

Official Logistics Partner

# **TACKLE ASIA**

YOUR GUIDE TO

**RUGBY WORLD CUP 2019™, JAPAN** 

FEATURING RACHAEL BURFORD & DANNY CARE



# THE PLANE RS

Harlequins and England players Rachael Burford and Danny Care give us their predictions for Rugby World Cup™ 2019

# What are your earliest memories of Rugby World Cup™?

Rachael Burford: Rugby World Cup 2003 is the first one I remember vividly. We were actually watching the final at England training, where our head coach at the time was Geoff Richards, who is Australian. In a matter of minutes we went from going wild in that moment of England winning and experiencing Jonny's infamous drop kick straight back to Geoff turning round and saying "everybody out" and into to a brutal training session!

**Danny Care:** My earliest memory of Rugby World Cup has to be RWC 2003, of course. Seeing Jonny's drop goal to help us win the tournament was a memory no England supporter will ever forget. However, you can't forget that aside from Jonny's drop goal, it was a great all-round team effort and every member of the squad will forever be heroes.

# Where will you be watching the tournament?

**RB:** I really like watching them on the TV! I like to be able to see the replays, the close ups, hear the commentary and the referees. I have also been really fortunate to be at the final of Rugby World Cup several times, it's incredible.

This year we are in season with Harlequins Women, but where we can we are going to try to set up a couple of opportunities for the girls to watch some matches together. I am also lucky enough to be going out to see the play offs and the final in Japan which is so exciting.

**DC:** I am going to be doing a lot of media work during Rugby World Cup 2019 so if I am not watching it at home with my son, Blake, I will likely be in a studio.

# POINTOF WEIGHT

## How will your fellow Quins players fare?

**RB:** All the Quins' who have been called up to RWC 2019 are very exciting players!

With the likes of Mako Vunipola struggling a bit, Joe Marler could be set up to have a really big tournament. He's a player who doesn't shy away from a challenge so would massively step up and really represent. Off the pitch he's got good gamesmanship and will really help bring an abundance of experience.

Kyle Sinckler will also be crucial for England going forward. If he continues playing with the accuracy and energy he has in the loose, he is going to be an absolute handful for the opposition.

I can't not mention Vereniki Goneva – he is so deadly! His finishing ability is 100 per cent; he has the capacity to create something from nothing. With the exciting back line Fiji possess it's going to be a great opportunity for him – he will be one to watch out for.

Semi Kunatani has such a great balance to his game, the ability to line break and offload will also open up opportunities for Fiji.

**DC:** It's incredible to see so many Harlequins players representing different countries around the world, from England to Fiji. They will all do us all proud and we can't wait to have them join up with us after Rugby World Cup 2019.

## Who are your players to watch?

RB: I've watched Kwagga Smith play on the Sevens circuit and always admired his strength and power. Now with his wealth of experience and ability it's going to be fascinating to " I believe that all home nations will make at least the quarter final stage"

a real rock for the Welsh side; if he plays well it captivates the team around him to perform.

I like to see how players take on my centre position across the tournament, so I'll be watching Manu Tuilagi. We've seen what he can produce, if he's not line breaking, it's taking five of them to take him down. Also, Jonathan Davies for Wales, Ladmire him so much and the bigger the match the better he plays. He is a solid player who creates chances for others.

DC: Alivereti Raka, who has just made it into the French side and is an incredible winger and point scorer, and Antoine Dupont, are my players to watch for this year's tournament. These two French players are really standing out at the moment and are definite threats at Rugby World Cup 2019. Whilst the French side still has a lot to work out, as a team, there is no doubting the incredible talent amongst the squad. Dupont, the Toulouse scrum half is only 22. What an exciting young talent, with nearly 20 caps already, I am sure he will be one of the star performers for the French side.

# What are your predictions for the home nations?

**RB:** Wales are the in-form home nation, but they definitely can't afford any more injuries. The coach is a master when it comes to winning!

The pool that both Scotland and Ireland are in allows them to generate some momentum towards the quarter-final. Progress beyond that will really depend on their draw.

If England get out of their pool and minimise their injuries, they really have a chance to win Rugby World Cup 2019. This tournament is the most open tournament ever, they have enough versatility and power to win it.

