

THE ACTION PLAN FOR DEVELOPMENT OF INTERNATIONAL RAILWAY CONNECTION AT IMATRA - SVETOGORSK



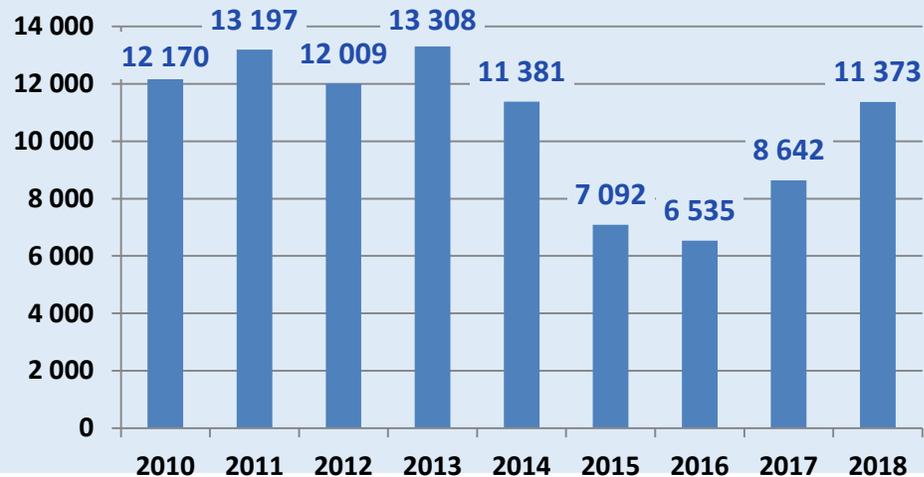
17 April 2019

Analysis of international trade between Russia and Finland in 2010-2018

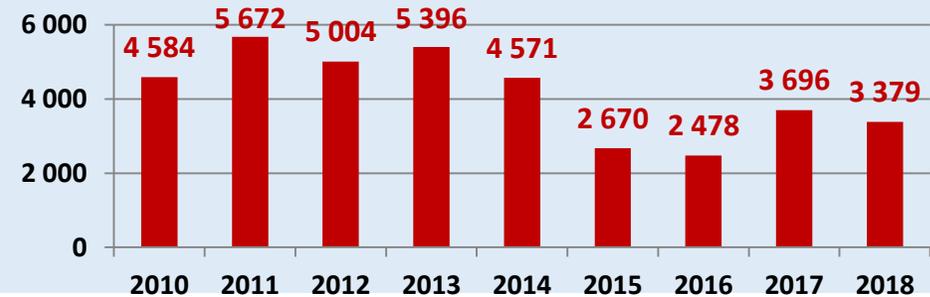
The dynamics of trade between Russia and Finland in 2010-2018, according to the Federal Customs Service of Russia, in million USD

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Trade turnover	16,754	18,869	17,013	18,704	15,952	9,762	9,013	12,338	14,752

Export from Russia to Finland, in million USD



Import to Russia from Finland, in million USD



Significance of Finland in Russia's foreign trade

	2010	2011	2012	2013	2014	2015	2016	2017	2018
The position of Finland in Russia's trade turnover	13	15	15	15	15	15	15	15	14
The share of Finland in Russia's trade turnover, %	2.68	2.29	2.02	2.22	2.04	1.85	1.93	2.11	2.14
The position of Finland in Russia's exports	12	15	14	13	14	14	13	13	12
The share of Finland in Russia's exports, %	3.06	2.55	2.29	2.52	2.29	2.06	2.29	2.42	2.53
The position of Finland in Russia's imports	12	15	16	15	16	18	16	14	18
The share of Finland in Russia's imports, %	2.00	1.86	1.58	1.71	1.60	1.46	1.36	1.63	1.42

Goods exported from Russia to Finland

Exports from Russia to Finland in 2010 - 2018, by major commodity group (with the amount of export over 500 million USD) according to FCS of Russia, in million USD

Customs commodity code	Commodity group	2010	2011	2012	2013	2014	2015	2016	2017	2018
27	Mineral fuel, oil and distilled products thereof; bituminous substances; mineral wax	9348	9990	9300	10587	8786	5144	4242	5048	7146
29	Organic chemical compounds	1076	1413	1254	1112	1047	671	547	648	945
44	Wood and manufactured wood products; charcoal	520	519	460	569	556	415	409	453	536
73	Manufactured ferrous metal goods	180	191	25	30	15	18	229	812	625
75	Nickel and manufactured goods	111	65	0	1	21	12	265	626	795



Goods imported to Russia from Finland

Imports to Russia from Finland in 2010 - 2018, by major commodity groups (with the amount of export over 200 million USD) according to FCS of Russia, in million USD

Customs commodity code	Commodity group	2010	2011	2012	2013	2014	2015	2016	2017	2018
39	Plastic materials and manufactured goods	325	375	343	383	343	227	207	263	242
48	Paper and cardboard; products made of pulp, paper or cardboard	574	621	656	674	597	407	412	427	475
84	Nuclear reactors, boilers, equipment and mechanical devices; parts thereof	776	968	884	895	723	376	441	632	744
85	Electrical machines and equipment and parts thereof; audio recorders and audio players, equipment for recording and replaying of video and sound from TV, their parts and accessories	463	624	316	352	560	312	280	356	297
87	Land-based transport vehicles, except trains or trams, their parts and accessories	103	189	215	180	196	104	114	256	290

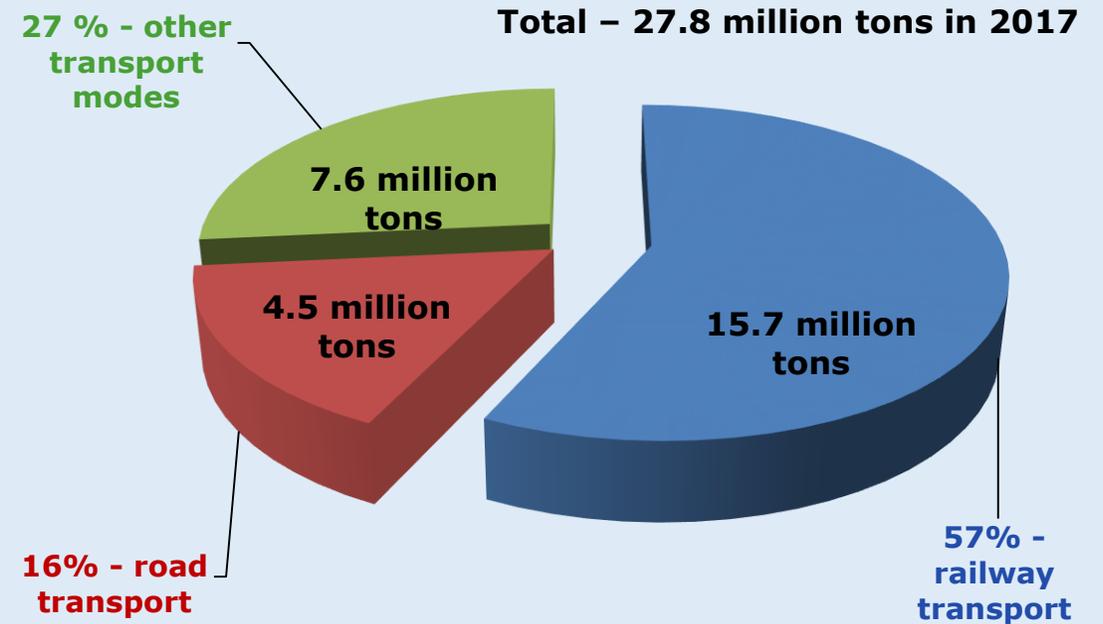


Dynamics of export and import cargo flows between Russia and Finland in 2010-2018

Dynamics of export and import cargo flows Between Russia and Finland from 2010 through 2018, according to FCS of Russia, in million tons



Modal split (all transport modes) in international transport between Russia and Finland in 2017, according to FCS of Russia, %



Dynamics of export and import cargo flows between Russia and Finland in 2017-2018

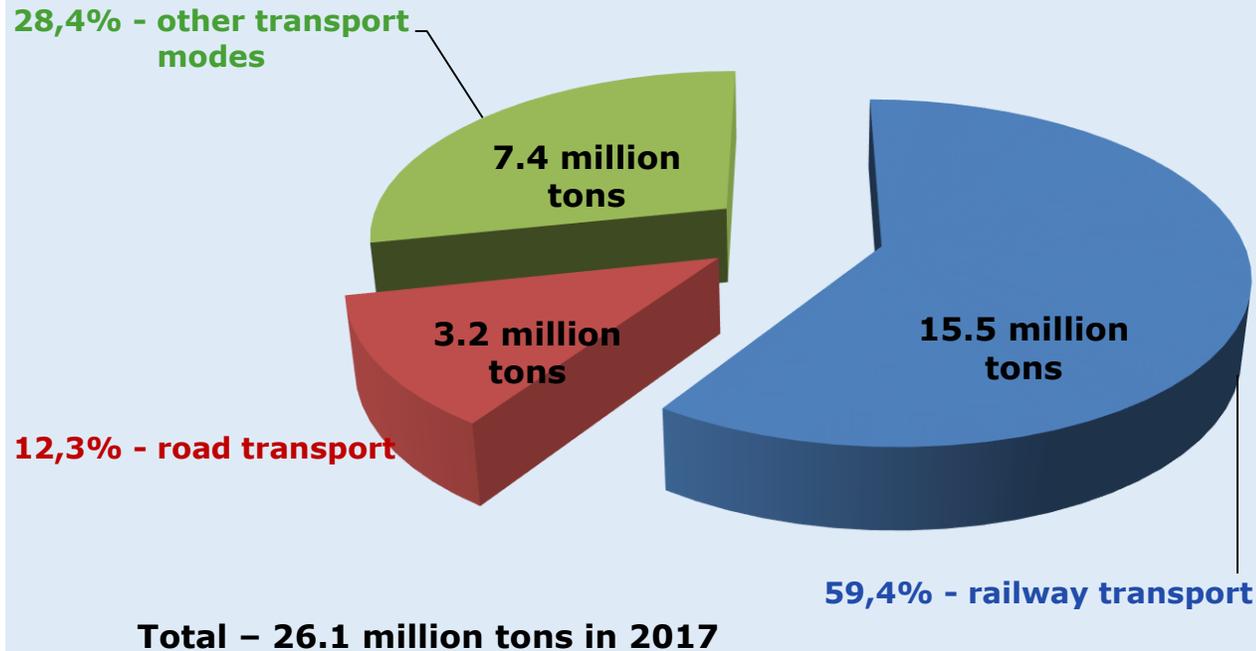


Dynamics of export and import cargo flows between Russia and Finland in 2017 - 2018 (ABCP and RBCP, located in the Leningrad region) according to FCS of Russia

