

**WELCOME TO THE BREAKOUT SESSION**

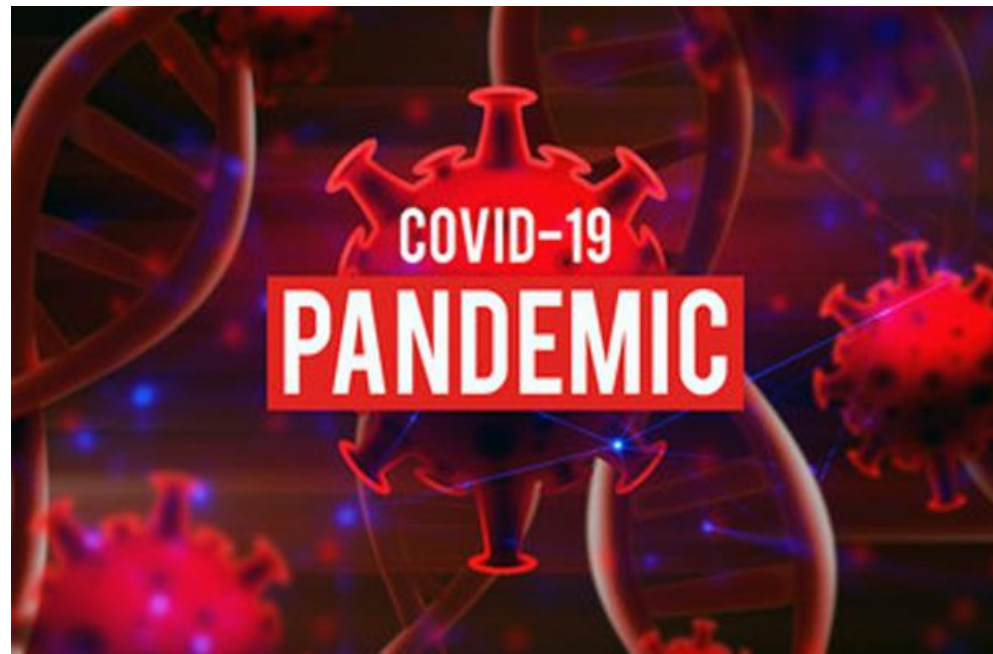
**HOW CAN MULTI-MODAL  
TRANSPORT DELIVER  
RESILIENCE AND LOWER  
EMISSIONS**

**AMIT RAJNEKAR**  
DHL

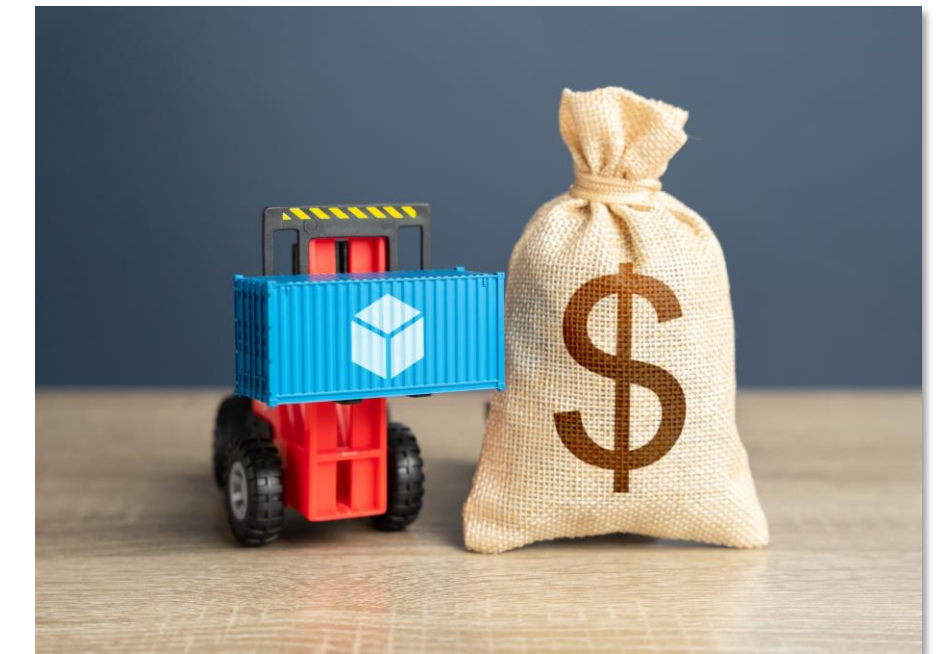
**LEONARDO STELLA**  
DHL

# NAVIGATING THROUGH CHAOS: GLOBAL EVENTS SHAPING SUPPLY CHAINS TODAY

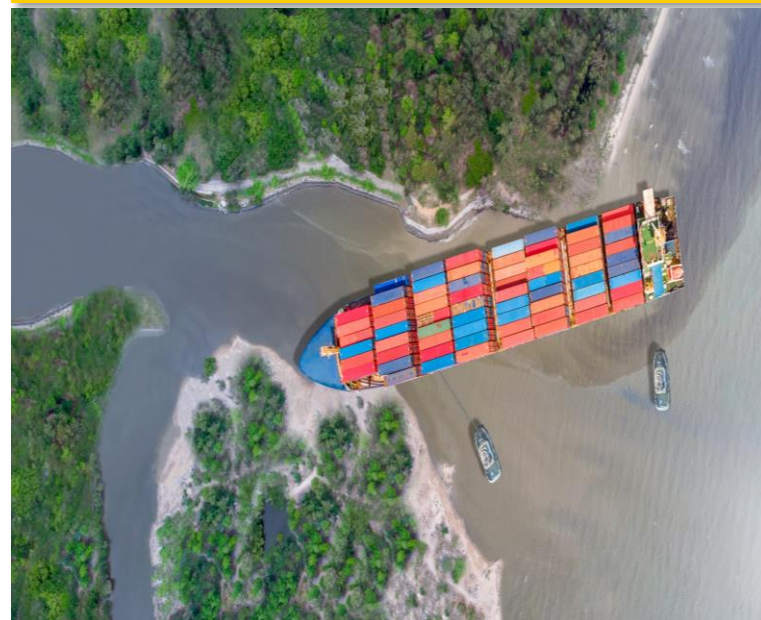
## COVID Pandemic and Chinese Manufacturing shutdown



