



THE
HIGH SPEED
RAIL LINE

**SUD EUROPE
ATLANTIQUE
(SEA HSL)**

Commercial presentation

Lisea

An aerial photograph of a high-speed train traveling on a concrete viaduct. The train is silver with red and blue accents. The landscape below is a mix of green and brown trees, suggesting an autumn setting. The sky is not visible, as the focus is on the train and the surrounding terrain.

LISEA

THE CONCESSION OPERATOR OF THE SEA HSL

ABOUT US

The first private rail infrastructure manager in France to be covered by a concession contract, LISEA is the concession operator of the Sud Europe Atlantique (SEA) high-speed line between Tours and Bordeaux.

An innovative expert in high-speed rail, LISEA contributes, along with its stakeholders, to the modernisation of the rail system, to meeting the challenges of ecological transition and to a successful opening to competition.

The company is owned by VINCI Concessions (33.4%), Caisse des Dépôts (25.4%), MERIDIAM (24.4%) and Ardian (16.8%), with a concession contract running until 2061.

THE SEA HSL

Commissioned on July 2, 2017, the SEA HSL is the first French high-speed line to be financed, built and operated under public service delegation in the form of a concession. With a length of 302 km, plus 38 km of junctions, it links Paris to Bordeaux in 2h04.

A central link of the national rail network and of the European corridor, the SEA HSL improves access to the Greater Southwest region of France and links the cities of the Atlantic corridor to the European capitals.



TIME SAVED BY HIGH SPEED SERVICE

1h00

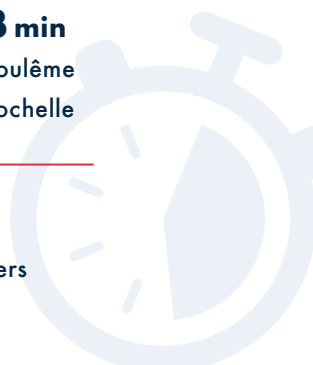
Paris-Bordeaux
Paris-Toulouse
Paris-Dax
Paris-Hendaye
Paris-Pau
Paris-Tarbes

30/43 min

Paris-Angoulême
Paris-La Rochelle

15 min

Paris-Poitiers



BEST OPTIMISED JOURNEY TIMES

4h00

Paris-Toulouse

2h04

Paris-Bordeaux

1h38

Tours-Bordeaux



IMPACT ON TER REGIONAL TRAFFIC BETWEEN 2017 AND 2019

+10%/year Nouvelle-Aquitaine and Occitanie

+14,3% Bordeaux-Arcachon

+17,1% Bordeaux-Hendaye

*Increase in traffic between 2017 and 2019,
in part thanks to optimised connections with the TGV.*



KEY FIGURES

302 km

high speed line
in ERTMS2/TVM430

320 km/h

maximum
commercial
train speed

97%

regularity
per section

132

train paths/day
available
(total capacity)

20

million
annual passengers
(+3.8m since
commissioning in 2017)

7,7

billion
euros invested

CARBON FOOTPRINT

- 100,000 to 150,000 tonnes of CO₂ saved each year thanks to this high-speed link (modal shift from air, car, long-distance coach)
- Project set to achieve carbon neutrality by 2030



ATTRACTIVE REGIONS

WITH STRONG TRAFFIC POTENTIAL

AN EXTENDED NETWORK OF NATIONAL AND EUROPEAN SERVICES

The Tours-Bordeaux HSL, the central link in France's Atlantic coast rail network, is connected to the backbone network with more than 38 km of junctions providing extensive service of the regions crossed and efficient connections with regional TER trains.

The line serves many demographically, economically and touristically highly dynamic conurbations.