	2017 г., in million tons	2018 г., in million tons
ABCP		
ABCP «Torfyanovka»	1,6	1,8
ABCP «Brusnichnoye»	1,0	1,4
ABCP «Svetogorsk»	0,9	0,9
Total	3,7	4,1
RBCP		
RBCP «Buslovskaya»	7,2	8,0
RBCP «Svetogorsk»	2,4	2,5
Total	9,6	10,5
Total ABCP + RBCP	13,3	14,6

Modal split of export cargo flows between Russia and Finland

Modal split (all transport modes) in transportation of export goods from Russia to Finland in 2017, according to FCS of Russia, %

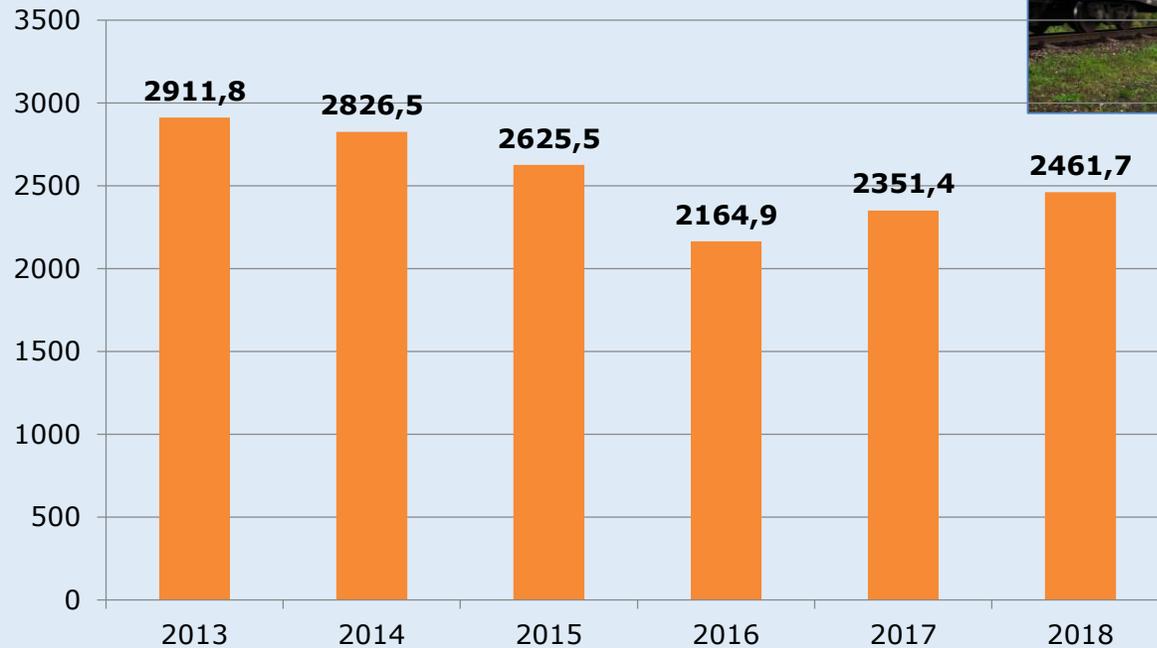


Distribution of export goods transported by railway transport from Russia for Finland via railway border-crossing points, according to FCS of Russia in 2017, in million tons / %

	Traffic of export goods in 2017, in million tons	Share in the total traffic of export goods in 2017, %
Traffic of export goods on railways from Russia to Finland, total, Including via RBCPs:	15.5	100%
Buslovskaya – Vainikkala	7,2	46.4%
Värtsilä – Niirala	0.6	3.9%
Svetogorsk – Imatra	2.4	15.5%
Lyuttya – Vartius	5.3	34.2%

Dynamics of export goods traffic via Svetogorsk – Imatra RBCP

Dynamics of export goods traffic via Svetogorsk – Imatra RBCP from Russia to Finland, according to FCS of Russia, thousand tons

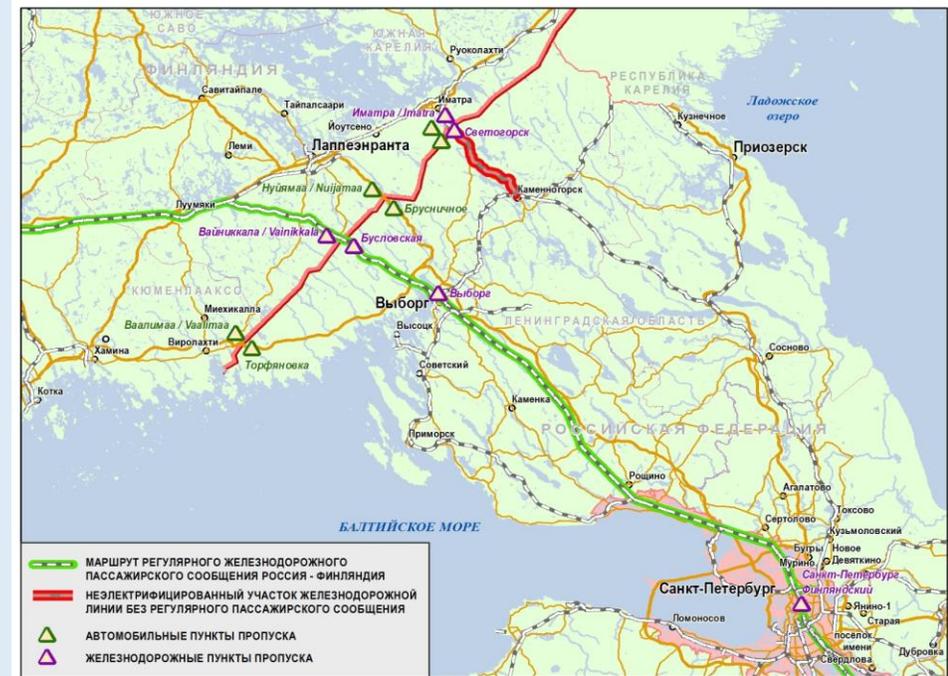


Organization of the movement of freight and passenger trains

Movement of freight trains on the railway section Losevo - Kamennogorsk - Vyborg

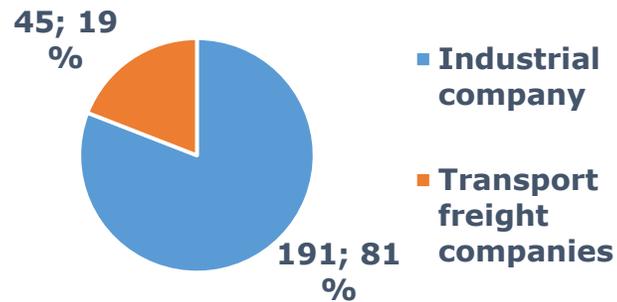


Movement of passenger trains on the railway section St. Petersburg - Vyborg - Helsinki



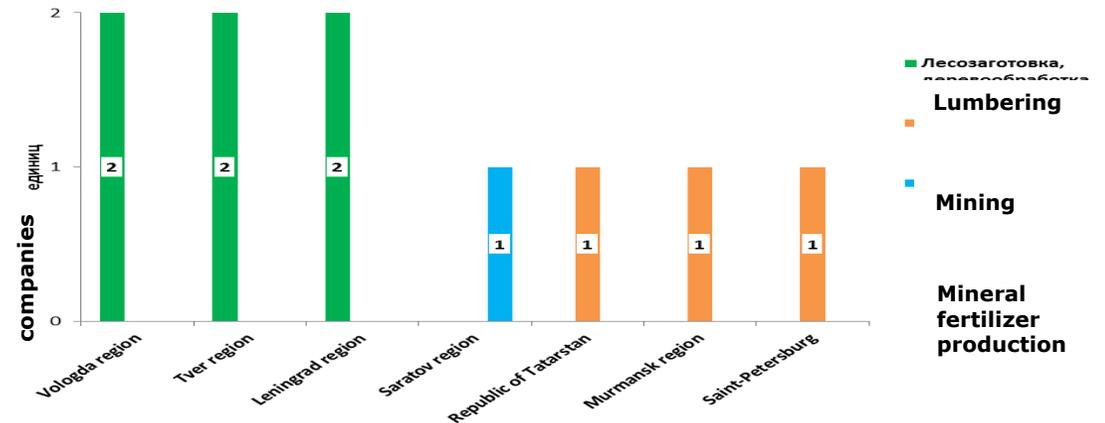
Freight company survey results

Russian companies – potential survey participants by industry, comp.; %



The number of actual survey participants – **10 companies**

Survey geography of industrial companies, by region of the Russian Federation (in companies)



All industrial companies that participated in the survey use railway transport to export products to Finland. A number of industrial companies are already using RBCP "Svetogorsk" when transporting export goods. Other companies are considering the possibility of using RBCP «Svetogorsk». Some companies pointed to the need to develop the infrastructure of RBCP «Svetogorsk». Timber industry companies have noted plans to increase the export of their products to Finland. The export growth expected by companies in 2020 compared with 2017 will be from 10% to 300%, and in 2035 it is expected to grow from 25% to 600%.

