



New Perspectives for International Rail Transport – Harmonised conditions to facilitate long distance rail traffic

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With its three business units DB is active in all the essential segments of the transport market

DB BAHN



Passenger transport: ensuring mobility for people - nationwide and Europe-wide

DB SCHENKER



Freight transportation: intelligent logistics solutions on land, on water and in the air

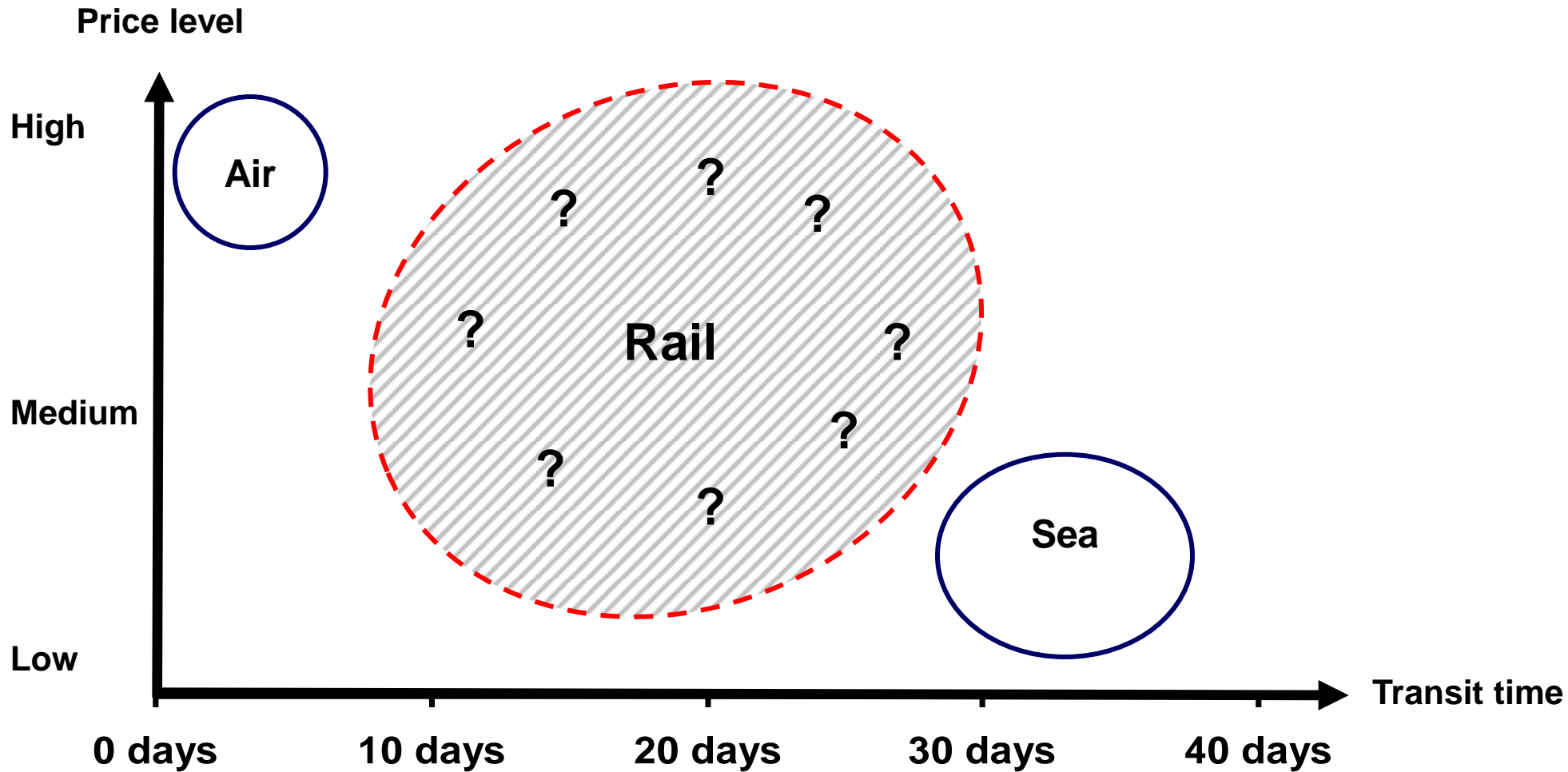
Transport market

DB NETZE



Infrastructure: efficient and sustainable railway infrastructure in Germany

Is there a potential for market growth for Rail on the corridors between Europe and Asia?

