



中国外运

SINOTRANS LOGISTICS PAKISTAN (PVT) LTD.





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ABOUT SINOTRANS:

Sinotrans Logistics Pakistan is a joint venture company between **Sinotrans Limited**, the largest integrated logistic group in China, and the **Transhold Group**, one of Pakistan's oldest and most esteemed logistics group.

Since its launch in Pakistan in 2014, Sinotrans has and continues to offer road transportation, heavy lifting, and oversize transportation, along with customs clearance, shipping agency, owners’ husbandry, warehousing, containerized, breakbulk and ocean freight booking services to and from Pakistan’s major trade points: Karachi Port, Port Qasim and Port Gwadar.

The dependability and timeliness of services provided to all destinations, along with a wide and diverse customer base, has made Sinotrans Pakistan the leading integrated logistics service provider in the country. Playing a significant role in contributing to the country’s national wealth, security and environmental well-being, from the Hub Power Project and equipment transport of the storied Orange Line Metro Lahore to the K2 And K3 Nuclear Power Plant Karachi, Sinotrans promises to deliver prosperity and progress with every project it undertakes.

CORPORATE MISSION:

To continuously create business, social and environmental value, through consistent provision of the best solutions and services, with an unrelenting focus on customer needs and demands

CORPORATE VISION:

To become the leading integrated logistics services corporation in the country, offering unparalleled services across multiple sectors in Pakistan.



OUR MEMBERSHIPS & AFFILIATIONS:



WHY SINOTRANS?

Sinotrans specializes in managing complex, high-value heavy-lifting, over-dimensional project cargoes and international freight forwarding services. The company offers reliable, professional, safe, and compliant cargo handling to all customers while remaining responsive to the constantly changing industry needs.

The unbeatable combination of technology, services, people, and the diverse customer base has made Sinotrans a leader in integrated logistics services. The company boasts a renowned reputation for multi-modal project cargo success, all proven and backed by innovative logistics solutions and a seamless service.

In seven short years, Sinotrans has successfully accomplished the handling of over 50 large projects, equaling over 1.5 million tons of cargo, thanks to the ever-expanding team, extensive knowledge in the field, rich experience, unwavering adaptability and an unrelenting commitment to success. In an effort to achieve more than ever, the company has equipped itself with state-of-the-art tools and equipment to help build and sustain lasting business relationships and inherent success for all involved.

