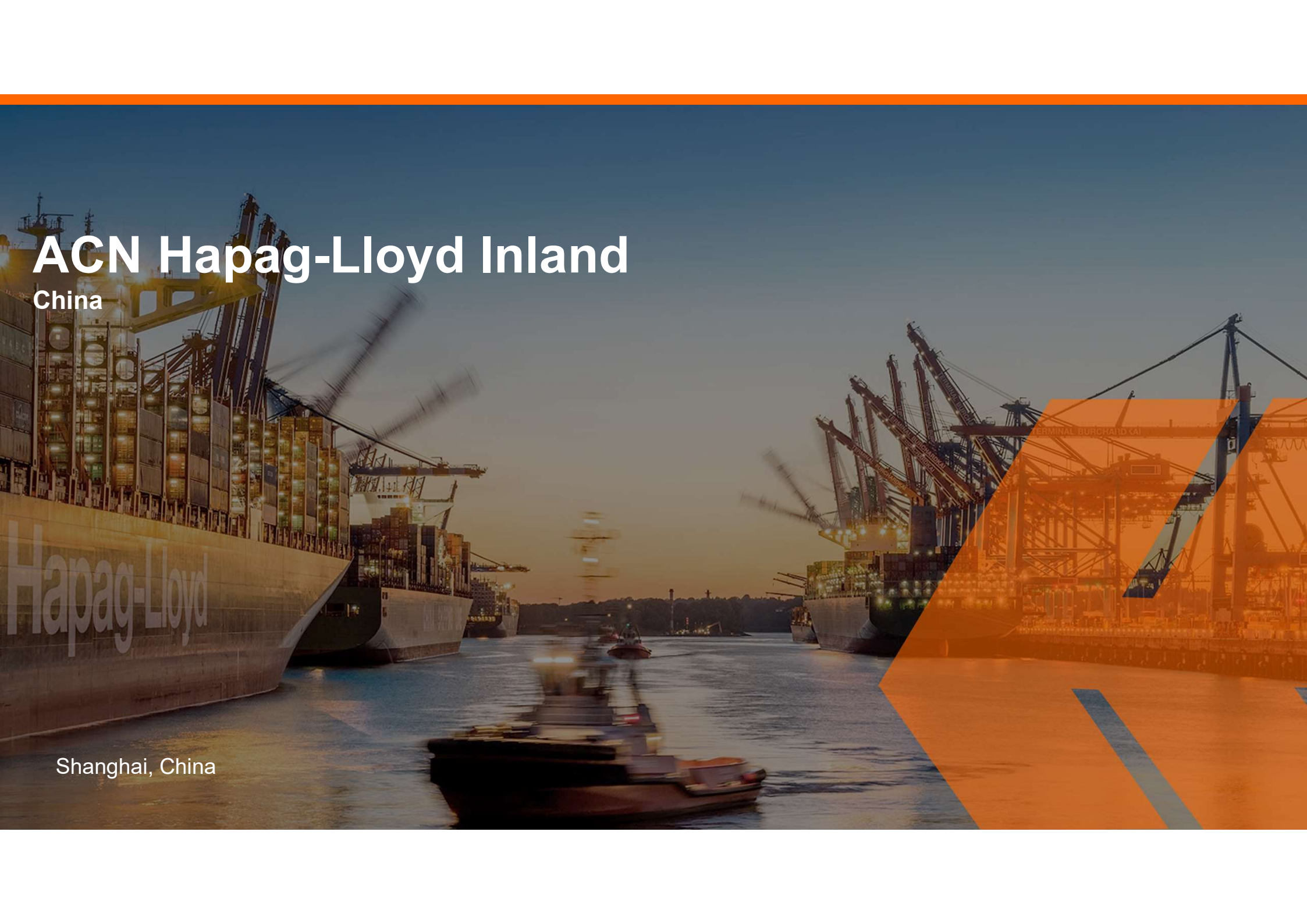


# ACN Hapag-Lloyd Inland

China

Hapag-Lloyd

Shanghai, China

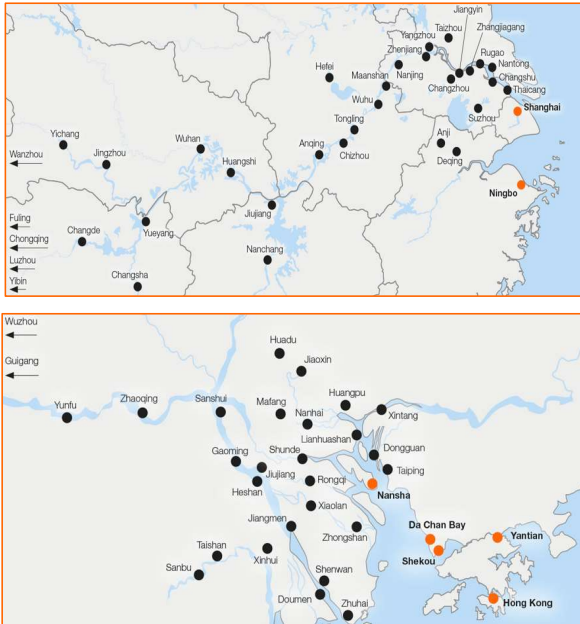


# ACN Inland Product

## CN Barge

67 River Ports

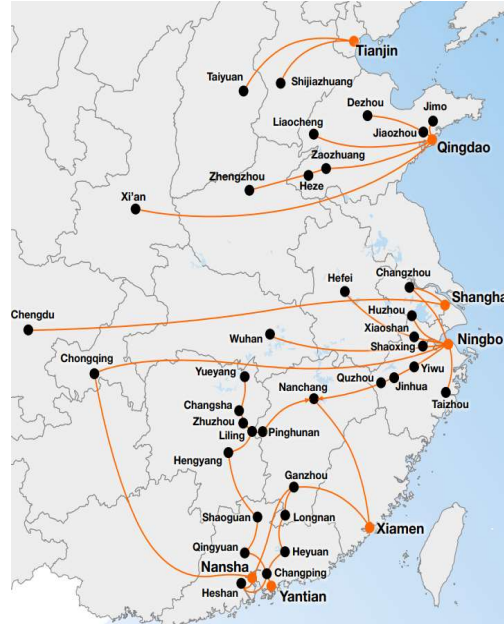
- ✓ Inland empty EQ stock supported
- ✓ Competitive add-on
- ✓ Mature mode with strong demand



## CN Rail

80+ Rail Ramps

- ✓ Environmentally friendly
- ✓ Inland equipment pick-up / return
- ✓ MHO/MHD benefit to customer



## CN Truck

400+ Locations

- ✓ One-stop service
- ✓ Connecting sea & riverports
- ✓ Tailormade for factory address



## TW Ramp

3 Major Locations

- ✓ ICDs connection via Trucking
- ✓ Cover major cargo source
- ✓ Mature mode with reliable service



## Hapag-Lloyd Inland – China Trucking Service

Hapag-Lloyd provides multi-solutions for the first and the last mile worldwide. To offer our customers a seamless one-stop shop service for their entire transport chain, we are expanding our door-to-door options in China. We are vastly expanding our trucking network with covering most of the production areas across China.

Our dedicated team will closely track your cargos' journey from start to finish and support you with local expertise.

### Our Offer

- Efficient tailor-made solutions for your cargo managed by our experts
- Access to Hapag-Lloyd's extensive global network
- Competitive rates and timely quotation for urgent requests
- Pick-up and delivery from / to your factory or warehouse
- Gate-in / gate-out services at port of loading for empty and loaded containers
- Reliable service via trustworthy trucking vendors

### Your Benefits

- Enjoy inland and maritime services from a single carrier
- Simplify your communication with only one point of contact
- Optimize your supply chain by combining rail and truck services
- Improve your planning and save costs

