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

$500 BILLION

ONE ROAD

一带一路
ONE BELT

New Eurasia Land Bridge Economic Corridor

China-Central Asia-West Asia Economic Corridor

China-Pakistan Economic Corridor

Bangladesh-China-India-Myanmar Economic Corridor

China-Indochina Peninsula Economic Corridor

ONE ROAD

China-Mongolia-Russia Economic Corridor

>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

- 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

<table>
<thead>
<tr>
<th>Improve</th>
<th>the capacity of current mainline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase</td>
<td>capacity and speed at existing mainline</td>
</tr>
<tr>
<td>New</td>
<td>infrastructure building a railway line over the Himalayas</td>
</tr>
<tr>
<td>Long-term</td>
<td>cooperation</td>
</tr>
<tr>
<td>Modern</td>
<td>technology</td>
</tr>
<tr>
<td>Transfer</td>
<td>of Technology</td>
</tr>
<tr>
<td>Transfer</td>
<td>of Knowledge</td>
</tr>
</tbody>
</table>

- 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