

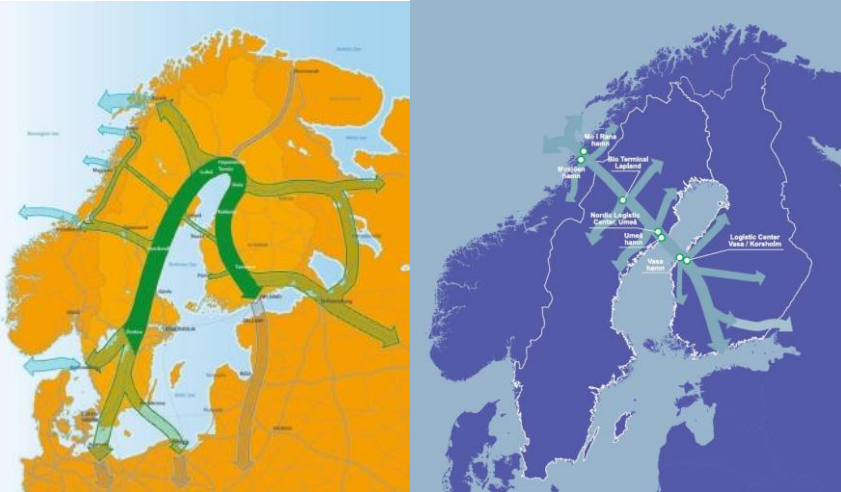


Vectura

Transportarkitekten

Today's regional infrastructure

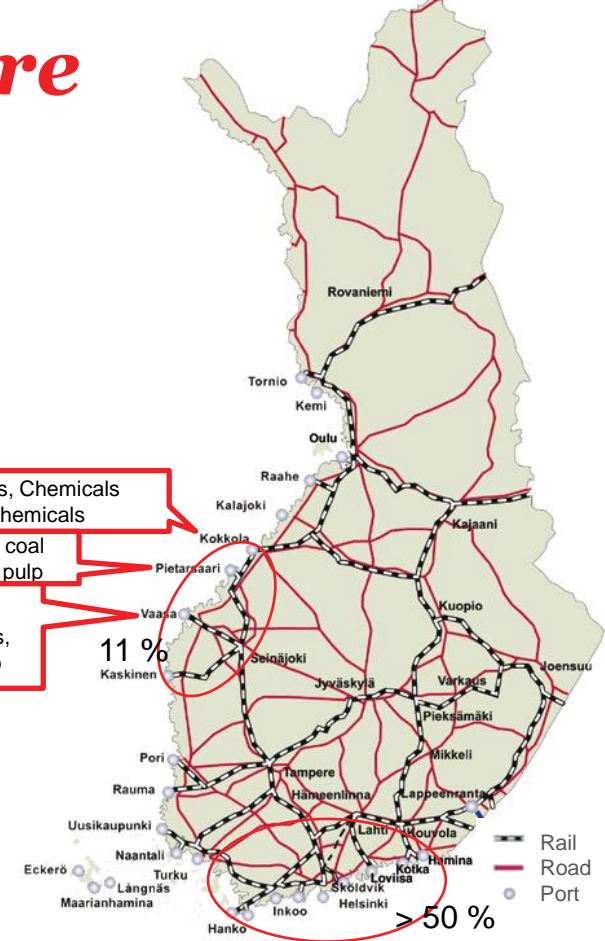
- Strategic geographical position
 - BGLC, Midnordic Green Transport Corridor, NLC
- Infrastructure
 - Freight handling equipment
 - Railway is part of TEN-T
 - Large maritime volumes



