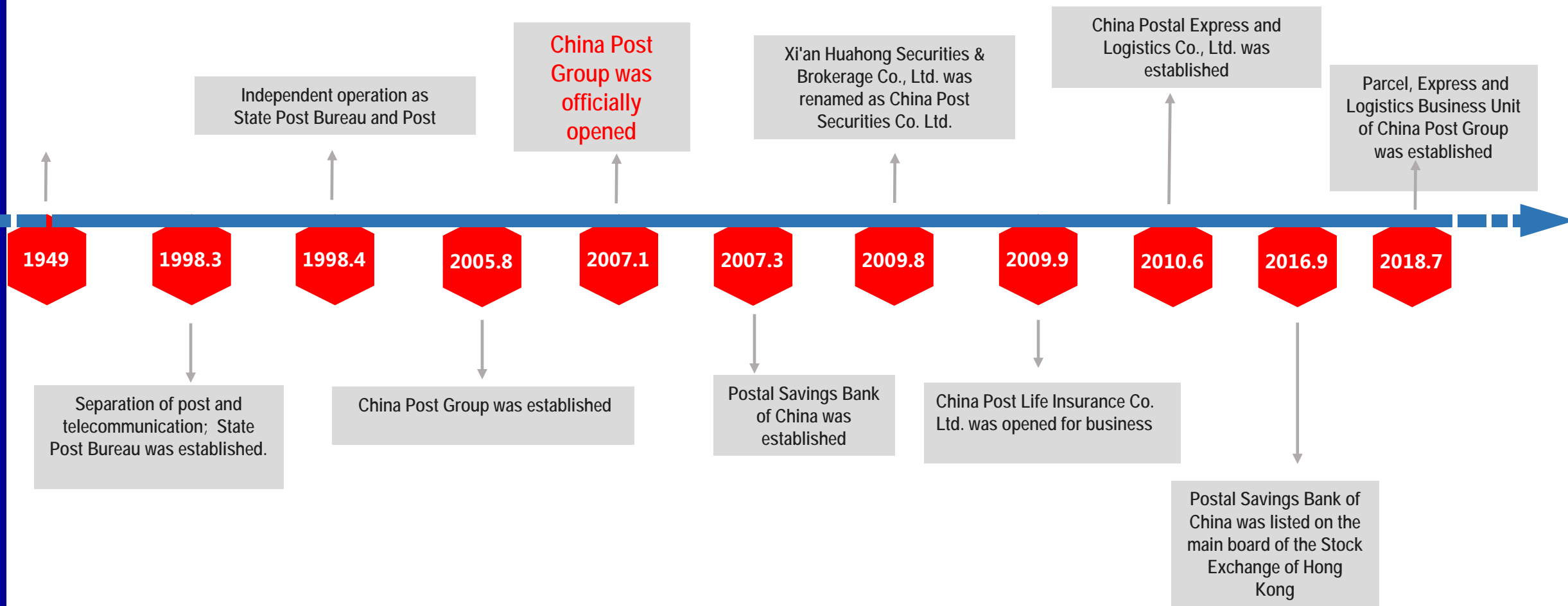
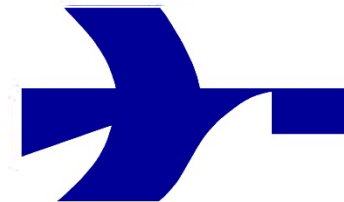


Innovative Development of China Post Networks

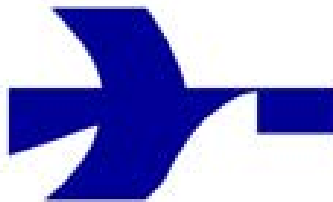
Li Yan
China Post Group



History of China Post



Brief on China Post



China's only state-owned Enterprise with networks covering all towns and villages across the whole country, and reach to the entire world



Total revenue in 2018: **566.8 billion** yuan

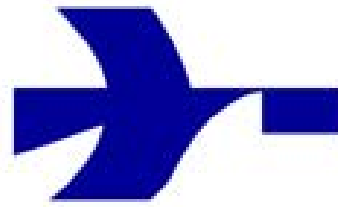


Fortune 500 ranking in 2019: **101st**



Employees: **930,000**

Major Business

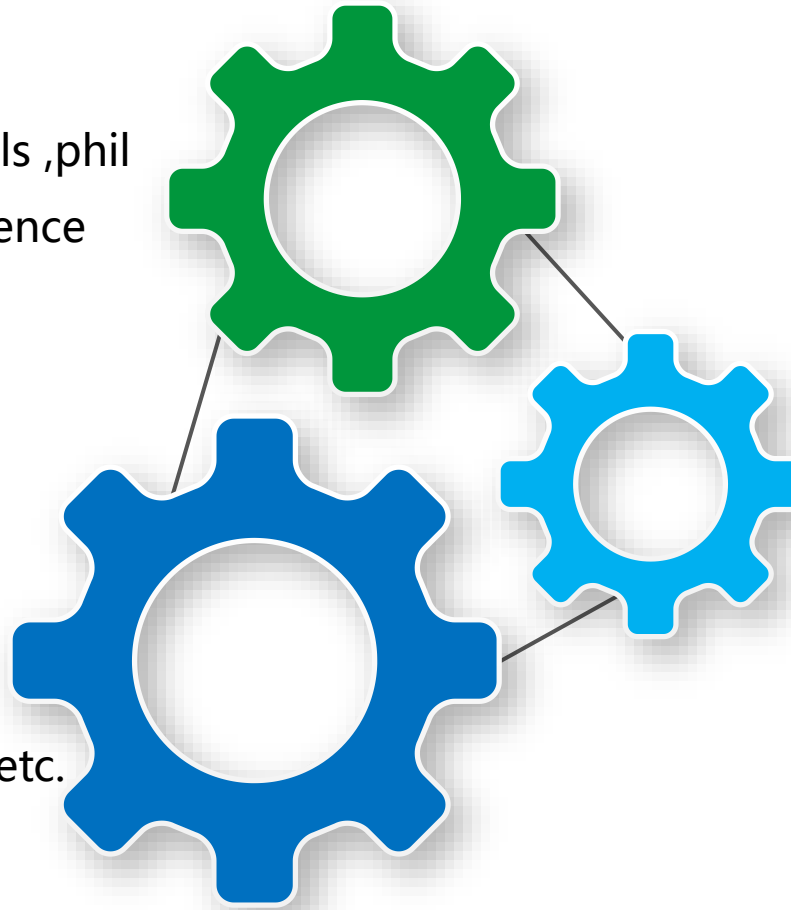


Postal Business

letter,newspapers,periodicals ,philately,agent service,convenience service etc.

