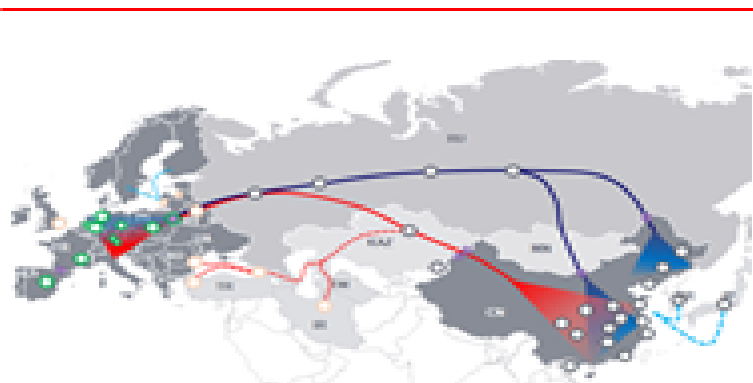




DB Cargo places its activities on the strategic Eurasian corridor under one single and coordinated management



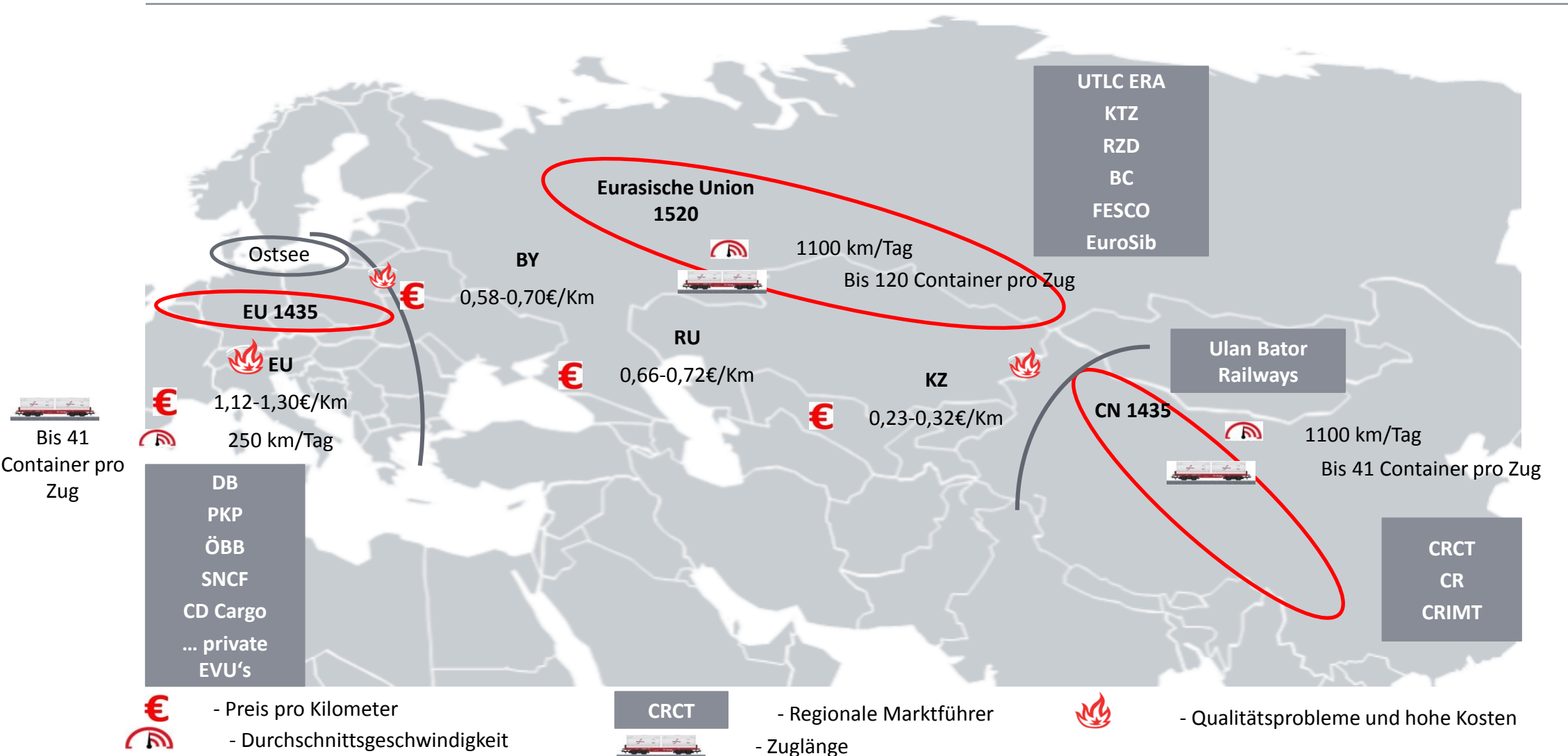
Single management on the Eurasian Corridor (schematic)



