



# DSV Kaliningrad – Russia

2011



# DSV A/S

DSV is a global supplier of transport and logistics services with offices in more than 60 countries. Together with our partners and agents, we offer transport and logistics solutions in more than 110 countries.

DSV is listed on NASDAQ OMX Copenhagen and included in the OMXC20 Index as one of the 20 most actively traded shares.



Argentina	Czech Republic	Ireland	New Zealand	Slovenia	Venezuela
Australia	Denmark	Italy	Norway	Spain	Vietnam
Austria	Egypt	Japan	Pakistan	Sweden	
Bangladesh	Estonia	Kazakhstan	Peru	Switzerland	
Belarus	Finland	Korea	Philippines	Taiwan	
Belgium	France	Latvia	Poland	Thailand	
Brazil	Germany	Lithuania	Portugal	Turkey	
Bulgaria	Greece	Luxembourg	Romania	Ukraine	
Canada	Hong Kong	Malaysia	Russia	United Arab Emirates	
Chile	Hungary	Mexico	Serbia	United Kingdom	
China	India	Morocco	Singapore	USA	
Croatia	Indonesia	Netherlands	Slovakia		

A grid of various national flags representing the countries listed in the table, including Argentina, Australia, Austria, Bangladesh, Belarus, Belgium, Brazil, Bulgaria, Canada, Chile, China, Croatia, Czech Republic, Denmark, Egypt, Estonia, Finland, France, Germany, Greece, Hong Kong, Hungary, India, Indonesia, Ireland, Italy, Japan, Kazakhstan, Korea, Latvia, Lithuania, Luxembourg, Malaysia, Mexico, Morocco, Netherlands, New Zealand, Norway, Pakistan, Peru, Philippines, Poland, Portugal, Romania, Russia, Serbia, Singapore, Slovakia, Slovenia, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Ukraine, United Arab Emirates, United Kingdom, USA, Venezuela, and Vietnam.

# DSV IN RUSSIA

Turnover \$ 65 million (2010)