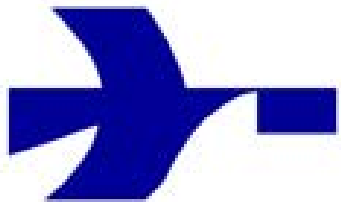
Financial Business

Banking,Insurance,Securities etc.

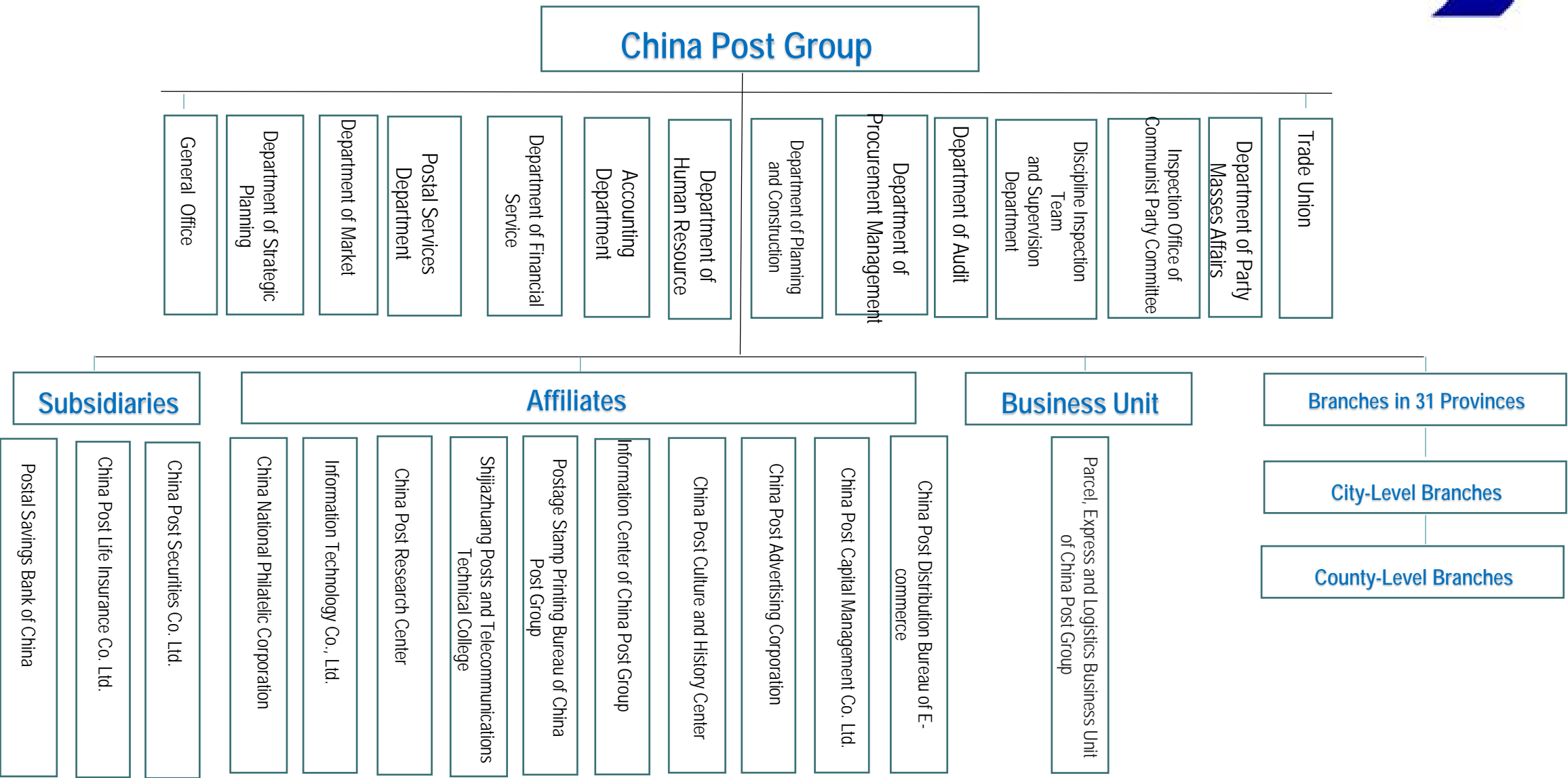


Express and Logistics

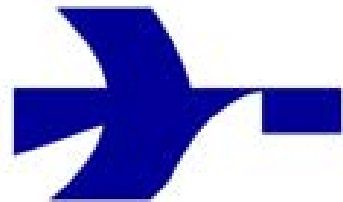
Express parcel, standard EMS, contract logistics,international business



