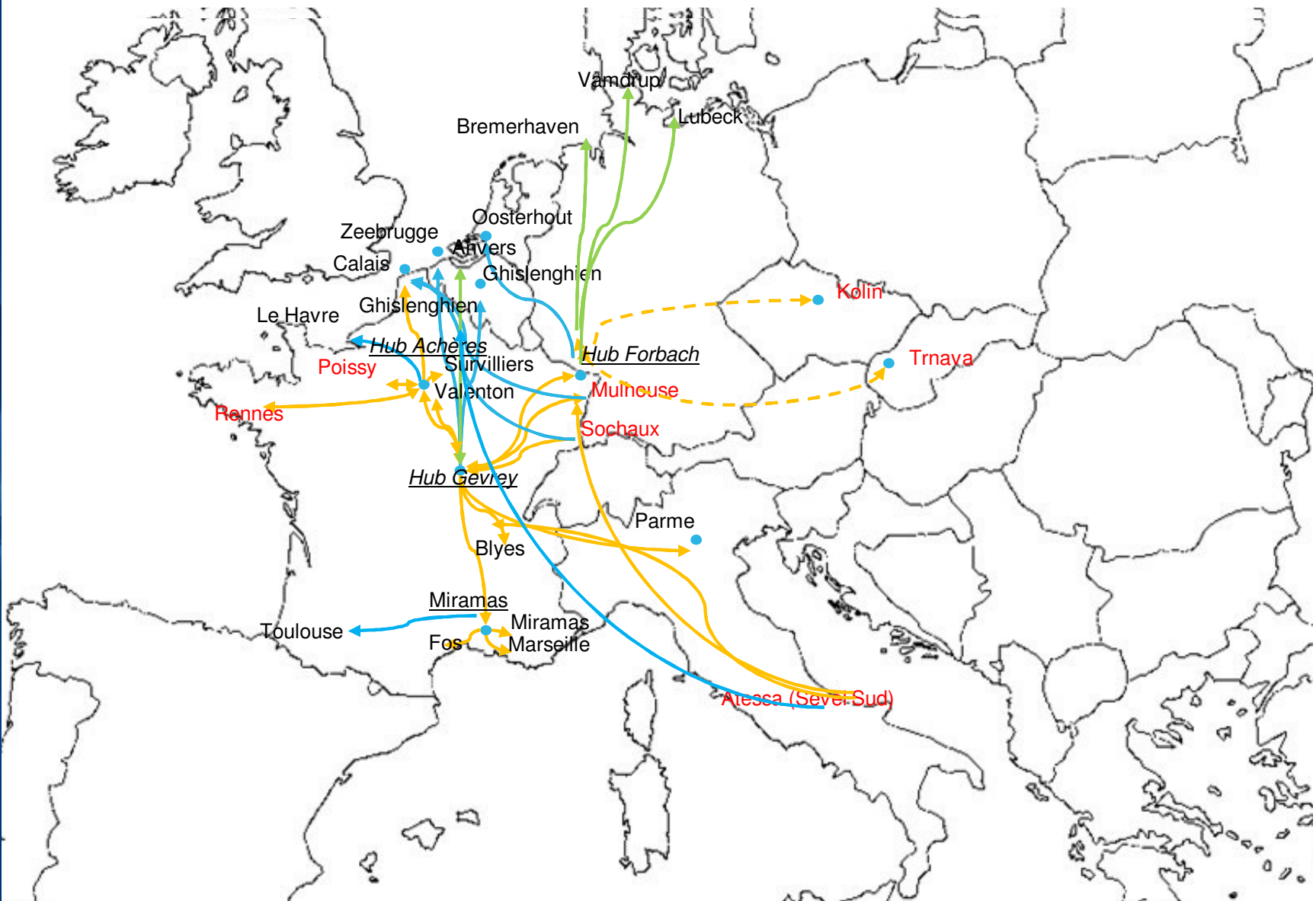


# **GEFCO Rail Freight experience and expectations**

***ERFA, Brussels, 2014 April 1st***

- GEFCO is a worldwide logistics provider for industrial and automotive branch**
- 4 MM€ of revenues, 37 subsidiaries, 11000 people, 3000 wagons**

# GEFCO integrates railways services for finished vehicles in Western Europe



- **GEFCO railfreight operation size is following the market**
- **GEFCO rail market share has decreased by 25% from 2007 to 2013 in Western Europe**
- **How to turnaround such an orientation?**

# **GEFCO diagnosis on Rail freight services**

- Rail infrastructure estate and management is a natural monopoly**
- Network and operators must be separated when competition is authorized**
- Rail freight sector must improve its competitiveness vs road transport; infrastructure, energy and social costs must be controlled**
- UK system is a good example**