



DST 地上铁

地上铁在新能源物流车行业的应用探索

DST Experiences in Development of Electric Vehicles Application for Logistics

中物联物流装备委副会长单位

- 中国物流技术协会副会长单位
- 深圳市新能源汽车推广中心副理事长单位
- 成都新能源物流车运营商专委会会长单位
- 《城市配送电动汽车采购规范》（2019-TB-002）主编单位
- Vice-chairman Unit of CPAG Equipment Committee
- Vice-chairman Unit of China Logistics Technology Association
- Vice-president Unit of Shenzhen Electric Vehicle Application and Promotion Center
- Chairman Unit of Chengdu Electric Logistics Vehicle Operators Committee
- Chief-editor Unit of Specification for Purchasing Urban Electric Logistics Vehicles (2019-TB-002)

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Part 1

地上铁公司概况 Overview of DST

运营模式概述

Operational mode



最大的新能源车数字化运营服务平台 Largest digital operation service platform for electric logistics vehicles

+标准化、绿色集约、安全管理

Standard, green & intensive, safely managed

+链接客户、司机、车企、车辆

Connecting customers, drivers, car companies, and vehicles

+车/云/业务场景为抓手，服务车辆的全生命周期

Using vehicle/cloud/business scenario to provide life-cycle vehicle service

运营数据展示

Operational data

车辆运营规模
40000+

覆盖城市
170+

服务场站
2000+

互联互通（桩）
150000+

服务企业
2500+

服务司机
100000+

服务环节
140+

工单数量
30000+

售后响应
100000+

年节省燃油
3476万升

年减少CO2
87458t

相当于每年种树
470万棵

亚洲

北京

40000+
vehicles in
operation

170+
cities covered

2000+
service stations

150000+
connected piles

2500+
companies
served

100000+
drivers served

140+
service steps

30000+
service orders

100000+
aftersales responses

34.76million L
fuel saved

87458t
CO2 emission
reduced annually

= 4.7million
trees planted
annually

解决城市物流电动化全系列车型

覆盖电商O2O、3PL、家居建材、制造业、快消品、品牌家电、冷链等全方位配送需求。

轻卡系列

14-18m³



吉利远程E200



福田欧马可



东风凯普特EV350



江铃凯锐

轻客系列

7-13m³



上汽大通EV80



南京依维柯EV42



南京金龙D10

微面系列

4-5.3m³



北汽威旺307EV



华晨鑫源X30L



重庆瑞驰EC35



福汽启腾M70

公司愿景：做新价值的传递者，助力万物互联

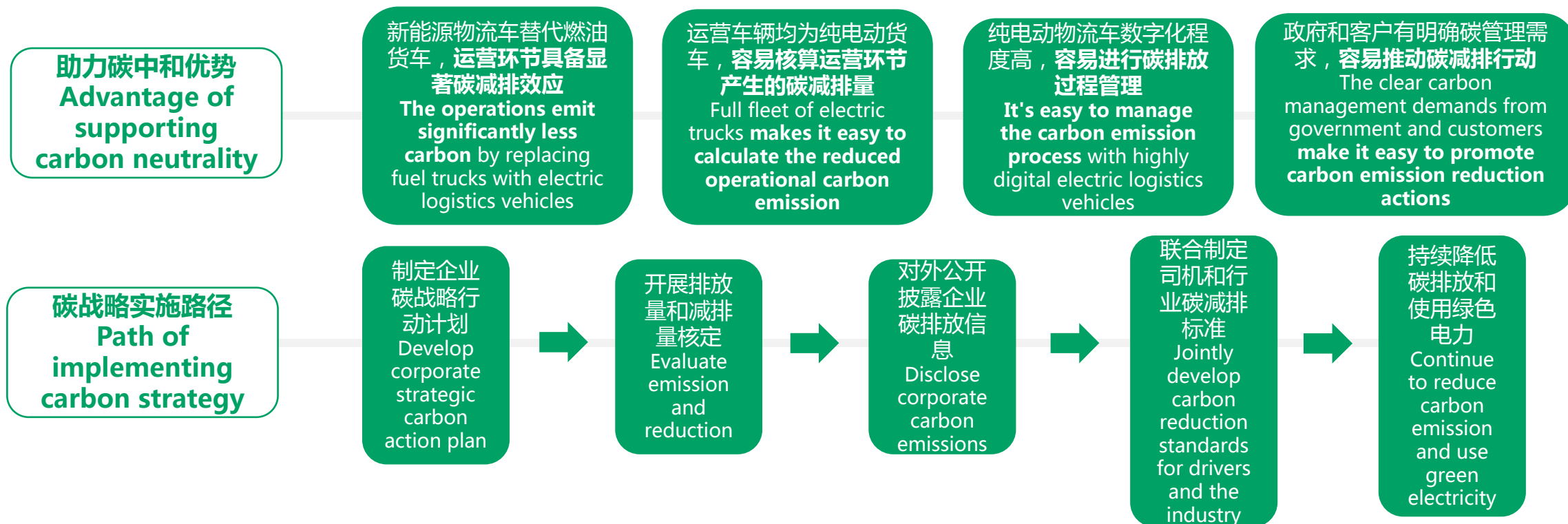
Our mission: deliver new values and support Internet of Everything