**DC:** I can't see any reason why England or Wales couldn't go all the way. England are on form, as are Wales, and these are two squads that are hungry to topple New Zealand this year. I also believe that all home nations will make at least the quarter-final stage.

## Who's going to lift the trophy?

**RB:** Of course, you just can't write off teams like South Africa and New Zealand. Anything could happen, one decision could go against you, so we've got to wait for it to kick off and unfold.

**DC:** I would love it to be England, naturally. New Zealand are going in, again, as favourites but it's on

unfamiliar territory for most nations so you never really know what will happen. Ultimately, I think it will come down to either England or New Zealand.

What are your expectations for the Women's Rugby World Cup in 2021?

RB: We've seen record audience numbers build every year, the talent and athleticism are pulling in crowds. With the game returning to New Zealand, a country that lives, breathes and sleeps rugby and is a strong leader for the women's game – on and off the pitch – there will be a huge buzz.

This will be the first time the Women's Rugby World Cup is going to be in the Southern Hemisphere and it will hopefully capture both the audience that has been waiting for the game to return and inspire new fans. Without a shadow of a doubt it is going to have a dramatic effect. With all the equality and support for the women's game, it feels like the only way is up.







# **THE HISTORY**

Rugby World  $Cup^{TM}$  is the greatest honour in rugby and one of the world's most popular competitions. The tournament in 2019 is set to be bigger and better than ever before.

The first Rugby World Cup took place in Australia and New Zealand in 1987 with 16 teams – 2019 will see 20 nations compete for the title and the chance to lift the Webb Ellis Cup – named in honour of the sport's folkloric founder, English schoolboy William Webb Ellis.

Japan shocked the world in 2015 by defeating South Africa but ultimately bowed out at the pool stage. Unlucky to miss out on a quarter-final place having also defeated Samoa and USA, can they go further on home soil?







# PREVIOUS WINNERS

1987 NEW ZEALAND

1991 AUSTRALIA

1995 SOUTH AFRICA

1999 AUSTRALIA

2003 ENGLAND

2007 SOUTH AFRICA

**2011** NEW ZEALAND

**2015** NEW ZEALAND

# RUGBY'S IN OUR DNA

DHL's strong association with rugby stretches back almost 50 years, starting with a few British. South African and Antipodean employees working together in London and playing the game in local parks in their spare time. Soon they were playing against some of the more recognised London clubs and it was clear rugby reflected the characteristics of DHL's DNA - speed, passion, teamwork and can-do-spirit characteristics that still resonate throughout the company today.

DHL proudly stands as the world's leading air express and logistics company and its association with rugby has grown with it – locally, nationally and globally. DHL is the principal partner of Harlequins in the UK, the DHL Stormers in South Africa and the Canadian national team. As Official Logistics Partner, DHL has helped to deliver successive Rugby World Cup tournaments, British & Irish Lions Tours and the World Rugby Sevens Series.

As DHL celebrates its 50th year, we look back on five decades of innovation.

# **LOGISTICS FOR A CONNECTED WORLD**

Innovation is also an essential part of DHL's DNA, beginning back in 1969 with the idea of transporting shipping documents from San Francisco to Honolulu by plane, allowing customs clearance of the corresponding ship cargo to begin before the ships actually arrived, The invention of DHL's international express service was the starting point for a large number of innovations and has made DHL one of the world's most important logistics partners over the past 50 years.

#### **DHL: BORN IN 1969**

## 1969-1979: Pioneering

Tenacity fuelled DHL's fast growth - operating in a new country every two months and a new city every eight days, travel to far-flung countries with vastly different cultures and languages brought about opportunity in the face of industrial monopolies, government agencies and competitors.

#### RESHAPING OURSELVES TO FIT A NEW WORLD

## 1980-1989: Adaptation

With the world forever changing, DHL's business model has always had to adapt fast: from reacting to the invention of the fax machine by transforming from an express courier service to package delivery, to building an aviation fleet and developing large-scale networks in the US and Europe in response to airport congestion.

## A TIME FOR BREAKING DOWN BARRIERS

### 1990-1999: Globally Local

Having expanded into almost every country in the world DHL started "thinking global but acting local", applying local solutions to bridge global distances, including setting up express logistics centres to manage next-morning deliveries worldwide and introducing Import Express to enable shipments from anywhere to anywhere.

