



# **Baltic Motorways of the Sea - barriers and challenges**

## **High Quality Rail and Intermodal Nordic Corridor - Königslinie**

Roman Poersch, project consultant

Gdansk, 11 May 2010

# Content

- 1. Introduction of the MoS project „Königslinie“**
- 2. Challenges and opportunities of a MoS action**
- 3. Evaluation of project and MoS framework**

# **1. Introduction of the MoS project „Königslinie“**

# Project Framework: Trans-European Network of Transport

Priority project no. 21 of the TEN-T (blue lines) programme covering 4 areas:

- **Baltic Sea**
- North Sea and Atlantic Arc
- West MED
- East MED

**A Motorway of the Sea action is**

- A strategic and integrated maritime transport link, and
- of high relevance for the trans-European network of transport (TEN-T) and for a sustainable development of the EU.

**Financial budget for TEN-T development (period of 2007-2013):**

- approx. € 8 billion in total
- approx. € 450 million for MoS projects



Source: BMT Transport Solutions based on DG TREN

# One of the first Motorway of the Sea Actions adopted

**Rail-based ferry service “Königslinie” linking Scandinavia and the Continent**

**Busy market place with limited options for rail-bound transport**

**European Commission adopted Decision 2008-EU-20101-P on 28 October 2009**

**Project duration: 01/2008-12/2013**

**Project budget: > € 50 million (total)**

**EU financial contribution: 20.26% (of total)**

**Project partners / beneficiaries:**

- Trelleborg Hamn AB (Sweden)
- Fährhafen Sassnitz GmbH (Germany)
- Scandlines AB (Sweden)
- Scandlines Deutschland GmbH (Germany)



Source: BMT Transport Solutions



# Business rationale and political motivation

## Rationale and service development

- A mature (traditional service (100 years)) and high quality (frequent, reliable, integrated) transport option as the shortest distance between Germany and Sweden.
- Improved port and shipping services (technical, operations, management, administration) and an integrated market approach (rail/ intermodal, port, shipping).

## Political motivation

- Development of TEN-T network/ corridors (high quality, long-term rail capacity in a competitive environment);
- Contribution to modal shift away from road (mixed service of rail, intermodal, RoRo) and reduction of environmental impact;
- Development of a single European market and increase of freight (and passenger) mobility.



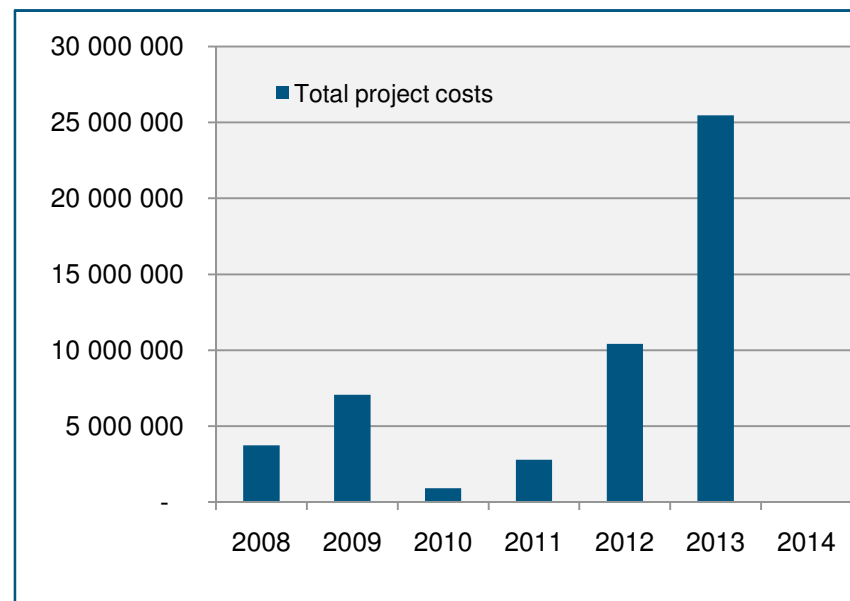
Source: BMT Transport Solutions

# Project budget and EU financial support

## Distribution by investment category

Investment category	Budget share	Funding rate
Infrastructure	81%	20%
Start-up aid	9%	20%
Support equipment	4%	20%
IT-systems	3%	20%
Studies	1%	50%
Project management	ca. 2%	20%
Total	100%	20,3%

## Distribution by year



Total project budget (eligible costs) of € 50,35 million with a total EU financial contribution of € 10,2 million.

