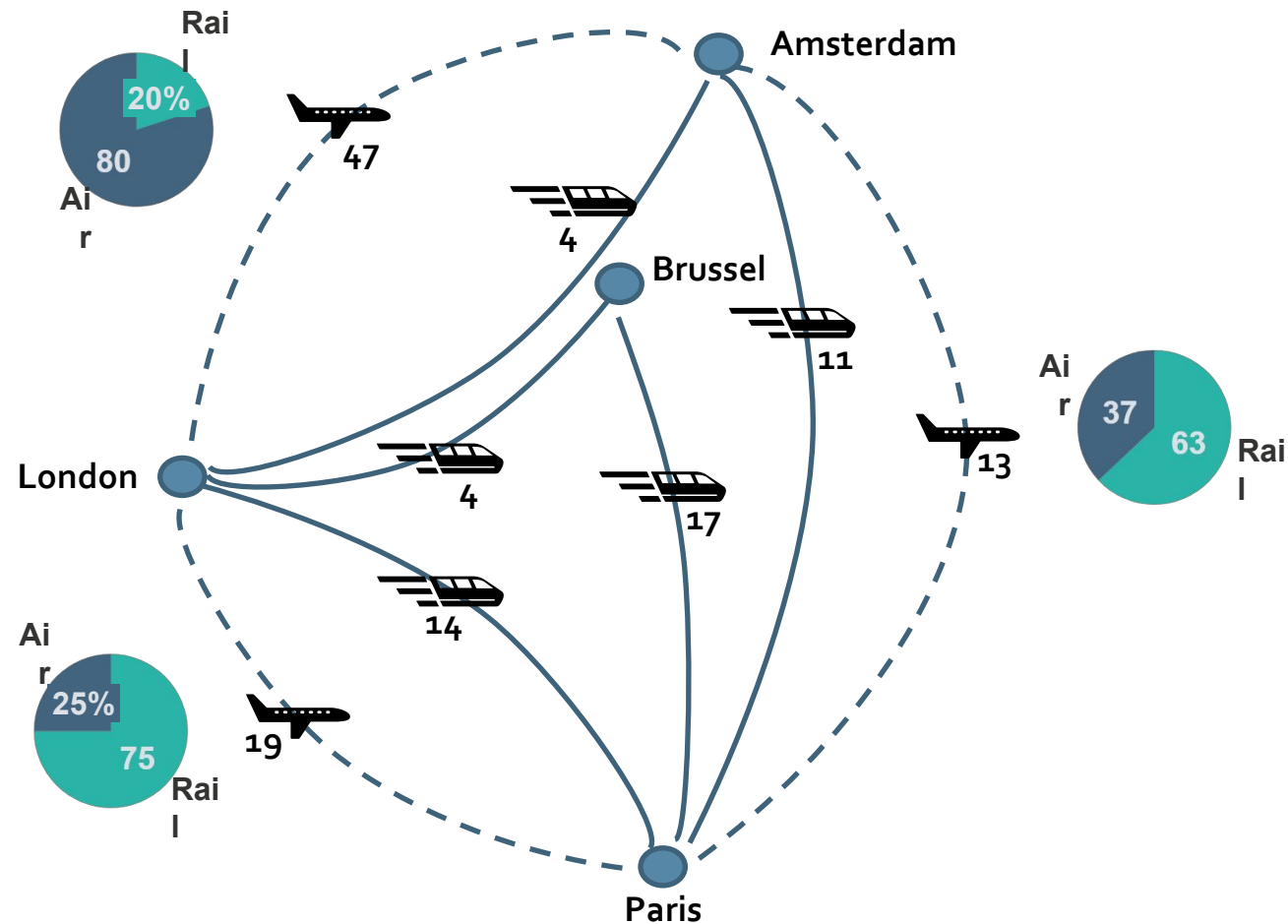


# Competition as enabler to advancing international rail

*Towards a better international rail product with open access*



# The Amsterdam-Paris-London triangle has a lot more potential for rail...



**...than currently realised by the Eurostar-product**



