

**ShortSea Conference 2007**

**BRUGGE**

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**Which products can be offered by the rail operators to the short sea sector?**

## RAILWAYS General feeling

- Consume state budget
- Not efficient
- Vision till the borders
- Not Reliable
- Slow
- Expensive

## EU Policy in terms of rail freight

“Creation of an integrated European railway area to allow cross services under a single responsibility in order to guarantee a high EU freight market of services to the customer”

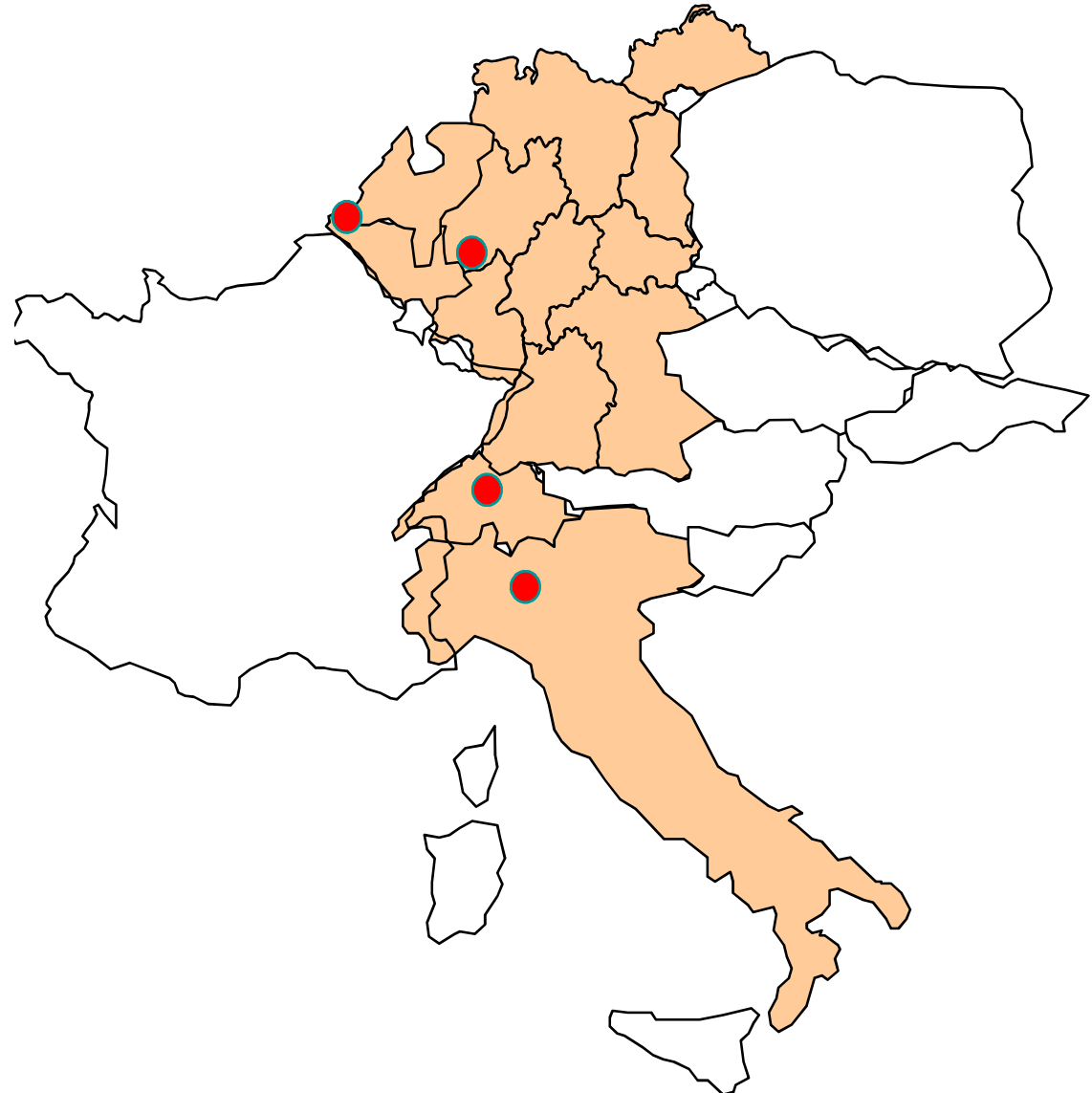