# AN IMMERSION INTO THE DIGITAL WORLD BEGINS

## 2000-2009: Evolution

In a world where the rapid growth of e-commerce intersected with global trade, DHL revolutionised how they communicated with customers.

Using the power of social media and websites, DHL embraced digital, building meaningful connections with customers online.

#### A COMMITMENT TO OUR ENVIRONMENT

#### 2010-2019: Sustainability

Sustainability initiatives have been integrated into the heart of DHL's corporate strategy, encouraging a wealth of innovative ideas like the StreetScooter: a DHL-designed electric vehicle. Examples like this support DHL's company-wide initiative to improve carbon efficiency by 30% - all of which were met across air and road operations, buildings and facilities, in 2016.



Rugby is a game played by two teams of 15 players. The aim of the game is very simple: use the ball to score more points than the other team. You can run with the ball, kick it and pass it backwards, but passing forwards is not allowed. Rugby is a contact sport, so you can tackle an opponent in order to get the ball, as long as you stay within the laws!

# SIMPLY EXPLAINED

There are many rules (known as laws), which can make it hard for someone new to the game to keep track of what is going on. Over the next few pages you'll find simple explanations to some of the basics of the game. It's not a comprehensive rule book (it doesn't go into the intricacies of the scrum, rucks, mauls and offside law), but it should get you started and help you enjoy one of the world's biggest and fastest growing sports.

RUCKS, MAULS, SCRUMS, LINE-OUTS, TRIES, DROP-GOALS, ADVANTAGE, PENALTIES, SIN BINS, OFFSIDE, TACKLES, FLANKERS AND HOOKERS

TRY = 5 POINTS

The act of putting the ball down on or over the try line. Leads to a conversion attempt.

CONVERSION = 2 POINTS

Following every try is a chance to kick the ball between the goal posts and over the crossbar.

PENALTY KICK = 3 POINTS A chance to kick the ball between the goal posts

and over the crossbar. Awarded for certain infringements of the rules.

DROP-GOAL = 3 POINTS

A kick in open play when the ball is dropped to the A kick in open play when the batts dropped of over ground then kicked between the goal posts and over the crossbar.

PENALTY TRY = 7 POINTS If the referee believes a foul has been deliberately committed to prevent a try being scored, he can committed to prevent a try being scored, he can award a penalty try. No conversion attempt is required.

# RWC 2019™ PO0

Win POOL STAGE	
Win	OUL STAGE
Draw	4 points
36	2 noint
- 501 6 4 (FIAc	0 pa: .
Lose by 7 points or les	0 points1 bonus point ss1 bonus point
Plucas	bonus point

The scoring system means that few

matches end in a

draw, A team can

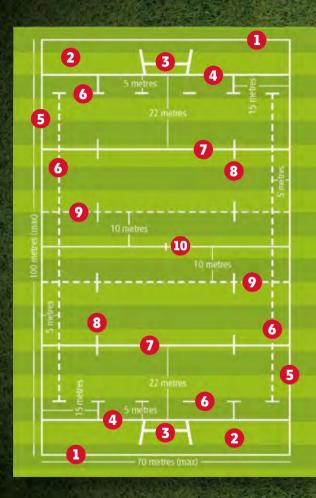
one moment then

winning the next!

be behind on points

# RWC 2019 KNOCKOUT STAGE

If the scores are level at the end of the 80 minutes then an additional 20 minutes extra time will be played. If the scores are still level at the end of extra time then a maximum further 10 minutes of 'sudden death' will be played during which the first team to score any points will be declared the winner. If there is still no winner after 'sudden death' then the match will be decided by a penalty kicking competition.



# PITCH &POSTS



The rugby ball must be 28cm-30cm in length and 410g-460g in weight

**DEAD BALL LINE** 

IN-GOAL AREA

**GOAL POSTS** 

**TRY LINE** 

**TOUCH LINE** 

**5 METRE LINES** 

22 METRE LINE 15 METRE LINE

10 METRE LINE

HALFWAY LINE 10

## **IN TOUCH**

If any part of the ball, or any part of the player carrying the ball, makes contact with the touch line, the ball is out of play. The maximum size of the pitch is

100 metres long and 70 metres wide, whilst the in-goal area must be no deeper than

22 metres. The sidelines are referred to as

touch lines. Two key markings are the five

metre lines which run parallel to the touch

line and are important for line-outs. The 22 metre line which is parallel to the try line

marks a defensive boundary.

