

**nextstation**  
PARIS 2007

**December 6&7 2007**  
2<sup>nd</sup> INTERNATIONAL CONFERENCE  
ON RAILWAY STATIONS



# Next Station

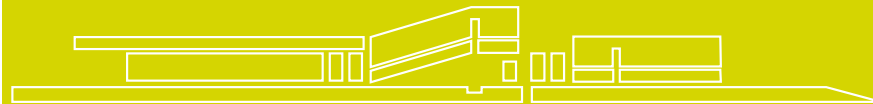
*2<sup>nd</sup> international conference  
on railway stations*





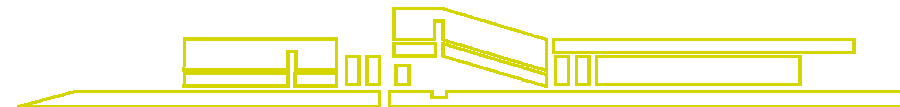
# Development of areas in stations neighbourhood

*Urs Schlegel, Head of SBB Real  
Estate*



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# History of rail stations

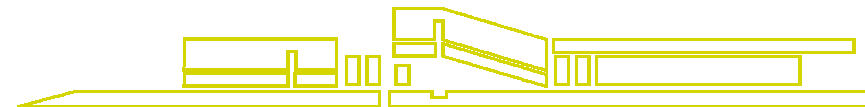
## Mid-19th century:

Rail stations were built in suburbs of towns and cities



## Mid-20th century:

Significance changed as stations became hubs for passengers and freights



# History of rail stations

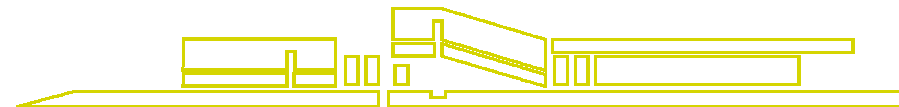
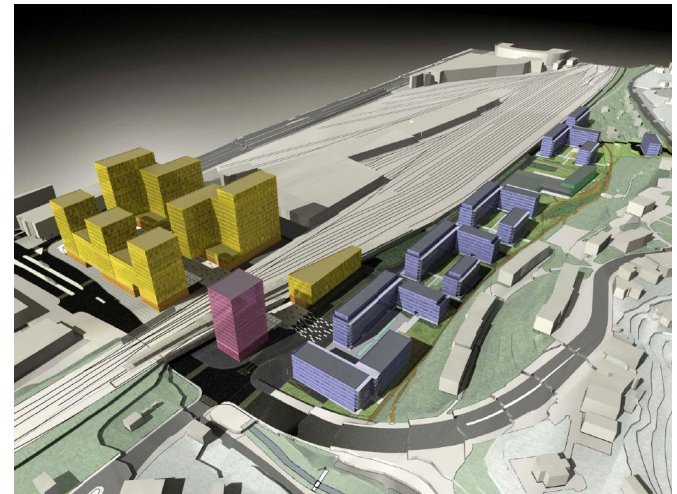
## Today:

Rail stations evolved into multifunctional service centers



## Tomorrow:

Development of stations surroundings



Enhanced Value

Customer satisfaction

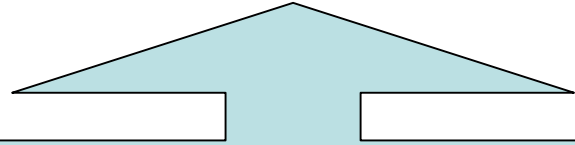
Synergies to Rail Business

Performance



# Strategic portfolios

Enhanced value for owners



Added value for clients

**Train production  
Train operation**



Operational facilities  
- e.g. industrial plants / depots  
Administrative building

