

# LOGISTICS CENTER ICD TIÊN SƠN

**Bac Ky is the investor and operator of ICD Tien Son that is the biggest logistics center in the North of Viet Nam.**



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# 1. Overview of Logistics Center- ICD Tien Son

**Total present land area 12 ha and will be expanded up to 60ha in 2016**  
**Investment up to now USD 25 million with strategic location.**





## 2. Business Concept of Inland Logistics Supermarket



*A fleet of 77 trucks & 120 trailers*

**Distribution**



*40000 m2 container yard*

**Supply chain  
management**

**LOGISTICS  
SUPERMARKET**  
with **24/7** service

**Forwarding**

**Logistics solution**



*65000 m2 warehouse*



*In-house customs*

# OUR CLIENTS

## 3PL Companies



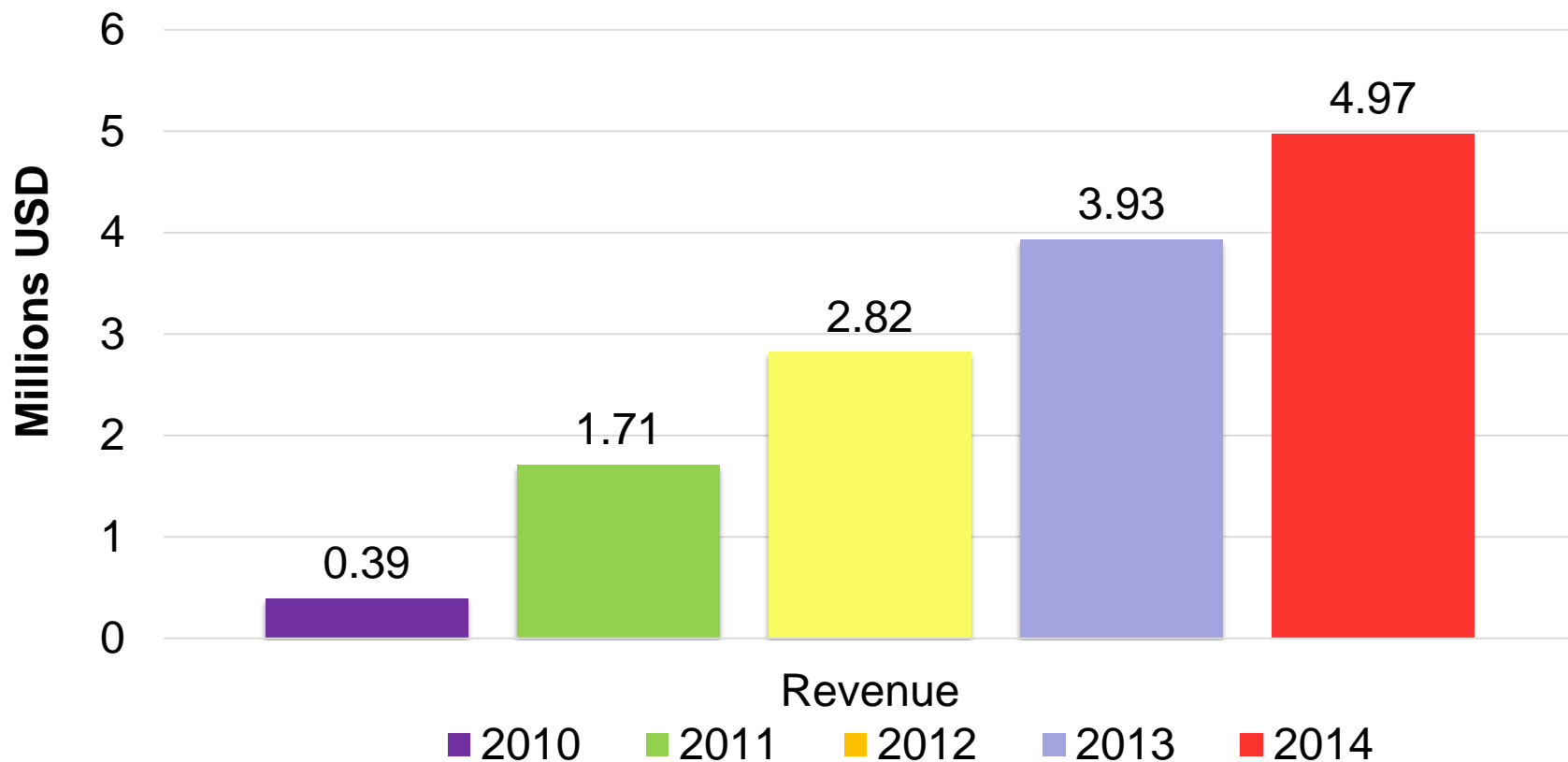
## Shipping Lines



## FDI Companies



# REVENUE GROWTH



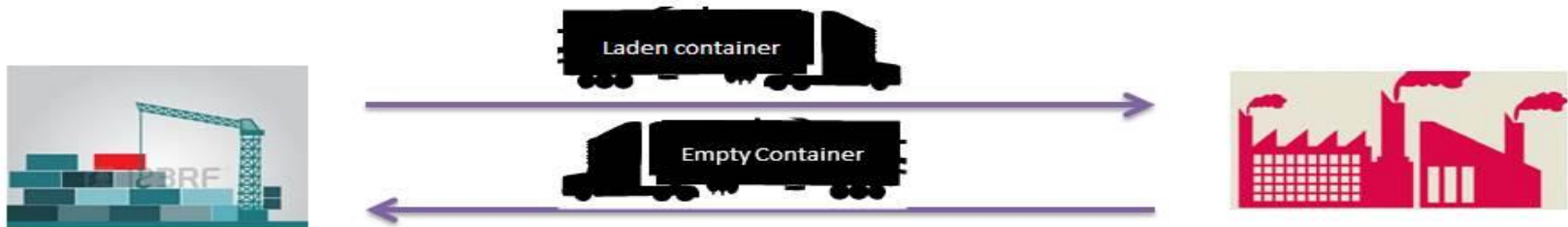
All our Financial Statement were audited & agreed by Ernst & Young Vietnam.

## II. CLEAN TRANSPORTATION PROJECT

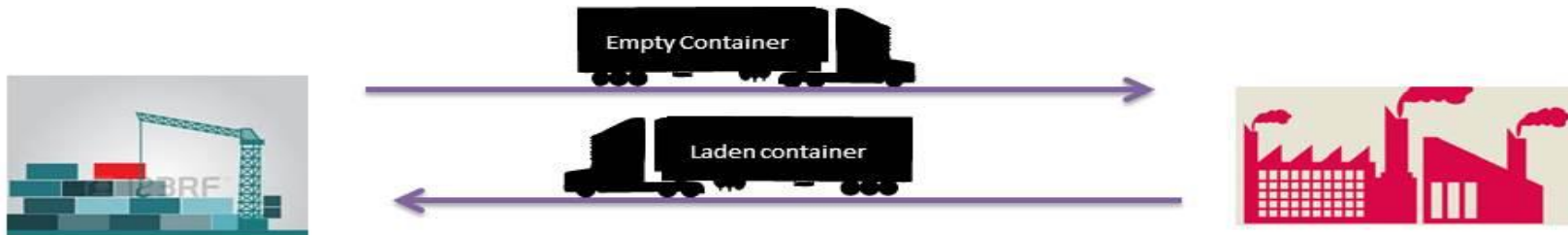
### 1. Trucking Two ways – Laden container

#### Traditional Trucking Model

Inbound cargo: the carriers deliver the laden container from seaports to factories and return the empty containers back to seaports after cargo unloading is finished



