



Competition in urban transport in 2017 and over a twelve-year span

Every year since 2005, UTP has studied developments in the French urban transport market by monitoring calls for tenders and changes in the management methods of its members' networks¹.

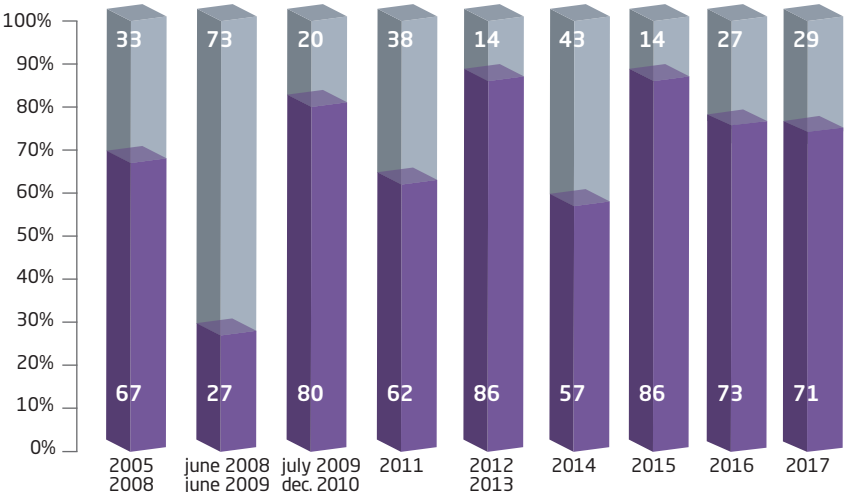
6 CHANGES OF OPERATOR FOLLOWING 21 CALLS FOR TENDERS IN 2017

UTP found:
 ■ **21 calls for tenders²** which led to **6 changes of operator³**, representing a **29% rate of change of operators**;
 ■ **84% of networks under public service concession contracts.**

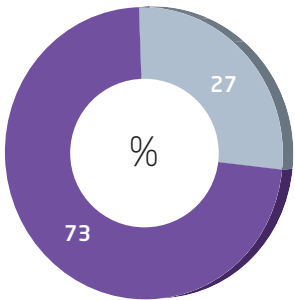
A 27% CHANGES OF OPERATOR SINCE 2005

Of all the calls for tenders awarded on the French market since 2005⁴, 27% led to a change of operator. Specifically, this involved **55 networks out of 201 calls for tenders**, irrespective of the network's category (measured by the size of the population served).

CHANGES OF OPERATOR OVER TEN YEARS



CHANGES OF OPERATOR SINCE 2005





Publication

COMPETITION IN URBAN TRANSPORT IN 2017 AND OVER A TWELVE-YEAR SPAN

Moreover, UTP notes that **18 members' networks** changed their management method during the same period:

- 16 networks operating under a public service concession contract switched to an internal operator⁵;
- 2 networks switched from an internal operator to a public service concession contract⁶.

Competition takes place in an international context. 11 French networks are run by operators associated with European transport groups⁷.

At the same time, for nearly twenty years, French public transport companies have been exporting their expertise out of France where they carry out a significant share of their business.

PROJECTED DATA FOR 2018

1 network has switched from a competitive tendering procedure to a direct award procedure. The AOM (mobility organising authority) voted for a transition to an internal operator, effective 1st January 2018⁸.

FOCUS ON PUBLIC SERVICE CONCESSIONS

Since the SAPIN Law of 1993, Organising Authorities (aside from the Île-de-France region) must regularly submit their service concession contracts to competitive tendering; this enables them to review the operating conditions of their network and further its development. The process established by the European Regulation 1370/2007 on Public Service Obligations (PSO), along with the concession contracts law, which replaced the Sapin law, is transparent and non-discriminatory.

It allows for formal negotiations among the parties to take into consideration the characteristics of each network. The contract duration is limited to 10 years for buses and 15 years for metros and trams, except in the case of investments where it can be increased by 50%. The duration decided upon also takes into account the performance and quality objectives established by the Organising Authorities.

1. This year the study focuses on 160 UTP members' networks excluding the Île-de-France region. The study scope covers data ranging from 01/01/2017 through 31/01/2017. Any contract changes as of 1st January 2018 are therefore not included. Moreover, only networks with membership in UTP in 2017 are included.
2. Alençon, Bayonne, Bourges, Brive, Calais, Charleville-Mézières, Chaumont, Dijon, Fréjus, La Roche-sur-Yon, Lens, Lyon, Mâcon, Montbéliard, Morlaix, Niort, Quimper, Rochefort, Saint-Dizier, Vannes and Voiron.
3. Alençon, Bayonne, Lens, Mâcon, Montbéliard and Vannes.
4. The study scope has varied since 2005, depending on factors such as the number of UTP members, changes in network categories, etc.
5. Abbeville, Annecy, Aubagne, Aurillac, Belfort, Clermont-Ferrand, Dax, Douai, Maubeuge, Nice, Pau, Périgueux, Saumur, Saint-Brieuc, Thionville and Toulouse.
6. Beaune and Saint-Malo.
7. Agde, Bourg-en-Bresse, Cambrai, Dole, Haguenau, Menton, Montbéliard, Perpignan, Salon de Provence, Sète and Villefranche-sur-Saône.
8. Angoulême.

UTP. The Union of Public and Railway Transport (UTP) is the professional association for urban public transport companies, railways (freight and passenger) and infrastructure managers in France. UTP represents its members at the European and national levels and pursues lobbying actions aimed at authorities and decision-makers. UTP embodies the unity of the railway sector.



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