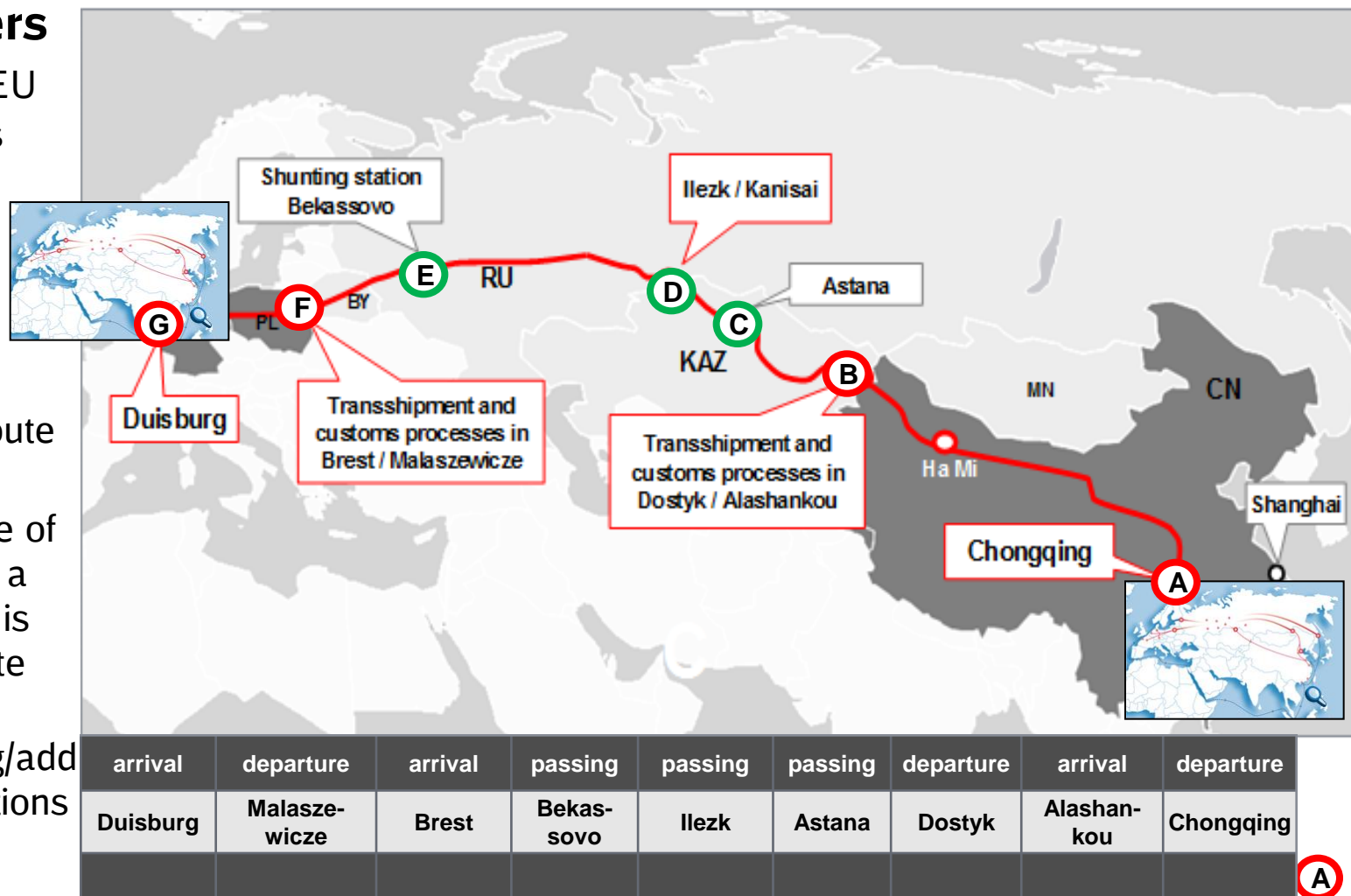


Trans Eurasia Logistics

“New Silk Road” - TEL’s unique service product

Product parameters

- **Block train:** 41-68 TEU
- **Transit time:** 18 days terminal to terminal
- **Frequency:** weekly trains
- **Route:** as per map
- **Security:** surveillance on CIS route
- **Transport Safety:** Depending on the type of goods (ETSNG code) a mandatory surcharge is raised for the CIS route
- **Copy & Paste:** options for developing/add on further rail connections in Europe & China