## Impact on tariffs



## Suez Canal Blockage



## Red Sea Crisis



## Chips Shortage



## Panama canal



## Amazon river



Join at  
**slido.com**  
**#Multimodal**



# PRODUCTS

**SEA-AIR**

**EXPEDITED OCEAN**

**GROUND SOLUTIONS**

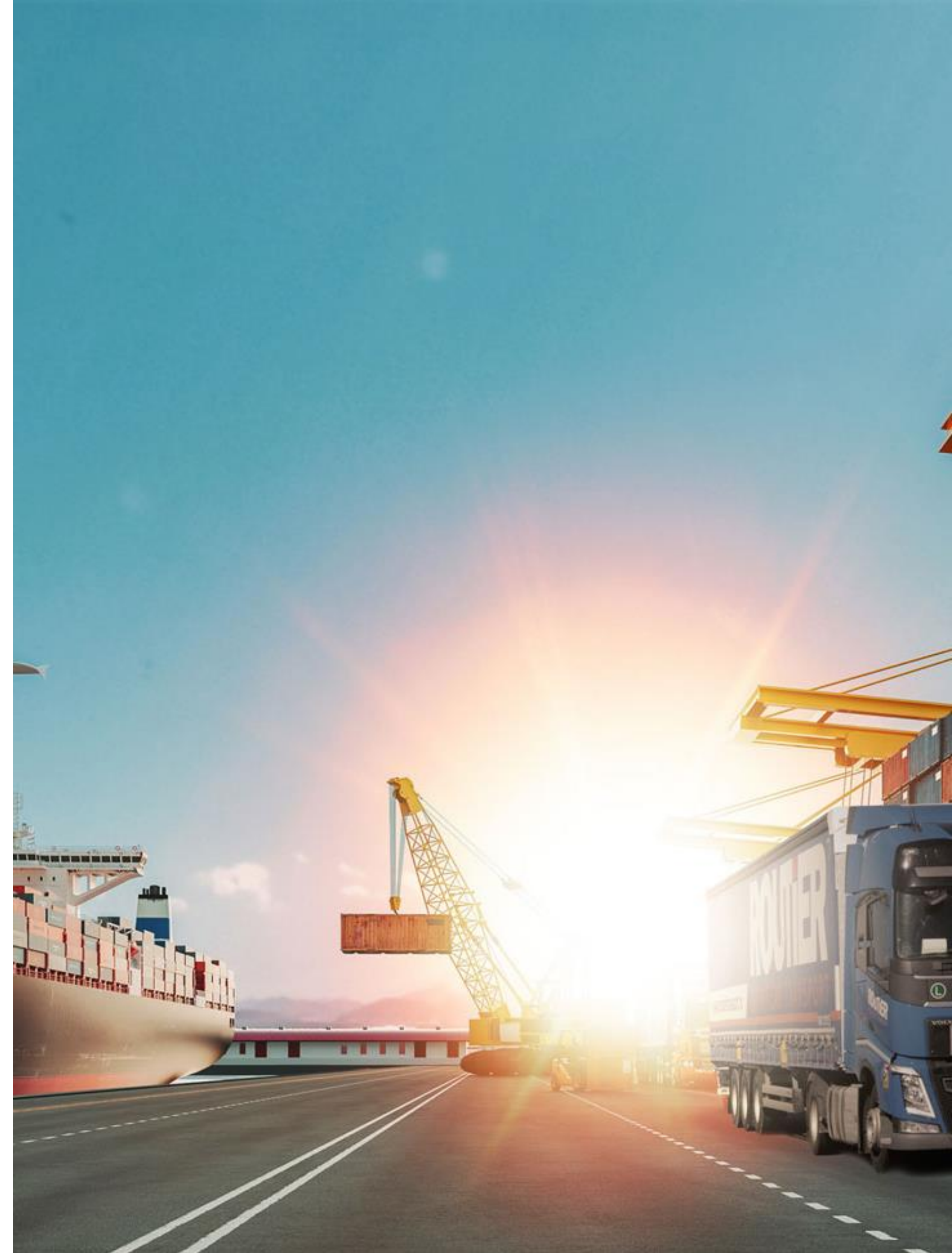


## **SEA-AIR**

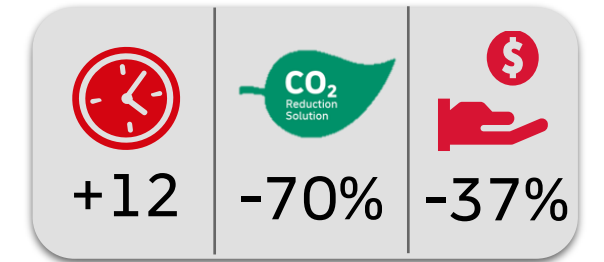
**APAC – AMERICAS & EUROPE via LAX**

**APAC – EUR via DBX**

**INDIA SUBCONTINENT – EUROPE via DXB**



# APAC – AMERICAS & EUROPE via LAX



DHL's **“Multi-Modal Express” (MMEX)** is an alternative mode of transportation that mixes air transportation’s agility, dedicated inland solutions adaptability & the cost-consciousness and de-carbonization of ocean shipping.

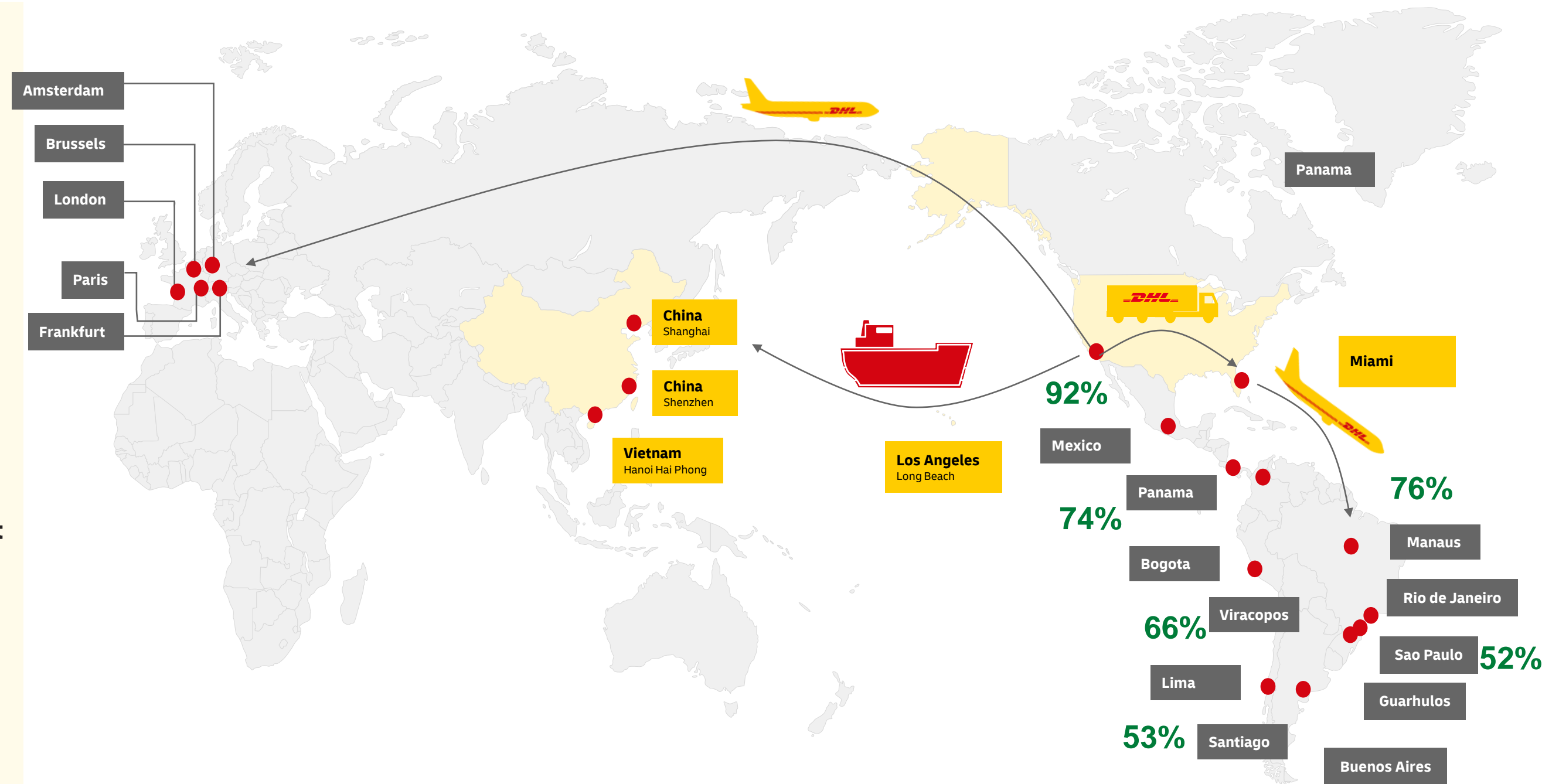
- Reduced Transit Times due to the usage of Smaller Expedited Vessels that bypass the typical congestion at Long Beach Port.
- Proven supply chain disruption contingency plan.
- Express dedicated team + bonded trucking across Chinese Mainland, Vietnam and the USA.
- Go-green logistics via freight de-carbonization.
- Innovation & Resilient logistics.

