

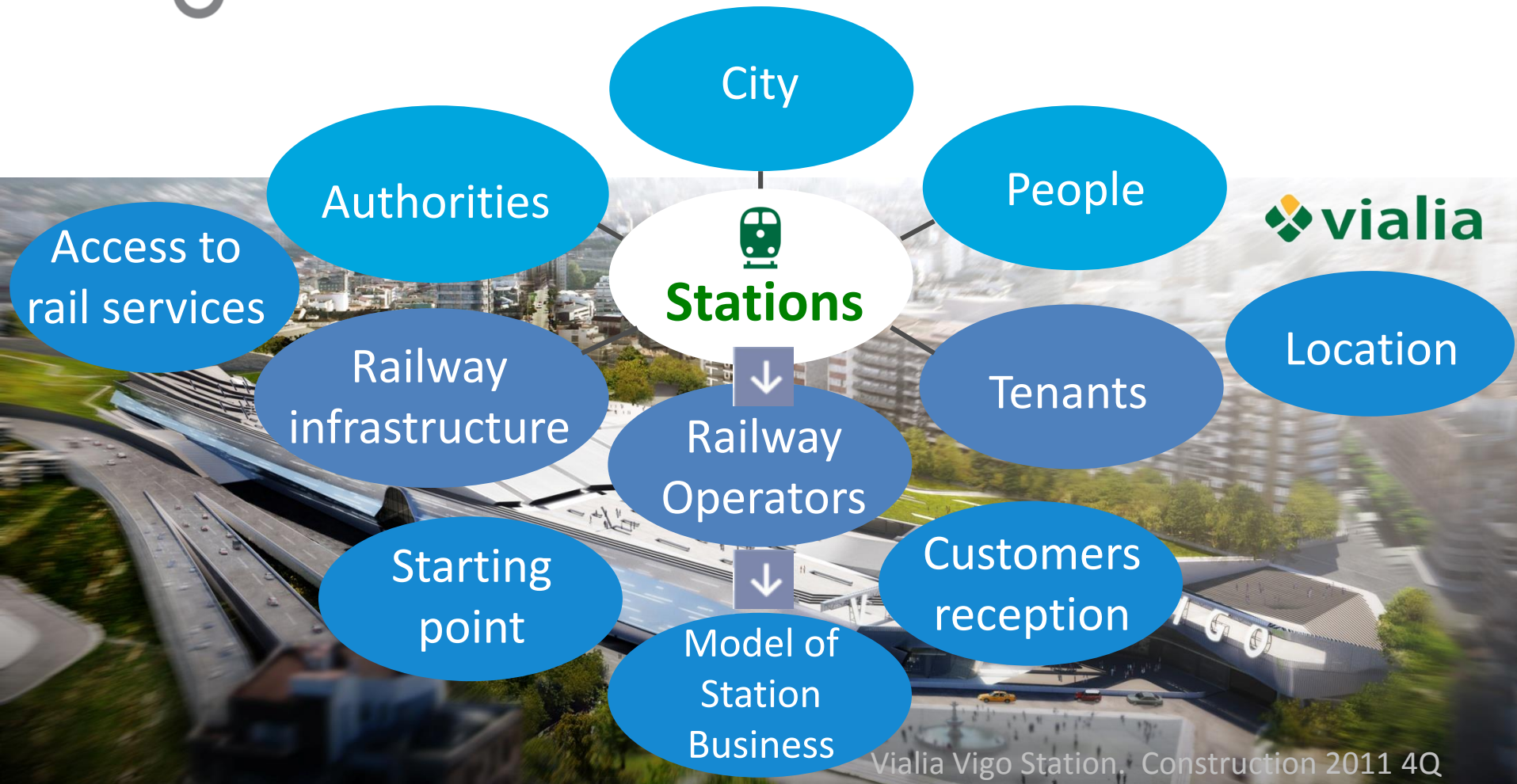
# Public Private Partnership: Experience and future prospects

Carlos VENTURA

Adif

Director of Passenger Stations

# The experience



# The Model of Station Business

- Strengths:
  - Passenger flows
  - Station location
  - Collaboration with stakeholders
  - Adif's brands
- Income source:
  - Station fees
  - **Commercial fees**
- Funding source:
  - Public
  - **Public Private Partnership (PPP)**



Vialia Albacete Station. Open 2010

# Adif Major Stations commercial business



- Stations: 5
- Total Gross Leasable Area (GLA): 68.000 m2
- 13 % total commercial fees

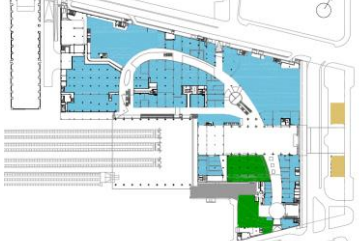


- Stations: 9
- Total Gross Leasable Area (GLA): 20.000 m2
- 59 % total commercial fees