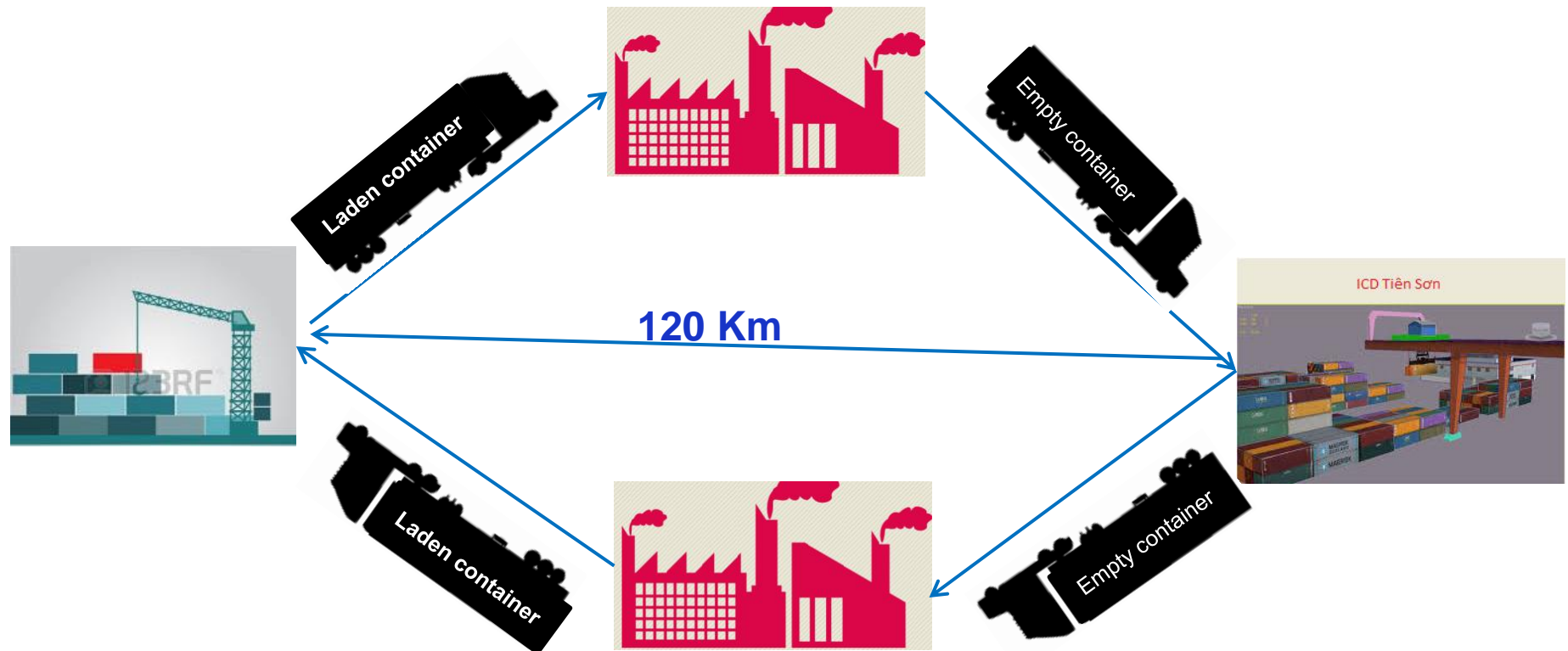
Outbound cargo: the carriers take the empty containers from seaports to factories and deliver the laden containers back to seaports after cargo loading is finished





# Our Two Ways-Laden Trucking Model

I – Inbound : The Carrier deliver the laden container from seaports to Factories and run with empty container Lifting off at ICD Tien Son after uploading cargoes .