**Train stations**



RailCity  
«station and more»  
Medium-sized stations  
Small stations

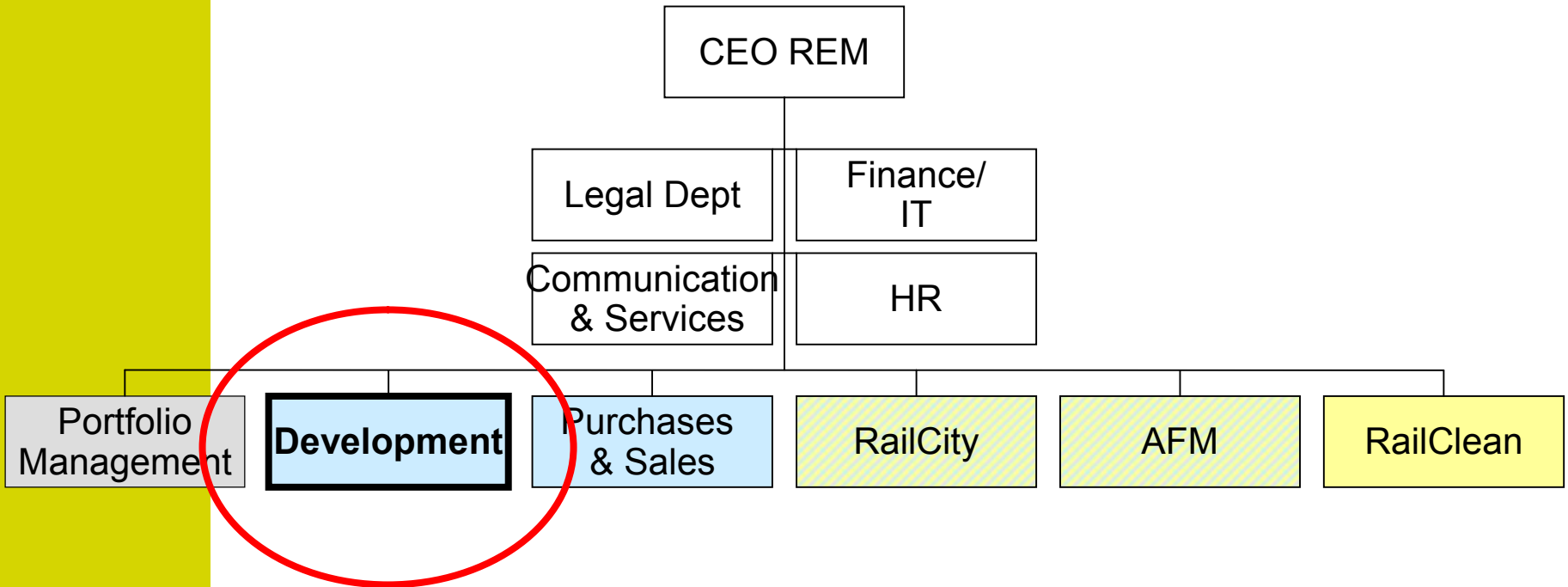
**Investment-  
Properties**



Development sites either for  
self-investment or sale



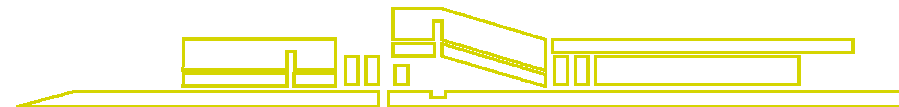
