

Parallel Session 4B – Station Management & Financing



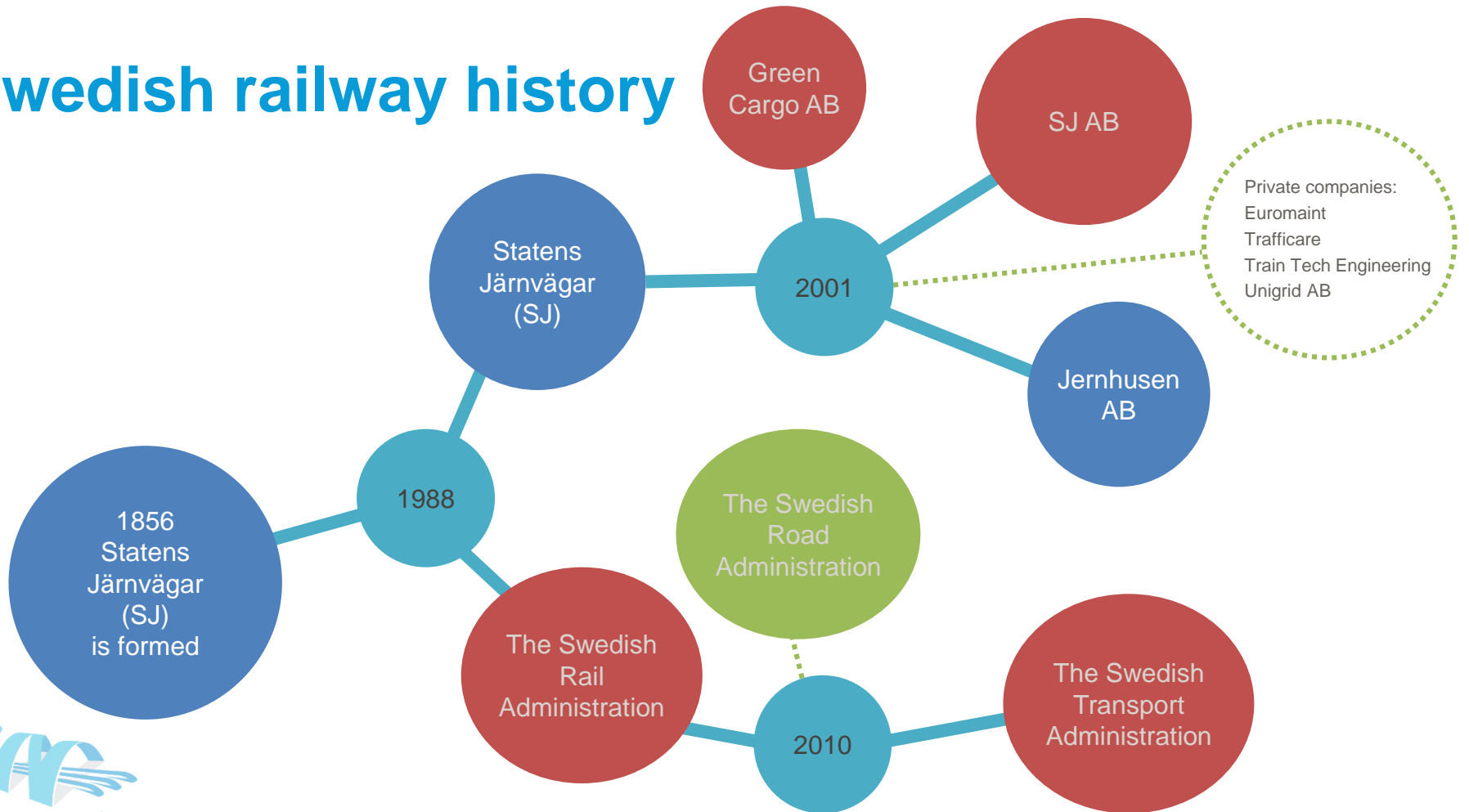
Managing stations on a commercial basis in a liberalized railway market – a case study from Sweden



