



**MARCO POLO**  
NEW WAYS TO A GREEN HORIZON

# **East-West Med on the Development of the Mediterranean Motorways of the Sea Rome, 1st October 2009**

## **Marco Polo co-financing of MoS projects**

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<http://ec.europa.eu/marcopolo>



## Marco Polo – General overview 2003-2008

Funded projects		102
Partners		410
<b>Maritime component projects (+ 2009)</b>		<b>26 (+8)</b>
Shifted freight over the period up to date (T*km)		22.6 billion
Planned shift over 2003-2008 contracts (T*km)		91.8 billion
Call 2009 available budget		€ 61,2 M
Available budget 2007-2013		€ 450 M





## Marco Polo Maritime projects (1)

Acronym	Year	Destinations		Area
Bridge over Europe	2004	Bilbao - UK, DE	LoLo	Atlantic
Iberlim	2004	Portugal - Paris	bulk	Atlantic
Maris	2004	Livorno - Valencia	RoRo	Med
ATTAC	2005	Civitavecchia - Toulon	RoPax	Med
BASS	2005	Rostock - Ventspils (LV)	RoPax	Baltic
Marocco Seaways	2005	Genoa-Barcelona-Tangiers	RoPax	Med
Scapemed	2005	Portugal - Genoa	bulk	Med
ZEST	2005	Zeebrugge - Esbjerg (Norway)	LoLo	Atlantic
Ro-Ro Past France	2007	Zeebrugge – Bilbao <u>MoS</u>	RoRo	Atlantic
WestMed Bridge	2007	Civitavecchia - Barcelona	RoPax	Med





## Marco Polo maritime projects (2)

Acronym	Year	Destinations		Area
Rigamodal	2007	Antwerp - Rotterdam - Bremerhaven - Riga	LoLo	North - baltic
Nethpola	2007	Rotterdam - Gdynia/Gdansk + Bremerhaven	LoLo	North - baltic
Ceramica 2	2007	Sassuolo - Casteloon de la Plana	RoRo	Med
Albatross	2007	Livorno – Barcelona	RoPax	Med
Reefer Express	2007	Bilbao – UK, Rotterdam	LoLo	Atlantic
Gulf Stream	2007	Santander – Poole	RoPax	Atlantic
AVELINE	2008	Lübeck – Liepaja	RoPax	Baltic
Kobalink	2008	Koper (SL) – Barcelona	RoRo	Adriatic-Med
SCADAE	2008	Venice/Koper/Ravenna – Salonika	LoLo	Adriatic-Med
Dutch Russian Lo-Lo	2008	Harlingen (NL) – Ventspils	LoLo	North - Baltic





## Marco Polo maritime projects (3)

Acronym	Year	Destinations		Area
IGOR	2008	Antwerp – Hamina	LoLo	North - Baltic
KOTCAR	2008	Antwerp/Hamburg/Bremerhaven - Kotka (Fin)	LoLo	North - baltic
OBSTE	2008	Lübeck - St Petersburg (RU)	RoPax	Baltic
Ulysses	2008	Genoa/Catania - Patras/Igoumenitsa	RoRo	Med
INKATRASYIS	2008	Bari (IT) - Bar (Serbia)	LoLo	Adriatic
Enercon	2008	Germany - Portugal	LoLo	Atlantic
	<b>2009</b>	Spain (almeria)- UK, F, NL, DE	LoLo	Med-Atlantic





## Marco Polo maritime projects (4)

Acronym	Year	Destinations		Area
	2009	Greece (Corinth/Igoumenitsa) – Italy (Ravenna)	RoRo	Adriatic
	2009	Zeebrugge (BE) - UK	LoLo	North
	2009	Amsterdam (NL) – Esbjerg (DK)	RoRo	North
	2009	BE-IT-TUR-BUL-GR-PL-SER	LoLo-iww	North, Med
	2009	Agadir (MA)-Port Vendres(F)-Dunkirk(F)	LoLo	Med, Atlantic
	<b>2009</b>	<b>Spain (Gijon)– France (St Nazaire) (MoS)</b>	<b>Ropax</b>	<b>Atlantic</b>
	2009	Spain / BE/NL – UK, Latvia	Bulk	Med,Atlantic





