

# Transformation of rail logistics environment in Finland

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# Who's speaking?

Antti Pursiainen is the Sales Director for rail logistics at VR Transpoint and is responsible for managing specific customer relationships as a sales manager team leader and contributing to the acquisition of new customers.

Pursiainen has extensive experience in international business sales and logistics in various industry and carrier companies.

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## Antti Pursiainen

Sales Director

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# We transport bulk goods by rail and road

We have solutions to meet large-capacity logistics needs, and our services are focused on the export industry's product and raw material transports.



## Road logistics

We offer domestic road logistics full load transports for industrial and commercial customers.



## Rail logistics

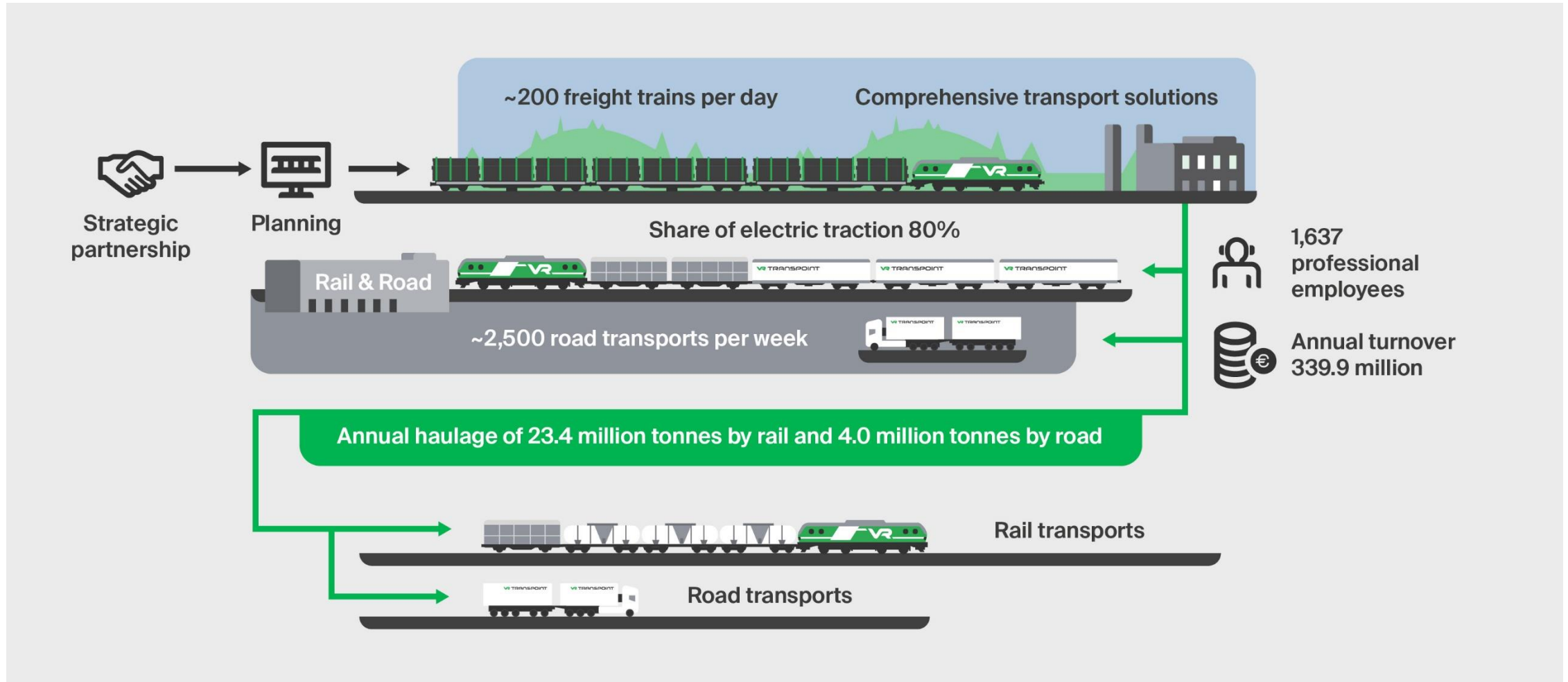
Our wide range of rolling stock offers just the right wagons for every transport need.



