

8th Florence Rail Forum

The Transdev Rolling Stock Management Experience

Laurent LETESSIER

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The Transdev Rail Experience

More than 15 years of know-how in Europe, US and New-Zealand

1- The Transdev Rail Experience Our Geographic Locations

Transdev is present in 6 Countries as Operator of Rail Services (Regional, Commuter and long distance services) and Maintainer of Rolling Stock;

- in **France** for more than one century through its subsidiary **CFTA**
- in **Germany** since **1997**
- in **Sweden** since **2003**
- in **US** since **2003**
- in **New-Zealand** since **2004**
- in the **Netherlands** since **2006**

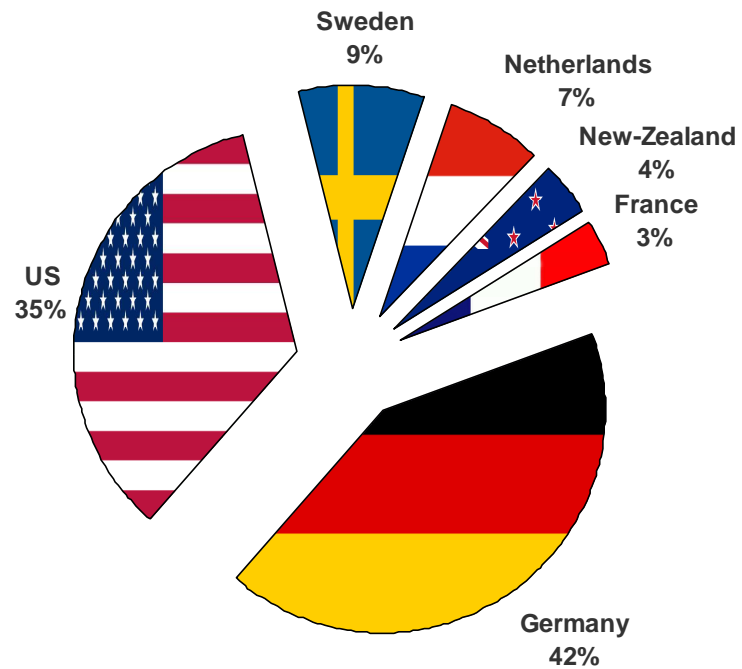
Transdev has purchased more than 300 trains in Europe since 1997



1- The Transdev Rail Experience

€ 850 million revenues in 2013

2013 Transdev Rail Revenues Breakdown per Country



1- The Transdev Rail Experience

Some figures in Europe

- **Transdev operates**
 - **15 regional rail networks** in Germany,
 - **3 networks** in France,
 - **3 networks** in Sweden and,
 - **3 networks** in the Netherlands, **through O&M contracts with PTA's**
- **3 lines** in open access in France, in Germany and in Sweden
- **Networks size**
 - **3.350 km** in Germany
 - **124 km** in France (excluding the « Thello » open access operation)
 - **2.650 km** in Sweden
 - **200 km** in the Netherlands
- **Volume of train km per year: 66 million**
- **Number of rail vehicles managed by Transdev: 718 (DMU – EMU – locomotives and passengers coaches)**

