Competition and Open markets

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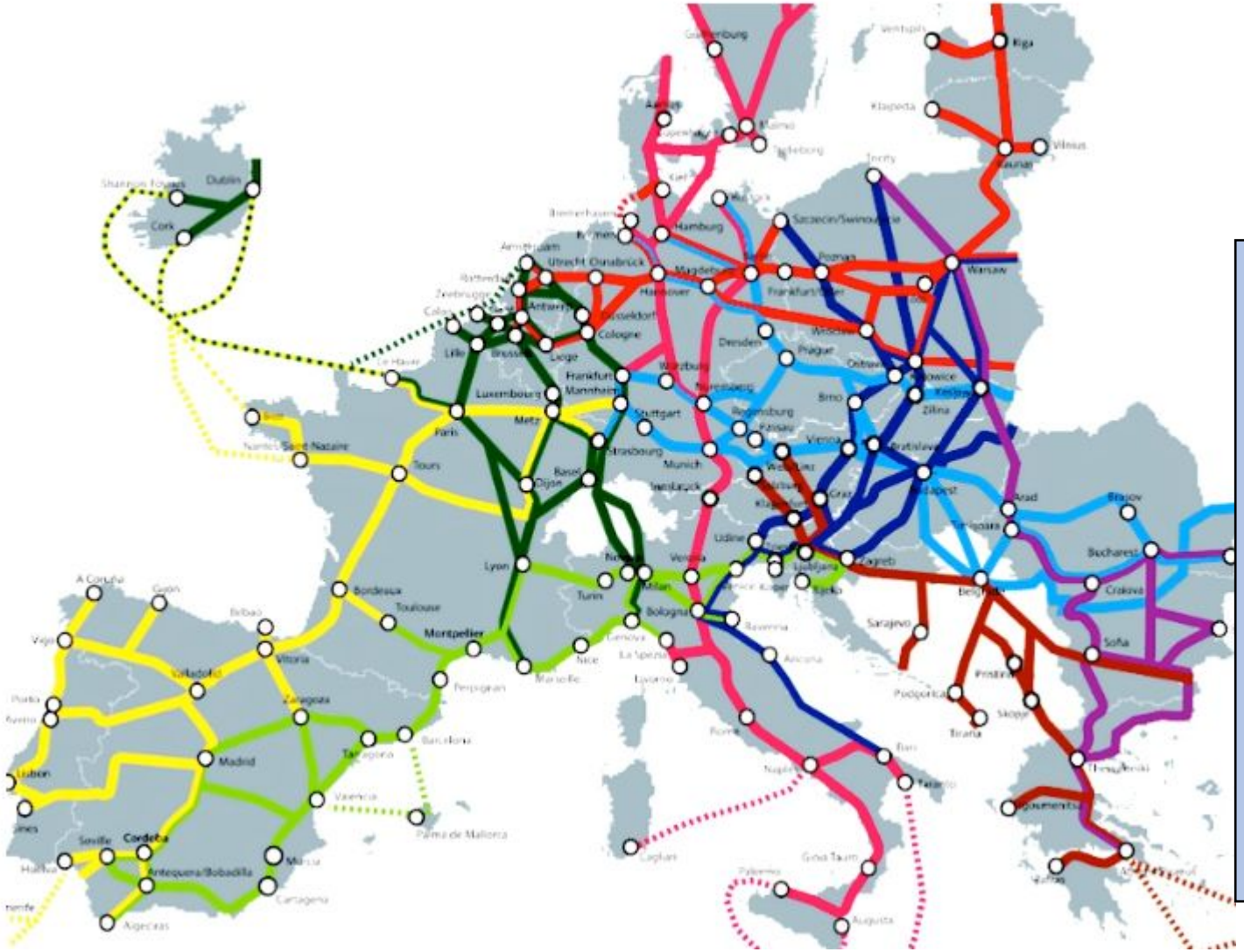
Infrastructure and competitivity



Hard infrastructure

Ten-T program and investments

Soft Infrastructure

Reform and competition

Competition experience

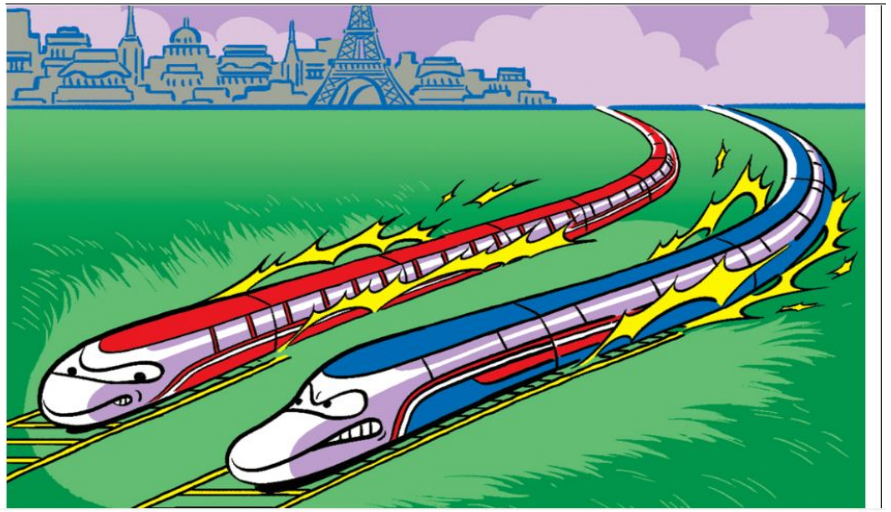
Search

Bloomberg Businessweek

The Discount Airline Model Is Coming for Europe's Railways

● Ryanair and EasyJet transformed low-cost continental travel. Get ready for no-frills trains.

By Carol Matlack



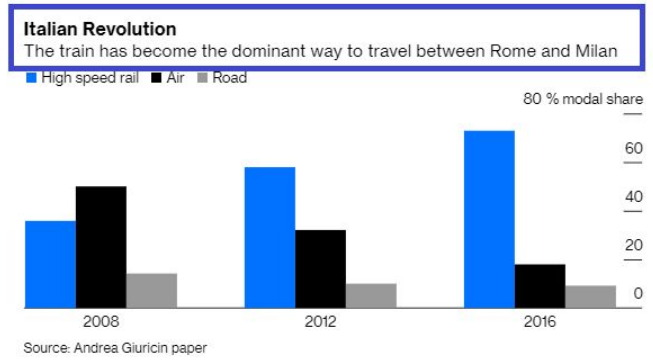
Get Ready to Ditch Your Business Class Flight

Europe's rail operators have ambitious plans to exploit the flight-shame phenomenon. They still need to make trains consistently convenient.

