

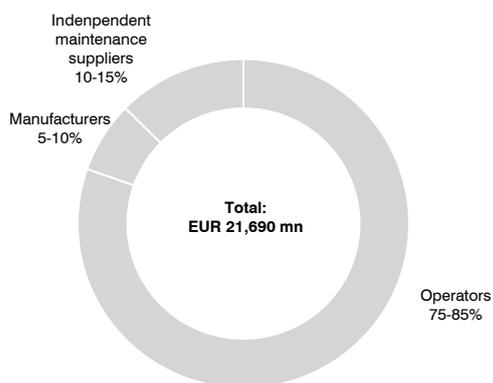
## Rail vehicle maintenance: Manufacturers secure growing market share at the expenses of railway operators

The global rail vehicle maintenance market is growing continuously. It is increasingly being recognised by manufacturers of rolling stock as an attractive business segment that helps reducing volatility and promises predictable long-term sales. While the maintenance and repair of rail vehicles was almost exclusively the business of railway operators in the past, there is a growing willingness on their part to agree long-term maintenance contracts with the industry and to concentrate on their core business: transporting passengers and goods. This is shown by the latest study "Rail Vehicle Maintenance - Global Market Trends in the After-Sales Market 2023" by SCI Verkehr, a consultancy specialising in rail and logistics.

The established state railways operate the largest fleets in both passenger and freight transport, relying on their own maintenance network. Depending on the segment, they accounted for between 65% and 95% of the European market volume in this segment in 2022.

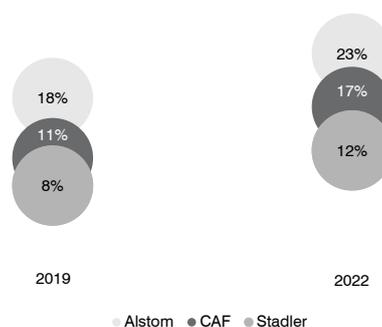
However, competition in the railways' core business is increasing. As a result, operators are reviewing their cost positions and, due to demographic changes and the shortage of skilled labour, are more willing to leave maintenance and the necessary investments in workshops and personnel to the manufacturers. In addition, the requirements for maintenance are changing noticeably with the change in drive systems. Diesel vehicles are being replaced by battery and hydrogen-powered vehicles, for which new maintenance requirements apply. In order to meet the changing market requirements, incumbents need to upgrade both their staff and their equipment.

Market shares of companies for rail vehicle maintenance services in Europe in 2022 (EUR millions)



© SCI Verkehr

Share of maintenance services in total sales for three manufacturers 2019-2022 (%)



● Alstom ● CAF ● Stadler

© SCI Verkehr

The market dynamics that are changing the global maintenance market have been analysed in detail by SCI Verkehr in the latest edition of the multi-client study "Rail Vehicle Maintenance - Global Market Trends in the After-Sales Market 2023". The study looks at the seven global regions and differentiates between the three segments of passenger, urban and freight transport. For each segment, information and data on market volume and market development as well as the installed base for each vehicle segment are provided. The analysis is supplemented by a comprehensive list of after-sales projects and 13 company profiles of the most important manufacturers and maintenance providers. The analysis draws on SCI Verkehr's unique database, which provides industry leaders with a data-driven approach to support their strategic decision-making.