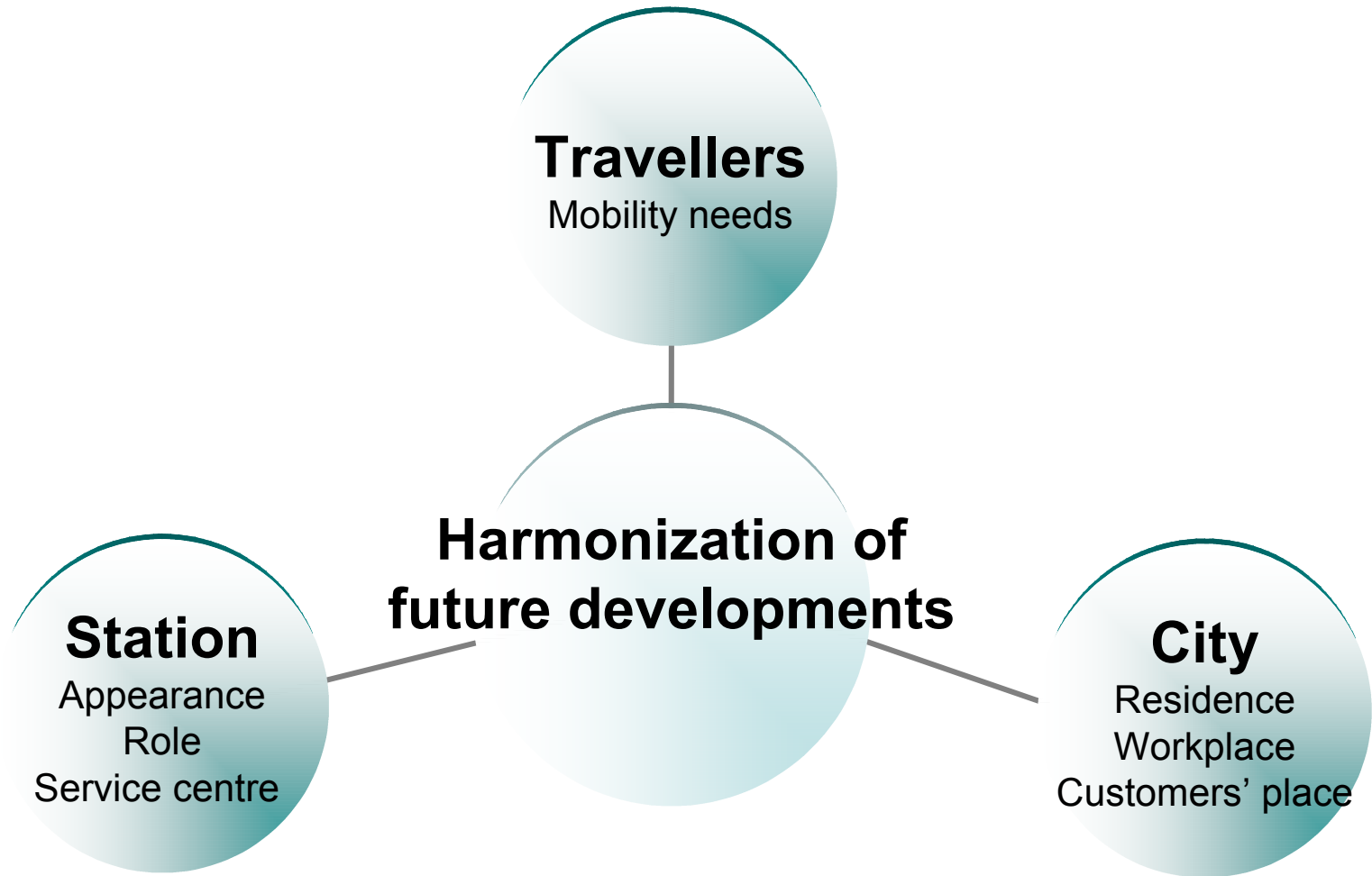
# Organisation SBB Real Estate



→ Development is an integrated part of our core business and therefore part of our organisation.

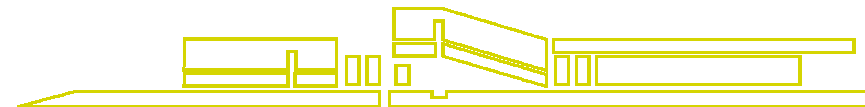
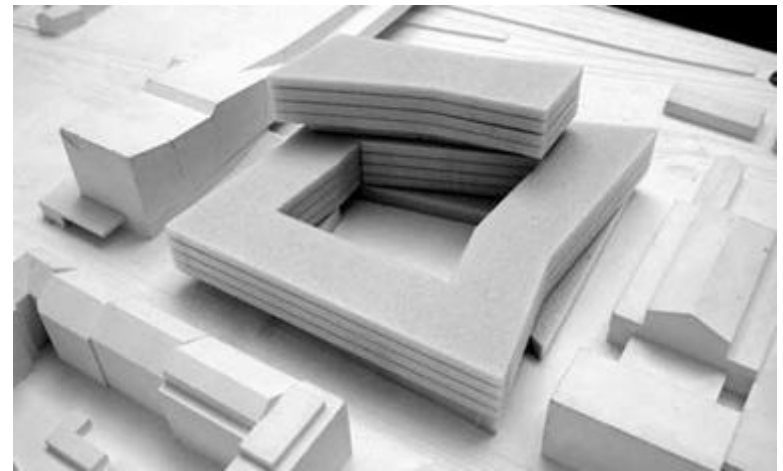