By Chris Bryant
29 ottobre 2019, 08:00 CET

Bloomberg Opinion

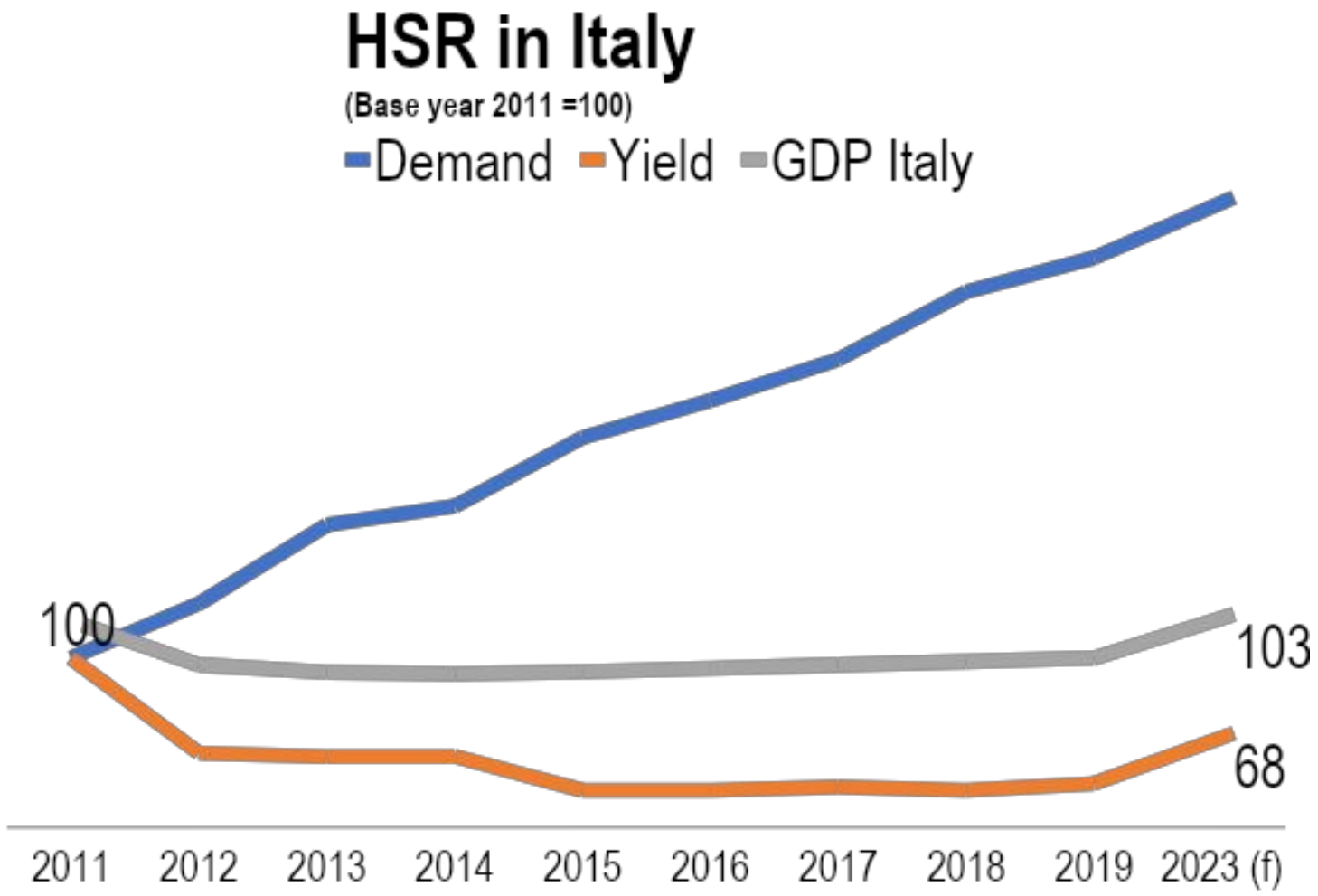
Look at Italy, where upstart Italo-Nuovo Trasporto Viaggiatori SpA has joined the incumbent Trenitalia SpA in offering train services. In just four years the two companies doubled their share of traffic on the Rome to Milan route at the expense of the airlines, while ticket prices fell by about 30%.

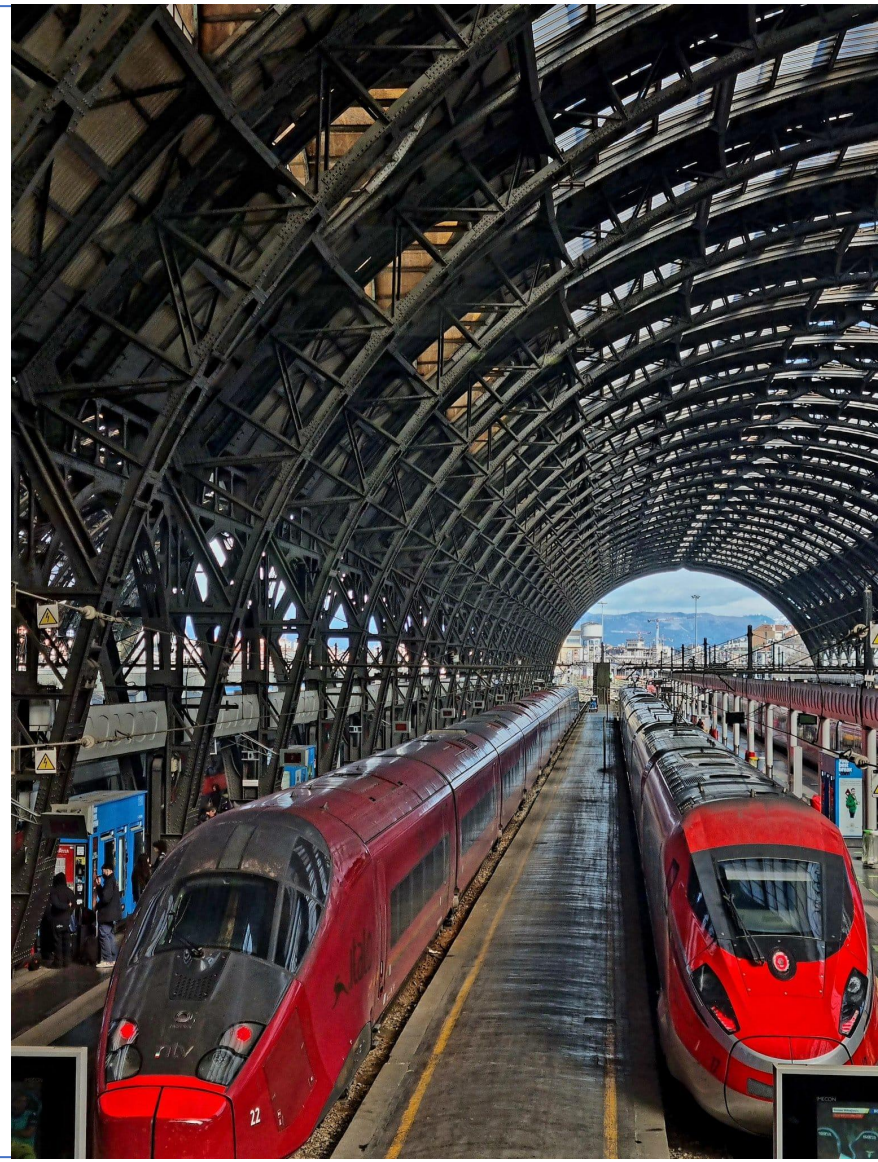


Competition is the big disruptor in Europe and Italy is the example in Europe for the liberalization.

