

4. Attractive & efficient cross-border night train network

We believe in efficient and climate-friendly transport that competes effectively as an alternative to flights or road travel during the night.

The ultimate goal:

If EU wants to encourage new night train services, it should firstly reduce overall cost base of passenger rail in a non-discriminatory manner, improve the overall competitiveness of rail compared to other transport modes – see our other three Green Deal suggestions

1. Open Data for Rail and Through Ticketing – ensuring awareness & feeder services
2. Fair Access to Track Access at a reasonable and consistent price
3. Fair Access to Rolling Stock (vis-à-vis incumbents) when leasing/purchasing night trains

The ultimate goal should be that most cross-border night trains in Europe are commercially viable, just like some (e.g. Snälltåget & RegioJet) already are!

This is necessary in order to reduce the dependence on the taxpayer, something which all other modes of transport at night have already achieved.

- That being said, if a night train route is wanted by EU cross-border stakeholders and it cannot sustain itself financially (using independent evidence) then there should be a competitive tender involving all competent authorities working together.

We would suggest the following procedure that could be completed over next 5 years:

Step 1 Define desirable EU night train network with focus on reducing short-haul flights

Step 2 Analyse the potential demand by varying supply density with fares that guarantee a shift from flight to rail

Step 3 Truly *Independent* analysis on which night train routes:

- are already commercially viable
- would be commercially viable if specific market conditions were altered to encourage an open market
- still need subsidy, albeit under a competitive tender and includes the incentives to close the gap on losses over time.

Ensuring that **there is a proper sleeping option in a part of the night train.**

Step 4: For non-commercially viable routes, prepare any tender sufficient time for bids, rolling stock orders and commencement of traffic, so railway undertakings **are** given the opportunity to work out innovative night train solutions with the rolling stock industry

Step 5: National tendering authorities should report into an EU night train tendering authority, preferably under the leadership of the European Union Agency for Railways, that manages the above procedure and then:

- Awards contracts and controls performance/results of tendered operations
- Scrutinises availability of rolling stock that gives equal conditions to new entrants vis-à-vis incumbents for both commercially viable and tendered night trains.