Analysis of documents containing a long-term forecast of socio-economic development and international trade of Russia

- Forecast of the socio-economic development of the Russian Federation for the period through 2036 (Ministry of Economic Development of the Russian Federation, 2018);
- Strategy for the spatial development of the Russian Federation for the period up to 2025 (Ministry of Economic Development of the Russian Federation, 2019);
- Strategy for the Development of Services Export of the Russian Federation to 2025 (Ministry of Economic Development of the Russian Federation, 2019);
- Strategy for ensuring favorable conditions for the development of export activities in the Leningrad Region until 2025 (Government of the Leningrad Region, 2017);
- Law of St. Petersburg of December 19, 2018 N 771-164 «On the Strategy for the Socio-Economic Development of St. Petersburg for the Period up to 2035»;
- Law of the Leningrad Region of August 8, 2016 N 76-oz «On the Strategy of Social and Economic Development of the Leningrad Region until 2030».



Forecast of international trade between Russia and Finland in 2018-2035

Forecast of foreign trade of Russia and Finland for 2018-2035, in million USD (base scenario)

	2018	2020	2025	2030	2035	2035 vs. 2018
Trade turnover	14,752	16,880	22,370	28,840	35,720	2,4
Export from Russia to Finland	11,373	13,300	17,800	22,720	27,910	2,5
Import to Russia from Finland	3,379	3,580	4,570	6,120	7,830	2,3
Balance	7,994	9,720	13,230	16,600	20,210	2,5



Forecast of export and import cargo flows between Russia and Finland in 2018-2035

Forecast of export and import cargo flows between Russia and Finland for 2018-2035, in million tons

	2018	2020	2025	2030	2035	2035 vs. 2018
International cargo traffic between Russia and Finland, total, in million tons, including:	28.9	32.6	41.9	51.8	60.0	2.1
- traffic of export goods from Russia to Finland	27.4	31	40.0	49.3	57.0	2.1
- traffic of import goods from Finland to Russia	1.5	1.6	1.9	2.5	3.0	2.0



Forecast of modal split in transportation of export and import goods between Russia and Finland in 2018-2035

Forecast of modal split in transportation of export and import goods between Russia and Finland in 2018-2035, in million tons

	2018	2020	2025	2030	2035	2035 vs. 2018
Traffic of export goods from Russia to Finland, total, including:	27.4	31.0	40.0	49.3	57.0	2.1
- by railway	16.0	17.6	24.2	31.6	37.0	2.3
- by road	3.4	3.7	4.8	5.7	6.8	2.0
- by other transport modes	8.0	9.7	11.0	12.0	13.2	1.7
Traffic of import goods from Finland to Russia, total, including:	1.5	1.6	1.9	2.5	3.0	2.0
- by railway	0.2	0.2	0.3	0.4	0.5	2.5
- by road	1.2	1.3	1.5	2.0	2.4	2.0
- by other transport modes	0.1	0.1	0.1	0.1	0.1	1.0

Increasing the share of rail transport in export from 58% in 2018 to 65% in 2035

Scenarios of the cargo and passenger traffic forecast for Svetogorsk – Imatra RBCP for 2018-2035

SCENARIO 0

«Zero» scenario

Svetogorsk – Imatra RBCP is operating as a temporary multilateral simplified border-crossing point only processing one group of export goods – “wood and products”

SCENARIO 1

«Conservative» scenario

Starting from 2025, Svetogorsk – Imatra RBCP is operating as a permanent multilateral passenger/cargo BCP processing goods of all commodity groups. There are passenger trains going via the RBCP. The conservative scenario provides for a low growth rate of international trade and socio-economic development.

SCENARIO 2

«Base» scenario

Starting from 2025, Svetogorsk – Imatra RBCP is operating as a permanent multilateral passenger/cargo BCP processing goods of all commodity groups. There are passenger trains going via the RBCP. The baseline scenario provides for the average growth rate of international trade and socio-economic development.

Trends on the paper, cardboard and pulp market in Finland

Production by the timber industry in Finland in 2014-2018 *

Products	Meas. unit	2014	2015	2016	2017	2018
Coniferous sawnwood	thous. m ³	10,880	10,610	11,370	11,970	12,000
Plywood	thous. m ³	1,160	1,150	1,140	1,240	1,290
Pulp	thous. tons	7,000	7,120	7,460	7,700	8,200
Paper	thous. tons	7,450	7,250	6,810	6,650	6,700
Cardboard	thous. tons	2,960	3,070	3,340	3,620	3,800

* Data from the Forest Industry Association of Finland

Finland in the world's sixth largest producer of paper and cardboard, and the second largest exporter thereof.

Finland in the 6th place globally in production and export of pulp and is the 8th largest producer and the 4th largest export of coniferous sawnwood.

In 2018, wood imports to Finland amounted to 11.55 million m³ (+34% yoy). In Russia, the share of timber purchase was 71 % (8.2 million m³).

Finland is planning construction of new pulp-and-paper plants to produce goods for export.



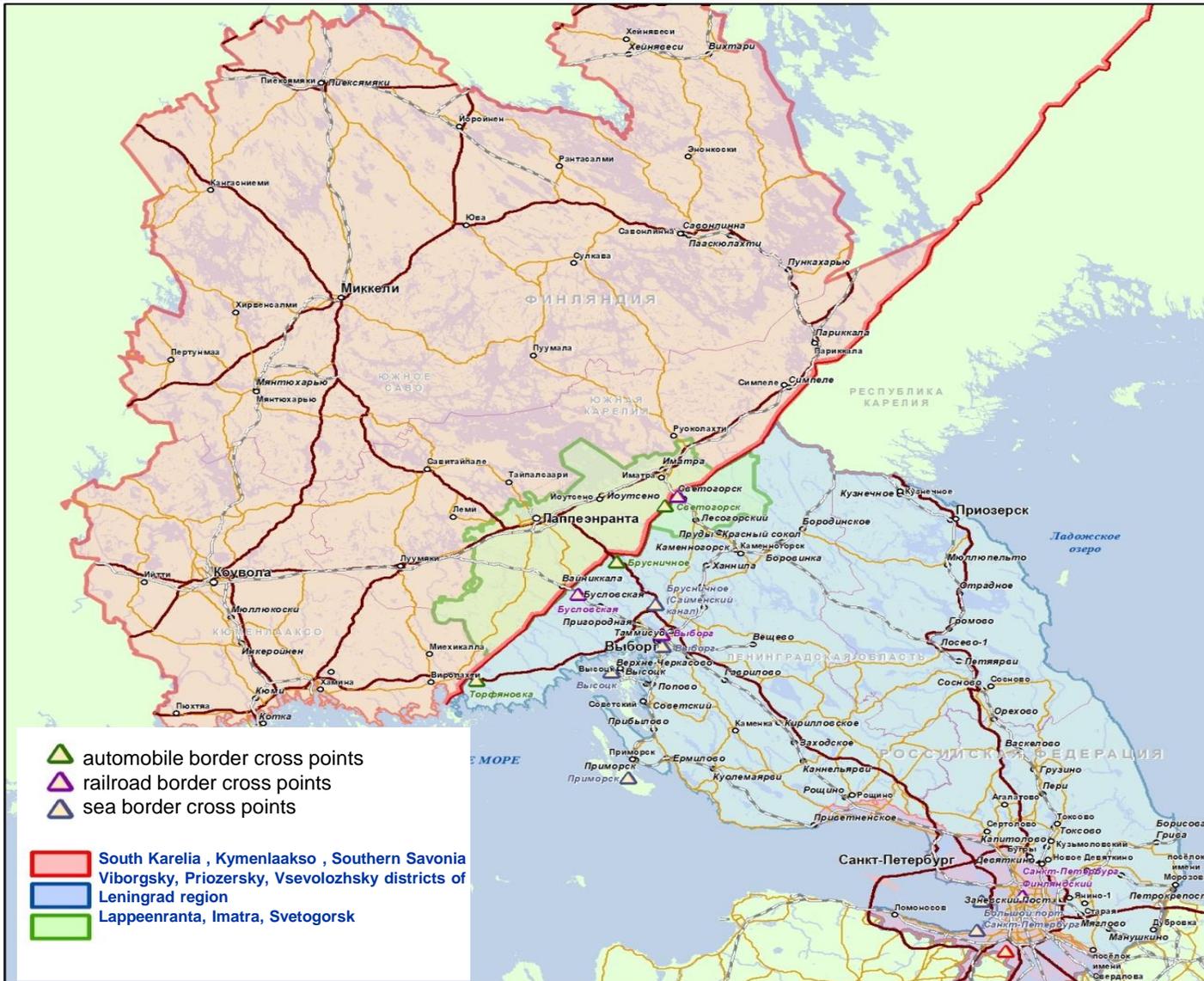
Scenario-based forecast of export cargo traffic via RBCP «Svetogorsk» for 2018-2035

Forecast of export cargo flows from Russia to Finland for 2018-2035, in million tons

	2018	2020	2025	2030	2035	2035 vs. 2018
Export cargo traffic on railways from Russia to Finland, in million tons, total, including:	16.0	17.6	24.2	31.6	37.0	2.3
- via RBCP «Svetogorsk»:						
- SCENARIO 0	2.4	2.8	3.3	3.5	3.0	1.3
- SCENARIO 1	2.4	2.8	5.7	6.3	7.0	2.6
- SCENARIO 2	2.4	2.8	6.4	7.5	9.0	3.7
Loading level of RBCP «Svetogorsk», %						
- SCENARIO 0	38.3 %	44.7 %	52.7 %	55.9 %	47.9%	
- SCENARIO 1	38.3 %	44.7 %	91.0%	100.5 %	111.7 %	
- SCENARIO 2	38.3 %	44.7 %	102.1%	119.7%	143.6 %	

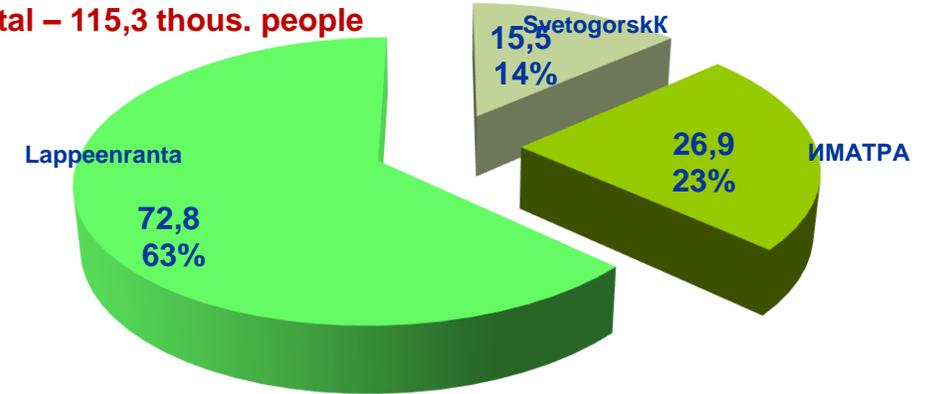
According to the forecast, the share of RBCP «Svetogorsk» in the export of goods will increase from 15% in 2018 to 19% in the conservative scenario and to 24% in 2035 in the baseline scenario.