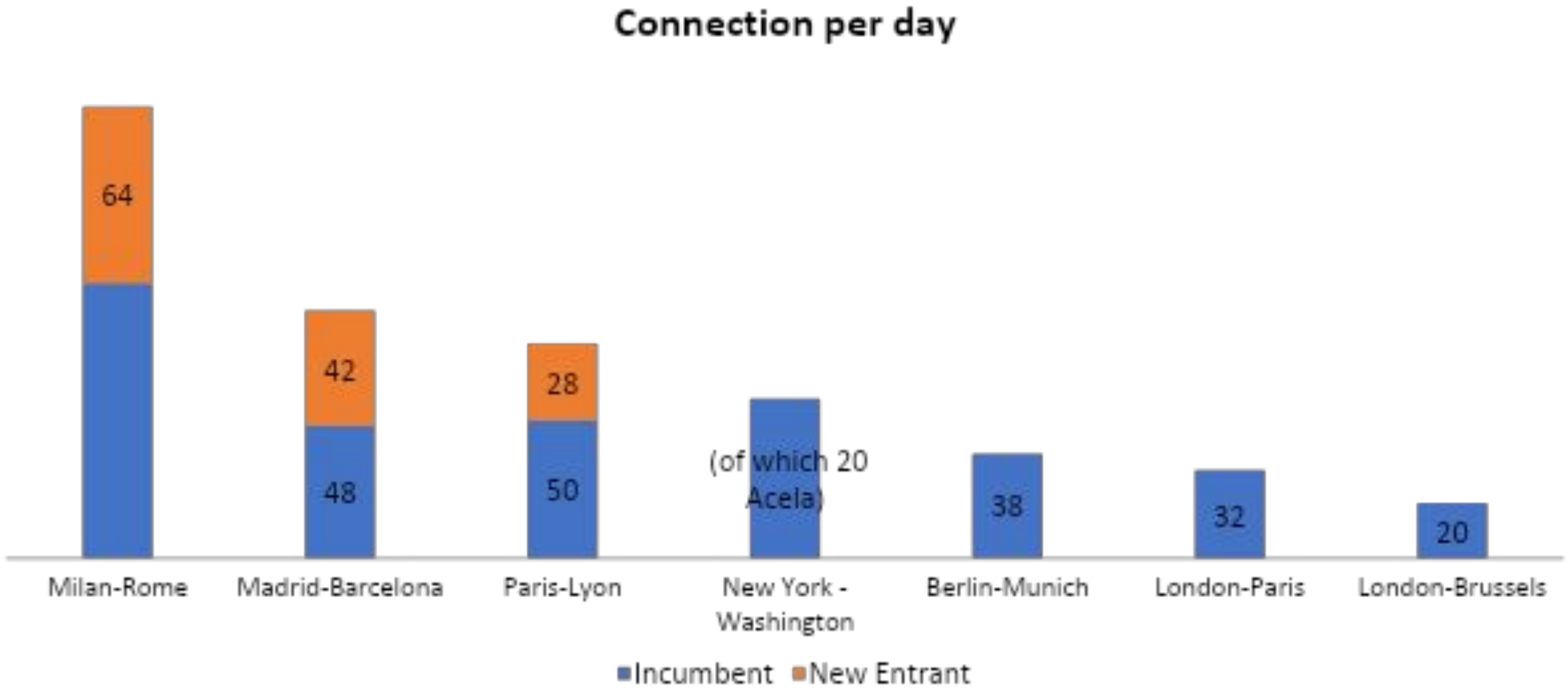
Spain and France are following the italian example, but other markets will be opened in the next years (Germany).

