

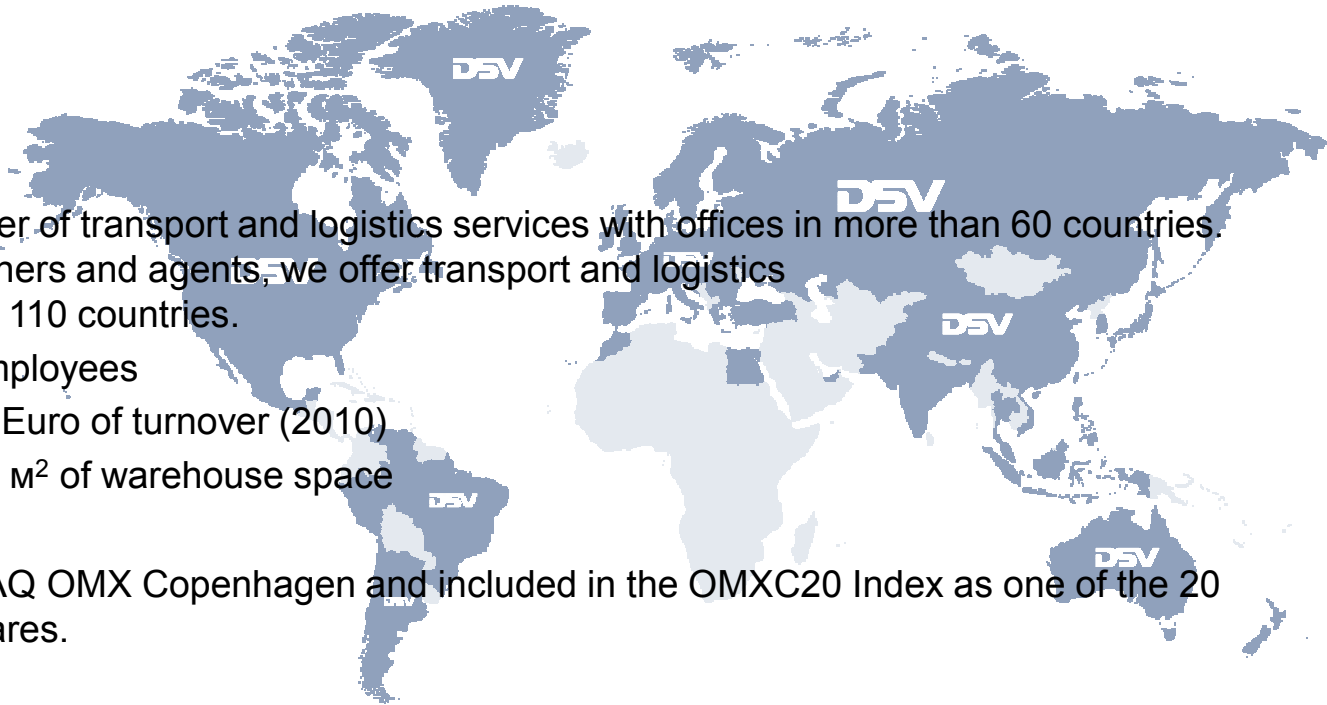


# Cargo transit through Kaliningrad region

Kaliningrad, 2011

**DSV**

# 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.

- more than 21 000 employees
- more than 5,7 billion Euro of turnover (2010)
- more then 2 200 000 m<sup>2</sup> of warehouse space

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 20 national flags, 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, and USA.

# DSV in Kaliningrad

Representative of DSV in Kaliningrad is  
**“DSV Transport “ OOO**

- 1994 – established in Kaliningrad
- 1999 – became a form part of DSV A/S (Denmark)
- 2008 – became a resident of the Free Economic Zone
- 2009 – opening of the own transport-logistics terminal



**“DSV Transport” OOO**

- Resident of the Free Economic Zone in Kaliningrad region
- Member of Kaliningrad Chamber of Commerce and Industry
- Member of the Foreign Investors Association in the Kaliningrad region
- Member of ASMAP

# “DSV Transport” in figures



- 14,3 million Euro of annual turnover
- 120 employees knowing foreign languages
- More than 10 000 m<sup>2</sup> of A-class warehouse space with Red Prairie system
- More than 2 000 m<sup>2</sup> of office and accommodation space
- Technical center with 3 repair lines and car-washing facility
- Own transport: tent trailers – 45 units, truck tractors - 34 units.



## 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

# Cargo transit through Kaliningrad region

## «DSV Transport» OOO offers for customers:

- - organization of import cargo in Russian Federation via Kaliningrad region (any complexity and volume)

### Including:

- - picking up from sender's warehouse and consolidation of cargo on DSV terminals
- - customs clearance of transit cargo
- - overload of transit cargo in trucks on the DSV terminal in Kaliningrad
- - responsible storage and consolidation of mixed cargo
- - cargo and logistic risks insurance

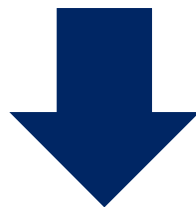


# Urgency of the subject of cargo transit through Kaliningrad region

**2010 – 2011**

## Implementing the concept of FCS (2010 – 2011):

«About transfer of WTS in the border areas  
of the Customs Union»