2 **The Transdev Rolling Stock Fleet Management in Europe**

2 – The Transdev Rolling Stock Fleet Management

The different Rolling Stock Provision Models

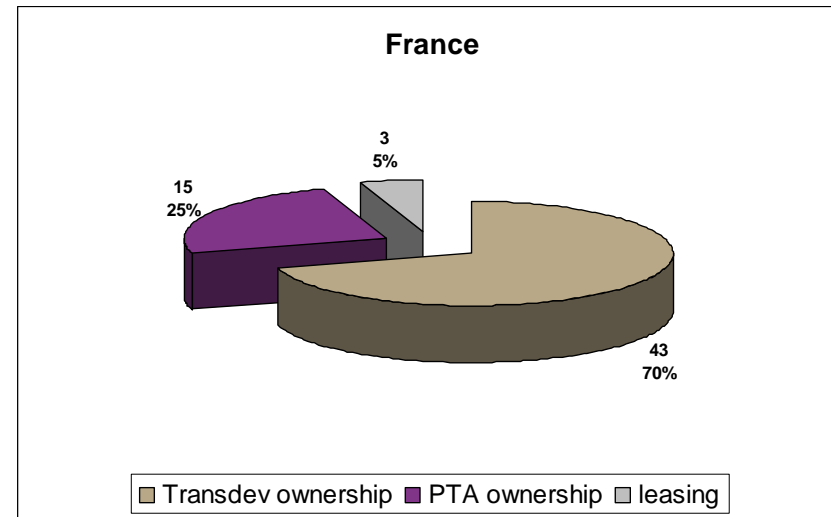
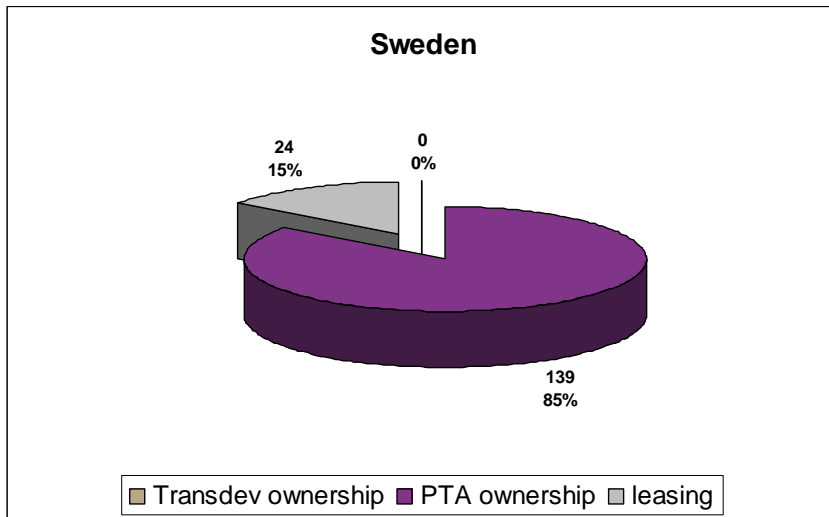
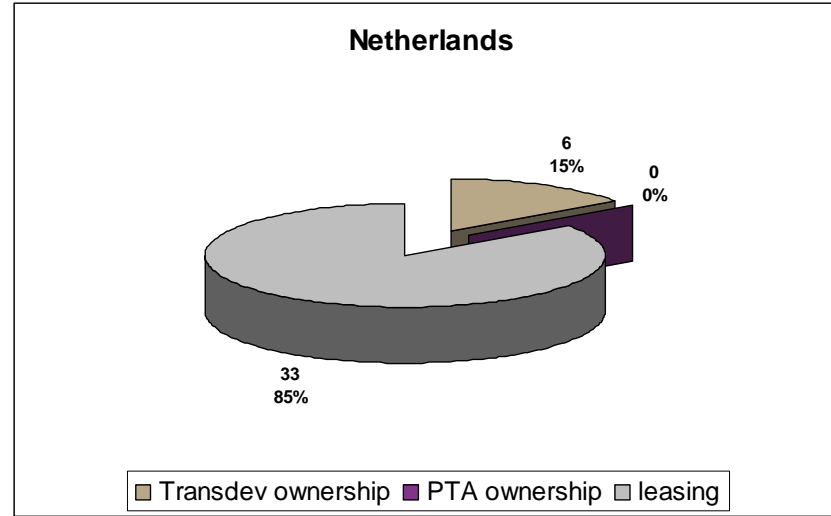
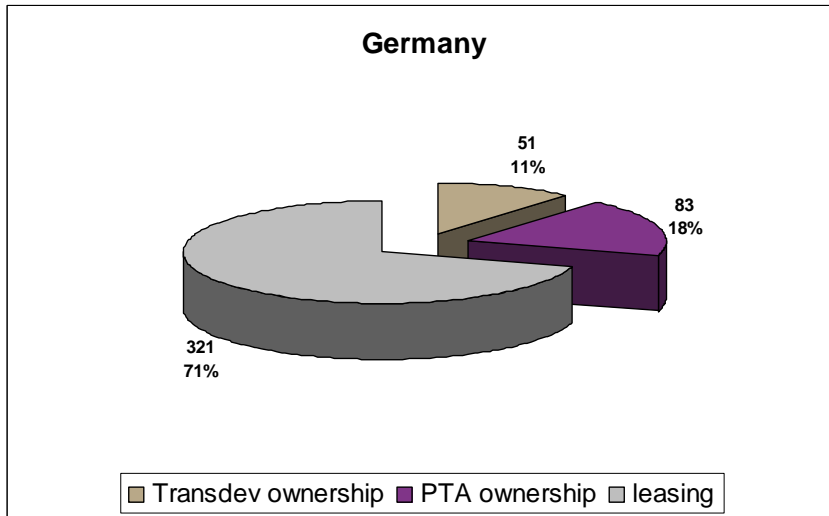
1- Responsibility of the Contractor to provide the rolling stock by complying with the local (Country) regulation