Experience of competition in HSR

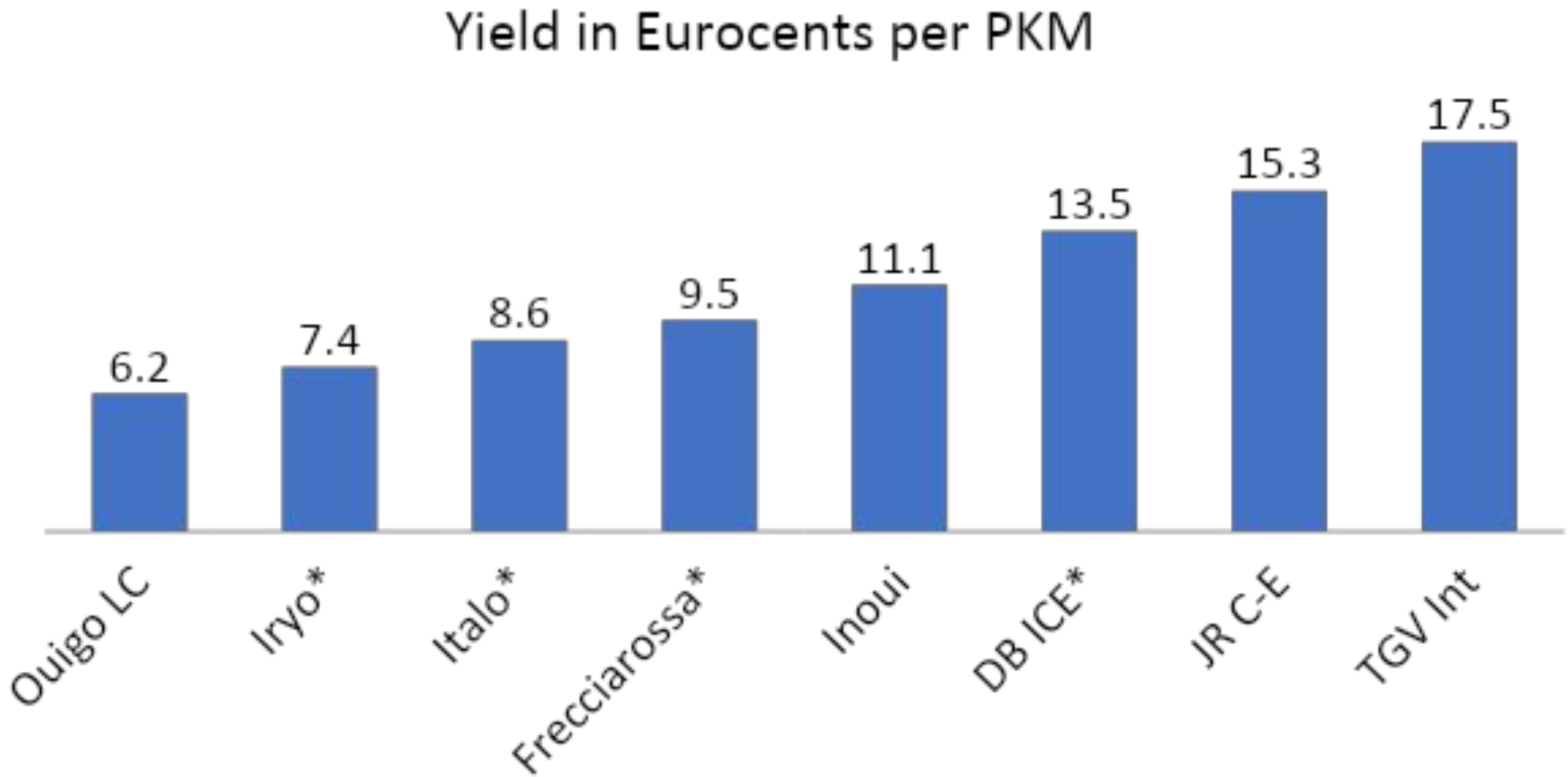




HSR potentiality



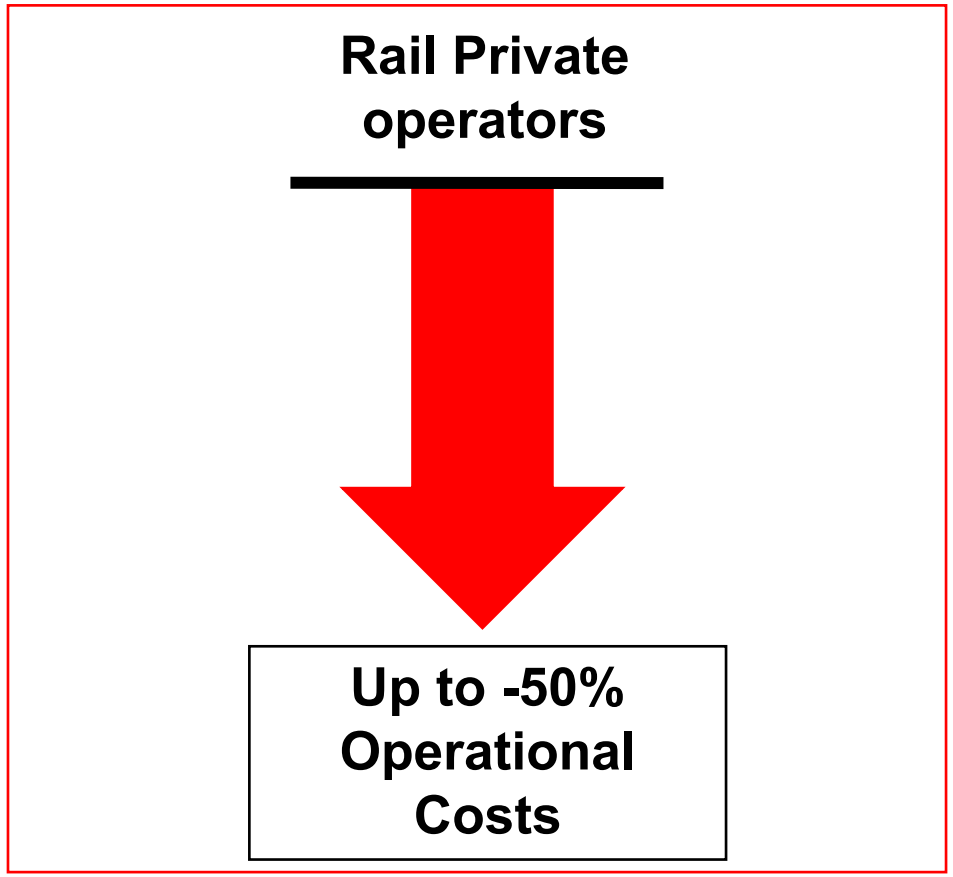
Yield


Yield in Eurocents per PKM
6.2
7.4
8.6
9.5
11.1
13.5
15.3
17.5
Ouigo LC
Iryo*
Italo*
Frecciarossa*
Inoui
DB ICE*
JR C-E
TGV Int

Economic regulation

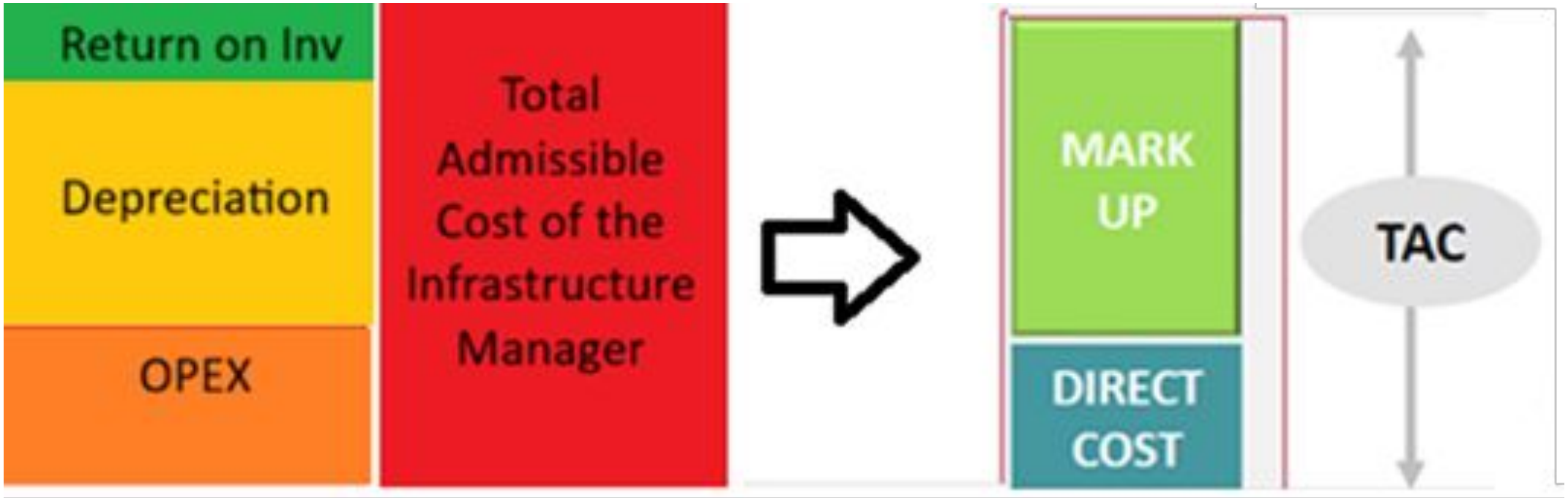
- Benefit in having more traffic is for the Country, not for the private operators
- Access charge is a tool to attract investments
- Access Charge has to be developed taking in consideration the intermodality competition
- SSC (Simple, stable and clear) Regulation

Examples from abroad



- **Competition is an important driver of reduction of cost**
- **A real coordinated Area at european level will help to reduce costs**
- A common language
- Effectiveness of the Railway Corridors
- Solve the infrastructure bottleneck
- Access charge
- **Regulation**

