



Jernhusen

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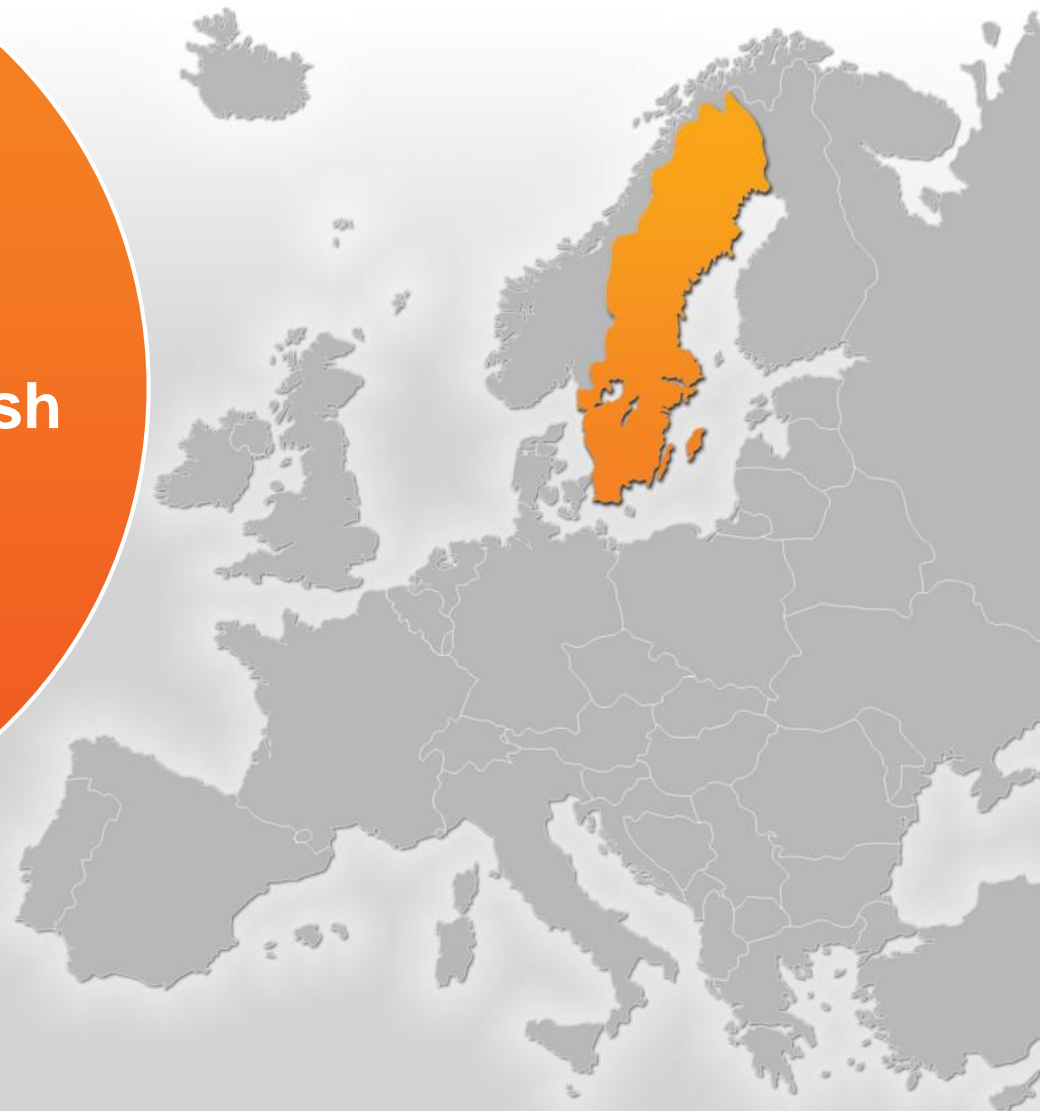
10th Railway Forum, 18 May 2015



Jernhusen

**A state owned
real estate company
operating in the Swedish
railway sector.**

Founded in 2001.