## Comprehensive logistics solutions

- Logistics chain design
- Warehousing
- IT co-operation
- Loading and unloading

# We are a strong pillar of support for industry



# Changes in operational environment – VR actions

2020–2021	2022	2023	2024–
<ul style="list-style-type: none"><li>• Covid</li><li>• Container crisis</li></ul>	<ul style="list-style-type: none"><li>• Russian attack to Ukraine</li><li>• Energy costs</li></ul>	<ul style="list-style-type: none"><li>• Forest industry market challenges</li></ul>	<ul style="list-style-type: none"><li>• Markets?</li><li>• Green transition investments?</li></ul>
<ul style="list-style-type: none"><li>• Train connection to Asia</li><li>• Warehousing</li></ul>	<ul style="list-style-type: none"><li>• Ending of traffic between Finland and Russia and adaptation of domestic traffic</li></ul>	<ul style="list-style-type: none"><li>• Turnaround ja pricing strategy</li><li>• New operational models</li></ul>	<ul style="list-style-type: none"><li>• Combined transports</li><li>• New customer tailored solutions</li></ul>



# Comprehensive product knowledge in rail transports

## Transported product groups



Paper, cardboard,  
pulp and timber



Raw wood



Steel coils and  
other steel products



Oils and  
chemicals



Bulk products  
e.g. ore concentrates



Containers



Special and  
Project transports

# Railway transportation structure in Finland

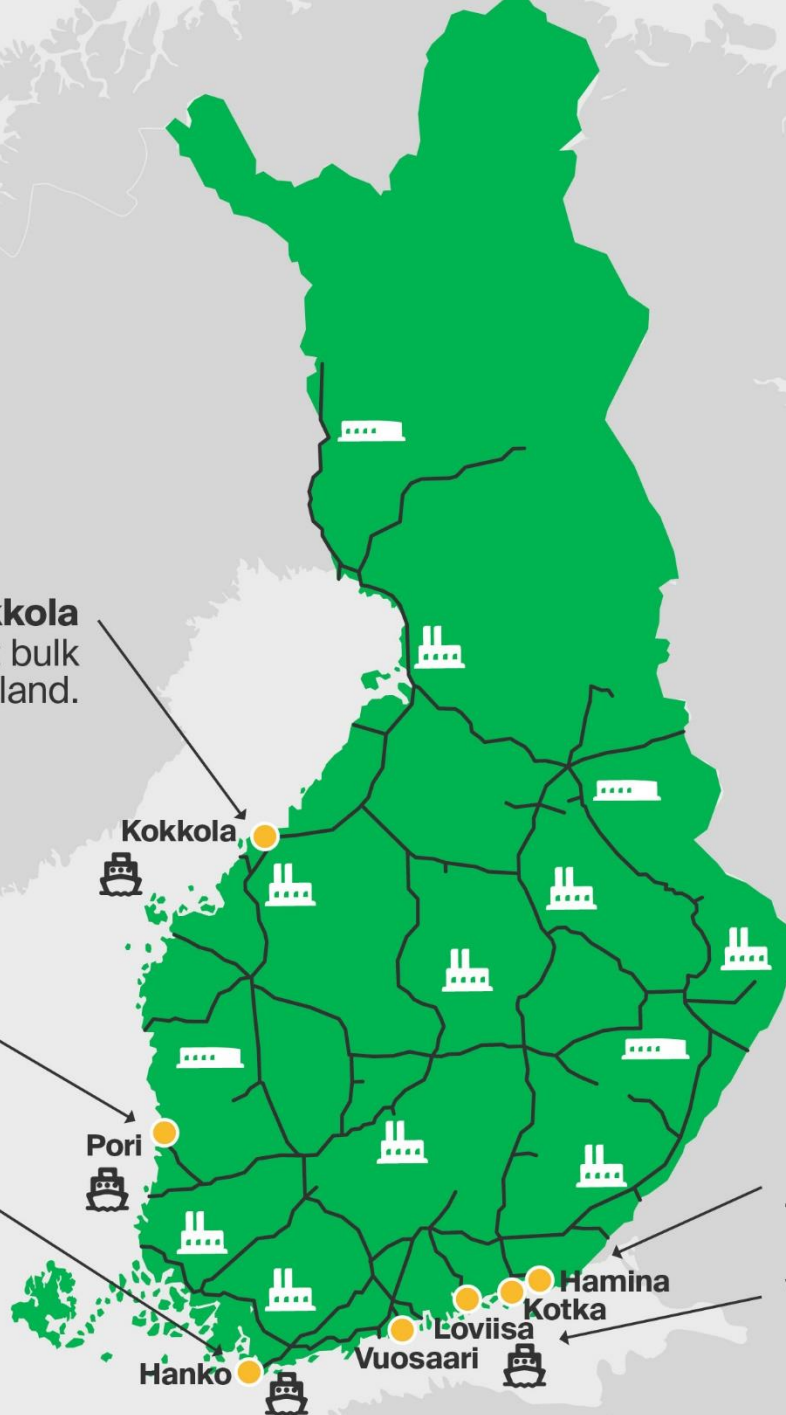
**Kokkola**  
The largest bulk cargo port in Finland.