Organizational Structure



China Post Network in Figures



54,100

Post offices



600,000

Convenient service stations



92,000

Intelligent parcel lockers



115,000

Postal vehicles



31

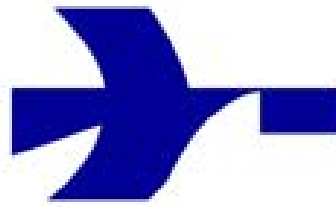
Cargo freight planes



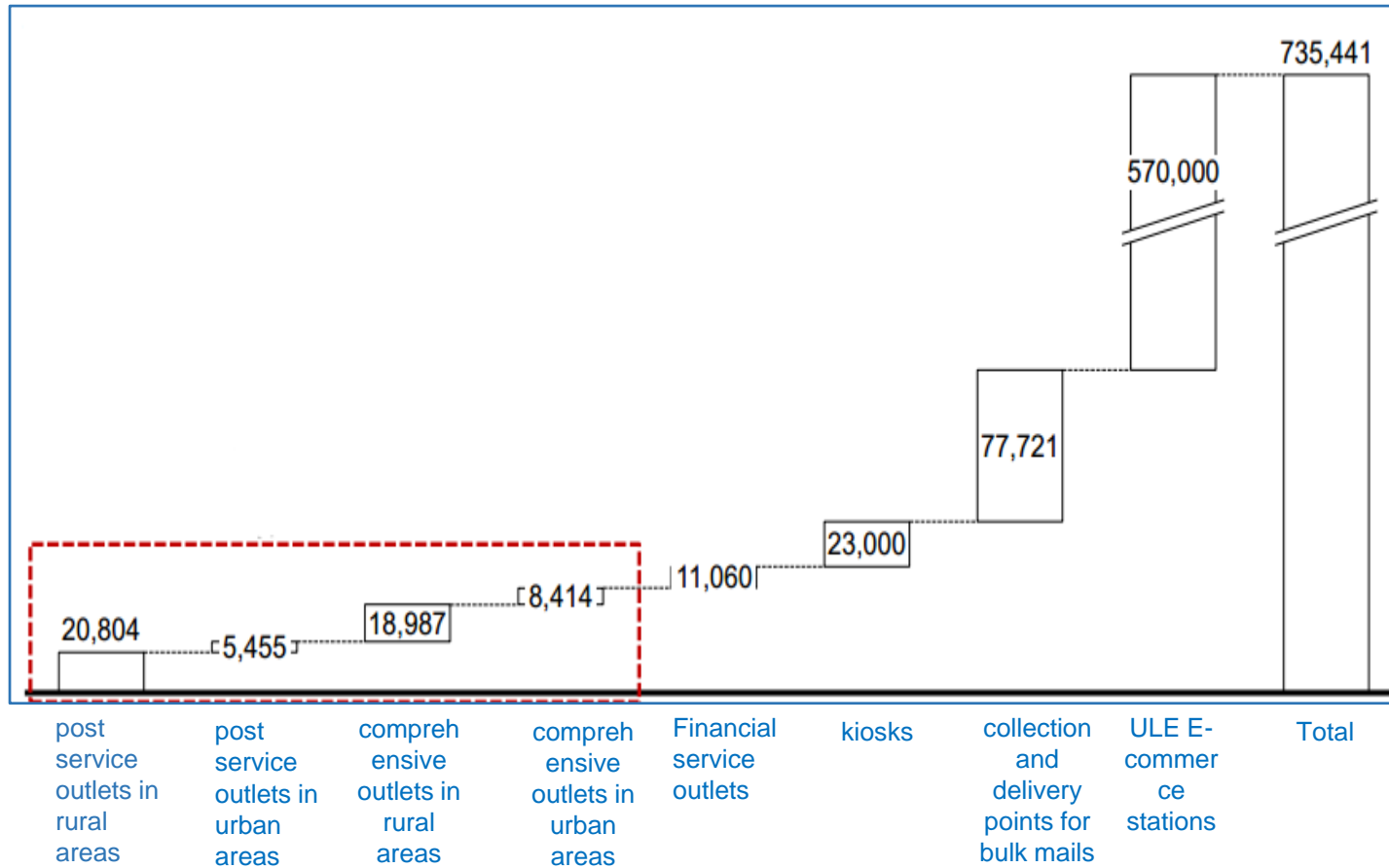
28,000(9m km)

Postal routes

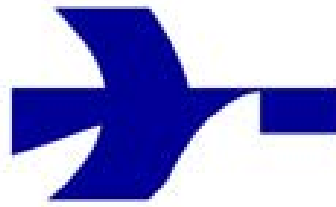
Post Office Network



54,100 post offices nationwide



Transportation Network

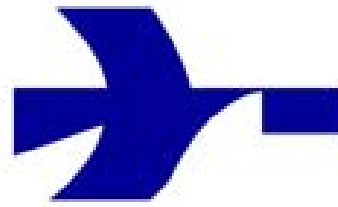


Air Network

- Hub: Nanjing
- Connected with 483 delivery areas
- 31 airplanes
- 35 air routes
- Over 350 domestic and international flights per week



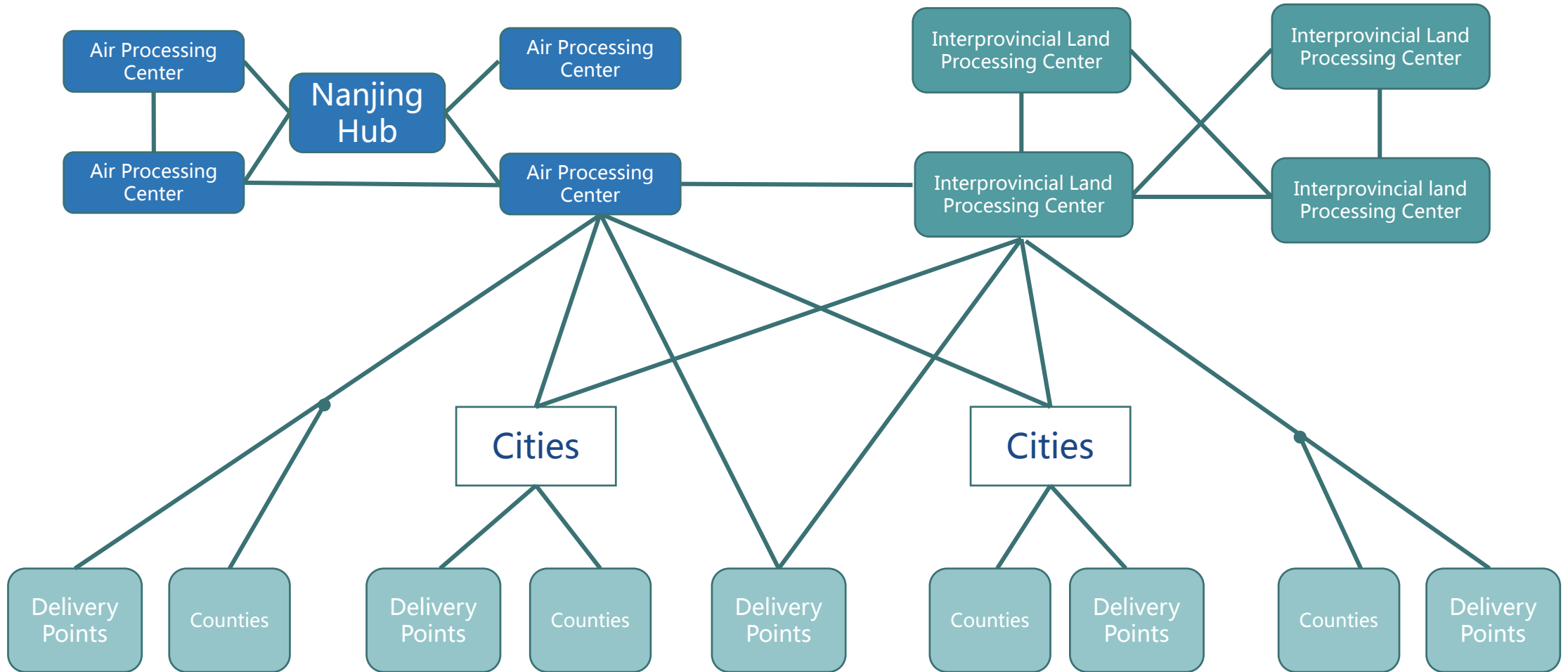
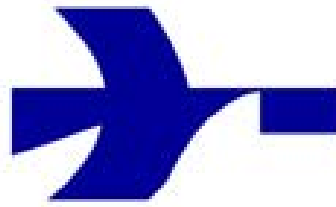
Transportation Network



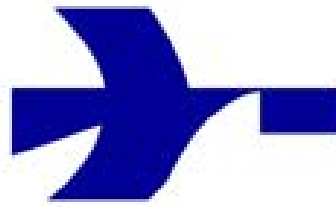
Land
Network

- Reform on trunk transportation
- Integrated postal network and express network
- Train transport for line haul
- Automobile transport for short-to-medium haul
- 85 Interprovincial processing centers