Description of the study area - Viborgsky, Priozersky and Vsevolozhsky districts of Leningrad region (Russia), South Karelia, Kymenlaakso and Southern Savonia (Finland)



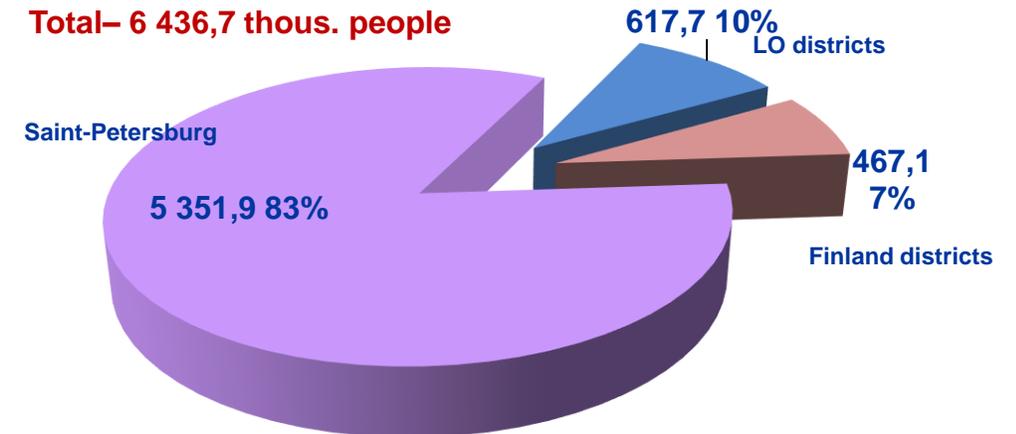
Population of gravity zone, thous. people

Total – 115,3 thous. people



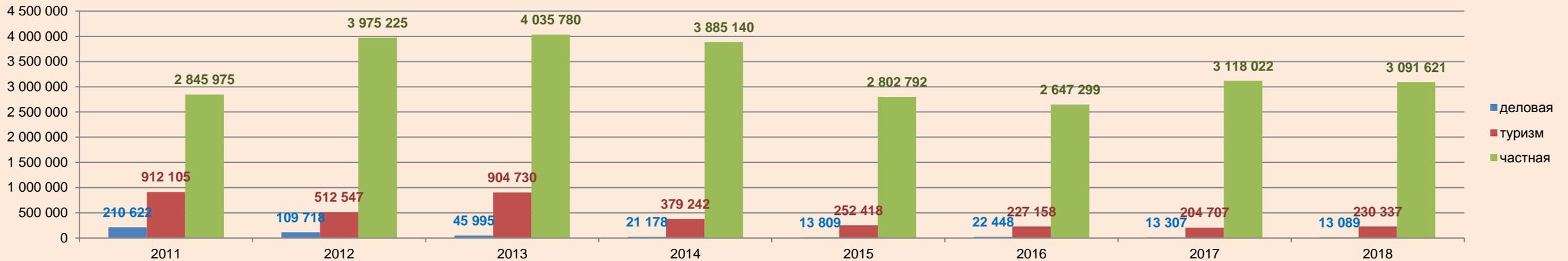
Population of research area, thous. people

Total – 6 436,7 thous. people



Dynamic and structure of Russian citizens' trips to Finland

Number of Russian citizens who traveled to Finland with different travel objectives



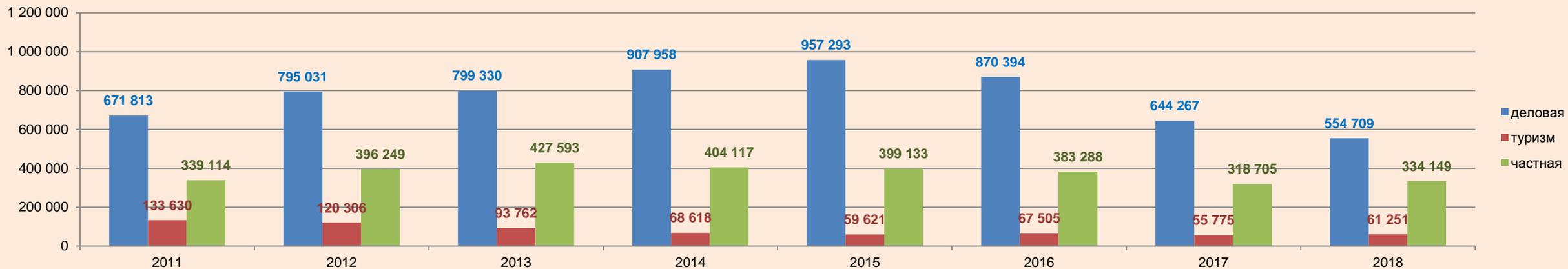
Number of Russian citizens who traveled to Finland on various types of transport



Source: the Border service of FSB of Russia

Dynamic and structure of Finnish citizens' trips to Russia

Number of Finnish citizens who traveled to Russia for various travel purposes

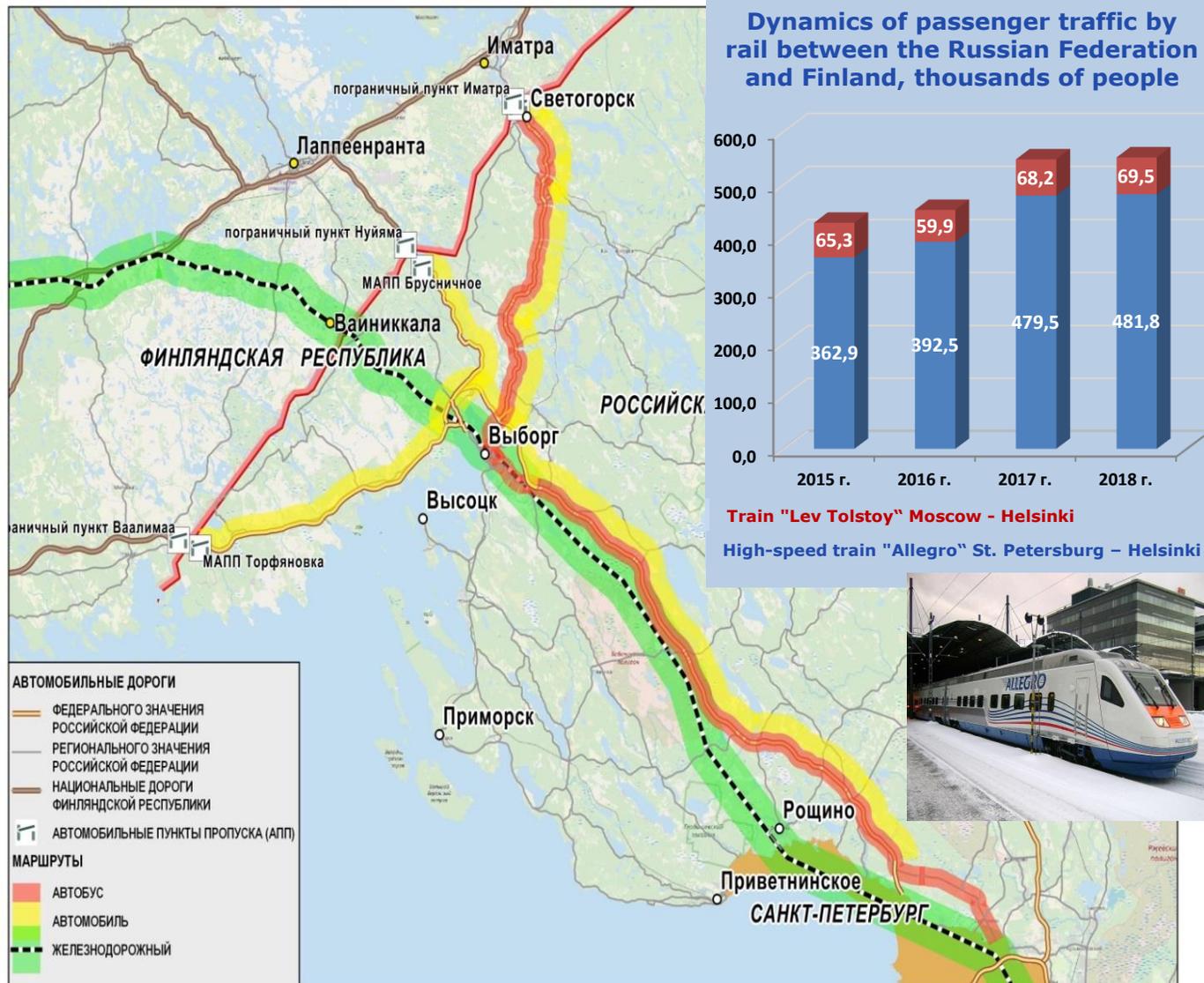


The number of Finnish citizens who traveled to Russia on various types of transport