OUR DIRECT LINKS TO/FROM PARIS

- Bordeaux
- Poitiers, Angoulême, Niort, La Rochelle
- Bayonne, Biarritz, Saint-Jean-de-Luz, Hendaye
- Dax, Pau, Lourdes, Tarbes
- Agen, Montauban, Toulouse

INTERREGIONAL

Bordeaux <> Lille
via Massy, Orly, CDG
4h30 ✈️ ✈️

Bordeaux <> Strasbourg
via Reims
5h30

INTERNATIONAL

Bordeaux <> Brussels
4h30



REGIONS, DEPARTMENTS AND CITIES WITH GREAT ECONOMIC AND TOURIST POTENTIAL

NOUVELLE-AQUITAINE



6 million

inhabitants as at 1 January 2017

3rd-most attractive

tourist destination in France
after Occitanie and Paris

Over 42 million

overnight tourist stays in 2018

49,817

businesses created in 2017
(+8.1%)

+ 26 %

increase in start-ups of
micro-enterprises in 2018 vs. 2017

Over 12,000

jobs created per year
since 2010

58,000

businesses created in 2018
(+16,6%)

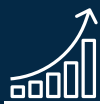
+ 19 %

new business start-ups
in 2019

2nd-largest region

outside Ile-de-France
in terms of GDP (11%)

OCCITANIE



5.9 million

inhabitants as at 1 January 2017
(+ 45,000 inhabitants per year between
2012 and 2017)

2nd-largest region
after Paris

55 million

overnight tourist stays in 2018,
1/3 of which are foreign tourists

1st global competitiveness cluster

for aeronautics, space and embedded systems
"Aérospace Valley" (ca. 150,000 employees in 2016,
1,100 companies and more than 60 billion in revenues)

1st region

in France after Paris in terms
of R&D investments

3% of GDP invested

in R&D, the only region in France
with Paris to meet the European
target

3rd-largest region

outside Ile-de-France in terms of GDP

76,000

new business start-ups
in 2019 (+20% vs. 2018)

2,049,638

salaried jobs
at end-2019

19,000

jobs created every year
since 2010

HIGHLY ATTRACTIVE CITIES DEMOGRAPHY, BUSINESS CREATION AND TOURISM

BORDEAUX

6.5 million

of overnight tourist stays in 2019
(i.e. +5% vs. 2018)

1st city

for the rate of business start-ups (+18.7%)

1st city

for job creation in the digital sector

+ Over 200 company headquarters
with more than 100 employees

2nd city

in terms of attracting foreign investors



TOULOUSE

4th-largest urban area

in France (1.4 million inhabitants)

18,000 companies

created in 2018 (+20% vs. 2017)

2.6%

annual GDP growth
(best result of the 15 regional capitals)

3rd-largest city

in France after Paris and Lyon in terms
of students (110,000 students)



AND ALSO

- **Angoulême:** ranked as the most attractive city of 100,000 to 200,000 inhabitants in France in 2017
- **La Rochelle:** 2 million overnight tourist stays in 2017

- **Pays Basque:** 300,000 inhabitants in 2016, population growth of +9.3% per year
- **Pau:** a major economic hub of the Nouvelle-Aquitaine region

PROMISING DEVELOPMENT OUTLOOK

Promising projects for development and links to attractive destinations also represent opportunities to grow traffic on the line, reinforcing the major role played by the SEA HSL in the national and European rail network.



NATIONAL LINKS

2H30

Bordeaux <> Nantes

4H00

Bordeaux <> Lyon

5H40

Paris <> Pyrénées (Ax-les-Thermes)

- de 4H00

Paris <> Toulouse direct

(non-stop run, no stop in Bordeaux)

EUROPEAN LINKS

5H00

Bordeaux <> London

(ongoing working group with SNCF Réseau, Eurotunnel and HSI, twinning of Bordeaux St-Jean and London St-Pancras stations)

5h30

Bordeaux <> Amsterdam

5H00

Paris <> San Sebastian / Bilbao

from 2024 with the commissioning of the "Y Basque" line

REGIONAL HIGH SPEED RAIL LINE

To extend the effects of high speed, this service would:

- **Reinforce** the existing offer,
- **Improve** the regional network,
- **Facilitate** home-to-work or home-to-study commuting across the Nouvelle-Aquitaine region.

OUR OFFERS AND SERVICES

FACILITATE OPENING TO COMPETITION

A PROACTIVE APPROACH

In order to facilitate the arrival of new entrants and remove barriers to entry, LISEA has implemented a proactive approach in consultation with all the stakeholders concerned (SNCF Réseau, railway companies, local authorities, UTP, etc.).

