

Positive impact of Railways stations on territories

Studies of existing cases of Railways stations in France

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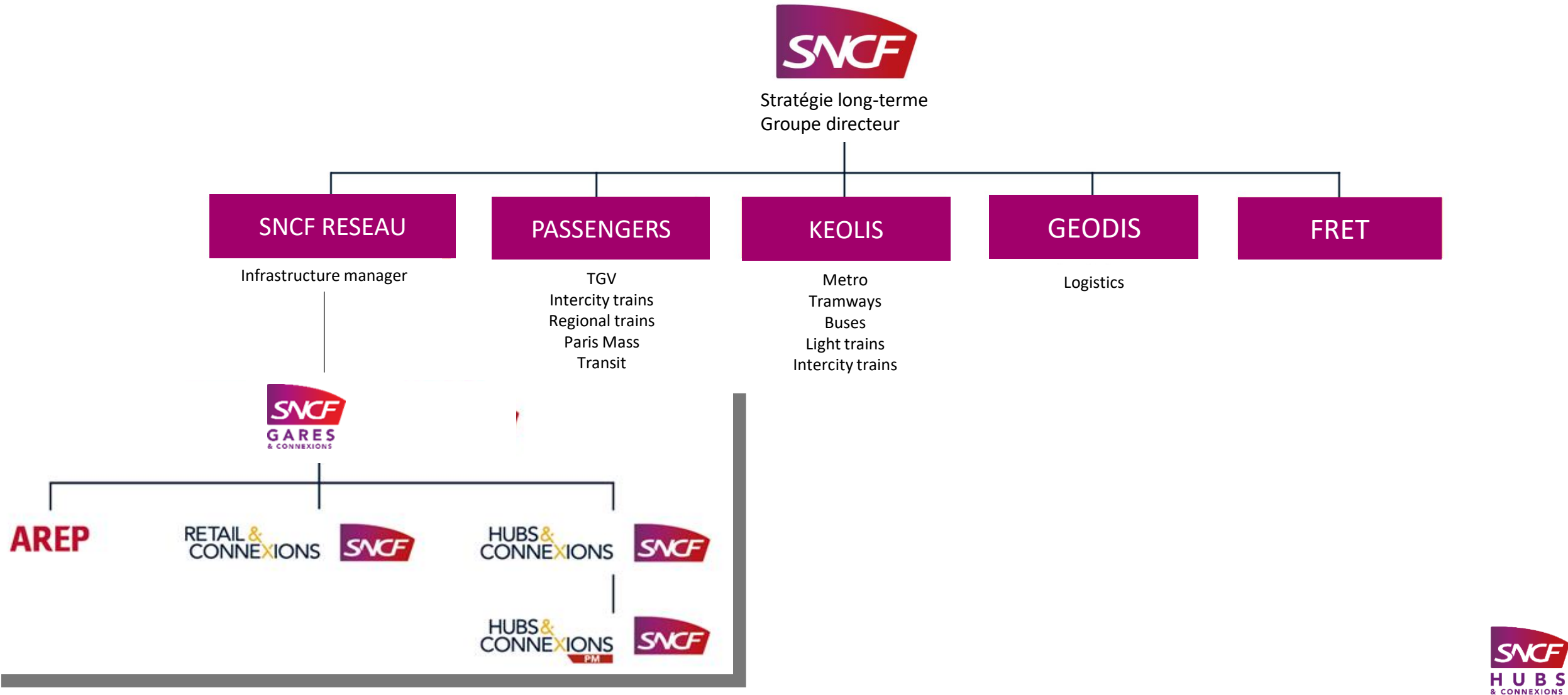
Who we are



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SNCF HUBS & CONNEXIONS

THE INTERNATIONAL SUBSIDIARY OF SNCF GARES&CONNEXIONS
EXPERT IN STATION DESIGN, DEVELOPMENT AND MANAGEMENT



SNCF HUBS & CONNEXIONS

MASTERS THE 3 KEYS TO INTEGRATED STATION MANAGEMENT



DESIGNS

- Project management
- Financial engineering
- Urban planning
- Architecture
- Building Information Modeling (BIM)
- Design – signage, furniture
- Transport mobility