A player between their own

22 metre line and their goal may kick the ball directly

off the pitch in defence.



## **HOW LONG?**

Matches last for 80 minutes, divided into two 40 minute halves, with up to a 15 minute break in the middle. The referee stops and starts the clock to allow for injuries and other stoppages. When 80 minutes playing time is up the clock goes 'red' and the match is over the next time the ball goes out of play. However, if a penalty is awarded after time has elapsed the player must tap the ball before kicking it dead. If not, the referee will allow the throw-in to be taken.

# BLINDSIDE FLANKER Quick and muscular in the back row of the scrum. Attacks and defends on the narrower 'blindside' of the pitch.

Tall and powerful in the second row of the scrum. Useful in line-outs.

# BIG, SMALL, FAST, TALL...

Fifteen players of all shapes and sizes make up a Rugby Union team and they're split into two groups; the forwards (1–8) are the big boys who compete in the scrums and the backs (9–15) provide more of the speed, agility and evasiveness required in many cases to score tries in open play. The numbers on their shirts indicate which position they play and they all have unique roles.

Additionally, each side can use up to seven substitutes to replace injured or tired players. If a player needs to leave the pitch to be treated for a blood injury or Head Injury Assessment (HIA) he can be temporarily replaced until he's been stitched up and bandaged (this does not count as a substitution).



## Smaller, but quick-witted, the link between the forwards and the backs. Feeds the ball into scrum.



Quick on his feet and either out on his own or at the end of the line. Likes to score tries.

## **TIGHTHEAD PROP**

Big and powerful, on the inside right in the front row of the scrum.



#### OPENSIDE FLANKER

Quick and muscular in the back row of the scrum. Attacks and defends on the wider 'openside' of the pitch.



#### FLY HAL

Smaller, quicker and the leader of the backs! Often the goal kicker (think Jonny Wilkinson).

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#### **INSIDE CENTRE**

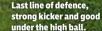
Quick and strong with good handling skills. Able to take some big hits.



## **OUTSIDE CENTRE**

Quick and strong with good handling skills. Gets the ball to the wingers.







#### **RIGHT WINGER**

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Quick on his feet, either out on his own or at the end of the line. Likes to score tries.

# **POOLS**

The pools have been drawn for Rugby World Cup 2019™ with each team playing the opponents in their pool once in a round-robin format. The two teams from each pool who finish the pool stage with the most points will proceed to the knock-out round.