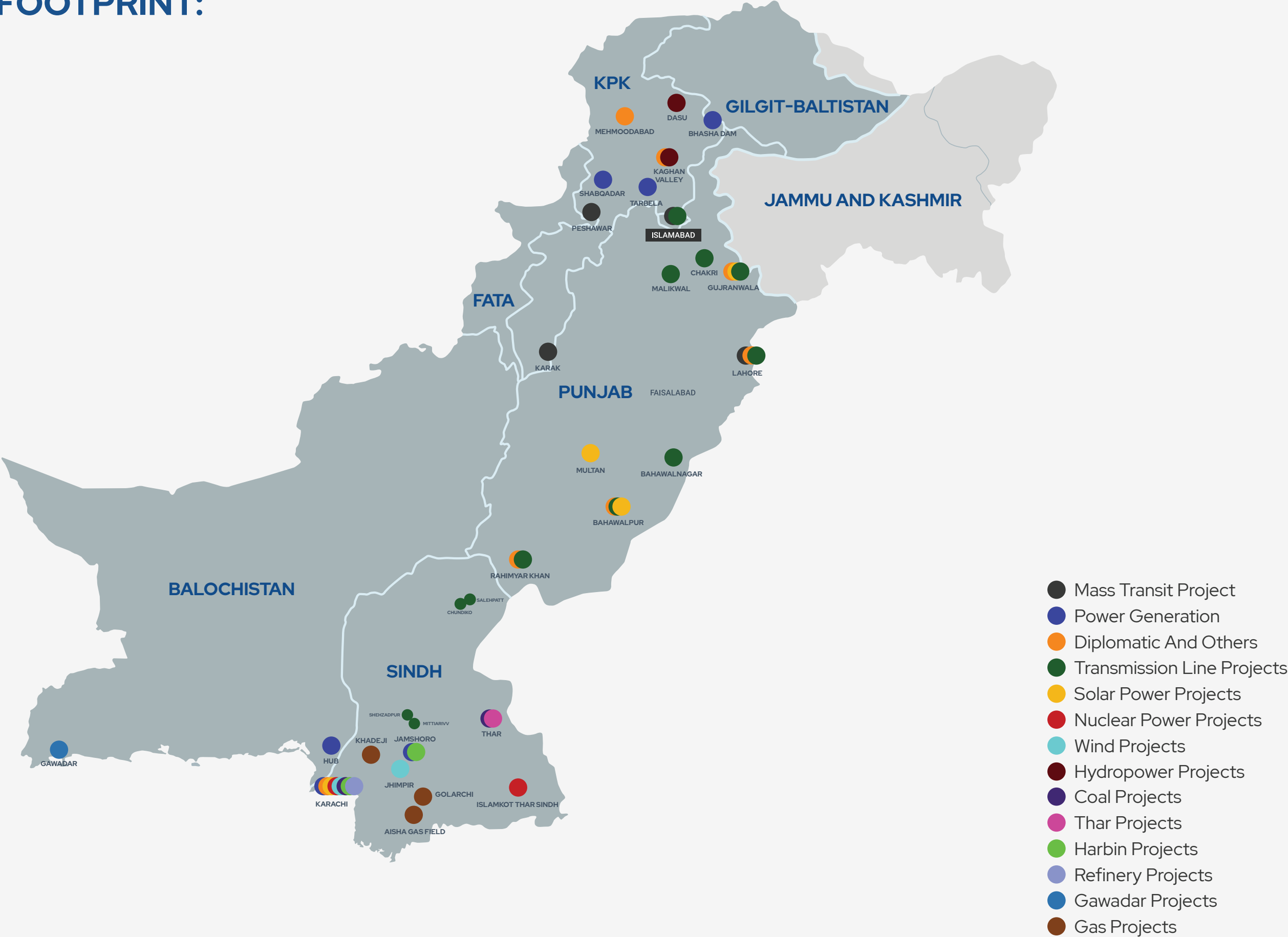
Apart from playing a significant role in a diverse array of projects, Sinotrans prides itself on contributing to the country's national wealth, security, and environmental well-being. From wind, solar, and hydropower setups to equipment transportation for the overall revamp of the country's national grid, shifting over 7500+ TEUs - delivering prosperity and progress with unwavering commitment.