700 employees

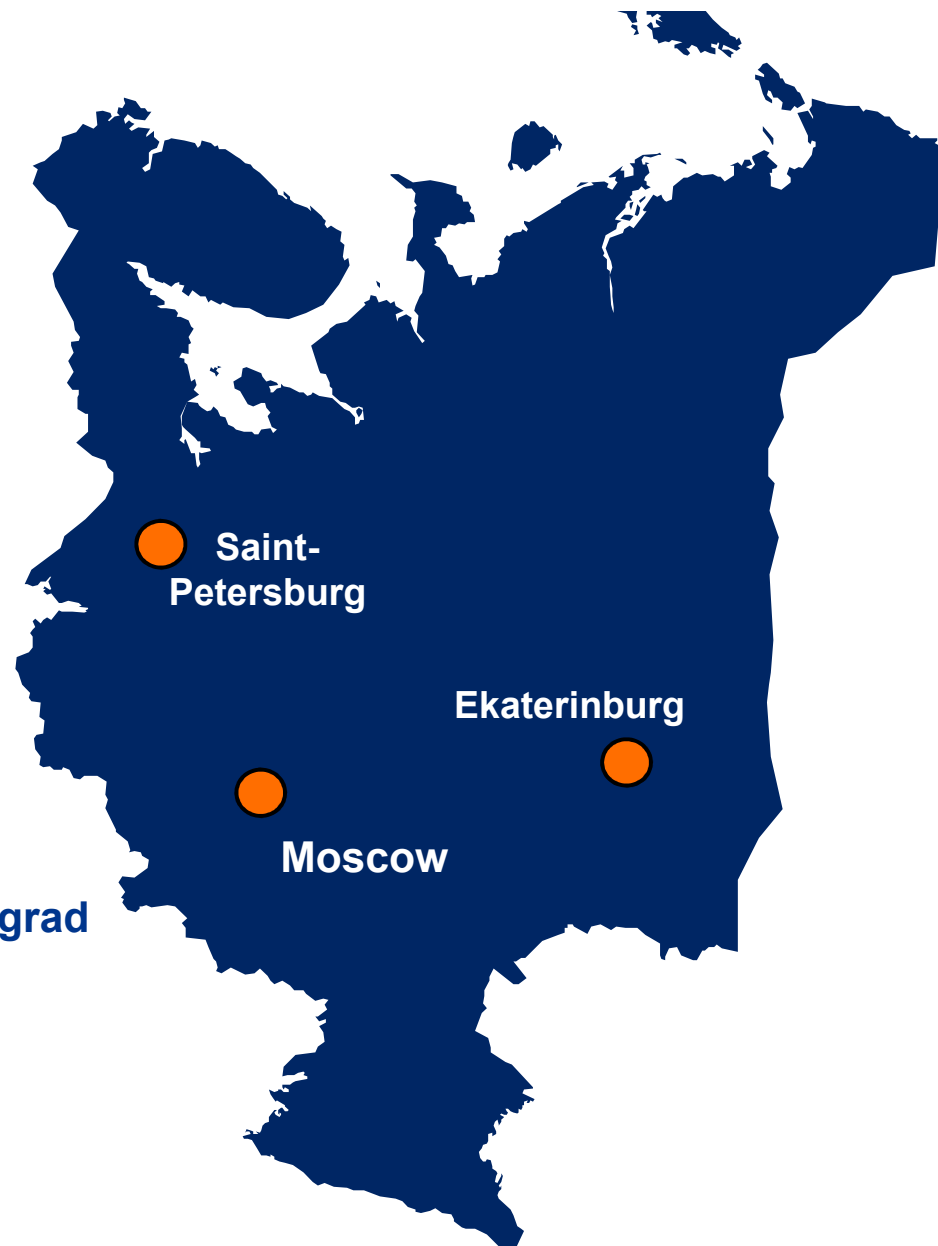
## Offices

- Moscow
- Saint-Petersburg
- Ekaterinburg
- Kaliningrad

More than 90,000 m2  
of warehousing



Kaliningrad

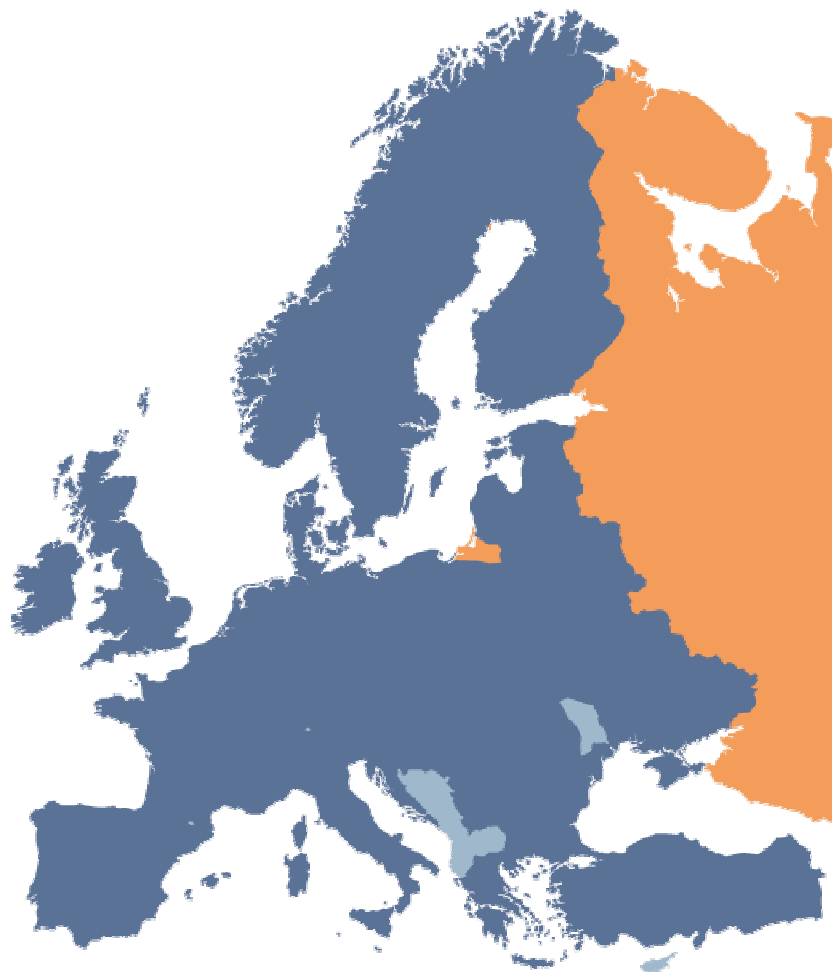


# DSV IN KALININGRAD

- European brand;
- Own assets: truck fleet, storehouse;
- Clientele (more then 600)
- Work experience in the field of forwarding since 1994 (17 years)
- Consultation on foreign economic activity
- Complete package of services and its stability
- Broker's license and different programs of risk insurance