# **POOL STAGE**

**POOL A** 

JAPAN V RUSSIA

FRI 20 SEPT - 11:45 TOKYO STADIUM

**IRELAND V SCOTLAND** 

SUN 22 SEPT - 08:45 INTERNATIONAL STADIUM YOKOHAMA

**RUSSIA V SAMOA** 

TUES 24 SEPT - 11:15 KUMAGAYA RUGBY STADIUM

JAPAN VIRELAND

SAT 28 SEPT - 08:15 SHIZUOKA STADIUM ECOPA

SCOTLAND V SAMOA

MON 30 SEPT - 11:15 KOBE MISAKI STADIUM

**IRELAND V RUSSIA** 

THURS 03 OCT - 11:15 KOBE MISAKI STADIUM

JAPAN V SAMOA

SAT 05 OCT - 11:30 CITY OF TOYOTA STADIUM

**SCOTLAND V RUSSIA** 

WED 09 OCT - 08:15 SHIZUOKA STADIUM ECOPA

IRELAND V SAMOA

SAT 12 OCT - 11:45 FUKUOKA HAKATANOMORI STADIUM

**JAPAN V SCOTLAND** 

SUN 13 OCT - 11:45 INTERNATIONAL STADIUM YOKOHAMA POOL B

NEW ZEAL AND V SOUTH AFRICA

SAT 21 SEPT - 10-45 INTERNATIONAL STADIUM YOKOHAMA

**ITALY V NAMIBIA** 

SUN 22 SEPT - 06:15 HANAZONO RUGBY STADIUM

**ITALY V CANADA** 

THURS 26 SEPT - 08:45 FUKUOKA HAKATANOMORI STADIUM

**SOUTH AFRICA V NAMIBIA** 

SAT 28 SEPT - 10:45 CITY OF TOYOTA STADIUM

**NEW ZEALAND V CANADA** 

WED 02 OCT - 11:15 OITA STADIUM

**SOUTH AFRICA VITALY** 

FRI 04 OCT - 10:45 SHIZUOKA STADIUM ECOPA

**NEW ZEALAND V NAMIBIA** 

SUN 06 OCT - 05:45 **TOKYO STADIUM** 

**SOUTH AFRICA V CANADA** 

TUES 08 OCT - 11:15 KOBE MISAKI STADIUM

**NEW ZEALAND VITALY** 

SAT 12 OCT - 05:45 CITY OF TOYOTA STADIUM

NAMIBIA V CANADA

SUN 13 OCT - 04:15 KAMAISHI RECOVERY MEMORIAL STADIUM **POOLC** 

FRANCE V ARGENTINA

SAT 21 SEPT - 08-15 TOKYO STADIUM

**ENGLAND V TONGA** 

SUN 22 SEPT - 11:15 SAPPORO DOME

**ENGLAND VUSA** 

THURS 26 SEPT - 11:45 KORE MISAKI STADILIM

**ARGENTINA V TONGA** 

SAT 28 SEPT - 05:45 HANAZONO RUGBY STADIUM

FRANCE V USA

WED 02 OCT - 08:45 FUKUOKA HAKATANOMORI STADIUM

**ENGLAND V ARGENTINA** 

SAT 05 OCT - 09:00 TOKYO STADIUM

**FRANCE V TONGA** 

SUN 06 OCT - 08:45 KUMAMOTO STADIUM

**ARGENTINA V USA** 

WED 09 OCT - 05:45 KUMAGAYA RUGBY STADIUM

**ENGLAND V FRANCE** 

SAT 12 OCT - 09:15 INTERNATIONAL STADILIM YOROHAMA

**USA V TONGA** 

SUN 13 OCT - 06:45 HANAZONO RUGBY STADIUM POOL D

**AUSTRALIA V FIJI** 

SAT 21 SEPT - 05-45 SAPPORO DOME

**WALES V GEORGIA** 

MON 23 SEPT - 11:15 CITY OF TOYOTA STADIUM

**FIJI V URUGUAY** 

WED 25 SEPT - 06:15 KAMAISHI RECOVERY MEMORIAL STADIUM

**GEORGIA V URUGUAY** 

SUN 29 SEPT - 06:15 KUMAGAYA RUGBY STADIUM

**AUSTRALIA V WALES** 

SUN 29 SEPT - 08:45 TOKYO STADIUM

**GEORGIA** V FIJI

THURS 03 OCT - 06:15

HANAZONO RUGBY STADIUM

**AUSTRALIA V URUGUAY** 

SAT 05 OCT - 06:15 OITA STADIUM

**WALES V FIJI** 

WED 09 OCT - 10:45 OITA STADIUM

**AUSTRALIA V GEORGIA** 

FRI 11 OCT - 11:15 SHIZUOKA STADIUM ECOPA

**WALES v URUGUAY** 

SUN 13 OCT - 09:15 KLIMAMOTO STADILIM

\*TIME OF THE MATCH SHOWN IS AT UK AND IRELAND TIMES

# **KNOCKOUT STAGE**

**QUARTER-FINAL 1** 

WINNER POOL C

V

RUNNER-UP POOL D

SAT 19 OCT - 08:15 OITA STADIUM **QUARTER-FINAL 2** 

WINNER POOL B

V

**RUNNER-UP POOL A** 

SAT 19 OCT - 11:15 TOKYO STADIUM

SUN 20 OCT - 08:15 OITA STADIUM

**QUARTER-FINAL 3** 

**QUARTER-FINAL 4** 

WINNER POOL A

V

**RUNNER-UP POOL B** 

SUN 20 OCT - 11:15

TOKYO STADIUM

#### **SEMI-FINAL 1**

WINNER QF

V

WINNER QF2

SAT 26 OCT - 09:00

INTERNATIONAL STADIUM YOKOHAMA

SEMI-FINAL 2

WINNER OF:

V

WINNER QF4

SUN 27 OCT - 09:00

INTERNATIONAL STADIUM YOKOHAMA



**BRONZE FINAL** 

**RUNNER-UP SF1** 



**RUNNER-UP SF2** 

FRI 01 NOV - 09:00

**TOKYO STADIUM** 

FINAL

WINNER SF1



WINNER SF2

**SAT 02 NOV - 09:00** 

INTERNATIONAL STADIUM YOKOHAMA

If a team is constantly misbehaving and the referee has had just about enough of it, he can show a player a yellow card — that means 10 minutes off the pitch in the sin bin. For more serious offences such as dangerous play and violent behaviour, a red card can be shown and the guilty player will be sent off altogether.