**Much faster than ocean freight and cheaper than air freight**

→ **USA**  
From any location in China to any destination in USA in **20/25 days**

→ **LATAM**  
From any location in China to any destination in LATAM in **20/25 days**

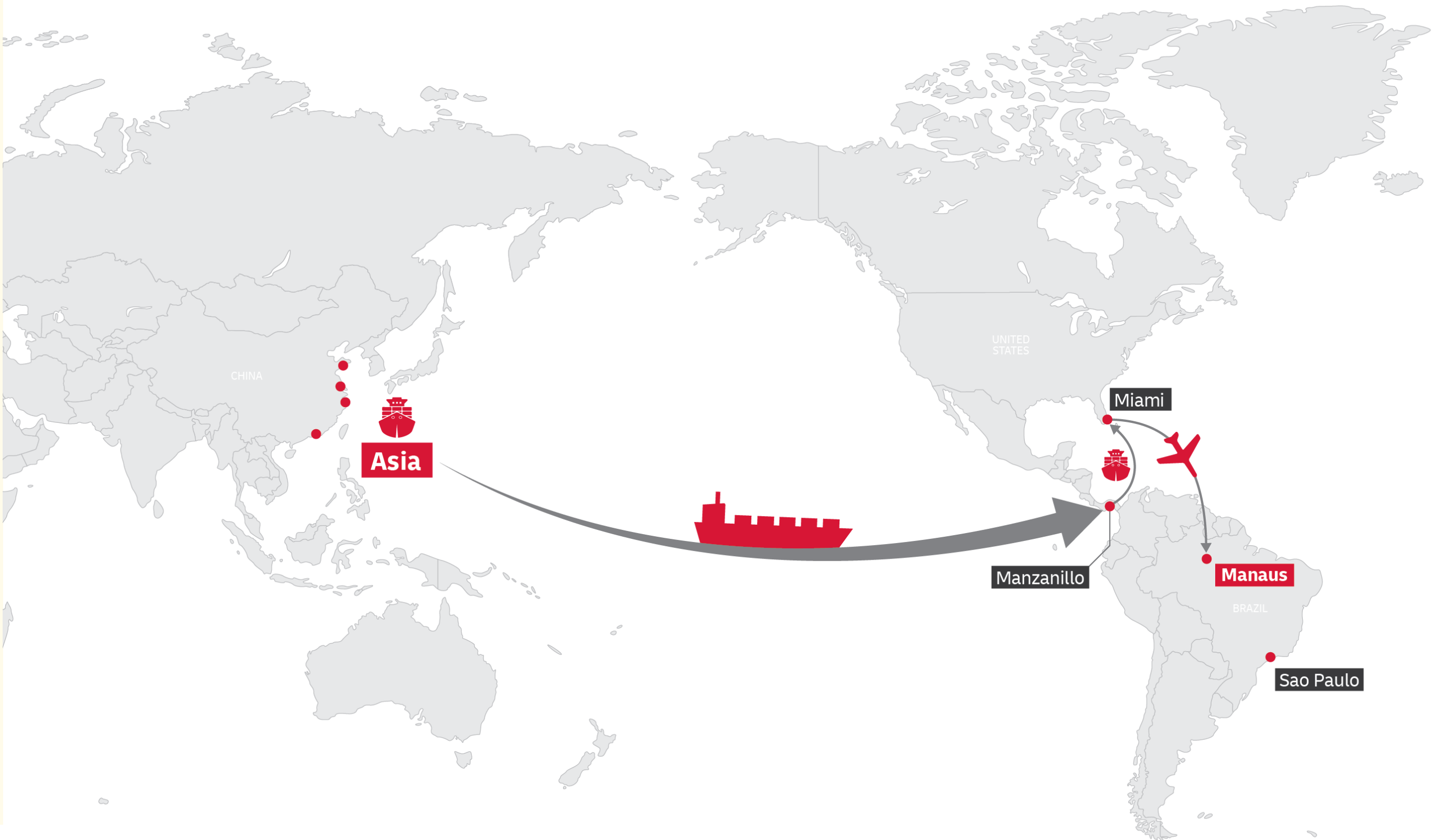
→ **EUROPE**  
From any location in China to any destination in Europe in **15-20 days**






# APAC – AMERICAS & EUROPE via LAX

## *Panamatransload*

- **Climate Resilience Strategy:** Proactive planning for drought-related disruptions in the **Panama Canal** and **Amazon River**
- **Panama Transload Solution:** Ensures smooth cargo flow by diverting shipments through alternative transload points during low-water periods
- **Multimodal Flexibility:** Integrates **ocean, air, and ground transport** to maintain supply chain continuity when waterway access is limited
- **Reduced Transit Risk:** Minimizes delays by leveraging **regional transload hubs**, allowing cargo to bypass bottlenecks
- **Sustainable Approach:** Contributes to climate resilience by reducing dependency on vulnerable routes and utilizing **eco-efficient transport modes**



# MULTIMODAL SEA/AIR APAC via Dubai Hub

 +17	 -40%	 -35%
--	---	---

• Safety risks in the Red Sea and Suez Canal are driving a spike in air cargo demand between Europe and Asia-Pacific.

• SeAir transit times:

