



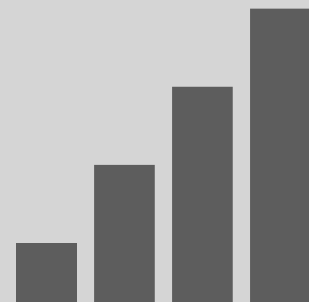
SCI DATABASE provides a unique solution

For data-based decision making in the global railway industry

Fleet database



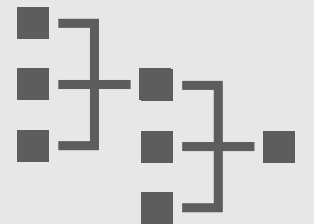
Market forecast



Project outlook



Players & networks



From project idea to vehicle scrapping: SCI DATABASE is monitoring the entire life of a vehicle or fleet over decades



2 0 0 1	2 0 0 2	2 0 0 3	2 0 0 4	2 0 0 5	2 0 0 6	2 0 0 7	2 0 0 8	2 0 0 9	2 0 1 0	2 0 1 1	2 0 1 2	2 0 1 3
2 0 1 4	2 0 1 5	2 0 1 6	2 0 1 7	2 0 1 8	2 0 1 9	2 0 2 0	2 0 2 1	2 0 2 2	2 0 2 3	2 0 2 4	2 0 2 5	2 0 2 6

Systematic evaluations and analyses can be realized based on reliable data providing a unique option for data-based decision making in the rail industry



Over 20 years, continuously collected data on players, vehicle fleets and network infrastructure – based on evaluations of:

PRESS RELEASES

SCI RAILDATA

BRANCH MAGAZINES

DAILY PRESS

Qualitative control,
research and
supplementation
by our expert
teams

SQL database with all relevant market data

We provide you with a regional focus and market segmentation tailored to your needs

8 World market regions / 171 Countries / 65 Focus countries

33,800 Vehicle Data Sets



DMU
7%



EMU
13%



HST
2%



D-LoCo
24%



E-LoCo
8%



FW
22%



Metro
5%



LRV
8%



PC
11%

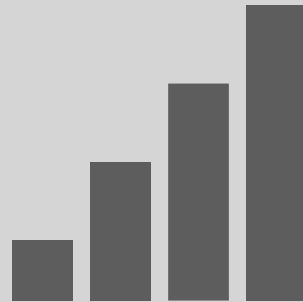
The SCI DATABASE focuses on four different aspects of the rail business

Fleet database



- Worldwide fleet stocks
- Regional distribution
- Technical information
- Components (partly)

Market forecast



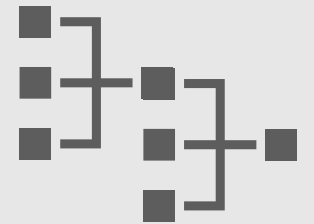
- Market volumes
- Drivers of development
- Top-down and bottom-up analyses

Project outlook



- Current, future and upcoming projects
- Market potential
- Procurement projects

