Sinotrans Limited 598HK

Sinotrans Guangdong Limited

Sinotrans Shenzhen Logistics Limited

Sinotrans Pinghu Logistics Center
SINOTRANS GUANGDONG CO., LTD

- INTRODUCTION
- FIVE BUSINESS UNITS

SINOTRANS SHENZHEN & PINGHU LOGISTICS CENTER

- BRIEF INTRODUCTION
- ASSET AND SERVICE NETWORK
- PROFESSIONAL SERVICES
SINOTRANS GUANGDONG
Vision

Become the leading integrated logistics provider in South China

Mission

Focus on the customers’ business challenges and pressure, provide competitive logistics solutions and services to customers to create more value

Customers' success, Our achievement
The Business Scope Of Jurisdiction

Guangdong

Guangxi (some regions)

Hainan

Hong Kong
Online to Offline Introduction

E-business Logistics platform

Transaction platform

E-payment center

Railway Operation

Land Logistics

Integrated Logistics Services

Water Logistics

Forwarders

Direct customers

Online to Offline

Fund pool

Carriers

Hub ports

Financial institutes

Feeders Trucks
FIVE BUSINESS UNITS

Water Logistics
Water Logistics

Seamless connection by feeder, truck & railway services between hub ports and PRD river terminals
Reliable, Efficient & Convenient “One-Stop” Service

Professional local services including
- Customs, CIQ clearance
- Inland trucking & distribution
- Bonded warehouses & bank credit facilities
Terminals

Hub

Ports

Joint venture terminals

Terminals owned by SINOTRANS G.D.
Feeder Rapid Transit

Public Feeders

THE HUB PORT

HIT、SCT、CCT、YICT、DHCT、GOCT

Point to point rapid transit
Through its logistics resources, Sinotrans integrates container control data of the Pearl River Delta, provide customers the data exchange, make container information visible all the way, facilitate all kinds of peer for distribution, planning, empty container transfers, container repairing, etc..
ERE (Empty Repo Express)

Provide empty container dispatching between ports in the Pearl River Delta.

- By improving the container turnover to decrease the container management cost.
- Quickly response to customers’ demand, improve service quality.
FIVE BUSINESS UNITS

Land Logistics
Land Logistics

- comprehensive service ability of land logistics platform

- "one-stop" all-round transportation service
- transportation network design
- dynamic transportation design
- bulk cargo transportation
- container transport
- line haul
- secondary distribution

- OMS
- SEO
- inventory control
- warehouse service

- EDI
- DMS
- TMS
- OMS
- Internet/electronic commerce operation
- business management
- transport process surveillance

- SQE
- JIT Service
- VMI
- Supply chain financing
- package design
- Customs affairs planning
- Logistics analysis and consulting

Land logistics solutions

Design capabilities

Guangdong-Hong Kong haulage

One-stop service ability

Information service

Value-added services
Logistics Centers & Warehouses

Warehouse and Storage: 669,700 m²
Land Transportation

Logistics centers: 9
Owned and rented freight vehicles: 1510

China Translogistics Center

Cross-border Transportation

Land Transportation Centers

Land Operation Center

WUZhou
JIUJIANG
JIANGMEN
FOSHAN
ZHONGSHAN
NANSHA
HUMEN
SHENZHEN
PINGHU
HUANGPU
HONGKONG
SINOTRANS GUANGDONG CO., LTD.
Transportation Services Among Guangdong, Hong Kong and Macau

- provide import and export of pickup, delivery, consolidation, distribution, transshipment, warehousing management, customs declaration and other integrated logistics services among Guangdong, Hong Kong and Macau. Dedicated management team, professional, personalized logistics solutions (Including general warehouse, bonded warehouse, export supervised warehouse, bonded logistics park)
FIVE BUSINESS UNITS

Railway Operation Center
Resources and Networks

- Consisted of 5 lanes with total length of 5,400 meters including 2,691 meters for stevedoring
- Total length of 941 meters, including 400 meters for operation
- 20,000 ㎡ warehouses and 30,000 ㎡ container yards
- Kunming, Guiyang, Chenzhou dry ports
Functions of Shilong Port (under construction)

- A-class Railway Port and B-class Terminal Port
- 7X24 customs service
- VAT Refund
- Bonded Transfer
- Fumigation Yard
- Bulk Cargo Bonded Yard
- Container Freight Station
- Inspection Yard
- Import Bonded Service
- Supervised Warehouse
- Export Bonded Service
- Customs service
Domestic and International Multimodal Logistics Channel

Existing Routes:
- Shilong—Alashankou—Central Asia
- Shilong—Erlian—Mongolia
- Shilong—Manzhouli—Russia
- Shilong—Qingdao—Korea
- Shilong—Chenzhou
- Shilong—Kunming
- Shilong—Guiyang
- Shilong—Yantian
- Taiwan—Humen—Shilong—Central Asia/Russia
- Southeast Asia—Humen—Shilong—Central Asia/Russia

China

Russia

Asia

Moscow

Manzhouli

Qingdao

Korea

Taiwan

Kunming

Guiyang

Shilong—Humen

Shilong—Central Asia/Russia

Alashankou

Almaty

Ulan Bator

Erlianhot

Khorgos

Turkmenistan

Tajikistan

Kazakhstan

Kyrgyzstan

Uzbekistan
Blueprint of Shilong Project

- **Connecting Central Asia And Russia**
  As the export port for Central Asian countries and Russia by rail-sea multimodal transport.

