



Yiditong

2018 Maritime Silk Road
Port International Cooperation Forum
Ningbo, China

迪拜直通仓项目

Dubai Through Warehouse Project

Presentation of the Yiditong Project in Yiwu

DP World And One Belt One Road



Between China and Europe DP World supports One Belt One Road

With a growing portfolio of trade infrastructure and services, DP World enables the smooth flow of goods and resources in over 40 countries.

What is Yiwu?

I took these pictures in Dubai Airport – it tells the story!



义乌中国小商品城
Yiwu China Commodity City

MIRACLES IN CHINA, COMMERCE IN YIWU
WORLD'S CAPITAL OF SMALL COMMODITIES

奇迹中国，商贸义乌
世界小商品之都

YIWU, THE WORLD'S GATEWAY FOR
COMMODITIES TRADING WITH CHINA

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Largest Small Commodity Market

- ✓ It's the world's largest wholesale market for items that are "relatively inexpensive, non-technical and mass-market"
- ✓ 75,000 shops over 5.5 msqf and over 1.2 million of references
- ✓ If you stay 3 minutes in each shop 8 hours per day, it takes 1.5 years to stroll through the entire Yiwu trade city.



What do we create in Yiwu?

- ✓ Yiditong is a JV between Yiwu Dry Port and DP World
- ✓ Yiwu Port is owned by Zhejiang Sea Port Group, also owners of Ningbo Port
- ✓ This project would have not been possible without the strong support of our Chinese partners
- ✓ And in particular Mr. Bao Weidong, GM of Yiwu Port, and his team



What do we create in Yiwu?

- ✓ Trade between Yiwu and Dubai is abt. USD 5 billion – 100,000 TEU
- ✓ Growing by 5% pa
- ✓ Yiditong provides a seamless, door to door, cargo flow from Yiwu to Dubai and from Dubai to other destinations, in particular Africa
- ✓ This is a superior product to anything else:
 - Customs Integration – reduce the risk of return cargo and associated costs
 - Cost and Service Efficiency – one bill from China to Dubai via Ningbo
 - All Services under one roof: storage, packing, transport, freight, final delivery
- ✓ 50,000 sqm of new dedicated warehousing space
- ✓ Total investment of RMB 1 billion



Overall-site management by DP World:



- International best practices
- Ensuring the highest safety standards
- Network Efficiency

迪拜直通仓库鸟瞰效果图



海运代理

Sea freight agent

First, the joint venture company will use Yiddong as a unified booking platform to launch booking services to the world. The second is the unified implementation of bills of lading and change the bills of lading on the "Yiditong" platform.



自主理货

cargo tally/management

It is planned to adopt Yiwu-Dubai's current door-to-door model, on the basis of the Yiwu-Dubai door-to-door market price and carrying out independent cargo management.



后端物流配送

Cargo distribution in Dubai

The back-end logistics is planned to be requested by DP World FZE in advance. The cost is based on the appropriate discounted prices for the existing Dubai back-end logistics distribution.



风险控制 risk control

In order to avoid potential legal risks and operational risks, the joint venture company hopes to cut the customs clearance of goods, part of the contents of the trade agency, the main body of the financial business, the fleet, loading and unloading business, and avoid risks through strategic cooperation.



陆路全过程运输

Inland transportation from Yiwu to Ningbo

For containers exported by Yiditong, the inland transportation and freight settlement are jointly handled by the joint venture company. The transportation costs are reduced through haulage within the port and by the designated team to be responsible for Yiwu-Ningbo transportation.



贸易代理 Trade Agent

To carry out customs declaration, inspection, SASO certification, factoring insurance, export tax rebates and other agency business



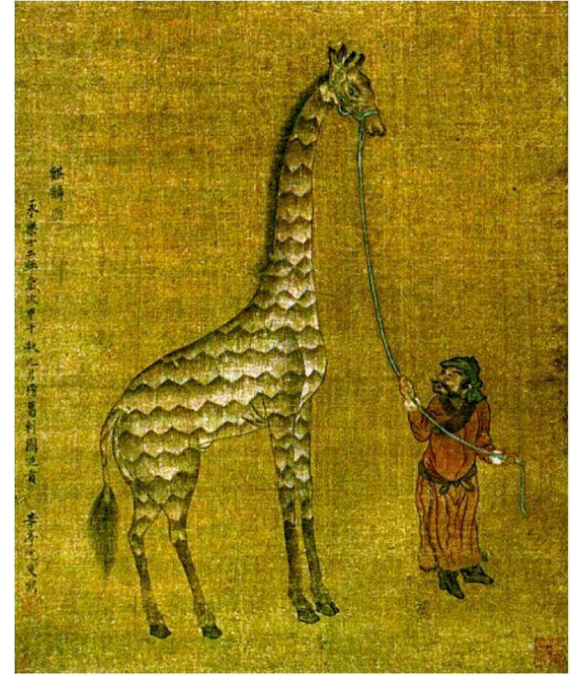
金融服务 Finance Service

It is intended to develop low-risk financial services such as buyer-supplier credit and overseas insurance under the general trade model.



History Create a Link with our Business

- ✓ Marco Polo traveled along the Silk Road but he never went to Africa
- ✓ However, not long after Marco Polo, the Great Chinese Admiral Zheng He went to Africa and he brought back a giraffe with him
- ✓ Emperor Yongle thought that it was an extraordinary animal, a mix between a horse, a unicorn and a turtle: almost a qilin (麒麟)
- ✓ So here is our link:
 - ✓ Marco, the son of a trader, travelled the Silk Road
 - ✓ Zheng He, a Chinese sailor, travelled to Africa
 - ✓ An African qilin was brought to China



Dubai is a Window on Africa

- ✓ Non-oil trade between Africa and the UAE stands at \$24bn in 2016 up from \$5.6bn in 2005
- ✓ The UAE is Africa's biggest trade partner in the Gulf
- ✓ Dubai is the natural linking point on flights and cargo flows from Asia to Africa
- ✓ UAE was the second largest investor country in Africa in 2016 (\$11bn) behind China's \$36.1bn
- ✓ There are 11 weekly services to Africa from Dubai
- ✓ Africa is one of the largest re-export destination for Dubai (50% to East Africa)



DP World is more than a port operator of 78 port terminals worldwide: one of our moto is “we enable trade” and clearly trading is strong in UAE

- ✓ This is exactly what we do with Yiditong: giving to Chinese traders a seamless access to African markets, via Dubai
- ✓ All services will be organized under the supervision of Yiditong, from collecting cargo to final delivery
- ✓ We transform the ancient trading routes and its fantastic discoveries into a solid, seamless and cost effective trading potential

One Belt, One Road, One Invoice and Many Business Opportunities



Thank you

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