





THE PORT OF BARCELONA: A GREAT OPPORTUNITY FOR A COMPETITIVE RAILWAY

November 3, 2010



DOS ESTRATEGIAS COMPLEMENTARIAS



PLACING SPAIN AS EUROPE'S ENTRANCE AND EXIT DOOR AND TURNING SPAIN A REAL INTERCONTINENTAL LOGISTIC PLATFORM

(José Blanco. Minister of Transport. Conference of Spanish Autonomous Communities. 14.09.2010)

TURNING BARCELONA PORT INTO ONE OF CHINA'S PORTS IN EUROPE

(Jordi Valls. Barcelona Port Authority President. 15.02.2010)

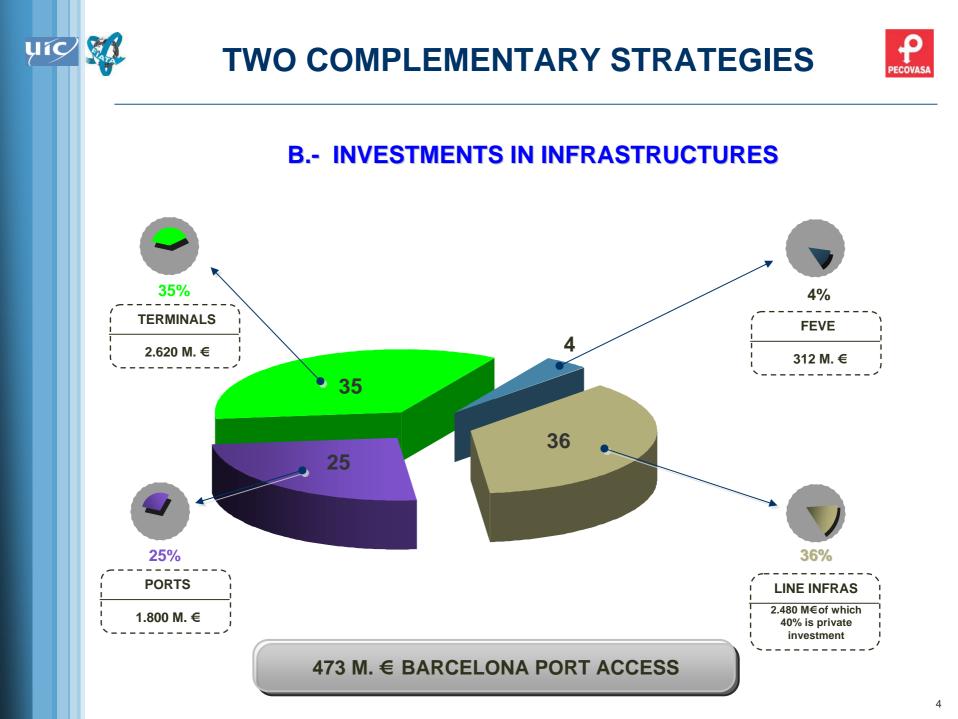




THE EFFORT STEMMING FROM THE STRATEGIC PLAN TO FOSTER RAIL FREIGHT TRANSPORT IN SPAIN IS IMPLEMENTED THROUGH

A.- ACTIONS EMERGING FROM THE PLAN

STRATEGIC PLAN	ASSOCIATED ACTION	RESOURCES (MILLIONS OF €)
I. NEW MODEL OF THE SYSTEM MANAGEMENT	ROLLING STOCK RENEWAL HELP INTERMODALITY	300
II. SERVICE QUALITY AND EFFICIENCY	I + D + i	100
III. IMPROVEMENT OF RAIL INFRASTRUCTURES	LINE INFRASTRUCTURES AND HUBS PORT ACCESS	7.112
TOTAL		7.512





TWO COMPLEMENTARY STRATEGIES

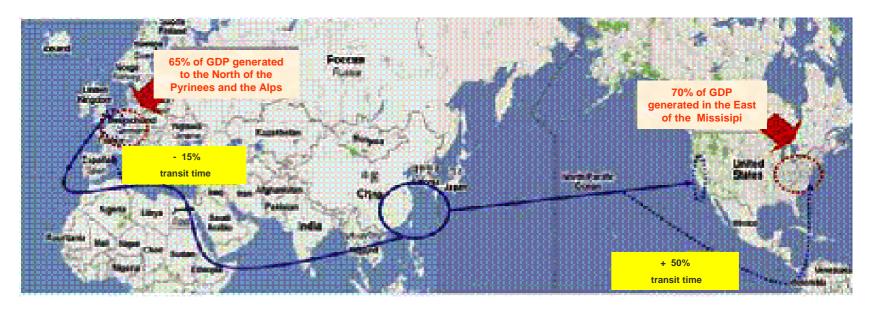


AREA	INVESTMENTS (MILLIONS OF €)	
CURRENT PORT	48	
FLAMMABLE	7,3	FROM THE CURRENT 30 OF RAIL TO 90 KM
CONTAINERS 1	41,6	
NOU LLOBREGAT	85,9	
ZAL PRAT	123,3	
CONTAINERS 2	38,9	FROM A CURRENT 4% RAIL SHARE
SOUTH DOCK	32	ΤΟΑ
TOTAL	377	30% SHARE

¡ A GREAT OPPORTUNITY FOR A COMPETITIVE RAILWAYS !