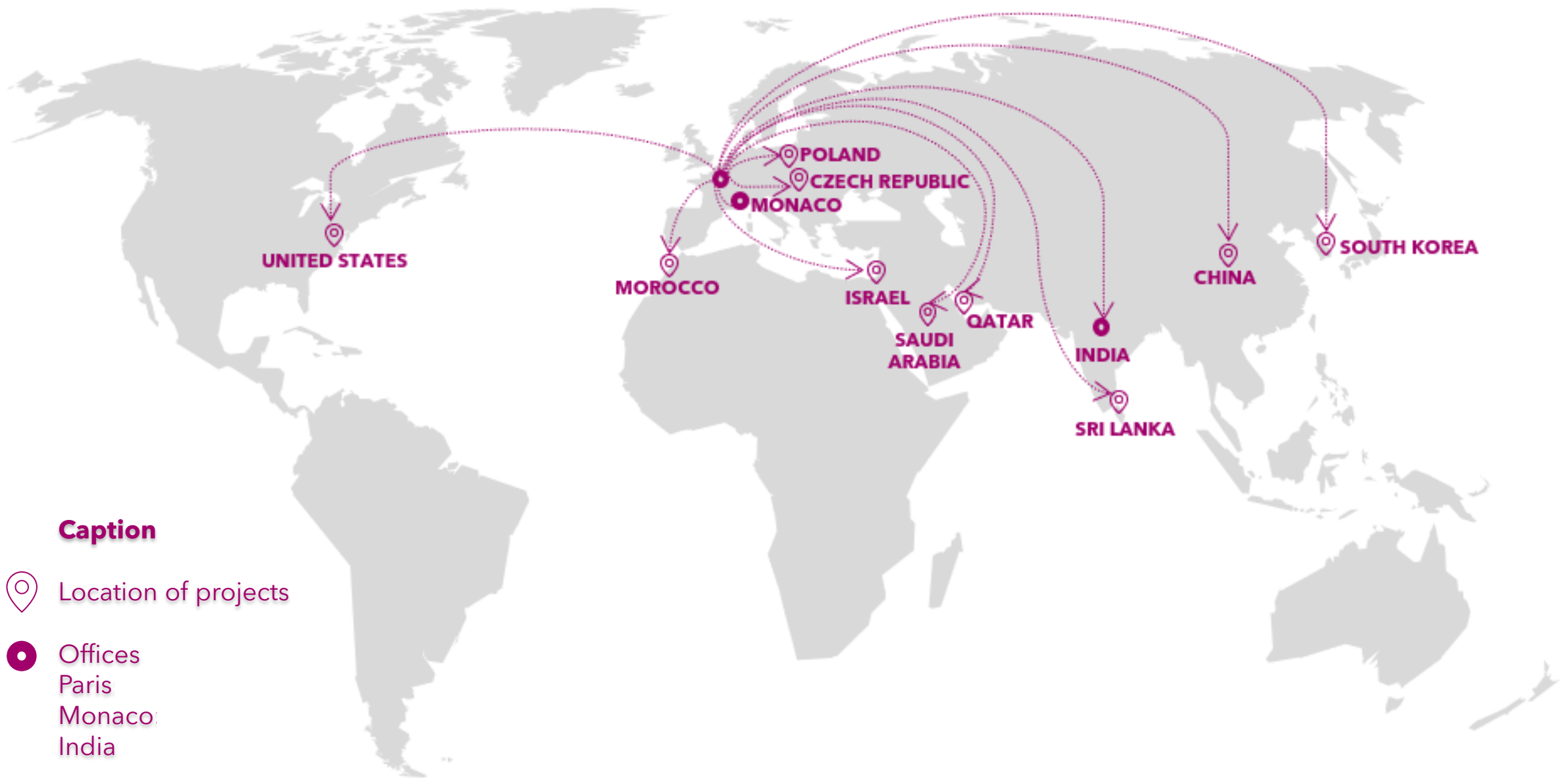
DEVELOPS

- Retail development
- Retail strategy
- Flow analysis
- Feasibility studies
- Financial engineering
- Market analysis