Source: the Border service of FSB of Russia

The main routes of the population on various types of transport between St. Petersburg, Leningrad region and the south-eastern region of Finland



Dynamics of passenger traffic by rail between the Russian Federation and Finland, thousands of people



Train "Lev Tolstoy" Moscow - Helsinki
High-speed train "Allegro" St. Petersburg - Helsinki

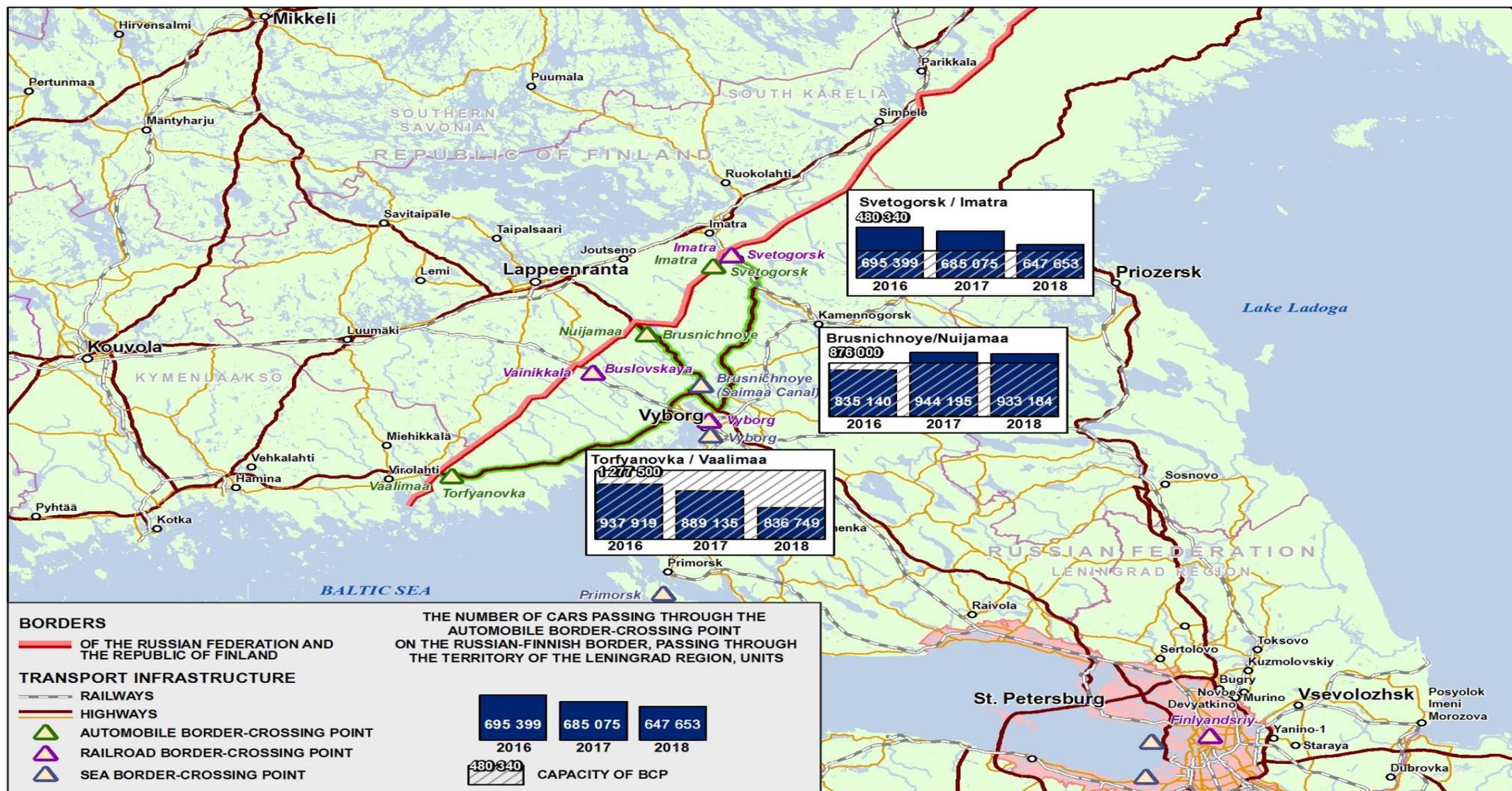


Dynamics of the volumes of international passenger traffic between Russia and Finland through the ABCP and the RBCP, located in the Leningrad Region in 2017 and 2018, thousand people

	2017 г., thousands of people	2018 г., thousands of people
ABCP		
ABCP «Torfyanovka»	2469,7	2403,6
ABCP «Brusnichnoye»	2677,0	2719,6
ABCP «Svetogorsk»	1558,5	1543,0
Total	6705,2	6666,2
RBCP		
RBCP «Buslovskaya»	547,7	551,3
Total ABCP + RBCP	7252,9	7217,5

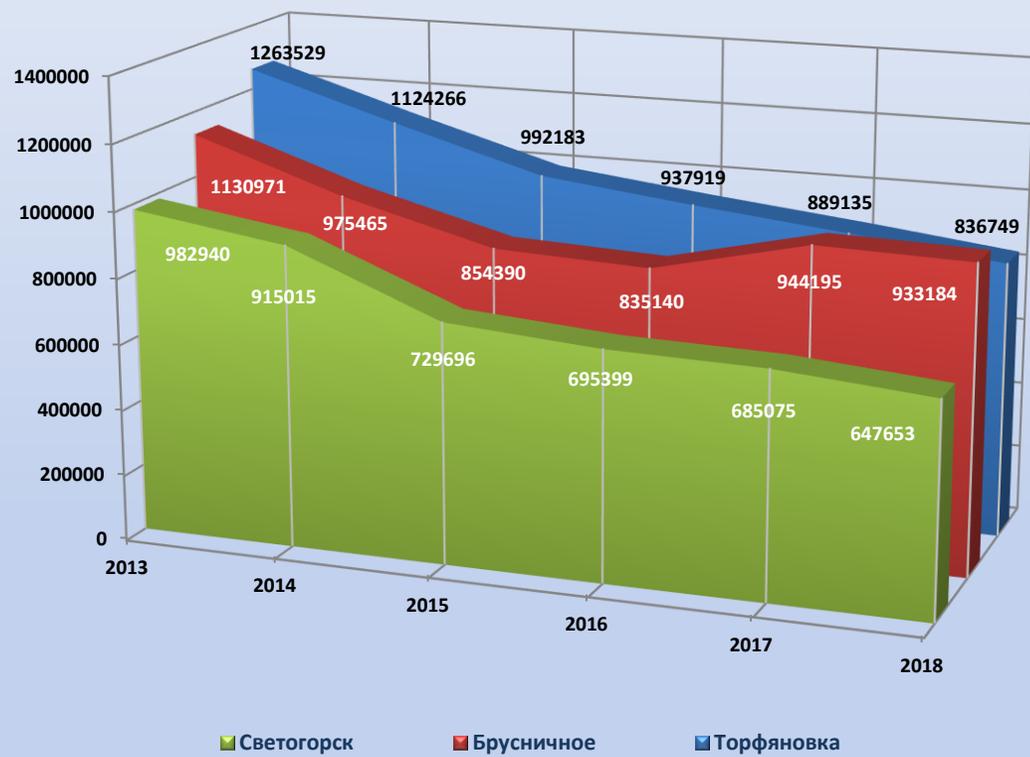


Road vehicle traffic between Russia and Finland via border-crossing points of Leningrad Region

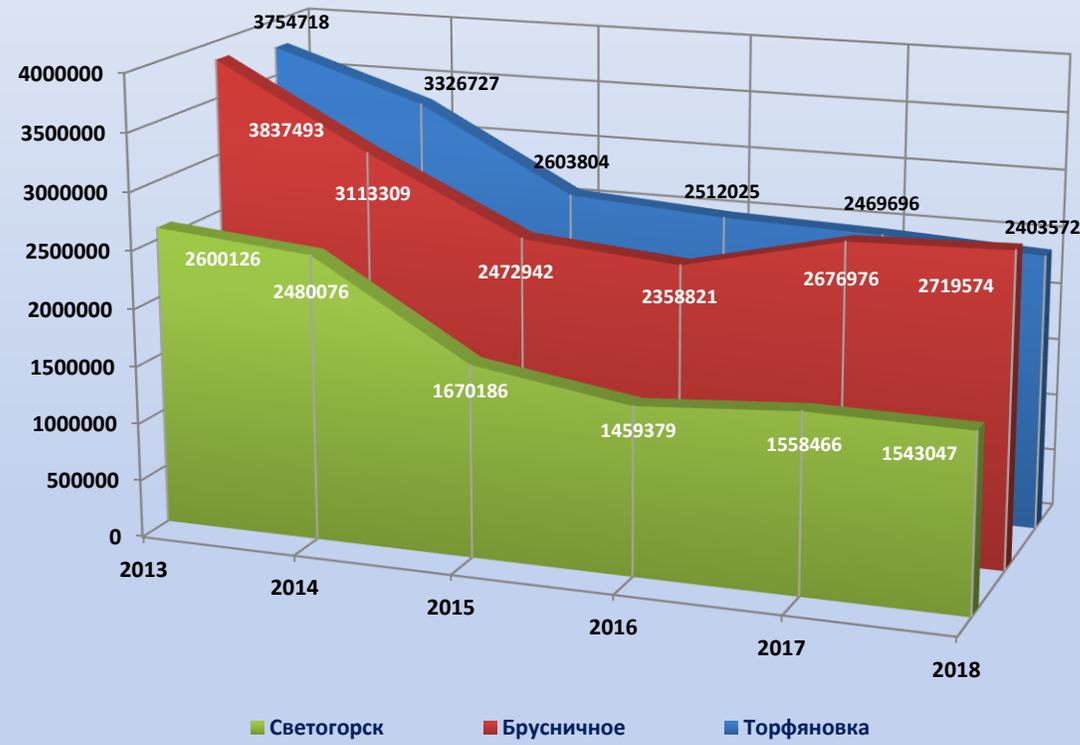


The number of people crossing the Russian – Finnish border in Leningrad Region by road

