YOUR RELIABLE PARTNER IN KAZAKHSTAN
OUR GOAL is further development as a world-class Kazakhstani logistics company, with the provision of services at the level of world transport standards.

The most important task of our Company is to establish long-term mutually beneficial and trust relationships with Customers.

Flexible price policy, moderate competitive tariffs, individual approach, provision of consulting services, convenient payment system - this is the visiting card of STL transport company (Soyuztranslink) and the guarantee of successful, efficient solution of any transport and logistics tasks.

We do everything to make Customers receive reliable and quality services with an ideal price/quality ratio.

It was just for the convenience of servicing the export and import operations of our Customers that we as well opened our offices in Uzbekistan, Kyrgyzstan, China, the UAE and Europe. We are consciously investing in training and staff development. That is the reason we focus on the long-term relationship with the Customer while turning them into partnership.
Brief information about **STL** (Soyuztranslink)  

**OUR PRODUCT**

International and intercity cargo transportation. **The whole scope of logistics services.**

Logistics solutions with the best **price/quality ratio:**

- Transportation of project, heavy and oversized cargoes
- Road transportation
- Airfreight
- Rail freight
- Multimodal transportation

Assistance in improving the efficiency of our Customers’ business operations.

**We are always responsible for the safety and security of cargo.**

**We offer our Customers only “smart” logistics solutions.**

**With us it is not necessary to be an expert in logistics, just trust our professionalism.**
Brief information about **STL (Soyuztranslink)**

- We provide team support and logistics solution 24/7;
- We have unique knowledge and proven experience acquired over 14 years of work in international and intercity freight;
- We got our Customers trust in our commitment work;
- We work with oversized, heavy, project cargo;
- We are experts in road transportation, rail freight, sea freight, airfreight and multimodal transportation;

**OUR BUSINESS PRINCIPLES**

- We are reliable and Customer-oriented partners - ISO 9001 certification and international logistic certificates;
- We deliver cargo on time, thanks to well-developed and well-honed business processes and procedures;
- We provide the optimal PRICE – QUALITY ratio: our Customers do not pay extra to shorten the time of delivery of their cargo;
- We render assistance in handling customs documents.

Choosing STL (Soyuztranslink) as Your logistics provider, You will get not only high-quality service, but also a highly professional partner.

We believe that our Customer is our main value, and we believe in the long-term partnership. The mission of our Company is to make Your logistics easy and reliable, and it is much wider than just delivering cargos.
COMPANY INFORMATION

Geography of STL (Soyuztranslink) presence is determined by the most needed and popular routes of our logistics. We are where we need to be. As of today our offices are located in Kazakhstan, China, the UAE, Belgium, Uzbekistan and Kyrgyzstan. Tomorrow we plan to open several more offices in Southeast Asia and Europe.

In each of our 6 offices there is a team of first-class certified logistics specialists with vast experience in organizing transportation, consolidation and escorting cargos. We have a worldwide agents network.
COMPANY INFORMATION

A wide accumulated experience, professionalism of employees, aspiration for constant improvement and development allows us to satisfy the daily growing needs of our Customers in the field of freight transportation and logistics.

Today STL (Soyuztranslink) Company is the following:

- Representative offices in the most important logistics centers in Kazakhstan, Uzbekistan, Kyrgyzstan, China, the United Arab Emirates, Europe;
- Guarantee of cargo safety, provision of insurance and the ability to track it along the way according to the chosen route;
- Close partnership with reliable foreign transport companies;
- Organization of intercity and international, export and import shipments, transportation of project, oversized and heavy cargo, road transportation, airfreight, rail freight and multimodal transportation as well as customs services;
- Team support and prompt solution of logistics tasks;
- The Company’s long-term growth strategy is implemented through the development of logistics services, increasing profitability, expanding geographic coverage and customer base.
Despite the decline in business activity and the instability of the market in recent years, we maintain a high level of profitability of our Company, which is achieved by expanding the scope of activities and the list of services offered. Due to Customer focus, we successfully develop our business today and look with confidence in tomorrow.