# INTHEBIN

NO PUNCHING, KICKING, SLAPPING, TRIPPING, STAMPING, TRAMPLING, BITING, GOUGING - OR RETALIATING!

There is one referee to control the match and two touch judges to assist with the decisions on the touch lines. The touch judges also stand behind the goal posts to judge whether penalty goals and conversions are successful. For Rugby World Cup matches there is also a Television Match Official (TMO) who, with the benefit of TV replays, also assists with decisions.

SIN BIN 10 MINS OFF FOR REST OF MATCH

# TAKE ADVANTAGE

When a player does something they shouldn't and the other team has or gains possession of the ball, the referee shouts advantage and lets the play carry on to allow the other team to try to gain from the situation. If an advantage is not gained after sufficient time, the referee will award a scrum, a penalty or a free kick.

# PENALTIES AND FREE KICKS

OBSTRUCTION

blocking their path, whether they have

Standing in front

of a player and

the ball or not.

is not allowed.

When a team does something they shouldn't (except an unintentional forward pass or knock-on), and the other team is unable to gain an advantage, the referee will award a free kick or penalty. Free kicks are awarded for technical infringements, penalties are for more serious things such as offside and foul or dangerous play. The referee signals these with his arm pointing upwards at 45 degrees and the offending team must go back 10 metres from where the penalty was awarded. Unlike in football, penalties in rugby happen a lot!



# **A QUICK ONE**

Alternatively, a team can take a quick throw in.

The player taking it needs to be behind the point where the ball went out of play and must use the same ball. The ball must travel in a straight line or backwards for at least five metres and can't have been touched by anyone else.

# **CAULIFLOWER EARS**

The swelling of the outer ear is a common feature of rugby players, especially those involved in the scrum. Taping and/ or bandaging the ears can help to prevent this, as does wearing a scrum-cap.

A line-out is a way of restarting play after the ball has been kicked or carried into touch and is taken on the exact spot where the ball went out of play.

The team who weren't the last to touch the ball (except in the case of a penalty) get to throw in the ball. They also get to decide how many players compete in the line-out, between three and eight from each side. The hooker throws the ball down the centre of the two lines of players who, with the help of their team mates, jump to compete for possession.

# SCRUMS

When play is stopped for a minor infringement (a forward pass or knock-on), it is restarted by a scrum made up of the eight forwards from each team. During a scrum, the ball is rolled into the middle of the two opposing "packs" by the scrum half (No. 9) and "hooked" back by the hooker (No. 2) from either side. During a scrum, all players not involved must be at least five metres behind their side of the scrum; otherwise they are offside.



In general, a player is offside if they are in front of a teammate who is carrying the ball or they are in front of the teammate who last played the ball. These players cannot participate in the match until they are in a position where the ball is in front of them again and another player has touched it.

# PASS BACKWARD

The ball is transferred from one player to another by passing (throwing) the ball backwards to players of the same team. If a pass goes forward or if a player drops the ball forward (called a knock-on), play is stopped and a scrum is awarded to the other team.

# **TACKLE**

When a player is running with the ball, he may be tackled by an opposing player. Tackles must be no higher than the shoulders and must be made with the arms. If the tackled player is brought to the ground and held, they must release the ball so that both teams can contest possession. Players must be on their feet when competing for the ball. You can't tackle a player when they are in the air and you can't tackle a player without them having the ball.

# KICK FORWARD

Players may kick the ball forward.

They might do this to launch an attack, gain territory or to get out of trouble, but any teammate who is in front of the kicker is offside until the kicker, or anyone in an onside position when the ball is kicked, runs past them.



# TACKLE ASIA

**WITH DHL** 



Sean Wall, Executive
Vice President, Network
Operations and Aviation, DHL
Express Asia Pacific, takes a
look at the opportunities the
region offers.



