Critical size of stations

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Our vision

SBB Real Estate

- is successful in managing one of Switzerland’s largest Real Estate portfolio
- further develops its stations and surroundings
- supports train travel sustainably
Our station portfolio

345 small stations and 205 stops

217 medium-sized stations

23 Stations & More

7 RailCity

Branded as the largest stations that have been developed into comprehensive service and shopping centers

Larger stations that have been developed into service centers with standardized offers

SBB point of sale with still significant revenue
Refurbish, maintain and optimize basic offers

No SBB staff on site
Strategies exist how to proceed in order to reduce monetary loss
Critical size of small stations

Key indicators

- Revenue of passenger traffic less than € 1.5 Mio
- Passenger frequence less than 5000 per day
- Unattractive location
- Needed for technical operation
- Distance to next station
- Political reasons

7 RailCity

23 Stations & More

217 medium-sized stations

345 small stations and 205 stops
Goals

- Best possible presence at lowest cost
- Support Corporate Image
- Cover customer needs
- Integrate station as part of « rail access » functions
- Offer Mobility solutions
4 strategies

- **Develop**: 62 stations with commercial business concepts (i.e. AVEC)
- **Sell**: 34 stations
- **Convert**: 49 stations into train stops
- **Maintain**: 200 stations needed for railway operation
Develop – 62 stations

- Central located stations
- Integrated in „rail access“ functions
- Ensure value
- Enhance profit margin by launching new business models (i.e. AVEC)
- Improve Mobility (P+Rail, Bike+Rail, CarSharing)
- Potential store revenue more than € 1 Mio
Develop – 62 stations

Out of 62, 35 stations with AVEC-concept:

- AVEC-staffed SBB-ticket counter
- Coffee shop
- Newspapers and magazines
- Groceries
- Open 365 days
- All AVEC-stations with an accumulated revenue of € 98 Mio per year
Develop – 62 stations

AVEC-concept: 3 partners – 3 winners

- New business models in existing stations
- Distribution of domestic tickets
- Commercial use of real estate

MIGROS
- Entering Convenience Food Business
- Adapt to modern selling structures

k kiosk
- Refurbishment of existing points of sale
- Fully integrated in trendy convenience shops
Sell – 34 stations

- Restrictive handling
- Smaller buildings
- No relevance in „RailAccess“ function
- No operational use for SBB
- Building does not make a visible unit with entire station (Image)
Convert – 49 stations

Demolition of stationbuilding - Conversion into simple and modern train-stop

- Unattractive location
- No relevance in „RailAccess“
- No use for SBB
- Building in poor condition
- No market for buyers
Maintain – 200 stations

- Stations equipped with technical infrastructure
- Relocation of technical infrastructure too expensive
- Buildings protected by authorities
How to manage small stations

Most important:
- Ensure customer orientated services
- Reduce costs

In order to reach high level standards, SBB’s small stations are maintained and kept clean by RailClean and other FM-partners.

To keep in mind: Small stations are entrance-doors and representatives of public transportation.