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Attachments /

Cologne/Paris, 1 June 2018

## **Alpha Trains at *Transports Publics 2018* - Rolling Stock leasing, the ideal solution for the Regions**

- Come and meet us at Stand C31 and discuss with the European leader in railway rolling stock leasing the challenges facing and solutions for the railway sector in France and Europe.

Alpha Trains will be present **for the first time at *Transports Publics 2018***, from 12th to 14th June at **Stand C31**. **Come and discuss** with the European leader in rolling stock leasing the challenges of the railway sector in France and Europe.

On the strength of its **expertise developed during almost 20 years** in Germany, Alpha Trains aims to become the **ideal partner of the Regions and operators** to facilitate opening up to competition and to present the benefits of leasing solutions.

Alpha Trains is currently leasing **435 trains and 370 locomotives** to numerous operators, including Deutsche Bahn, and Transdev and Keolis, its main customers in Germany.

Alpha Trains will have a stand presenting its integrated flexible solutions to ensure the **optimum service for passengers** for the **best price**. This simple and effective solution will **give budgetary control back** to the Regions.

The company established its **French subsidiary** early 2018, headed by **Vincent Pouyet**, previously Sales Director at Bombardier.

**An extensive knowledge of the railway market to offer the best service at the best price**

Based on its extensive knowledge of the railway market, Alpha Trains provides its technical and financial expertise and takes charge of the acquisition and management of the rolling stock. Alpha Trains then leases this rolling stock directly to the transport authorities or the operators. If necessary, it undertakes renovation of the trains. At the end of the contract, Alpha Trains promises to take back the rolling stock, thus assuming the financial risk. In this way Alpha Trains can offer the fairest price taking into account the total lifetime of the train (approx. 30 plus years) and not only during the shorter term of the operating agreement between the transport authorities and the operator. Thanks to this business model, Alpha Trains can offer the best value per train-km.

**About Alpha Trains**

*Alpha Trains is the leading rolling stock lessor in Continental Europe. Around 110 employees from 11 countries work in offices in Luxembourg, Antwerp, Cologne, Madrid and Paris. Alpha Trains owns 435 passenger trains and 370 locomotives and offers tailor-made leasing solutions, comprehensive know-how in maintenance and vehicle repairs as well as long-term experience in the financing of new build projects. Alpha Trains' fleets are in use by many public and private operators in 15 European countries. Alpha Trains' shareholders are Arcus Infrastructure Fund, AMP Capital and Public Sector Pension Investment Board (PSP Investment).*

**Contact**

Alpha Trains Group

Heike Zimmermann

Phone: +49 221 9140 9063

E-Mail: [heike.zimmermann@alphatrains.eu](mailto:heike.zimmermann@alphatrains.eu)  
[www.alphatrains.eu](http://www.alphatrains.eu)