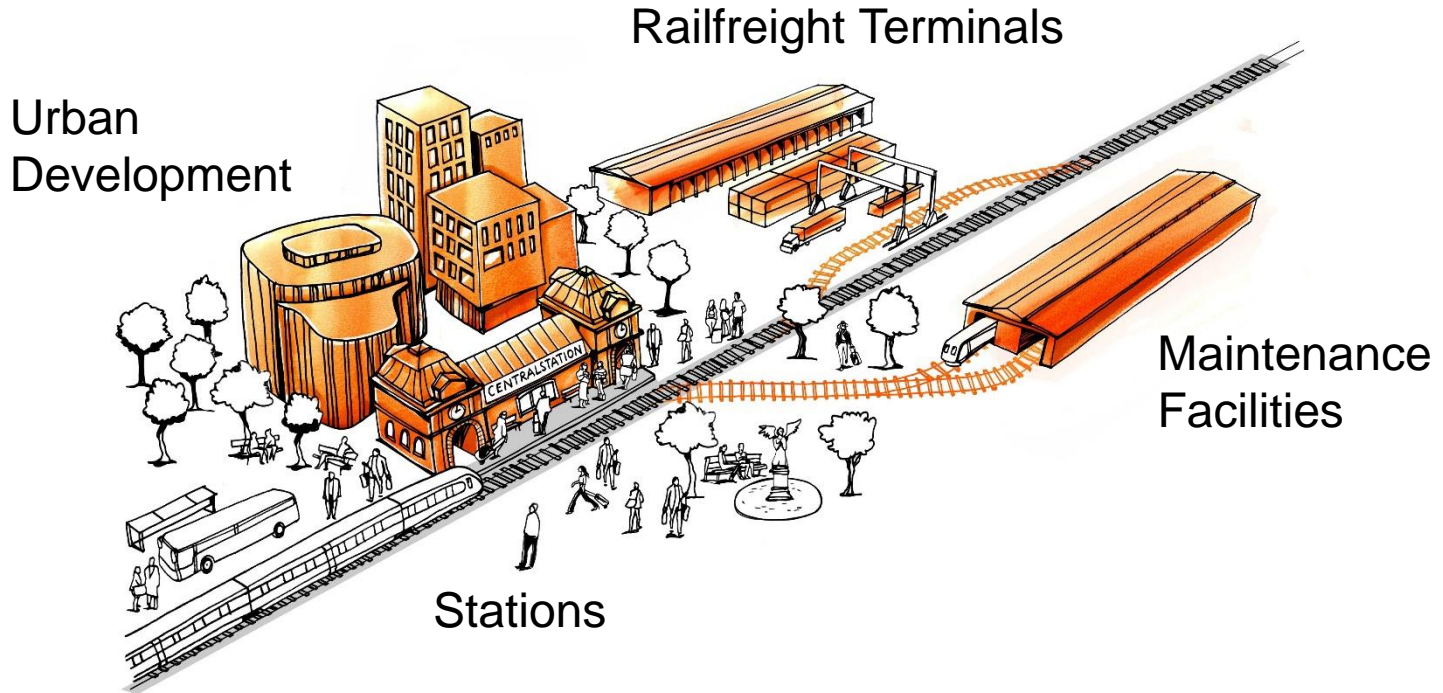
UIC next station
TEHRAN 2019

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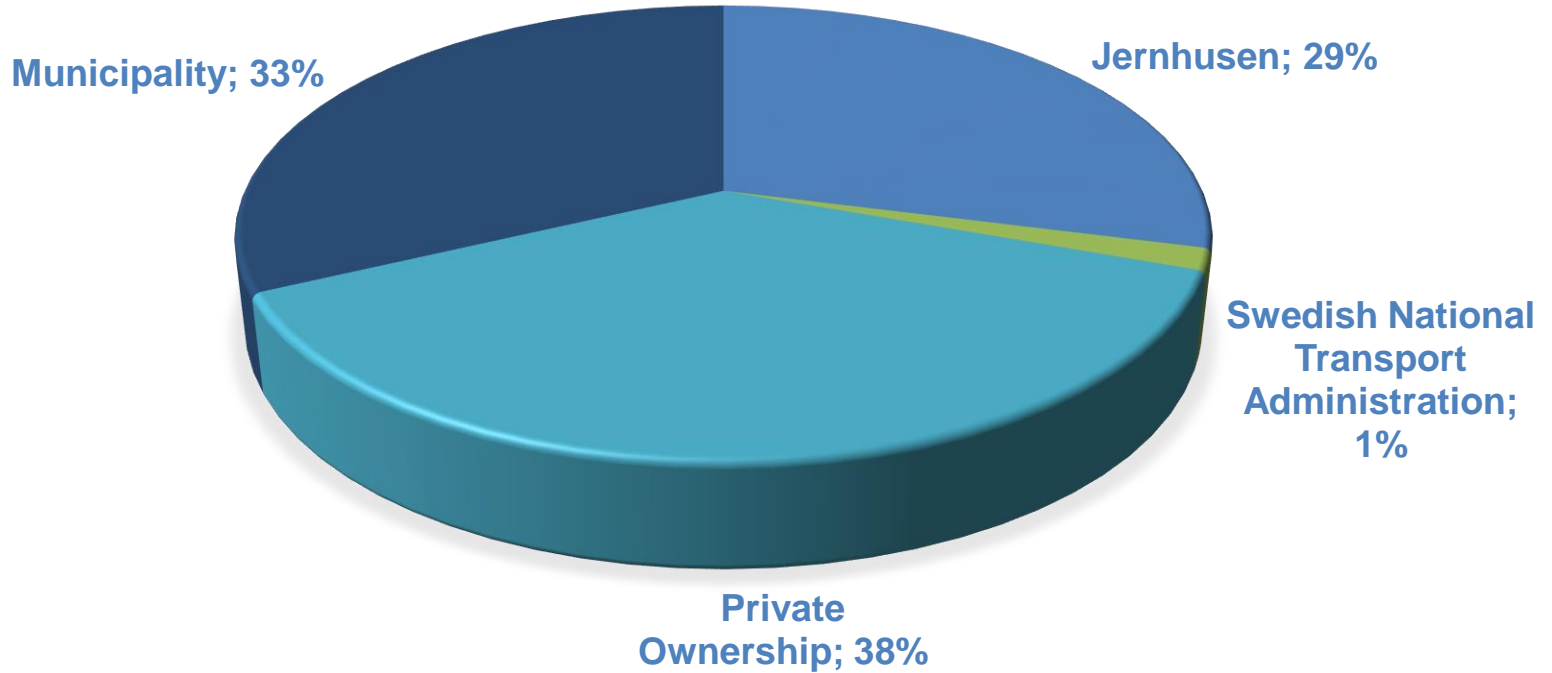
