



We link Europe and China

**HUPAC**



# Hupac Group



**950,000** road consignments  
shifted to rail



**1.3 million tonnes CO<sub>2</sub>e**  
saved in the network



**130 trains per day**  
in the Hupac Group network



**12 terminals**  
managed by the Hupac Group



**20 railway partners**  
selected for specific relations



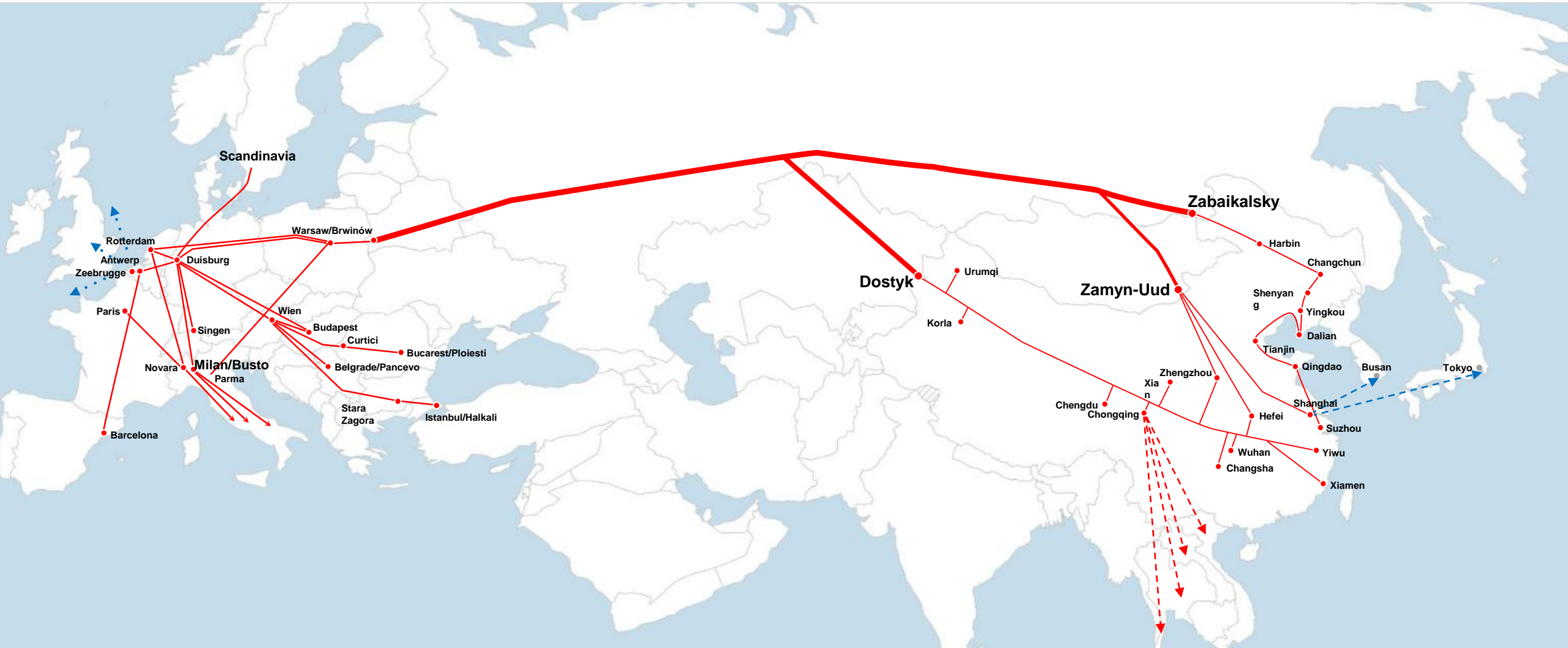
**8,300 rail platforms**  
fully noise-reduces