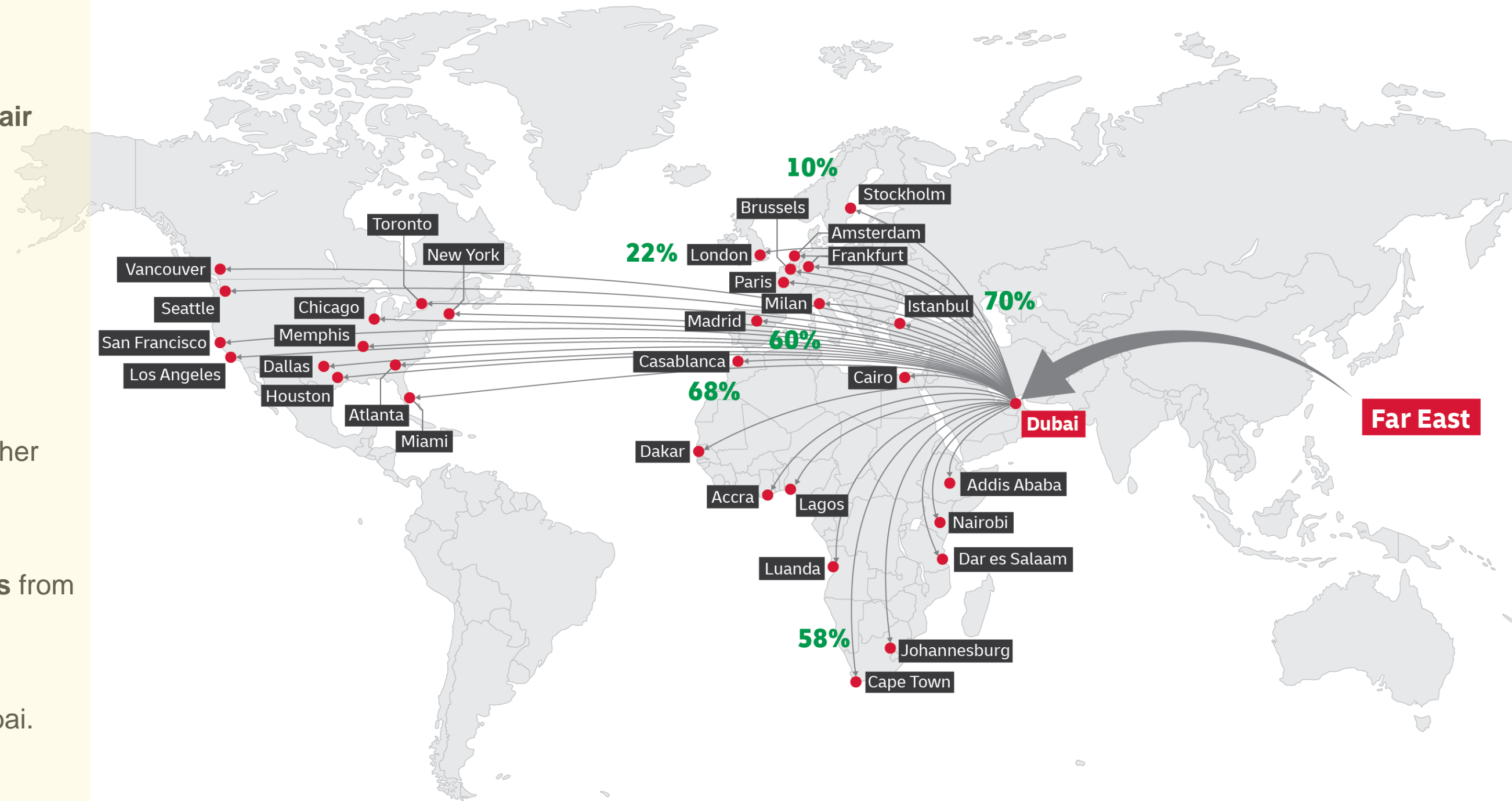
Asia to Mainland Europe: 10-24 days

Asia to Americas: 11-25 days

• Ahlan Dubai Hub: A key solution connecting Dubai to Europe and other global destinations.

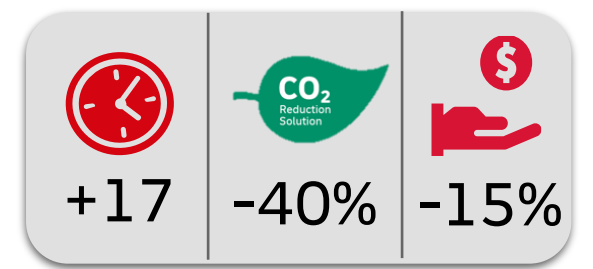
• Dubai's strategic position: Ideal gateway with multiple daily flights from global and regional carriers.

• 500 tons of unutilized air cargo capacity per week available in Dubai.

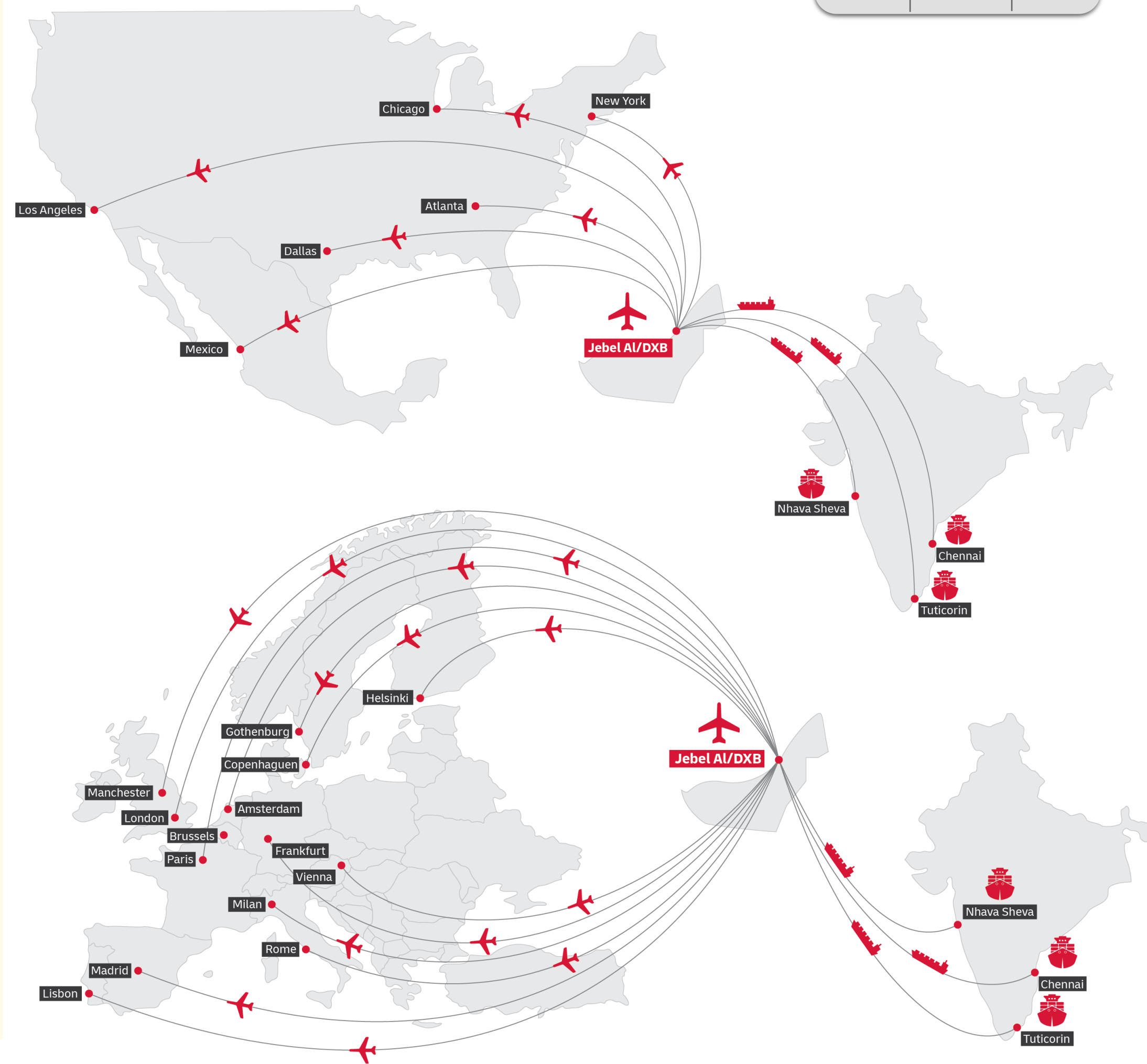




# MULTIMODAL SEA/AIR INDIA TO USA/EUR via DUBAI



- **Cost-Effective Solution:** Combines the affordability of sea freight with the speed of air, offering 10-15% cost savings compared to full air freight.
- **Faster Transit Times:** Delivers shipments 30-50% faster than ocean transport, ideal for balancing speed and cost.
- **Strategic Hubs:** Utilizes Dubai (DXB) as key transshipment points, ensuring efficient connections to Europe and the Americas.
- **Flexibility for Non-Urgent Cargo:** Offers a flexible solution for shipments that are not urgent, allowing businesses to maintain deadlines while controlling costs.
- **Sustainable and Efficient:** Optimizes unutilized air capacity, reducing carbon emissions compared to full air freight, supporting sustainability goals.