Import: Ore, crude minerals, Chemicals
Export: Ores, Metals, chemicals

Import: Timber, chemicals, coal
Export: Sawn wood, wood pulp

Import: Coal
Export: Cereals,
General cargo



Freight flows

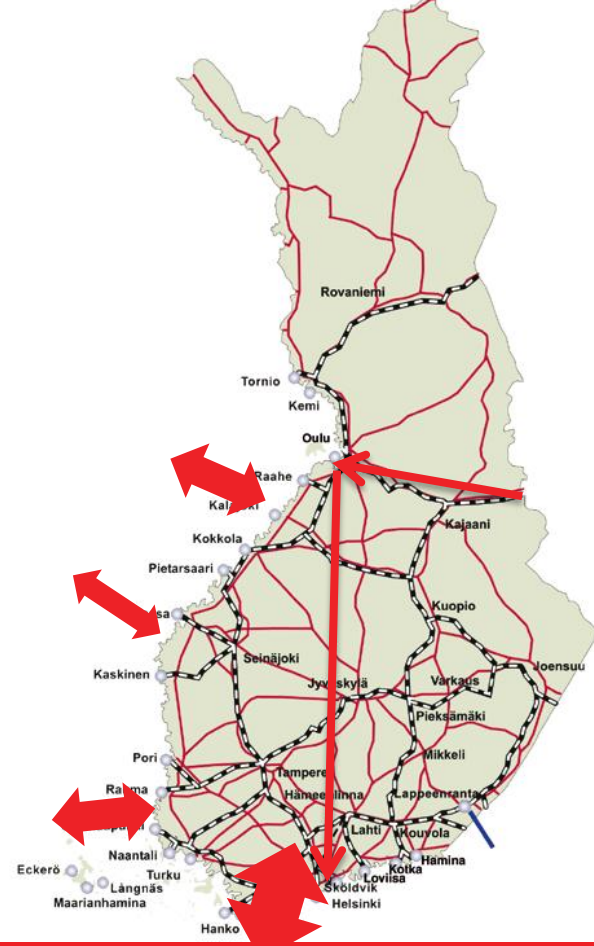
National

- 90 % of the domestic transports are done by truck
- Largest freight increase by rail is expected on the line Kokkola – Seinäjoki

Border Crossing

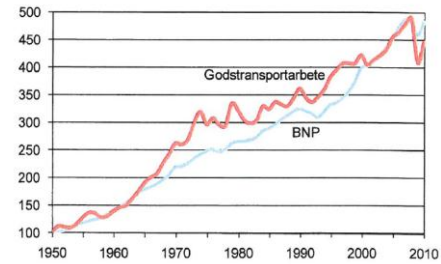
- Sea and Air
- Two largest ports:
 - Helsinki and HaminaKotka

Air handles over 10 % of all foreign transport values

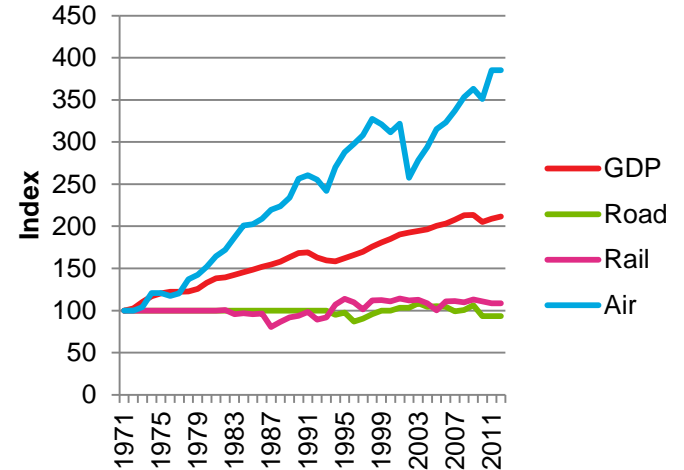


Trends

- Transport volumes follow roughly long-term economic development
 - The GDP for Finland will continue to grow with an average of 1,5 % towards 2030
- Russian entry into WTO
- Logistics costs in Finland are 2-3 times higher compared to other western countries.
- Urbanization and centralization



GDP and volume of goods for transports in Finland.



VISION

- *Functional logistic center for the regional enterprises*
- *Regional development*

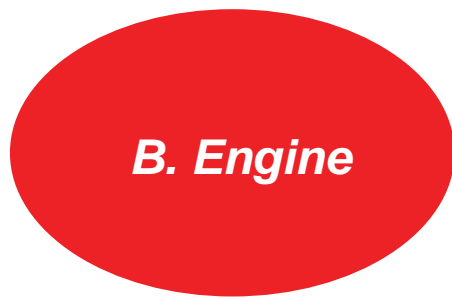
CHARACTERISTICS

- Transmitter*
- Components*
- Passive*
- Fast realization*
- Outsourcing*
- Low Investment*



- A1. The Puzzle**
- A2. DryPort**

TERMINAL DESIGN



- B1. The Puzzle**
- B2. DryPort**

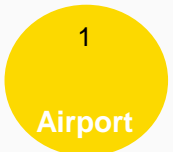
VISION

- *Finlands smartest logistic center*
- *Prepared for future opportunities*
- *Jobs, opportunities and growth for the region*