OUR STRENGTHS

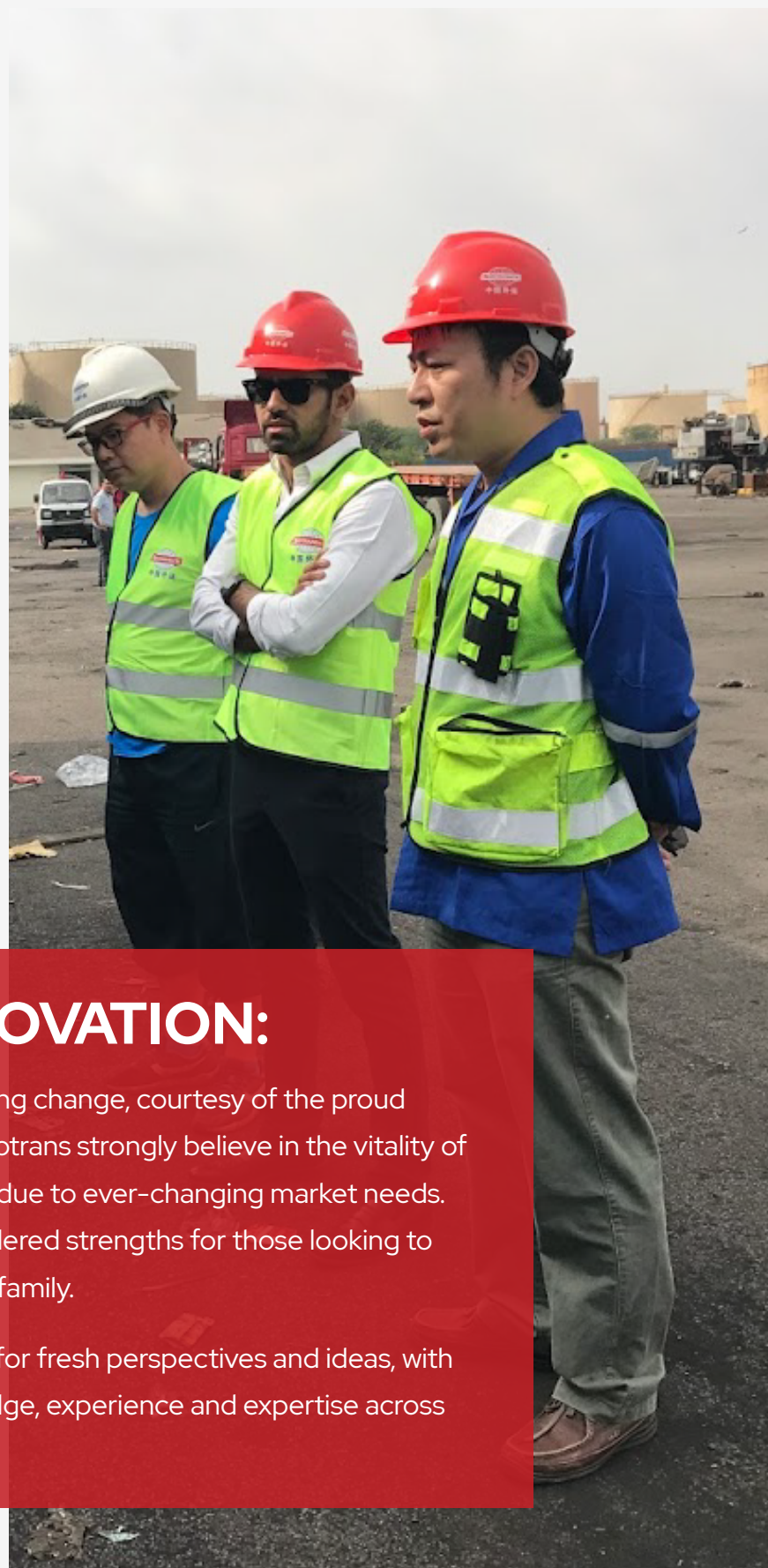
- Sinotrans Group's global footprint, vast knowledge, and impeccable reputation.
- The ability to provide one-window solutions and manage all operations in-house, adhering to a service level of the highest quality.
- Extensive experience with all project operations.
- Unmatched local teams and partners, including the home-grown teams from China.
- A proprietary team of highly experienced drivers and modern equipment.
- Strong customer service orientation.
- A profound knowledge of policies and regulations, plus a team well-versed in all relevant nuances.

NATIONAL FOOTPRINT:



LIFE AT SINOTRANS:

Sinotrans shows a strong commitment to providing generously for all its employees. It offers its people a diverse and inclusive workplace, to help create room to learn and grow as a team and as individuals. The aim is to change lives for the better, personally and professionally, and to allow every individual the space they need for constant growth.



EMBRACING INNOVATION:

Leading the way when it comes to driving change, courtesy of the proud history of innovation, the leaders at Sinotrans strongly believe in the vitality of adaptability in the industry, particularly due to ever-changing market needs. These qualities are essential and considered strengths for those looking to become part of the Sinotrans Pakistan family.

This means, the team is always looking for fresh perspectives and ideas, with the ability to collaborate, share knowledge, experience and expertise across the organization.

DIVERSITY, INCLUSION AND UNITY:

A vital aspect of the culture at Sinotrans is to build an environment where everyone can feel at home. The work not only continues across countries and continents, its across genders, generations, cultures, sexual orientations, religions, disabilities, and different perspectives. Diversity is one of the group's greatest strengths that enables the organization's success as ONE global team. Innovation is highly encouraged and empowered, allowing teams to share new and improved ways of thinking, benefiting both company and teams as they learn from a diverse pool of talent. Apart from that, there is always room to grow, and for each individual, a space to be their own person.

The combination of these factors help drive better performance, a more collaborative environment and increased adaptability within the workspace. That is why inclusion is an important element of the leadership agenda and why every team member across the organization is encouraged to contribute to the best of their knowledge and abilities.