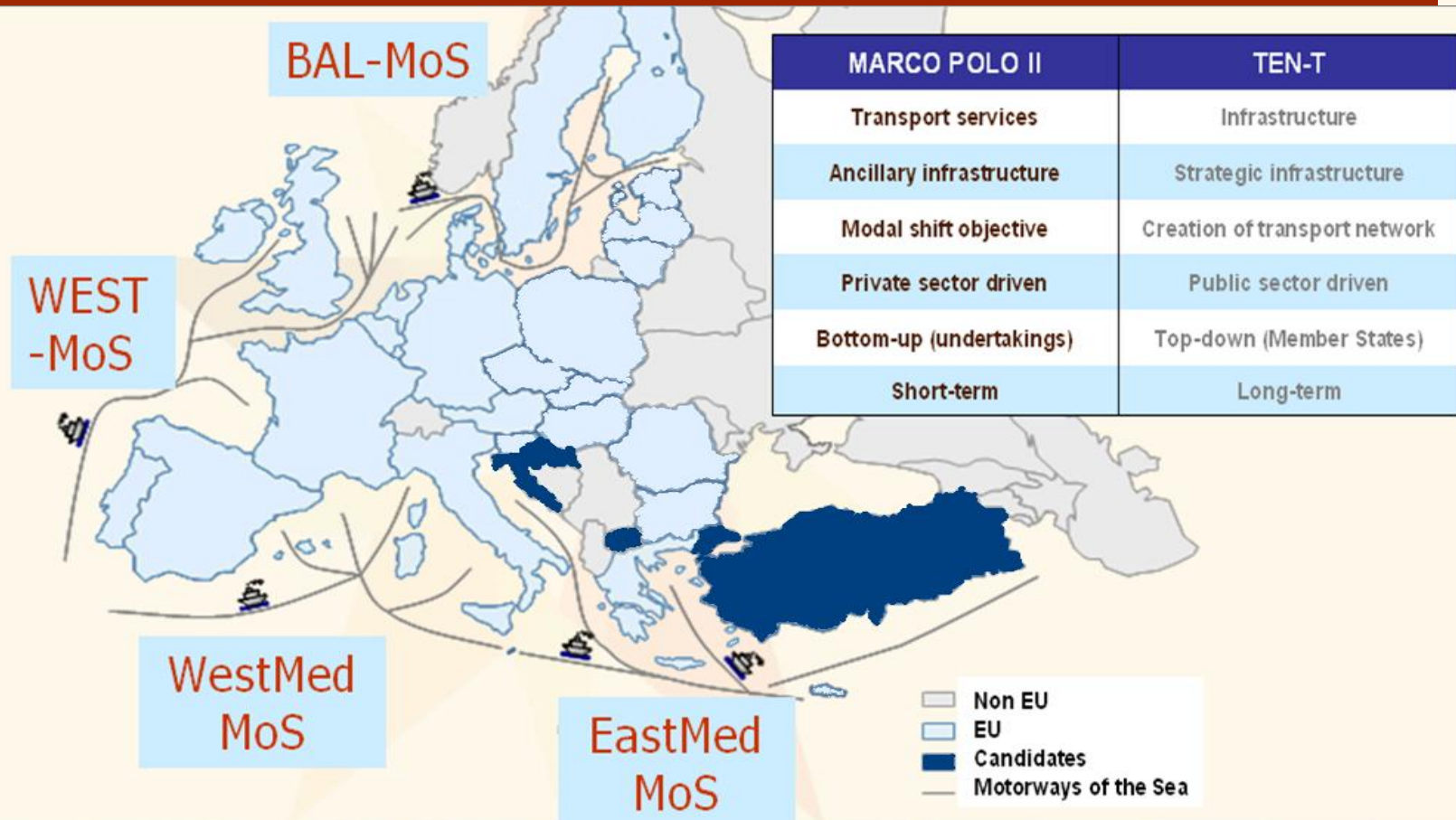
## The existing MoS project in Marco Polo

- **Project:** RoRo Past France
- **Consortium:** Spliethoff s Bevrachtingskantoor B.V. (lead partner) & Perez y Cia. Group
- **Action:** Motorways of the Sea action call 2007, EU subsidy: € 6.800.000
- **Modal shift objective:** 8.4 billion tkm
- **Description:** The project includes a new regular RoRo ferry service between Belgium (Zeebrugge) en North-Spain (Bilbao). The service is oriented to non-accompanied trailers with almost a daily service with 4 ships.





## The Motorways of the Sea Concepts TEN vs MP





## MARCO POLO II – Results of Call 2008

<b>Received proposals</b>	<b>46</b>
<b>Requested subvention</b>	<b>€73 M</b>
<b>Selected proposals (merge of 2)</b>	<b>28</b>
<b>Subvention requested by selected projects</b>	<b>€34 M</b>
<b>Maritime components projects supported</b>	<b>10</b>
<b>Maritime projects budget</b>	<b>€10,75M</b>
<b>Available budget</b>	<b>€59 M</b>

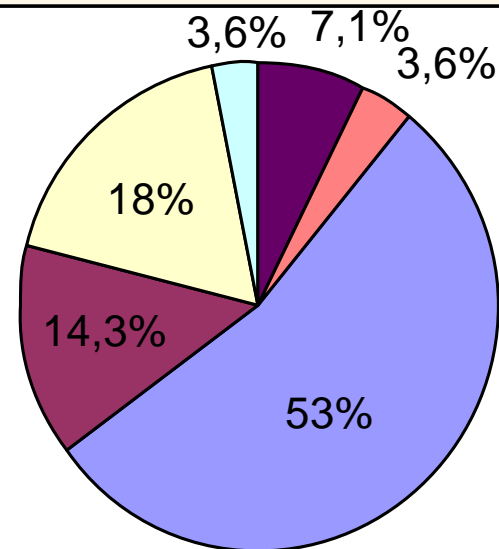




## Call 2008

Majority of projects: modal shift with rail.  
28 projects received a contract.