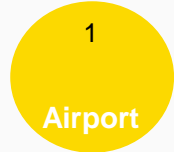
CHARACTERISTICS

- Provider*
- Overall*
- Active*
- Long term realization*
- High competence*
- Capital intensive*

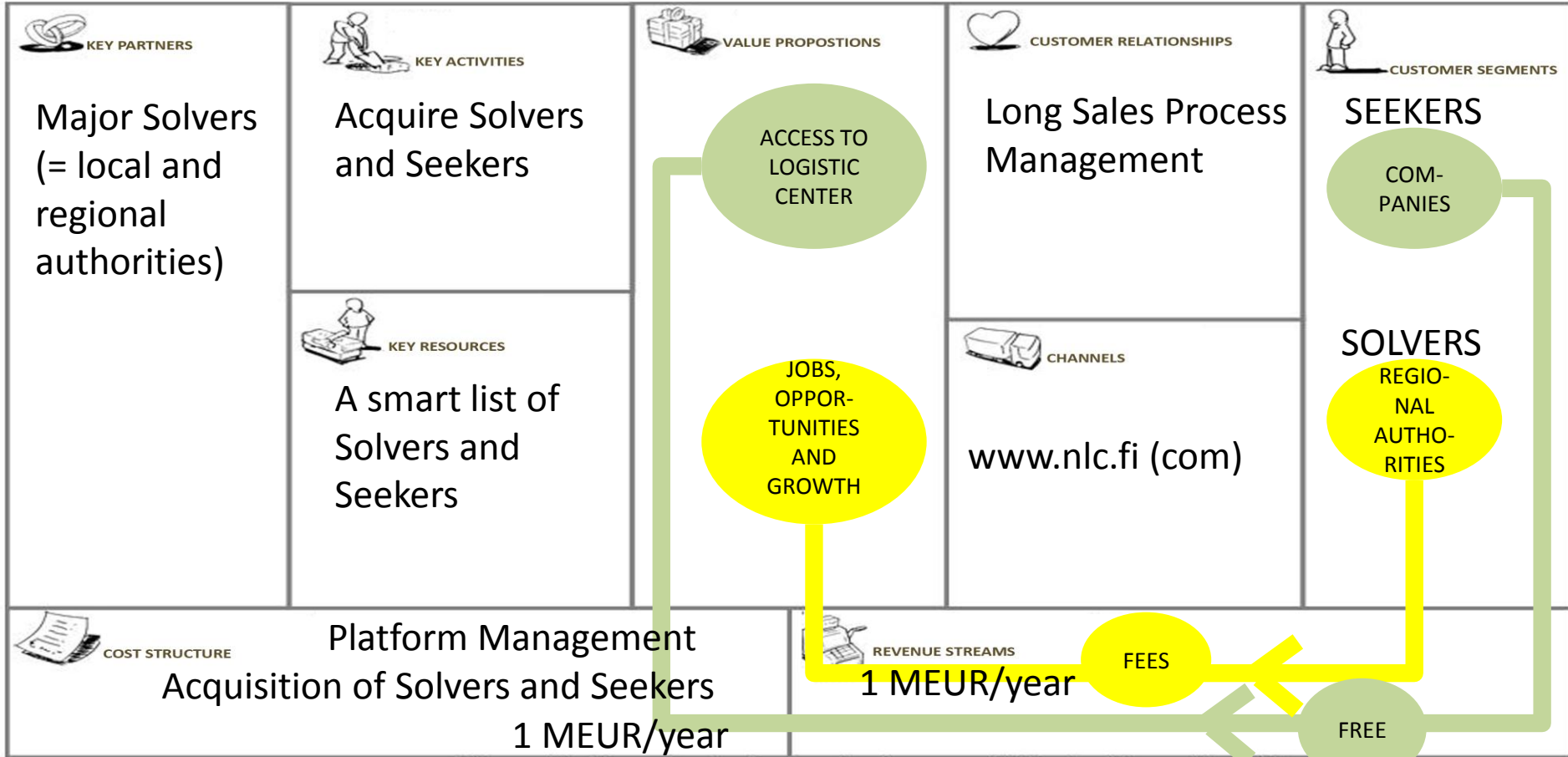
The Puzzle



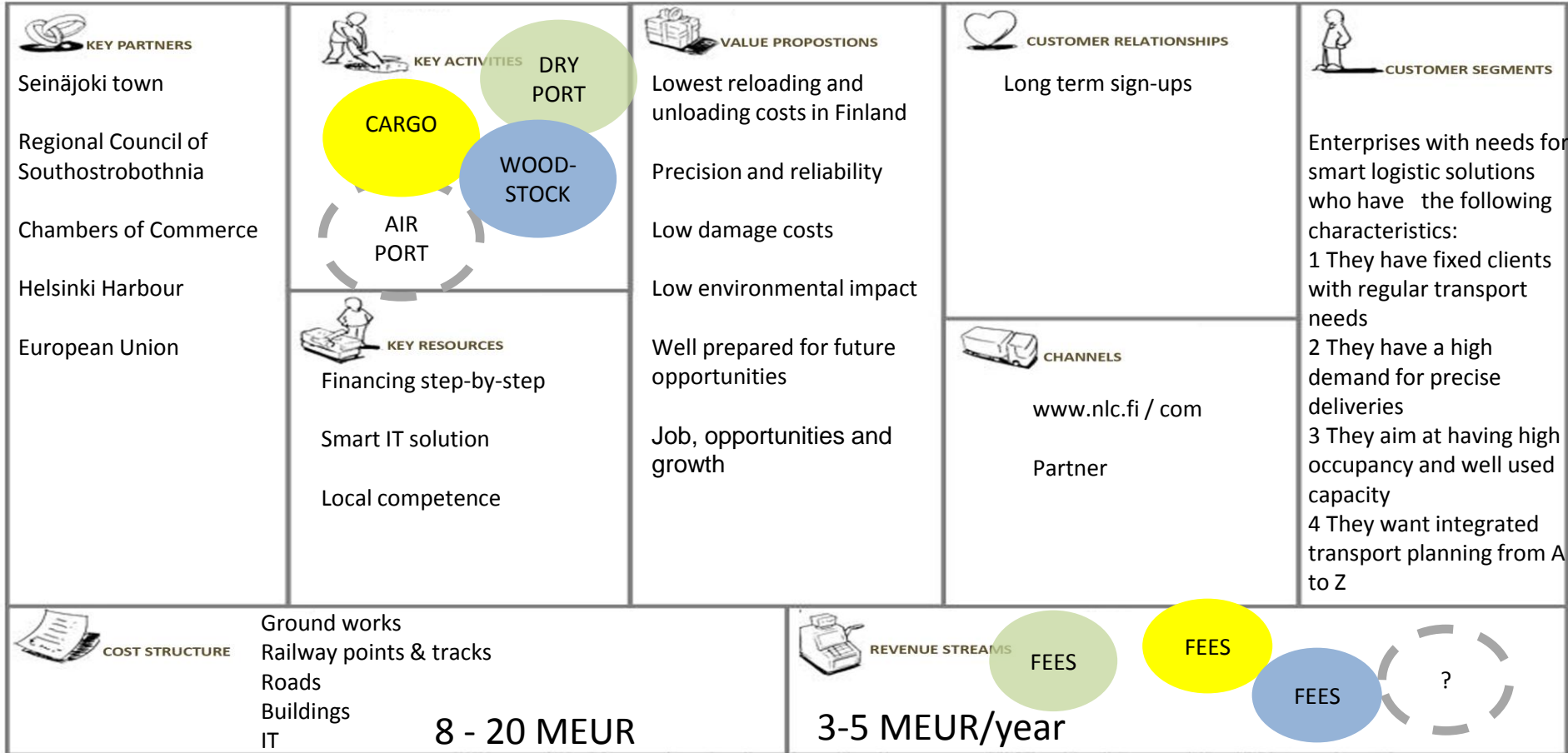
DryPort



SEEK as Matchmaker



SEEK as Engine



The Puzzle

OFFERS

TARGET

1

Cargo

Collocation for increased competitiveness and synergy for storage, co-packing and distribution.

The region as a node of international high-tech industries.

2

Timber

Timber terminal with high availability and functionality that strengthens the forrest industry through cost effectiveness for the companies.

3

Airport

The region as a node of international high-tech industries.

Seinäjoki as a central transport node for international events and experience turism .



The region of South Ostrobothnia as a node of international high-tech industries.

Seinäjoki as a central transport node for international events and experience tourism.