# Development - Covering basic needs



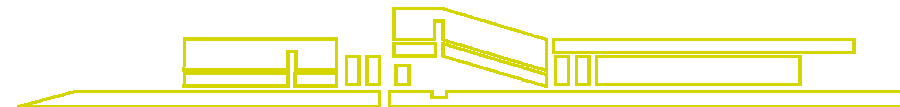
# Development - Corporate benefit

- Active Portfolio management by taking influence in creating and building stations surroundings
- Controlling interfaces of railway station
- Support of public transportation by enhancing train traffic
- Increasing frequencies result in higher attractivity of location
- High ROI at low risk
- Increase of Free Cash Flow
- Image carrier

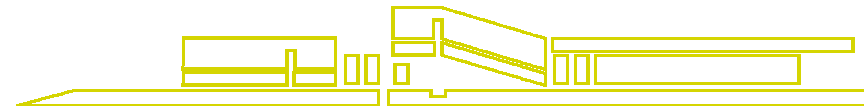
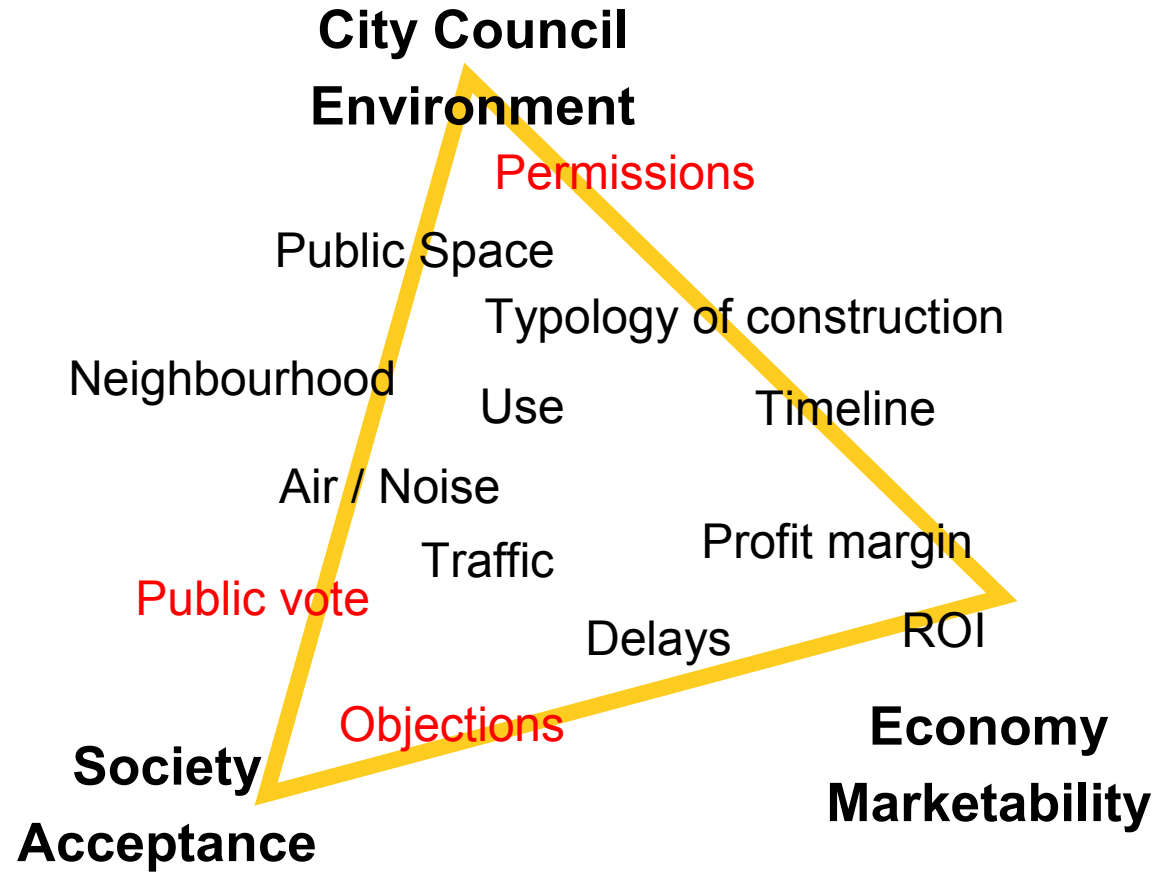