THRIVING TOGETHER:

The people at Sinotrans benefit not only from having access to the latest tools and equipment or by working on some of the country's largest and most exciting projects, but also from being an integral and valued part of the company's structure. Promotions are internal and success comes purely from merit, offering all members of the Sinotrans family an equal opportunity to learn, grow and partake in the company's burgeoning success and achievements.



OUR MILESTONES:

ROLE IN CPEC:

Having the latest tools, teams, and a wealth of local know-how, combined with the Chinese State's stake in the company, Sinotrans Pakistan offers unparalleled advantages when it comes to the Belt and Road Projects. In addition to that, Sinotrans provides the ease of door-to-door service which enables the company to become a preferred partner for many.

Going forward, Sinotrans plans to play an even more outsized role in Belt and Road Projects, way beyond its current development stage, by helping foster the developing environment of interconnectivity. With CPEC being in its initial infrastructure stage, it is important to facilitate every subsequent area as CPEC projects continue to come online, from industrial park construction and warehousing to cross border distribution.



INVESTMENT IN LATEST EQUIPMENT:

Having proprietary equipment at hand creates a huge advantage over other players in the market, reducing dependency on other links in the chain – a value Chinese clients deeply appreciate. This advantage allows the organization to provide an unmatched level of service and a near-total command of project logistics, all thanks to the growing team of experts.

SERVICES:

Sinotrans Logistics Pakistan is a end to end logistics solution provider, aiming to provide door-to-door services to meet the customers' logistical needs. The group is now recognized worldwide for its portfolio of high-profile clients, projects, and 360-degree services. The extensive network of cargo agents expertly handle air and ocean cargo in one seamless transaction.

The services include:

OCEAN FREIGHT:

Sinotrans works with leading carriers and uses an expanding network of agents, partners, as well as its own offices around the world, enabling the company to provide global services, led by the extensive expertise of the local teams.

Working with Sinotrans means benefitting from the flexible, fully integrated multi-model logistic solutions, competitive rates, and quick transit times. The all-inclusive ocean freight service utilizes the most efficient routes to ensure all cargo reaches its destination, timely and safely.

Apart from freight and handling, the company also offers full cargo routing proposals, including advice on cargo stowage, securing out of gauge, heavy and otherwise ‘exceptional’ cargoes. Plus, comprehensive route surveys for complex movements where necessary are also part of the services offered.

OUR SERVICES INCLUDE:

- Conventional shipping
- Ro-Ro services worldwide
- FCL/LCL Service
- Heavy Lift and Oversized Cargo
- Stevedoring Services
- Potline Giver Service



OUR SERVICES INCLUDE:

- Agency Services
- Stevedoring
- Owner's Husbandry
- Crew Change
- Provisions
- Ship Spares



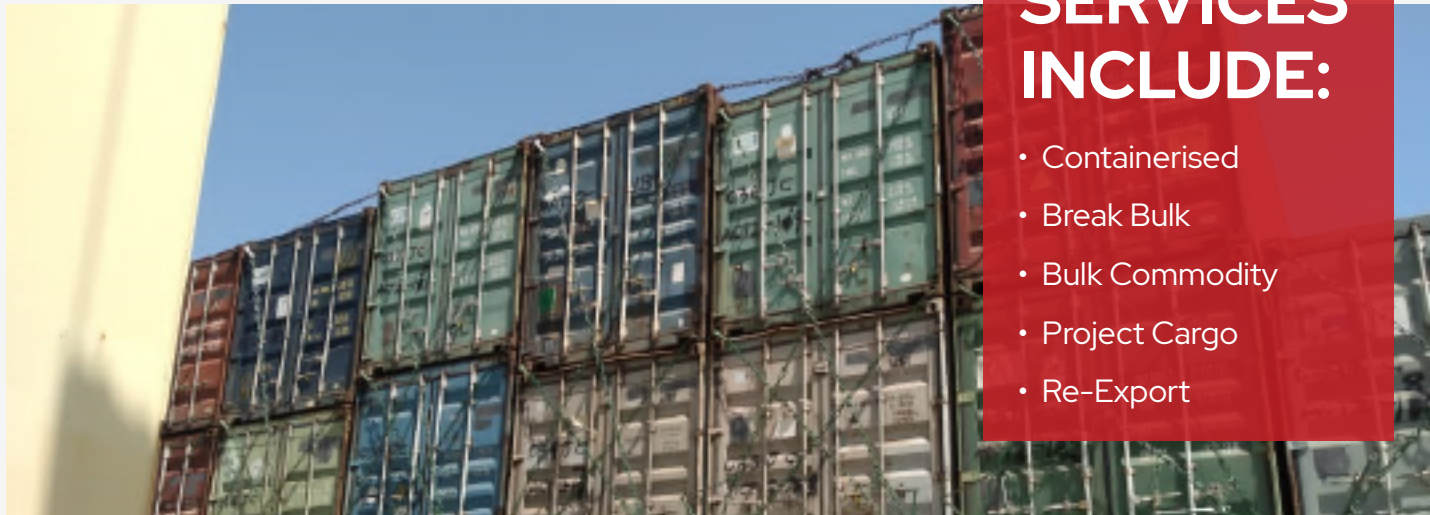
SHIP AGENCY:

