

## Press release

# **Banque des Territoires and Akiem create TerriTrains, a consortium providing transport operators, regional authorities and the state with an innovative solution for financing, leasing and managing passenger rolling stock**

Saint-Ouen-sur-Seine, 31 May 2022

**Akiem, a French company and a leading European provider of rolling stock leasing services, is joining forces with Banque des Territoires to create TerriTrains, a consortium offering solutions to the state, regional authorities and rail companies for financing, acquiring and managing passenger train fleets. Banque des Territoires and Akiem's goal in setting up TerriTrains is to support territorial authorities as the French rail market opens up to competition, and the industry needs large amounts of new financing as it faces ever-growing challenges surrounding mobility.**

Under the terms of the recent law on the New Railway Pact, regional authorities in France can now take over responsibility for managing passenger trains to improve the quality of rail services, while keeping control of the costs associated with owning and operating rolling stock fleets. Against this background, Akiem and Banque des Territoires have joined forces to offer transport authorities an innovative solution that involves creating platforms for financing and managing their rolling stock fleets. This is the initiative behind the creation of the TerriTrains consortium, which has started operating in recent weeks.

The state and regions spend over five billion euros every year to fund regional express (TER) and regional economic development (TET) train services. As the market opens up to competition, the alliance between Akiem and Banque des Territoires gives them access **to outsourced financing for rolling stock via long-term leasing agreements. By making available Akiem's expertise and in-house skill sets, the new consortium also offers the benefits** of a solution that:

- **covers the complete rolling stock value chain**, from overseeing calls for tenders from manufacturers to day-to-day management of passenger vehicles;
- **promotes economies of scale** by pooling their respective needs;
- **clarifies the different responsibilities** between the rolling stock owner, transport authorities and operators.

### **Industrial expertise supporting territories and the common good**

Akiem is a French company that is present in over 21 countries across Europe and serves almost 80 passenger and freight rail service operators. Convinced that rail is the transport and mobility solution of tomorrow, Akiem provides effective and deliverable responses to operators from all sectors of the rail industry, primarily via maintenance services, expertise in fleet management and rolling stock refits, and skills in overseeing calls for tenders concerning projects to acquire new rolling stock.

Banque des Territoires, with its expertise in project design and financing, supports the emergence of sustainable infrastructure projects and economic development in all regions of France. It therefore has a special focus on projects for reviving regional and inter-regional rail transport to make territories more attractive, sustainable and inclusive, covering both day-to-day travel and less regular long distance journeys.

The alliance between Akiem and Banque des Territoires will give the state and regional authorities access to all the rolling stock expertise of a leading specialist, as well as the reassurance of working with partners that care for the common good.

“Together with Banque des Territoires, we are determined to serve local authorities and develop a public-private leasing solution that offers transport authorities the best possible value for money, via a mechanism that is fully professional, sustainable and transparent. TerriTrains exists to act as a technical, contractual and financial facilitator, supporting public authorities in their drive to develop rail services and acting as a catalyst for growth in rail transport.”

**Fabien Rochefort is CEO of the Akiem group**

“In creating the TerriTrains solution with Akiem, our goal is to provide support to transport authorities, particularly the regions, as France’s rail market opens up to competition and, more generally, to contribute to the revival of regional and inter-regional rail transport. This solution, which transfers the risks of rolling stock ownership, will give transport authorities access to the full range of Akiem’s expertise, and guarantees long-term non-discriminatory access to rolling stock to every rail operator selected by regional transport authorities.”

**Pierre Aubouin is head of the Infrastructure and Mobility Department at the Investment Division of Banque des Territoires**

**Find out more: [akiem.com/fr/solutions/territrains](https://akiem.com/fr/solutions/territrains)**

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#### **About Akiem**

Akiem is a leading European provider of services to rail operators, manufacturers and local authorities. The company offers a fleet of 620 locomotives and over 160 passenger units as well as solutions covering the entire rolling stock value chain. Akiem has 80 clients and is present in 21 European countries. The majority of its 220 staff are based in France, Germany, Sweden, Italy, Hungary, Poland and the United Kingdom. Akiem Technik is at the heart of Akiem’s industrial and technical services. This comprehensive ECM-certified industrial ecosystem is built around a pan-European network of workshops and extensive stocks of spare parts for maintaining and repairing rolling stock provided to its customers. Akiem is owned by TLP (SNCF Participations) and Eurotraction, an investment fund managed by DWS, an international asset manager that focuses on infrastructure. To find out more about Akiem, visit our website at [akiem.com](https://akiem.com).

**Press contact:** Aurélien Flaugnatti - Comfluence: [aurelien.flaugnatti@comfluence.fr](mailto:aurelien.flaugnatti@comfluence.fr) – +33 (0)1 40 07 02 05

#### **About Banque des Territoires**

Created in 2018, Banque des Territoires delivers responses to one of the five tasks entrusted to Caisse des Dépôts, a major public financial institution. It brings together all the internal expertise provided to territories in a single structure. A unified point of entry for its clients, it offers tailor-made consultancy and financing solutions in the form of loans and investments to meet the needs of local authorities, social housing providers, local public companies and the legal professions. It works with all types of territory, from rural regions to major cities, and aims to combat social inequality and territorial divisions. Banque des Territoires is present in the 16 regional directorates and 37 territorial offices operated by Caisse des Dépôts so that it is clearly visible to its clients and can work in close proximity with them.

***Making territories more attractive, inclusive, sustainable and connected.***

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**Press contact:** Marie-Caroline Cardi: [marie-caroline.cardi@caissedesdepots.fr](mailto:marie-caroline.cardi@caissedesdepots.fr) – +33 (0)6 38 53 97 67