Road vehicle traffic between Russia and Finland via border-crossing points of Leningrad Region

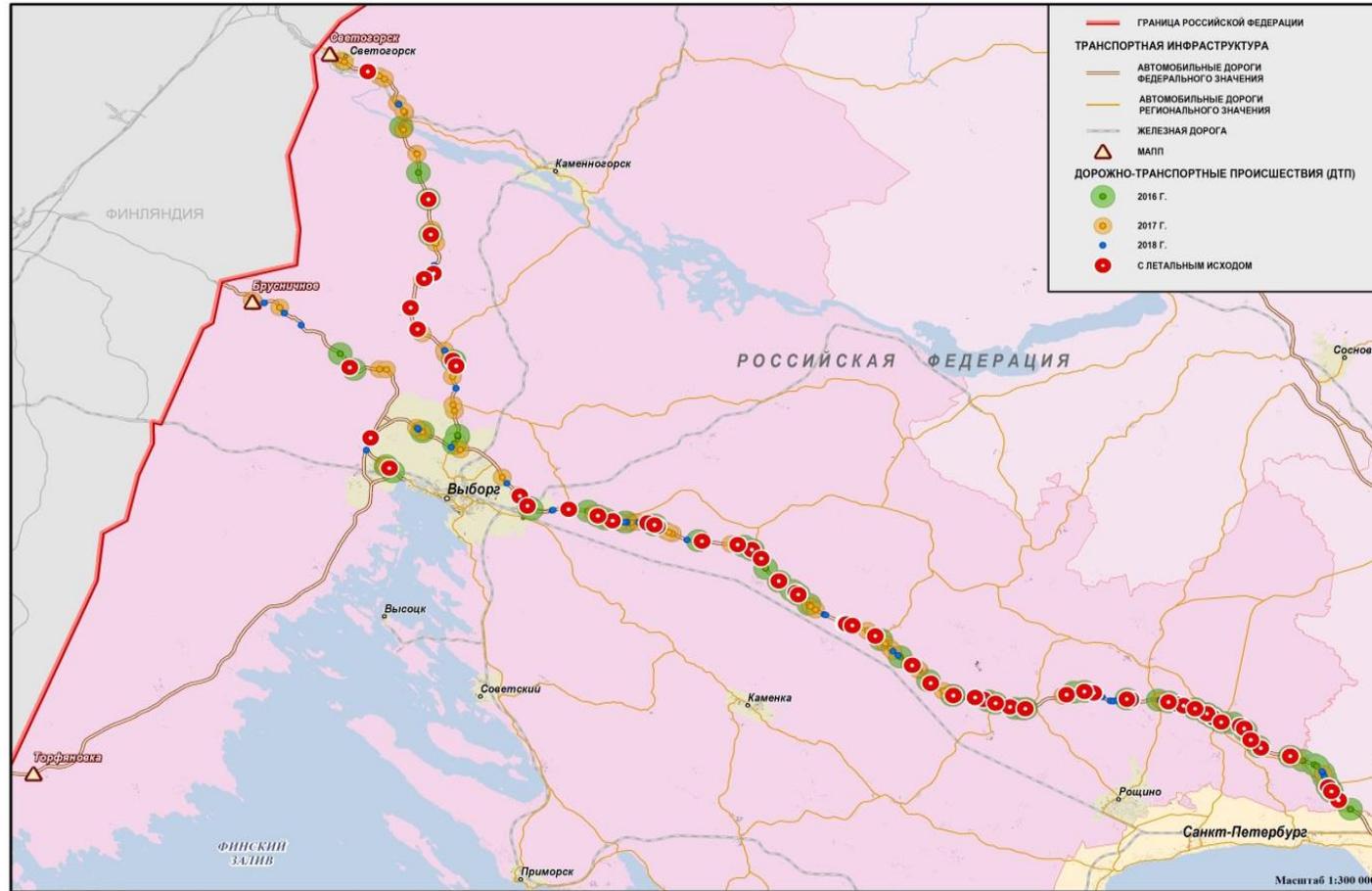


The number of people crossing the Russian – Finnish border in Leningrad Region by road



Traffic accidents on highways between Russia and Finland

The concentration of road accidents on the roads, providing international road transport between Russia and Finland, for the period 2016-2018



Dynamics of accidents on the roads, providing international road transport between Russia and Finland

Road	Total for the period 2016-2018		
	number of traffic accidents	number of people killed	number of injured people
A-181 Scandinavia	322	69	339
Vyborg - Brusnichnoye	16	6	43
Vyborg - Svetogorsk	44	9	56
Kamennogors -k- Lesogorsky	1	1	2
Total	383	85	440



Description of border-crossing points at the Russian – Finnish border in Leningrad Region

«Torfyanovka» - «Vaalimaa»



«Brusnichnoye» - «Nuijamaa»



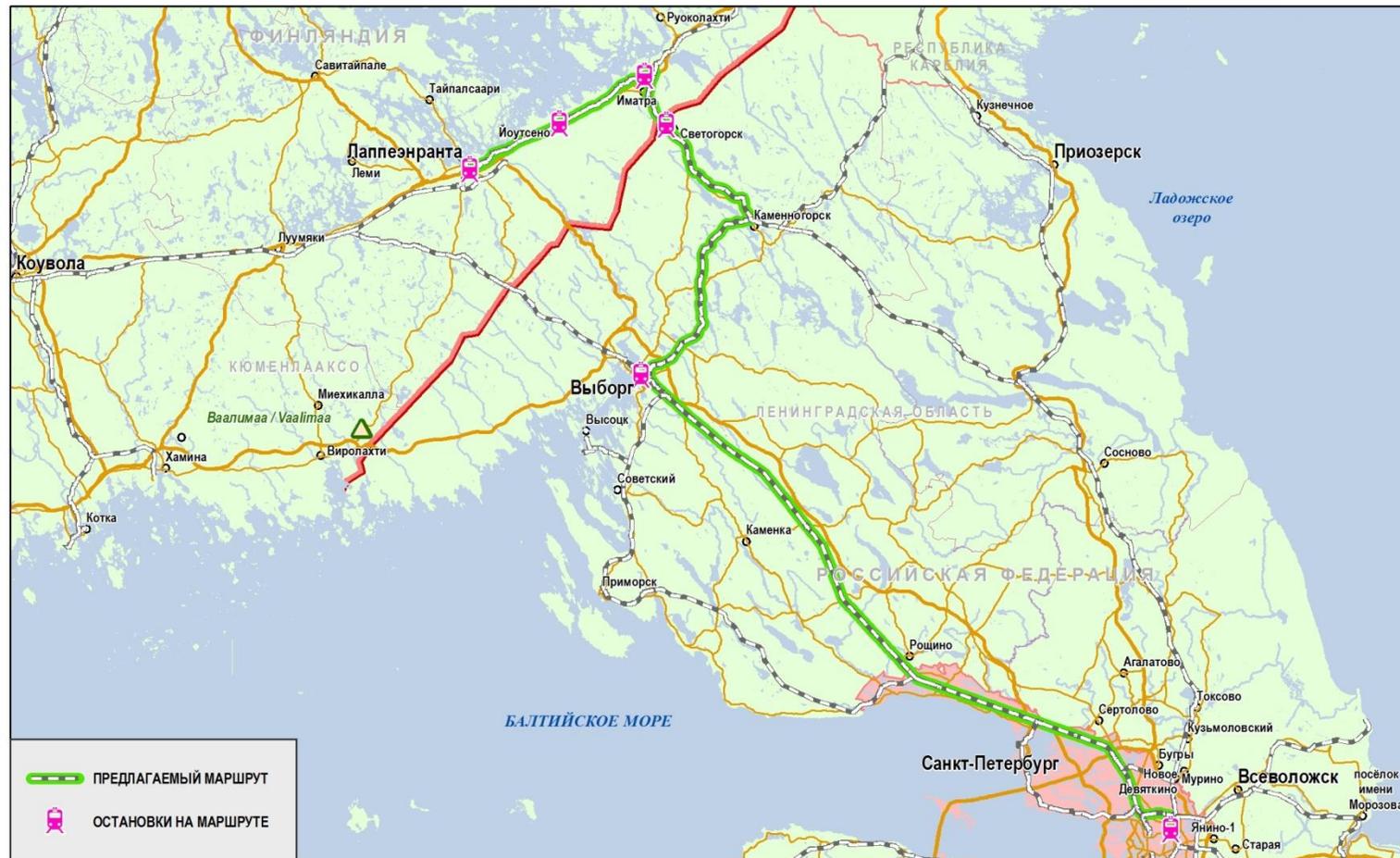
«Svetogorsk» - «Imatra»



Loading level of ABCP

Indicators	Proceeded through border crosspoint in 2018, <u>automobiles</u> persons	Design capacity of border crosspoint, <u>automobiles per year</u> persons per year	loading level of border crosspoint, %
ABCP «Torfyanovka»			
Number of vehicles, units per year	1 018 404	1 277 500	79,7 %
Number of individuals per year, persons per year	2 403 572	1 916 250	125,4 %
ABCP «Brusnichnoye»			
Number of vehicles, units per year	1 063 846	876 000	121,4 %
Number of individuals per year, persons per year	2 719 574	2 190 000	124,2 %
ABCP «Svetogorsk»			
Number of vehicles, units per year	714 011	480 340	148,6 %
Number of individuals per year, persons per year	1 543 047	912 500	169,1 %

New route for passenger trains in the direction of St. Petersburg - Vyborg - Svetogorsk - Imatra - Lappeenranta