**730 employees**  
full-time equivalent

# Landbridge China.

## Take the fast line to connect Europe and China

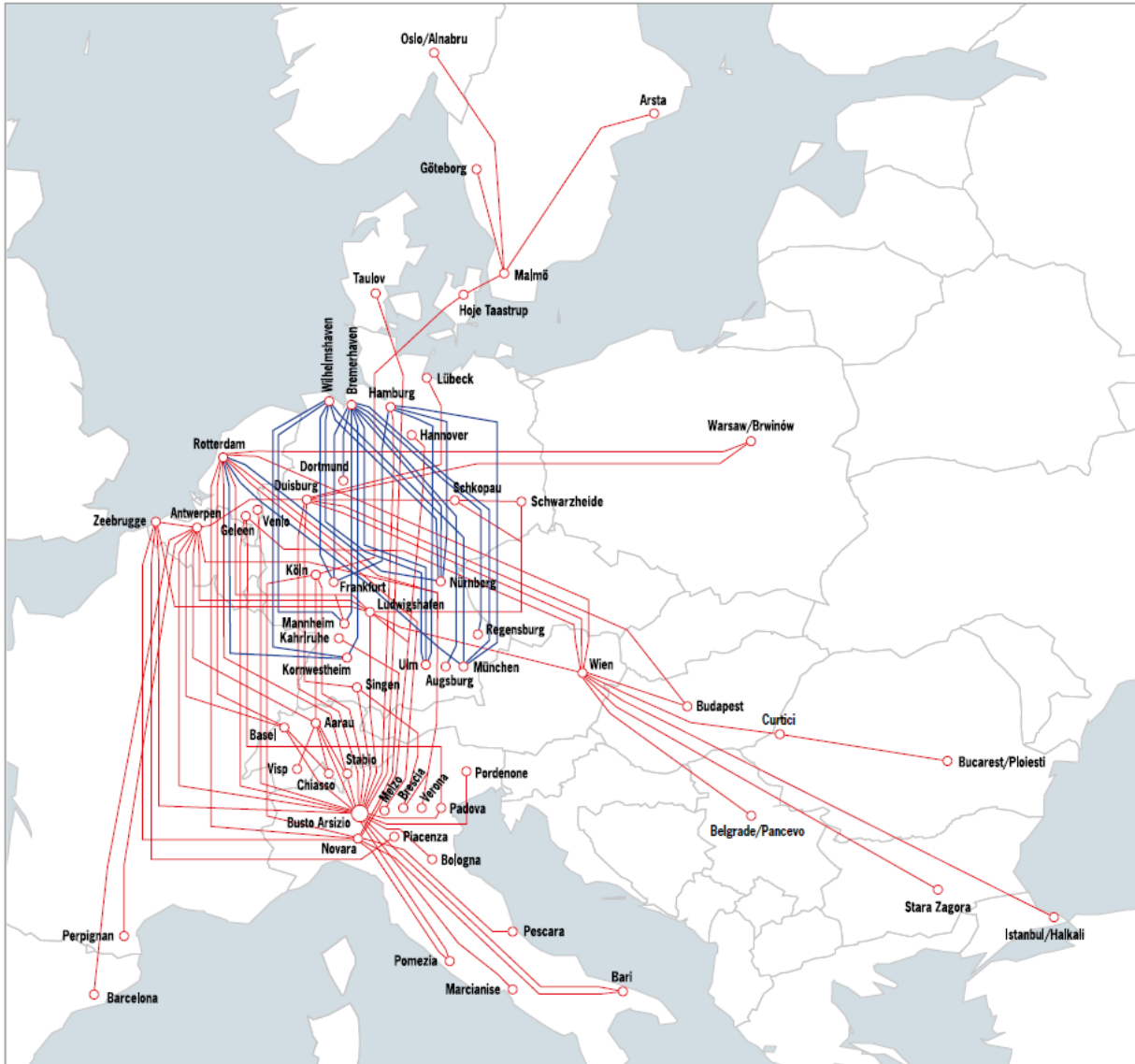


# Connecting intermodal networks

- > Access to the heart of Europe
- > Cooperation with City Platforms and CRCT
- > Single container & block train solutions



# Connecting intermodal networks

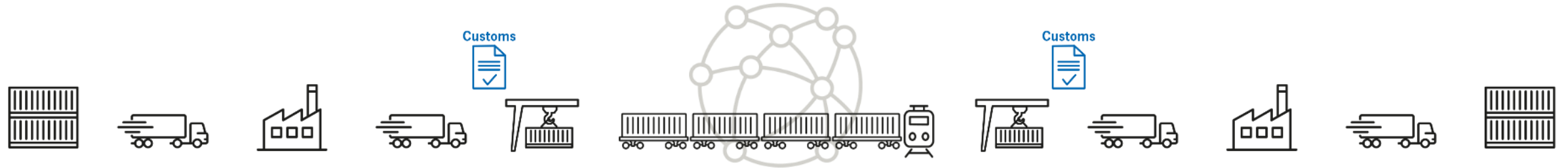


Get access to the most attractive intermodal network in Europe:

- Extensive network, frequent departures
- All-round service from main European ports
- Departures daily and several times per day, according to fixed timetable
- Centrally located terminals to ensure optimal transport logistics



# Door-to-door service for your shipments



Container pick-up >>> Factory loading >>> Terminal drop-off >> Intercontinental rail service >> Terminal pick-up >>> Factory unloading >>> Container drop-off

## YOUR ADVANTAGE



**Unique contact for a full package of services: no miscommunication, no loss of information**



**Strong partner with extensive intermodal experience in Europe and China**



**Single containers and block train solutions**



**Own resources for reliability and long-term market commitment**



**Ecofriendly: 90% less CO<sub>2</sub>e, 75% less energy**

# Seamless service for fast & safe Eurasian logistics



## Leading intermodal operator in Europe

Hupac's network covers the entire continent with daily trains. Focal points are the economic areas in Germany, northern Italy, the ports in Belgium and the Netherlands. From there, dozens of trains connect peripheral and emerging markets such as Spain, France, Scandinavia, Poland, Switzerland, Austria, south-east Europe and Turkey.



## Close cooperation with Chinese City Platforms

We cooperate with all the Chinese city platforms, thanks to our agreement with CRCT, to arrange import and export services from all over China to Europe and viceversa.



## Dedicated terminals

Our network is based on efficient terminals managed or co-managed by Hupac. The main locations are Warsaw/Brwinów, Antwerp, Rotterdam, Duisburg, Ludwigshafen, Singen and Milan. Terminal projects are located in Duisburg DGT, Basel Nord, Brescia, Milan and Piacenza.



## Dedicated teams in Europe & China

Our teams based in Chiasso/Switzerland and Shanghai/China are available to assist you with all your requirements and ensure you enjoy a worry-free, full service experience.



## Own railcars

Hupac manages a fleet of 8,200 platforms with normal gauge and 300 railcars with broad gauge wagons, which offers clear advantages in terms of independency, flexibility and reliability.



## Full control

Your consignments are always under control, thanks to our digital tracking solutions and the constant supervision of our staff, who follow the consignments step by step and intervene in case of need.



## Depots

Several depots close to our terminals offer storage of units all over Europe. Depots located directly on the terminal in Singen, Brwinów and Novara.



## Container rental

Do you need containers? We can arrange this for you by hiring the equipment you need.



## Trucking

We organize all your first and last-mile trucking needs throughout Europe and the Far East.

