FOR SENIOR RAIL MANAGEMENT

June/July 2013

RAILWAY STRATEGIES

Clever thinking from Southern

Using technology to the best effect, Southern is taking an innovative approach towards its fleet management

NEWS

ORR's draft CP5 determination

Network Rail publishes full-year results

More carriages for London Overground

c2c gets extension

Four new stations to be funded

Half time at Birmingham

Interview

Ensuring that LOROL's trains are up to the mark, fleet director PETER DAW says success lies in the planning

FOCUS ON

Infrastructure & Civs Stations and Depots

The ARABIA-QATAR 2013 Mission – meeting with the Royal Commission for Jubail and Yanbu

Exporting expertise

*As the **Spanish Railway Association, MAFEX** works to promote its members within the wider rail market*

MAFEX – the Spanish Railway Association is a non-profit private organisation serving the Spanish railway sector in regard to its internationalisation, as well as in defence of its partners' general interests. MAFEX was created in 2004 with the support of the main Spanish institutions in the sector. It is also part of the Agex Group, which is formed by three more associations in different Spanish industrial sectors.

"The Association is currently formed of 73 companies," describes director general Pedro Fortea. "All of them are clearly export-oriented, developing their activities in the manufacturing of products and rendering of services for rail projects including rolling stock, track equipment, telecommunications, signalling, engineering, consulting, building, maintenance, and interior design. They all share their innovative nature and commitment to R&D, and the introduction of the latest technological advances contributing to the world rail sector in all its fields, as well as their expertise, experience, and excellency in service quality. All these characteristics have turned the Spanish rail industry into a leading reference."

Visit of the Development Minister to the MAFEX stand at the Innotrans 2012 trade fair

Between them MAFEX's members represent more than 85 per cent of the Spanish rail industry's exports according to official figures in 2012. With promotion of this sector abroad MAFEX's main objective many of the association's activities are focused in these areas such as trade delegations, group participation in major international trade fairs, market studies and analysis, advertising, and organisation of foreign buyer delegations to Spain.

"Since its origin, the association has intensely promoted and defended the common interests of the industry," reiterates Pedro. "In addition MAFEX performs other activities, which are not as visible but surely add value to our members such as international contacts, access to reference materials, facilitating contact among foreign and Spanish companies by managing particular enquiries, or even communication among the members themselves."

Reflecting on the market outlook for MAFEX's members Pedro notes that there is a generally positive trend: "The last fiscal year, 2012, was a complicated one given the strong decrease in national investment spending, and the increasing competiveness in international markets. However, significant contracts have been awarded abroad even in these difficult conditions. This has contributed to better Spanish rail export figures, growing by more than 20 per cent in comparison to the previous year. Nowadays knowing where the new business opportunities are, trying to benefit from them, and working as leading global suppliers of pioneering services and products, are some of the priorities of the Spanish rail industry.

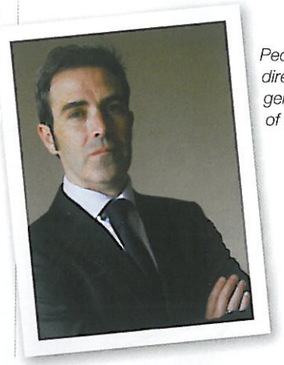
"Regarding the future, and in comparison with other industries, the sector in general seems to maintain certain stability and long-term perspective throughout the five continents. According to UNIFE, the Association of the European Rail Industry, the sector is expected to grow at a global level, in the following years. Given the current scenario, this is good news. Likewise UNIFE expectations are that the market will grow at an annual rate of 2.6 per cent until 2017, up to a business turnover of around €170 billion euros. For MAFEX members this forecast represents a clear international growth opportunity in many markets such as India, Russia, Australia, Southeast Asia or Africa. However, it also poses new challenges for companies will need to ensure their efficiency and highest quality standards to continue being competitive and maintain their leadership position," he continues.

With a presence in more than 90 countries worldwide, the Spanish rail industry is clearly flourishing in the international market as recent awards of large projects in Brazil, Mexico, Saudi Arabia and Turkey demonstrates. "MAFEX's duties through its internationalisation projects have always been aimed at significantly increasing the participation of the Spanish rail industry in ongoing international projects, and in future transport plans across the five continents. This is the reason why foreign promotion is a priority, as well as trade delegations to emerging countries and regions such as Thailand and Malaysia. Furthermore, MAFEX wants to strengthen the position of Spanish companies other more consolidated markets such as the US,given the boost taking place in rail at present," highlights Pedro.

Growth forecasts for the Spanish rail sector overseas remains positive, and the excellent references gained by the industry over the years helps it to secure this strong position. This will serve to accelerate activity in the sector for all companies, large and small, within the main rail subsectors such as construction, signalling, electrification, track, equipment, and rolling stock. For MAFEX, this growth comes together with a strong action plan for promoting these companies, and strengthening their business relationships.

Elaborating on this strategic agenda, Pedro concludes: "MAFEX sees 2013 as a year to define the new framework to offer the best service to its members. Such frameworks will help identify and prioritise the needs of all the companies, not only in those aspects regarding internationalisation, but also in those in which MAFEX's performance can help improve its members' competitiveness. To this end, MAFEX has started the implementation of the 2013-2016 Strategic Plan. It is also still working on its plan to promote activities at an international scale, its widest and most ambitious plan since its creation in 2004."

Web: www.mafex.es



Pedro Fortea director general of MAFEX

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