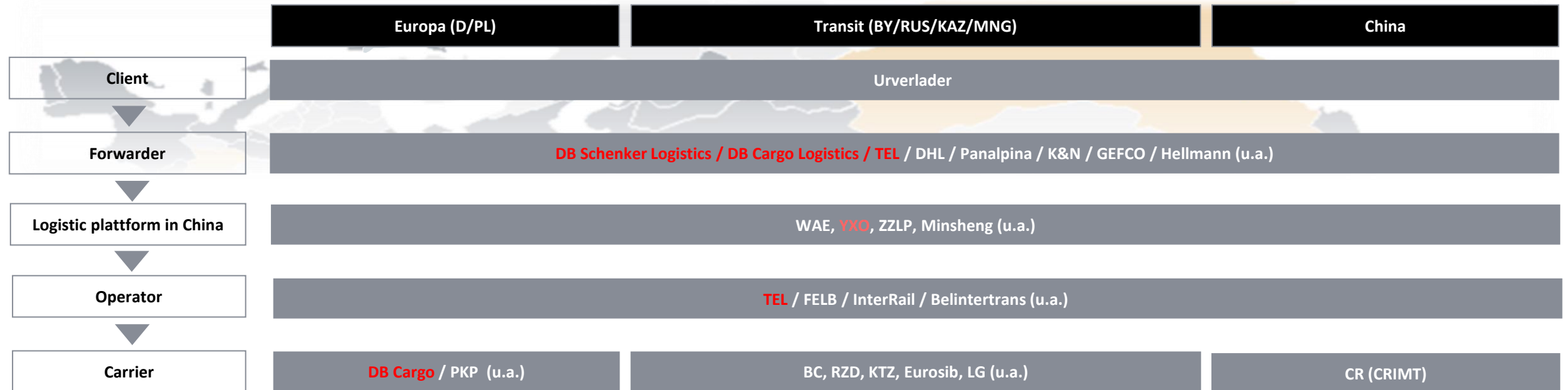
- **Objective:**
Medium-term Development of „DB Cargo Eurasia“ as DB Cargo’s agile and multimodal Operator for the growth markets
 - China, Eastern Europe, Central Asia, Caucasus and Middle East

* It has been agreed and decided to start with a local office in cooperation with (and within the premises of) DB Schenker Multimodal Services in Shanghai (recruiting in process)

