



QUESTIONS TO AN EUROFIMA EMPLOYEE

Q1 WHEN HAVE YOU JOINED EUROFIMA, AND COULD YOU INTRODUCE YOURSELF?

My name is Jaime Teresa and I am Rail Finance Manager at EUROFIMA. I joined EUROFIMA just one year ago, in February 2024, and since then I haven't had a single moment of boredom! With a background in Mechanical Engineering, I have dedicated over 15 years to the railway industry, holding various positions. My career began in approvals at AESF (NSA Spain) and Hitachi Rail in UK, then I moved to business development at Talgo and now I am thrilled to be working in rail finance at EUROFIMA.

Q2 WOULD YOU PLEASE SHARE WITH US YOUR MAIN DAILY TASKS AND CURRENT PROJECTS?

My role at EUROFIMA involves identifying new projects and supporting my colleagues in developing these opportunities in close collaboration with our customers. This encompasses everything from initial strategic planning and market development to contract negotiations. Currently, I am working on a variety of projects across Europe, including the accession of new countries to the EUROFIMA Convention, onboarding new shareholders, and discussing documentation for the closure of financing projects.

Q3 WHAT HAS ATTRACTED YOU TO JOIN EUROFIMA, AND HOW HAS YOUR EXPERIENCE LIVED UP TO YOUR EXPECTATIONS?

The combination of rail industry and financial sector. At this pivotal moment for railways in Europe, it is a great opportunity to be part of a financial institution that bridges the gap between financial markets and our day-to-day mobility. The experience has been great, thanks to my colleagues and customers, I have enjoyed contributing to our mission of supporting public passenger railways across Europe.

Q4 WHAT DO YOU ENJOY MOST ABOUT WORKING FOR EUROFIMA?

I enjoy the open, diverse, and professional atmosphere. We are a team of people with different backgrounds and experiences, and there is always an opportunity to learn something new every day!