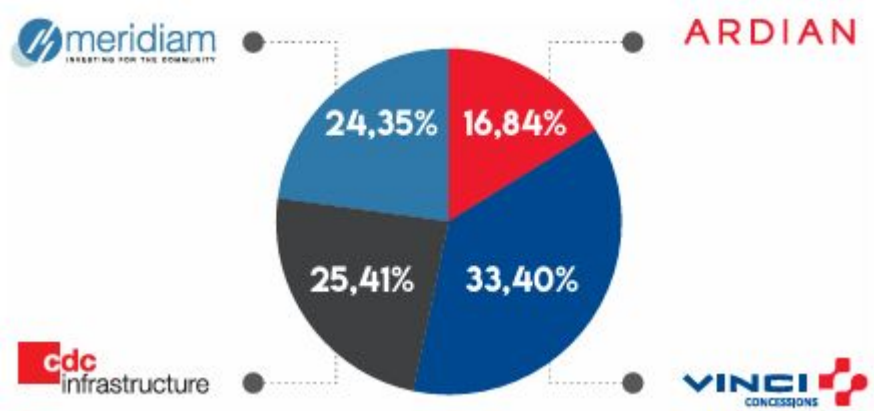
TAC in Europe

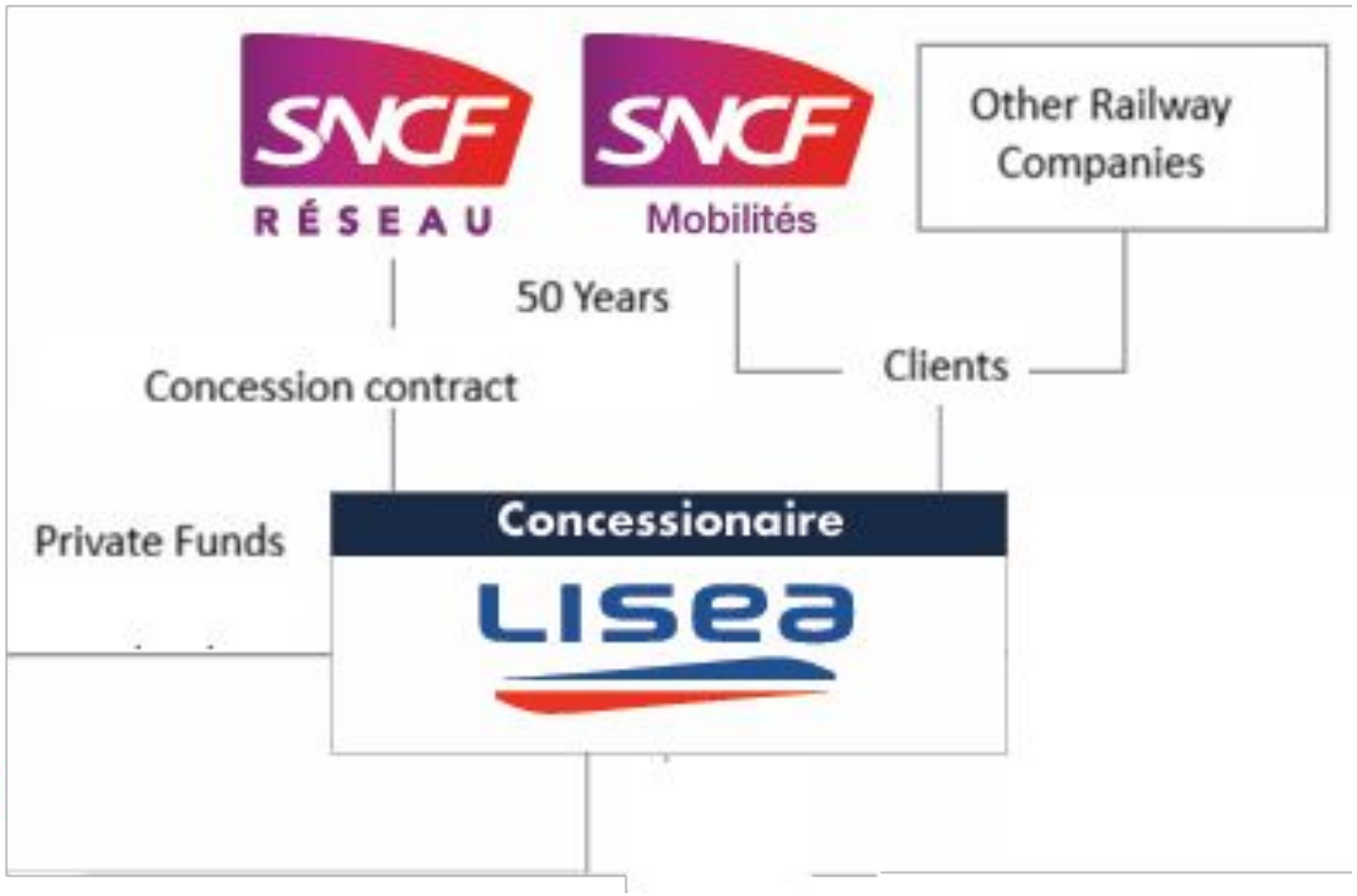


COST for the Infrastructure Manager

REVENUE for the Infrastructure Manager

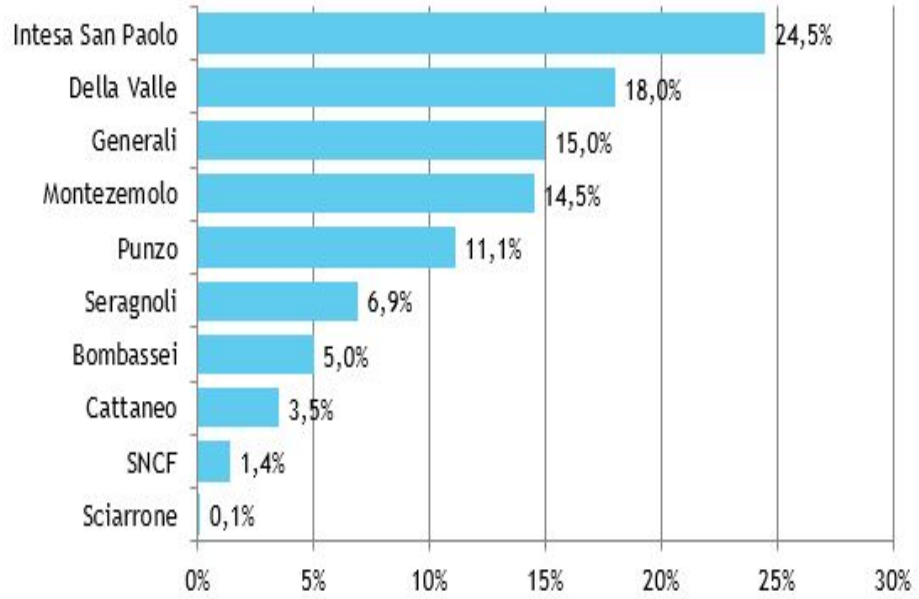
Private investment in infrastructure

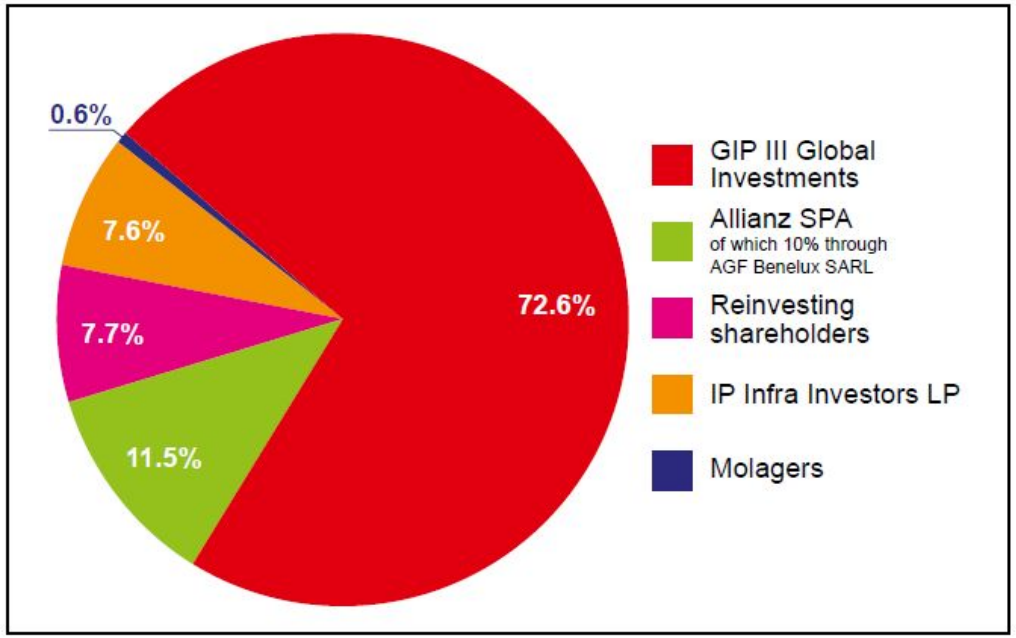




Private investment in railway operators

2017





GIP □ Global Infrastructure Partner

100% in Feb 2018 □ 1,92 BLN

2019

3,1 BLN

2024

TRA Consulting

Rail freight investment in Italy

CFI (3° italian player in rail freight)

