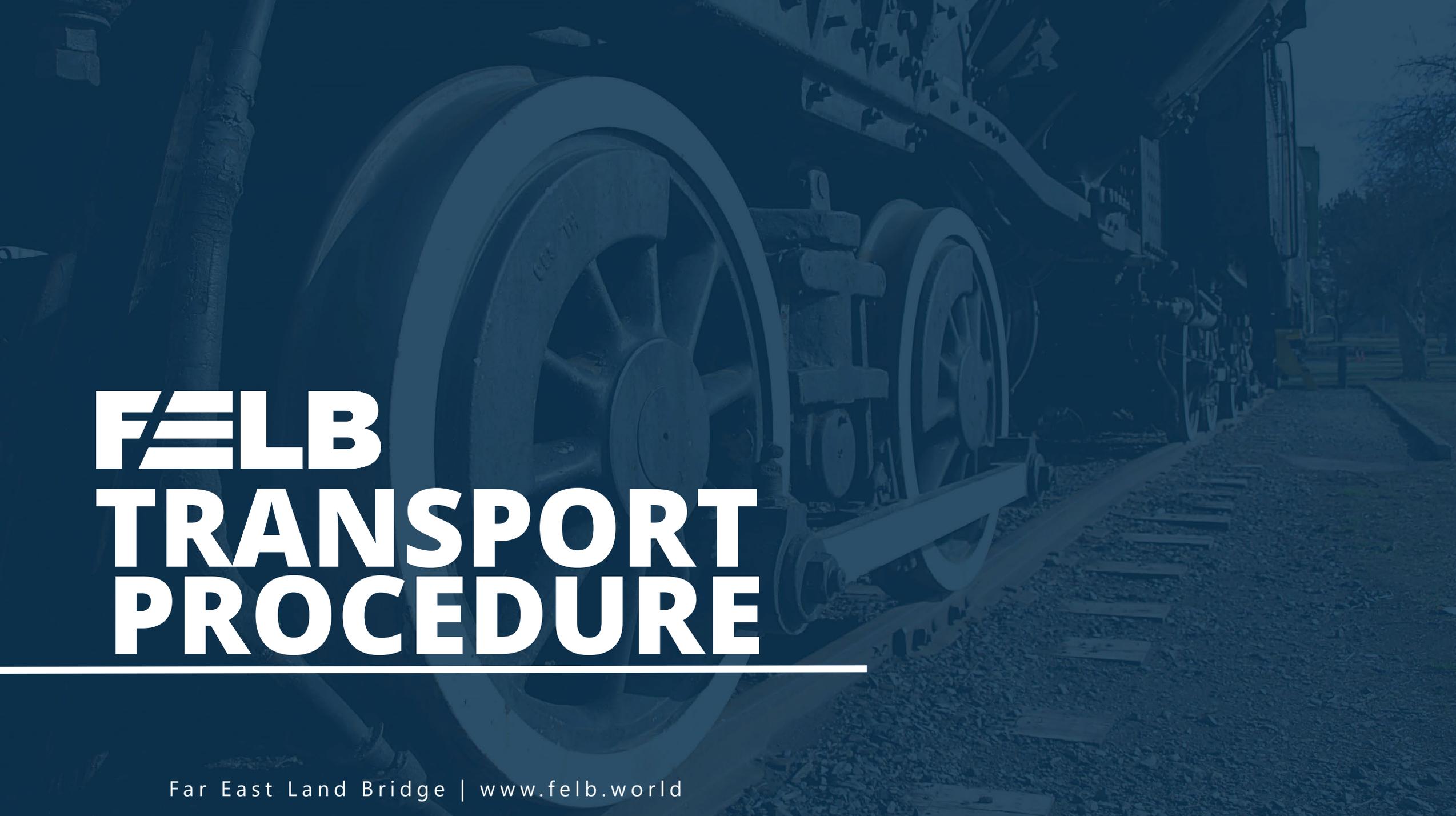
MALASZEWICZE  
HAMBURG

1,5 DAYS\*

TRANSIT TIME



\*Transit time subject to change



# **FELB** **TRANSPORT** **PROCEDURE**

---

# NATURE OF OUR BUSINESS

## BEFORE TRAIN DEPARTURE



### What documents do I need for booking?

You will need a packing list, invoice, EX-1 and any/all documents/certificates related to your specific cargo, if required for transportation.



### Where can I pick up empty containers?

Our main depots in Europe are:

Milan, Duisburg, Hamburg, Bratislava, Warsaw and Malaszewicze.

Our main depots in China and South Korea are:

Yingkou, Shanghai, Suzhou, Tianjin, Beijing, Dalian, Shenyang, Changchun, Qingdao, Ningbo, Incheon and Busan.

Once your booking has been placed, our operation department will advise you on where to pick up the empty containers.



### What happens if I need to cancel my booking?

You may cancel your booking free of charge up to 6 days before departure.

If you choose to cancel at any time 5 days or less before the train departure, the fee is EUR 800/container.

In the case of any occurred service (empty repositioning, container trucking, handling, demurrages) the client must cover the full amount.

For LCL cancellations, after a booking has been confirmed, the full amount for the service will be charged.

# NATURE OF OUR BUSINESS

## DURING TRANSIT



### Where are the border crossing points and what are the processes behind them?

In Europe the border crossings are at Malaszewicze-Brest in Poland and Belarus and at Dobra-Chop in Slovakia and Ukraine. In Asia the border crossing points are at Manzhouli-Zabaikalsk, Erlian and Dostyk

At these border crossings, we reload loaded containers from the narrow gauge system onto wagons using the wide gauge system.

The wide gauge system is used in Russia, Kazakhstan and Mongolia.

The reloading procedure is included in our rail freight prices.