THE MEDITERRANEAN PORTS

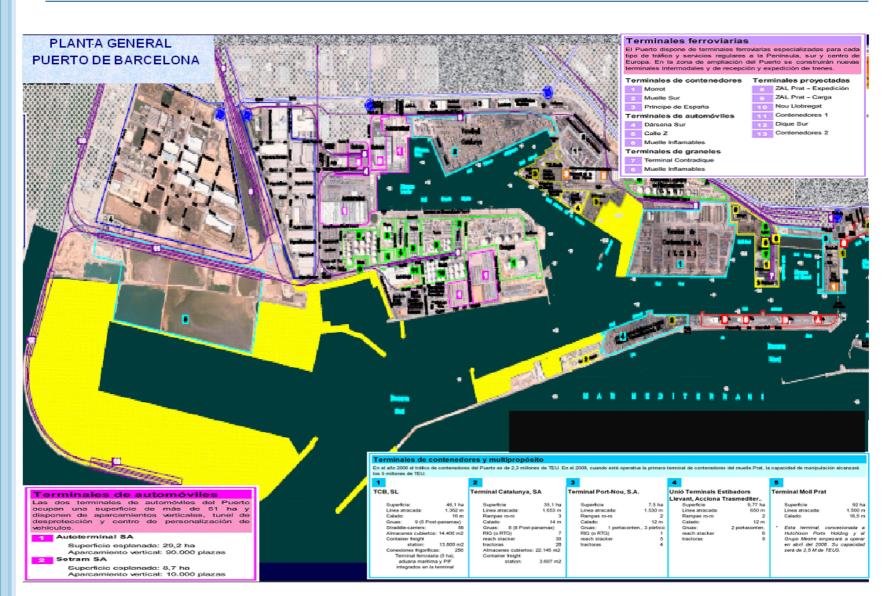




IN ORDER TO TAKE THIS CHANCE IT WILL BE NECESSARY THAT THE MEDITERRANEAN PORTS:

- Adapt their infrastructures and services to new vessel types as Super Post Panamax and Plus.
- Efficiently handle rail accesses to the ports.
- Get linked with a standard rail connection to an effcicient Transeuropean rail axis/ artery.

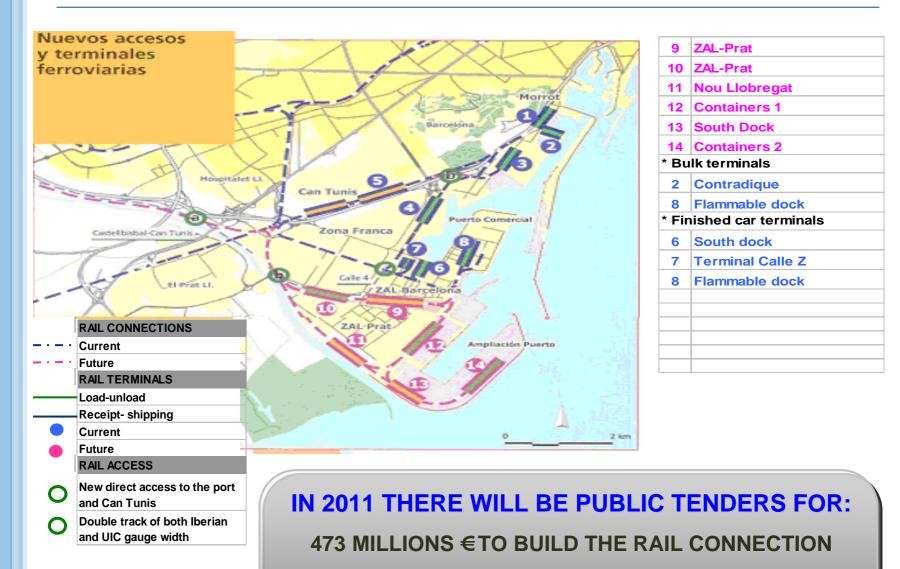
THE MEDITERRANEAN PORTS





BARCELONA PORT: A POWERFUL RAIL REALITY





(Ministry of Transport and Public Works)