In 2019, DHL is celebrating a milestone we are incredibly proud of: 50 years of delivering for our customers in more than 220 countries and territories worldwide. After just one year in business, DHL handled shipments that travelled to territories in the Far East and Pacific Rim and by 1972 we established offices in Philippines, Hong Kong, Japan, Singapore and Australia. In 1996, DHL opened its first Asia Pacific hub in Manila.

Now the largest and fastest growing e-commerce and cross border markets are all in the Asia Pacific region. Higher internet penetration, increasing mobile usage, a rising middle class, and an improved delivery infrastructure are just some of the triggers of this rapid growth. As the world's leading international express service provider, DHL Express is here to help you grow your business internationally by giving you the support, information and expertise you need to take on the tremendous opportunities in Asia.

In November 2017, we invested €335 million to expand the Central Asia Hub in Hong Kong, and the expansion is expected to be completed within the next three years. We deployed our first passenger-to-freighter A330-300 in the first quarter of 2018, servicing the fast-growing markets of Malaysia, Vietnam, and Hong Kong with 33 per cent more freight capacity per flight.

In July 2018, we added a new Boeing 767-300F freighter aircraft with 50 per cent more cargo capacity to service the Trans-Tasman trade lane. We also introduced new direct flights from Shenzhen to our Leipzig Hub in November 2018. Since the start of 2019, DHL Express has opened new service centres in Asia, including Australia, China, Indonesia, Japan, New Zealand, Sri Lanka, India, Taiwan, and Vietnam.

We see growth potential in countries including India and Bangladesh, where the manufacturing sectors are booming. Vietnam and Thailand also continue to attract investors with the government's focus on technology and infrastructure upgrades; while high-tech markets like South Korea and Japan are well positioned to benefit from the next generation of wireless connectivity and technologies like IoT.

Read on as we shine a spotlight on the opportunities in Asia Pacific's fastest growing markets.



### SPOTLIGHT ON...

# CHINA

China's relaxation of import regulations means there is an increasing appetite for foreign goods. China is the largest e-commerce market in the world with a higher market volume than the US.



#### POPULATION: 1.4 billion

#### TOP INDUSTRY EXPORT OPPORTUNITIES

- **Flectronics**
- Healthcare
- Education
- Construction and green building
- Luxury goods

#### DID YOU KNOW?

41% of online shoppers have bought an item from Europe

## **DHL IN CHINA**

- DHL serves customers through 140 service centres across China
- DHL Express has successfully established the largest international express delivery service network in China, covering 80% of China's major population and business centers
- Over 500 Weekly Flights
- 1 Hub, 11 Gateways
- 2,300 Vehicles
- Around 8,000 Certified **International Specialists**

## **SPOTLIGHT ON...**

# HONG KONG

There is a new scope in Hong Kong as the opportunity for explosive growth in e-commerce moves into the region.





#### TOP INDUSTRY EXPORT **OPPORTUNITIES**

- Fashion
- Electronics
- Beauty Products

#### DID YOU KNOW?

Hong Kong's online shoppers want shipping and delivery fees waived or included in product price, the convenience to shop anytime and anywhere and special discounts offered online.

## **DHL IN HONG KONG**

HONG KONG HARE

- DHL Central Asia Hub is strategically located in Hong Kong, connecting all major Asian cities within 4-hour flight time
- · 47 years in Hong Kong as pioneer of express service
- 1 Global Hub, 4 Service Centres

- 887 Weekly Flights
- Over 600 Service Points & Retail Outlets
- Has the largest international air express market share in Hong Kong
- 1.550 Certified International **Specialists**



SPOTLIGHT ON...



# AUSTRALIA

Australia is the top country for cross-border shopping. Brand loyalty is decreasing to around 13%, Australians will opt for the best experience. Mobile shoppers are likely to shop more often at stores that save their payment details for one-click ordering.



POPULATION: 24.6 million

TOP INDUSTRY EXPORT OPPORTUNITIES

- Healthy food, vitamins and supplements
- Natural cosmetic and toiletry products
- Automotive parts and aftermarket

DID YOU KNOW?
The biggest growth in cross-border spend came from the 35-to-44 demographic

### **DHL IN AUSTRALIA**

- DHL Express is the only operator with 24/7 customs clearance and the ability to provide formal clearance notification prior to arrival
- 100+ regular flights/day
- 7 gateways with two major facilities in Sydney and Melbourne enabling fast access to international goods
- DHL Express has the largest air express market share
- 11 Certified Transported Asset Protection Association (TAPA) facilities
- 15 Service Centres
- 400 Vehicles

SPOTLIGHT ON...