# Development - Urban benefit

- City grows in the center area
- Increasing attractiveness of city – not only the station but the entire area
- Added value for existing city areas
  - Ensure and create new business and workplaces
  - Enhanced variety of offers
  - Sustainable development
- Attractive mix (Residential, Office, Retail, Education, Hotel etc.)
- Additional tax money
- More lively and therefore safer neighbourhood

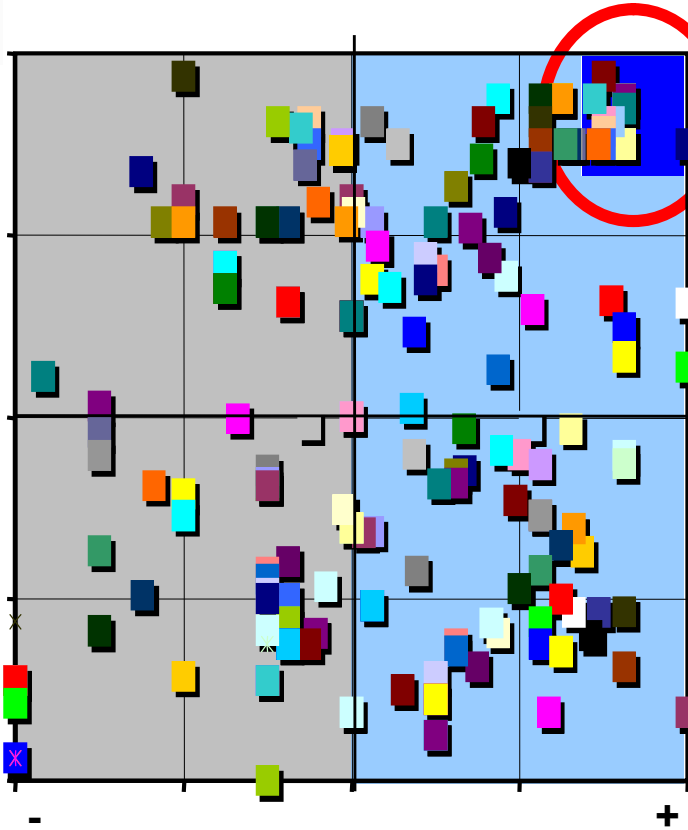


# Challenges



# Where to invest

C  
+  
Quality of project  
D  
-



A  
B

- Investment in few, chosen diamonds
- Case by case development of areas A and B with the target to enhance value and profit margin with possible sale after
- Disposal of areas C and D