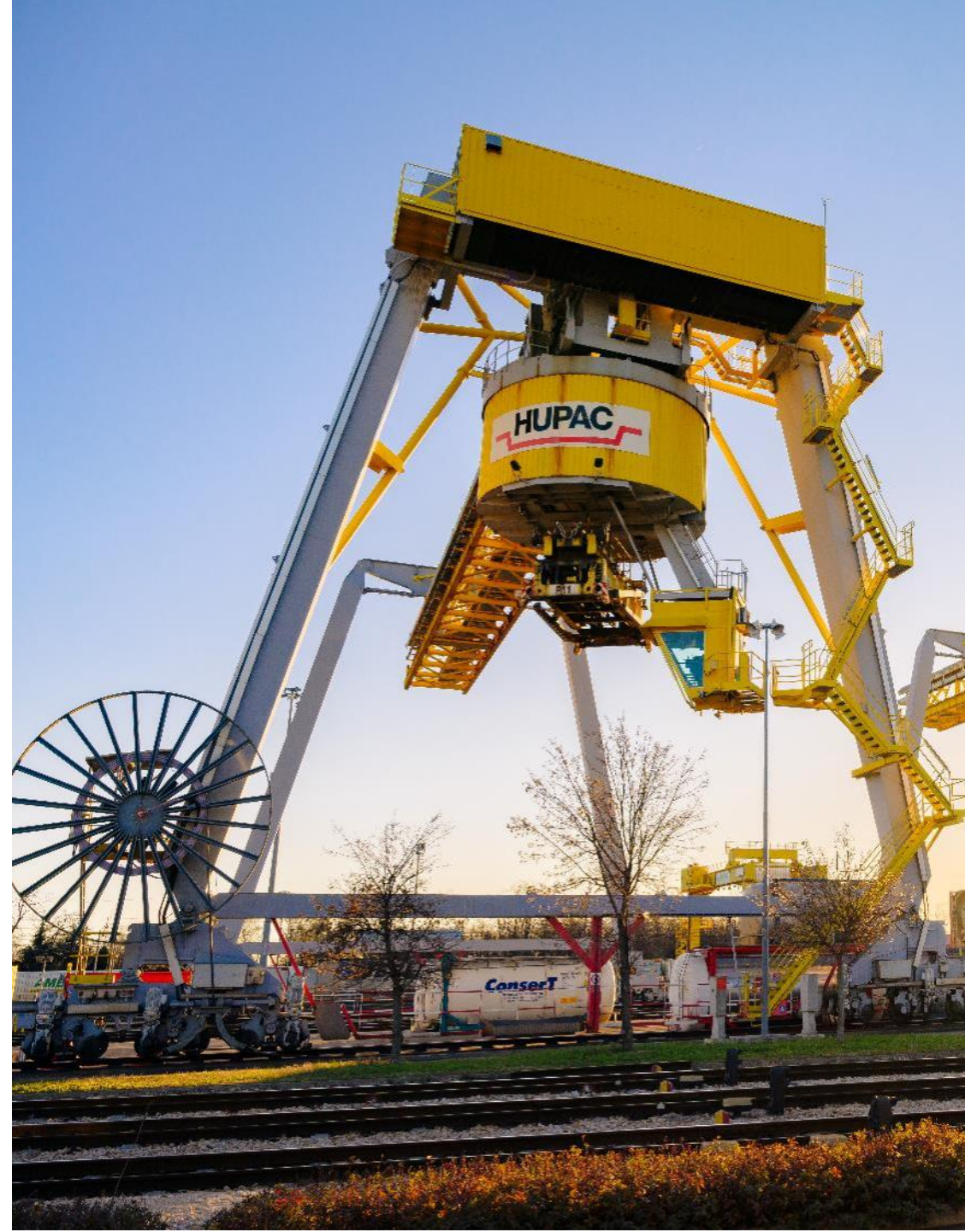


## Customs support

No worries about customs. We have a customs agent at some of our terminals and we work with several agencies, especially in Germany and Italy, to help you with customs formalities.

# Landbridge China: all your benefits at a glance

- Flexible** Enjoy tailor-made solutions thanks to a highly diversified network.
- Reliable** Our network ensures high frequency and stable lead times. We provide expert route planning and ensure backup solutions to manage traffic irregularities.
- Efficient** Rail transit from Europe to China takes 16-18 days, which is 50% more time efficient than sea freight. Rail is also 65% more cost-efficient than air freight.
- Traceable** We provide daily updates on the location of your cargo.
- Safe & Secure** Your cargo is safe and secure thanks to strict loading rules and photo documentation at the point of loading. In addition, you avoid the risks associated with the sea, such as typhoons and piracy.
- Eco-friendly** Intermodal transport offers significant environmental benefits over airfreight, with reduced CO<sub>2</sub>e emissions and energy consumption.





