



Bombardier – the corporate reflections

both from Chinese horizon as well as the opportunities in Russia & CIS

Stockholm, 11 April 2019

Michael Thulin, Business Development

David Musazai, Sales & Delivery

ONE BELT

>100 COUNTRIES

6 CORRIDORS

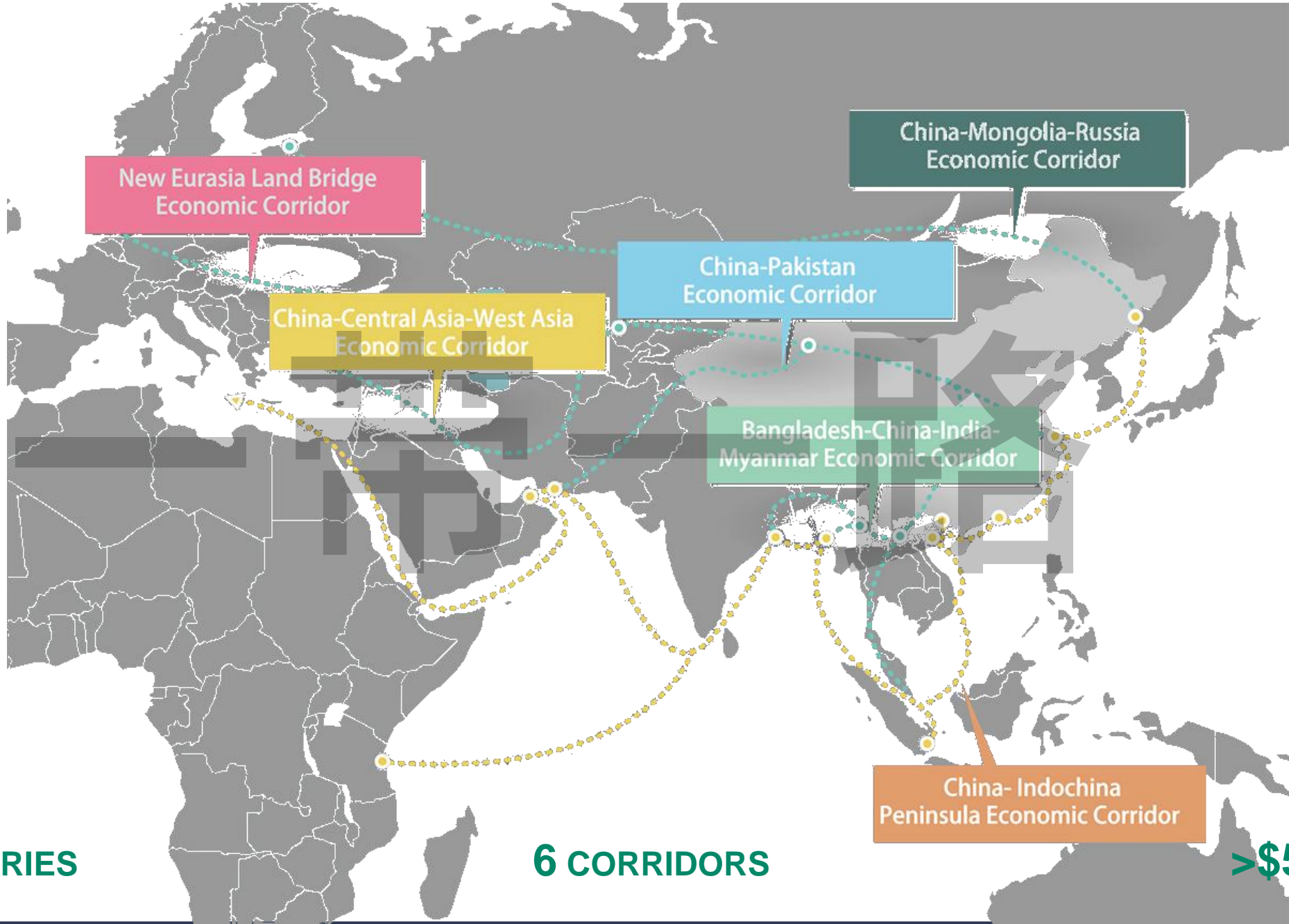
一 帶 一 路

ONE ROAD

>\$500 BILLION

ONE BELT

ONE ROAD



>100 COUNTRIES

6 CORRIDORS

>\$500 BILLION

RAILWAY CORRIDORS MARKET INSIGHT

CHINA-MONGOLIA-RUSSIA

- Modernization of existing lines
 - Time
 - Availability
 - Comfort
- Construction of new lines
 - Secondary tracks
 - Freight connections
 - People-to-people bonds
 - Accessibility