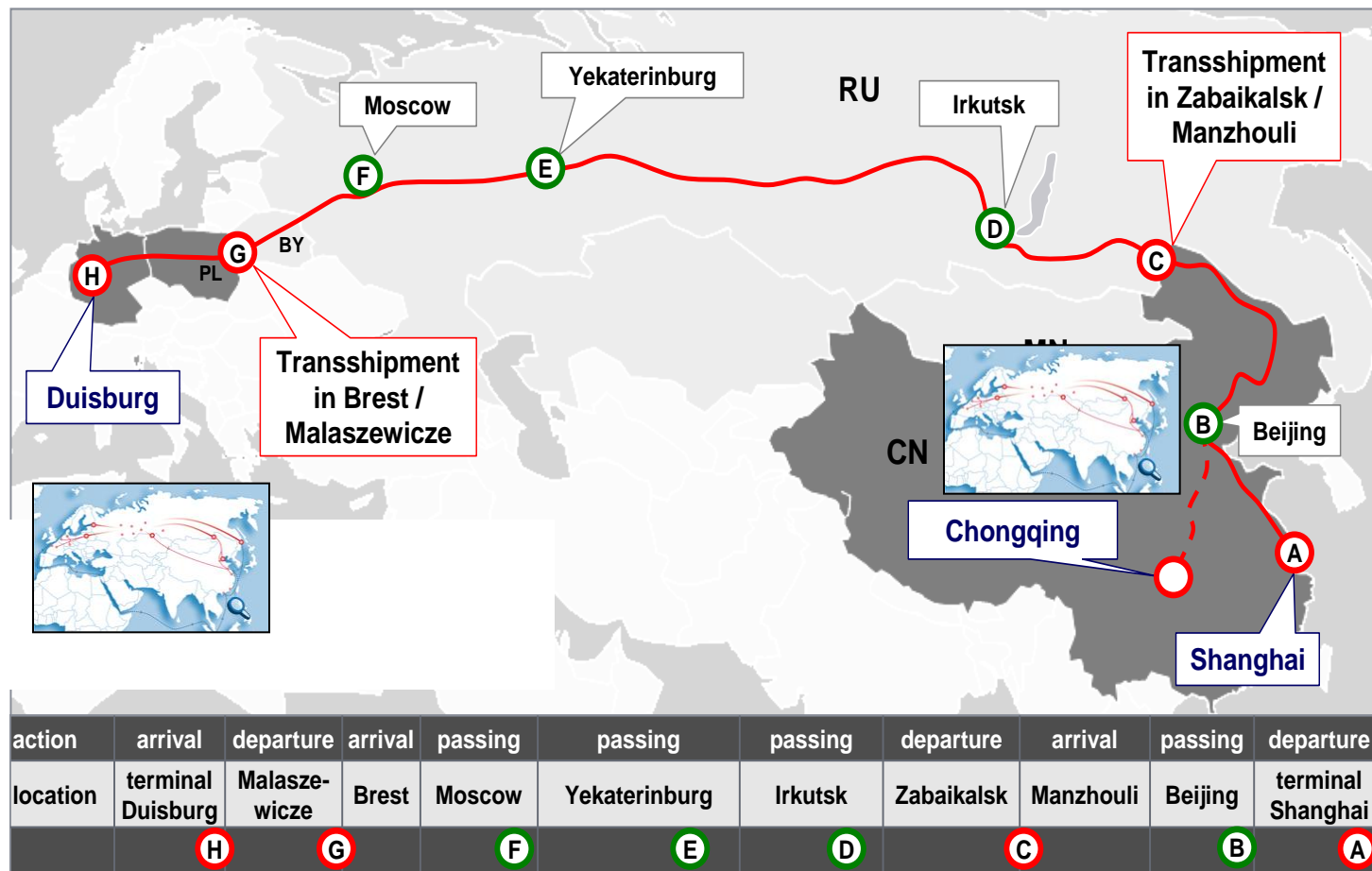


Trans Eurasia Logistics

“Tiger-Train” - TEL’s base service product

Product parameters

- **Block train:** 80-100 TEU
- **Transit time:** 18 days terminal to terminal
- **Frequency:** weekly trains
- **Route:** as per map
- **Security:** surveillance on CIS route
- **Transport Safety:** Depending on the type of goods (ETSNG code) a mandatory surcharge is raised for the CIS route
- **Copy & Paste:** options for developing/add on further rail connections in Europe & China