- Mode break-down:**
- Rail: 15
  - Combined Train/SSS: 4
  - MOS-SSS: 5
  - Trimodal: 1
  - Intermodal (CLA): 2
  - IWT/Rail: 1





## MARCO POLO II – Results of Call 2009 evaluation

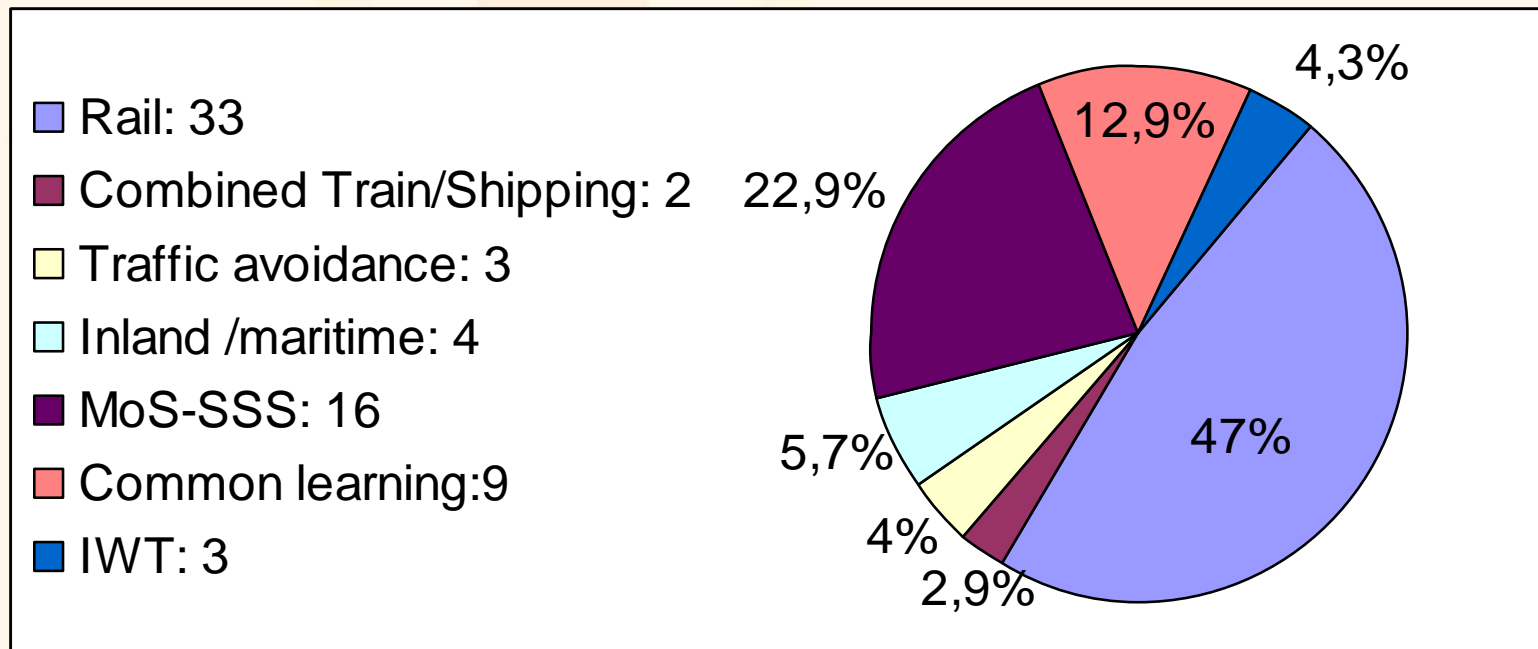
Received proposals	70
Projects with Maritime component	22
Requested subvention 	€ 224,1 M
Requested subvention for maritime component projects	€ 89,4 M
Projects under negotiations	20
Projects in reserve list	18 (50M€)
Subvention requested for selected projects	€ 110 M
Available budget	€61,2 M





## Call 2009

### Proposals received by modes (70) Mode break-down:





## Call 2009 type of actions (proposals)

<b>Modal Shift actions</b>	<b>66%</b>
<b>Common learning actions</b>	<b>13%</b>
<b>Motorways of the Sea actions (5)</b>	<b>7%</b>
<b>Traffic Avoidance</b>	<b>4%</b>
<b>Catalyst actions</b>	<b>10%</b>