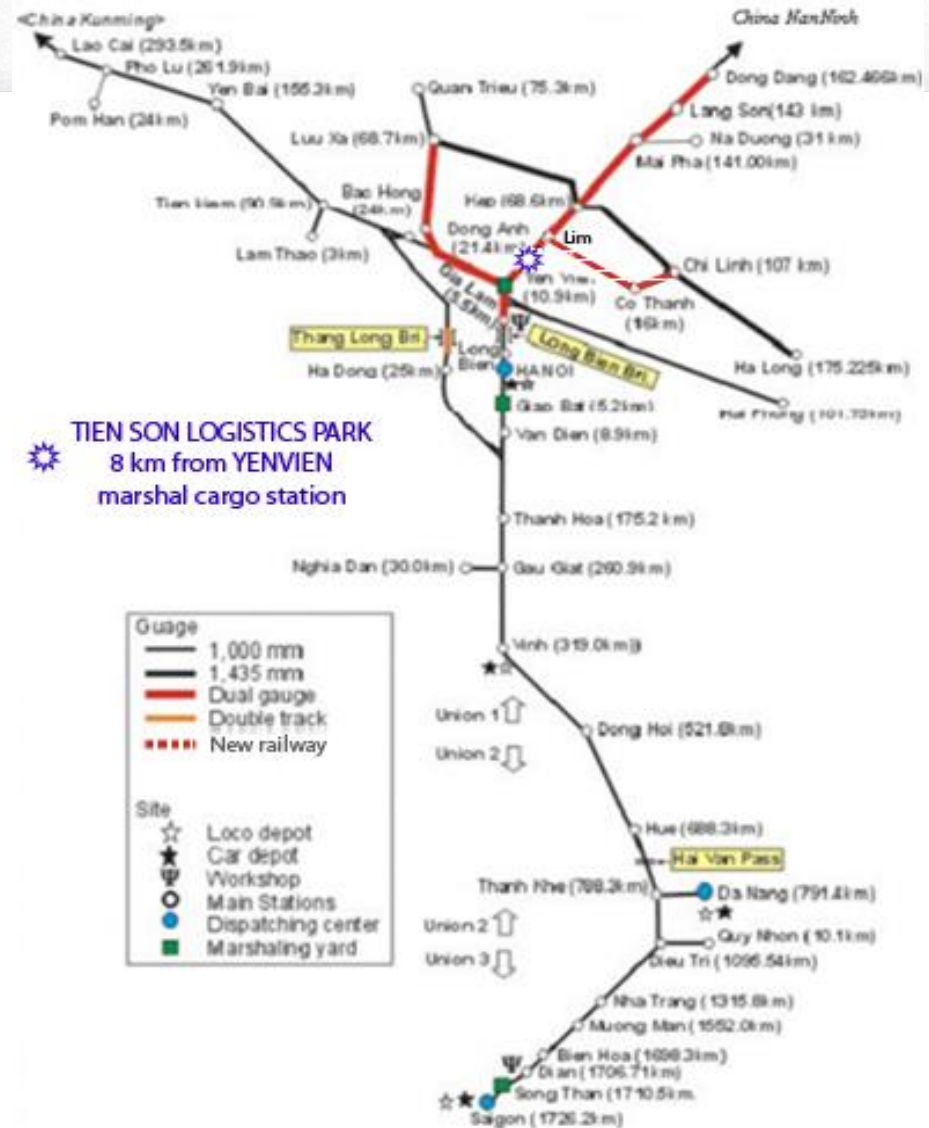
II – Outbound : The Carrier take the empty Container at ICD Tien Son come to the Factories loading cargoes and deliver laden container to seapots.