Securing daily business – flight for local actors/business

OFFER	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none">· Passenger flights, existing (business travelers and charter travelers)· Passenger flights, new traffic (to/from abroad, via stopover in Seinäjoki)· Passenger flights, new traffic (charter travelers from abroad – events and experience tourism)· Service to private aircraft	<ul style="list-style-type: none">· Availability· Cost level· Servicenivå Service level· Co-operation with stakeholders events and experience tourism	<ul style="list-style-type: none">· Svenskt Direktflyg· Charter airlines· Turist organisations within Finland· Travel organizers abroad (for example China and Russia)
CUSTOMERS SEGMENTS <ul style="list-style-type: none">· Airlines· International Travel organizers		REVENUE FLOWS <ul style="list-style-type: none">· Landing/lift off fees· Aircraft service fees· Stabling (short/long time) fees· Renting of high-standard facilities· Aircraft storing and maintenance



Collocation for increased competitiveness and synergy for storage, co-packing and distribution

OFFERS	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none"> . Forwarding function (customs) . Stuffing and stripping inter-modal units . Cross docking . Co-packing . Storage (temperature regulated) . Intermodal unit repairs . Washing and cleaning intermodal units . Truck-stop . Intermodal transshipment 	<ul style="list-style-type: none"> . High availability (24/7/365) . Customized & efficient terminal infrastructure . High transport capacity . Efficient terminal logistic . Efficient connections to surrounding infrastructure (irrespective of transport mode) . Independent actors 	<ul style="list-style-type: none"> . Operators (VR, hauliers container firms) . Purchasing companies/ organizations (within goods producing companies in the area) . Third party logistic companies (they who co-ordinates transport for the major goods producing customers) . Russian state customs

CUSTOMER SEGMENTS	REVENUE FLOWS
<ul style="list-style-type: none"> . Food industry (one of most important in Seinäjoki region) . Retail companies . Manufacturing companies . Forwarding companies . Third- and fourth party logistic companies . Shipping companies . Container companies . Hauliers 	<ul style="list-style-type: none"> . Rental income, storage income, transshipment income, income from service companies . Income from different services



Timber terminal with high availability and functionally that strengthens the Forrest industry through cost effectiveness for the companies

OFFERS	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none"> · Node function logs (round wood) segment · Transhipment logs road/rail · Transhipment logs road/road · Intermediate storage logs and wood chips · Buffert stock wood producing industries. · Chipping logs and "GROT" (branches, roots and tops) 	<ul style="list-style-type: none"> · Customized and efficient terminal infrastructure · Availability (24/7/365) · Independent Operator (s) · High transport capacity · Efficient terminal logistic · Efficient connections to surrounding infrastructure · Establish and run an independent organization that measures log volumes 	<ul style="list-style-type: none"> · Operators (VR, hauliers container firms) · Purchasing companies/ organizations (within goods producing companies in the area) · Third party logistic companies (they who co-ordinates transport for the major goods producing customers) · Finnish Transport Agency (for interaction in terminal issues)

CUSTOMER SEGMENTS

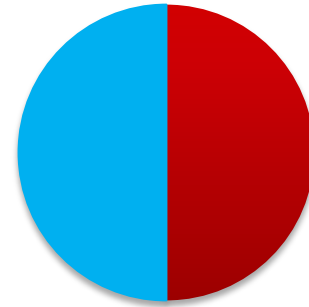
- STORA Enso
- UPM
- Vapo
- Metsä
- Other Paper- and pulp mills
- Wood chip/timber/pulp wood hauliers
- Saw mills
- Receiver of Bio fuel (power plants)

REVENUE FLOWS

- Rental income
- Storage- and/or transhipment income

LogPoint South Sweden

- Founded in the year of 2009
- Initiative from the municipality of Jönköping and Vaggeryd
- Focus: Development of the industrial area of Torsvik
- **LogPoint AB** – responsible for development of the area
- **Infrastructure**
 - Commuter traffic within the area
 - Intermodal terminals (Planning for central intermodal terminal)
- **Planning for future establishments**
- **Contact with present and future companies in the area**



Ownership

■ Jönköpings kommun

■ Vaggeryds kommun



OFFERS

TARGET

1

AirPort

Seinäjoki as a central transport node for international events and experience tourism

2

RoadPort

Seinäjoki as an outsourced extension to a port for extended international availability and competitiveness

3

RailPort

4

Timber

Timber terminal with high availability and functionality that strengthens the forrest industry through cost effectiveness for the companies



Seinäjoki as a central transport node for international events and experience tourism

