Transport Community Secretariat

14th Technical Committee on Railway

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About UNIFE

► Established in Brussels since 1992

► More than 100 Member companies (1/3 are SMEs) and 13 National Associations

► 400,000 jobs in Europe

► Global leaders: UNIFE members represent 84% of European market and 46% of world rail market

► Visit www.unife.org to discover UNIFE Membership benefits
About UNIFE
Global market rail projections

- **Global world rail supply market** expected to **grow at 3% CAGR until 2027** [from current €177 bn to €210 bn]

- **Eastern Europe and Africa Middle/East** are expected to show strongest growth rates **[at 6.1% and 7.1% respectively]**

- **Infrastructure** is the segment to yield strongest growth **at 3.8%**

Source: WRMS 2022 / Roland Berger
Key findings of the WRMS 2022 – Future market

► Eastern Europe and Africa Middle/East are expected to show strongest growth rates; CIS only region with declining market

► Total market growth rates per region [CAGR1), %]

- NAFTA: 3.1%
- Western Europe: 3.8%
- Eastern Europe: 6.1%
- Latin America: 4.7%
- Africa/Middle East: 7.1%
- CIS: -0.5%
- Asia Pacific: 1.9%

Source: WRMS 2022 / Roland Berger
Market accessibility remains an obstacle

Worldwide market accessibility continues to decrease – strong political action is needed!

- Reduced accessibility and visibility of certain markets for European suppliers, while European rail market is being more liberalised and opened to foreign suppliers

- Higher uncertainty caused by geopolitical conflicts (e.g., US-Iran or Russia-Ukraine)

- However, proportional growth in accessible markets and upwards adjustments in some countries (e.g., UAE, Israel) partially limit decrease of accessibility rate to a level of around 61% in the current market (2020: 62%)

Source: WRMS 2022 / Roland Berger
EU Investments in the Western Balkans

Advocating for mobilisation of financing support in a Team Europe approach

► Global Gateway could provide more focused support on rail projects, including at the urban level

► Western Balkans Investment Framework to continue support on Flagship corridors initiative with the support of DG NEAR, EIB, EBRD and others EFIs

► Pre-accession funds to address bottlenecks in the transposition of the acquis [public procurement, administrative capacity, etc].
The Most Economically Advantageous Tender (MEAT) - A sustainable approach to rail procurement

Application of the EU public procurement framework

- In particular, it is important to underline the contract award criteria described in Article 82 of Directive 2014/25/EU and Article 67 of Directive 2014/24/EU: “...contracting entities shall base the award of contracts on the Most Economically Advantageous Tender” (“MEAT”); “...shall be identified on the basis of the price or cost, using a cost-effectiveness approach, such as life-cycle costing...”.

- In practice, contracts can still be awarded on the basis of price only

- List of potential criteria that could be considered in tendering procedures and contract awarding of rail projects:
  - Long term strategy, performance, technical criteria, logistical capabilities, life-cycle costing, corporate social responsibility
4RP implementation is of paramount importance for the European rail supply industry’s future competitiveness and achieving a truly Single European Railway Area.
Digitalisation as a key enabler of the RSI

- Advantages of ERTMS/ETCS and CBTC and their impact on safety and efficiency
- Deployment of Digital Automatic Coupling (DAC) and its impact on rail freight productivity
- Introduction of FRMCS as the future high-performance mobile network
- Overview of predictive maintenance and its benefits (e.g., impact on maintenance costs and availability of vehicles)
- Seamless multimodal and improved rail transport experience through the digitalisation of the rail journey
- Overview of regulatory initiatives as a result of increasing number of cyber attacks – Cyber security as an emerging field of services

Source: WRMS 2022 / Roland Berger
Digitalisation as a key enabler of the RSI

UNIFE involvement on key topics:

2022 DAC Sector Statement
Digital Automatic Coupling - a key element for the digital transformation of the European railway system

UNIFE Position Paper on Cybersecurity in Railways

Successful Transition to FRMCS
UNIFE Position Paper on the Key Success Factors for the transition to FRMCS
28 September 2021
See you soon

THANK YOU

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