## The reality in 2007

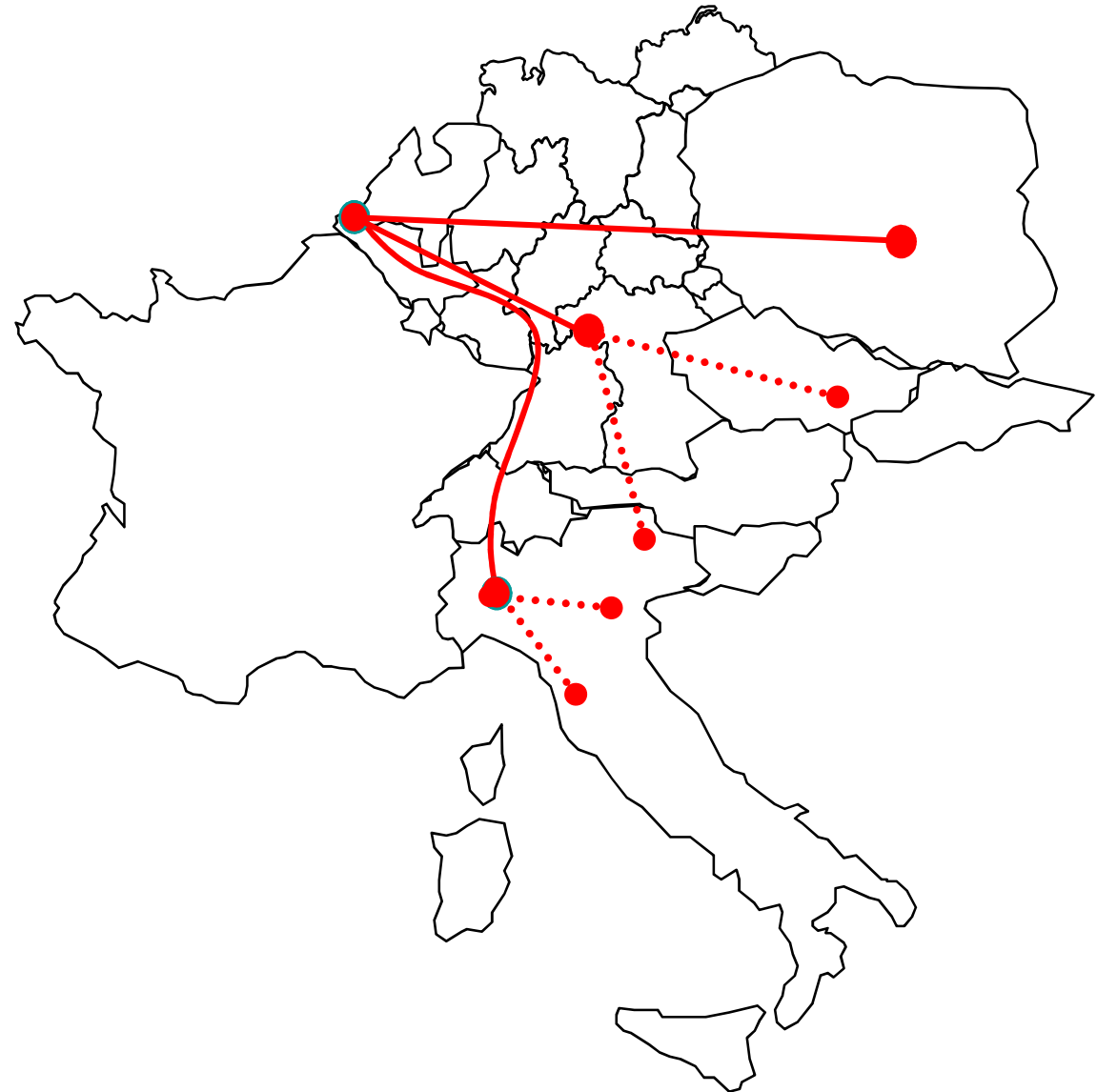
- Only 35% of the EU rail legislation is actually correctly implemented
- Over 65% of the rail market segments are still dominated by the incumbents
- A mere average market share of 4% of new entrants in the EU
- A maximum market share of 40% of new entrants in the UK only
- Over 800 million € of state aids granted to SNCF, with Trenitalia following the example
- Over 60% of delays of new entrants stemming from problems with infrastructure Managers (bad or no slots, no access to terminals, red signals)