CHINA-C ASIA-W ASIA

- Geopolitical significance
 - Trade
 - Hubs
 - Competence
- Opportunities
 - BRI Project Portfolio
 - Indirect opportunities
 - Financing
 - Technology

CHINA-PAKISTAN

- Flexibility
 - Alternative transport route
 - Harbor access
- Localization
 - Transfer of Technology
 - Transfer of Knowledge
 - Increased market share

UZBEKISTAN DEEP DIVE

BACKGROUND

- One of the famous areas (historically) located on the Silk Road
- Major construction projects including electrification and modernization of railway network are focusing on improving access to the remote areas along the Silk Road
- Global competition – locally
- External and internal financing
- Local and foreign partnership
- Cooperation with international organizations for the revival of historical heritage
- Host for major political and economical forums in the region

FOOTPRINT

Improved infrastructure on passenger and freight routes

Increased capacity and usage of railway network

Introduction of high-speed trains

Improved development in remote areas

New tourist destinations with easy access

Long-term cooperation

Modern technology

MAP



- ✓ **Fast development and modernization in the country and the region**
- ✓ **Increased demand for foreign goods**
- ✓ **Digitalization**
- ✓ **Education**
- ✓ **Awareness**

PAKISTAN – a part of BRI

BACKGROUND

- A new harbor built by the Chinese in Gwadar, Pakistan
- One of the alternative routes to and from China
- Will shorten the way between China and Europe/Africa
- The part of BRI in Pakistan called CPEC, China Pakistan Economic Corridor and is in total a 62 Billion USD project. Railway part 6,2 Billion USD..
- China financing
- Will be build by Chinese construction comp

FOOTPRINT

Improve the capacity of current mainline

Increase capacity and speed at existing mainline

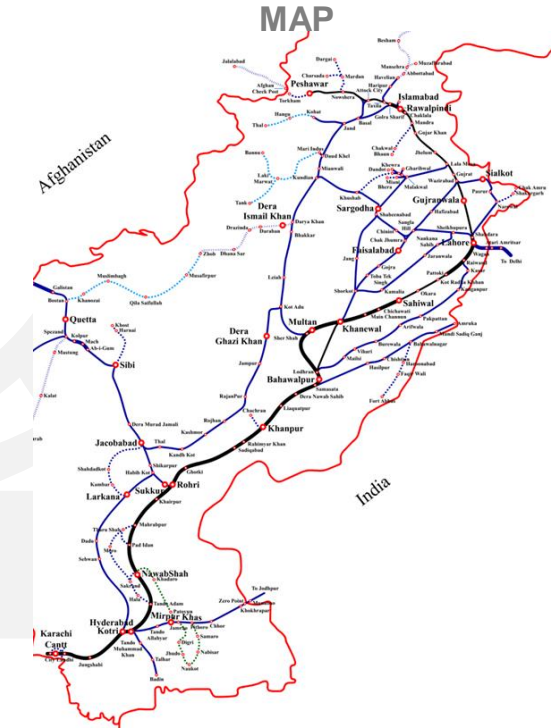
New infrastructure building a railway line over the Himalayas

Long-term cooperation

Modern technology

Transfer of Technology

Transfer of Knowledge



- ✓ Increased demand of freight capacity
- ✓ Pakistan started own investment in railway. 100 MUSD for capacity upgrade
- ✓ Training and Education
- ✓ Digitalization





**Thank you
very much!**

Seminar – *The Belt Road Initiative (BRI)*
Stockholm School of Economics

Michael Thulin & David Musazai
Business Development & Sales&Delivery