# Open access on HSL in Italy and Spain demonstrate that competition can unlock the potential



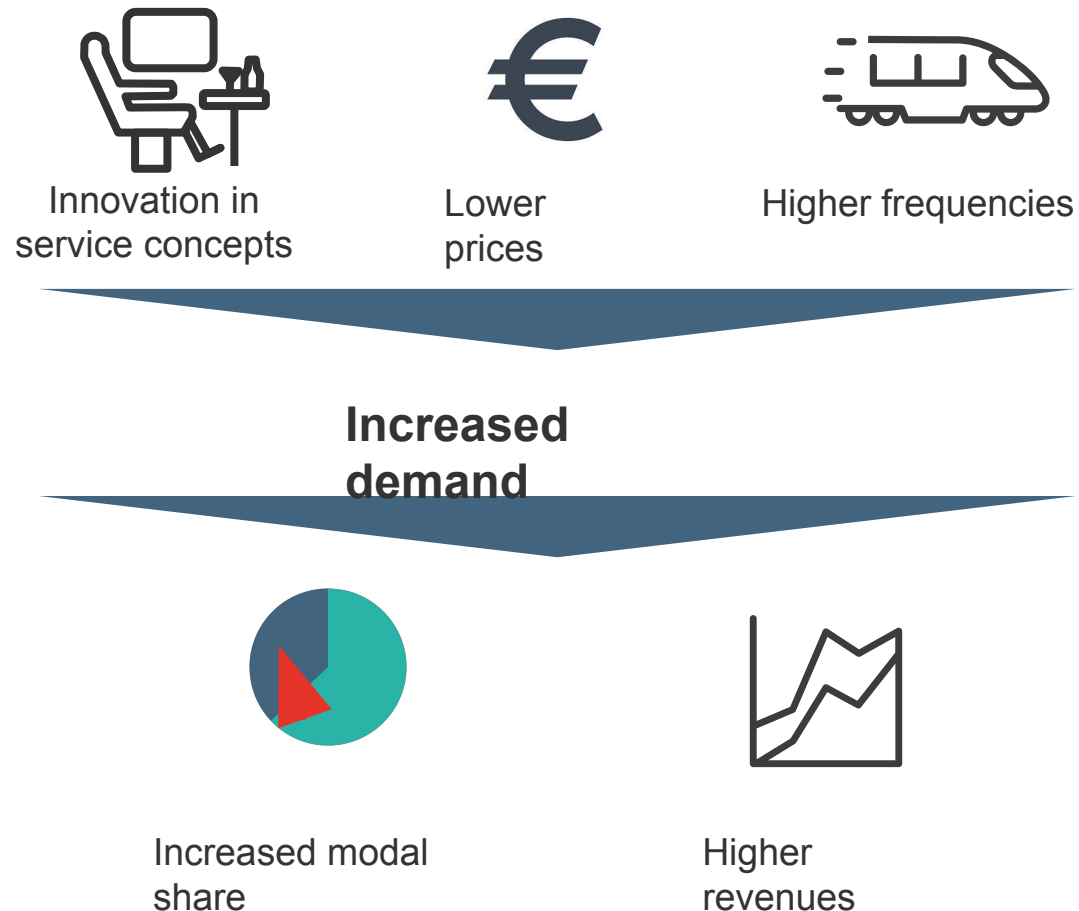
Trenitalia is incumbent  
Italo (NTV), since  
2012



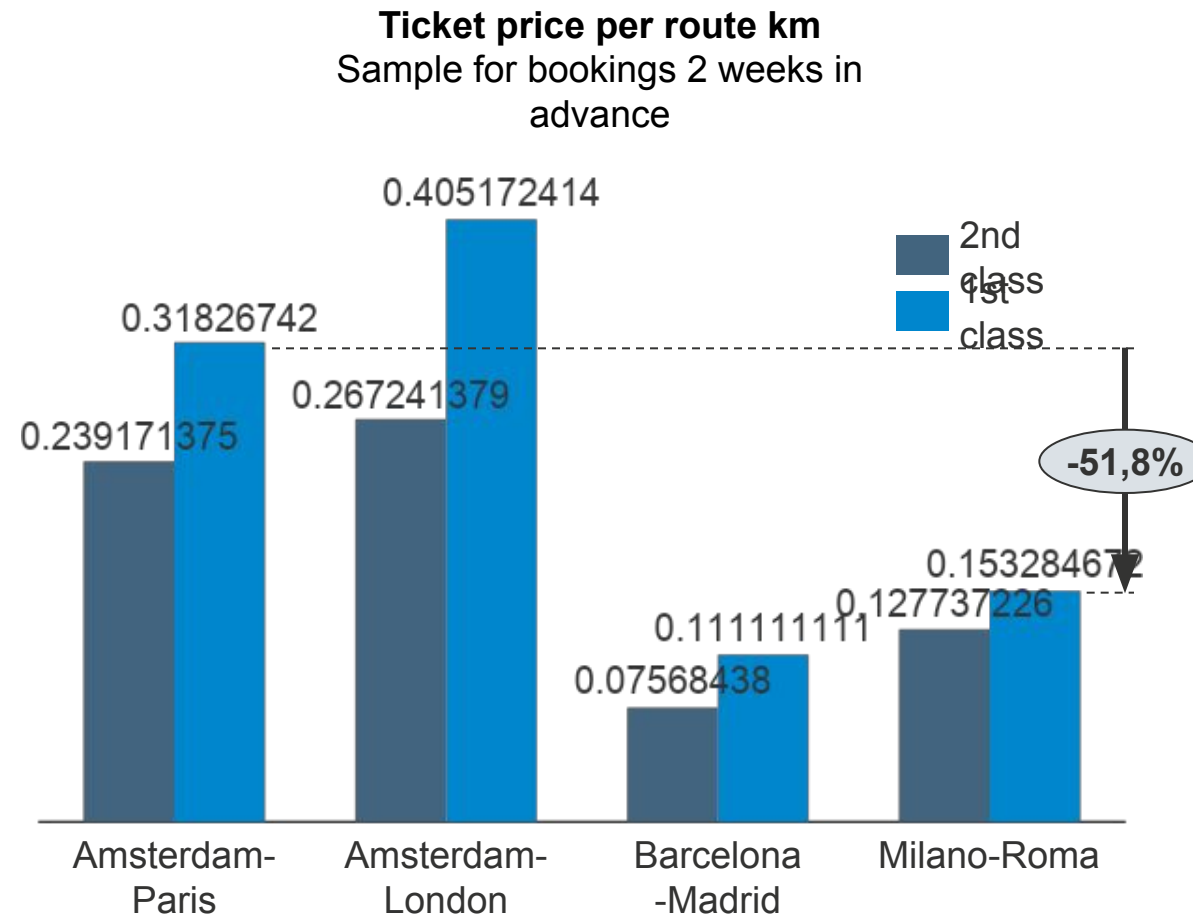
Renfe is incumbent  
Ouigo and Iryo 2021/2022