Transit customs declarations are done at the border stations and export customs clearance is done in the country of origin before the cargo reaches the border.



### What security regulations are provided?

At the terminals, including border crossings, there are security officers and systems on-site to ensure safe transit of the cargo.

Also, each container is sealed for the duration of its journey.

In case of a customs inspection, (they may check the goods to see if they match the manifest) the containers are resealed and a new seal number is reported for train tracking.

If you request a GPS tracking device for your cargo, you may supply one by yourself and make the necessary arrangements during the booking process.

# NATURE OF OUR BUSINESS

## AFTER TRAIN ARRIVAL



### How does customs clearance work after the arrival of my goods?

At the border into Europe, your cargo will need a T1 customs document to be transported to its final train terminal (included in our rates). An additional T1 document must be issued to the cargo's final destination, if customs clearance has not already happened at the border or at the final train terminal. For Germany only: an ATB document must be issued for the cargo to leave the terminal, if customs clearance has not already happened.



### Where can I bring back the empty containers?

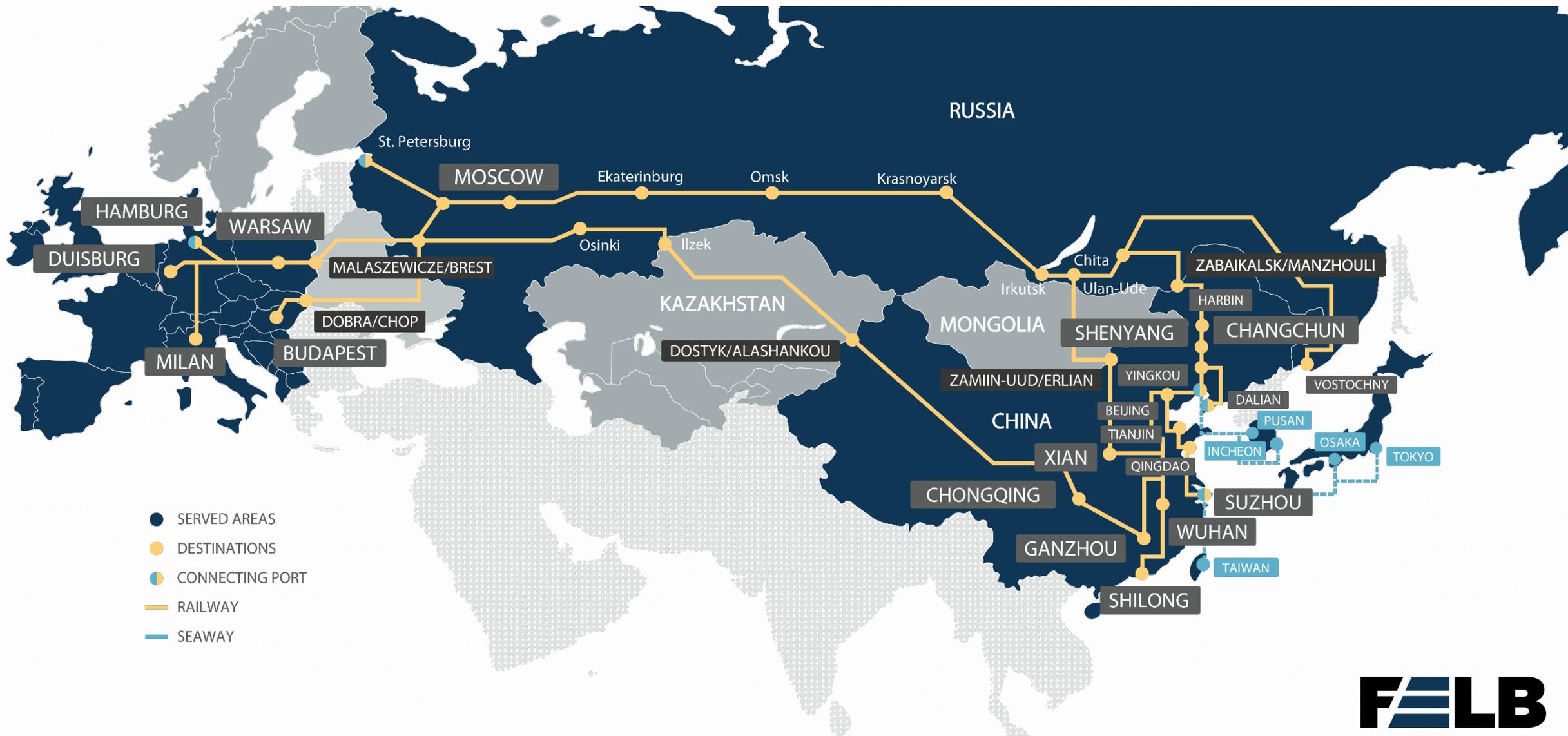
You can return empty containers to any of our depots (as per previous page), unless FELB Operations advises you otherwise. You will receive the information from our Operations department as soon as the container is in transit..



### Can you truck my containers to their final destination?

Yes, both pre and on-carriage options are available to/from any destination you may need. Or, if desired, you can directly deliver/pick up the cargo from the terminal yourself. In order to arrange pre/on-carriage by truck, we need to know the exact address and zip code of the pick-up/delivery location. Also, a stop for customs clearance upon request is possible (at an additional charge).

# SERVICE LINES



# FELB

RZD Logistics

FAR EAST LAND BRIDGE LTD.

Administration Office:

Rivergate Handelskai 92, Gate 2/3.OG/Top G,  
A-1200 Vienna

Telephone: +43 (1) 890 63 39 0

Fax: +43 (1) 890 63 39 63

Email: [sales.at@felb.world](mailto:sales.at@felb.world)

URL: [www.felb.world](http://www.felb.world)