GTS (4° italian player in rail freight)

Medway

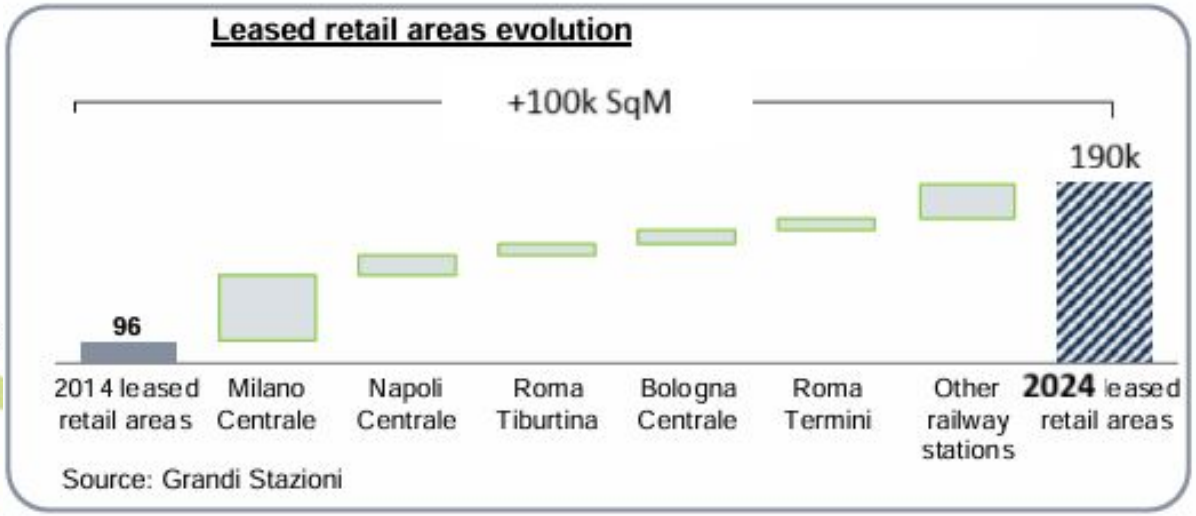
F2i: biggest infrastructure fund in Italy

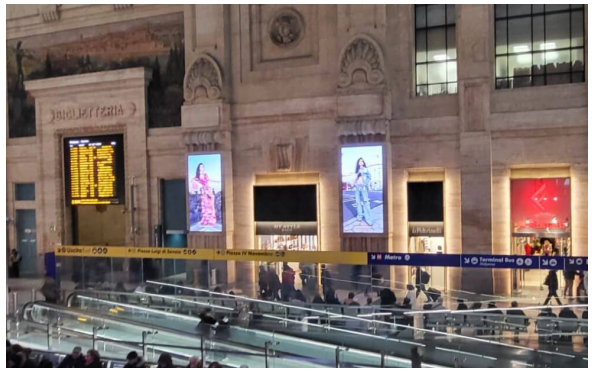
Marguerite: 25% European investment fund