Transportation Network



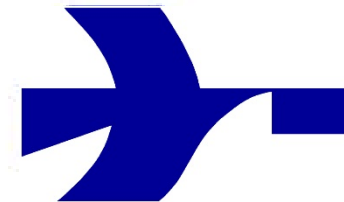
Delivery Network



- 43,000 delivery service outlets
- 4.03 million km delivery routes in rural areas
- 1.72 million km delivery routes in urban areas
- 92,000 smart parcel lockers



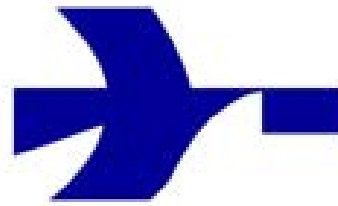
Main Chanel of Cross-border E-commerce



- 
- **Delivered to 174 ports worldwide through 912 international airmails from 67 postal ports in China**
 - **Postal Freight Dedicated Line : Shanghai-Osaka, Fuzhou-Taipei, Nanjing-New York, Hangzhou-New Siberia, Harbin-Yekaterinburg and etc.**
 - **Railway Transportation : Open postal routes of China Railway Express to 23 European Countries**
 - **12 warehouses have been established in 8 countries and regions**

Our Delivery Biz Volume

(as of the end of 2018)



5M

letters per day



-19%

down per annum
letter volume

11M

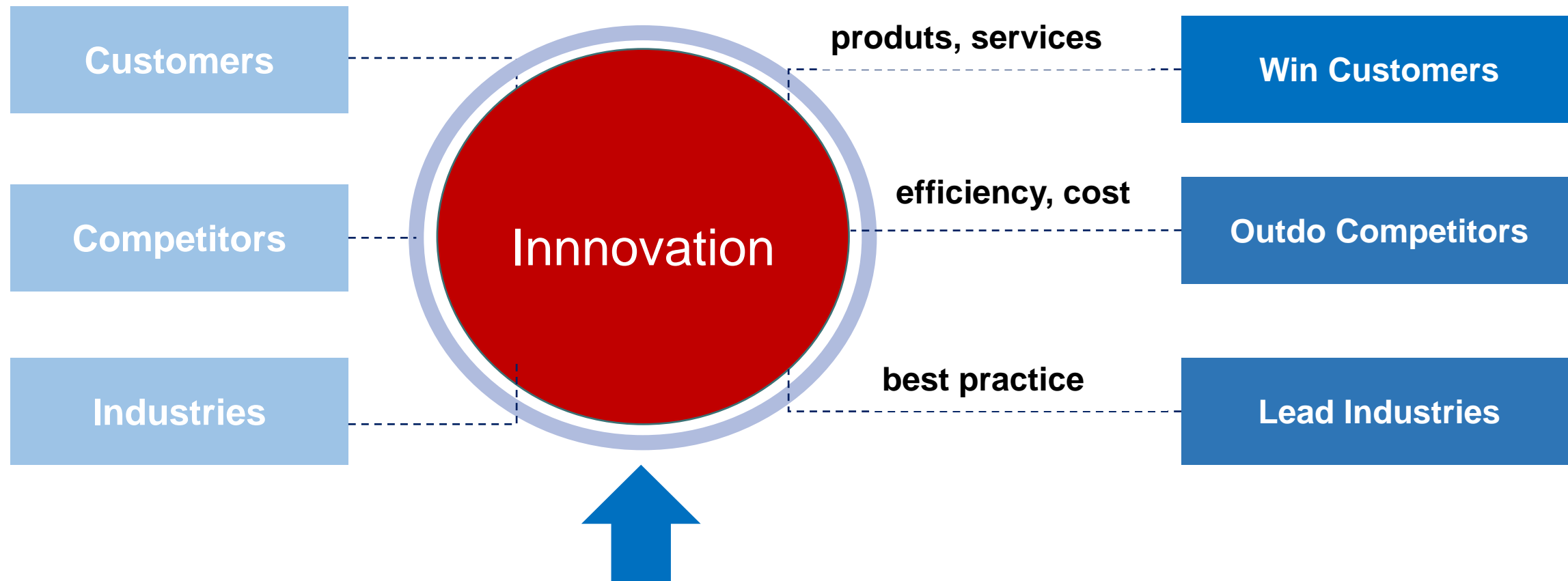
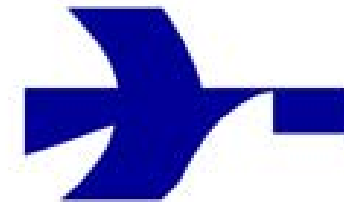
parcels delivered
daily



50%

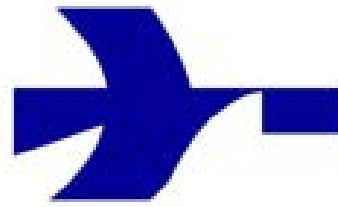
up per annum
express and parcel volume

How to face the challenges and seize the opportunities



Something that do not exsist in the past
Methods that change our traditional way of doing things
Tools that help us enhance productivity and competitiveness

Innovation in Post Office Network



◆ “Internet+Governmental Services”