Swedish railway history



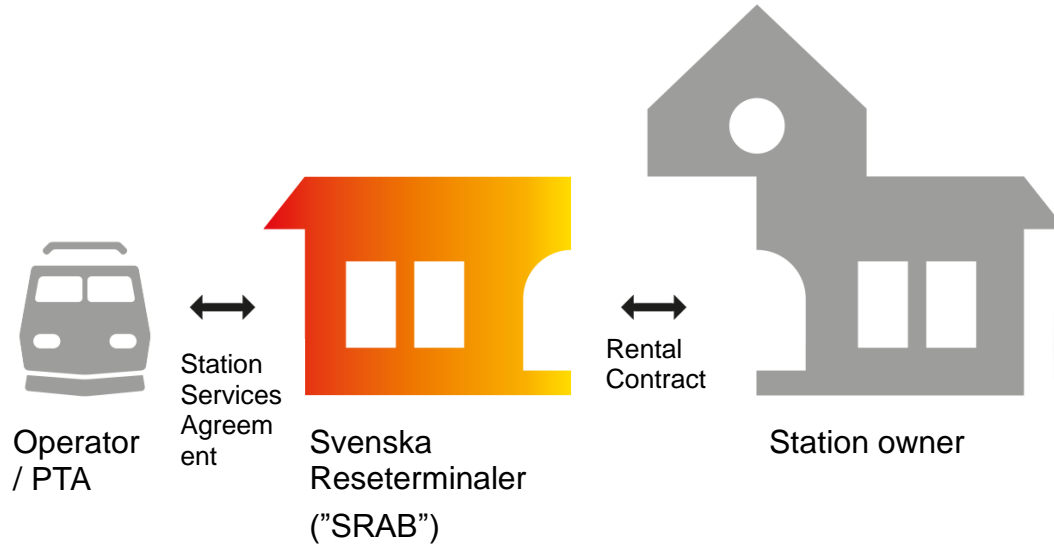
Sweden, a liberalized railway market



Who owns station buildings?