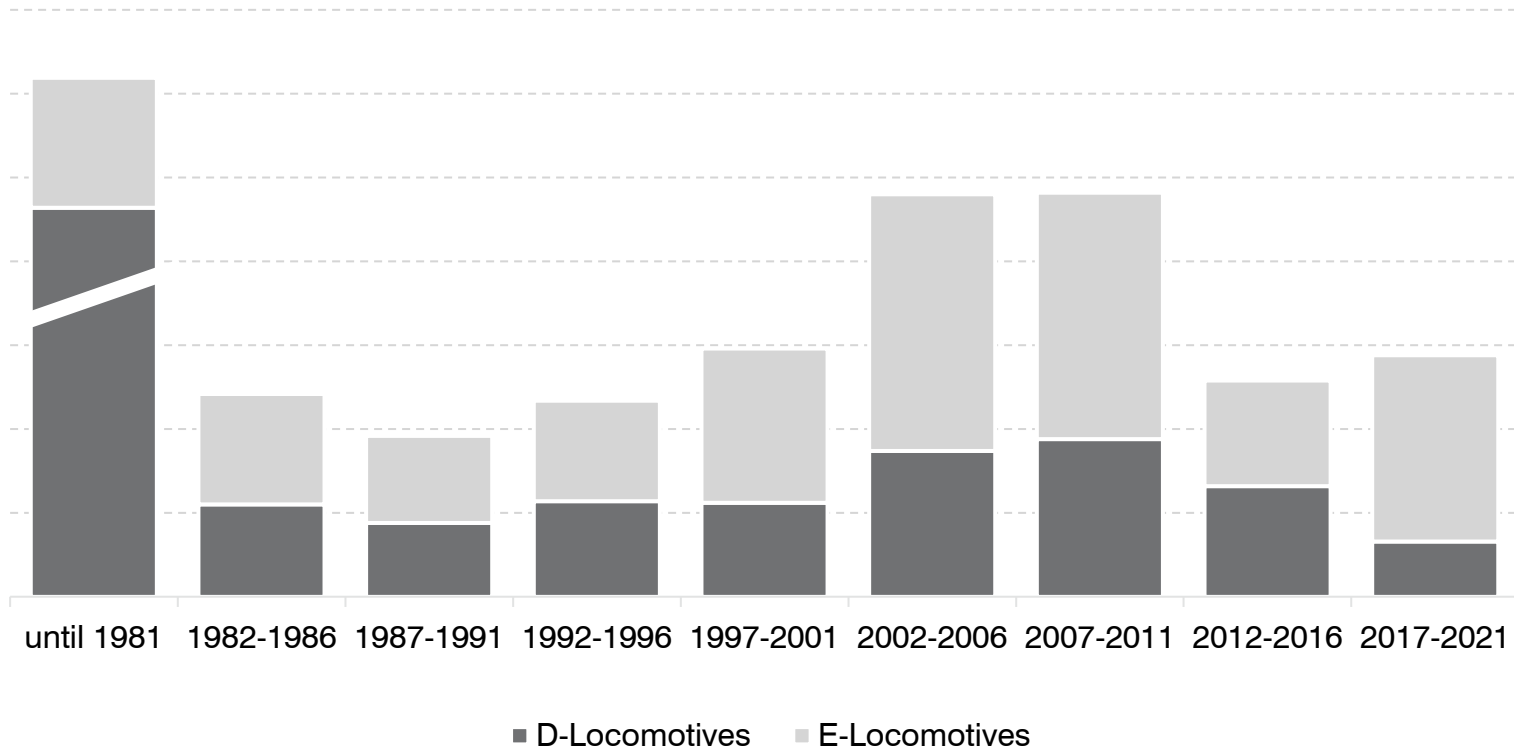
Players & networks



- Key figures
- Network length
- Market shares

Fleet database provides information about age structures etc.