This approach is reflected in thematic working groups on approved rolling stock, train maintenance, traffic projections and associated business plans, as well as **a service offering designed specifically for new operators and adapted to their needs.**

LISEA is working to build lasting relationships with its partners to promote rail transport and enable as many people as possible to benefit from the advantages of high speed: passengers, local authorities that have co-financed the line, private players, operators and investors. With this in mind, LISEA is working with other infrastructure managers on the creation of a maintenance centre and on making rolling stock available.

SUPPORT AND ATTENTIVE FOLLOW-UP

LISEA supports its customers throughout their access process. First, through an in-depth analysis of needs, then by proposing solutions corresponding to the line's capacities and to mobility needs and, finally, after the commissioning of rail services.

OUR SERVICES

- Advice from a network of LISEA experts (market intelligence, advice on rail aspects, economic studies, etc.).
- Drafting of the business plan including a simulation of track access charges (development aid or framework agreement)
- Needs definition
- Definition of the transport plan and fair allocation of capacity, liaising with SNCF Réseau
- Assistance for the approval of rolling stock if necessary
- Access to maintenance facilities
- Education

OTHER LISEA ACTIVITIES

- Provision of telephone masts to telecom operators
- Sale of land outside the railway belt



GAINING ACCESS TO OUR LINE

PRELIMINARY STEPS TO ACCESS THE HSL SEA

AUTHORISATION

Have a license as a railway company and a certificate of insurance
Have a safety certificate delivered by Etablissement Public de Sécurité Ferroviaire – EPSF

COMPATIBILITY

of the rolling stock with the SEA HSL and the national railway network

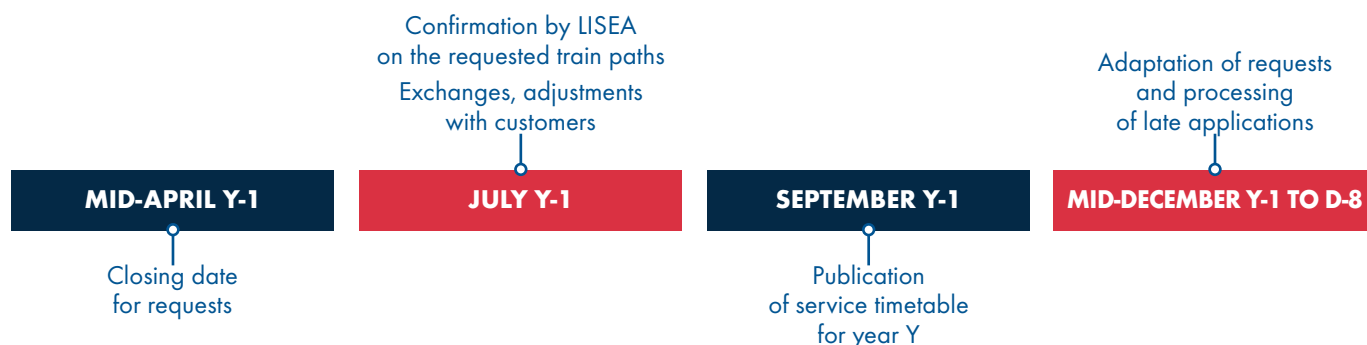
PRICING STRUCTURE

2 types of aid are possible at the choice of the operator:
- Negotiated framework agreement for up to 5 or 10 years
- Development aid for a 3-year period

CONTRACTING

Signature of capacity allocation contract and of line usage contract

SEA TRAIN PATH ALLOCATION PROCESS: 'ONE-STOP SHOP' IN CONNECTION WITH SNCF RESEAU



FOR FURTHER DETAILS,

please refer to the Line Reference Document (LRD):
<https://www.lisea.fr/document-de-reference-de-la-ligne-drl/>

CONTACT

LISEA's commercial department is at your disposal for any project relating to the Sud Europe Atlantique HSL (rail traffic, telephone masts, land sales, etc.).

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