- **Connecting Southeast Asia**
  Connecting Southeast Asia and Central Asia by Humen Port. Executing China-ASEAN cooperation project more positively.

- **Connecting Southwest China**
  Connecting the economic corridor of China and Pakistan, Bangladesh, India, Myanmar by water-rail multimodal transport.
FIVE BUSINESS UNITS

Integrated Logistics Services
Integrated Logistics Services

Shipping Agency

Integrated Logistics

International Freight Forwarding

Integrated Solution

Domestic Transportation
International Waterway Freight Forwarders

- Establish the in-depth cooperation with many shipping companies
- Continuously strengthen business cooperation with famous international freight forwarders
Shipping Agency

- Traditional shipping agent
- Agent for the shipbuilding and ship repairing, shipbreaking, Ships business etc.
- Shipping agency
- Chartering brokerage
- Customs clearance

Online booking and documents to print

Booking Operation public channel
Online payments, reconciliation and settlement
Real-time equipment control data acquisition

Online service of 24-hour visualization model
Form the platform of public data channel
Domestic container lines cover coastal, YRD and PRD areas.
Target Industries

### Home appliance
- **Midea**
- **Kelon**
- **Homa**
- **Homo**

### Paper-making
- **Guangzhou Paper**
- **Asia Symbol**
- **Fibria**

### Telecom
- **Huawei**
- **China Mobile**
- **ZTE**
- **Xinyi Glass**

### Steel
- **Posco**
- **CSG**
- **Bayco Steel**
- **Guangdong Buoy**

### Petrochem
- **Kuangtai Petrochem**
- **BP**
- **Sinopec**
- **Sinopec**

### Construction materials
- **R&F Properties**
- **Jangho**
- **Yangdong**
- **Xinyu Glass**

### Key Clients
Contract Logistics RDC & Hub

By 2014 regional RDC and Hub resource + + +

Main transportation
Road/Luggage/Air freight

18 provinces, 3 municipalities, 368 cities (RDCs & Hubs)
1844 Municipal county-level cities

Feeder service
Delivery and POD
Manufacturers Export FOB Overall Logistics Solutions

- Production line data collection
- Intra-factory inventory management
- On pallet loading
- Trailer transport
- Custom Clearance
- Terminal services
- Barge transport
- Export shipping
- Warehouse management
- Impawning supervision
- Labelling
- Outbound loading
- Picking
- Check
- On pallet loading
- transfer transport
Imported Bonded Business

- Procurement of aboard raw materials
- Transport after customs declaration
- Bonded warehouse storage
- Shipments
- Partial customs declaration

| supplier | passing of title | Customer

| spare parts inventory | assembly and production process | product

| assembly and production process | supplier | passing of title | Customer

- Customer

- Supplier
Supply Chain Management Practice - D&F Project

BEFORE

Factory  Warehouse  Shipper  Trailer  custom brokers  Bank

Operator  Operator  Operator

Customer  Customer  Customer
Supply Chain Management Practice - D&F Project

**AFTER**

- According to the order, make the file cost controlled;
- Specialize production of trade and transport documents increased the quality of service;
- Provide document management and safekeeping service, saving the file storage costs and reduce the cost of consumption;
- Good relations of cooperation with banks, government departments and other trade participants, make the dispatch handling capacity and efficiency greatly improved.
FIVE BUSINESS UNITS

E-Business
Sinotrans E-Business Platform

![Diagram of Sinotrans E-Business Platform]

- Explore exchange values
  - B2B E-payment system
  - Online financial
  - Payment
  - Financing
  - Insurance
- Transactions
  - Information
- Traders
  - (Customers and suppliers)
  - Authentication
- Online2Offline
  - Online logistics platform
  - Offline logistics service
  - On touch logistics
- Access services
Relationship Of Five Units

- E-business
  - Take the advantage of e-business platform characteristics, mining sunk value and customer’s transaction value.
  - Increase online business
  - Increase online channel
  - Explore how to make traditional business on line

- Intelligent trading platform
  - E-payment center
  - Traditional business electronically

- Offline platform

- Solution executor
- Land logistics
- Railway Operation

- Solution provider
- Integration logistics
- Cargo organizer

- Water logistics
SINOTRANS SHENZHEN LOGISTICS LIMITED &
SINOTRANS Pinghu Logistics Center
BRIEF INTRODUCTION
From China Customs Stat 2013,
BRIEF INTRODUCTION

- C-TPAT certificate
- AA Level Customs Broker (the highest level) granted by China Customs
- Key Logistics Enterprise by Shenzhen Government
ASSET AND SERVICE NETWORK