## Other stations

- Stations: 85
- Total Gross Leasable Area (GLA): 12.000 m2
- 28 % total commercial fees

# A consolidated Public Private Partnership vialia Malaga Station



SPV yield: >10 %  
equity

SPV profits: 23 %  
annual incomes

Adif's fees: 12 %  
annual SPV incomes



Vialia Malaga Station. Open 2006

# The near future: PPP Vigo Station Project



Built Surface: 122.000 m<sup>2</sup>  
GLA: 42.000 m<sup>2</sup>  
Traders: >160  
Investment: 153 M€



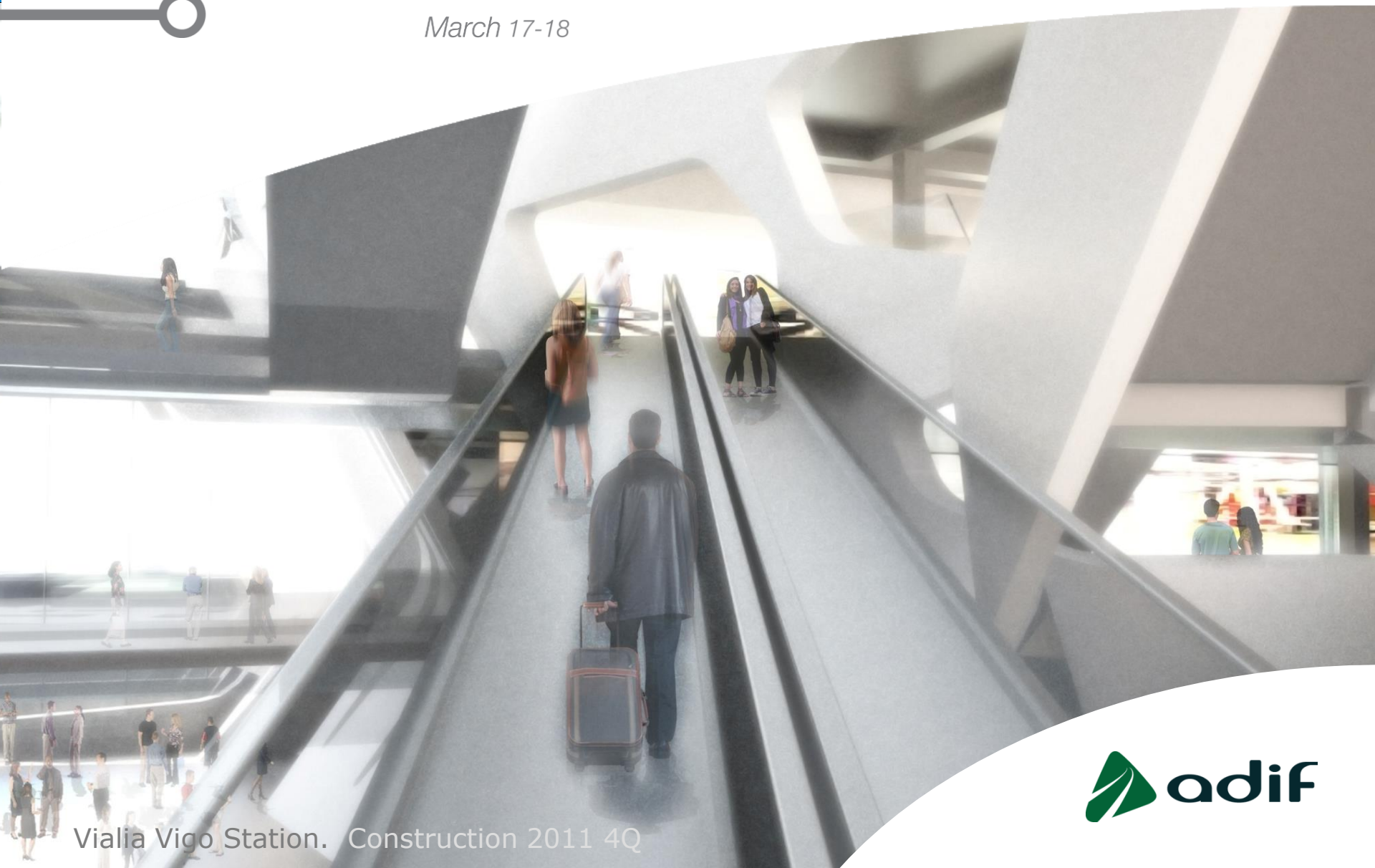
Vialia Vigo Station. Construction 2011 4Q



# nextstation

BRUSSELS 2011

*March 17-18*



Vialia Vigo Station. Construction 2011 4Q