- **Rolling Stock is owned by Transdev**
 - Germany, France and Netherlands
- **Rolling Stock in leasing with the « Rosco's » - Rolling stock Leasing company**
 - Germany, Sweden, France and The Netherlands

2- Responsibility to the PTA

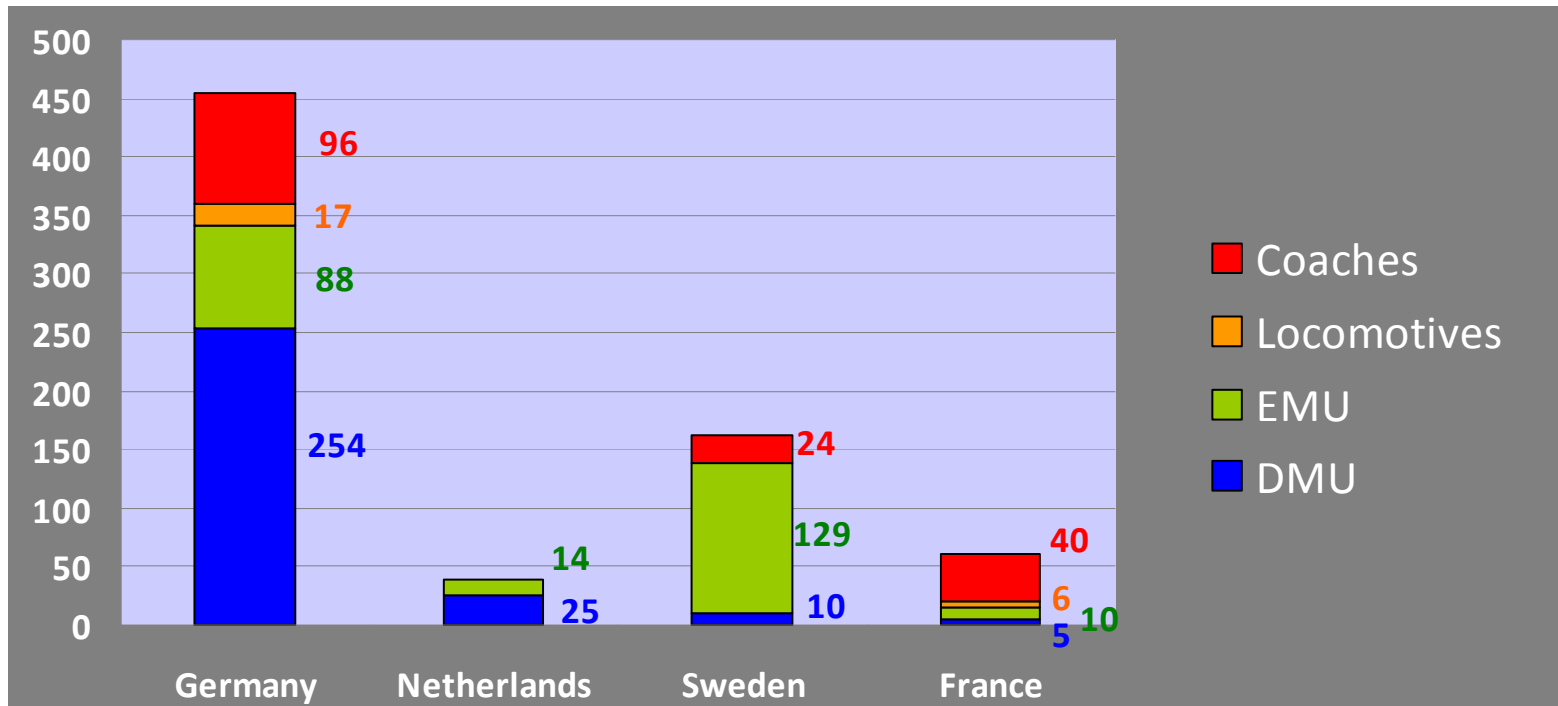
- **Rolling Stock is owned by PTA's and is given for free or with a leasing fee**
 - Germany, France and Sweden