Svenska Reseterminaler, a specialized and neutral agent that manages basic station functions



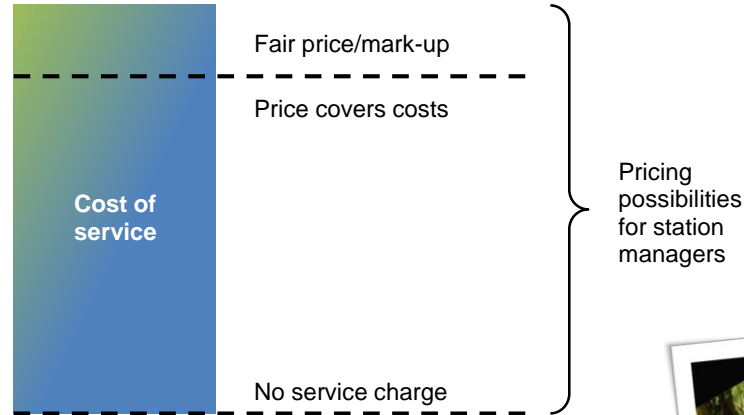
133 stations
38 transport operators

Station owner has 1
contract with SRAB
covering all operators

Operator has 1
contract with SRAB
covering all stations

Station services are financed on a commercial basis

- Shared core services (e.g. waiting rooms) available to all operators on fair cost basis, allowing for a reasonable profit
- All modes of transport, using the station, share the cost for common services, thus reducing cost for TOCs
- Station Service Agreements are valid for 1 year at a time
- Most station owners contract with Svenska Reseterminaler to manage waiting rooms
- Other services, retail and office premises are offered at market rates; profit and risk remain with property owner

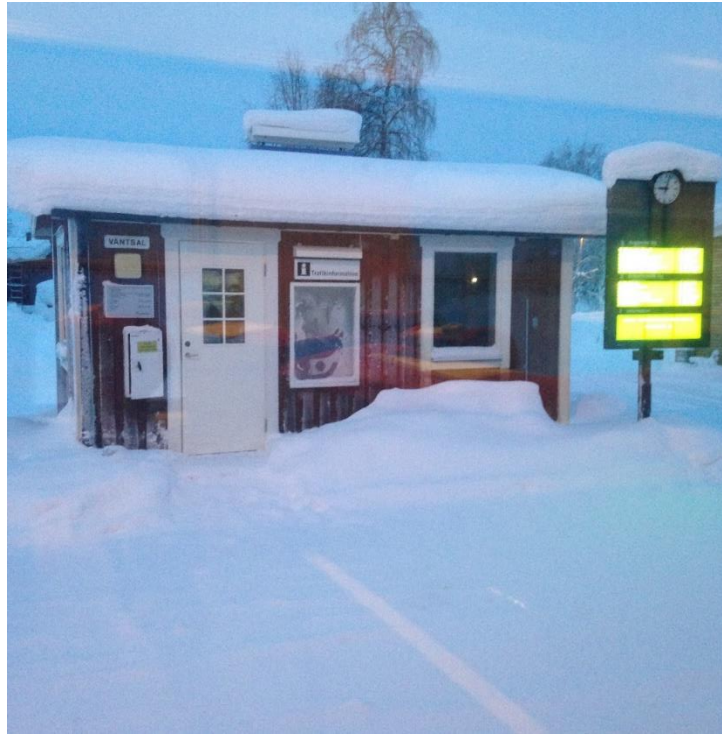


Basic and supplementary functions

A number of functions are always offered in order to fulfill the travellers' basic needs for their trip and to secure a safe and comfortable environment.

Supplementary services are defined per station, based upon local needs and circumstances (e.g. cleaning, security)

<u>FURNITURE, INFORMATION</u>	<u>STATION CLASS</u>
Seats	0-5
Entrance sign & opening times	0-5
Waste baskets	0-5
Lighting	0-5
Frames 70 x100 for train and bus timetables, traffic info and a local map	0-4
Toilet	0-4
Info about the property	0-5
Contrast markings / guidance paths	In accordance with legislation
Signage for traffic purposes	0-4
Meeting point	In accordance with legislation
Clock	0-5
Audible information	0-4
Dynamic traffic information (Screen with real-time information)	0-3



Nattavaara (pop. 115)



Kumla

Listed building owned by the municipal real estate company



Åmotfors
Privately owned station / guest house / art gallery



Växjö Station and city hall (under construction)

Cooperation is the key to success



Lessons learned & Challenges

1. Genuine customer-supplier relationships drive the necessary dialogue about value for money and "need vs. nice to have".
2. Small stations thrive under local ownership.
3. Legislation lags business practice, causing uncertainties (and extra work) for all parties involved.
4. Conflicts of interest do arise – how remain agile and decisive while making sure the large number of stakeholders have a saying?

Thank you
for your kind attention

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