Travel distance - 240 km

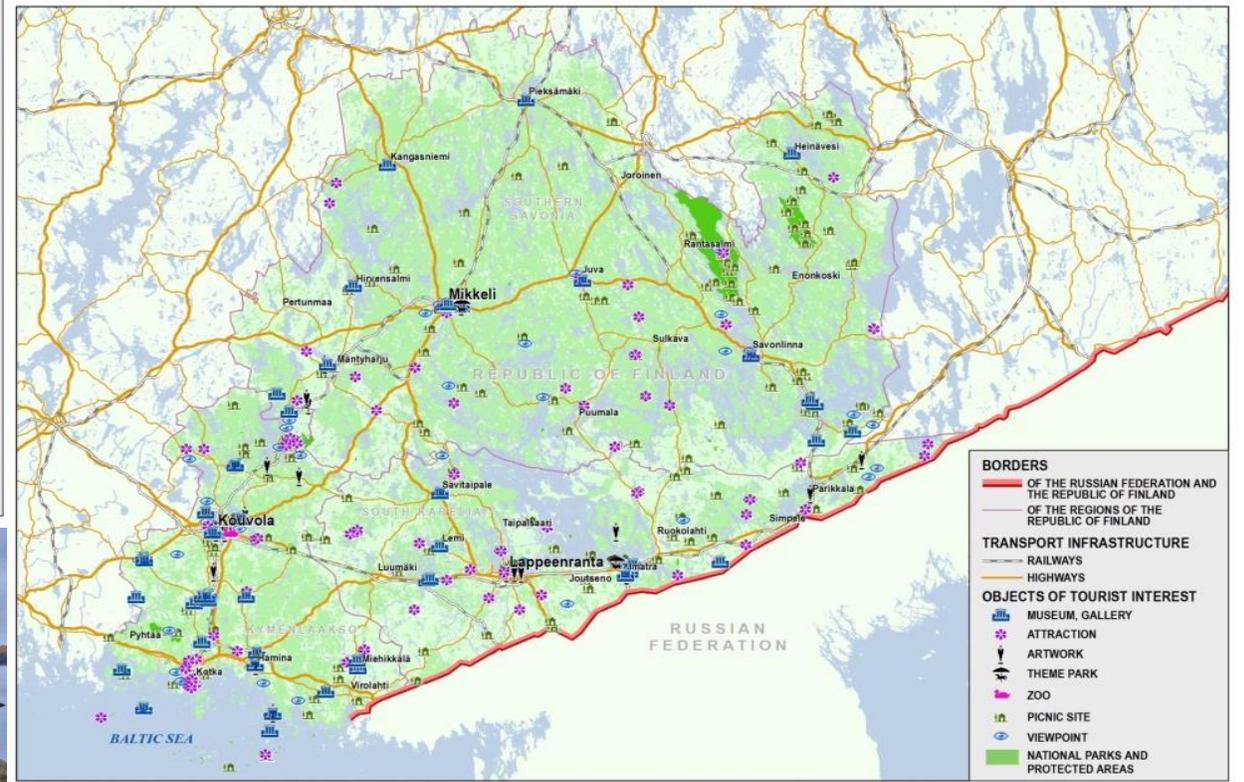


Locations of attraction points in relation to tourist and recreational trips in border areas of Leningrad Region and Finland

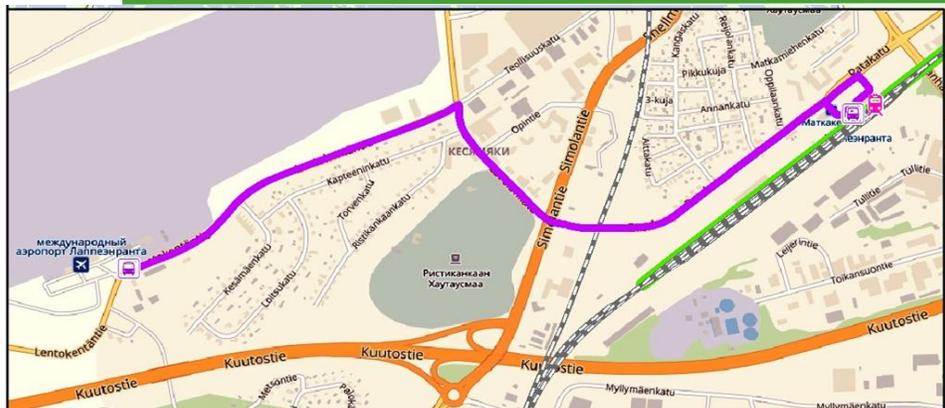
Russian Federation



Finland



Lappeenranta Airport



Destinations:

- Milan
- Berlin
- Budapest
- Athens and Thessalonikiin.

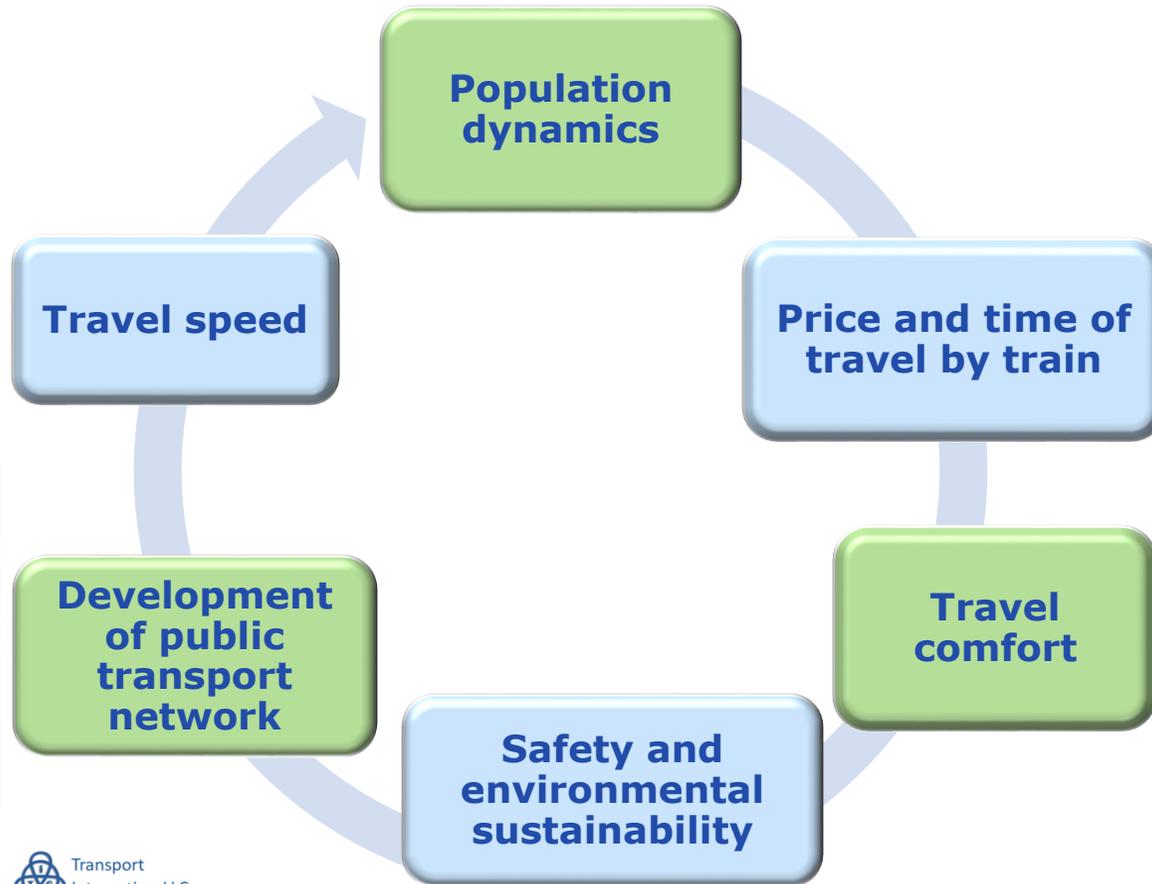
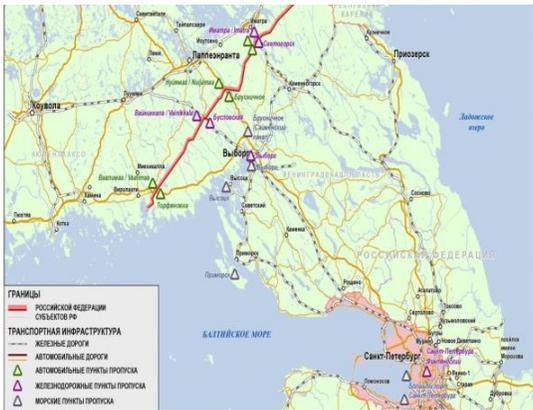
Annual passenger statistics for Lappeenranta Airport^{[12] [13]}

Year	Domestic passengers	International passengers	Total passengers	Change
2005	46,536	3,112	49,648	+1.7% ▲
2006	40,779	8,724	49,503	-0.3% ▼
2007	18,948	4,036	22,984	-53.6% ▼
2008	19,056	4,283	23,339	+1.5% ▲
2009	8,265	5,798	14,063	-39.7% ▼
2010	4,190	56,910	61,100	+324.7% ▲
2011	310	115,957	116,267	+90.3% ▲
2012	112	93,650	93,762	-19.4% ▼
2013	147	98,153	98,300	+4.8% ▲
2014	325	89,226	89,551	-8.8% ▼
2015	586	35,206	35,792	-60.0% ▼
2016	0	0	0	-100.0% ▼
2017	no statistics published			