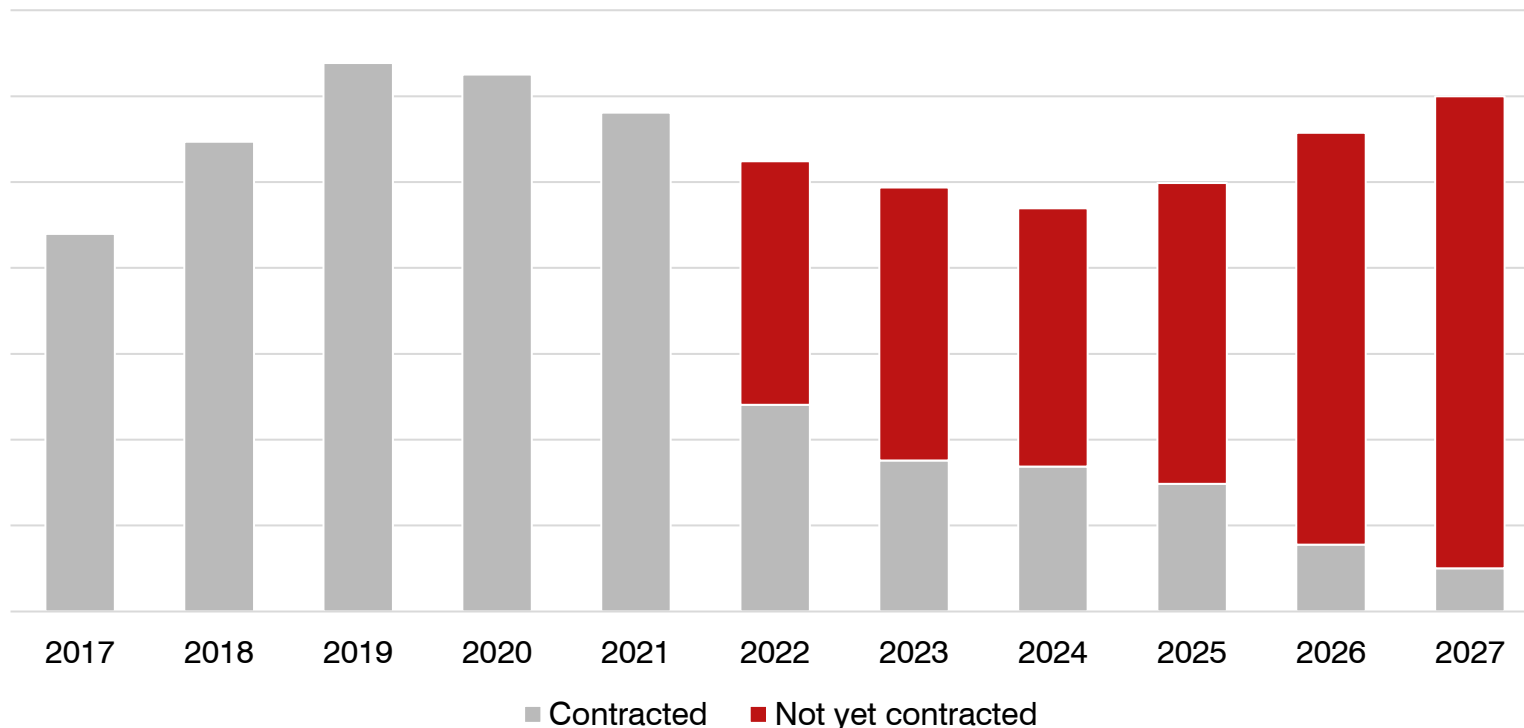
Example of age structure of locomotives in Western Europe



- The SCI Database provides an overview of worldwide fleet sizes of railway vehicles
- Validated information exists for each product segment (e.g. installed base, regional distribution, market shares, developments etc.)
- The data sets include information about number, status and ownership of the individual types as well as series of railway vehicles
- In many cases technical information and the status of completed modernizations or current maintenance are stored

Market forecasts are based on known projects combined with expert outlook

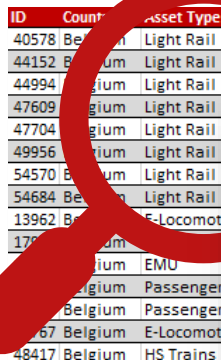
Example of market forecasts (displayed in cars or units):



- Information on all current and already known future projects are continuously collected and maintained
- The overview of upcoming projects allows a timely recognition of future market potentials worldwide
- Within the segment of railway vehicles, the tool makes procurement plans, options, tenders and already contracted projects transparent
- Another project database collects information about expansion and new-build plans of infrastructure as well as public investment and financing plans

