

Belt and Road Initiative to Boost Rail Connectivity & Triggers Industry Mergers and Acquisitions

Interview with Siddique Khan, CEO of Kerry Globalink Logistics



years in particular there has been much greater results.”

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In addition to across the board economic growth, he asserts that the initiative has a positive impact on smaller economies including Kazakhstan, Pakistan, Vietnam, and Cambodia, as well as small-and-medium sized enterprises (SMEs) due to of the ease of transport, increased connectivity and more direct trade. Khan says, “Chinese traders are coming closer to Western China which gives them access into Central Asia. Also, there will be a migration of SMEs because large scale enterprises are always in China. The initiatives are important to SMEs and they will be getting some economic benefits from this.”

In response to intensifying competition from the Chinese railway companies, two of the biggest European rail organisations, Siemens and Alstom, have merged to form Siemens Alstom. Khan expects the Belt and Road initiative to trigger more mergers and acquisitions. He states, “In the longer term, not only cargos, but more and more people would be travelling by rail from Western China to Central Asia and Europe.”

The merger and acquisition activities are also found in the shipping industry. Khan confirms this

by saying, “Cosco Shipping, for example, has acquired a lot of small carriers in the region and is now one of the world’s fourth largest carrier. The company has been building necessary infrastructure and establishing their hubs around the world including those in Greece and Sri Lanka.”

As he is also the CEO of Globalink Logistics, Khan points out that Kerry Logistics Network Limited has entered a joint venture with Globalink Logistics by forming Kerry Globalink Logistics with the aim of expanding its business coverage in Central Asia and the Commonwealth of Independent States (CIS). Khan says, “We’re going to offer multi-model products like combining rail by road in order to penetrate deeper into the regions which are not directly connected by rail or road.”

To be able to see the initiative all the way through to completion, Khan advises that, “We have to engage in calculated risks and at the same time we have to be brave. You should have a vision. Most importantly, we should take into account the business opportunity and not to mix up the Initiative with politics.”

Khan will be joining the Asian Logistics and Maritime Conference. He concludes by saying, “The Conference is a key industry event in Asia where I expect to connect with Asian businesses and to eagerly listen to their point of view concerning the Belt and Road Initiative.”

Belt and Road Initiative, launched by Chinese President Xi Jinping in

2013, is a Eurasian strategy that seeks to boost economic growth by connecting maritime routes and land infrastructure networks all the way from the Chinese mainland through Asia and on to Africa and Europe.

This will not only benefit the leading players of the initiative, but as Siddique Khan, CEO of Kerry Globalink Logistics believes, will also allow smaller economies, to reap substantial economic rewards.

Khan, based in Kazakhstan, points out that the Belt and Road initiative is nothing new in itself, saying, “When President Xi announced the initiative in 2013, it was more or less a consolidation of scattered programmes. But Xi’s input helped fast-track what we previously saw. In the last three

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「一帶一路」促進鐵路連接 帶動行業合併購

專訪長駐哈薩克的 Kerry Globalink Logistics 行政總裁西迪基·簡 (Siddique Khan)



由中國國家主席習近平於 2013 年提出的「一帶一路」，旨在重建連接歐亞及非洲的新海陸貿易路線以推動經濟增長。Kerry Globalink Logistics 行政總裁西迪基·簡 (Siddique Khan) 認為，「一帶一路」將同時惠及強國及較細的經濟體系。

長駐哈薩克的西迪基·簡提到，「一帶一路」本身並非全新的舉措：「當習主席於 2013 年提出『一帶一路』時，那只是把零碎的經濟活動來個整合，但經他一提，那些經濟活動的確加快推進，而且過去三年，亦陸續見到成果。」

西迪基·簡指出，面對中國鐵路公司的激烈競爭，歐洲兩大鐵路企業 Siemens 及 Alstom 就合併成為 Siemens Alstom。他更預計，「一帶一路」將觸發更多行業的合併及收購。

「長遠來說，不只是貨品，將有更多人會乘搭鐵

路，從中國西部到亞洲中部及歐洲旅遊。」他說。

航運業亦出現不少併購活動。簡舉例指，中國遠洋海運集團已在亞洲區內收購不少小型航運公司，並且成為全球四大航運公司之一；而該公司更已在全球各地包括希臘及斯里蘭卡等，興建基礎建設及航運中心。

營商者在衡量風險的同時，亦要敢於冒險，並具有遠見。「更重要是，我們要看清商機所在，而不要與政治混為一談。」簡說。

西迪基·簡於 11 月 23 及 24 日飛抵香港出席亞洲物流及航運會議。他表示：「亞洲是我們的家，對我們的業務發展相當重要。這個會議是亞洲區重要的行業活動，我希望透過活動，可以與亞洲營商者緊密聯繫，並且聽取他們對『一帶一路』的意見。」

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