



Challenges of rail liberalisation - Illustrated on THE MERIDIAN -



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Challenges of rail liberalisation

Agenda

1. Veolia Verkehr Germany
2. Rail liberalisation in Germany
3. Special market conditions in Bavaria
4. Challenges illustrated with THE MERIDIAN project

1. Key figures – Veolia Verkehr Germany (2010)

Revenue	602,8 Mio. €
Employees	4.574
Active subsidiaries	33
Train km/y	39,5 Mio.
EMU/DMU	285
Train sets and locomotives	18
Own buses	948
Trams	17

1. Veolia Verkehr in Bavaria

Network:



1. Key figures of Veolia Verkehr in Bavaria

	BOB	BRB	MERIDIAN, ab 12/2013
Network	120 km	200 km	261 km
Stations	26	44	40
Employees	179	105	~ 180
Fleet	21 (17 Integrale, 4 Talent)	28 (LINT 41)	35 (FLIRT)
Volume of train- km	1,7 Mio/y	3,0 Mio/y	~ 5 Mio/y

2. Rail liberalisation in Germany

- ▶ Start in 1994/1995
- ▶ First regional railway lines in Bavaria since 1998 with the start of Bayerische Oberlandbahn network (Munich – Tegernsee/Lenggries/Bayrischzell)
- ▶ Over 400 railway companies (RC) in Germany - about 20–25 key players

Trends:

- > Nationalisation of RC
 - * Netinera/Arriva -> DB and FS
 - * Abellio -> NS
- > Low number of foundations of RC

3. Special market conditions in Bavaria

3.1 PTA (Bayerische Eisenbahn Gesellschaft)

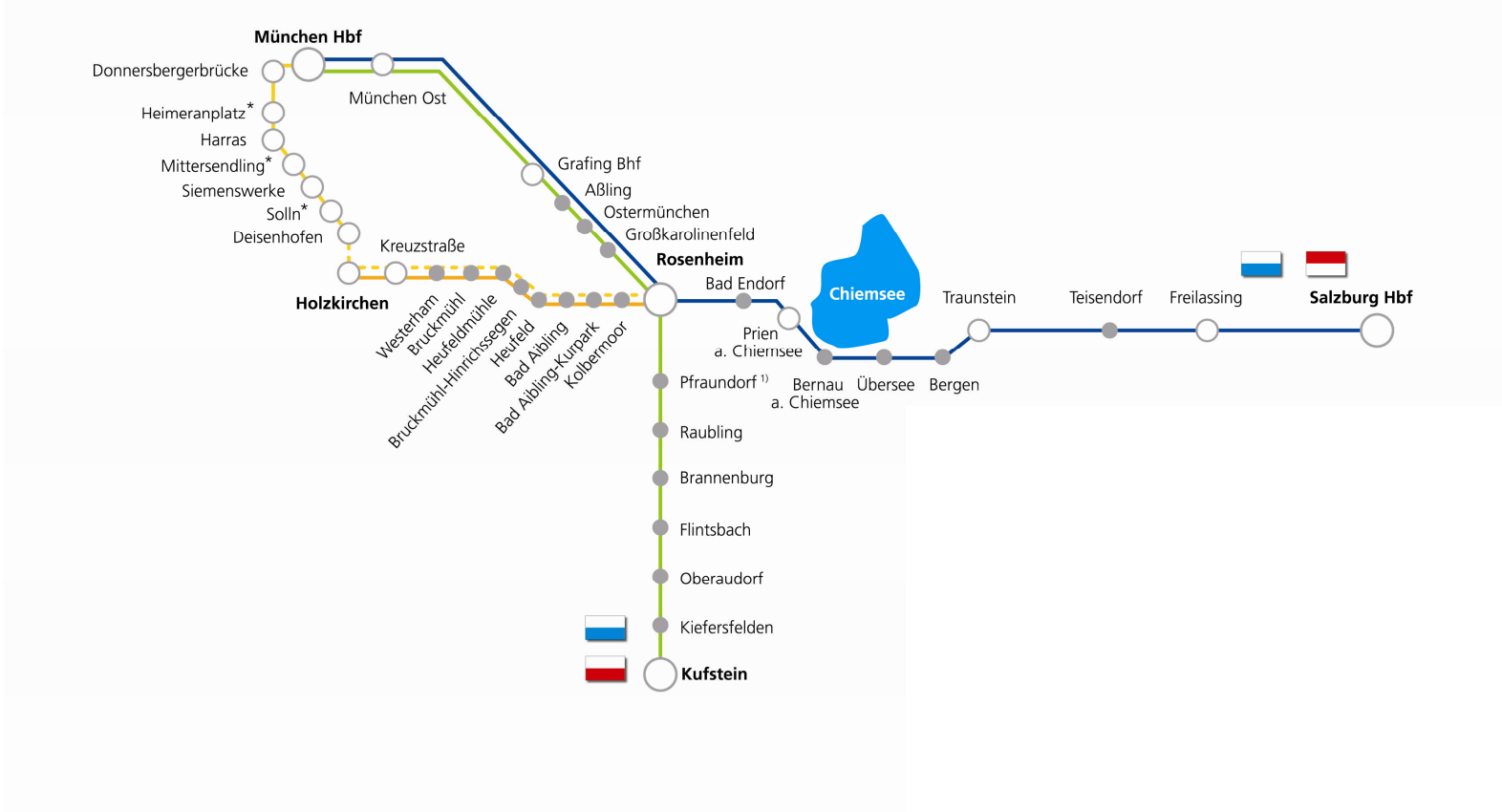
- Net-Contract-structure
 - > full revenue responsibility for the railway company (RC)
- New tender versus direct appointment discussion