The volume of transported cargos in 2011 - 2016, tons
COMPANY INFORMATION | OUR TEAM

Office in Kazakhstan
«Soyuztranslink» LLC
Marzeh Haidar Mohamad | Director
Yerlan Dikhanbayev | Managing director
Yelena Yusupova | Business Development Manager

Office in Hong Kong
STL Logistics (Hong Kong) Ltd.
Alan Kan | Director

Office in Kyrgyzstan
Soyuztranslink, LLC
Renat Kenchibaev | Operational Manager

Office in the UAE
STL Emirates Logistics LLC
Alaaeddin Chanin | Director

Office in Belgium
ESD Logistics BVBA
Lola Mirkamolova | Operational Manager

Office in Uzbekistan
Logistics
Sakina Maksumova | Director
Our Company pays great attention to the continuous improvement of the quality of services, as well as to the active promotion of its capabilities through participation in various international specialized exhibitions, such as Trans Russia, China Town, Breakbulk Europe, Transport Logistic and other industry events. ISO 9001 certificate and international logistic certificates confirm the reliability and Customer orientation of STL (Soyuztranslink).

Below is a list of certificates, awards and statuses received by the Company in recent years:

- National certificate "INDUSTRY LEADER" (Sala koshbashesysyl), awarded by the Commercial and industrial rating. "Soyuztranslink" LLP was included in the TOP-100 according to CCEA 52.29.1;
- Certificate of membership AmCham Kyrgyz Republic;
- Exhibition certificate of participation TransRussia;
- Gratitude for participation in the Kazakhstan International Exhibition of Transport & Logistics "TRANSITKAZAKHSTAN-2009"
- Certificate "RELIABLE PARTNER";
- World Freight Group Certificate;
- Association of National Freight Forwarders certificate KZ-006-2005-A;
- "Leader of Forwarding Business" Diploma;
- China Logistics club Limited Member Certificate;
- Star of the Quality. The best provider company of the year 2015.
The uniqueness of our services lies in the fact that we practice an **INDIVIDUAL APPROACH** to each Customer. This approach may seem common, but not in logistics. **STL (Soyuztranslink)** is the first logistics operator that uses the experience of the largest dealers, such as booking.com, agoda.com - in order “not to force the Customer” to adapt to Company conditions.

**What does it mean – INDIVIDUAL APPROACH?**

Our Company does not sell and does not lease what it has in its assets - we find the optimal solution for the needs of the Customer.

We are not obsessed with one route, with one warehouse.

We offer different transportation options, routes and modes of transportation.

**Our Customer always receives from us at least two proposals:**

1) as per the Customer request;

2) our vision - an optimal proposal based on cost, security, consolidation possibility factors, potential risks along the route and many other factors, including the time of the year, national holidays of transit countries, force majeure factors, terminal capacity and so on.
COMPANY PRODUCTS

TRANSPORTATION OF
PROJECT, HEAVY,
OVERSIZED CARGOS
Main categories of oversized and heavy cargos:

- Petroleum equipment and drilling rig systems;
- Industrial equipment and machines;
- Pipes of large diameter;
- Oversized containers;
- Non-standard equipment and other project cargos.

How STL (Soyuztranslink) achieves the results:

1. We organize cargo escorting;
2. We provide for control and deliver the Customer information on tracking cargo location;
3. Directly carry out transportation of oversized and heavy cargo or machinery;
4. We arrange transportation insurance for individual operations and throughout the route duration;
5. We render assistance in customs clearance;
6. We take full responsibility for the smooth and safe movement of cargo.

<table>
<thead>
<tr>
<th>PARAMETER</th>
<th>Transportation by road</th>
<th>Transportation by railroad</th>
</tr>
</thead>
<tbody>
<tr>
<td>Width</td>
<td>2,55 m (2,6 m – refrigerators)</td>
<td>3,25 m</td>
</tr>
<tr>
<td>Height</td>
<td>4 m</td>
<td>5,3 m</td>
</tr>
<tr>
<td>Length</td>
<td>20 m</td>
<td>14,0 m</td>
</tr>
<tr>
<td>Weight</td>
<td>Weight (cargo + vehicle) calculated according to load per axle</td>
<td>From 60 to 500 tons</td>
</tr>
</tbody>
</table>
Advantages of road transportation

- Delivery of cargoes to hard-to-reach places;
- Delivery of cargoes directly to the Consignee - “door to door”;
- Delivery of cargoes in the quickest way.

How STL (Soyuztranslink) achieves the results:

1. We take into account all the circumstances of international road transport throughout Eurasia and intercity transportation of cargos in Kazakhstan;
2. Reducing the cost of transportation due to the possibility of consolidating cargo to anywhere in the world;
3. Storage of small cargo in warehouses in China, Turkey, UAE, Europe, Uzbekistan, Kyrgyzstan.
4. We control with the help of an independent surveyor;
5. We issue certificates and photo reports upon the loading.