PORT CONNECTION WITH THE EUROPEAN CENTRAL RAIL CORRIDOR

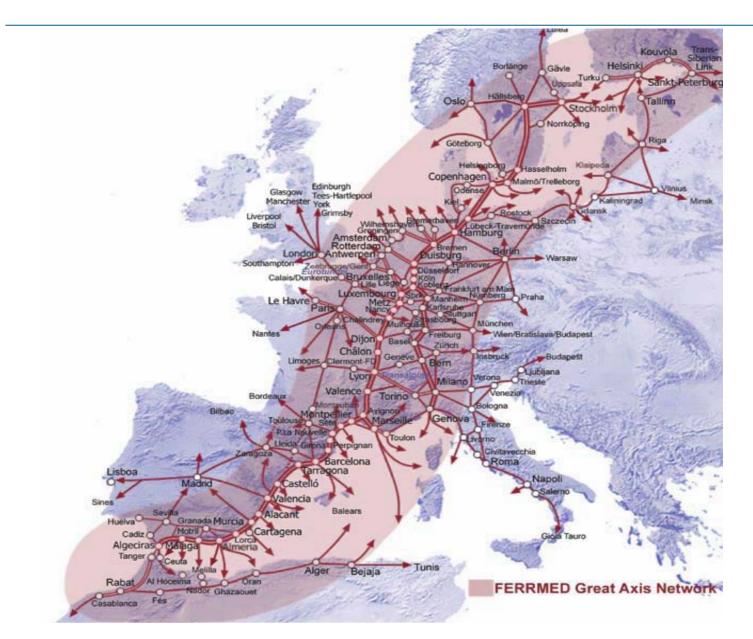












AN INCREASE IN RAIL TRANSPORT IT IS WORTH TO FIGHT FOR



1.1) FREGITH TRAFFIC 2000/2009:

FREIGHT TRAFFIC STRUCTURE 2000-2009 (thousands of tons)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Containerised cargo	12.989	13.340	13.842	15.344	18.344	19.929	22.573	25.417	25.156	17.625
Conventional cargo	4.596	4.706	5.453	5.574	6.437	7.325	9.190	9.768	9.778	8.491
Liquid bulk	8.966	9.515	9.930	10.159	11.071	12.531	10.536	10.991	12.105	11.756
Solid bulk	3.254	3.818	3.383	3.698	3.468	4.052	4.108	3.870	3.506	3.921
TOTAL	29.805	31.469	32.608	34.775	39.320	43.837	46.407	50.046	50.545	41.794

1.2) CONTAINERISED CARGO PERFORMANCE 2000/2009:

CONTAINERISED CARGO PERFORMANCE (thousands)										
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Tons	12.989	13.430	13.842	15.344	18.344	19.929	22.573	25.417	25.156	17.625
TEU	1.388	1.411	1.461	1.652	1.916	2.071	2.328	2.610	2.569	1.800

1.3) FINISHED VEHICLES TRANSPORT PERFORMANCE 2000/2009:

EVOLUTION OF AUTOMOBILE TRADE. 2004-2009 (number of vehicles)										
2004 2005 2006 2007 2008							2008	2009		
Finished vehicles					728.953	686.048	723.016	801.406	716.306	438.597



FUTURE PROSPECTS



CONTAINERS

22% OF THE DETECTED DEMAND IN THE EUROPEAN CENTRAL RAIL CORRIDOR HAS

3% ORIGIN / DESTINATION LATIN AMERICA.
19% ORIGIN / DESTINTION CHINA

CREATE RAIL SHUTTLES WITH OTHER PORTS AND INLAND MARITIME TERMINALS

520,000 TEU FOR A MODERATE SUCCESS SCENARIO





FINISHED VEHICLES

FOR AN INCREASE OF THESE TRAFFICS WE NEED

- BARCELONA PORT'S INTEGRATION IN THE MAIN PRODUCERS' EXPORT CHAINS.

 TO ACCOUNT ON RAIL CONNECTIONS TO A COMPETITIVE RAIL NETWORK

THE SHEER PORT COMPETITIVENESS





RENFE MERCANCÍAS WILL TURN INTO SEVERAL MERCANTILE CORPORATIONS

• **PECOVASA** WILL BE AT THE CORE OF ONE OF THOSE COMPANIES COMPETING IN THE SEGMENT OF FINISHED VEHICLE AND COMPONENTS/ PARTS TRANSPORT AND IN THE COMPOUND MANAGEMENT BUSINESS.

• PECOVASA WILL ALSO EXPECTANTLY WORK FOCUSING ON THE GOAL TO ACCOMPANY BARCELONA PORT IN ITS HINTERLAND ENLARGEMENT PROJECT AND IN THE VENTURE OF TURNING BARCELONA PORT IN ONE OF THE LARGEST PORTS OF CHINA IN EUROPE.

• **PECOVASA** WILL HARDLY WORK TO CO-OPERATE, WITHIN ITS POSSIBILITIES, IN THE COLLECTIVE EFFORT TO MAKE SPAIN BECOME AN INTERCONTINENTAL LOGISTIC PLATFORM AND EUROPE'S GATE.







THANK YOU FOR YOUR ATTENTION

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