3.2 Bottle neck factors

- Employess, esp. drivers
- Infrastructure: stations and storage tracks

4. Challenges – illustrated with THE MERIDIAN project

4.1 Network map MERIDIAN



4.1 MERIDIAN – Milestones

April 2010	EU-wide tender for the regional transport services by BEG (Bayerische Eisenbahngesellschaft mbH) on the following sections: <ul style="list-style-type: none">- Munich – Rosenheim – Salzburg / Kufstein- Munich – Holzkirchen – Rosenheim
December 2010	Veolia Verkehr wins the tender, because of best offer concerning quality and price
December 2013	Start of operation will be on 15th of December 2013 under the brand MERIDIAN

4.1 MERIDIAN – Summary

Term of contract:	December 2013 until December 2028
Volume:	4.8 up to 5.2 million train-km p.y.
Fleet:	35 new FLIRT ³ electrical multiple units (EMU)
Workshop:	new workshop in South East Munich
Carrier/RC:	Bayerische Oberlandbahn GmbH
Brand:	MERIDIAN

4.2 MERIDIAN – the brand

We will establish a new brand MERIDIAN for our customers.

Meridians are in medicine and in geography symbols for power channels and energy of life.

This reflects our philosophy:

On the one hand we want to be a powerful, connecting mobility services provider for our passengers and on the other hand a reliable partner for public transport authorities, local authorities and cooperation partners .

In the coming months, the brand MERIDIAN will be rolled out.

It is a promise of quality for our customer-oriented performance.

4.3. Trains

FLIRT³ = **F**linker, **L**eichter, **I**nnovativer **R**eional**T**riebzug

4.4 Fleet

Modern electrical multiple units (EMU) FLIRT³ of manufacturer Stadler - Berlin-Pankow:

▶ **3-car-unit (7):**

- Length 59 m
- 158 seats (150 seats in 2nd class)
- multi-purpose area near the entrance for approximately 12 bicycles

▶ **6-car-unit (28):**

- Length 107 m
- 333 seats (325 seats in 2nd class)
- multi-purpose area near the entrance for approximately 30 bicycles

Operations:

- Regular use: two vehicles of 6-car-unit coupled together on the route Munich – Salzburg and Munich – Kufstein
- Maximum of 3 coupled units (with a maximum of 999 seats)

4.4 Fleet

► **Comfort features of FLIRT³-multiple units (1/2):**

- consistently high, clear and bright interior
- innovative interior design, different areas equipped for target groups
- almost entirely continuous floor inside the vehicle, levels only to seats at the vehicle ends
- multi-purpose areas for luggage, prams and bicycles directly at every entry doors
- special places for wheelchairs and companion directly at one of the entry doors
- sufficiently high luggage racks above the seats – more storage space
- aisle side no brace under the seats, this results in more cleanliness, legroom and the ability to move luggage under the seats

4.4 Fleet



Comfort features of FLIRT3-multiple unit (2/2):

- four facilities in each 6-car-unit and two facilities in each 3-car-unit, each including a state of the art wheelchair accessible toilet
- flat entry with very small gap for the bulk of platforms (height: 76 cm)
- extendable steps for lower platforms
- in addition ramps and hoists as boarding aids, suitable for all platforms in the route network (various heights from 20 to 96 cm).

4.5 Sales, tariff and customer service (1/2)



Respective plans:

- tariff system and sales under evaluation
- various booking options
- ticket sales and service on the train
- ticketcenters in:
Rosenheim, Bad Endorf, Prien, Übersee, Traunstein, Freilassing
- user-optimised MERIDIAN-vending machines at all railway stations
- online opportunities

4.5 Sales, tariff and customer service (2/2)

- Munich – Rosenheim - Salzburg/Kufstein: escort service quote of min. 100%,
- Munich – Holzkirchen - Rosenheim: escort quote more than 50%, starting at 7 p.m.: train conductor in all of the trains
- specialized regional catering concept
- targeted information to facilitate access to the rail system
- Discussion and exchange of information with our passengers, for example with our online bulletin board

4.6. Further challenges and interdependences

▶ Adjustment with international passenger- and cargo-timetables – year by year

▶ Adjustment and coordination with local public bus lines

▶ Developemt of station surrounding areas, Park & Ride- and Bike & Ride-plants with local authorities and DB Station & Service



644 days to go

See you -
on
THE MERIDIAN!



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