Working with established vessel principals and service providers means benefitting from flexible, fully integrated multi-model logistic solutions that allow for quick transit times.

The experience and dedication of the team provides outstanding handling of all types of cargoes, including heavy lifts and oversized project cargo, along with communication, knowledge and compliance requirements at all Pakistan ports. Success has always come from the ability to anticipate and adapt, allowing the company to keep up the pace with customers' needs and demands.

CUSTOM CLEARANCE:

To ensure timely commitment and safe delivery of all cargo, the top in-house customs clearance department offers hands-on experience in handling every aspect of the clearance processes, be it communicating with officials or offering consultancy services.

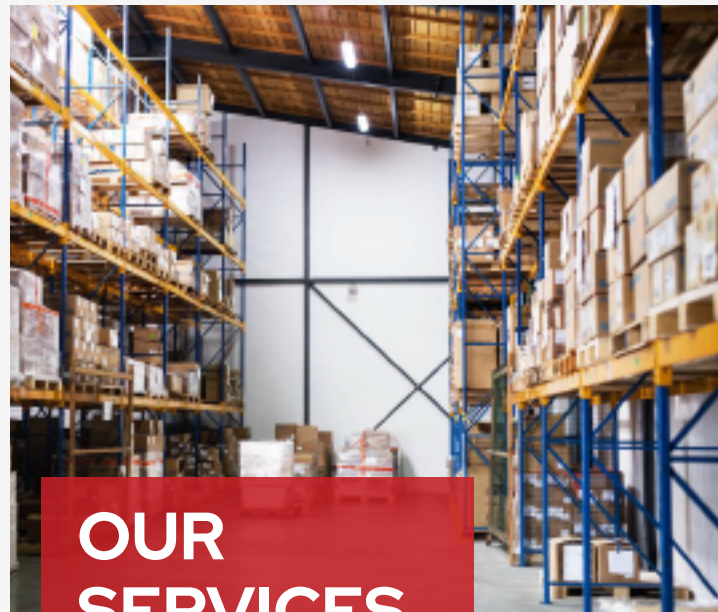


OUR SERVICES INCLUDE:

- Containerised
- Break Bulk
- Bulk Commodity
- Project Cargo
- Re-Export

WAREHOUSING:

When it comes to the movement of goods across suppliers, vendors, and customers, efficiency and traceability are of vital importance. That is why our flexible warehousing and distribution solutions offer real-time cargo track and trace along with dedicated, shared, and refer warehousing and distribution facilities. In addition, all our warehouses are equipped with leading edge warehouse management systems, making it easier for real time cargo track and trace.



OUR SERVICES INCLUDE:

- Palletized
- Open Storage

ROAD TRANSPORTATION:

Having a world of experience as road logistics specialists, combined with an efficient transport network, is what makes Sinotrans a major global intermodal player. The company offers effective and reliable transportation solutions, ranging from containerized breakbulk and heavy lift, full truckload, and Less-Than-Truckload movement.