# SOUTH KOREA

South Korea is the third largest e-commerce market in the Asia-Pacific region. South Korea is known for having fast fulfilment rates, which means efficient delivery systems. Express Delivery and wide distribution warehouse networks are basics for succeeding in the Korean market.



**POPULATION:** 51.5 million

# TOP INDUSTRY EXPORT OPPORTUNITIES

- Machinery
- Electronics
- Oil
- Transport equipment
- Photo lab equipment
- Toys, hobbies and DIY

#### DID YOU KNOW?

61.5% of the population shops online

## **DHL IN SOUTH KOREA**

- DHL Express has the largest international air express market share in Korea
- No.1 in customer satisfaction and customer loyalty in Korea
- 4 Dedicated Aircraft

- 24/7 Customer Service
- 483 Vehicles

SEOUL'S BONGEUNSA TEMPLE

- 8 Service Points & 138 Retail Outlets
- Over 1,300 Certified International Specialists

**SPOTLIGHT ON...** 

# THAILAND

Thailand is set to become a high-income nation and continue to contend with Indonesia when it comes to imports. Each year, Thailand imports US\$158bn of goods.



**POPULATION:** 69 million

# TOP INDUSTRY EXPORT OPPORTUNITIES

- Transport
- Railway goods
- Food (vegetables and spices)
- Telephones
- · Camera equipment

#### DID YOU KNOW?

Thailand has seen a 58% growth in its online shopping audience

# **DHL IN THAILAND**

- The DHL Bangkok Hub is a 24-hour express facility and the industry's first fully automated express parcel sorting and processing system in the region
- DHL Express Customer Service operates 24 hours a day / 7 days a week in Thailand, while competitors do not
- 285 Weekly Flights
- 1 Gateway
- 228 Vehicles
- 14 DHL Service Centres & 152 Retail Outlets/Service Points
- 1,456 Certified International Specialists

SPOTLIGHT ON...

# **JAPAN**

Japan is a mature, highly connected economy, with strong e-commerce growth and smooth import procedures.



**POPULATION: 127 million** 

# TOP INDUSTRY EXPORT OPPORTUNITIES

- Oil
- Turbines
- Electronics
- Food and personal care
- · Small works vehicles
- Fashion

#### DID YOU KNOW?

76% of the population shops online helping to generate US\$105bn in e-commerce revenue in 2018



### **DHL IN JAPAN**

- DHL Express has the largest international air express market share in Japan
- 270 Weekly Flights
- 3 Gateways

- 702 Vehicles
- 29 Service Centers and 165 Partner Stores
- 1,900 Certified International Specialists

# ARE YOU READY TO TACKLE ASIA?

Take our E-commerce Health Check to receive top tips on how to optimise your website for international trade.

HealthCheckDHL.co.uk







12 HOST VENUES



20 PARTICIPATING NATIONS



546,610KM

TRAVELLED BY INTERNATIONAL FREIGHT



1,500,000+

TOTAL ATTENDANCE ACROSS TOURNAMENT



143 COUNTRIES HAD TICKETS DELIVERED TO



432,000 TICKETS DELIVERED

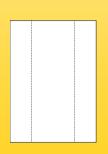


56 TEAM BASES



# **HOW TO FOLD YOUR ORIGAMI SHIRT**

Origami is the intricate art of paper folding, originating more than 1,000 years ago in Japan, which is also the home of Rugby World Cup 2019. Become an origami master and try your hand at the ancient practice by folding a Rugby World Cup 2019 origami shirt.



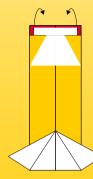
1 Start with the paper blank side up.



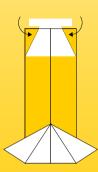
2 Fold the piece of paper on each side inwards towards the middle



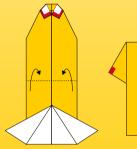
**3** Fold the bottom top layer outwards.



4 Fold the top red and white section backwards.



5 Fold the top corners inwards to make the collar of the shirt



6 Fold the bottom section upwards.



7 Finally, tuck the bottom section underneath the collars to create your finished shirt