服务理念：绿色集约，数智安全

Service philosophy: green & intensive, intelligent & secure

低碳理念：运营新能源，助力碳中和

Low-carbon concept: support carbon neutrality with electric operation



知名产业资本与风投的持续认可

Continuous recognition from renowned industrial capitals and venture capitals

汇聚业内知名财务机构

Attracting renowned financial institutions
in the industry



产业链战略投资者加持

Supported by strategic investors in the
industry chain



远东宏信
FAR EAST HORIZON





Part 2

新能源物流车-新服务价值链探索 New Values Chain of ELV

趋势一：货物出行集约化将爆发出惊人能量

中国万亿级城市配送新格局

现在
未来

私人

70%

40%

企业

22%

10%

MaaS(第三方平台)

8%

50%

趋势二：运输工具将承载城配集约化、数字化的发展

能源战略

汽车行业能源多元化战略升级

- 城市配送车辆主要以纯电动为主
- 干支线车辆主要以增程和氢燃料为主

路权优势

100个城市开展绿色货运示范项目

- 通过路权、补贴措施，鼓励企业更换新能源物流车
- 通过对燃油车路权、牌照、营运证等进行管控、限制使用燃油货车便利程度。

智能基因

IOT终端+数字化运营后台

- 具备天生物联网属性，运行过程中可以收集大量事实数据
- 通过数字化平台，提高运营效率

趋势三：基于运输工具升级，逐步实现运营服务共建

“有序”到“标准”

01

02

03

“人工”到“智能”

“集约”到“共享”

- 信息化的升级是大前提
- 专业的细分标签重新组合后效率更高
- 新能源物流车辆将是线下流量整合的入口，后市场服务的载体
- 对于智能资产的管理能力是核心竞争力

运输物流企业所面临的问题和挑战

敏捷
伸缩

服务
效率

管理
增效

A wide-angle, high-angle shot of a multi-lane city highway during the golden hour of sunset. The sky is a warm, hazy orange, and the sun is low on the horizon, creating a strong lens flare effect. The road is filled with cars in both directions, their lights and forms slightly blurred to convey a sense of motion. Tall buildings line the sides of the road, and streetlights are visible. The overall atmosphere is one of a bustling, modern urban environment.

**更可靠的车辆，
更安全的驾驶，
更敏捷的物流
规模化的车辆资产管理和数字化运营，可以有效提升绿色城配管理效率，是未来城市的发展之路。**

DST

社会价值：高效助力城市绿色交通
Social value: efficiently promoting green transportation in urban areas

围绕着“人-货-车-场-路”高度信息化交互、集约化融合、智能化协同重构行业服务标准，助力城市的绿色交通、智慧物流实现深度场景驱动和价值驱动

DST focuses on the high-level information interaction, intensive integration, and intelligent coordination of “people – goods – vehicles – scenarios – roads” to redefine the service standards of the industry, which promotes the deeply scenario-driven and value-driven green transportation and intelligent logistics in urban areas.