OPERATES

- Facility management optimization
- Retail management
- Station management
- Maintenance operations
- Challenging prices

MAP OF INTERVENTIONS



Caption

-  Location of projects
-  Offices
Paris
Monaco
India



Railways stations create added-value for territories

2



Positive impacts of railways stations on territories and employment



Boost of economic activities around the station: Belfort HSR station -> creation of a cluster (Peugeot subsidiary, ...)



Since 1995, 12 000 jobs have been created in the city of La Rochelle thanks to the HSR station



+ 1 job created in the station creates 6 jobs around the station



+1 Euro spent in station renovation project creates 4,3 € expenses around the station

A better economic impact with local partnership

Project	Date	Investment in the station M€	Investment around the station	Impact
Besançon station	2011/2016	30 M€	35 M€	1.1
Marseille station	2007/2030	112 M€	3 500 M€	31
Bordeaux station	2010/2030	340 M€	3 000 M€	8
Lyon Part-Dieu station	2010/2015	957 M€	3 013 M€	3.14

Each territory has its specific Raiways station

We take care of local identity

&

and environnement



Meuse High speed station –Wood building



Besançon Franche-Comté High Speed Station



Paris Saint-Lazare station




Paris Saint-Lazare station: a transport hub



Multimodal transport offer



 Lignes : 20 21 24 26 27 29 32 43 53 66 80 81 94 95
Noctiliens : N01 N02 N15 N16 N51 N52 N53 N150 N151 N152 N153 N154

 1 espace Véligo
2 parking vélo

 1 parking voiture

 2 stations Taxis

 Location voitures

Special features

A train enters and leaves the station every 28 seconds during rush hour.

Saint-Lazare station project



Improve the functionality and the connections between different transportation systems



Increase the station capacity



Develop in-station shopping



Improve service quality and customer satisfaction



Develop the relation between the station and its surroundings



Creating a new business model

Public-Private Partnership (PPP) investment

250M€ between Klépierre and SNCF:

- SNCF: 90M€ / 35%
- Klépierre: 160M€ / 65%

Main terms of the contract between SNCF and Klépierre

A long-term lease of 40 years:

- SNCF manages the station and all public spaces / Klépierre pays user fees
- The SNCF retains the revenue from advertising / vending machines
- Klépierre pays a portion of the retail rent to SNCF (30%)

The results exceeded all expectations

- Highest turnover of all European shopping centres (Klépierre)
- Excellent returns for both partners



Saint-Lazare station : key figures



Number of passengers

110 million per year



Surface area

65,000 m² of floor space including 18,955 m² of track, 13 large passenger halls and 3 levels



Shopping

10,000 m² of commercial area
90 shops and restaurants



The success of the shops

55% of visitors make at least one purchase
20% of visitors come to the station just to shop
68% of visitors go shopping every time they pass through the station



