Assets and challenges of a strategic sector for Europe: The European rail manufacturing industry

Dr. Lutz Bertling, Chairman of UNIFE
A few words on UNIFE: the European Association of rail supply manufacturers
What is the European rail supply industry?

- Main business segments:
  - ROLLING STOCK
  - SIGNALLING
  - INFRASTRUCTURE
  - ENGINEERING

- From SMEs to world-class industrial champions
- Suppliers based all over Europe
A strategic industry for the European economy

JOB-CREATING

INNOVATIVE

WORLD LEADER & EXPORTER
Major opportunities to seize on the world rail market

- Megatrends: growing urbanisation, energy scarcity and climate change
- Based on trends and future orders, the market is expected to grow by 2.7%¹

¹Compounded annual growth rate of total market 2017-2019 vs. 2011-2013

Source: Steering Board UNIFE WRMS 2014
A growing challenge: international market access

- Only 67% of the total market is truly accessible to European suppliers
- Increasing difficulties on some markets (China, Japan, etc.)

<table>
<thead>
<tr>
<th>Total market</th>
<th>CAGR</th>
<th>Accessible market</th>
<th>CAGR</th>
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<tr>
<td></td>
<td></td>
<td>Rail control</td>
<td>+2.7%</td>
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<td></td>
<td></td>
<td>Infrastructure</td>
<td>+3.1%</td>
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<tr>
<td></td>
<td></td>
<td>Rolling stock</td>
<td>+2.2%</td>
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<tr>
<td></td>
<td></td>
<td>Services</td>
<td>+3.0%</td>
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Source: Steering Board UNIFE WRMS 2014
Increasingly fierce competition with Asian companies

The case of China
How the EU can help safeguard the global leadership position of the European rail supply industry

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<th>Strengthen the offer</th>
<th>Improve the EU and International business environment</th>
<th>Stimulate demand in the EU and worldwide</th>
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<td>Research and Innovation</td>
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<td>Public grants for rail projects</td>
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<td>Energy-efficiency</td>
<td>Internationalisation and Market access</td>
<td>Mobilising development banks and private investment</td>
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<td>Skills and Training</td>
<td>Business environment for SMEs</td>
<td>Rail-friendly Transport policy</td>
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