We perform road transportation for dangerous, oversized, heavy and project cargos using:

- Semi-trailers for transportation of large volume cargos;
- Refrigerated trailers (from -20 to +20 degrees C) for food delivery;
- CAR TRANSPORTER TRUCKS for ferrying cars and reducing transportation costs;
- Truck tanks for transportation of liquid cargo.
COMPANY PRODUCTS  |  AIRFREIGHT

Advantages of airfreight

- The fastest shipping method;
- Highly reliable arrival & departure times;
- Delivery of cargoes almost anywhere in the world;
- High level of security and reduced risk of theft and damage

How STL (Soyuztranslink) achieves the results:

Being experts in the urgent delivery of cargos, we help our Customers to reduce time and money resources for air transportation. For this, it is IMPORTANT

1. To calculate correctly cargo volume and weight;
2. To pack correctly;
3. Consolidated the cargoes within a single consignment.

The following is included into the area of responsibility of STL (Soyuztranslink):

- Delivery cargoes from Client’s warehouse to the warehouse of the airline company that carries out air transportation;
- We carefully prepare documents for customs clearance of transport insurance;
- If necessary, we store cargos in our warehouse;
- We carry out loading and unloading works. We control Your airfreight in 24/7 mode.
COMPANY PRODUCTS

RAIL FREIGHT
Advantages of rail freight

- Provide an optimal balance of efficiency and reliability;
- You get a low tariff;
- You use the most profitable and reliable model for the delivery of heavy and oversized cargos - three times cheaper than by road;
- You get a unique opportunity to transport a large consignment on rolling stock, which significantly reduces costs.

Due to what STL (Soyuztranslink) provides the result:

1. Availability of necessary certificates, accreditations, and most importantly - many years of experience guarantee the highest reliability of international and intercity rail freight;
2. We are aware of the specifics of rail freight of oversized, heavyweight long items of cargos;
3. We are experts in the transportation of special machinery, heavy project and dangerous cargos.

What is included in the zone of responsibility of STL (Soyuztranslink):

- We conclude contracts with all railway stations, which ensures prompt delivery and control;
- We develop and approve from the railway carrier a detailed tie-down scheme for the cargo;
- We organize a set of loading and unloading operations: delivery from the warehouse to the departure station;
- We provide for cargo security, packing and protection of valuable and fragile cargo elements;
- In the process of delivery, the location of each cargo is tracked in 24/7 mode;
- As a result of delivery, all necessary documentation is prepared.
Advantages of MULTIMODAL transportation

- A single organizer bears full responsibility for transportation by various means of transport throughout the whole route;
- A single end-to-end tariff for the entire length of the route chain allows for cost reduction and logistics within the approved budget;
- Taking into account the peculiarities of various vehicles, selecting the optimal mode of transportation for a particular section of the road, its maximum use - all this allows to shorten the delivery time and the cost of cargo transportation.

The following is included into the area of responsibility of STL (Soyuztranslink):

- We develop an optimal logistics scheme with regard to cargo storage and reloading at various terminals;
- We make the calculation of the cost of cargo transportation, taking into account the developed logistics scheme;
- We prepare all necessary accompanying and permissive documents. We carry out loading and unloading operations, and, if necessary, packing of cargo;
- We organize transportation insurance for individual operations and for the whole route duration. We provide in-port forwarding of multimodal transportation. We deliver cargo on time “from door to door”.

MULTIMODAL TRANSPORTATIONS

Multimodal transportation is the transportation by various types of transport, which are carried out under the same contract: sea freight, road transportation of cargo, airfreight and rail freight, including cargo transfer at various terminals.

STL (Soyuztranslink) specializes in intercontinental multimodal transportation.

Strong partnerships with companies in different continents and in different cities allow delivering cargo to almost any point of the world.
Company experience | OVERSIZED AND HEAVY PROJECT CARGO TRANSPORTATION

Elena Yussupova  |  Business Development Manager

+7 (727) 266 80 21  ey@stl.kz

We help to solve non-standard tasks for transportation of oversized cargo, coordinate through all channels, we are responsible for the safe movement of cargo and we deliver on time.

