

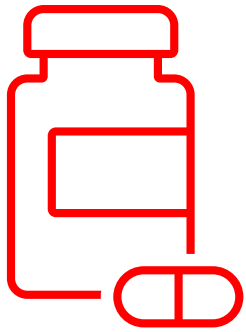


19th Florence Rail Forum – October 23th, 2020 | Carl Adam Holmberg, Head of Snälltåget

Sustainability in sustainable travel

- Painkillers or remedy?

Painkillers



- Short term solution
 - Block competition and innovation
- Monopoly with subsidies
 - State aid
 - 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



About Snälltåget

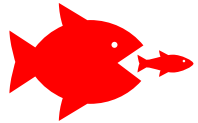
- Established in 2007
- Part of the French-German mobility company Transdev
- Night train
 - (Stockholm –) Malmö – (Copenhagen – Hamburg –) Berlin (since 2012/2020-21)
 - Malmö – Stockholm - Åre / Vemdalen (since 2007)
- Day train
 - Malmö – Stockholm (since 2009)
- Open access – no subventions
- Customers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



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.e. international trains need to be prioritized



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



What will the future look like?