# PRODUCTS

## SEA-AIR

## EXPEDITED OCEAN

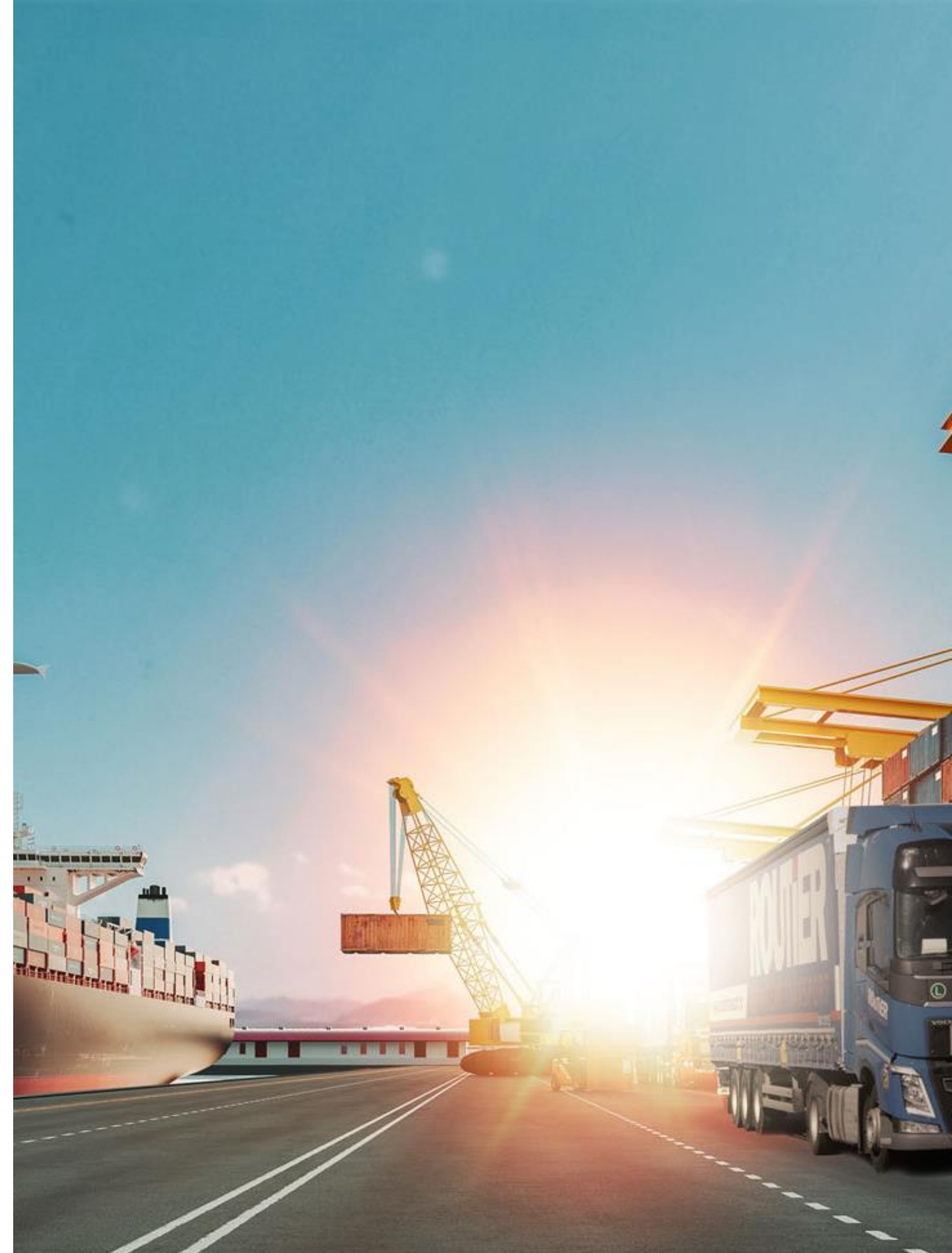
## GROUND SOLUTIONS



## **EXPEDITED OCEAN**




**APAC – NORTH AMERICA via LOS ANGELES**

**APAC – EUROPE via MEDITERRANEAN PORT**

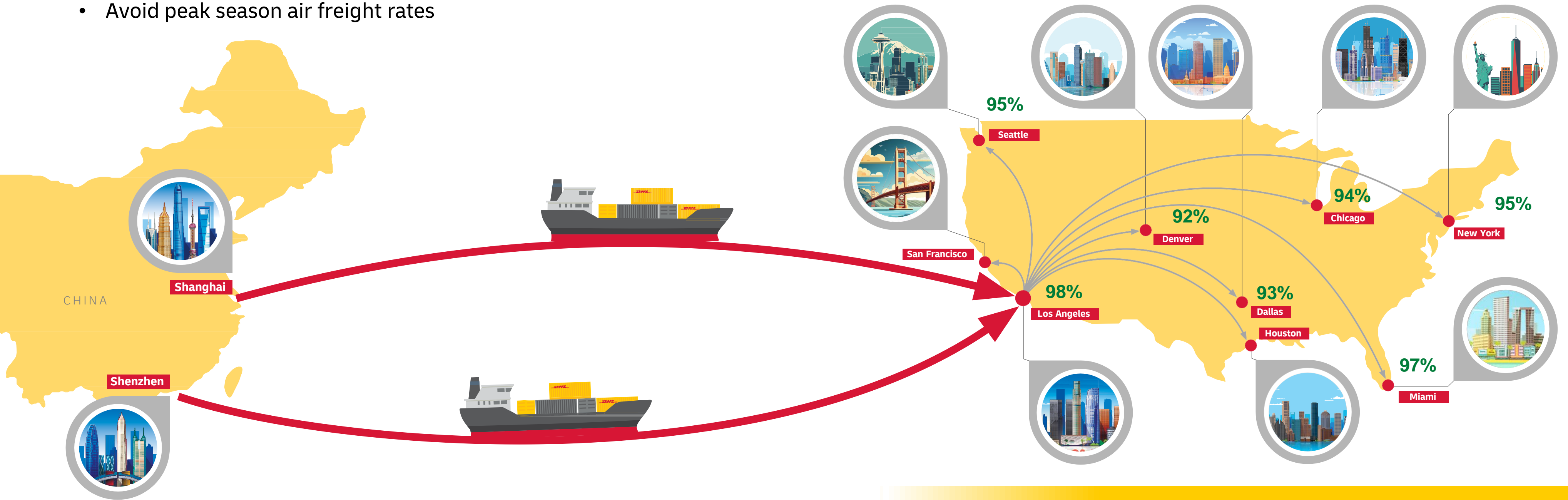


# MULTIMODAL EXPRESS DRIVE

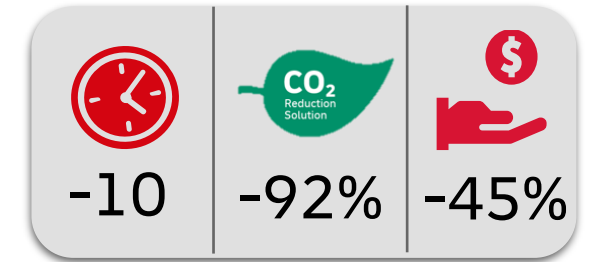
FAST, RELIABLE MULTIMODAL EXPRESS FROM CHINA TO THE U.S.