# Competition drives innovation, higher frequencies and lower ticket prices with increased revenues



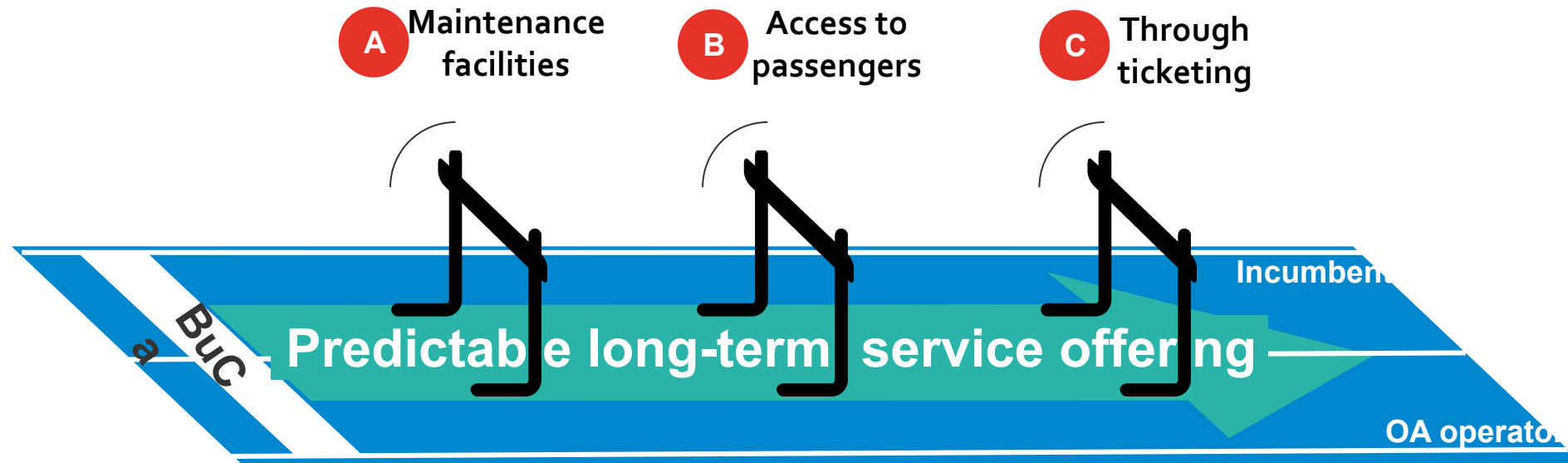
# Competition drives innovation, higher frequencies and lower ticket prices with increased revenues



**In fact, competition in the market can be more effective than any KPI-set**



# There are more hurdles to operate a successful connection than having a train and a path





# A Trains need maintenance and a fleet needs a maintenance facility



# B Access to passenger through sales channels and at stations is an issue

Menü Suchen Anmelden Deutsch SBB CFF FFS

Von Roma Termini  
Nach Milano Centrale

< Do, 07.03.2024 > 09:00 Ab An Einstellungen

Frühere Verbindungen

Train Type	Direction	Departure	Arrival	Duration	Price
FR	Richtung Milano Centrale	09:10	12:50	3 h 40 min	ab CHF 102.00
FR	Richtung Milano Centrale	09:25	12:24	2 h 59 min	ab CHF 102.00
FR	Richtung Torino Porta Nuova	09:25	13:12	5 h 22 min	ab CHF 102.00
FR	Richtung Milano Centrale	09:50	12:58	3 h 8 min	ab CHF 102.00
FR	Richtung Milano Centrale	10:10	13:50	3 h 40 min	ab CHF 102.00


## Ⓒ Inability to provide through tickets limits the reach to a wider public



 **ACQUISTA BIGLIETTI**

Da: **Milano Centrale** × ↔ A **Laveno** ×

[Hai un codice promo?](#)

 **NESSUNA CORRISPONDENZA**

# 'Predictable long-term service offering' is a two-way pre-requisite



# To summarise

- Competition drives an improved service offering at lower prices and is therefore an effective enabler to advancing international rail
- Also with the 4<sup>th</sup> railway package, there remain major obstacles for new entrants under Open Access
- For competition to be effective, the competition needs to be organised

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