



***“EAST-WEST MED EVENT ON THE
DEVELOPMENT OF THE MEDITERRANEAN
MOTORWAYS OF THE SEA***

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● Motorways of the sea: overall objective

Establish a trans-European network of Motorways of the Sea that:

- concentrates flows of freight
- on viable,
- regular,
- frequent,
- high-quality and
- reliable sea-based transport services
- that are integrated in
- door-to-door logistic chains

In order to...

- Reduce road congestion
- Improve accessibility

● Motorways of the Sea: Scope

- Intra-EU:
 - » Baltic sea
 - » Western Europe
 - » South-west Europe
 - » South-East Europe
 - » Black Sea
- External dimension:
 - » Euromed: MEDAMOS
 - » Traceca: Black Sea and Caspian Sea Motorways of the sea
 - » TEN-T: no funding for external part of link
 - » MARCO POLO: fully participating third countries

● Key bottlenecks

- *Insufficient integration in the intermodal chain*
- *Administrative and operational complexity*
- *Ports costs, efficiency, flexibility and transparency*
- *Insufficient facilities and infrastructure in ports and hinterland connections*
- *Quality staff and expertise*
- *Mentalities*
- *Access to finance and reluctance to risk taking in uncertain economic times*

● Financial support to maritime cluster

- Regional funds (ports): 3.5 b € (EU 2000-2007)
- TEN-T:
 - » Ports: 16 b € (EU + MS 2000-2006)
 - » Motorways of the Sea: 310 m (EU 2007-2013)
- Marco Polo: 450 m € (EU 2007-2013)
- R&D: 4.2 b € for transport (EU 2007-2013)
- State aid

Motorways of the Sea – MP II and TEN-T

- ▶ Same general objective of sustainable efficient transport but different approach
- ▶ Funding is fully complementary but with some overlap

MARCO POLO II	TEN-T	
Transport services	Infrastructure	State aid
Ancillary infrastructure	Start up aid	
Modal shift objective	Creation of transport network	Structural funds
Private sector driven	Public sector driven	Cohesion funds
450 m € for all actions	310 m for MoS	
	Prior Jointit MS call	

EIB TEN-T Loan Guarantee instrument

● TEN-T Budget for MoS

- 2008: 20.751 m € allocated to 3 projects
- 2009: 30 m €
- 2010: 85 m € (Spring 2010)
- 2011: 100 m € (December 2010)
- 2012: 50 m € (December 2011)
- 2013: 25 m € (December 2012)

Now is the time to accelerate identification and formulation of MOS projects!

● What can TEN-T fund under MoS ?

- Infrastructure and facilities open to all users
 - » high water protection devices (e.g. dikes, breakwaters, locks),
 - » lights, buoys, beacons; ramps
 - » infrastructure and facilities up to the terminal site (e.g. for temporary storage of loading units, facilities for drivers, facilities for shore side electricity, waste treatment facilities, terminal handling equipment...)
 - » land and sea access to port, including connecting links to the TEN-T or national land transport networks
 - » electronic logistics management systems,
 - » administration and customs facilities including information systems, e.g. VTMIS, reporting and information exchange systems
 - » safety and security measures,
 - » waterways and canals which shorten sea routes
- Start up aid related to capital costs = incentive for maritime operator to join the project
 - » Vessel and vessel equipment
 - » User specific facilities
- Studies

● ABC guide to preparing TEN-T MoS projects

- 1) Start from the market (trade flows analysis, port investment planning, MoS Master plan, new links, recent upgrade of services by operators, upcoming MP projects)
- 2) Build your partnership: involve key actors (ports, terminal service providers, maritime operators, hinterland transport operators, agencies...)
- 3) Scope your project: identify bottlenecks across the logistic chains and propose relevant actions
- 4) Include integration actions – single window, tracking and tracing, joint marketing, etc.
- 5) Build your case: use existing material, socio-economic cost-benefit analysis
- 6) Talk to your supporters: national/regional governments, MoS help desk, EIB, TEN-T and EACI agencies

● Motorways of the Sea projects funded by EU to date

● TEN-T

- » Zeebrugge-Esbjerg
- » Klaipeda-Karlshamm
- » Trelleborg-Sassnitz

● Marco Polo

- » Zeebrugge-Bilbao

● Involvement of the maritime operator

2 Cases:

- 1) MoS builds upon an existing regular, frequent maritime link
 - » Maritime operator needs:
 - A) to commit to maintain the service
 - B) to express in writing intent to consider significant service upgrade at the end of the project
- 2) MoS builds upon maritime link yet to establish
 - » Maritime operator needs to commit firmly to establish a new regular, frequent maritime link

● Conclusion

- MoS is a priority for the new Commission
- Good projects have high chances of funding!
- Think about combining TEN-T and Marco Polo support
- You want more money from the EU for maritime in the next financial perspective? Start with using the funds available today!