Project outlook displays all relevant (upcoming) projects

Example of project list

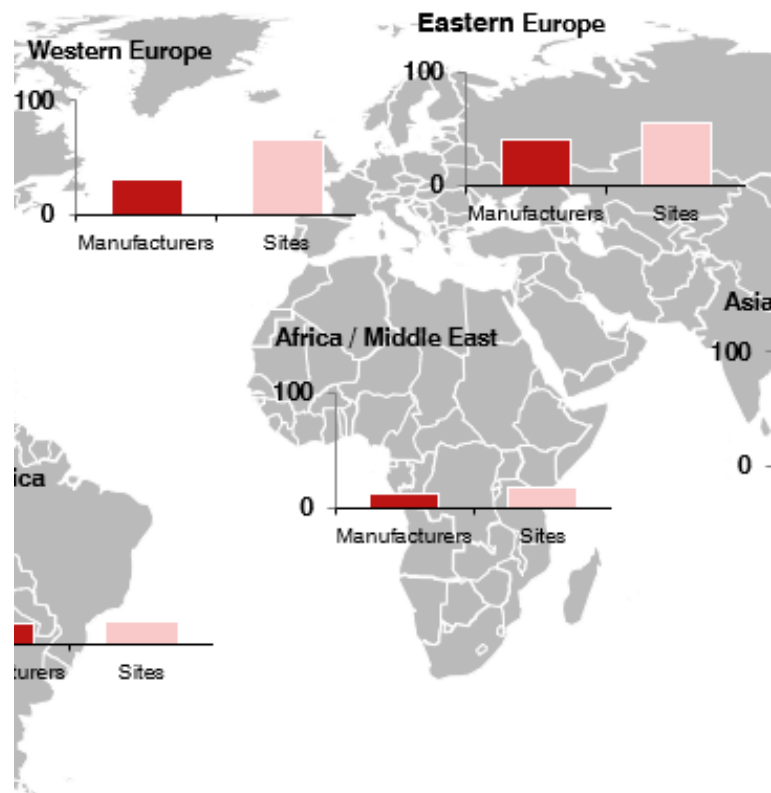


ID	Country	Asset Type	Type	Operator	Supplier	Order Date	Delivery from	Delivery to	Amount of Units
40578	Belgium	Light Rail	MGT 6	De Lijn Antwerpen	Siemens AG, Mobility Division	02.03.2010	31.01.2011	31.01.2013	2
44152	Belgium	Light Rail	Lines 3 and 15 - short version	De Lijn Antwerpen	Bombardier Transportation GmbH	01.03.2012	31.01.2014	31.01.2017	3
44994	Belgium	Light Rail	Lines 3 and 15 / -	De Lijn Antwerpen	Bombardier Transportation GmbH	01.03.2012	31.01.2014	31.01.2017	4
47609	Belgium	Light Rail	Exercised Option Flexity 2 A	De Lijn Antwerpen			01.2017	31.01.2018	5
47704	Belgium	Light Rail	Exercised Option Flexity 2 A	De Lijn Antwerpen			01.2016	31.01.2021	6
49956	Belgium	Light Rail	unidirectional vehicles	De Lijn Antwerpen			01.2020	31.01.2023	7
54570	Belgium	Light Rail	Bidirectional	De Lijn Antwerpen			07.2025	02.07.2028	8
54684	Belgium	Light Rail	unidirectional vehicles	De Lijn Antwerpen			07.2020	31.01.2023	9
13962	Belgium	E-Locomotives	Europrinter ES60U3 / Class	SNCB			01.2010	31.01.2013	17
17963	Belgium	EMU	AM 08	SNCB			01.2011	19.04.2015	20
47704	Belgium	Light Rail	Exercised Option Flexity 2 A	De Lijn Antwerpen			01.2011	19.04.2015	21
49956	Belgium	Light Rail	unidirectional vehicles	De Lijn Antwerpen			01.2010	31.01.2012	22
54570	Belgium	Light Rail	Bidirectional	De Lijn Antwerpen			01.2010	31.01.2012	23
54684	Belgium	Light Rail	unidirectional vehicles	De Lijn Antwerpen			01.2011	31.01.2013	24
48417	Belgium	HS Trains	AM 16 (M7)	SNCB			10.2018	31.01.2022	25
48418	Belgium	HS Trains	M7 option	SNCB			01.2022	31.01.2026	26
48921	Belgium	Passenger coach	M7 driving trailers	SNCB			12.2020	01.05.2023	27
48922	Belgium	Passenger coach	M7 B second class interme	SNCB			03.2021	01.05.2023	28
48923	Belgium	Passenger coach	M7 driving trailers - option	SNCB			01.2023	31.01.2027	29
48924	Belgium	Passenger coach	M7 B second class interme	SNCB			01.2023	31.01.2027	30
56701	Belgium	HS Trains	AM 16 (M7)	SNCB			10.2018	31.01.2022	31
48125	Belgium	E-Locomotives	Europrinter ES60U3 / Class	SNCB			07.2016	31.01.2017	36
48127	Belgium	E-Locomotives	Europrinter ES60U3 / Class	SNCB			01.2016	31.01.2017	37
51221	Belgium	E-Locomotives	Europrinter ES60U3 / Class	SNCB			01.2016	31.01.2018	38
51222	Belgium	E-Locomotives	Europrinter ES60U3 / Class	SNCB			01.2016	31.01.2018	39
51223	Belgium	E-Locomotives	Europrinter ES60U3 / Class	SNCB			01.2017	31.01.2018	40
21734	Belgium	Light Rail	M7 driving trailers	SNCB			01.2013	31.01.2016	45
41416	Belgium	Light Rail	M7 B second class interme	SNCB			01.2013	31.01.2016	47
42174	Belgium	Metro	M7 driving trailers - option	SNCB			01.2021	31.01.2025	48
43566	Belgium	Metro	Option of framework contra	Brussels Transport	CAF Construcciones y Auxiliar de Ferros	02.03.2009	31.01.2011	31.01.2012	49
45956	Belgium	Metro	Option of framework contra	Brussels Transport	CAF Construcciones y Auxiliar de Ferros	01.03.2016	31.01.2024	31.01.2029	50

