

Bonsoir à toutes et à tous

Merci de prendre connaissance des dernières évolutions ci-dessous concernant le produit LCL Rail Chine et en informer vos équipes concernées

### 1. Rail space capacity

- Capacity will keep being tight till end of this year
- CR has planned to cut down more departures during June and July, now 30% less space compares to May
- The upcoming summer holidays could assist to release more capacity for LCL, and this supposed to happen till end of August

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### . Departure delays

- 3-5 days departure delay on average, including Xi'an for LCL
- YXO will have 7-10 days departure delay

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### . Price change tendence

Due to lack of capacity, rail price will continue increasing  
The detailed amount unknown and difficult to forecast for the moment

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### . Potential volume from ocean

Hagen office has lots of cargos switched from ocean to rail  
Several other ocean offices in EU also plan to have their own direct LCL consol  
Some offices consider this as conflict with ocean team as we target the same clients now  
Benelux is collaborating with local ocean team for LCL, only takes FLC with longer commitment  
ES is open for this topic, but needs more volume from China  
Since ABB changed production from India to China, with the global ocean issue, this presents as an opportunity for us  
The situation in ocean market gives us reference for defining our CFS-CFS rates and strategies

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Bien à vous



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