 +10	 -92%	 -45%
--	---	---

- Direct weekly sailings from Shenzhen and Shanghai to multiple U.S. hubs
- Port to port 10 to 12 days
- Less than 20 days from door to door
- Avoid peak season air freight rates

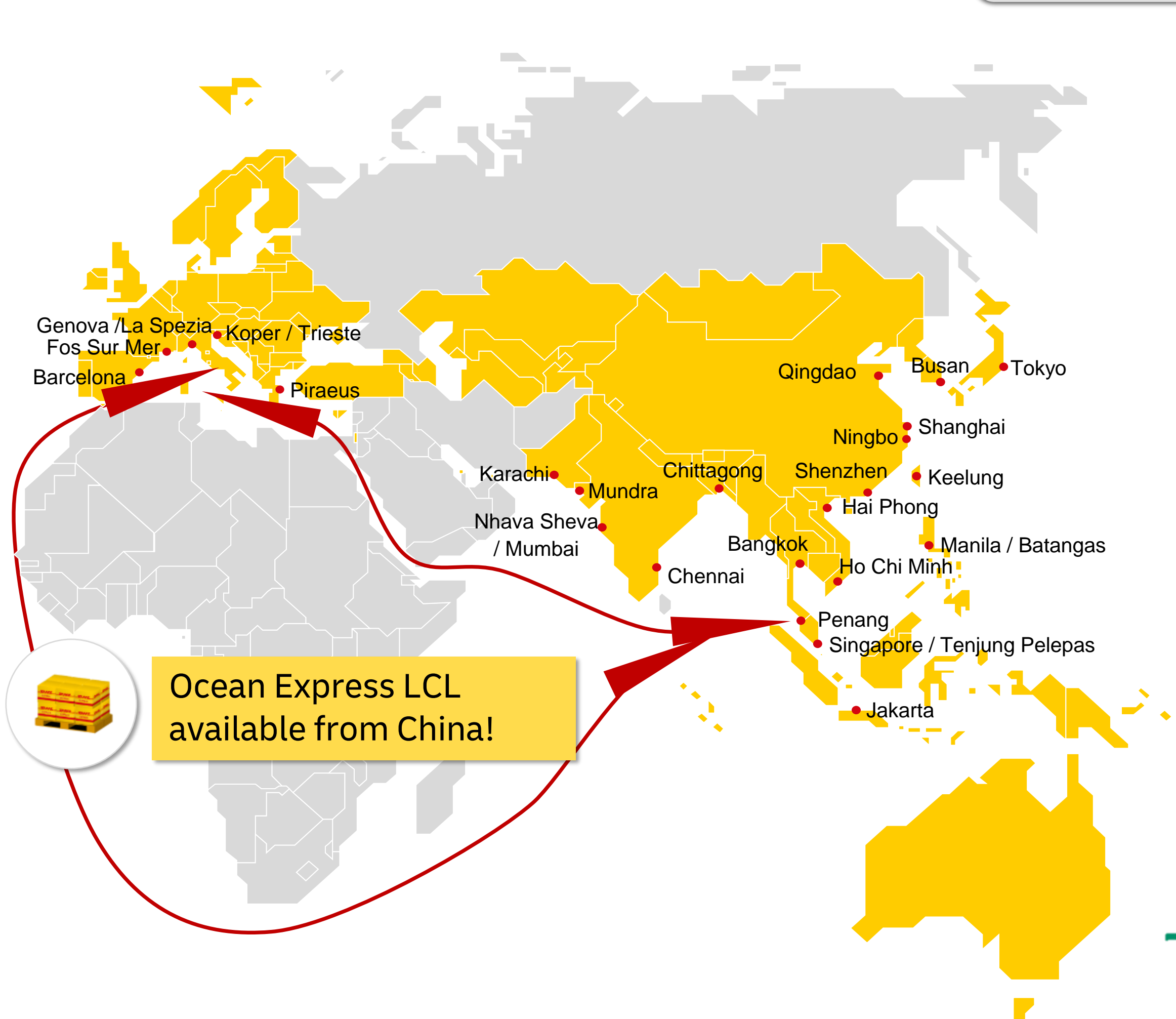


# OCEAN EXPRESS CONNECTS ASIA PACIFIC AND EUROPE CONTINUOUS DEVELOPMENT TO SHORTEN THE TRANSIT TIME



## Service outline

- Shorter door to door lead times through linking Asian hubs and Mediterranean ports in Europe
- Based on Southern Corridor
- Quality & speed focus
- Bypassing Russia
- Direct & regular ocean connections
- Road & rail connectivity from ports for the first & last mile
- Reduced carbon footprint
- Tailored solution design
- 2024 remark: *Routing via Suez is decided on vessel-by-vessel basis based on the situation*



# DHL MULTIMODAL OCEANEXPRESS: OCEAN CONNECTION FROM CHINA

*Routing via Suez is decided on vessel-  
by- vessel basis based on the situation*