### Hapag-Lloyd Inland – Going the Extra Mile

# Hapag-Lloyd Inland - China Trucking Service



For more detail of the locations-network, please consult with Hapag-Lloyd's Sales or check via Quick Quotes.

**Easy booking of all services via Quick Quotes**








Did you know that you can use Quick Quotes for Inland transportation?

Get your instant, competitive quote for transportation services to and from Inland locations combined with a sea shipment in just a few clicks.

Get your quote:  
[www.hapag-lloyd.com/quick-quotes](http://www.hapag-lloyd.com/quick-quotes)

## Process

### Export from China

-  Receive your through rate via Quick Quotes or your contract rate
-  Book in advance and provide stuffing address, contact information and required loading time
-  Receive booking confirmation with operation details. Please confirm your details
-  Hapag-Lloyd arranges haulage with our truck supplier. We deliver empty containers to your destination and return loaded containers to terminal, depot or ramp
-  Customs clearance is handled directly by the customer
-  Settle payment with Hapag-Lloyd
-  Receive Through Bill of Lading from Hapag-Lloyd

### Import to China

-  Receive arrival notice from Hapag-Lloyd
-  Receive confirmation for mode of transport (trucking), trucking form and Letter of Intent (LOI)
-  Please complete LOI and trucking form and return both to Hapag-Lloyd including delivery address and delivery time
-  Hapag-Lloyd arranges haulage with our trucking supplier
-  Customer handles customs clearance and provides release document directly to trucking supplier

## Hapag-Lloyd Inland - China Rail Service

### Simple, efficient and reliable

China's inland cities are growing fast, and so are Hapag-Lloyd's inland solutions for serving its customers even better. Supported by our extensive global port network and dedicated inland solutions experts, the first phase of Hapag-Lloyd's rail and sea product will cover 37 most active inland locations with different sea port connections.