Jernhusen's mission is to contribute to higher transport volumes by rail



More visitors at our stations



More freight through our intermodal terminals

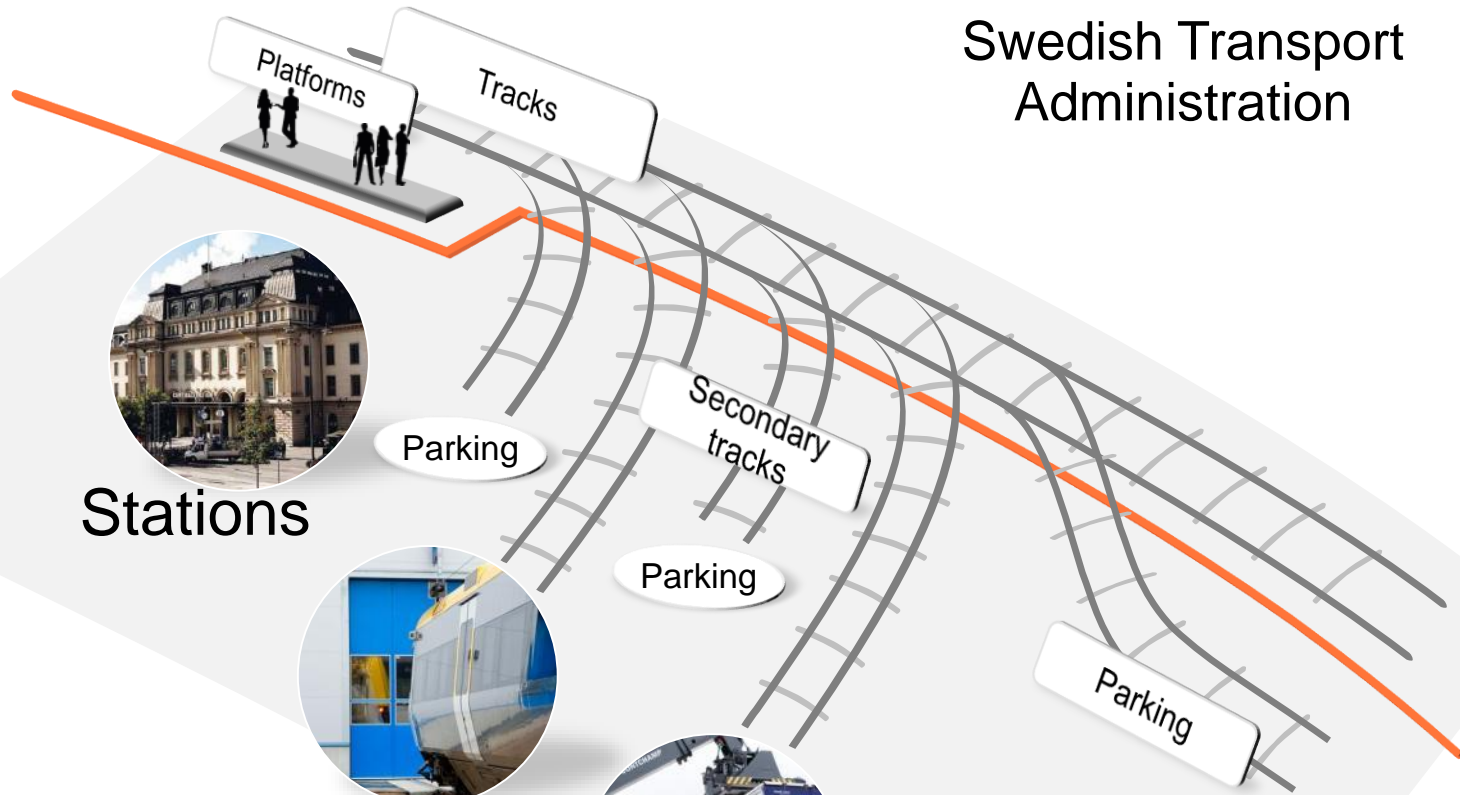


More trains in our depots



Two systems connected to each other

Main System
Swedish Transport Administration



Stations

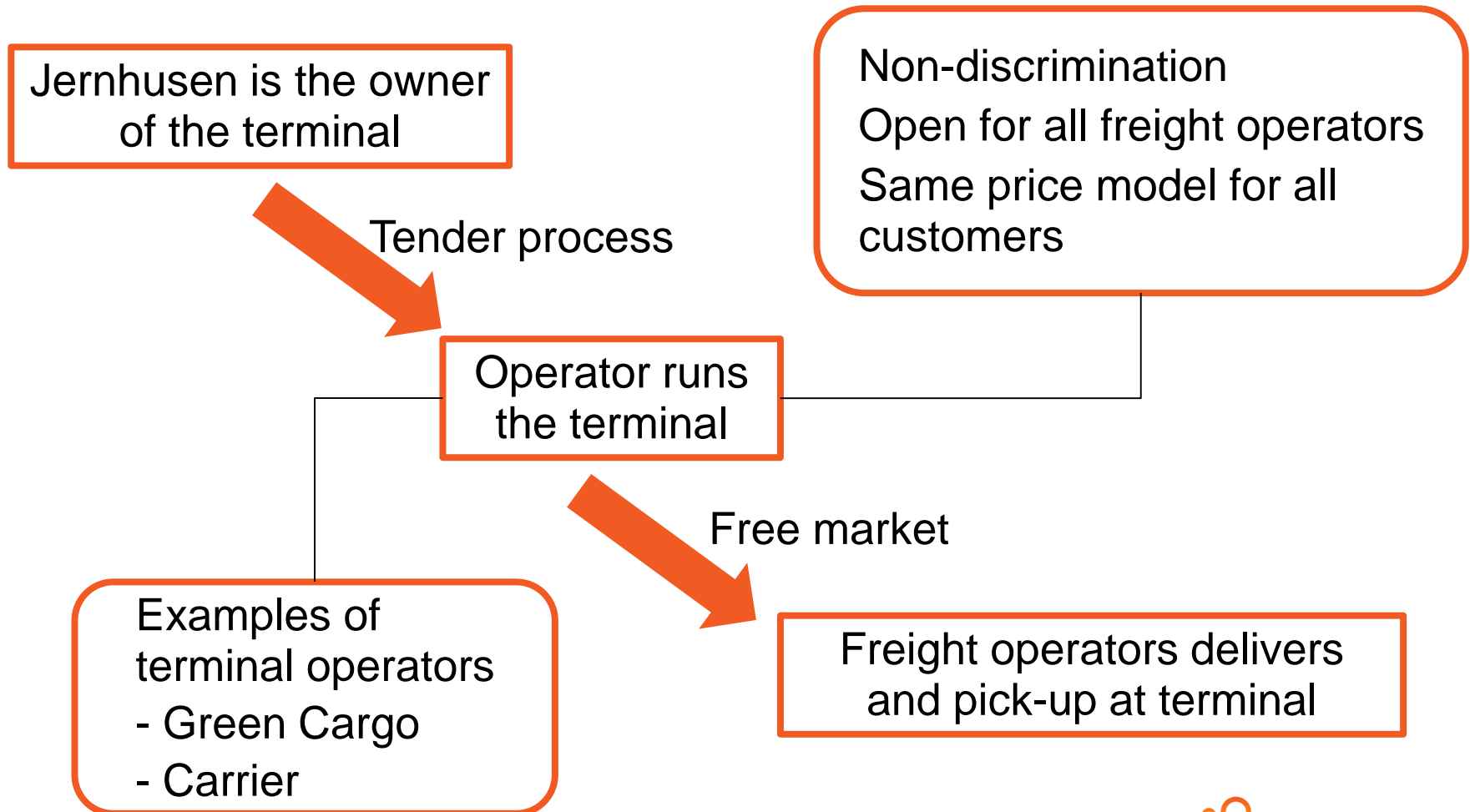
Depots

Freight terminals

Siding System
Deregulated market

A business model with incentives

Jernhusen's business model within freight terminals



Modernization requires investments

To make a modernization of the terminal requires conditions of future volumes

Capacity increases with step function

Train on time is crucial for intermodal transports

Capacity must be met in infrastructure

Investors want return on investment

	Lifts	Cranes
Capacity: (4 tracks)	50'-60'	120'-140'
Capacity	Low	High
Safety	Good	High
Efficiency	Good	High
Cost of Capital	Low	High
Cost of Operation	High	Low

Terminal and infrastructure in a system

A well run intermodal terminal is:

- Efficient
- Safe for people
- Safe for the goods
- Reliable

The infrastructure must support the terminal

To fully utilise the capacity everything must co-operate

Business driven change of transport modes

Interdependence between the terminal and infrastructure

- Increased volumes demands better terminals
- Better terminals demands better infrastructure

Roles between actors have to be clear

- An authority must be an authority (Subsidies)
- A company must be a company (Profits)

Each of these organizations mission has to be clear

Defined interfaces with customer focus is a key to success

Be intermodal inspired by passenger traffic

View of fulfilling the passengers' need has changed

- Yesterday: Competition between different ways of travel
- Today: Intermodal travelling with co-operation

Make it easy for the customer to choose how to transport

Reliable and efficient terminal and infrastructure will

- make more use of railway for intermodal transport.
- give efficient and predictable delivery time
- minimize customers cost of capital and increase profit

Achieve potential by focusing on customer value ¹⁰

Increase your profitability by increased customer profitability

- Reliable and efficient terminal and handling
- Reliable and efficient infrastructure

Eliminate risks to make investments made

Co-operate to achieve best return on everyones investement

This will make it attractive to invest in
modernization of freight terminals
and intermodalization of transport!

Thank you!

Olof Kjellström

Corporate strategy

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