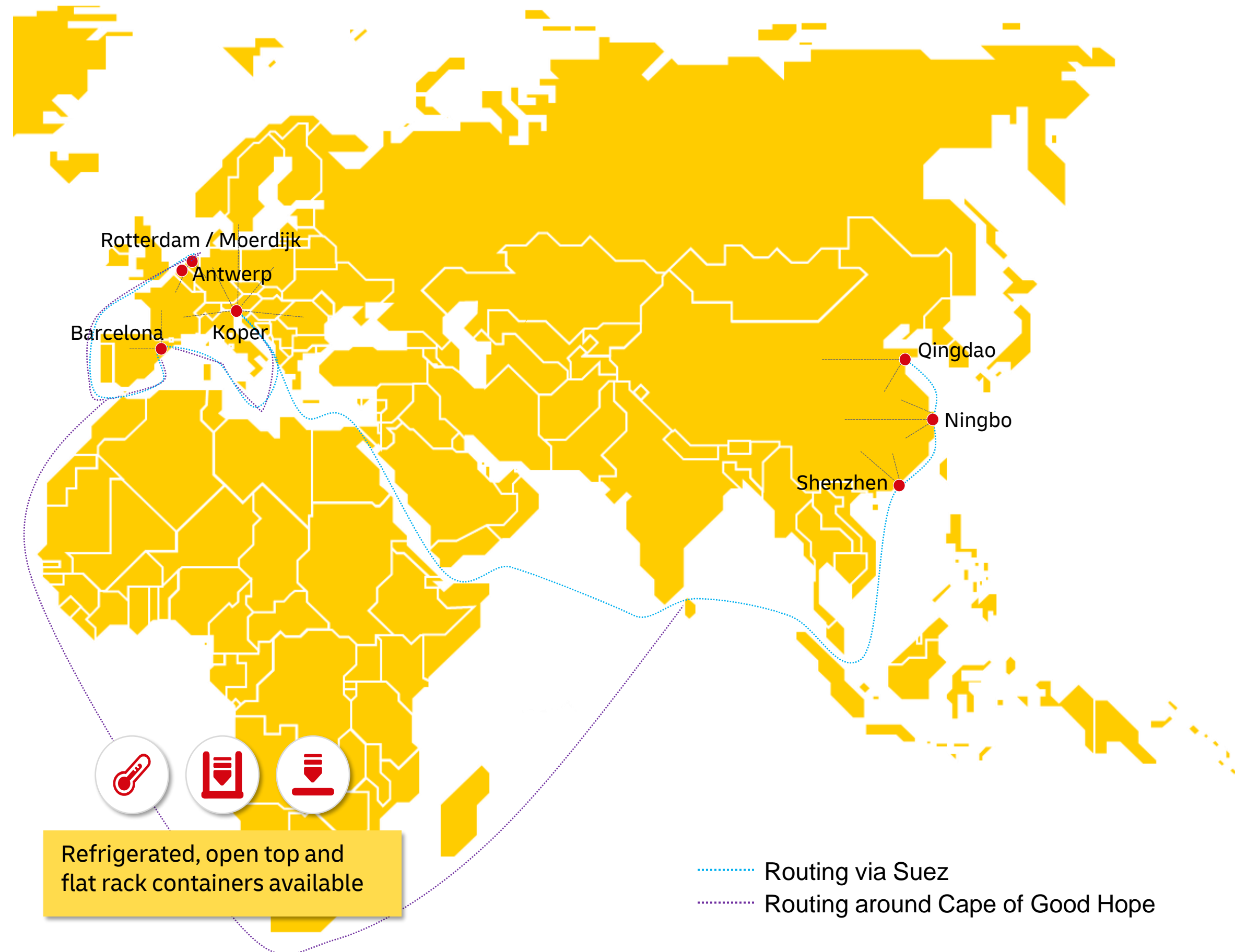
## Service outline

- Reliable and punctual schedule with two departures a month
- Short transit time comparable with direct China-Europe railway
- Batteries & IMO DG accepted, refrigerated container service available

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

Route	(days)	Koper	Barcelona	Rotterdam**	Duisburg
Via Suez	Shenzhen to...	<b>19</b>	23	29	24
	Ningbo to...	<b>22</b>	26	32	27
	Qingdao to...	<b>26</b>	30	37	31
Around COGH	Shenzhen to...	37	<b>31</b>	39	37
	Ningbo to...	40	<b>34</b>	42	40
	Qingdao to...	44	<b>39</b>	47	45