Furthermore, with a proprietary fleet of specialized extendable trailers for heavy and oversized movement, Sinotrans ensures that even the heaviest cargo can be moved quickly and safely, regardless of its dimension and bulk. In addition, having an in-house workshop and maintenance experts allows on-location repairs and maintenance services, significantly reducing lead time and extending adaptability when needed.



OUR SERVICES INCLUDE:

- Containerised
- Break Bulk
- Heavy Lift/Over-Dimension
- Full Truck Load
- Less Than Truck Load

CASE STUDY 1

LAHORE ORANGE LINE METRO



Total cargo handled

Bogies – 135

Locomotives – 5

Steel tracks 26 meters each length – 3,184 freight tons

Containers 31 x 20; & 186 x 40'

Total project 52,680 freight tons



Services provided:

Ship agency, custom clearance, and road transportation.



Destination:

Lahore



OVERVIEW:

The Orange Line is Pakistan's first metro train and now spans 27.1 km of tracks catering to 250,000+ passengers daily. Being both a CPEC project and a national asset, this project was a series of moving parts that required capable handling of the complex, multi-modal logistics and that is exactly where Sinotrans stepped in.

In addition to general containerized cargo, the expert projects team at Sinotrans was required to overlook the complete transportation of the tracks – each being 26 meters long – along with passenger bogies and locomotives which were over-dimension. The discharging bogies from the vessel were brought in directly on trailers to avoid extra handling and costs. Each bogie was marked in China at the time of loading to ensure the correct order in which they were to be delivered. As always, time was a pressing concern, and specialists were required to precisely coordinate the journey from Port Qasim to Lahore, paying special attention to security and transport technicalities due to the size and fragility of the cargo.

CHALLENGE:

Since this project was also a political highlight within the country, safety of the cargo was a pressing concern. The length of the bogies, locomotives and tracks was extremely challenging, especially when transporting while adhering to the city limits of Karachi and Lahore. The placement of bogies and locomotives was also under Sinotrans' scope, along with close coordination with the client as the order in which the cargo was meant to be placed on the tracks was highly essential.

SOLUTION:

Global suppliers trust Sinotrans' ability to deliver because of the commitment to go the extra mile and deliver in every sense of the word. The more than capable team was able to import the specialized extendable trailers, transport the tracks and low bed extendable trailers and transport the bogies and locomotives. Coupled with general cargo, the combined weight of the loads was 52,680 freight tons, all successfully handled by Sinotrans' experts.

The team also provided specialized security to each bogie through high-priority escorting vans throughout the journey, ensuring safety while providing the client complete peace of mind.

RESULT:

Participating in the Metro project put Sinotrans' skills as cargo managers, customs liaisons, and security experts to the test, which the team performed to an exacting standard. Thanks to the meticulous attention to detail and willingness to go above and beyond, all cargo was delivered safely and in a timely manner.

CASE STUDY | 2

CHINA POWER HUB GENERATION COMPANY (HUBCO)



Total cargo handled

Containers 123 x 20' & 434 x 40'
Break bulk cargo 205,095 freight tons
Generator 362 tons H/L (10 x 5.3 x 4.5m)



Services provided:

Ship Agency, Custom clearance, and
road transportation.



Destination:

Hub – Pakistan



OVERVIEW:

Operating in the province of Balochistan carries with it its own set of concerns and challenges, due to the lack of infrastructure and security.

The HUBCO power project not only required Sinotrans to deliver oversized and overlength loads to a sensitive location, but also required the team to navigate dangerous terrain, roads and bridges that are not designed to accommodate massive loads.

CHALLENGE:

The biggest hurdle faced was the lack of capacity on the road and bridges. The road from Karachi Port to Hubco was in worn-out conditions, to say the least, and because of the over-dimension and weight of the cargo, a complete road survey had to be carried out to ensure the repairs were done prior to the shipment leaving the Port of Karachi, as the entire unit had to be transported under escort. The road leading from Hawksbay to HUBCO was surveyed and repaired to ensure that the cargo reached safely, on time and without incurring any damages.

SOLUTION:

As always, Sinotrans' breadth of local connections and specialized knowledge helped the team provide ultimate solutions. After acquiring relevant permissions, extensive renovations were carried out across the existing roads, to create a sustainable route through the Hub River area. A route clearance from local private landowners was also arranged to help adapt the cargo to the road as needed.