### Our Offer

- One-stop quotation and operation solutions for inland business under Through B/L
- Customized rail service based on customer business requirements
- Dedicated inland customer service teams
- Priority release of equipment under Through B/L at inland locations
- Access to Hapag-Lloyd's extensive global inland service network

### Your Benefits

- Inland and maritime services from a single source
- Greater time and cost efficiency due to faster and more reliable delivery by rail
- Less uncertainties and more planning certainty with our dedicated inland customer service teams and qualified partners
- Reduced carbon footprint by converting from truck to (combined) rail transportation

**Hapag-Lloyd Inland Services – There is nowhere we don't go!**

# Hapag-Lloyd Inland - China Rail Service



## Easy booking of all services via Quick Quotes

Did you know that you can use Quick Quotes for inland transportation?

Get your instant, competitive quote for transportation services to and from inland locations combined with a sea shipment in just a few clicks.

Get your quote:

[www.hapag-lloyd.com/quick-quotes](http://www.hapag-lloyd.com/quick-quotes)

## Process



## Terms and Conditions

- The rail service will comply with the regulations of China Railway Company
- The rail service applies for standard dry container only, it is not applicable for reefer and Dangerous Goods cargo
- Rail quotation as per floating tariff, and subject to adjustment
- Rail shipment pricing date is based on laden container gate-in rail depot date
- Rail service delivery is subject to vessel space confirmation and rail capacity availability as well as equipment availability
- The rail-sea booking window follows the mother vessel schedule
- Customers need to book the railway service in advance considering the lead time required for empty equipment repositioning and the rail transportation time for connection to mother vessel at sea port
- Detention is calculated based on container pickup and return at rail depot
- Customer needs to pickup the empty container from the railway depot and return the laden container back to the railway depot. Railway depot address is specified in the booking confirmation
- Customs clearance will be handled by customers directly
- Container stuffing needs to comply with the guidelines of railway company:
  - Weight needs to be balanced within the container and between the container
  - Pictures of different stuffing stages need to be provided to our railways service vendors
  - For more details, please refer to our railway service vendors
- Rail service is subject to the surcharges at terminal by the carrier or third parties, which may include but are not limited to:
  - Empty pickup fee at depot
  - Terminal handling charge
  - Seal fee
  - Port construction
  - Port security
  - Gate in charge
- In case of booking cancellation, standard booking cancel fee is applied. If additional costs occur, it will be collected from the customer
- Rail quotations for Nanchang/Ganzhou/Longnan apply for cargo under Santong policy
- Hefei rail quotations apply for cargo with customs declaration at Hefei

# Top 30 inland locations & Value Proposition

Location Code	Name	VE / WW	Rail	Truck
CNCQI	CHONGQING	X	X	X
CNJZH	JIAOZHOU		X	X
CNNJI	NANJING	X	X	X
CNWHI	WUHU	X		X
CNWUH	WUHAN	X	X	X
CNZJG	ZHANGJIAGANG	X		X
CNZHE	ZHENJIANG	X		X
CNYZH	YANGZHOU	X		X
CNNTG	NANTONG	X		X
CNTZO	TAIZHOU	X		X
CNCSH	CHANGSHA	X		X
CNYIU	YIWU		X	X
CNCZX	CHANGZHOU	X	X	X
CNXAO	XIAOLAN	X		X
CNZUH	ZHUHAI	X		X
CNJUJ	JIUJIANG, GD	X		X
CNSJQ	SANSHUI	X		X
CNGOM	GAOMING	X		X
CNJMN	JIANGMEN	X		X
CNSUD	SHUNDE	X		X
CNZSN	ZHONGSHAN	X		X
CNJIU	JIUJIANG, JX	X		X
CNTAC	TAICANG	X		X
CNGON	GAOLAN	X	X	X
CNZQG	ZHAOQING	X		X
CNROQ	RONGQI	X		X
CNYYA	YUEYANG	X	X	X
CNHFI	HEFEI, AH	X	X	X
CNCDU	CHENGDU		X	X
CNXIA	XI'AN		X	X



## One-stop shop

Resulting in high convenience for our customers



## Secure equipment

Extend more locations to set up min stock



## Inland Delivery Teams

Ensuring seamless operations and a high customer experience



## Customized Solutions

CR, Block Train, CW, Off-Dock, RTW/WGO