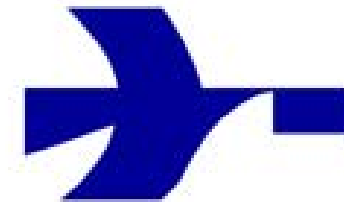
tax payment

traffic management services

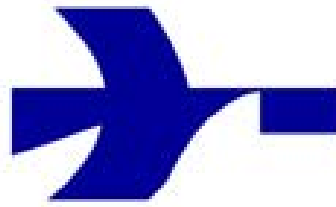
lottery sales

other payment collection services

Innovation in Post Office Network



Rural e-commerce



Rural e-commerce

Ule.com, ULE shops and
Ule system for
shopkeeper



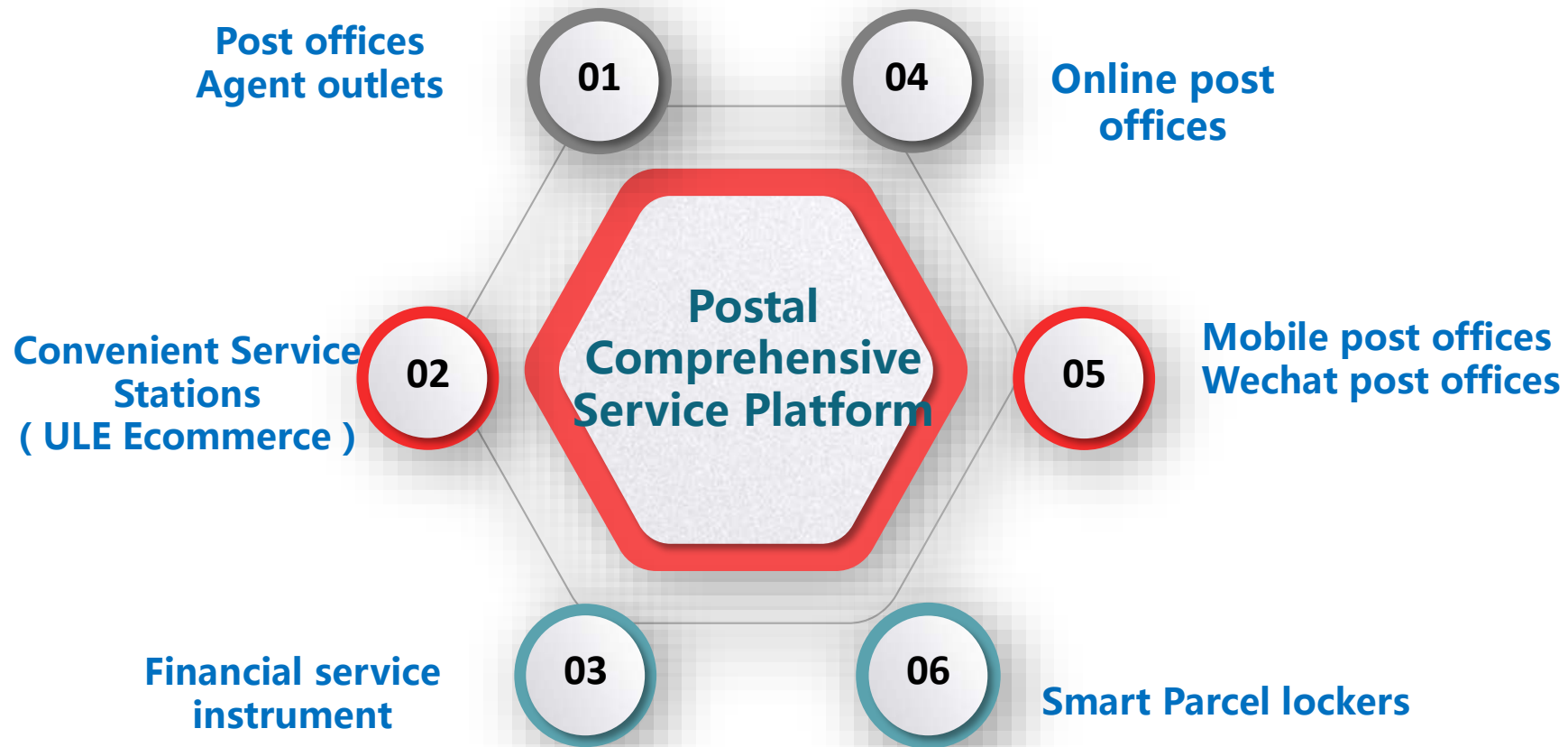
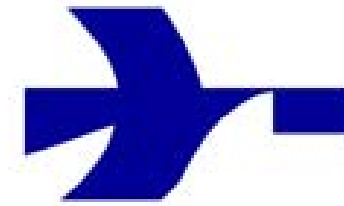
Post offices, ULE physical
stores and franchise stores,
smart warehouse distribution
centers

Postal rural e-commerce service
system that integrates “online
purchasing + platform wholesale
+ sending agricultural products
to the city + public services +
inclusive finance + logistics and
distribution”

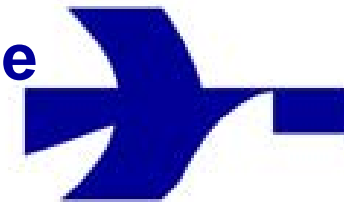


Shopping, Selling, Accessing
Financial services, Living, starting
one's own business all inside the
village.