OFFER	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none"> · Passenger flights, existing (business travelers and charter travelers) · Passenger flights, new traffic (to/from abroad, via stopover in Seinäjoki) · Passenger flights, new traffic (charter travelers from abroad – events and experience tourism) · Service to private aircraft 	<ul style="list-style-type: none"> · Availability · Cost level · Service level · Co-operation with stakeholders events and experience tourism 	<ul style="list-style-type: none"> · Svenskt Direktflyg · Charter airlines · Turist organisations within Finland · Travel organizers abroad (for example China and Russia)
<p>CUSTOMERS SEGMENTS</p> <ul style="list-style-type: none"> · Airlines · International Travel organizers 		<p>REVENUE FLOWS</p> <ul style="list-style-type: none"> · Landing/lift off fees · Aircraft service fees · Stabling (short/long time) fees · Renting of high-standard facilities · Aircraft storing and maintenance



OFFERS	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none">Storage for cold and deep frozen goodsParking place for lorries and trailersSecure parking placesCross dockingTruck Stop	<ul style="list-style-type: none">Establish and set up a deal of co-operation with logistic companiesEstablish and set up a deal of co-operation with the Port of Helsinki	<ul style="list-style-type: none">Seinäjoki cityPort of Helsinki

CUSTOMER SEGMENTS	REVENUE FLOWS
<ul style="list-style-type: none">Cargo OwnersLogistic companiesHauliersAir Cargo companies	<ul style="list-style-type: none">The offers listed above could generate their own flows of revenue, as well as a single concept for several or all of the offers listed above



OFFERS	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none"> · Dry depot for containers · Repairs and washing of rolling stock · Custom clearance · Strip/Stuff of containers · Refrigerated container storage (hotell) with electric sockets · Parking of trailers · Cross docking · Light mobil repairs of vehicles · Storage places/areas 	<ul style="list-style-type: none"> · Secure business idea within Finnish Transport Agency · Secure business idea within Port of Helsinki · Secure business idea within the business group in the Seinäjoki area. · Secure location and sufficient areas for the terminal in a relevant railway area · Train operators 	<ul style="list-style-type: none"> · Seinäjoki city · Ports · Finnish Transport Agency · Train operators
<p>CUSTOMER SEGMENTS</p> <ul style="list-style-type: none"> · Railway logistic companies (VR, Proxion) · Logistic companies who are interested to run a logistic terminal 		<p>REVENUE FLOWS</p> <p>The offers listed above could generate their own flows of revenue, as well as a single concept for several or all of the offers listed above</p>



Timber terminal with high availability and functionally that strengthens the Forrest industry through cost effectiveness for the companies

OFFERS	KEY ACTIVITIES	KEY PARTNERS
<ul style="list-style-type: none"> Node function logs (round wood) segment Transhipment logs road/rail Transhipment logs road/road Intermediate storage logs and wood chips Buffert stock wood producing industries. Chipping logs and "GROT" (branches, roots and tops) 	<ul style="list-style-type: none"> Customized and efficient terminal infrastructure Availability (24/7/365) Independent Operator (s) High transport capacity Efficient terminal logistic Efficient connections to surrounding infrastructure Establish and run an independent organization that measures log volumes 	<ul style="list-style-type: none"> Operators (VR, hauliers container firms) Purchasing companies/ organizations (within goods producing companies in the area) Third party logistic companies (they who co-ordinates transport for the major goods producing customers) Finnish Transport Agency (for interaction in terminal issues)

CUSTOMER SEGMENTS

- STORA Enso
- UPM
- Vapo
- Metsä
- Other Paper- and pulp mills
- Wood chip/timber/pulp wood hauliers
- Saw mills
- Receiver of Bio fuel (power plants)

REVENUE FLOWS

- Rental income
- Storage- and/or transhipment income

Cost and revenue estimations for a cargo terminal

Cost example (€)

Terminal with a terminal area of 200 000 square meters with four loading tracks and six points.

Ground works	6,4 million
Railway points	2,1million
Track	2,0 million
Electrification of tracks	0,24 million
Other works	0,7 million
Total	11,4 million

Fee examples (€)

The fees presented below are the fee received for the handling of some units at an intermodal terminal.

Handling of a semi-trailer	28 - 46 per unit
Handling of a container	23 - 28 per unit
Storage of a container/trailer	12 per unit (up to 24 feet), 24 per unit (25 feet and over)
Cleaning of a trailer/container	24 per 0,5 hour
Train arriving and departing	325 per train
Customs clearance	24 per unit
Connecting a refrigerated unit to electricity	24 per unit
Cost for power 16A for unit under 20 feet	18 per day
Cost for power 16A for unit over 20 feet	24 per day