# LOCAL HISTORY DSV TRANSPORT



**1994**

OOO "DFDS Transport Kaliningrad", former OOO "Prigge-Trans", was established

**1999**

OOO "DFDS Transport Kaliningrad" merged with DFDS Transport Group A/S

**2005**

OOO "DFDS Transport Kaliningrad" acquired OOO "RusTransService"

**2007**

OOO "DSV Transport" was established in Kaliningrad to build up own logistics center/terminal

**2008**

OOO "DSV Transport" became the resident of the Free Economic Zone in the Kaliningrad region

**February 2009**

OOO DFDS Transport Kaliningrad and OOO RusTransService are merged by OOO DSV Company.

**June of 2009**

An own transport-logistics complex was opened in Kaliningrad

**Since October of 2009**

Customs clearance services under own federal broker licence have been offered in Kaliningrad

# OUR SERVICES:



ROAD TRANSPORT SERVICES



AIRFREIGHT SERVICES



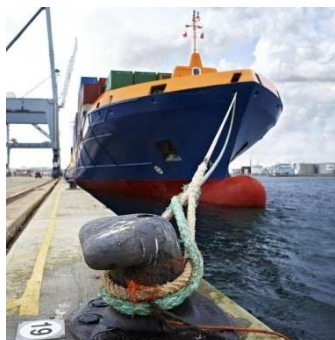
SEA FREIGHT CONTAINER SERVICES



WAREHOUSE SERVICES



CUSTOMS CLEARANCE



- + Multimodal transportation
- + Complex logistics management
- + Freight insurance
- + Transit of cargoes through Kaliningrad

# ROAD TRANSPORT SERVICES

- In Europe, Russia, the Baltic states and the CIS countries;
- Full Trailer Load and Part Load transportation;
- Scheduled groupage cargo transportation;
- Hazardous Cargo Transport;
- Groupage cargo consolidation in the EU countries and Kaliningrad;
- Customs clearance and document handling;
- Cargo insurance;
- Consultation on foreign economic activity;
- Regional delivery (local).



# GROUPAGE CARGO TRANSPORTATION

**Weekly cargo delivery from Europe and Russian Federation**



## **Transport:**

- Road – road transport services
- Air – air transportation
- Sea – sea container shipping

## **Advantages of working with DSV:**

- Weekly cargo delivery (express-delivery);
- Unlimited weight and volume of cargo;
- Cargo quality and quality checking;
- Delivery “from door to door”;
- Ramified system of warehouses all over the world;
- Package of modern loading /unloading and storage services.

## **Associated services:**

- Delivery of mixed cargo up to permanent storage DSV;
- Cargo consolidation in the logistic terminals and warehouses of DSV;
- Cargo preparation for shipping;
- Cargo transportation to the custom houses of the country-sender;
- Customs clearance;
- Cargo and logistic risks insurance.

# AIR FREIGHT SERVICES

- Extensive network of offices at the world's largest airports
- Scheduled services in Russia and abroad including import and export cargo consolidation handling
- Door-to-airport services and execution of documents through the DSV offices
- Airport-to-door delivery
- Custom clearance and document handling
- Freight insurance at competitive rates
- Express cargo delivery from North and South America and South-East Asia



# SEA FREIGHT CONTAINER SERVICES



- Full container load (FCL) and less than container load (LCL) services from Asia, North and South America and Europe to Kaliningrad
- Consolidation handling
- Freight insurance at competitive rates
- Door-to-door cargo delivery
- Customs clearance and documents handling
- Containers tracking and monitoring
- Forwarding and transportation services in the Kaliningrad ports