***BKI always run with 2 ways-laden container, reducing cost, saving time and reducing gas***

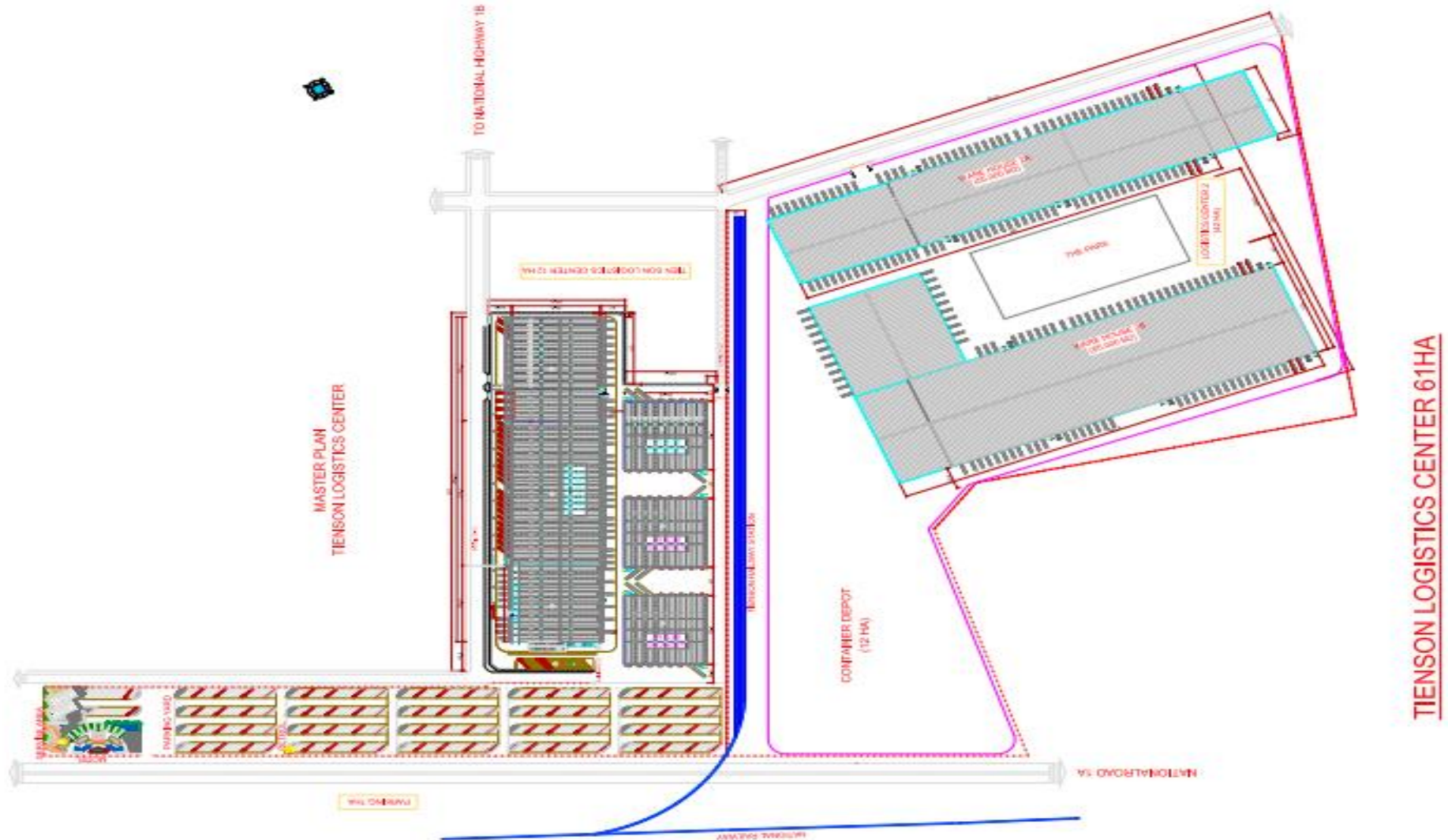


## 2. Railway connection Plan

- \* Vietnamese national railway system = paragon of poor infrastructure: 2600 km of rail, single track and mainly small gauge of 1m. With a long country stretched from North to South, distance between 2 main cities Ha Noi and Ho Chi Minh is 1,700 km, so railway plays an important role for passengers and cargo transport.
- \* There are 3 main cargo station Yen Vien, Giap Bat in Ha Noi and Song Than in Ho Chi Minh (green point in the railway map). Originally, the stations were all designed to range from 100 to 150 ha each. However, after a long time of mismanagement under National Railway Corp, the territory of all 3 stations have been occupied by resident (mainly railway workers). At present Yen Vien station territory is less than 2.5 ha, Giap Bat is around 3 ha, while Song Than is less than 5 ha.
- \* The length of the stations is only around 350 m with railway condition in some areas so bad that it limit the train load to 800 tons or 25 railcars/40 feet containers



## Master Plan for 61 ha ICD Tien Son expansion



## Out-of-date railway infrastructure .

### Current situation of Yen Vien station-the main cargo station for Hanoi and Northern delta



- Today with 1 ha yard and 5000 m2 of old warehouse, Yen Vien is overloaded with 1,5 millions tons of break bulk cargo (90% import from China in Chinese railcars).
- A new study released by JICA (Japan International Cooperation Agency) on Vietnamese transport sector, recommends the government sector to build a new cargo station in Lim area of 100 ha by PPP scheme by ODA.
- Once connected to the national rail network, with its modern infrastructure, **Tien Son will be able to replace Yen Vien and Giap Bat as the main cargo station in northern delta**, to serve the growing volume of trading between Viet Nam and China.