Various Resources
SSLC in PINGHU

4 buildings and 3 floors
Total land area: 125,306 M², Net floor area: 135,247 M²
Customs and CIQ officers will work on site

ASSETS AND SERVICE NETWORK
 Within the diameter of 130KM
Covering main manufacturing cities in the PRD

ASSETS AND SERVICE NETWORK
ASSETS AND SERVICE NETWORK

Danping Expressway

SZX

YANTIAN

45.4KM, 53MIN

DACHANWAN

44.1KM, 52MIN

HUANGGANG

21.3KM, 27MIN

SHEKOU

16.8KM, 20MIN

Man Kam To

15.4KM, 20MIN

40.6KM, 54MIN

40.6KM, 54MIN

44.1KM, 52MIN

40.6KM, 54MIN

45.4KM, 53MIN

44.1KM, 52MIN

40.6KM, 54MIN

45.4KM, 53MIN
• Truck Court Area: 48m
• Loading Bay Width: 6.5m
• Num. of Parking Lot: 570 in total
• Num. of Dock Leveler: 136
• Num. of Cargo Lift: 9
• Area of a single storage unit:
  About 31.5m*67.5m, 2200~2300m²

Ceiling height:
1st Floor: 8.05 m
2nd Floor: 8.05 m
3rd Floor: 6.5m

Maximum Floor Loading:
1st Floor: 5.0 KN/m²
2nd Floor: 2.5 KN/m²
3rd Floor: 2.0 KN/m²

MSLC Parameter
Facility & Equipment

- 294 Hydraulic Dock Levelers
- Bluetooth Weight Scales & Loadometer Scales
- Racking System
- RFID Vehicle Tag System
- Electric Forklifts, Electric Reach Trucks & Pedestrian Electric Pallet Stackers
- Barcode Management System
- Automatic Fire Sprinkler System & Automatic Smoke Detection System
- 24hr CCTV System
- Recording Videos Save For 3 Months

ASSETS AND SERVICE NETWORK
24 Satellite Warehouses cover Pan Pearl River Delta

Domestic (including Hong Kong) pick-up and delivery services

Haul transportation from/to ports, and cross border service

ASSETS AND SERVICE NETWORK
Satellite Warehousing Network

2 Logistics Centers (SHEHZHEN and Hong Kong)
13 Customs Supervisor Warehouses
11 General Warehouses
Regular Shuttling Service between Sinotrans W/H
Cover all PPRD & HK

ASSETS AND SERVICE NETWORK
• Leading LCL Position in South China
• Liners Covers the Whole World
• Have Big Container Makers
RFID Vehicle Tag System

track vehicles' movements in SSLC

Control Tower System

Inbound & Outbound Dashboard

System & Equipment All-in-one

Collaborative Information

WMS System

Information System
Customer Service System

Information System

EDI (Electronic Data Interchange)

Multi-level Role Management

Cloud Computing

Online System inquiry

Customer Trading Platform to Consolidate Cargoes

APP On-the-Go

E-mail Push System
PROFESSIONAL SERVICES
CFS Service
Export cargo delivered to SSLC enjoys Direct VAT Refund Without physically exporting

Sinotrans Shenzhen Logistics Co., Ltd is one of the first 12 companies enjoying direct VAT refund policy from 2005.
24-hour Outbound Operation

NO Customs Transit Requirements at Ports\Checkpoints

Electronic Locking System

Minimizes the Port Customs Formality
CFS Service

- Supporting 24-hour Operation
- NO Customs Transit Requirements at Ports\Checkpoints
- Minimizes the port Customs formality

24Hr Outbound Operation

Using 1+1 Ways

Traditional Port Customs Transit

Electronic Locking System and Electric Customs Declaration System
Electronic Locking System

Electric Customs Declaration System

Physically Locking System

Electronic Locking System

Customs Electronic Gate Surveillance System

Release at Port\Border Automatically

CFS Service

Supervised by GPS
Temporary Import Cargo Handling Area

Instead of the traditional transfer declaration system, only requires to go through a Simple Customs Filling System.

14-day period is given for the final cargo verification process.

Avoid the potential risks of declaration errors.
Temporary Import Cargo Handling Area

Directly imported from TICHA

Transferred to the bonded warehouse, and the import customs clearance is proceeded upon receiving buys’ orders

Re-exported with domestic cargoes

International transshipment and be shipped directly abroad.

Import Service
Storage: Indoor Value-added Service

- Palletization
- Sorting
- QC
- Pick & Pack

CFS Service
Australian Christmas Project

Operational requirement: Order pick-and-pack and palletization.

- Inbound QC:
  - Master carton level: appearance, measurement, and weight;
  - Inner box level: appearance, measurement, weight and quantity;

- Model Pallet Building: order pick-and-pack and palletization into a 1.8m height pallet model.


- Wrapping: pallet wrapping by machine for stabilized purpose.

- QR Code sticking: QR Code sticking onto pallet before outbound.
CASE STUDY

- Pick and Pack Complete

Finished Pallet ready for overseas shipment
THANK YOU!

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