MSC

Private investments in the stations

2014





creation of Grandi Stazioni Retail (GSR) with 14 stations retail management

2016

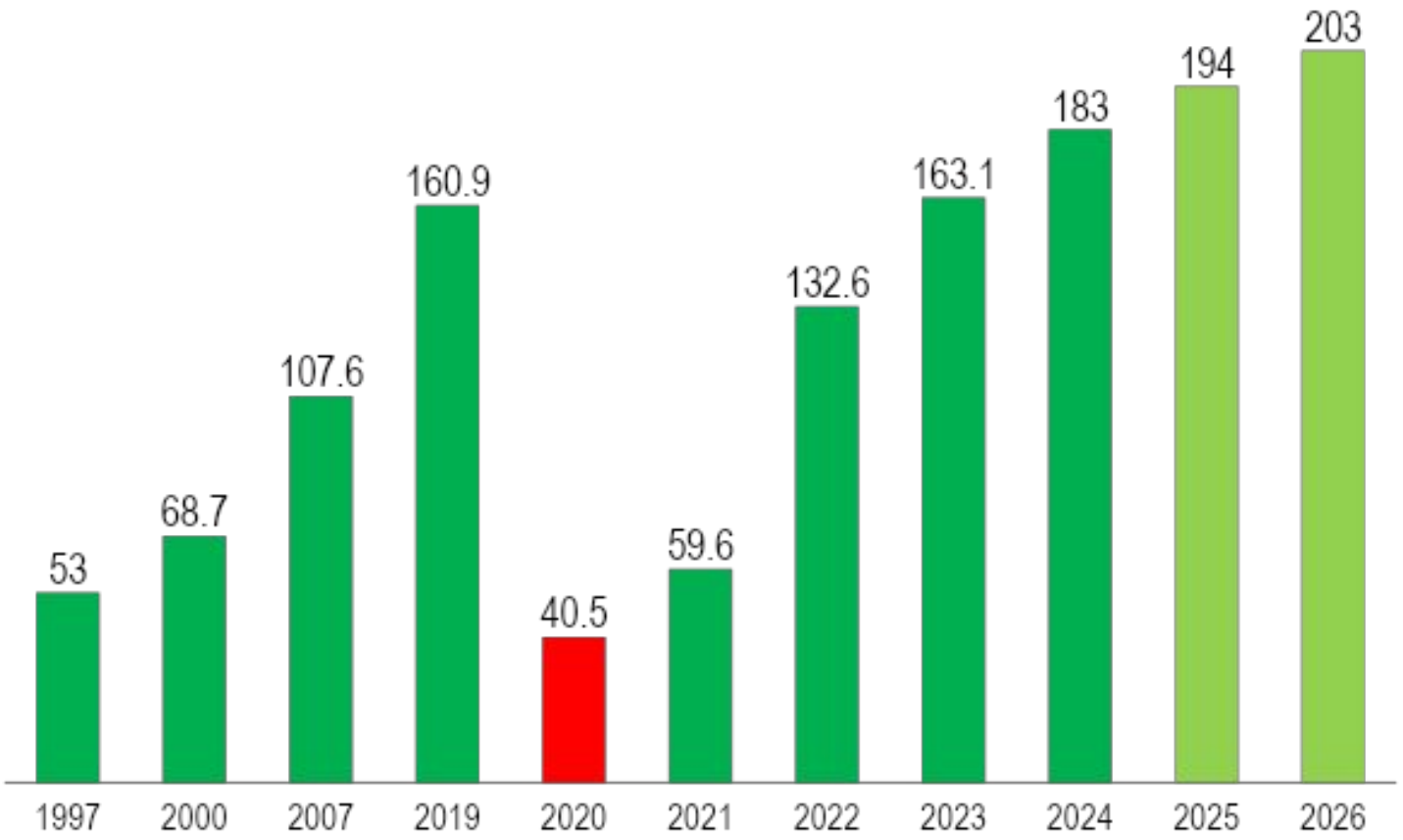
1,1 Bln Euro

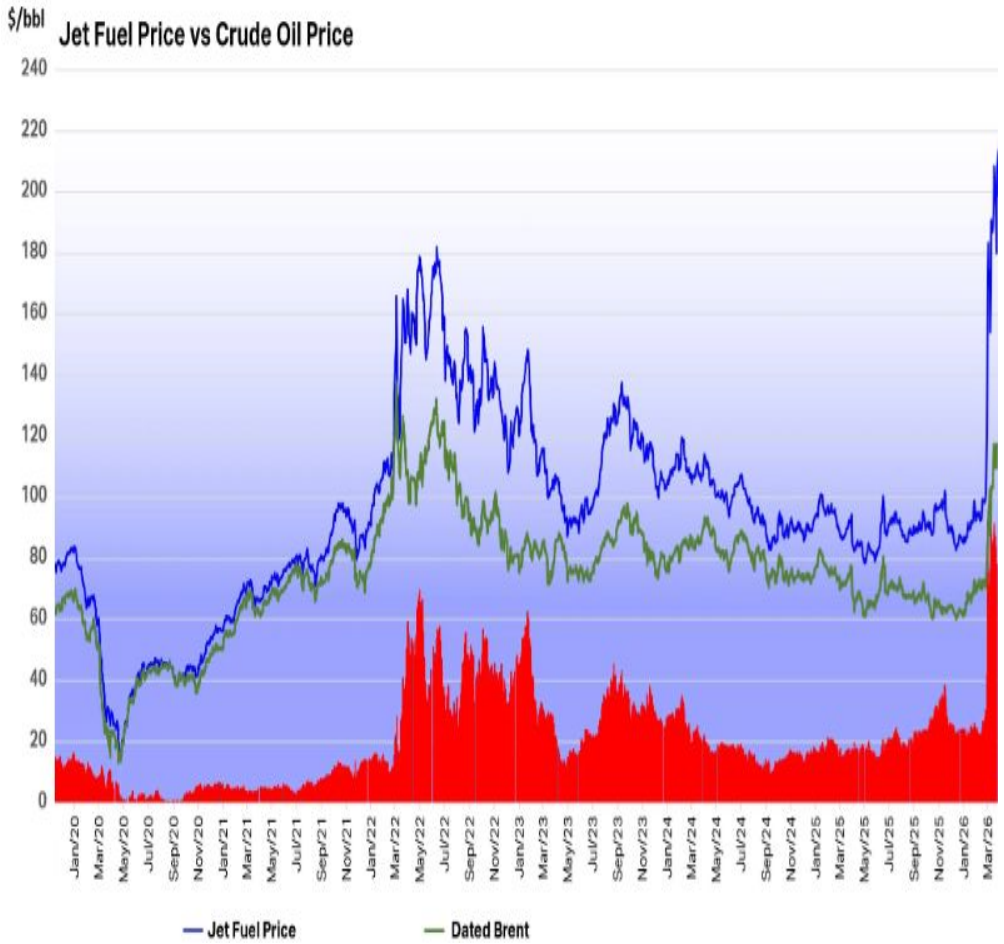
2024

1,5 bln USD

TRA Consulting

Air Transport in Italy (mln of pax)

