THE RAILWAY CONNECTION
POTENTIAL MARKETS FOR RAILWAYS

Barcelona November the 3rd, 2010
STVA KEY FIGURES

- Turnover 2009 = €370M
- 2,700 employees (1,500 in France)
- Presence in 9 countries
- 3 million vehicles subjected to logistical services

- 2.4 million by truck (980 own trucks)
- 600,000 by rail (3,800 own wagons)
- 830,000 prepared/transferred throughout 42 compounds
(France, Germany, UK, Belgium, Poland, ...)

Our mission: finished vehicles logistics
A EUROPEAN COMPANY
Spain is the fifth European market for cars.

The financial crisis had a significant impact on the registrations.

Begin of recovery since August 2009 with the help of the car-scrap bonus.

787,000 cars have been registered on the first 9 months 2010
   – +16% compared with 2009
   – but still -38% compared with 2008.
SPAIN IS A MAJOR CAR MANUFACTURER

- The European car makers still invest in Spanish factories and choose them to produce their high volume models.
- Forecast production 2011: 2.4 million cars.
- Spain is going to be Nº2 in Europe behind Germany
- Each factory has its « bestseller » car:
  - Ford Valencia: Focus
  - GM Saragossa: Corsa/ Meriva
  - PSA Vigo: 207 and C4 Picasso
  - Renault Palencia: Megane
  - VW Pamplona: Polo
  - Seat Martorell: Seat Ibiza.
The Port of Barcelona has grown to become a big player in Europe.

It is connected with deep sea and short sea lines to the major ports all over the world.

Main brands: VW Group, Renault-Nissan Group, Chevrolet…

401,000 vehicles have been handled in Barcelona since the beginning of the year
  – 59% loading
  – 33% unloading
  – 18% transit
representing an increase of about 40% compared with 2009.
NEW POTENTIALS WITH THE UIC TRACKS

- Using UIC tracks to go to Barcelona increases the opportunities of vehicles rail import:
  - enlarges the available wagon fleet (more than 9,000 wagons available in Europe)
  - avoids congestion points at axle-changing stations
  - avoids the car transshipments

- Longer trains: 650 m compared with 500 m in Spain.

- The port of Barcelona will be connected with UIC tracks to Northern Europe

- New rail opportunities for the Martorell plant with a new UIC connection.
STRENGTH OF RAIL

RAIL:

- is able to transport high volumes at one time
  → Interesting for the volumes imported/ exported by sea
- makes an industrial organization of transport possible
- participates to CO2 emission reduction
## RAIL IS A WAY TO REDUCE CO₂ EMISSIONS

- Example for car industry: CO₂ emission/car transported

<table>
<thead>
<tr>
<th>Leg</th>
<th>Road</th>
<th>Rail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pitesti/Valenton (2450 km + empty run)</td>
<td>429 Kg 186g/km</td>
<td>121 Kg 53g/km</td>
</tr>
<tr>
<td>Valenciennes/Mszczonow (1641 km + empty run)</td>
<td>164 Kg 100g/km</td>
<td>53 Kg 32g/km</td>
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</table>
WORLDWIDE CO2 REGULATIONS ARE EXPECTED TO PUSH CO2 EMISSIONS DECREASE

Baseline emissions (Business as usual)

1990 - 2020 & 2020 - 2050 reduction levels depend on scenario (450 or 550 ppm stabilization)

EU target: -20% en 2020

Source: EU Commission Jan-28-2009
TRANSPORT IS IN THE SPOTLIGHT ACCORDING TO CO2 REGULATIONS

- Transport represents 20% of CO2 emissions
- Transport emissions don’t decrease
- Road sector represents 73% of the transport CO2 emissions (aircraft: 12%, sea: 10%, train: 2%)

(SIROTA report, 2008)
REGULATIONS
= POTENTIAL COSTS & RISKS FOR TRANSPORT

- Oil resources
- CO₂
- Pollutants Noise Congestion

- Diesel price increase
- Carbon Tax 2013
- Truck Ecotax 2012*

New risks:
Urban logistics: Traffic ban, city tolls, image

* 2012 France, 2013 (EU evovignette)