Innovation in Post Office Network

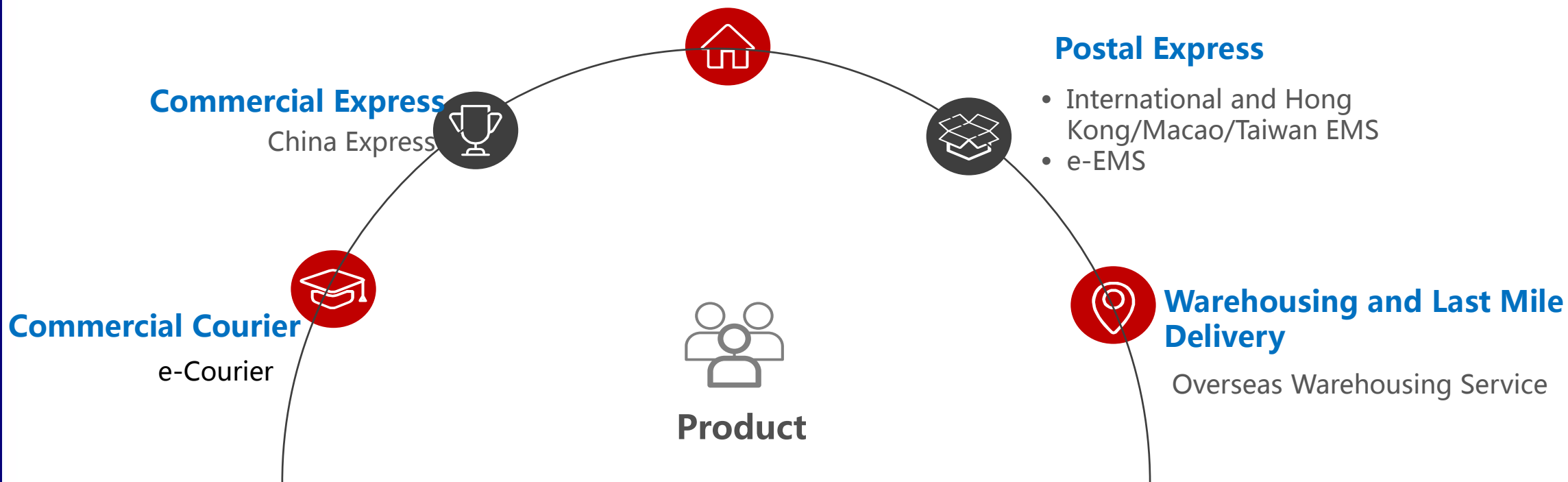


Form Integrated Logistics Solutions for Cross-border E-commerce

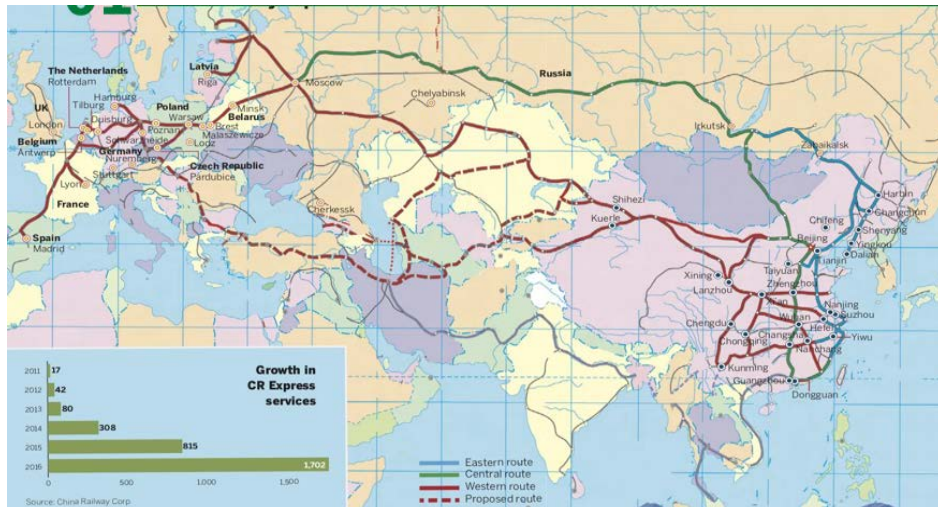
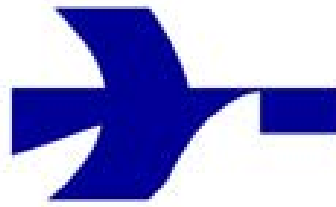


Postal Lightweight for Cross-border E-commerce

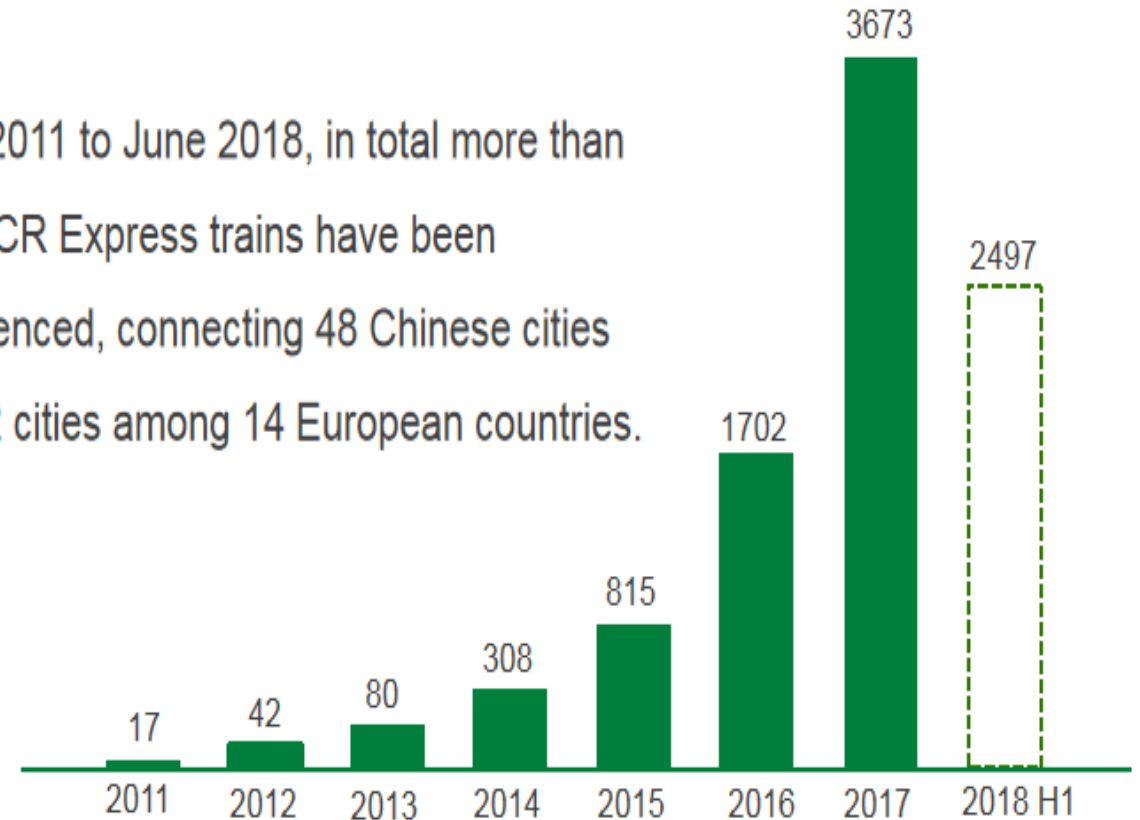
- e-packet
- CP International Small Packets.



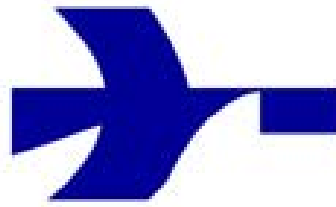
Mail Transport by Railway



From 2011 to June 2018, in total more than 9,000 CR Express trains have been commenced, connecting 48 Chinese cities and 42 cities among 14 European countries.



Mail Transport by Railway



Chongqing-Malaszewicze is the first routes to commence China-Europe railway mail transportation pilots during the period of 2014-2017.



Yiwu-Malaszewicze Route

The Yiwu-Malaszewicze route has been commenced 2 west-bound pilots in JAN and APR 2018, which will be regularly operated soon.



Dongguan-Malaszewicze Route

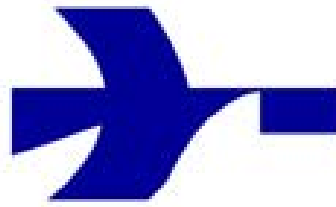
The Dongguan-Malaszewicze route has been commenced its first west-bound pilot in AUG 2018.



Zhengzhou-Malaszewicze Route

Zhengzhou was officially appointed as the 4th China-Europe mail transportation railway port by China Customs in JUL 2018.

