ABOUT US: FACTS AND STATISTICS

CONTAINER STOCK

- 4,900
- + TC ~ 65,000

TURNOVER

- 2016: more than 108,000,000 USD

VOLUMES

- 2016: 43,800 TEUs
DEVELOPMENT

2007-08
Project start/Testing phase

2009
Regular traffic

2010
EB/WB weekly departures

2011
Product expansion to Import/Export CIS

2012
Multi departures in both directions and development of new routes

2013
Development of the first WB speed train (14 days transit time)

2014
Start with LCL Service & development of the first EB speed train

2015
Weekly Suzhou Trains, Shenyang development, Changsha new connection

2016
New LCL service route from Hamburg to Suzhou & Expansion to Italy

2017
Implementation of new LCL service ex Asia to Europe (taking Suzhou to Milan service as an example)
GENERAL OBJECTIVES OF RAIL FREIGHT CORRIDORS

- Reinforce cooperation among Rail Infrastructure Managers (and Member States)
- Improved capacity and harmonized standard on Rail Freight Corridors
- Provide rail freight services of high quality
- Improved customer orientation
RAIL CORRIDORS ON TRANSIT CONNECTING ASIA AND EUROPE

- Dostyk – Brest
  8-10 days
- Zabaikalsk – Brest
  9-11 days
- Zamyn-uud – Brest
  10-12 days
- Vostochny – Brest
  14 days
MAIN ROUTES/CONNECTING EU WITH ASIA OVER THE TRANS-SIBERIAN CORRIDOR
TRANS-SIBERIAN CORRIDOR ADVANTAGES AND COMPARISON

POSSIBLE RATIO OF TRANSIT-TIME vs. RATE

40ft Cntr.
Door-to-Door costs (Beijing – Duisburg)

- It offers a faster transit time compared to sea freight
- It is a cheaper alternative to air freight
- The costs and the transit time performance of the sea and air transportations influence directly the sales / revenue of our service.

<table>
<thead>
<tr>
<th>RATE in USD (D-to-D)</th>
<th>TRANSIT TIME (days)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AIR</td>
<td>$ 50.000</td>
</tr>
<tr>
<td>SEA</td>
<td>$ 3.000</td>
</tr>
<tr>
<td>RAIL</td>
<td>$ 5.500</td>
</tr>
</tbody>
</table>
POTENTIAL OF RAIL TRANSIT MARKET
EU-CHINA-EU IN 2020

KEY GROWTH FACTORS

- China’s policy of diversifying export routes
  - Give up 100% transport by sea

- High proportion high value goods in the structure of trades
  - Share of goods with high added value critical to delivery times – upto 35% in the turnover of China – EU

- Advanced development of the western and central China, the propensity for r/w transit

- Potential growth of rates for sea freight
  - Enhancing price competitiveness or r/w

Source: http://www.rzdlog.com/upload/iblock/bed/bede0a4ac64617aa1ac98370dE33d9fe9.pdf
IMPORTANCE OF INLAND HUBS FOR BUSINESS DEVELOPMENT

Synergy effects between forwarder, container operator, container owners, terminal operators and customs clearance agents.
SYNERGY EFFECTS

- Administration, documentation and flow of information
- Pricing
- Frequency of service
- Freight consolidation
- Lead time and lead time availability
- Collaborative solutions for technical and operative barriers
- Hinterland distributions
FAR EAST LAND BRIDGE LTD.
Administration Office:
Rivergate Handelskai 92, Gate 2/3. OG/Top G,
A-1200 Vienna

Telephone: +43 (1) 890 63 39 0
Fax: +43 (1) 890 63 39 63
Email: sales@felb.world
URL: www.felb.world