RESULT:

Nearly 1000 tons of oversized cargo was successfully moved through treacherous, sloping terrain and successfully delivered to its destination.

CASE STUDY | 3

SUKI KINARI HYDROPOWER PROJECT



Total cargo handled

13 x 100 tons generators
10,309 freight tons
13 x 20' & 22 x 40'



Services provided:

Custom Clearing, Transportation of
Oversize/Overlength Machinery, structures
and beams.



Destination:

Kaghan - Pakistan



SOLUTION:

The difficult road conditions were a test of skill and experience as negotiating exceptionally narrow turning circles in extendable trailers at an elevation for two grueling weeks was no easy feat. It meant deploying uncanny knowledge and dependable equipment to navigate everything from low bed trailers, to hydraulic multi-axle trailers, as well as flatbed trailers and heavy-duty cranes. 100 tons of generators were transported on heavy low bed trailers from Karachi to Tarnol and discharged into a

OVERVIEW:

Currently under construction, Suki Kinari is a run-of-the-river hydropower project located on the Kunhar river in KPK. It is located in a remote valley that makes the overland route one of the country's most treacherous and challenging logistical undertakings.

CHALLENGE:

Transporting over-dimension, breakbulk, heavy, and containerized cargo as well as 13100-tons transformers to an elevation of 2409 meters across a mountainous route, full of short and sharp turns, steep slopes in extremely low temperatures.

yard for safekeeping and storage, till the client was ready to receive them. Once the go-ahead was received, the generators were loaded onto a multi-axle vehicle which was suitable to climb and maneuver on the steep roads. Additionally, prime movers were connected to improve and assist on the steeper gradients.

RESULT:

Not only did Sinotrans manage to transport 25-meter RTG crane beams, transformers, and other sensitive cargo in extreme conditions; on-time delivery and unloading at a difficult job site was also an accomplishment.

CASE STUDY | 4

HYDROCHINA - SACHAL WIND FARM PROJECT

**Total cargo handled**

11 sets
91,000 freight tons

**Services provided:**

Sea freight, Ship Agency Service, Custom Clearance, Storage, and Road Transportation.

**Destination:**

Jhampir- Pakistan



CHALLENGE:

The sheer fragility of wind farm equipment, which ranged from 25 to 50 meters in length, required carefully planned transport using special extendable hydraulic trailers - the trailers currently being in short supply in the local market. Furthermore, the equipment is required to be professionally serialized in collective sets and needs to be delivered concurrently.

OVERVIEW:

Wind power projects require exceptional care and caution, due to the extreme sensitivity of the equipment and the massive dimensions of the turbine blades. One minor damage can lead to the cargo being rejected by the site team leading to massive delays in the completion of the project.

SOLUTION:

Sinotrans' problem-solving team imported and deployed special extendable hydraulic trailers ranging from 25 to 50 meters in length to move the respective blades and towers. Plus, the delivery of each set of cargo was made together in a timely manner with maximum effort.

RESULT:

The careful handling, specialized equipment, and intricate planning of the logistics ensured zero rejections or claims at the time of delivery, leading to dependable success of the project. Forethought and accountability are the main assets clients have come to rely on with Sinotrans and rightly so.

MASS TRANSIT PROJECT



Lahore Orange Line Metro



New Islamabad Airport Project



HBP Project



Semi Submersible Vessel at
Port Qasim



BRT Peshawar
(Karachi port to Chamkani Peshawar).



Gawadar Int. Airport Project.

POWER GENERATION



China Power Hub Generation
Company (HUBCO)



K Electric BQPS III



TBEA Reactor Project



Gharo Solar



PQ Coal Fire



Thar Hubei

TRANSMISSION LINE PROJECTS



Sinosteel Electricity
Transmission Project



Thar-Matiari



CET



Islamabad Electricity
Supply Co Ltd (IESCO).



GEPCO Grid Station Project

DIPLOMATIC AND OTHERS



Chinese Navy Supply Project



National Refinery
Expansion Project



Pakistan Refinery Limited



TSDU (Expansion Project)
at NRL.



Sui Southern Gas Company
(Transportation tender)



Sui Southern Gas Company
(Annual Inland Transportation Contract)



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