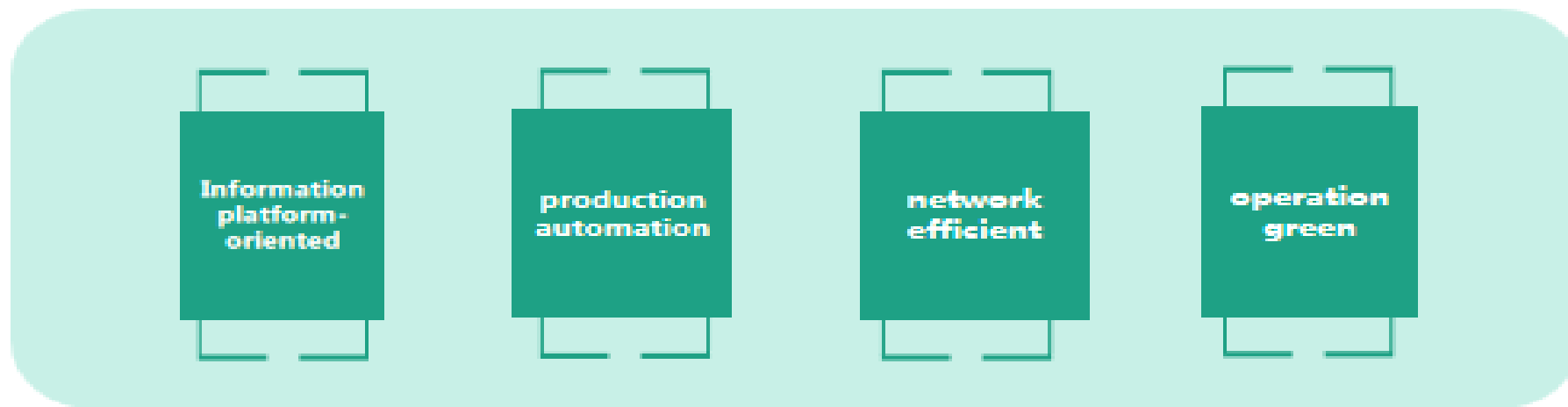
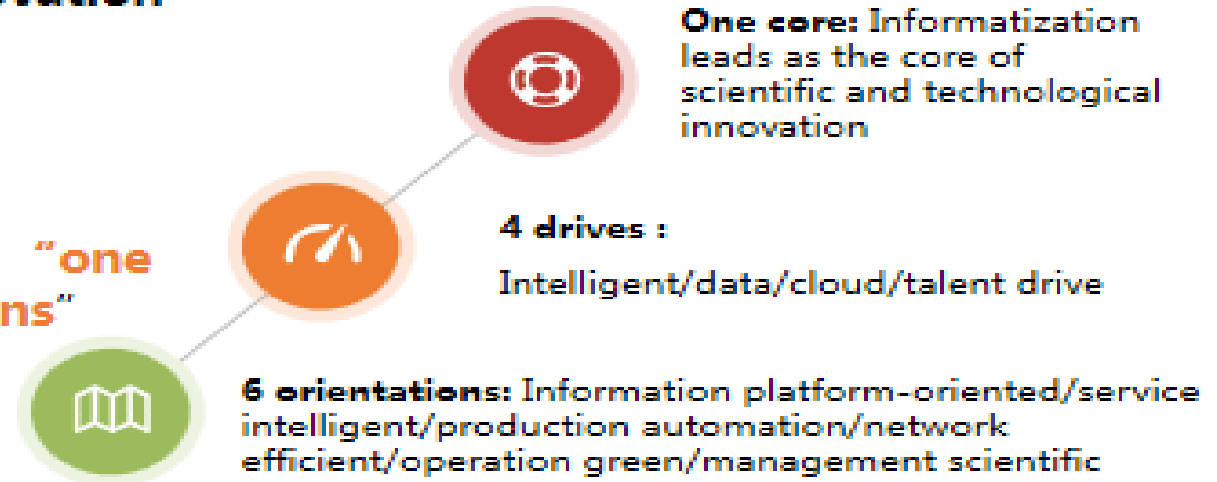
Sci-Tech Innovation



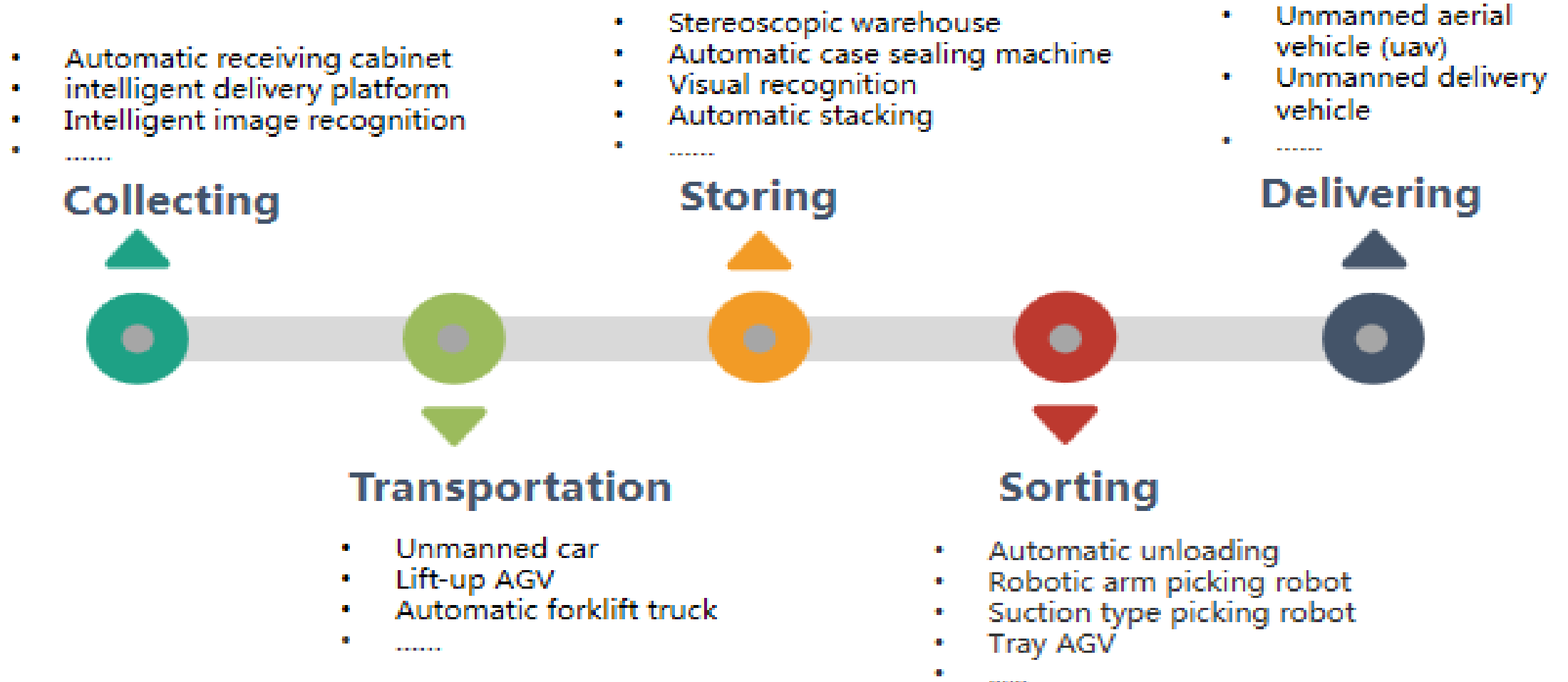
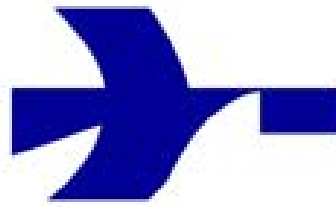
The 13th 5-year technological innovation development path of China Post