Examples of transportation:

- Special machinery transportation from China to Uzbekistan (Akchalok)
- Transportation of a complex gas processing plant
- Oversized cargo from Norway to Baku (via Turkey)
- Transportation of cranes and loaders: Uzbekistan - Dubai
- Oversized cargo Italy - West Kazakhstan, Chinarevo field
- Project cargo for «KSP Steel» Pavlodar from Turkey, via Mariupol
Company experience | ROAD TRANSPORTATION

Road Transportation Department
+7 (727) 266 80 21 (int. 139)
forwarding@stl.kz

We deliver the cargoes just in time. We guarantee an adequate price.

Examples of transportation:

- Delivery of oversized equipment: **Europe - Latvia - Kazakhstan**
- Transshipment and direct delivery of cargos from **China to the CIS** through «Khorgos»
- Transportation of oversized cargo from UAE to Kazakhstan
- FMCG cargo: **Russia - Kazakhstan**
- Shipments of consolidated cargo from **Europe to Kazakhstan**
- Delivery of a special truck **CARAVAN** from UAE to Kazakhstan
Company experience | AIRFREIGHT

Airfreight Department

+7 (727) 266 80 21 (int. 102)
shipping@stl.kz

We know how to optimize tariffs for cargo airfreight so that you do not overpay.

Examples of transportation:

- Transportation of dangerous goods from Italy to Almaty
- Airfreight of fashionable clothes from Holland to Almaty
- Transportation of pipe: India - Almaty
- Transportation from UAE
- Urgent delivery of spare parts for machinery
- Delivery of electronics: Dubai - Kazakhstan
Company experience | RAILWAY TRANSPORTATIONS OF CARGOES

Rail freight Department
+7 (727) 266 80 21 (int. 104)
railfreight@stl.kz

We remove Your costs due to the competent use of railway codes for export-import and transit cargos (Classes of transport rates and HCDCS).

Examples of transportation:

- Transportation of oleic acid from Russia to Akhangaran (Uzbekistan)
- Transportation of long length structures
- Transportation of large-size tires from China to Kazakhstan
- Transportation of building materials from China to the cities of Kazakhstan
- Transportation of empty containers from Zhetsu station to Korea
- Transportation of pipes for oil and gas industry: China - Kazakhstan
Company experience  |  MULTIMODAL TRANSPORTATION

Multimodal transportation Department
+7 (727) 266 80 21 (int. 103)
ey@stl.kz
multimodal@stl.kz

Single contract, single tariff and 100% liability. In STL we take care of Your time and reduce the cost of transportation.

Examples of transportsations:

- **Delivery of components from China to Stepnogorsk (RK)**
- **Delivery of chemicals from Holland to Ust-Talovka [East Kazakhstan, RK]**
- **Transportation of heavy truck crane by rail freight and road transport inside Kazakhstan**
- **Transportation of the air-liquefying installation: Shanghai – Atyrau**

- **Transportation of construction materials from UAE to Kazakhstan**
FUTURE OUTLOOK

We work to make Your business effective!

Central Asia is one of the most difficult places for the global logistics market. Because of the peculiarities of its geographical location and remoteness from ports, the cost of logistics is higher than in countries with direct access to the sea. According to statistics, the average cost of logistics in Kazakhstan varies from 15 to 40% of the value of the cargo. Naturally, companies pay special attention to the logistics budget, knowing that this directly affects the profitability of their business.

How to optimize the cost of logistics and thereby increase profits?

Here we introduce STL for Your attention!

Since 2003 STL (Soyuztranslink) specializes in logistics services and is one of the most interesting reliable and promising players in the market of transportation services to Central Asia;

We successfully practice a flexible logistics structure without preferences and attachments to a particular route or carrier. And this means that despite the fact that STL (Soyuztranslink) as a service provider is Your counterparty, our Company always plays on the Customer side and acts in its interests, saving the Customer’s budget with transparency and without hidden lobbying;

Our Company is intentionally not the owner of transportation means, so as not to impose on Customers “its own” transportation options and routes;

In addition to traditional main offices, STL (Soyuztranslink) has also additional offices or representative offices in the most critical and important transit points to Central Asia (transshipment points or in areas of “cultural risk”) – that is, a network created on the basis of the «PIT STOP CONTROL»;

We constantly follow the market trends and are always ready to plant a STL (Soyuztranslink) flag where an additional control point is required.
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