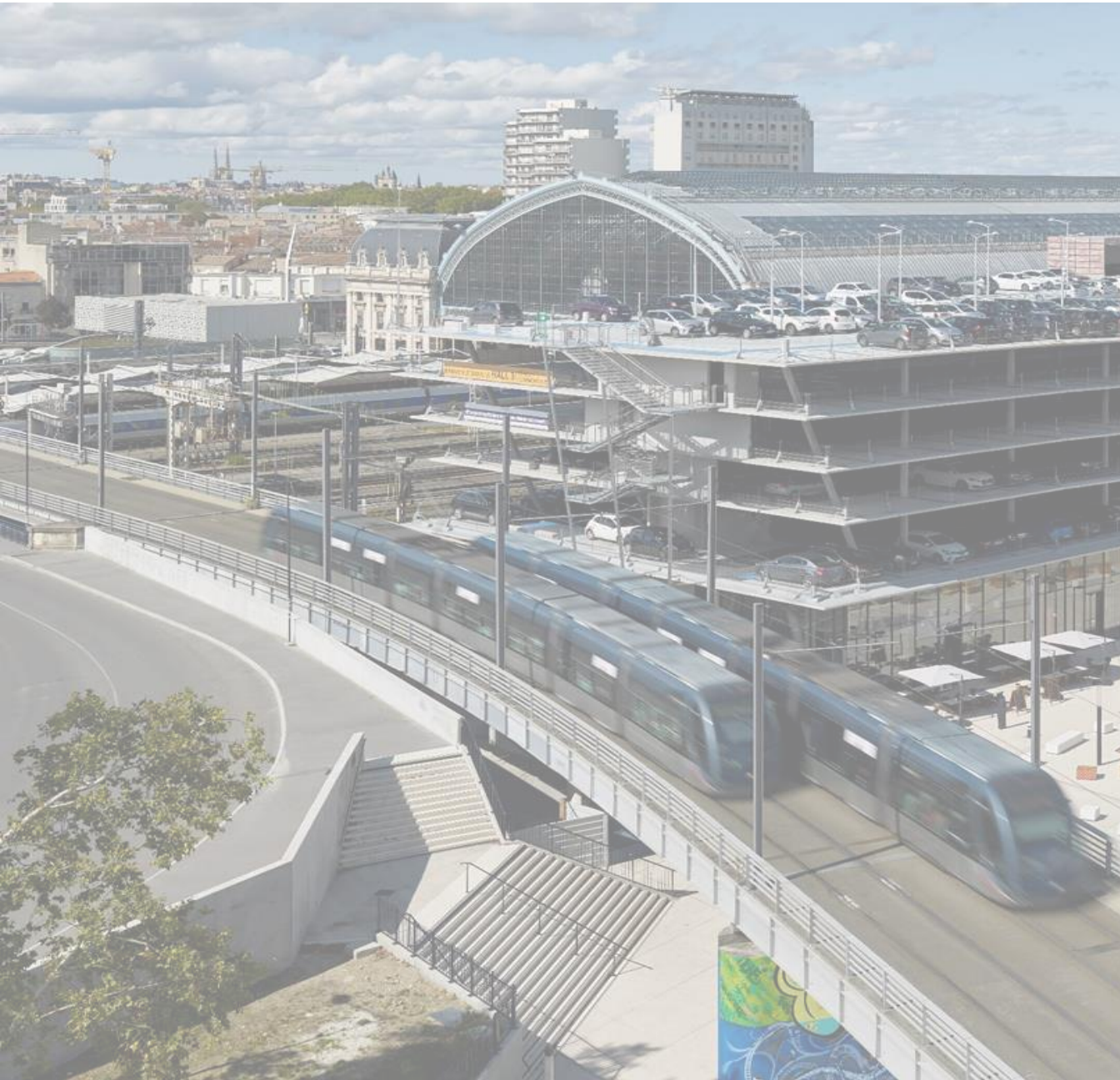
Services

1 lost property service, 1 person with a disability reception, 1 toilet facilities