- Project by project, all information are collected and maintained. For transparency and better traceability, every data set have been given its own ID.
- Besides information about the vehicle type, information about the amount of units and cars, order, delivery and withdrawl dates as well as prices per unit are researched.

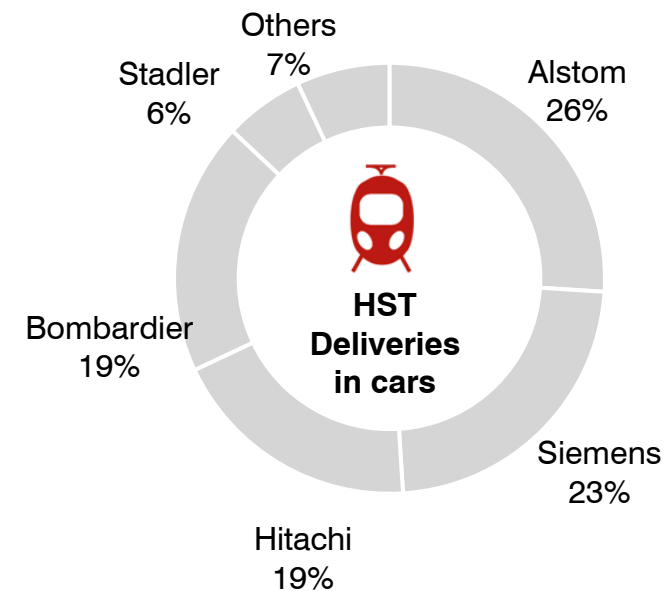
Players and networks allows evaluation of market shares & network lengths

Manufacturers¹ and production sites² (2020)



- Key figures of the players in the railway business are collected. That includes manufacturers of rail vehicles but also operators and owners.
- By collecting the important numbers on companies, the SCI DATABASE can display the market shares.
- Information about Network Developments, Length and Equipment, such as Track Systems and Electrification allow a worldwide overview of rail infrastructure