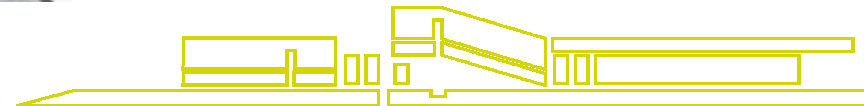


# Zurich, Stadtraum HB



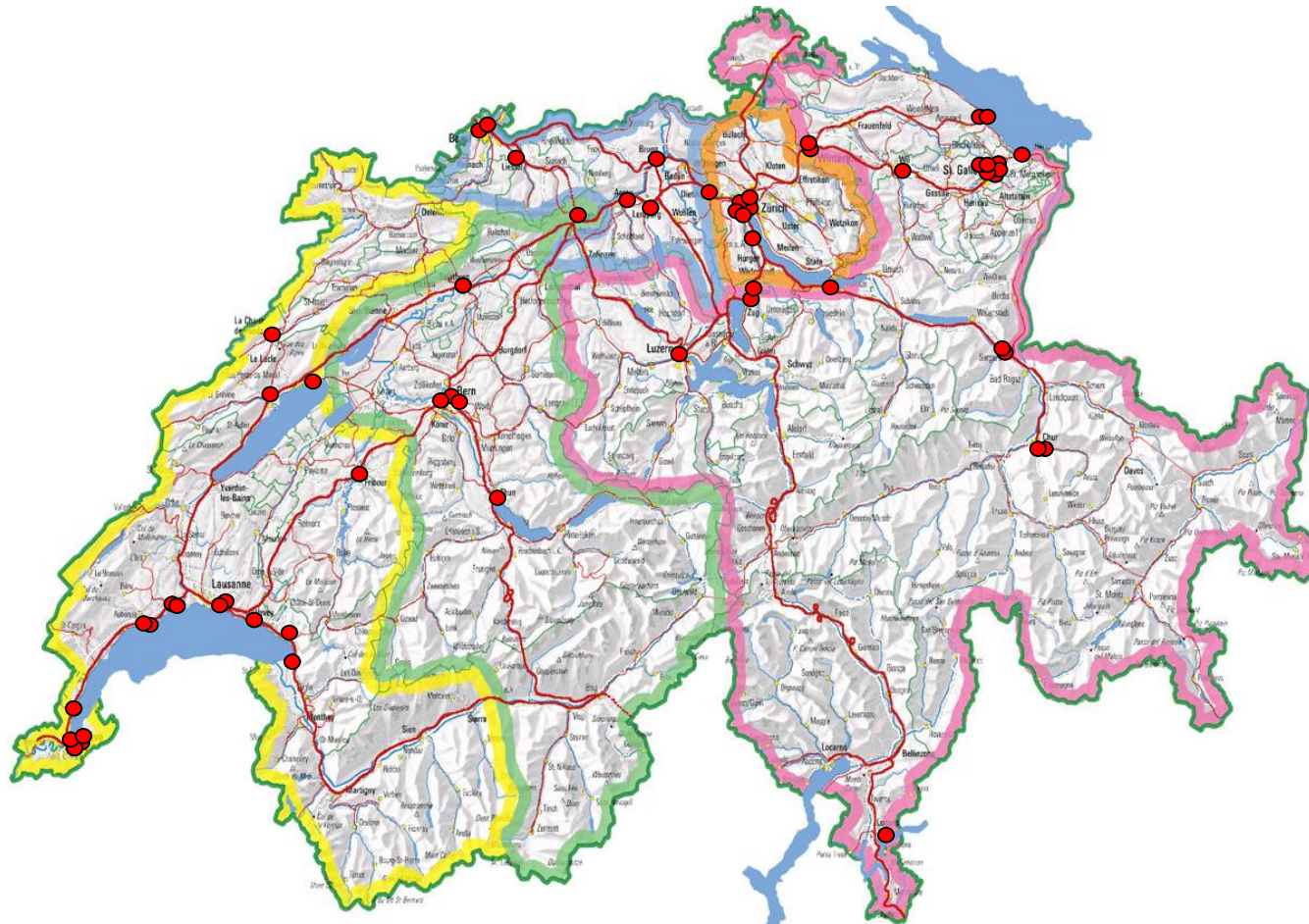
- Location: Zurich main station, downtown area
- Surface: 78'000 m<sup>2</sup>
- Floor area: up to 320'000 m<sup>2</sup>
- Passenger traffic Zurich main station: Additional 10'000 pax per day after completion
- Usage:
  - Office, Retail
  - Residential
  - University
- Schedule:
  - First building plot 2008 - 2011
  - Completion of entire project approx. 2018

# Zurich, Stadtraum HB



# Ongoing projects

80 development projects all over Switzerland





Thank you for your attention.



Future view from the top of Zurich Stadtraum HB