



TRACK ACCESS CHARGES SUMMIT

Amsterdam, 4th April 2018

**Carole Coune
Acting S.G.**

Who we are ?



30 members

WHO DO WE REPRESENT? Our role ?



Freight railway undertakings (34 % market share on a market fully open since 2007)

Wagon keepers,

Freight forwarders, services providers

National rail associations

Support for a truly competitive rail freight sector. The rail incumbents have an interest to protect their market share and a kind of status quo.

Our members are united in a shared interest to expand their businesses and generate more demand for rail services

Modal shift



- **Reducing rail's costs**
- **Improving quality and performance**
- **Removing competitive distortions**

- **Track access charges, playing a keyrole in the future modal shift**
 - ➔ **ERFA priority**

External challenge: we need to be competitive with road

MARKET SHARE : which target ?

RAIL	ROAD
12 %	50%

USER PAYS PRINCIPLE NOT CONSISTENT



=> Competitive distortion, on the external side



User pays principle	✓	✗
	<p>Trains pay for every single kilometer of track, in line with the distance-based principle.</p> <p>100% of the European rail network is tolled.</p> <p>Covers 60% infrastructure costs</p>	<p>Trucks' charges are limited and fragmented: depending on Member States</p> <p>20% of motorways and main roads in Europe are tolled.</p> <p>Covers 20% of road infrastructure costs</p>



Can the revision of the EU road charging legislation help?
Is there political support to restore a balance ?

- **Track access charges, playing a keyrole in the future modal shift**
 - ➔ **ERFA priority**

Internal challenge: we need healthy competition inside the rail freight sector

What are we speaking about : 20 ➔ 35 % of global costs

What implies healthy competition ? Which role for the track access charges ?

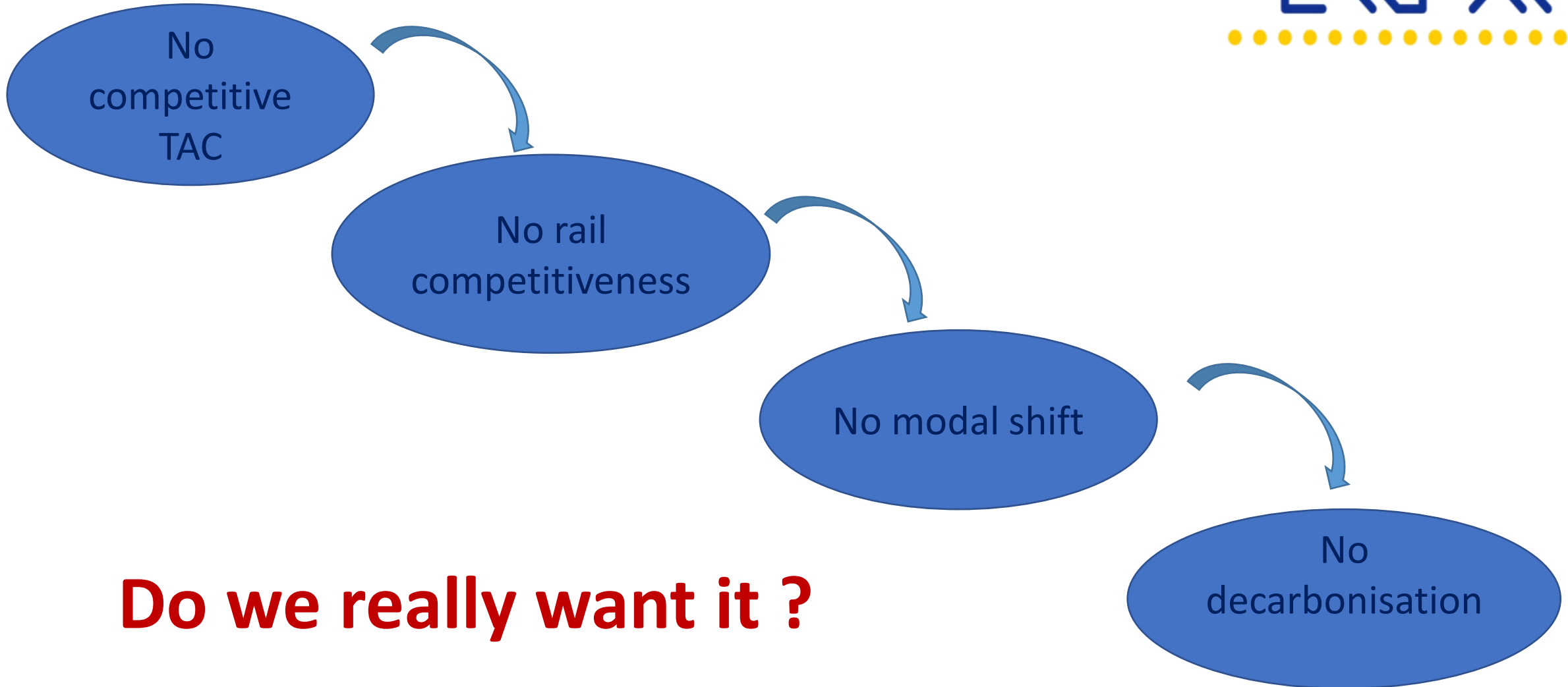
- Transparency: know exactly what we pay for**
- No increase without quality improvement**
- Pay for costs 100 % related to infrastructure costs**
- Pay a price according to the european rules**



What implies healthy competition ? Which role for the track access charges ?

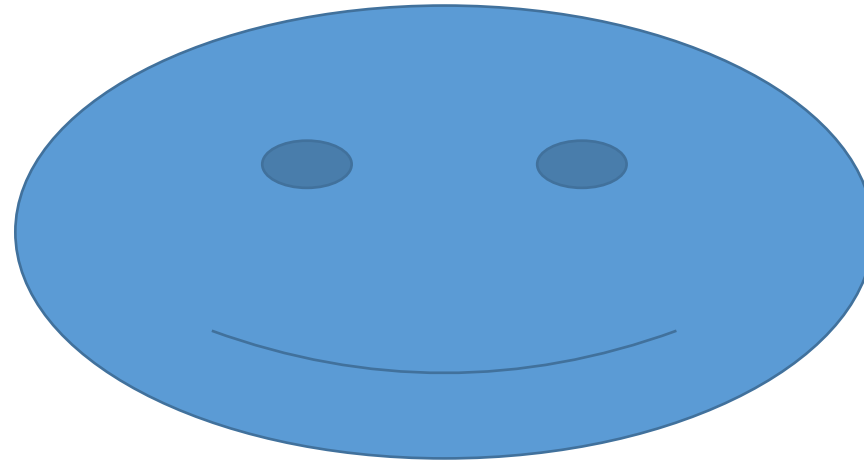
- **Incentives to reduce the costs of providing infrastructure and the level of access charges.**
- **Compensation/performance schemes**





Do we really want it ?

Modal shift : a key-enabler for decarbonisation





THANK YOU