Example of market shares: Manufacturers

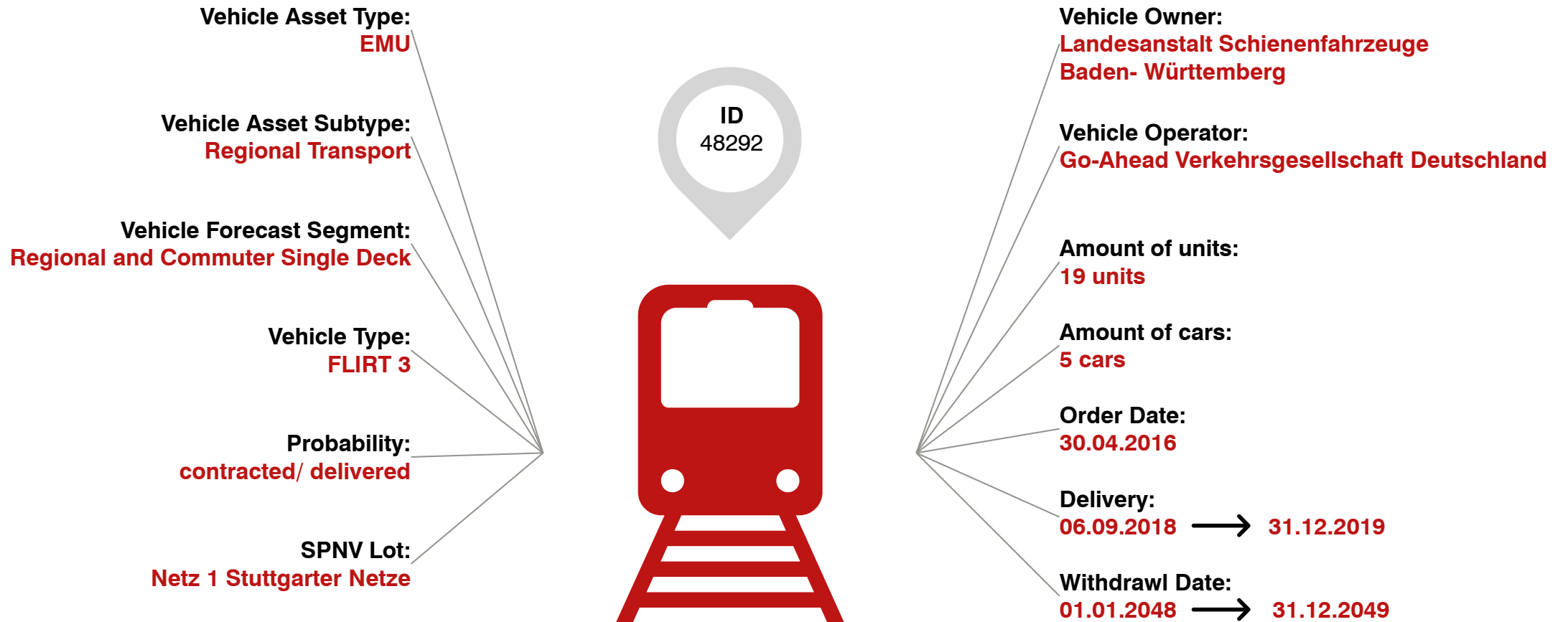


1 Manufacturers refers to all rolling stock companies with their global headquarter in the region.
 2 Sites refers to all rolling stock manufacturing facilities in the region, including plants of manufacturers from other regions

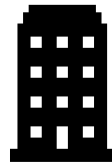
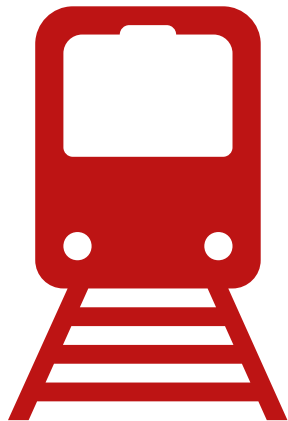
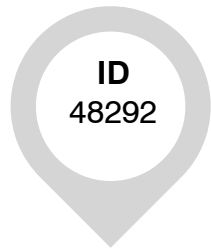


DATA SET EXAMPLES

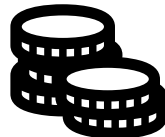
Basic information including vehicle type, owner / operator, quantity of the ordered vehicles and order time / delivery time



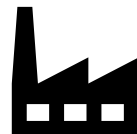
Other information like manufacturer, final assembling site, financial order volume and sources are partly also available



Manufacturer:
Stadler Rail Group



7 million EUR per Unit
(estimated)