# Leader in sustainable logistics since 1967

<b>Hupac Ltd</b> Chiasso Parent company - Asset management					
<b>Hupac Intermodal Ltd</b> Chiasso Network management Terminal operations	<b>Hupac Intermodal Italia Srl</b> Busto Arsizio Sales	<b>Hupac SpA</b> Busto Arsizio Terminal operations Railway operations	<b>Combiconnect Srl</b> Milano Terminal operations	<b>CIM Centro Interportuale Merci SpA</b> Novara Facility management	<b>Termi Ltd</b> Chiasso Terminal construction Facility management
<b>ERS Railways GmbH</b> Hamburg Network management	<b>Hupac Intermodal NV</b> Rotterdam Service provider	<b>Fidia SpA</b> Milano Terminal operations Warehousing	<b>Terminal Piacenza Intermodale Srl</b> Piacenza Terminal operations	<b>Piacenza Intermodale Srl</b> Piacenza Facility management	<b>Termi SpA</b> Busto Arsizio Terminal construction Facility management
<b>Hupac International Logistics (Shanghai) Co. Ltd</b> Shanghai Network management		<b>Combiconnect Köln Nord GmbH</b> Köln Terminal operations	<b>Terminal Singen TSG GmbH</b> Singen Terminal operations	<b>Crosstec Srl</b> Novara Information Technology	<b>Centro Intermodale SpA</b> Milano Terminal construction Facility management
<b>Intermodal Express LLC</b> Moscow Network management		<b>Hupac Intermodal BV</b> Antwerp Terminal operations	<b>RTC Rail Terminal Chemelot BV</b> Geleen Terminal operations	<b>Hupac LLC</b> Moscow Rolling stock management	<b>Hupac Ibérica SL</b> Barcelona Terminal construction Facility management
		<b>Hupac Terminal Brwinów Sp. z o.o.</b> Brwinów Terminal operations			



## Vision

**As a leading provider of safe and sustainable intermodal transport on European corridors, we contribute to a climate-neutral economy and to the well-being of society.**

# Values

## Customer focus

We prioritize understanding our external and internal **customers' needs and values**, offering innovative **customer-oriented solutions**.

## Agility

We embrace change to continuously improve and respond to evolving needs.

## Sustainability

We make a significant contribution to our future with more than just environmentally friendly transport solutions, ensuring the **responsible use of all resources**.

## Accountability

We take ownership of meaningful and concrete commitments, fostering a strong sense of **individual responsibility** to support our shared goals.

## Trust

We build trust through consistent actions, professionalism, and mutual respect.

## Respect

We promote a sense of togetherness in **diversity**, with **open and transparent communication** and **collaboration**.



# Focus areas



## Group objectives

- > Market-leading positions on specific major European transport corridors
- > Resilient, competitive and predictable intermodal offerings to a growing customer base
- > Ensuring efficient and competitive rail traction capacity with a balanced portfolio of strategic partners
- > Digital transformation and automation in planning and operations along the intermodal chain, including customers, railway undertakings and third party terminals
- > R&D: continuous development of innovations in wagon technology and terminals
- > Increasing the productivity of intermodal and terminal operations



## Market development

- > Focus on the intermodal transport segments of transalpine, long haul (over 600 km in Europe) and maritime transport
- > 30-50% market share on the corridors served
- > Focus on pipeline development with 5-10 and more roundtrips per week
- > Capacity utilisation of trains above 80%
- > Priority on the use of own terminals
- > Strengthening the main transport corridors by investing in terminals

# Focus areas



## Customers

- > Quality, reliability, stability, cost leadership and competitiveness are the key drivers
- > Automate the contract-to-cash process
- > Standardise digital services and set up a self-service platform for customers
- > 'Estimated pick-up time' information for 100% of shipments, with 95% reliability
- > Expand customer base; service for major customers



## Partners

- > Integrate the planning cycle with strategic partners
- > Establish strong partnerships with multiple rail operators
- > Standardise and automate the purchase-to-payment process with partners
- > Strengthen the digitalisation of operational processes (timetables, disruptions, pick-up times, etc.)



## Employees

- > Develop young talents into leadership positions
- > Increase the diversity of the workforce, particularly in leadership and management positions
- > Reduce staff turnover in the Group
- > HR leadership development program for 2nd/3rd level managers

# Get in touch with our team!

Our dedicated teams in Chiasso/Switzerland, and Shanghai/China, are experts in their respective regions and are available to provide you with exceptional service and support.

With local knowledge and expertise, we can ensure that your requirements are met and that you have a worry-free, full-service experience. Whether you're based in Europe or China, our teams are here to assist you every step of the way.

**Maddalena Arnaboldi**  
Head of Landbridge China  
Tel. +41 58 8558033  
[marnaboldi@hupac.com](mailto:marnaboldi@hupac.com)

**Jianru Elena Guo**  
General Manager  
Mob. +86 13 917540221  
[eguo@hupac.com](mailto:eguo@hupac.com)

Sales presentations



Website



The power of intermodality.



Thank you!