2- The Transdev Rolling Stock Fleet Management The Provision Models per Country in Europe



2- The Transdev Rolling Stock Fleet Management

The Rolling Stock Fleet managed by Transdev in Europe is as follows;



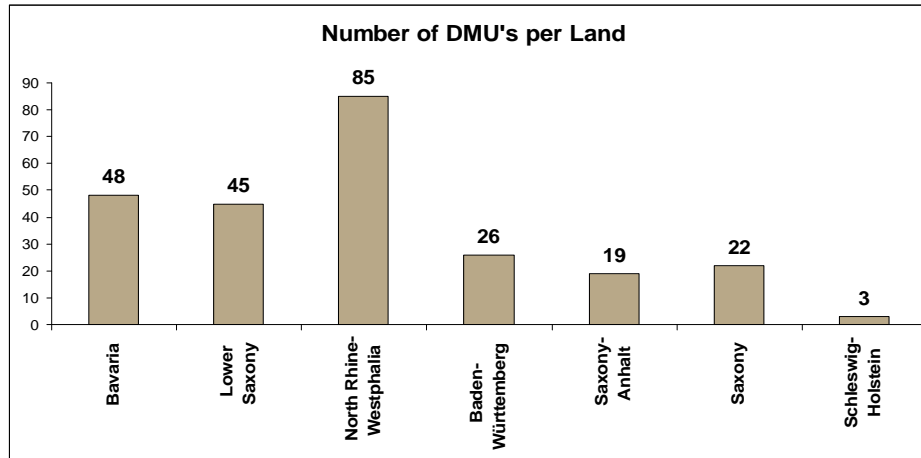
DMU : 1 to 3 cars per unit

EMU : 2 to 6 cars per unit

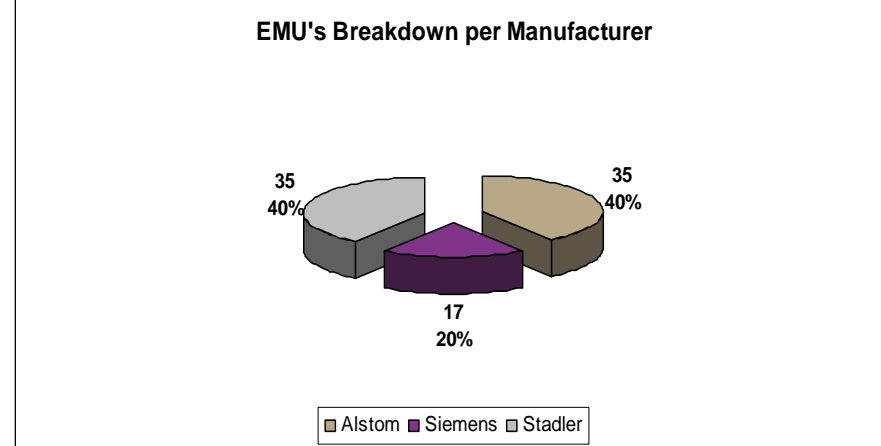
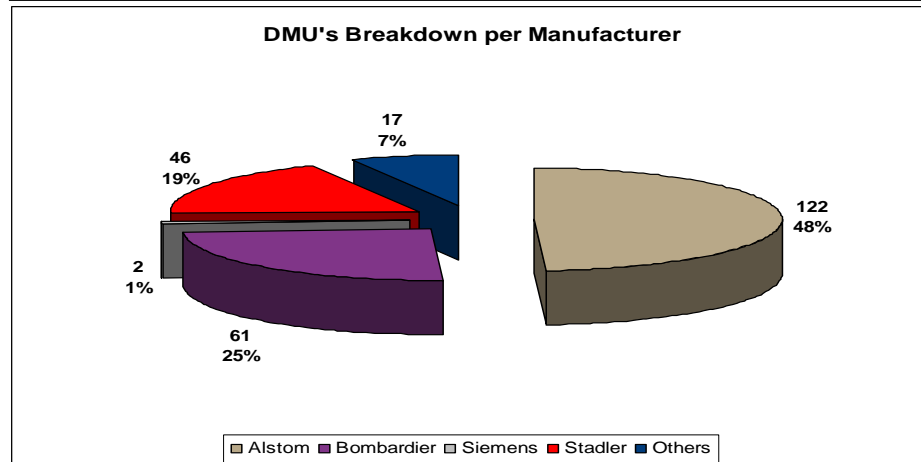
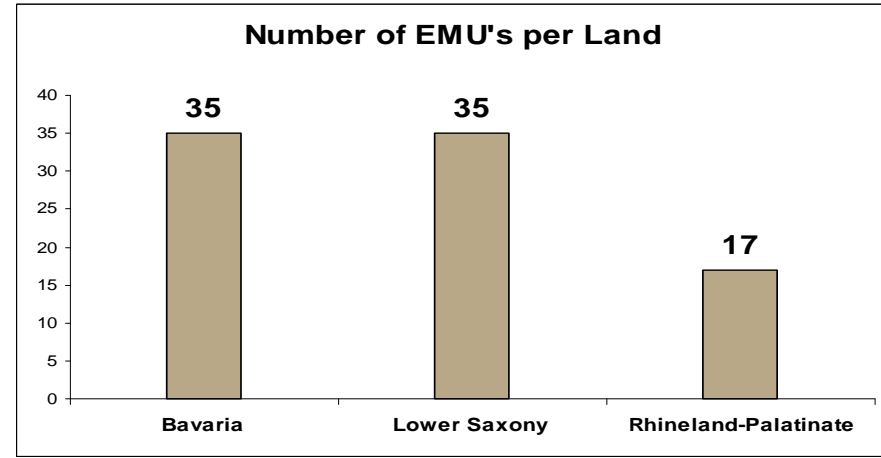
2- The Transdev Rolling Stock Fleet Management The German Case

Transdev operates in 8 « Länder » with rolling stock provided by many manufacturers and meeting the required specifications in the O&M tenders

- DMU's Fleet



- EMU's Fleet



2- The Transdev Rolling Stock Fleet Management Acquisition, Leasing

Transdev has experience:

- **In Rolling Stock acquisition from RFP, contract negotiation, up to final acceptance and warranty management with the major manufacturers**
 - Alstom, Bombardier, Siemens, Stadler in Germany, in France and in the Netherlands

- **In financing scheme with the Leasing Companies in « lease-back » solution (after acquisition) or in direct leasing:**
 - Alpha Trains Europe, Ascendos Rail, SNC Vindelica, HSH Nordbank, DAL Deutsche Leasing, CB Rail, Railpool, NetRail AB,... in Germany, in Sweden and in the Netherlands

2- The Transdev Rolling Stock Fleet Management

The maintenance

Various Maintenance Scenarios:

1- Maintenance Responsibility to the Contractor:

- **Maintenance is performed** by Transdev employees in its own Maintenance Facilities (Most of the cases in Germany)
- **Maintenance is subcontracted** to Maintenance companies or to Rolling Stock Manufacturers which have developed such services (ie- Stadler in the Netherlands, Siemens in Germany or Bombardier in Sweden). Maintenance services are performed on a back to back basis with the O&M contract.