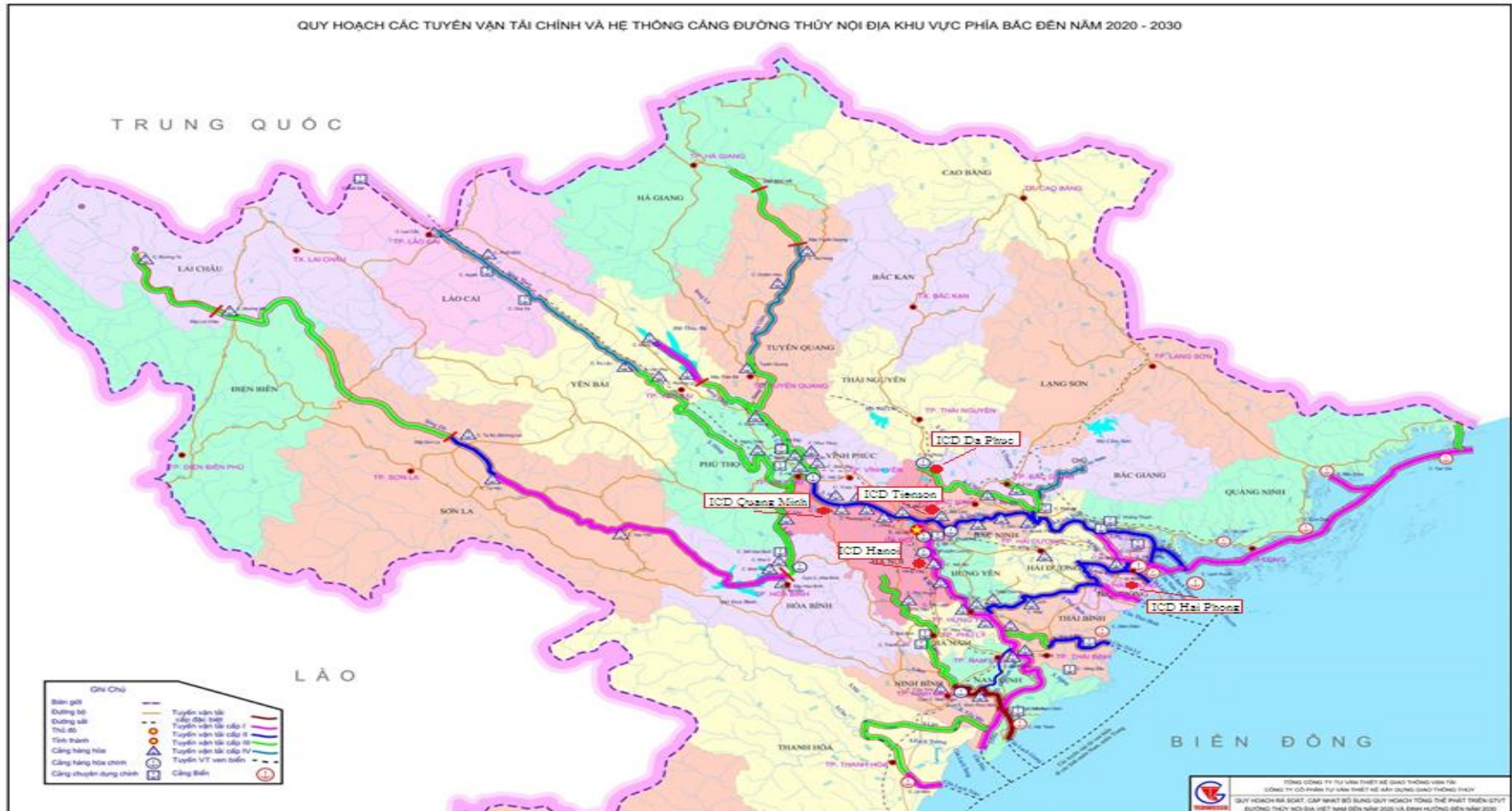


# Access to Chinese railway network by 1,435 m gauge



**The dual gauge railway (1m and 1,435m) enable Chinese wagons from any part of China to access Tien Son, while Vietnamese wagons can be handled for Vietnamese national railway network**

### 3. In 10 years 2015-2025 ,we plan to set up 5 Logistic centers - ICD in the north Vietnam connecting to Railways & River Ports