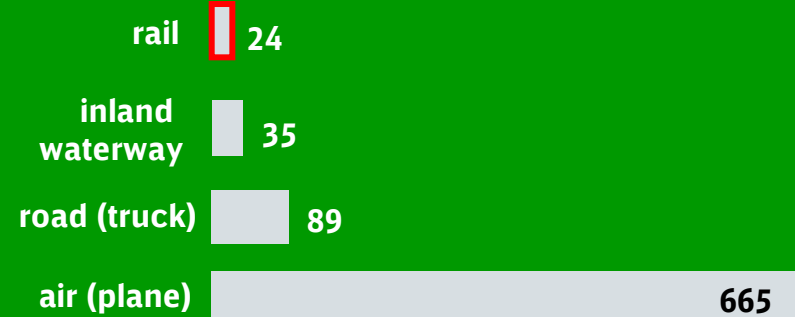


Trans Eurasia Logistics

Rail is the optimum solution to manage rising climate change challenges

Example Green Logistics

Freight transport:
emissions in grams CO₂ per ton kilometer



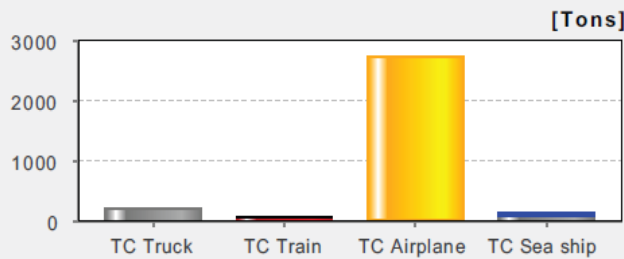
Source: Environmental Performance 2008, Schenker AG

Examples based on 100 TEU / average goods in containers

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Duisburg - Moscow

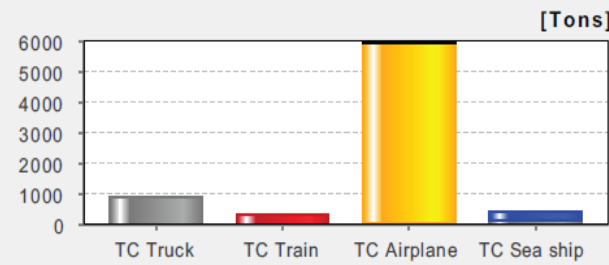
Carbon dioxide
Greenhouse Gas, climate changes



Sum	208,4	61,6	2.732,3	137,4
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Chongqing - Duisburg

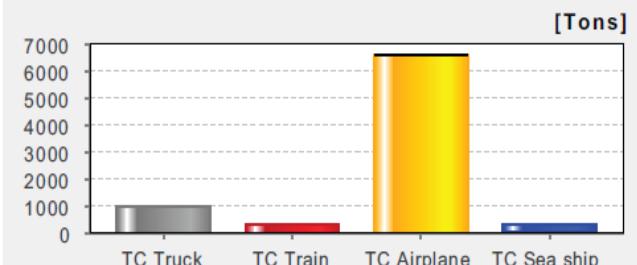
Carbon dioxide
Greenhouse Gas, climate changes



Sum	865,1	327,3	5.949,0	436,5
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Shanghai - Duisburg