\* 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



Refrigerated, open top and flat rack containers available

..... Routing via Suez  
..... Routing around Cape of Good Hope

# PRODUCTS

**SEA-AIR**

**EXPEDITED OCEAN**

**GROUND SOLUTIONS**

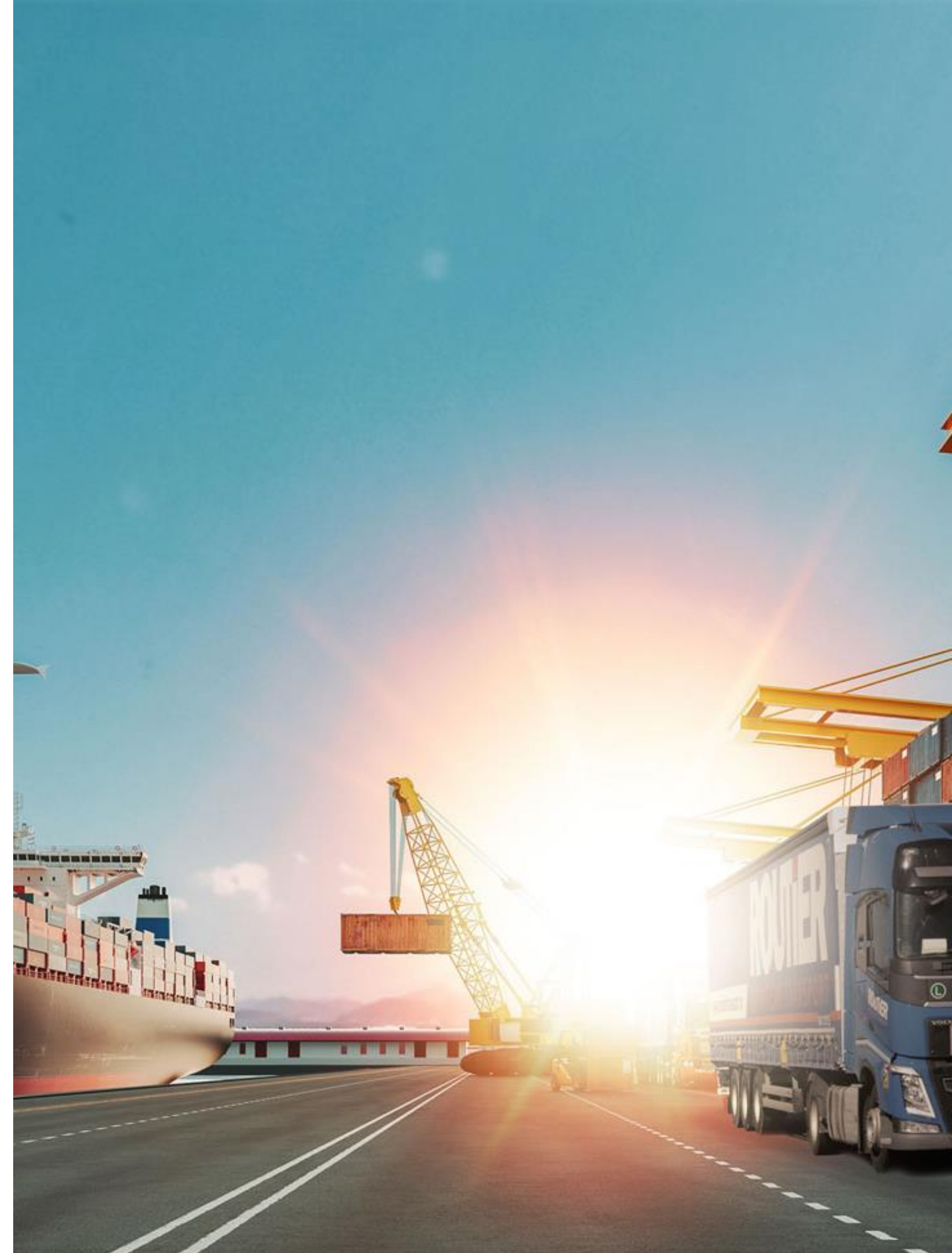


# **GROUND SOLUTIONS**

**APAC – EUR RAIL**




**SOUTH-EAST ASIA MULTIMODAL CONNECTIONS**

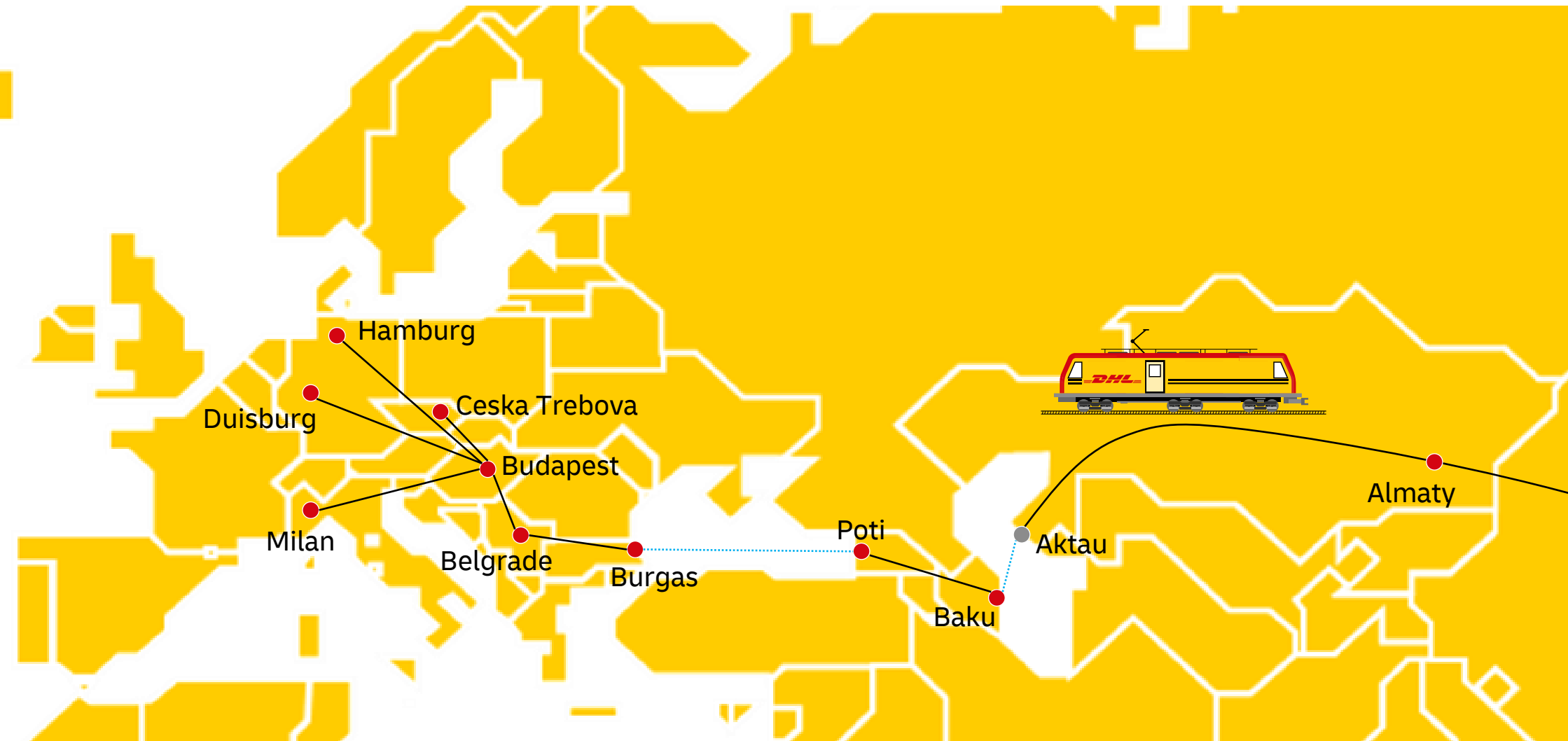
**APAC – EUR TRUCK**





# APAC-EURO rail

 +20	 -90%	 -55%
--	---	---



**LEAD TIMES (Rail Terminal to Rail Terminal)**

**Westbound (single container)**

Xi'an – Poti (GE):	15 days
Xi'an – Burgas (BG):	21 days
Xi'an – Belgrade (RS):	25 days
Xi'an – Budapest (HU):	28 days
Xi'an – Ceska Trebova (CZ):	29 days
Xi'an – Duisburg/Hamburg (DE):	30 days
Xi'an – Milano (IT):	31 days

**Eastbound (only available for Blocktrains (up to 44 FEU))**

Duisburg (DE) – Xi'an:	30 days
Ceska Trebova (CZ) – Almaty (KZ):	25 days

- KEY BENEFITS**
- Faster than Ocean, cheaper than Air
  - Improved station to station lead times:
    - Very fast to Central-Eastern Europe
    - Fast to Western Europe
  - Regular weekly departures
  - Alternative route with reduced geopolitical risks
  - New Black Sea routing via Bulgaria
- 24/7 visibility with GPS tracking
  - Chassis truck / intermodal deliveries from rail terminals to any destination in Europe
  - DHL network & experience: we use & develop Trans-Caspian route since 2015



# South-East Asia Multimodal Connections

Routing	Multimodal	TT in days
Hanoi/VN <-> Europe	Truck + Rail	37-38
Ho Chi Minh/VN <-> Europe	Truck + Rail	39-40
Thailand <-> Europe	Truck + Rail	39-40
Malaysia <-> Europe	Truck + Rail	40-42
Singapore <-> Europe	Truck + Rail	40-42
Korea <-> Europe	Sea + Rail	42-45
Japan <-> Europe	Sea + Rail	42-45



## Value creation

- Alternative fast and reliable routing between Asia and Europe
- Faster than ocean freight and cost savings compared to air
- Seamless connectivity with China rail

## KEY TAKE AWAYS FROM TODAY

**1 Resilient Supply Chains are essential for global trade.**

**2 Agility is key to overcoming logistical challenges.**

**3 Sustainable Transport solutions are a priority.**

**4 Explore New Connections to access growing markets.**

**5 Multimodal Transport offers flexible alternatives to traditional routes.**





### Thomas Kowitzki

Vice President, Global Head of China Rail

Phone	+49 228 18276500	<b>DHL Global Forwarding</b>
Mobile	+49 160 7075479	Johanniterstr. 1Bonn
thomas.kowitzki@dhl.com		53113Germany



### Şafak Sönmez

Multimodal China

Phone	+ 852 2976 7549	<b>DHL Global Forwarding</b>
Mobile	+852 6463 9666	51 Kwai Cheong Road,
safak.sonmez@dhl.com		Kwai Chung
		Hong Kong



### Leonardo Stella

Multimodal US

Phone	+1 305 428 4735	<b>DHL Global Forwarding</b>
Mobile	+1 305 8578831	1801 N.W. 82 Avenueaddress2
Leonardo.Stella@dhl.com		Doral, FL 33126
		USA



### Farzan Nalavala

Multimodal India

Phone	+91 22 6198 5489	<b>DHL Global Forwarding</b>
Mobile	+91 98212 83376	101 B, Silver Utopia
farzan.nalavala@dhl.com		Mumbai 400099,India



### Daisy Ying

Multimodal Europe Sea-Air

Phone	+31 20 3169130	<b>DHL Global Forwarding</b>
Mobile	+31 6 83294103	Barsteen 1 Hoofddorp 2132MV
daisy.ying@dhl.com		Neatherlands



### Bruno Selmoni

VP Head of Road Freight & Multimodal Asean & South Asia

Phone	+65 6589 3353	<b>DHL Global Forwarding</b>
Mobile	+65 9030 8533	1 Changi South Street 2
bruno.selmoni@dhl.com		(DGF)SingaporeSingapore

Join at  
**slido.com**  
**#Multimodal**



# THANK YOU

## WHAT IS NEXT ON THE AGENDA?

12.00 – 1.30 pm

*Networking Lunch & Exhibition*

**1.30 – 3.00 pm**

**Sustainability** - How to decarbonize global supply chains?

# THANK YOU

## WHAT IS NEXT ON THE AGENDA?

*11.00 – 11.30 am*

*Networking Break & Exhibition*

**11.30 – 12.30 pm**

**AI in Logistics** - Pitching competition