**Logistics center (Da Phuc)**  
•30 ha  
•Connect with high way, railway

**Logistics center (Quang Minh)**  
•30-40 ha  
•Connect with high way, railway

**Logistics center (Tiên Sơn)**  
• 61 ha  
•Highway, railway

**Logistics center (Hải Phòng)**  
•50 ha  
•Highway, railway, waterway

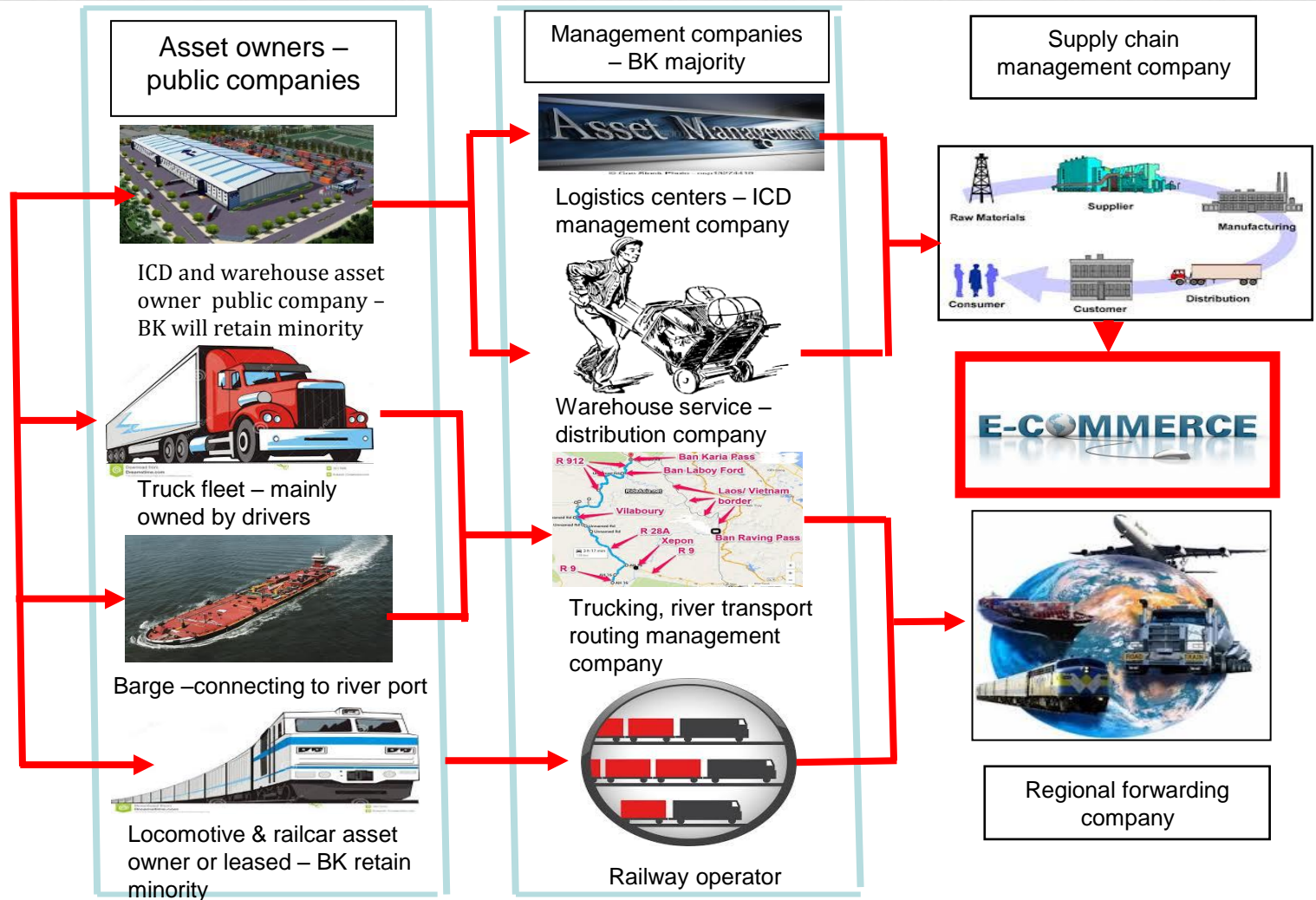
**Logistics center (Thường Tín)**  
•50 ha  
•Highway, railway, waterway

**Logistics center (Đà Nẵng)**  
•30 ha  
•Highway, railway

**Logistics center (Bình Dương)**  
•50 ha  
•Highway, railway, waterway



# Our Strategy in 2015 - 2030



# Q&A