

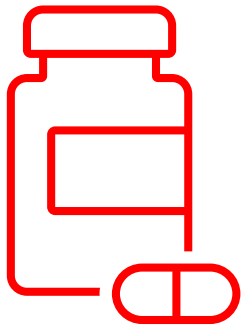


Folketinget, København - September 10, 2020 | Carl Adam Holmberg, Head of Snälltåget

# Sustainability in sustainable travel

## - Painkillers or remedy?

### Painkillers



- Short term solution
  - Block competition and innovation
- Monopoly with subsidies
  - Incumbents in partnership
- Market defined by the politicians
  - Traditional way of thinking

### Remedy



- Long term solution
  - Stimulate competition and innovation
- Improved conditions
  - Fair conditions and reasonable costs
- Market defined by the customers
  - Market insight, market driven



# It's time to prepare for **tomorrow!**

- Positive with the regained interest in night trains
- Long term solution needed – it takes time to change the industry (compare development in flight industry)
- Lack of night train connections today – the incumbents have failed
  - Competition vs Monopoly – Innovation vs Old thruths
- Grean Deal and the Railway packages – SERA (Single European Railway Area)
  - European Year of Rail 2021
- EU 1370/2007 forbids a PSO (Public Service Obligation) if a route is commercially viable. Government should encourage international open access rather than PSO.
  - Mix PSO + open access or direct awards = not a way forward!



# About Snälltåget

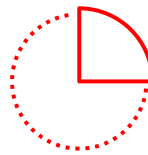


- Established in 2007
- Part of the French-German mobility company Transdev
- Night train
  - (Stockholm –) Malmö – (Copenhagen – Hamburg –) Berlin (since 2012/2020-21)
  - Malmö – Stockholm - Åre / Vemdalen (since 2007)
- Day train
  - Malmö – Stockholm (since 2009)
- Open access – no subventions
- Customers
  - > 700 000 pax/year
  - Customer satisfaction: > 90 %
  - Leisure segment (onboard experience; retro style and restaurant Krogen, connecting bus services)

# Challenges - international night trains

*“Impossible to operate night trains without subventions”*

- Significant variation in demand (weekday/season) – need to optimize
- Traditional night trains – few passengers and rolling stock used once a day
- High operational cost due to national barriers (signalling, language, safety regulations etc) and also the cost for track access
  - Approximately 25-30% of the operational cost for a night train Malmö-Berlin relates to track access fees



## What does Snälltåget do?

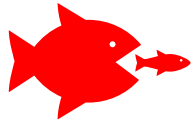
- Online booking to 30 German cities, more to come
- Increased night train capacity with 600 seats/beds from 2020
- Concept development
- Routing via Denmark
- Expanded services in 2021 (2020)
  - Stockholm-Malmö-Copenhagen-Hamburg-Berlin: *+150% vs 2019*
  - Malmö-Copenhagen-Austrian alps: *new service*



# How to develop the night train market at **lowest cost** and best impact on the **climate**?



Act with a long term perspective with the customers in focus



Do not create new monopolies and block the market/competition → else end up in fewer trains and higher costs



Single European Railway Area in reality → long term conditions (signalling system, language, working rules, national regulations etc)



Fair infrastructure access rules → i.a. international trains need to be prioritized



Reduce track access fees for international trains → support competition, more trains



What will the future look like?