**Pori Tahkoluoto**  
Good bulk cargo facilities.

**Koverhar Hanko**  
Opened for cargo transports.

**HaminaKotka**  
The largest freight traffic port in Finland.

**Vuosaari and Loviisa**  
Part of Port of Helsinki.



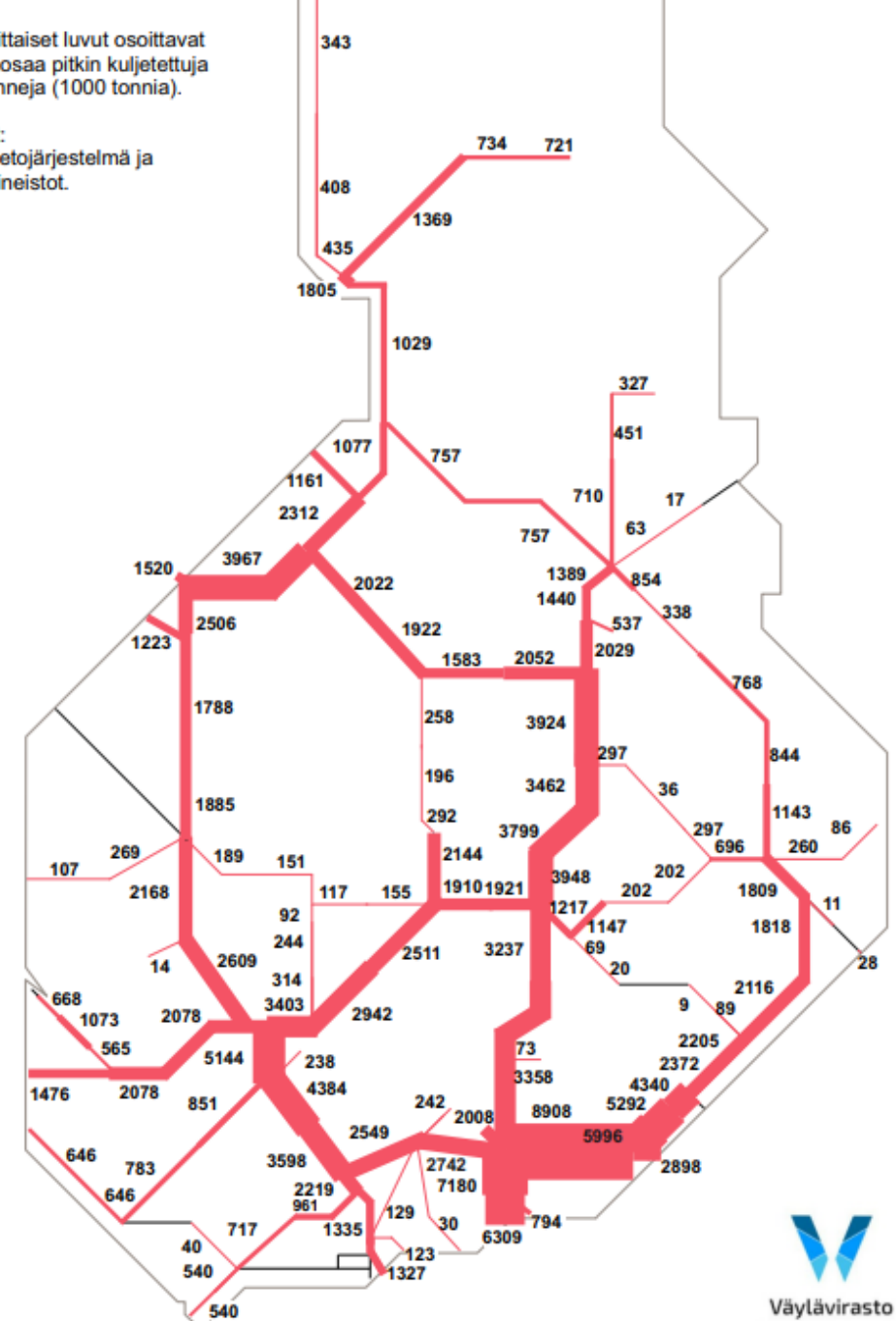
# Railway volume in Finland

- Gauge 1.524 mm
- Finnish Railways since 1862
- Rail infrastructure in Finland belongs to Finnish Transport Agency (owned by government)
- Rail cargo transportation volumes in year 2023 27 milloin tonnes (source: Finnish Transport Infrastructure Agency Väylä)

5662

Rataosittaiset luvut osoittavat ko. rataosaa pitkin kuljetettuja nettotonneja (1000 tonnia).

Lähteet:  
LIIKE-tietojärjestelmä ja tilastoaineistot.





# Trucks on tracks – towards carbon-neutral transport chains



## Background

### History

- Combined transports ended in 2013 and attempts to bring them back have been made since
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### Current state

- The theme comes up increasingly often in public discussion and conversations with potential customers
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### Megatrend

- The demand for a carbon-neutral mode of transport has clearly increased
  - Part of accomplishing climate goals: supports emission reductions
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## Concept

### Product

- Regular route that makes rail traffic possible for an increasing number of operators
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### Notes

- The infrastructure and the fleet will only allow the transport of containers and intermodal trailers
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### Route

- Vuosaari–Oulu
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### Vision

- Extensive intermodal network
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## Pilot

### Timetable

- The aim is to begin operations in 2024
    - Customer commitment to be confirmed approximately half a year before traffic starts
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### Prerequisites

- Adequate customer commitment to the starting capacity
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# Timetable allowed by the current infrastructure and potential future timetable



## Train timetable 2024

- Helsinki–Oulu 6 p.m.–7 a.m.
- Oulu–Helsinki 6 p.m.–8 a.m.