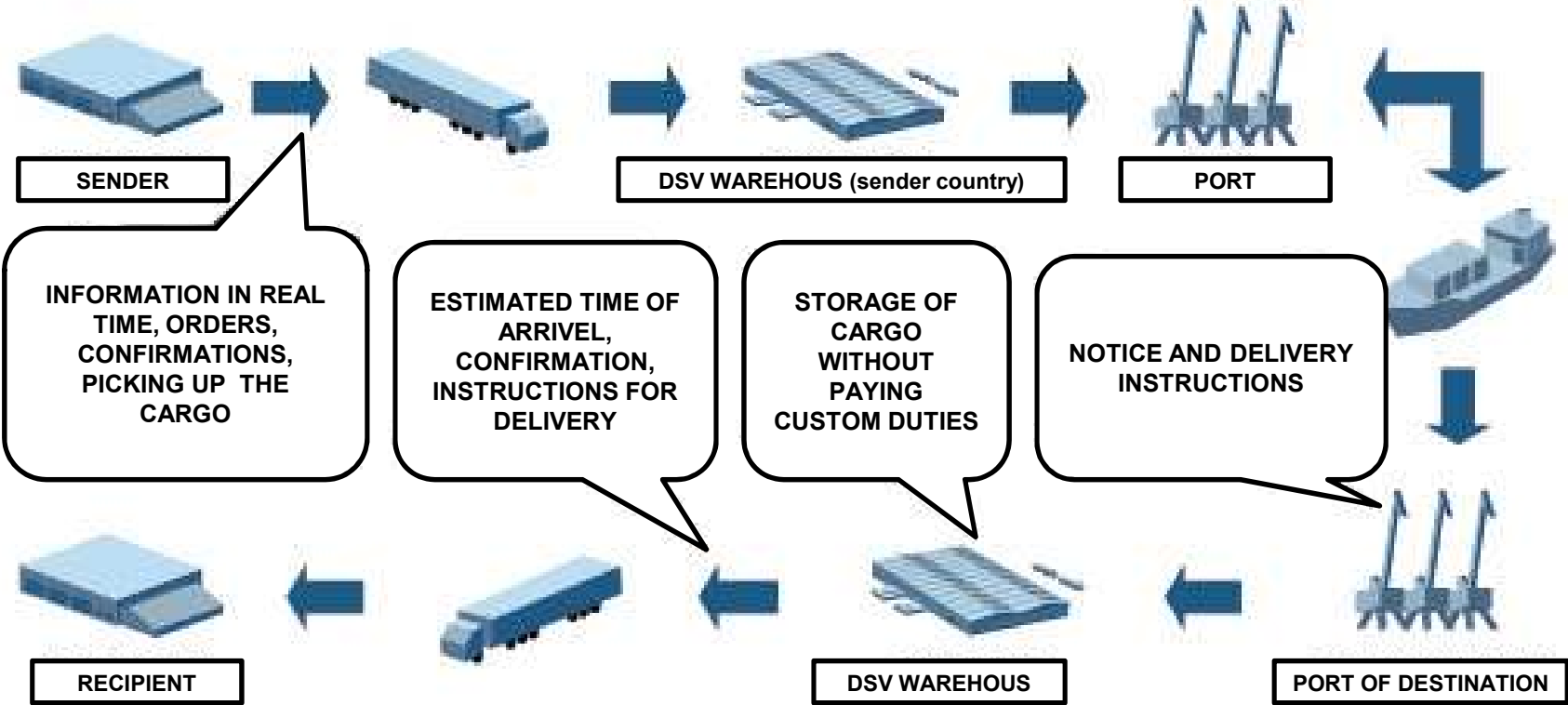


Participants of Foreign Economic  
Relations have to review their supply  
chains taking into account new  
requirements

### DSV offers:

- organization of import cargo in Russian Federation via Kaliningrad region (any complexity and volume).
- stable and high-experienced service of transportation, warehousing and custom clearance of cargo, which will make your transit competitive in price, delivery time and safety.

# Mechanism of transit



# Comparison of transportation costs

## Delivery of 40' container (up to 22 tons) from Hong Kong to Moscow







April, 2011

	Russia St.Petersburg	Finland Kotka	Estonia Tallinn	Russia Kaliningrad	Lithuania Klaipeda	Latvia Riga
Total costs (excluding freight forwarder fees) - \$	<b>6 405</b>	<b>6 970</b>	<b>6 980</b>	<b>5 835</b>	<b>6 550</b>	<b>6 590</b>
Total transit time (from door to door) + time for customs clearance – days	<b>46</b>	<b>48</b>	<b>44</b>	<b>48</b>	<b>43</b>	<b>44</b>

# Transit geography



**Transit directions:**

	Through Kaliningrad (48 days)
	Through Klaipeda (43 days)
	Through Riga (44 days)
	Trough Tallinn (44 days)
	Trough Kotka (48 days)
	Trough St.Petersburg (46 days)

## Advantages for our customers:

- Transportation costs for delivery of cargo (from Southeast Asia, U.S. and EU in CFD (RF) and VFD (RF)) don't exceed similar costs for the organization of transit through the other Baltic ports.
- Transportation and customs clearance, warehouse costs are two times less in Kaliningrad than in Moscow or St.Petersburg.
- Maximum reliability and guarantee of delivery under using our own assets DSV in Kaliningrad
- Obtaining necessary consultations about possible development of business (sales) in Kaliningrad.
- Cargo can be in the first place cleared to the Kaliningrad region, without payment of duty and VAT
- Possibility of delivery mixed cargoes.



# Contact information

## Cargo transit through Kaliningrad region:

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**Thank you for your attention!**

**[www.dsv.com/ru](http://www.dsv.com/ru)**

**[www.dsvrussia.ru](http://www.dsvrussia.ru)**

**DSV**