## Call 2009 Projects under negotiation

<b>Railway</b>	<b>7</b>
<b>Maritime / MoS</b>	<b>4+1</b>
<b>Mixed maritime / inland water ways</b>	<b>2</b>
<b>Mixed maritime / rail</b>	<b>1</b>
<b>Traffic Avoidance</b>	<b>2</b>
<b>Inland water ways</b>	<b>1</b>
<b>Common learning actions</b>	<b>2</b>





## Marco Polo – General overview 2003-2008

<b>Funded projects</b>		<b>102</b>
<b>Partner companies involved</b>		<b>410</b>
<b>Ongoing projects</b>		<b>69 (+2009)</b>
<b>Shifted freight over the period up to date (T*km)</b>		<b>22.6 billion</b>
<b>Planned shift over 2003-2008 contracts (T*km)</b>		<b>91.8 billion</b>
<b>Available budget 2007-2013 (MP II)</b>		<b>€ 450 M</b>





## Interest in the MP programme

Period 2003 – 2009

- Historical main focus on transport business...  
increasing risk of competition on same route... (limited to existing main corridors)
- Shippers and Manufacturing industry partners would open new potential horizons for Marco Polo funding.





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## Your interest in Marco Polo !

- Achieve a more efficient delivery of your goods, rely on strong intermodal services.
- Make use of economies of scale by sharing capacities with transport or shipping partners.
- Reduce your investments in road rolling stocks
- Give a more environmental-friendly image of your company / brand.
- Receive co-financing for your modal shift and traffic avoidance projects



<http://ec.europa.eu/marcopolo>



## Having a look into 2010

- Marco Polo Info Day in Brussels 2<sup>nd</sup> week of February 2010
- Publication of Call in January/February 2010
- **New applicable regulation!:**
  - ▶ Lower minimum threshold values (200Mtkm annual basis MoS, minimum 3 years and max 6 years)
  - ▶ Transport unit and empty containers will contribute to modal shift calculation
  - ▶ Projects can be presented by 1 company only
  - ▶ Possibility to support 20% of ancillary infrastructure
  - ▶ Subsidy raised to 2€/500 tkm shifted (before: 1€/500 tkm)
  - ▶ Possibility on a case by case to extend contract by 6 months





## MoS States Regional priorities (1)

- Marco Polo support can be given to :
  - ▶ New transport services or upgrades of existing services
  - ▶ Subsidies limited to 2€/500tkm of freight moved away from road or max 35% of eligible costs or limited to project losses over the period
  - ▶ Subvention limited to freight shifted on EU territory
  - ▶ **STATE AID RULES FOR MARITIME**
    - Guidelines from EC ( 2008/C 317/08 of Dec 2008)
    - Maximum 35% of eligible costs- MP subvention and State aid included
    - Needs EC clearance for the state aid perspective
    - First MP Decision, than State Aid support analysed in case of request for both funding schemes





## MoS States Regional priorities (2)

- ▶ **In depth analysis of competition issues in case of MP funding request**
  - Existing shipping lines - frequencies - distortions?
  - Type of cargo transported - markets ?
  - Final geographical hinterland distribution of good
- ▶ **In depth analysis of the eligible costs and Tkm during the Marco Polo negotiation phase**
- ▶ **The proposed MoS projects for Marco polo are analysed in open competition with proposed rail, SSS or IWW projects.**





## MoS States Regional priorities (3)

- ▶ Mediterranean area is well deserved by LoLo, RoRo and Ro-Pax shipping lines.
- ▶ Almost 10 Marco Polo projects funded in the area.
- ▶ Some of them are on the identified potential corridors. Is there room for more competitors on some corridors? – existing difficulties for operators by lack of clients.
- ▶ In case of projects submission to MP calls, competition analysis will be part of decisional process.
- ▶ In case of national projects only with State aids, competition issues will be analysed by Commission.





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## Existing support

### ■ MARCO POLO Website

<http://ec.europa.eu/marcopolo>

- ▶ Call text, model contract, templates
- ▶ Checklists, Frequently Asked Questions
- ▶ MARCO POLO calculator
- ▶ Slides of previous Marco Polo conferences

### ■ MARCO POLO Helpdesk

- ▶ Email: [eaci-marco-polo-helpdesk@ec.europa.eu](mailto:eaci-marco-polo-helpdesk@ec.europa.eu)
- ▶ Tel.: +32 2 29-50924
- ▶ Fax: +32 2 29-79506

Sing up to the free  
Marco Polo  
e-newsletter!





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## Upcoming Marco Polo events

### ■ Marco Polo Info day 2010

▶ Brussels, 10 February 2010



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# Thank you for your attention

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