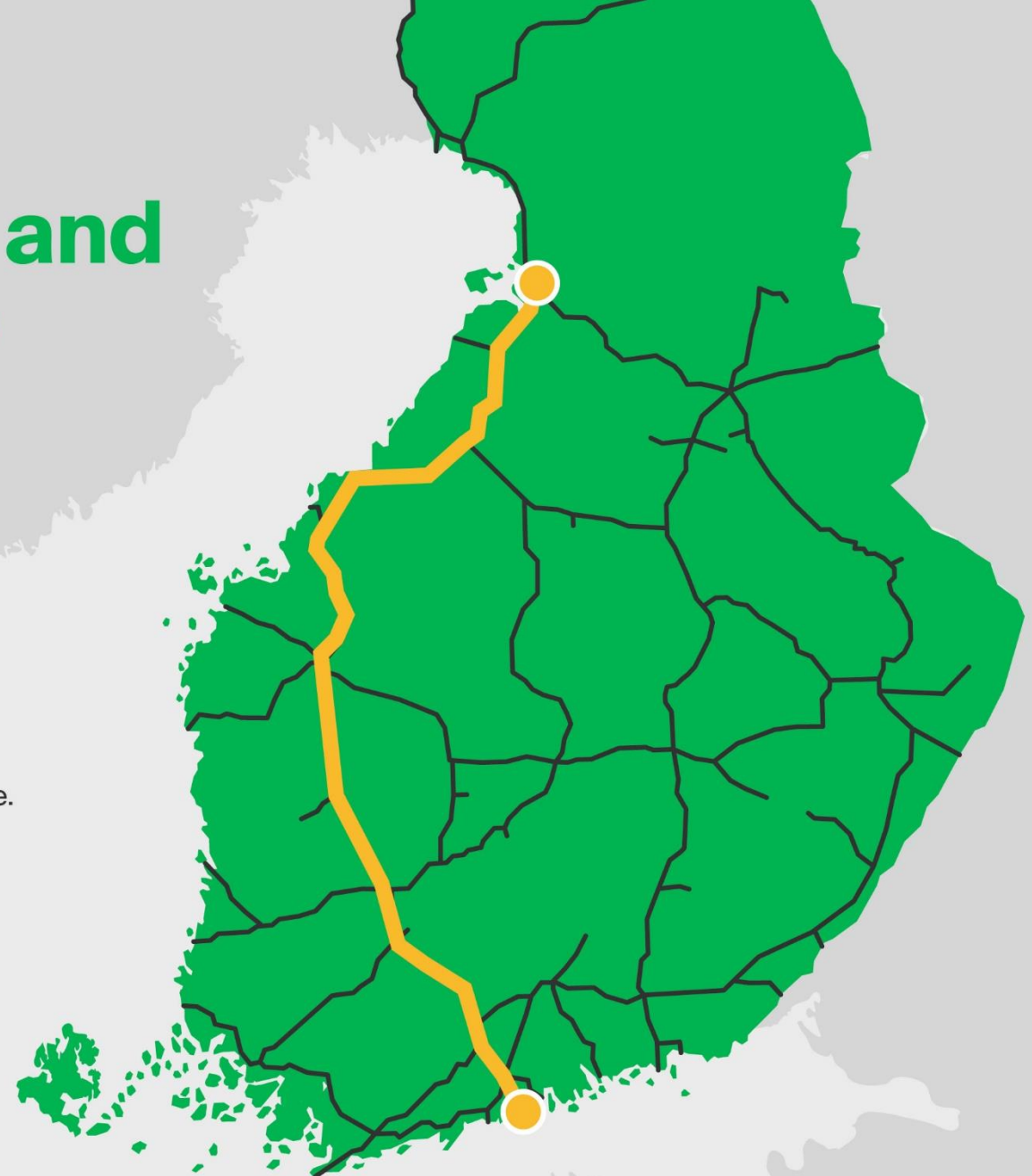
## Loading timetable

- Loading: by 4 p.m.
- Last unit unloaded: Oulu 9 a.m. and Helsinki 10 a.m.
  - Later loading and/or unloading is possible with limitations for a separate charge.



## Future timetable

- The timetable allowed by the current infrastructure max. 1 hour faster by adjusting the timetables of freight traffic
- A timetable faster than this requires investments to enhance the capacity of the main line.



# Capacity and target prices of the Vuosaari–Oulu concept



## Containers

- Max. 25 wagons in the train
- Max. 2 containers per wagon
- Max. Wagon load 58–68 t, depending on the wagon

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### Target price (VAT 0%)

- < €450 including container lifting to/from wagon



## Vehicles/trailers

- Max. 20 of the wagons vehicle wagons
- 1 max. 24-m-long unit in a wagon
- Vehicles/trailers either lifted or reversed onto the wagon

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### Target price (VAT 0%)

- €700 incl. Lifting (transfer) onto/from wagon





# Together towards a better world