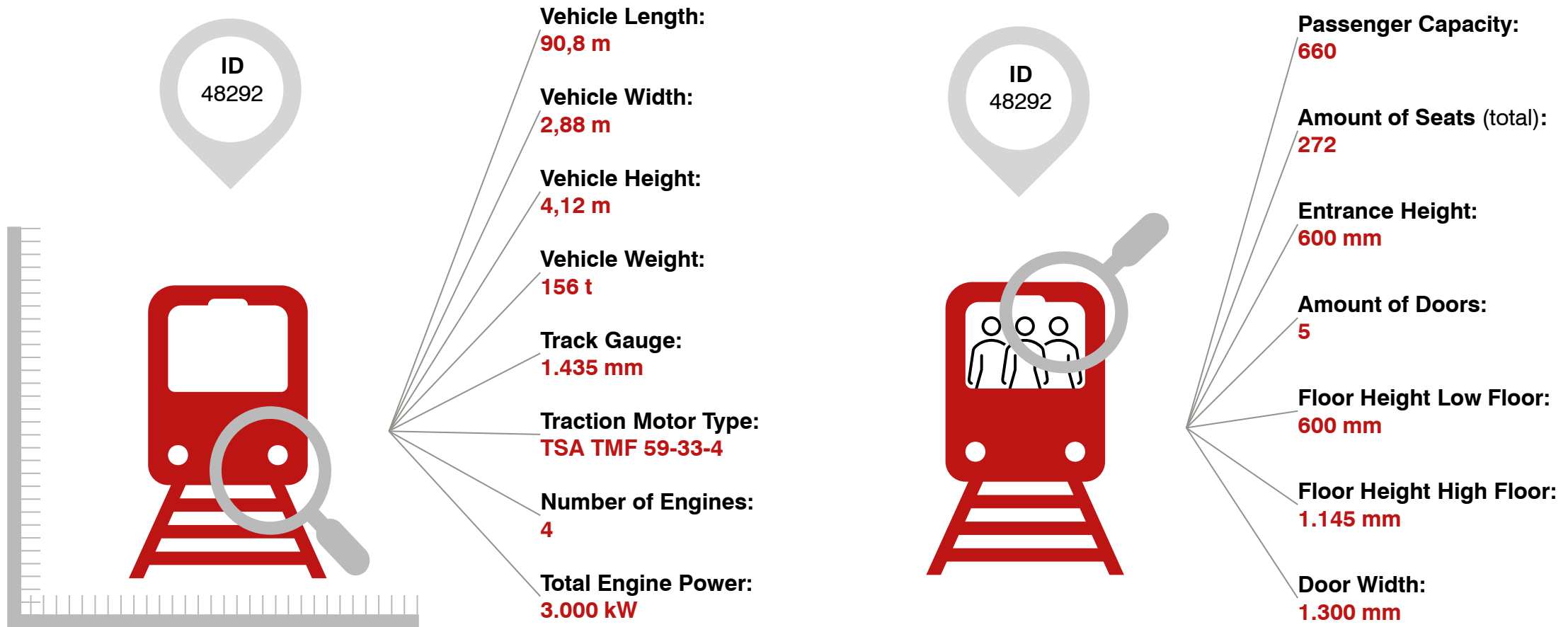
Site of Final Assembling
Stadler Pankow GmbH (Berlin)



Remarks

- The Go-Ahead Verkehrsgesellschaft was awarded the lot 1b and 1c of the so called Stuttgarter Netz 1. Go-Ahead announced to use 11 3-car and 15 5-car FLIRT 3 EMUs from Stadler on the lot 1b. Furthermore, 9 4-car and 10 6-car FLIRT 3 are to be used on the lot 1c. Lot 1a was awarded to Abellio which announced to use 24 3-car and 19 5-car Talent 2 EMUs from Bombardier.
- On 5th September 2018, Stadler delivered the first Flirt electric multiple unit (EMU) to Go-Ahead Baden-Württemberg. Since 2016, Go-Ahead has ordered 66 EMUs from Stadler in order to start local rail passenger transport services in Baden-Württemberg on schedule. The new vehicles will be operating on the Stuttgart network from 9th June 2019, and on the Murrbahn network from 15th December 2019. The new vehicles are equipped with a modern passenger information system and passenger WiFi in all parts of the train.

Basic technical data including vehicle dimensions, engine parameter, power supply, driving characteristics and homologations



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1

Competitive analysis every year for the largest manufacturers of each segment in every market area

2

Validated market forecast twice a year allows accurate statements about the future development of installed bases, market volumes and drivers of development

Navigator and expert for the railway and logistics branch

SCI Verkehr GmbH

Is an independent medium-sized management consultancy focusing on strategic issues in the international railway, infrastructure and logistics business.

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<p>Locations</p> <p>HAMBURG BERLIN COLOGNE</p>			<p>Systematic market observation</p> <p> 20 current studies</p>
<p>International customer base</p> 	<p>Experience from</p> <p>30 years</p>	<p>Expert knowledge of global transport markets</p> 	<p>Individual consulting</p> <p>> 3.500 projects</p> 

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