DB Cargo Eurasia is sales structure of DB Cargo in the corridor Europe<->China

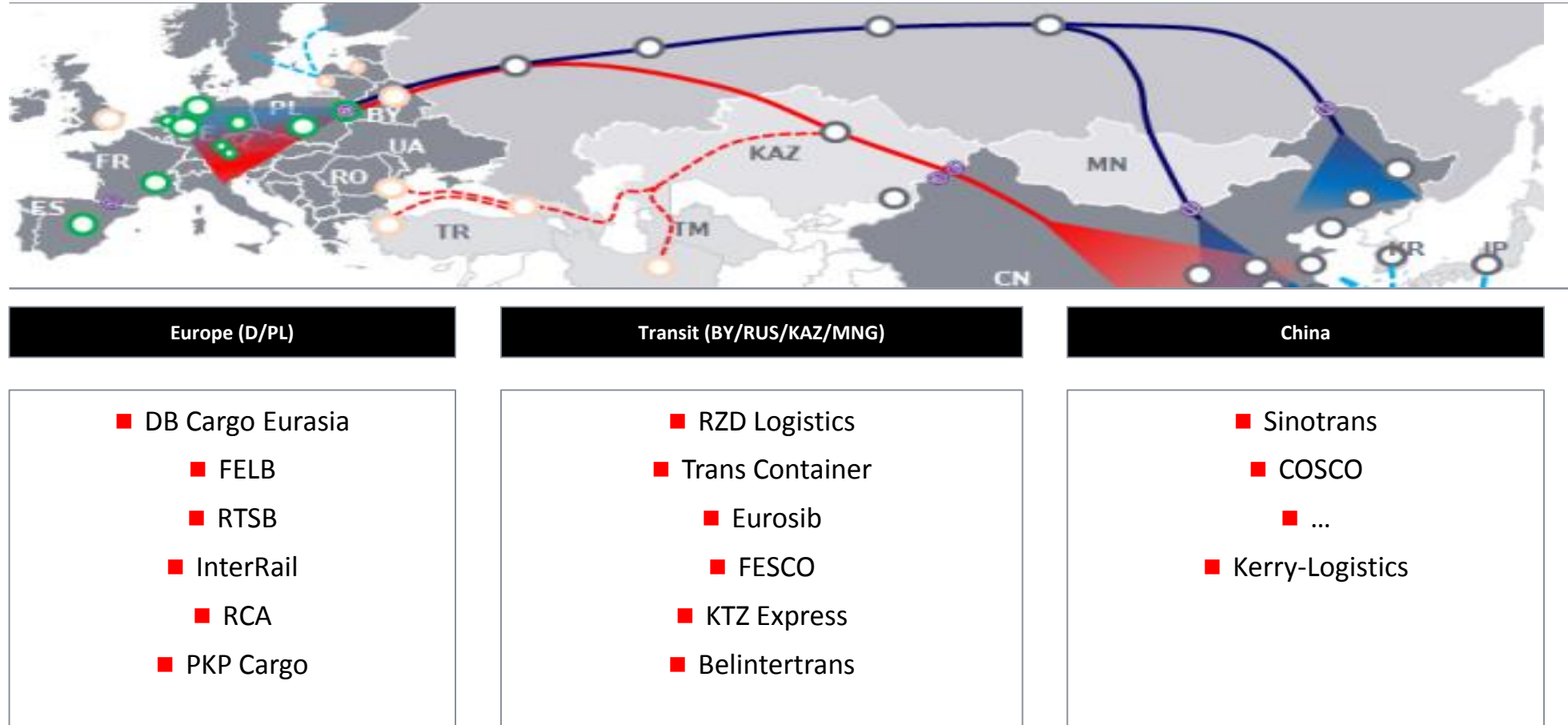


Strategic Value Added Service in Containerbusiness China - Europe



- In Abstimmung / Zusammenarbeit mit den chin. Logistikprovidern ist TEL (incl. BE TE) integrierter Partner als neutraler Bahnoperateur auch für Containerladungen mit Fokus eastbound. Aktuell liegt die Einsteuerung der Containermengen durch TEL bei 20 % über DB-Konzernunternehmen und 80 % über Dritt-Speditionsmengen.

Operateurs on the corridor Europa<->China are prefinancing the whole business and the growth! Up to 100 mio USD !!!



The 13th Five-Year-Plan at a glance – Infrastructure is one of the most important future corner-stones