降低碳排放量
Reducing carbon emissions

完善基础设施
Improving infrastructure

绿色集约运力
Green and intensive transport capacity

提升安全管理
Improving safety management

循环利用再造
Recycling

实现降本增效
Reducing costs & enhancing efficiency

用户价值：全生命周期管理

Values for users: full-lifecycle management

提供“快+准”的服务体验，提升客户用车效率和运营管理效率，精准服务每位用户需求
“Fast + accurate” service experience improves customers' transport efficiency and operation management efficiency, accurately satisfying the need of each customer.

+车辆设计：数字化、标准化、绿色化

+Vehicle design: digital, standard, and green

+车辆生产：规模化成本优势，前装定制

+Vehicle production: cost advantages in large-scale production, and customization of pre-installation

+客户交付：可追溯，全网覆盖，场景匹配

+Delivery to customers: traceable, covering the whole network, and scenario matching

+服务交付：快速、高效、透明、高质量、低成本

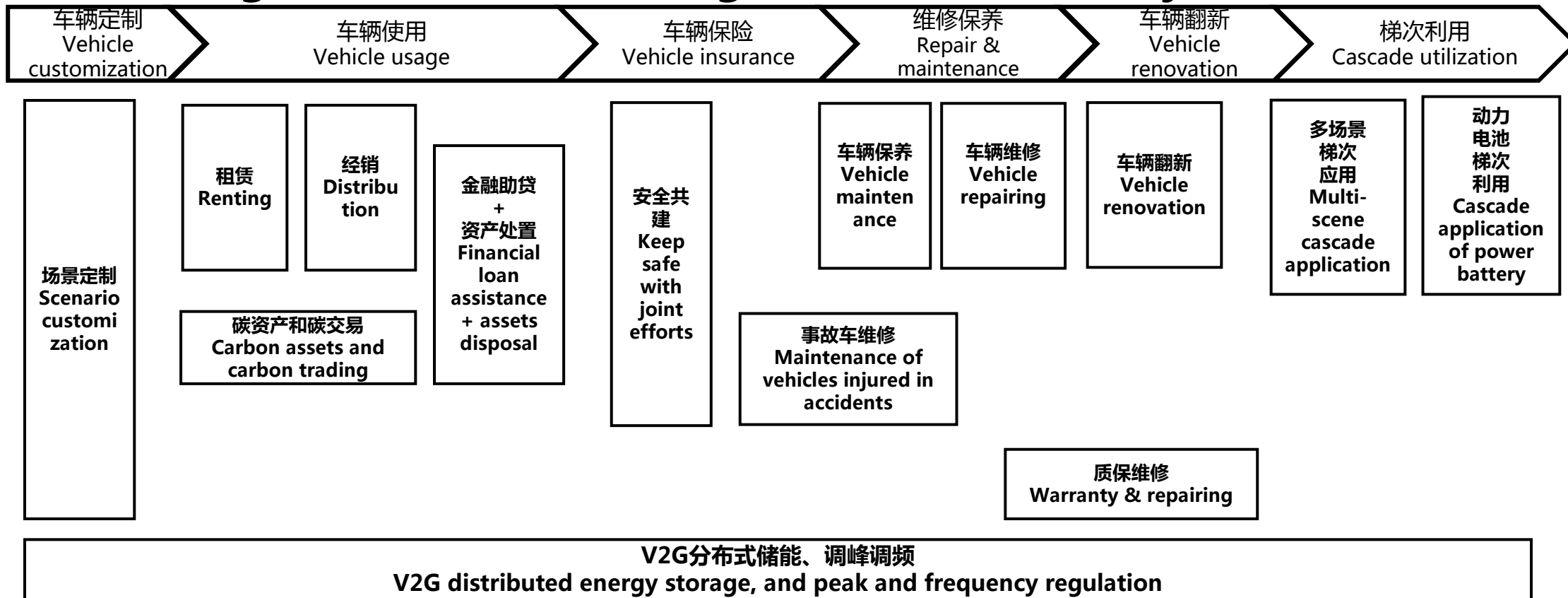
+Service delivery: fast, efficient, transparent, high-quality, and low-cost