**CROSSRAIL is in full compliance with these EU goals**

**CROSSRAIL has a unique integrated railway network covering 5 Countries offering END to END services.**

- **Belgium**
- **The Netherlands**
- **Germany**
- **Switzerland**
- **Italy**



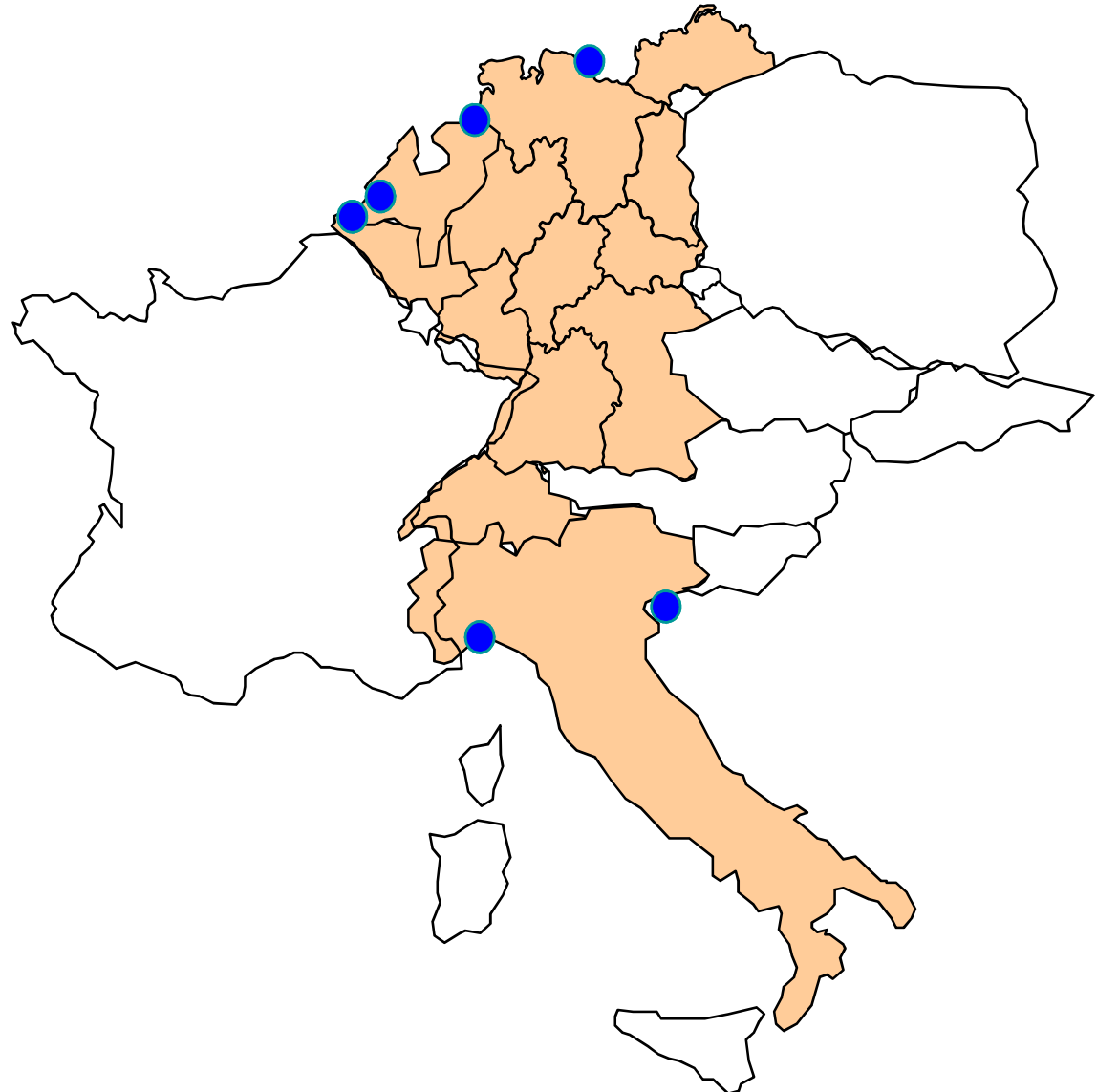


**CROSSRAIL will be a partner for  
MULTI MODAL services.**

**CROSSRAIL is offering:**

- **Fast**
- **Reliable**
- **Cross border**

**Services**



# We thank you for your attention.

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