Equipment

310 video protection cameras, 29 escalators, 4 lifts, 330 screens, 320 seats



Bordeaux HSR Station



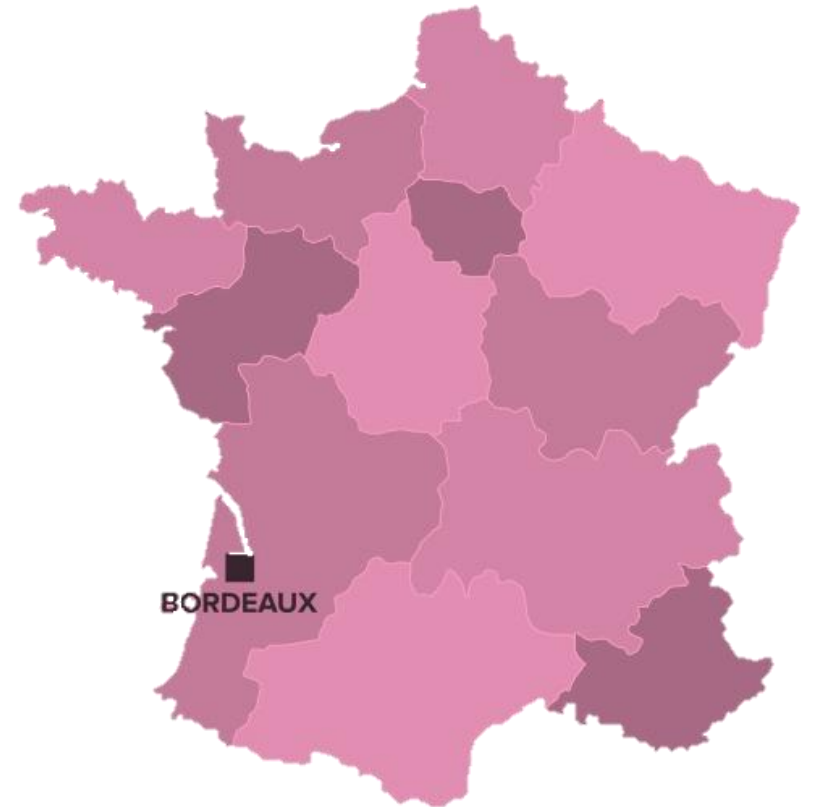
- For the arrival of high-speed line in June 2017, the station underwent major extension work to meet the needs of high-speed traffic.



BORDEAUX – PARIS

From 3:30 hours journey to only 2 hours

- Up to 95,000 daily passengers during peak days (Monday-Friday)



EURATLANTIC TOD PROJECT - BORDEAUX

- Bordeaux Euratlantic TOD project → 738 ha, of which 145 ha dedicated to the station and its neighbourhoods

INVESTMENTS



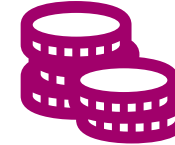
€212 MILLION in the station

€5,5 BILLION in the neighbourhood

STATION TRAFFIC ESTIMATION



From 11 million passengers (2009) to 18 million (2020)



- **Public financing** tend to be concentrated on infrastructure development such as the accessibility to local public transports, the creation of bridges over the rails, the construction of parks and the road renovation and development, etc.
- **Private financing** are concentrated on the creation of car parks and new residences, office buildings, hotels, etc. Those investments enable an upgrading of declining neighbourhoods.

BENEFITS FROM THE RENOVATION

National interest → revitalise a territory and acts as a catalyst for development and investments

Neighbourhood renovation, spread over 20 years, will create:

- 480,000 sq. of offices
- 15,000 to 16,000 accomodations
- 50,000 sq. of shops

Once the project is achieved, it will create:

- 21,500 jobs
- €2 billion of added-value

Turnover in the station:

- €29.3M in 2014
- €42.8M in 2018



SNCF Hubs & Connexions : thorough expertise involving all aspects of an HSR station PPP project

DEVELOP

HSR station: a **complex urban project** (life, culture, commercial, real-estate...)

The team has a **large track record** in developing transportation hubs



FINANCE

The **international finance community trusts the ability** of the team to set the basis for successful projects

OPERATE & MAINTAIN

The team operates close to **3000 train stations**, welcomes **10 million people** in the French stations **every day** and manages **350 000 SQM of retail space**

PROGRAM MANAGEMENT

The team is **highly specialized in managing complex projects**
HSR stations are not to be underestimated, functional designs are very demanding



What we have learnt

- Train stations are always part of larger development and transport schemes, combining **local, regional** and even **national** scales
- Therefore, the **design process** must be iterative, many program elements will appear only over time
- Train stations are both city **gates** and city **economic** drivers
- **Collaborating on PPP station** projects can further contribute to the **development of territories**

THANK YOU

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