2- Maintenance Responsibility to the PTA

- **Maintenance is directly performed** by Maintenance Companies **in contract with the PTA's** (Sweden)

2- The Transdev Rolling Stock Fleet Management Maintenance services in the Netherlands

Subcontracted maintenance

The **maintenance of 24 Stadler trains** type GTW 2/6 (2-car set) and GTW 2/8 (3-car set) is **subcontracted** to Voith Services (purchased by Stadler in 2013) for the **Limburg Contract** as well as the **9 Stadler trains** GTW 2/8 of **Connexion**.

The maintenance facility is owned by the maintainer



STADLER Maintenance Facility in Venlo



Connexion Maintenance Facility in Amersfoort

In-house maintenance

The **maintenance of the 6 trains in Valleilijn** is performed by Connexion (Transdev Group) itself in its own workshop in Amersfoort

The maintenance workshop is owned by Transdev

2- The Transdev Experience

Summary

- **A 15 years know-how in 4 Countries in Europe with various fleet management models**
 - France, Germany, Netherlands and Sweden
- **Skills of Rolling Stock Acquisition with Manufacturers**
- **Contract Experience**
 - with **Manufacturers** for purchase contracts
 - with **Rosco's** for leasing contracts
 - with **Maintainers** for maintenance contracts
- **Experience of Rolling Stock Maintenance including Major Overhaul or Mid-life Overhaul**
- **Experience of building new maintenance facilities** suitable to the operation requirements

3 **Case study: Germany VS France New Rolling Stock Market**

3- Case Study Germany VS France

On the **2009 – 2013 period**, the **EMU's (excluding double-deck vehicles) orders** for the regional market were as follows;

	Germany	France
Number of EMU's orders (Number of Units / Cars)	389 / 1.554	182 / 828
Number of operating companies as purchaser	8	1
Number of RS suppliers	4	1*
Average delivery time	2 years	>3 years
Average cost per car	1,340 M€	1,730 M€

* *Only Alstom as Rolling Stock manufacturer with a frame agreement for the « Regiolis » trains.*

3- Case Study

Germany VS France

- Regional rail competition can attract new Rolling Stock manufacturers (ie, in Germany with Alstom, Bombardier, Siemens, Stadler, CAF, PESA,...).
- A Rolling stock frame agreement with only one manufacturer can not meet the requirements for all PTA's. Even if it is the case, the price will be higher.

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Two examples of Rolling Stock managed by PTA 's in Sweden and in Germany

Swedish example : AB Transitio



In 1998, Swedish PTA's have joined together to create Transitio AB, a structure type ROSCO.

AB Transitio acquire, finance and administer trains for the Swedish PTAs. Together the PTAs own Transitio through part ownership.

Primarily Transitio lease the rolling stock to regional PTAs and/or their operators.

The AB Transito Fleet: 108 trains purchased since 1998



Manufacturer : Bombardier
Type : Regina
Number : 63
Delivery years : 2000 – 2011
PTA's : 9



Manufacturer : Bombardier
Type : Contessa
Number : 24
Delivery years : 2005 – 2012
PTA's : 5



Manufacturer : Bombardier
Type : Itino
Number : 9
Delivery years : 2002 – 2010
PTA's : 4



Manufacturer : Alstom
Type : Coradia
Number : 12
Delivery years : 2012
PTA's : 4

German example: the « VRR model »



In North Rhine - Westphalia, one of the PTA's, VRR, use the so-called "VRR model" to finance rolling stock.

Under the O&M RFP re- the operation of regional rail services, the "VRR model" requires that the future operator shall provide vehicles and then selling to VRR.

VRR becomes the owner of the vehicles and leases them to the contractor for the period of the O&M contract.

- The PTA issues a functional specification of rolling stock in the RFP
- The Operator is responsible for consultation and negotiation of acquisition of Rolling Stock with manufacturers