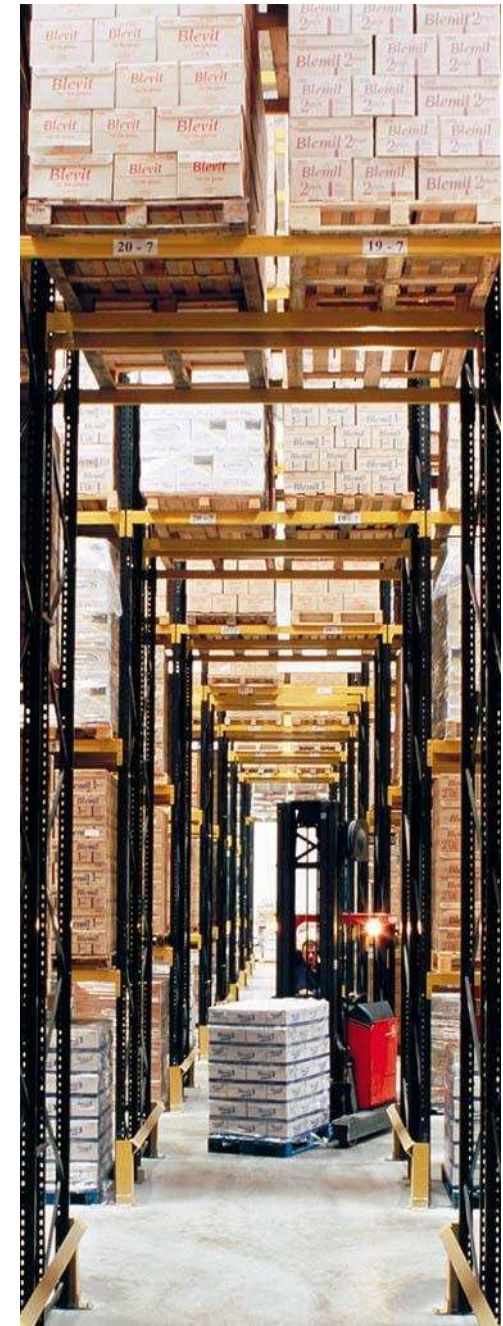
# WAREHOUSE SERVICE IN KALININGRAD

## Own transport- logistic complex in Kaliningrad:

- Total area – 10 300 м<sup>2</sup>
- Logistic part: area – 7 100 м<sup>2</sup>, for 10 300 pallets , height of storage – 11 М
- Expeditionary part: area – 3 200 м<sup>2</sup>

## European level service:

- Consultation on optimizing expenses on storage and shipping operations;
- Shelf and floor-level storage facilities;
- E-system registration of moving goods within the warehouse WMS Red Prairie = facilities of prompt stock-taking and reporting;
- Special loading ramps for small-capacity transport, side loading/unloading;
- Multilevel system of safety and cargo monitoring;
- Insurance of the goods located;
- Kitting-up, sorting and packing;
- Delivery within the region;
- Rent of office space.



# CUSTOMS CLEARANCE

## Customs broker DSV in Kaliningrad

- Federal customs broker license
- A team of highly qualified professionals with experience in customs declaration and foreign trade
- Customs clearance of import and export cargoes including customs broker regime
- The customs broker operates at the following customs points:
  - Moscovsky
  - Baltiysky
  - Yugo-Zapadny
  - Airport Kaliningrad
  - Sea port Kaliningrad
  - Sea port Baltiysk
  - Sea port Svetly
- Customs clearance and foreign trade consulting



# COMPLEX LOGISTICS MANAGEMENT



## Delegating logistics processes to DSV means:

- Using the best practices and leading European experience concentrated in the specialized logistics company
- Focusing on core competencies
- Reducing current expenses and avoiding capital investments associated with developing an own logistics department
- Improving competitiveness due to a quicker reaction to changing customer needs
- Optimizing operation and logistics cycles
- Uniform level of service

# ADVANTAGES OF WORKING WITH DSV

- Work with a stable and highly-experienced partner;
- Getting any kind of transport-logistic service in one company;
- Getting a channel of delivery (route, transport) optimum in cash expenditures for an exact period of time;
- Flexible pricing according to the volume and the dynamics of the client's cargo traffic;
- Getting services, which are up to the world standards and fulfilled with the usage of modern electronic technologies;
- Assistance in setting matters with Customs, certification bodies, suppliers;
- Assistance in setting juridical matters abroad;
- Maximum safety and guarantee of delivery under financial guarantee of responsibility;
- Carrying out mutual marketing research.



# WE PROVIDE OUR CLIENTS WITH BENEFIT IN THE FOLLOWING ITEMS:

- **Personal:**
  - Reducing expenses on own personal;
  - Improvement in the quality of logistic solutions (reducing losses entailed by faulty solutions, transparent responsibility);
- **Time:**
  - Speeding up a making solution process;
  - Increasing in working time efficiency of the client's company personnel;
- **Money:**
  - Cutting costs on logistic solutions;
  - Reducing conveyance losses and losses due to storage



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Thank you for your attention!