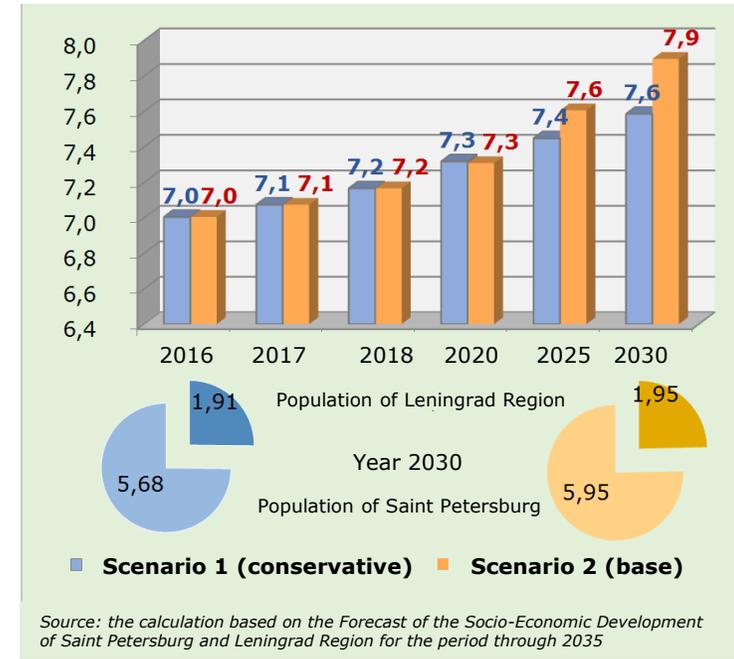
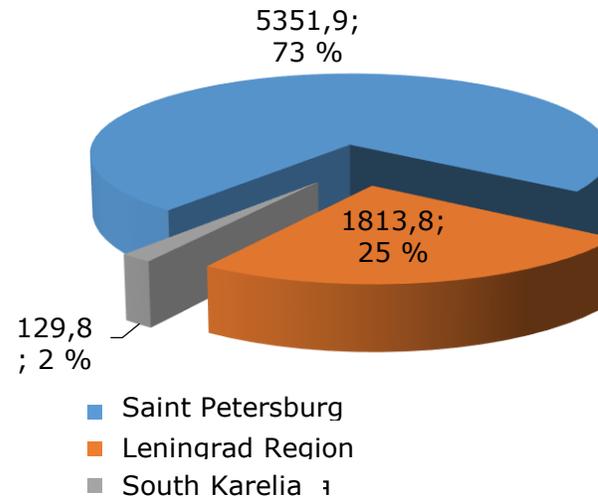


Forecast 2020: ~ 100,000 pass.

The main factors determining the demand for travel on passenger transport

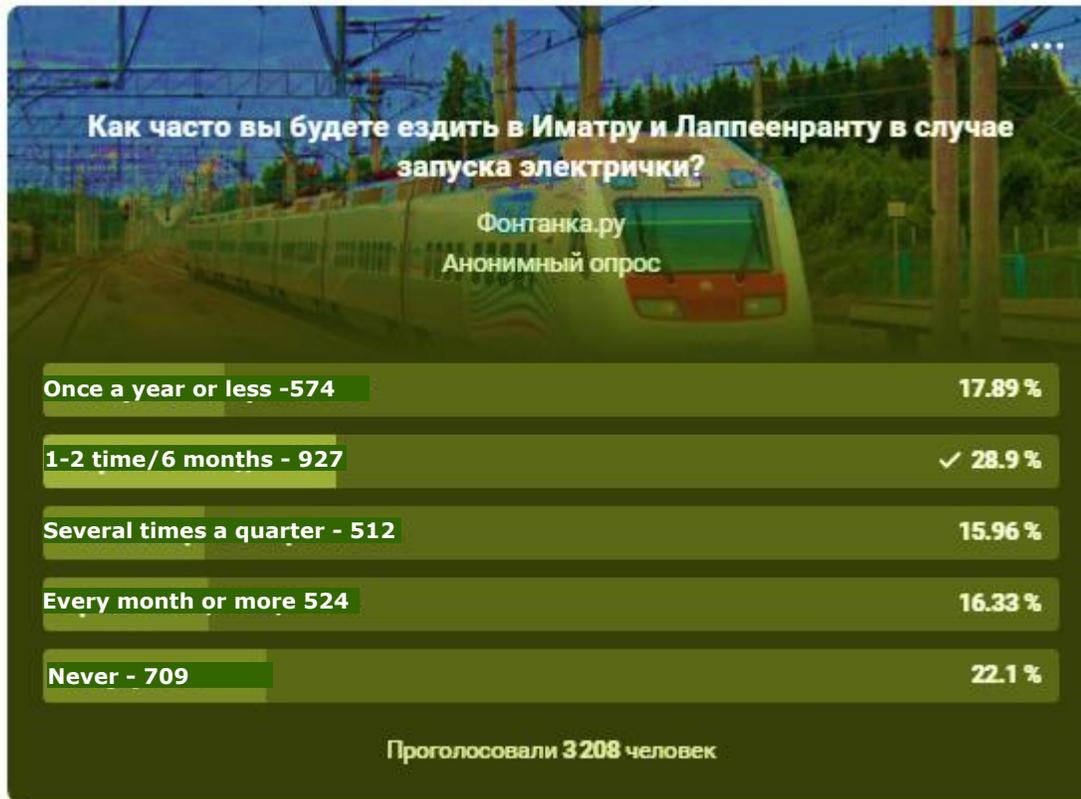


Population Forecast 2030 for St.-Petersburg and Leningrad Region, million people



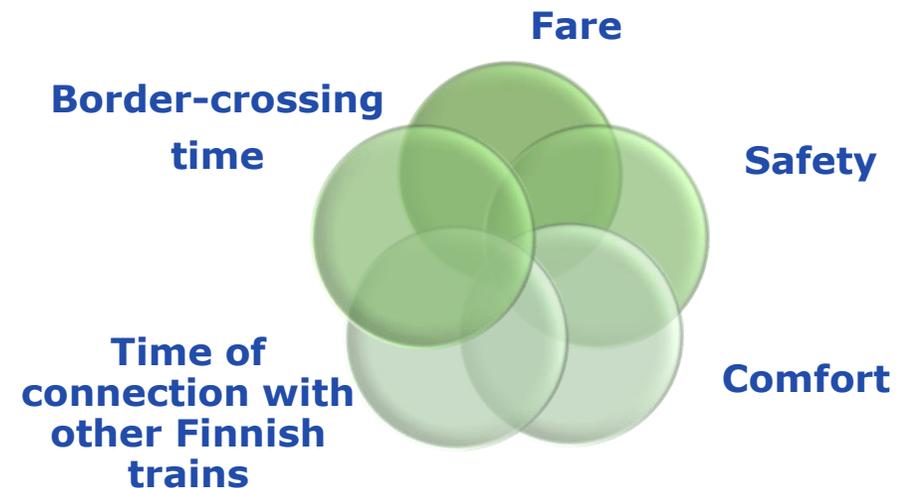
- Law of St. Petersburg of December 19, 2018 N 771-164 «On the Strategy for the Socio-Economic Development of St. Petersburg for the Period up to 2035»;
- Law of the Leningrad Region of August 8, 2016 N 76-oz «On the Strategy of Social and Economic Development of the Leningrad Region until 2030».

Results of a survey of the population of St. Petersburg and the Leningrad region



HOW OFTEN WOULD YOU TRAVEL TO IMATRA AND LAPPEENRANTA IS THERE WERE A TRAIN SERVICE?

3 208 people voted



When buying a one-way ticket, in case of launching a high-speed passenger train to Imatra and Lappeenranta, respondents are willing to spend an average of 20 euros.

The results of a survey of tourism and transport companies of St. Petersburg and the Leningrad region

Proposals on services to be provided to train passengers traveling between Russia and Finland

	Travel agency	Passenger transport company (railway transport)
Currency exchange	✓	
Tax Free	✓	✓
Wi-Fi on train routes	✓	✓
On-board passport control and customs control procedures (with the train moving)	✓	✓

Forecast of traffic volumes of citizens of Russia and Finland by rail through the «Svetogorsk» checkpoint until 2035, million passengers

	Scenario 0	Scenario 1 «conservative»	Scenario 2 «base»
Year		Passenger Current (the train goes through Imatra to Lappeenranta), million pass.	Passenger Current (the train goes through Imatra to Lappeenranta), million pass.
2018	-	-	-
2025	Occasional Charter trains only	0,9	1,1
2030	Occasional Charter trains only	1,1	1,4
2035	Occasional Charter trains only	1,3	1,6

If the Russian Government and the Finnish Government sign an agreement on local cross-border travel (visa-free travel for people living in the border regions of Russia and Finland), the demand for travel will increase by 20-25%.

The Russian Side Road Map (2019 – 2025), key points

- 1. Determination of the initiator of filing an application for status change and reconstruction RWBCP.**
- 2. Formation of the application, including:**
 - economic justification;
 - information on the planned capacity and the timing of the opening of the RWBCP;
 - calculation of the cost of design and construction work, including the reconstruction of the railway station “Svetogorsk” and access roads;
 - construction site plan;
 - work plan subject to maintaining the RWBCP.
- 3. Submission of the application and its support, subject to a positive decision.**
- 4. Engineering survey works.**
- 5. Conducting design and exploration work at the “project” stage.**
- 6. Coordination of design work in the state examination.**
- 7. Construction work, working documentation and author's supervision.**
- 8. Opening of the RWBCP after reconstruction.**

Justification of the need to reconstruct the Svetogorsky checkpoint and railway approaches to it. Giving status to the checkpoint Svetogorsk cargo-passenger permanent multilateral, working around the clock

Key decision-making structures:

1. Government of the Leningrad Region
2. Ministry of Transport of Russia
3. Directorate for the construction and operation of objects Rosgranitsa
4. Open Joint Stock Company "Russian Railways"

Basic documents:

1. Application for changing the status and reconstruction of the checkpoint Svetogorsk (Government of the Leningrad Region)
2. Federal Targeted Program "State Border of the Russian Federation (2012 – 2021)".
3. State program of the Russian Federation "Development of the transport system"
3. Long-term development program of the open joint-stock company Russian Railways until 2025.



Thank you for attention !