THE PORT OF BARCELONA: A GREAT OPPORTUNITY FOR A COMPETITIVE RAILWAY

November 3, 2010
1. Placing Spain as Europe’s entrance and exit door and turning Spain a real intercontinental logistic platform

(José Blanco. Minister of Transport. Conference of Spanish Autonomous Communities. 14.09.2010)

2. Turning Barcelona Port into one of China’s ports in Europe

(Jordi Valls. Barcelona Port Authority President. 15.02.2010)
**TWO COMPLEMENTARY STRATEGIES**

The effort stemming from the strategic plan to foster rail freight transport in Spain is implemented through

**A.- Actions emerging from the plan**

<table>
<thead>
<tr>
<th>Strategic Plan</th>
<th>Associated Action</th>
<th>Resources (Millions of €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. New model of the system management</td>
<td>Rolling stock renewal help intermodality</td>
<td>300</td>
</tr>
<tr>
<td>II. Service quality and efficiency</td>
<td>I + D + i</td>
<td>100</td>
</tr>
<tr>
<td>III. Improvement of rail infrastructures</td>
<td>Line infrastructures and hubs</td>
<td>7.112</td>
</tr>
<tr>
<td></td>
<td>Port access</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>7.512</strong></td>
</tr>
</tbody>
</table>
TWO COMPLEMENTARY STRATEGIES

B. INVESTMENTS IN INFRASTRUCTURES

- **TERMINALS:** 35% | 2.620 M. €
- **PORTS:** 25% | 1.800 M. €
- **FEVE:** 4% | 312 M. €
- **LINE INFRAS:** 36% | 2.480 M. € of which 40% is private investment

**473 M. € BARCELONA PORT ACCESS**
## TWO COMPLEMENTARY STRATEGIES

<table>
<thead>
<tr>
<th>AREA</th>
<th>INVESTMENTS (MILLIONS OF €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT PORT</td>
<td>48</td>
</tr>
<tr>
<td>FLAMMABLE</td>
<td>7,3</td>
</tr>
<tr>
<td>CONTAINERS 1</td>
<td>41,6</td>
</tr>
<tr>
<td>NOU LLOBREGAT</td>
<td>85,9</td>
</tr>
<tr>
<td>ZAL PRAT</td>
<td>123,3</td>
</tr>
<tr>
<td>CONTAINERS 2</td>
<td>38,9</td>
</tr>
<tr>
<td>SOUTH DOCK</td>
<td>32</td>
</tr>
<tr>
<td>TOTAL</td>
<td>377</td>
</tr>
</tbody>
</table>

FROM THE CURRENT 30 KM OF RAIL TO 90 KM

FROM A CURRENT 4% RAIL SHARE TO A 30% SHARE

¡ A GREAT OPPORTUNITY FOR A COMPETITIVE RAILWAYS !
THE EASTERN ROUTE: AN OPPORTUNITY FOR THE MEDITERRANEAN PORTS

IN ORDER TO TAKE THIS CHANCE IT WILL BE NECESSARY THAT THE MEDITERRANEAN PORTS:

• Adapt their infrastructures and services to new vessel types as Super Post Panamax and Plus.
• Efficiently handle rail accesses to the ports.
• Get linked with a standard rail connection to an efficient Transeuropean rail axis/ artery.
THE EASTERN ROUTE: AN OPPORTUNITY FOR THE MEDITERRANEAN PORTS

PLANTA GENERAL
PUERTO DE BARCELONA
BARCELONA PORT: A POWERFUL RAIL REALITY

IN 2011 THERE WILL BE PUBLIC TENDERS FOR:
473 MILLIONS € TO BUILD THE RAIL CONNECTION

(Ministry of Transport and Public Works)
PORT CONNECTION WITH THE EUROPEAN CENTRAL RAIL CORRIDOR
# AN INCREASE IN RAIL TRANSPORT IT IS WORTH TO FIGHT FOR

## 1.1) FREGITH TRAFFIC 2000/2009:

### FREIGHT TRAFFIC STRUCTURE 2000-2009 (thousands of tons)

<table>
<thead>
<tr>
<th></th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td>29.805</td>
<td>31.469</td>
<td>32.608</td>
<td>34.775</td>
<td>39.320</td>
<td>43.837</td>
<td>46.407</td>
<td>50.046</td>
<td>50.545</td>
<td>41.794</td>
</tr>
</tbody>
</table>

## 1.2) CONTAINERISED CARGO PERFORMANCE 2000/2009:

### CONTAINERISED CARGO PERFORMANCE (thousands)

<table>
<thead>
<tr>
<th></th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>TEU</td>
<td>1.388</td>
<td>1.411</td>
<td>1.461</td>
<td>1.652</td>
<td>1.916</td>
<td>2.071</td>
<td>2.328</td>
<td>2.610</td>
<td>2.569</td>
<td>1.800</td>
</tr>
</tbody>
</table>

## 1.3) FINISHED VEHICLES TRANSPORT PERFORMANCE 2000/2009:

### EVOLUTION OF AUTOMOBILE TRADE. 2004-2009 (number of vehicles)

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finished vehicles</td>
<td>728.953</td>
<td>686.048</td>
<td>723.016</td>
<td>801.406</td>
<td>716.306</td>
<td>438.597</td>
</tr>
</tbody>
</table>
22% of the detected demand in the European Central Rail Corridor has:

- 3% Origin / Destination Latin America.
- 19% Origin / Destination China

Create rail shuttles with other ports and inland maritime terminals.

520,000 TEU for a moderate success scenario.
FOR AN INCREASE OF THESE TRAFFICS WE NEED

- BARCELONA PORT’S INTEGRATION IN THE MAIN PRODUCERS’ EXPORT CHAINS.
- TO ACCOUNT ON RAIL CONNECTIONS TO A COMPETITIVE RAIL NETWORK
- THE SHEER PORT COMPETITIVENESS
¡THE EFFORT IS WORTH IT!

RENFE MERCANCÍAS WILL TURN INTO SEVERAL MERCANTILE CORPORATIONS

- PECOVASA WILL BE AT THE CORE OF ONE OF THOSE COMPANIES COMPETING IN THE SEGMENT OF FINISHED VEHICLE AND COMPONENTS/PARTS TRANSPORT AND IN THE COMPOUND MANAGEMENT BUSINESS.

- PECOVASA WILL ALSO EXPECTANTLY WORK FOCUSING ON THE GOAL TO ACCOMPANY BARCELONA PORT IN ITS HINTERLAND ENLARGEMENT PROJECT AND IN THE VENTURE OF TURNING BARCELONA PORT IN ONE OF THE LARGEST PORTS OF CHINA IN EUROPE.

- PECOVASA WILL HARDLY WORK TO CO-OPERATE, WITHIN ITS POSSIBILITIES, IN THE COLLECTIVE EFFORT TO MAKE SPAIN BECOME AN INTERCONTINENTAL LOGISTIC PLATFORM AND EUROPE’S GATE.
THANK YOU FOR YOUR ATTENTION

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