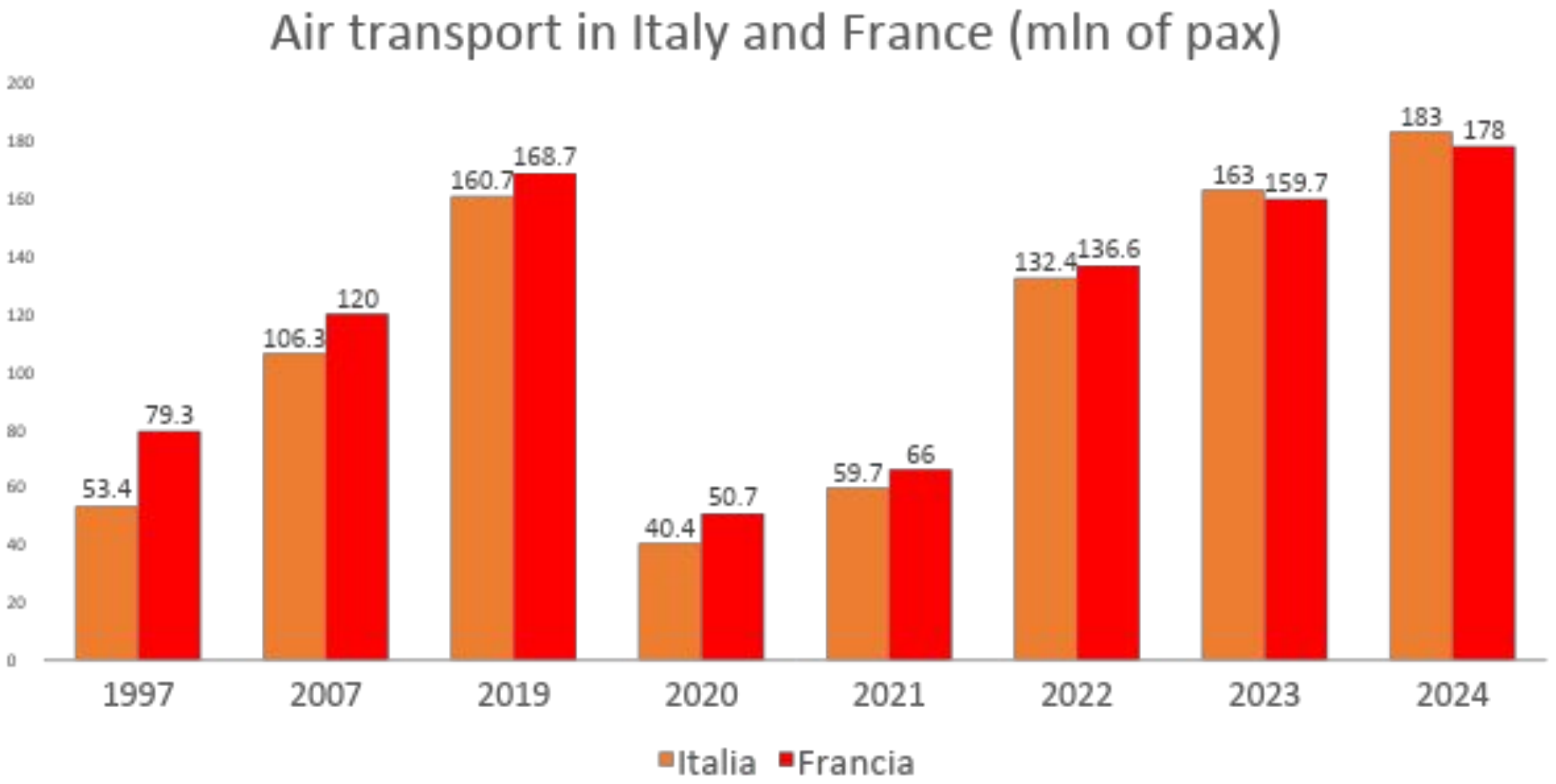




Source: TRA consulting su dati Assaeroporti

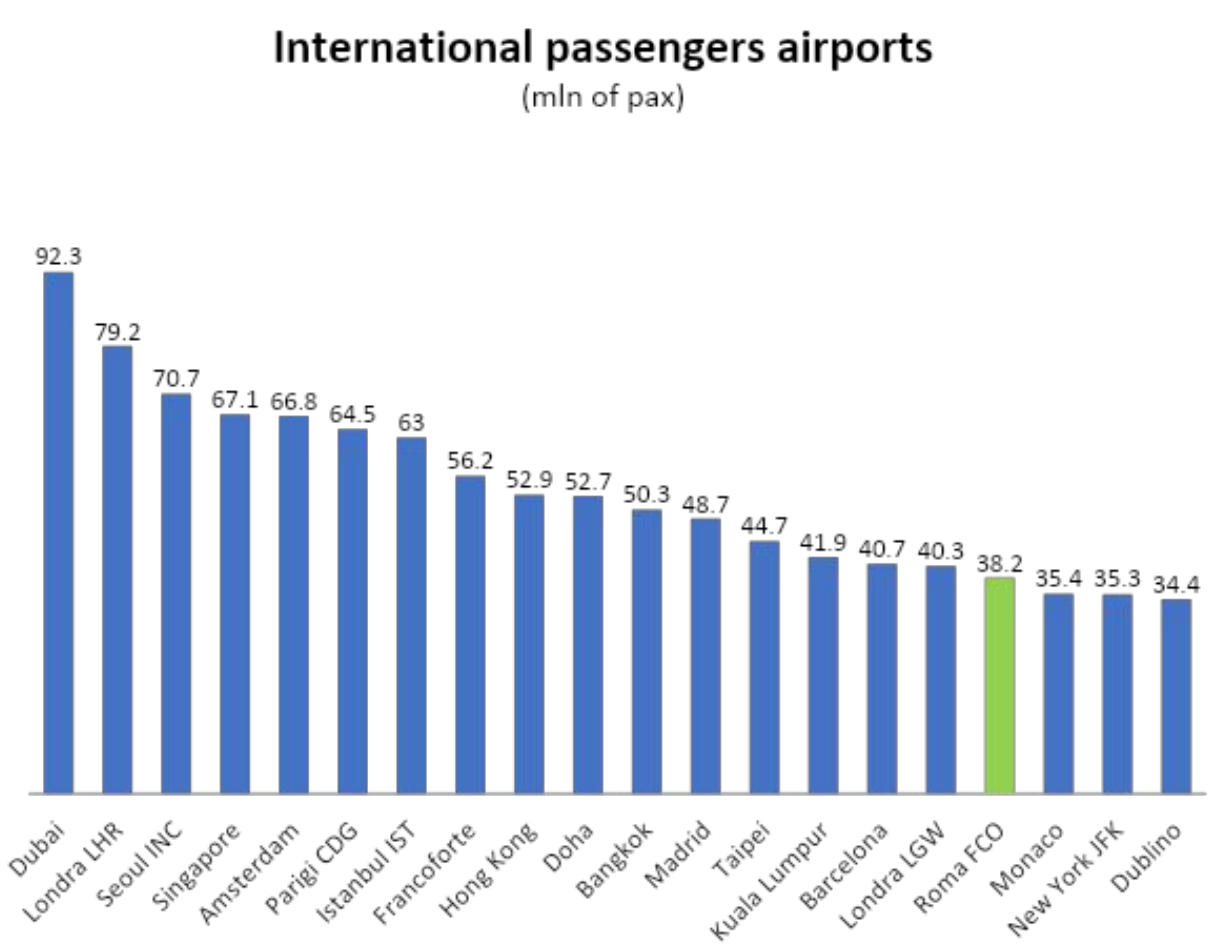
TRA Consulting

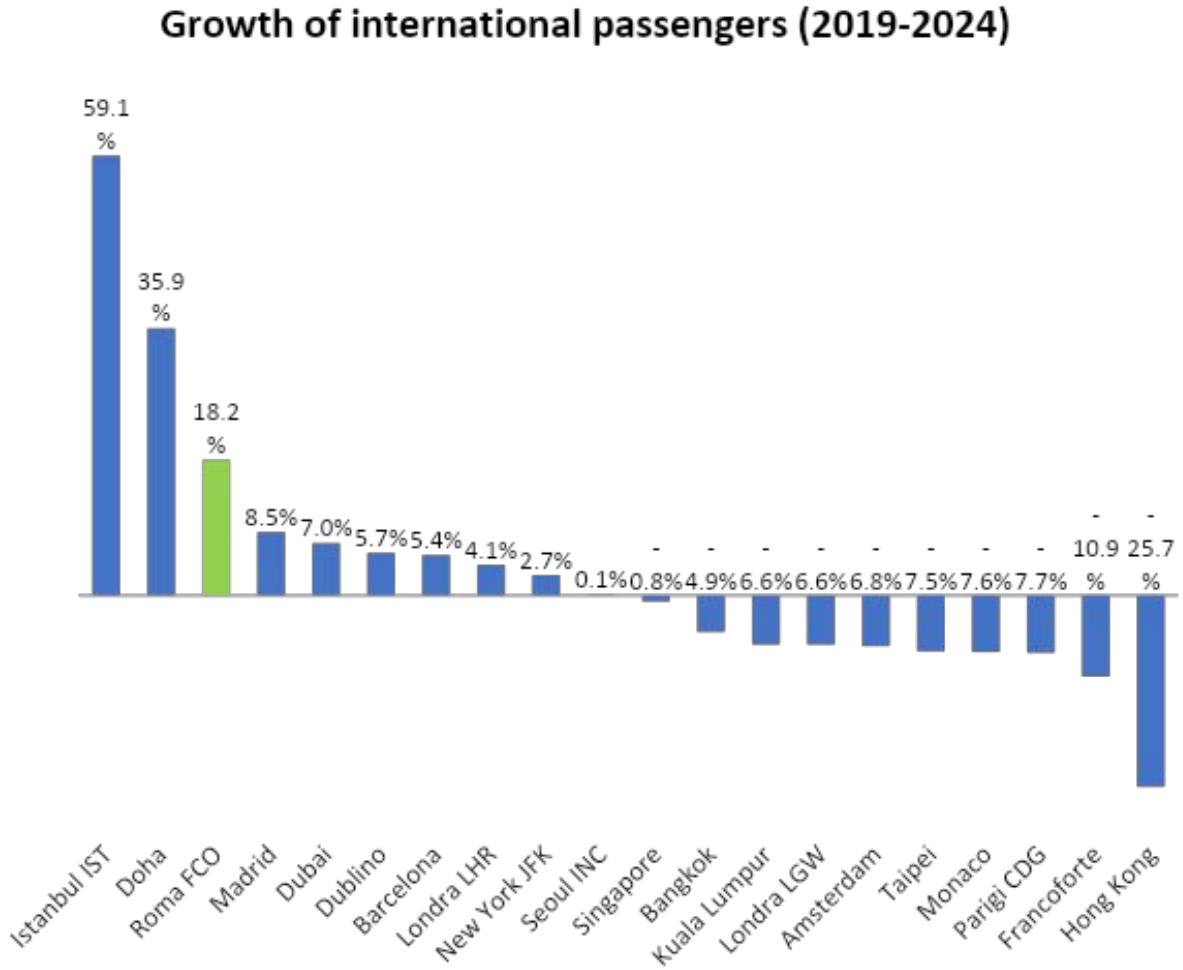
Italy vs France



International competition of HUBs

Many European airports face congestion issues. Rome Fiumicino is less affected by this shortage of slots, which allows the airport to continue its growth. The traffic mix at FCO is increasingly focused on the intercontinental market."





What’s next?

Mobility trends

- Catchment area enlargment with autonomous vehicles
- Competition of platform
- From assets light to capital intensive?
- Which role of regulation and States investments?

THANK YOU FOR YOUR ATTENTION

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