Stick to the science and technology strategy led by informatization

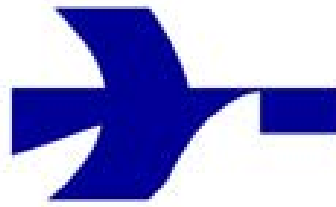
Promoting the development path of **“one core, four drives and six orientations”**



Sci-Tech Innovation



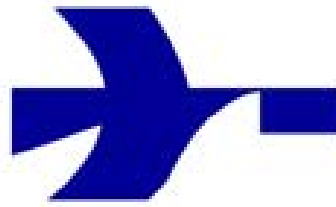
New Technology Application



Intelligent post box



New Technology Application



Double layer sorters



Small packet sorters



Big and small packet sorters



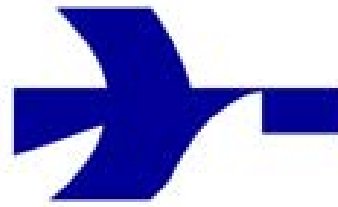
Matrix sorting system



Single/double layer sorting system



New Technology Application



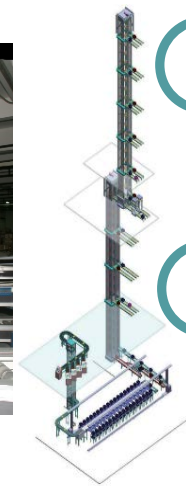
- ① New generation flat sorter
✓Efficiency: 18000p/h

- ② New generation letter sorter
✓Efficiency: 40000p/h

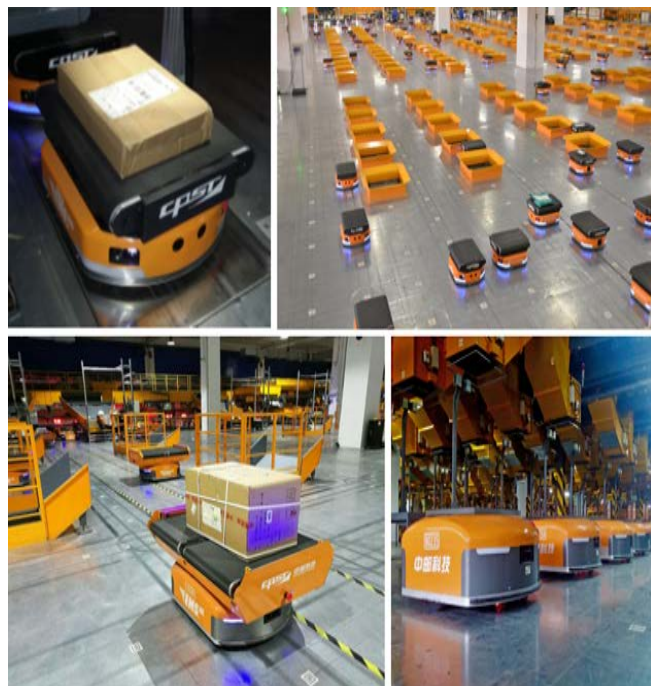
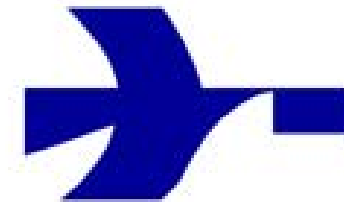


- ③ Letter and flat unity sorter
✓Efficiency: 18000p/h

- ④ New generation vertical lift
✓Efficiency: 1200p/h



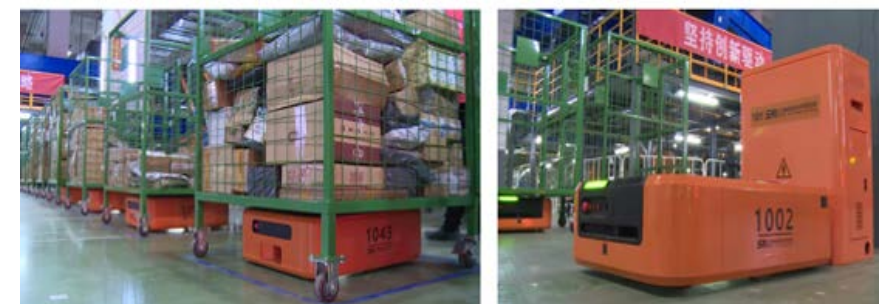
New Technology Application



Wuhan AGV

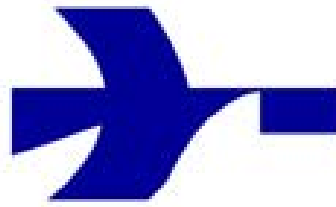


Shanghai AGV



Beijing AGV

New Technology Application



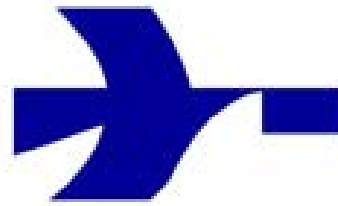
Unmanned Aerial Vehicle(UVA)



Unmanned Vehicle Renderings



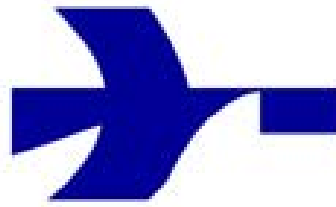
New Technology Application



Intelligent parcel lockers



New Technology Application



R&D Centers

China Post Technology Company: automatic, intelligent logistic equipments

China Post Science Reserch and Planning Institute: industry research

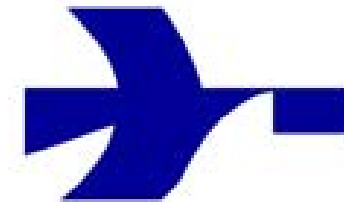
China Post Information Science Comany: cloud computing, big data, IOT

Innovation Labs

**Labs of IOT,logistic equipment, green pachment,AI
follow the industries' state-of-the-art technologies
integrate the advanced new technologes with postal business**

Grass-root Innovation

**Creat platform to encourage grass-root staff to engage in innovation
Award those staff who made achievements in scie-tech innovation
Make innovation a company culture**



- THANK YOU !

