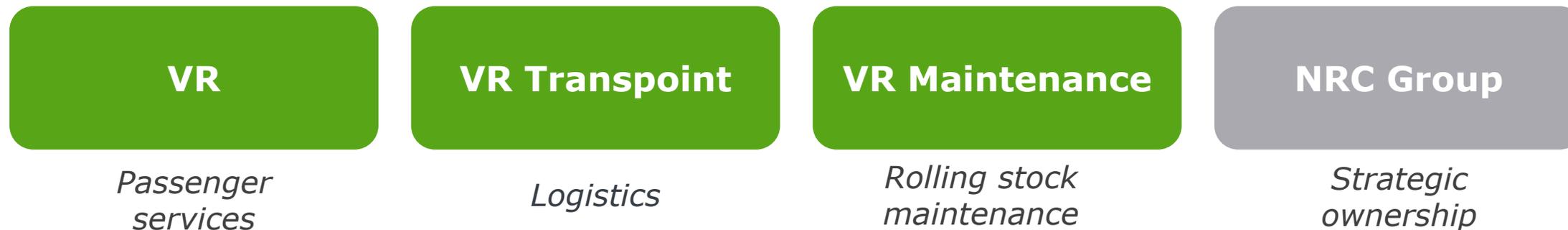


Finnish Route - Northern Bridge between EU and China

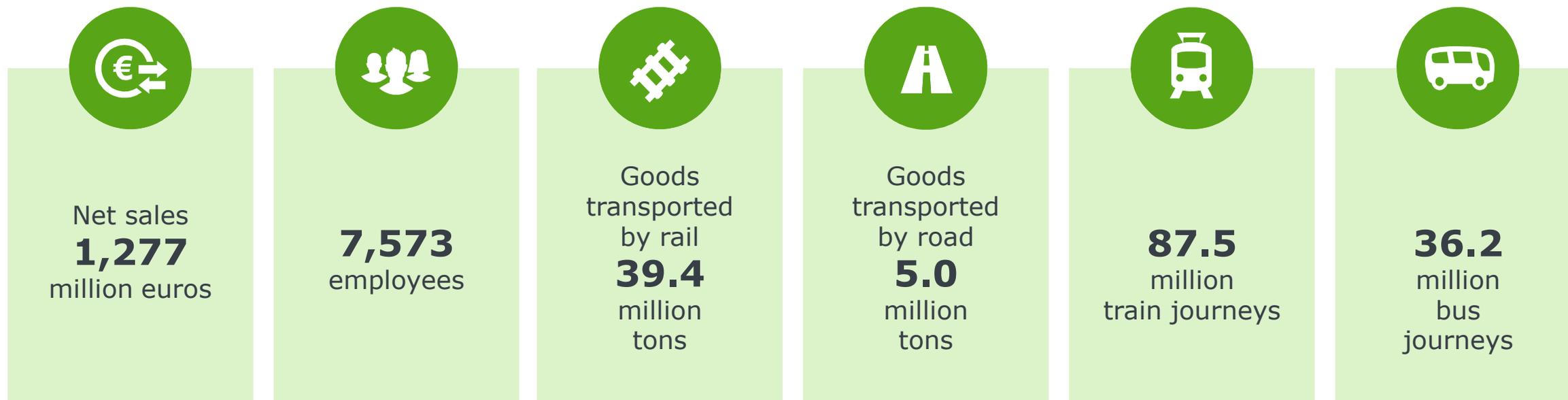
Rolf Jansson, VR Group

International Railway Congress, March 18, 2019

VR Group briefly: international logistics provided by VR Transpoint



Key figures in 2018

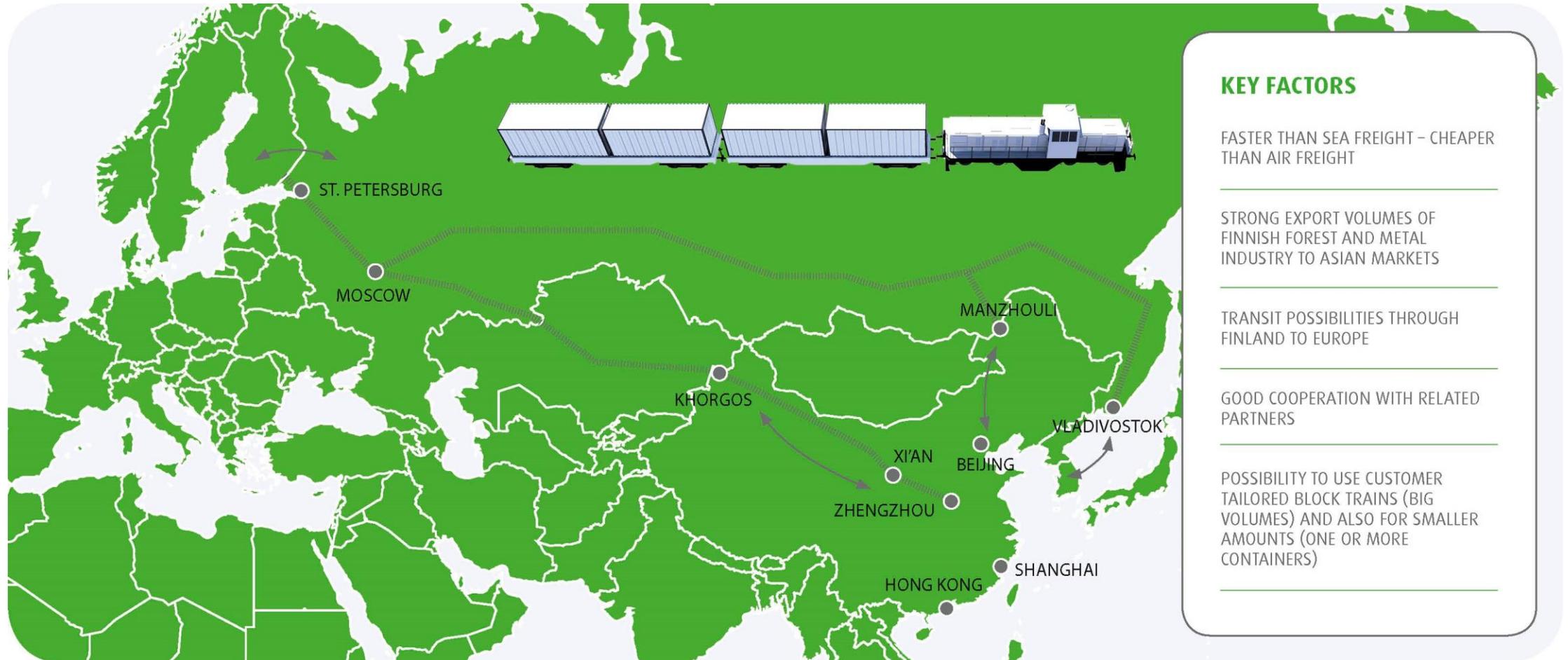


Rail logistics plays a major role in Finland's export-driven economy



Finland's GDP relies heavily on exports. Export industries especially suitable for rail transport (metal industry, chemicals, pulp and paper, machinery, wood products) make up over 65% of export volumes.

China – Russia – Finland international rail corridor competitive option for sea and air freight



Digitalization, commitment for common practices and strong partnerships most important drivers for future growth in the Finland – China corridor

Comprehensive logistics solutions

- Strong demand for one-stop-shop solutions in international logistics
- The role of logistics providers' partnerships is more important than ever
- Rail transports are increasingly bundled with road, port and sea freight operations
- **Example of major accomplishments: success in cross boarder flows, incl. pulp, metal pellets and fertilizers, based on collaboration between parties offering a "one stop shop"**

Digitalization in cross-border logistics

- Real-time traffic data sharing, forecasting and corresponding resource planning
- Electronic documentation and freight bills to increase efficiency.
- Potential new electronic sales channels
- **Example of major accomplishments: during 2019 most of the significant railway deliveries between Finland and Russia will be based on electronic railway bills**

Corridors and rail competitiveness

- International rail corridors provide a competitive long-distance option ("setting similar conditions as the Chicago Convention initiated in the world of air transport")
- Commitment for common practices for transport services, incl. pricing, subsidies, documentation, customs clearance, taxation, certification of rolling stock, transport management systems, etc.
- Infrastructure development is in a critical role to facilitate efficient logistics
- **Example of major accomplishments: introduction of frequent scheduled container trains from Finland to China and "Allegro" trains operating seamlessly on two railway networks with different specifications and requirements**