+车辆处置：整车回收，电池回收、残值优化

+Vehicle disposal: vehicle recycling, battery recycling, and scrap value optimization

覆盖全产业链条的数字化服务价值链

The value of digital services covering the whole industry chain



车管SaaS系统

Digital system for Fleet management

维修管理SaaS系统

SaaS system for repairing management

碳资产能源管理系统

Energy management system for carbon assets

供应链标准化

Supply chain standardization

智能车机

Intelligent vehicle-mounted appliances

数字化服务平台

Digital service platform

铁牛运营平台
Tieniu operation platform
(数字化业务运营)
(Digital business operation)

DST APP
(司机端：充电/安全/服务等)
(Driver end: charging/safety/ service, etc.)

老铁助手 APP
Laotie Assistant APP
(服务端：派单/接单/盘点等)
(Service end: request dispatch/request acceptance/check, etc.)



Part 3

国际化合作案例 International Cooperation

地上铁与新加坡SMRT合作情况介绍-1

Cooperation between DST and SMRT -1



新加坡：

积极践行联合国2030年可持续发展目标和巴黎气候协定，于2021年2月10日正式公布绿色发展蓝图（Singapore Green Plan 2030），由5个政府部门联合主导，目标是最终实现净零排放。

发展绿色能源，推动车辆电动化，是实现绿色发展蓝图2030的重要举措。

Singapore:

An active practitioner of the UN Sustainable Development Goals 2030 and the Paris Agreement, Singapore officially unveiled the Singapore Green Plan 2030 on 10 February 2021, which is jointly led by five government departments and aims to achieve net zero emissions.

To develop green energy and promote vehicle electrification are important measures to achieve the Singapore Green Plan 2030.

SMRT：

作为新加坡城市交通的重要服务单位，积极引入合作伙伴推动可持续交通方案，完善绿色交通基础设施建设和服务能力提升，为新加坡和东南亚的客户提供商用电动车整体解决方案。

As an important service provider of Singapore's urban transportation, SMRT actively introduced partners to promote sustainable transportation solutions and improve green transportation infrastructure and service capabilities, to provide comprehensive commercial electric vehicle solutions for customers in Singapore and Southeast Asia.

地上铁与新加坡SMRT合作情况介绍-2

Cooperation between DST and SMRT -2



新加坡SMRT子公司与深圳地上铁合作 探讨可持续商业电动车方案

《联合早报》6月9日报道: 为推动电动车的使用, 新加坡SMRT子公司跨越交通将同中国深圳公司地上铁携手合作, 探讨在新加坡和东南亚地区提供可持续的商业电动车方案。双方日前签署谅解备



市场信息

投资合作国别 (地区) 指南



地上铁 & SMRT DST & SMRT

基于中国成熟的新能源物流车运营经验, 联合SMRT向新加坡输出的数字化管理和运营服务能力, 推动电动物流车在新加坡的普及应用, 为绿色交通提供标准化运营解决方案, 助力新加坡实现绿色发展蓝图的宏伟目标。Based on China's mature operation experience of electric logistics vehicle, DST exports the digital management and operation service capabilities to Singapore by working with SMRT, to promote the adoption of electric logistics vehicles in Singapore, provide standardized operation solutions for green transportation, and help achieve the ambitious goal of Singapore Green Plan.

双方将在新加坡成立合资公司, 围绕纯电动物流车全生命周期实现运营管理服务, 发挥地上铁数字化平台优势, 共同制定新加坡物流电动汽车推广应用计划, 加速Strides建立“新加坡和东南亚绿色生态系统”战略。The two parties will establish a joint venture in Singapore dedicated to the operation and management services throughout the full life cycle of electric logistics vehicles, leverage the advantages of DST's digital platform, jointly formulate a promotion and application plan for electric logistics vehicles in Singapore, and accelerate the establishment of the strategy of "Green Ecosystem in Singapore and Southeast Asia".