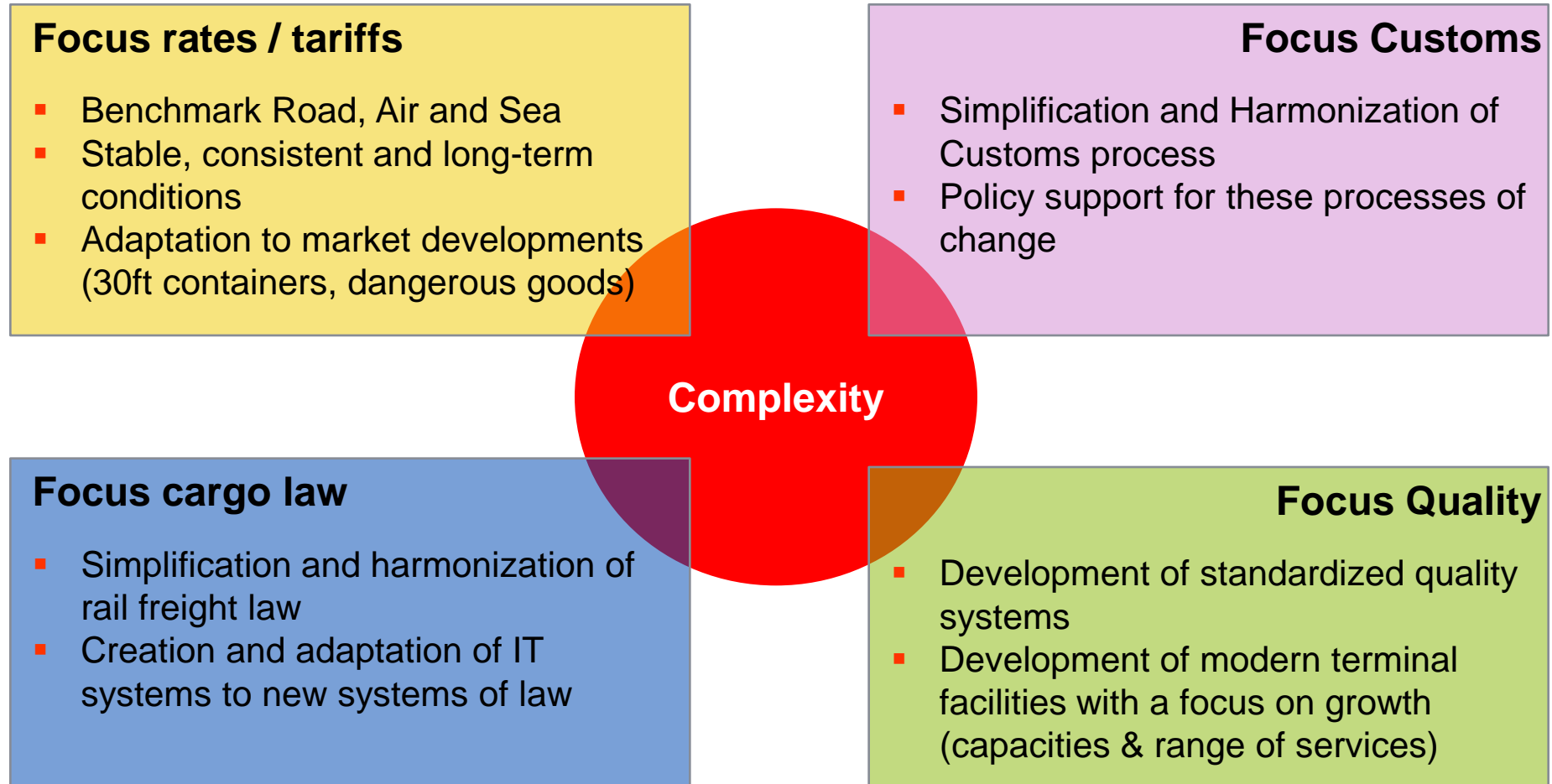
Carbon dioxide
Greenhouse Gas, climate changes



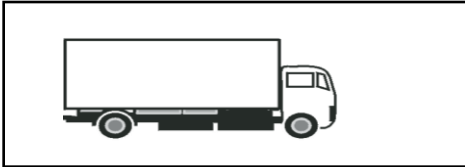
Sum	957,5	302,6	6.606,3	332,6
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Trans Eurasia Logistics

Business success in these markets is subject to complex influences



Rail is the only transport mode without uniform rules for international long distance traffic. All other modes dispose of unified UN-Conventions.



One legal regime for Road: CMR (Convention on the Contract for the International Carriage of Goods by Road)

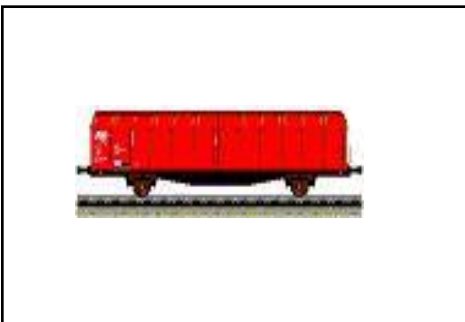


One legal regime for Sea: Hague/Visby-Rules

One legal regime for Inland waterway: CMNI (convention on the contract for the carriage of goods by inland waterway)



One legal regime for Air: Warsaw / Montreal Convention



Two Legal Regimes for Rail:

1. **COTIF /CIM** (Convention concerning international carriage by rail / Uniform rules concerning the contract for international carriage of goods by rail)
2. **SMGS** (Agreement on International Goods Transport by Rail)

UNECE-Declaration

Parallel and complementary approach for Unified Railway Law

UNECE-Declaration Unified Railway Law (26.02.2013)