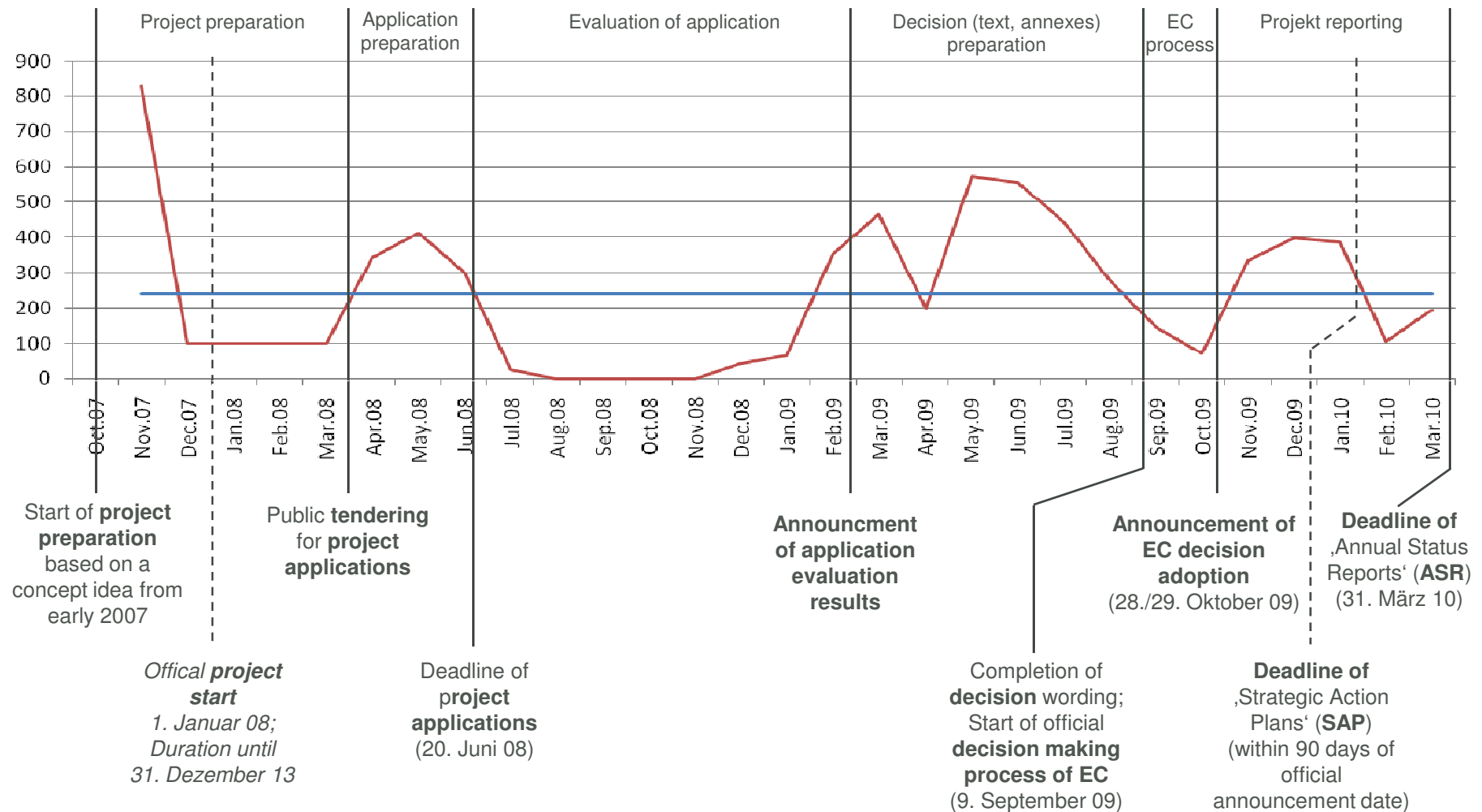
Annual investment distribution (majority in 2012-13) reflects market impact and project implications.

Strategic infrastructure main receiving elements of EU financial support.

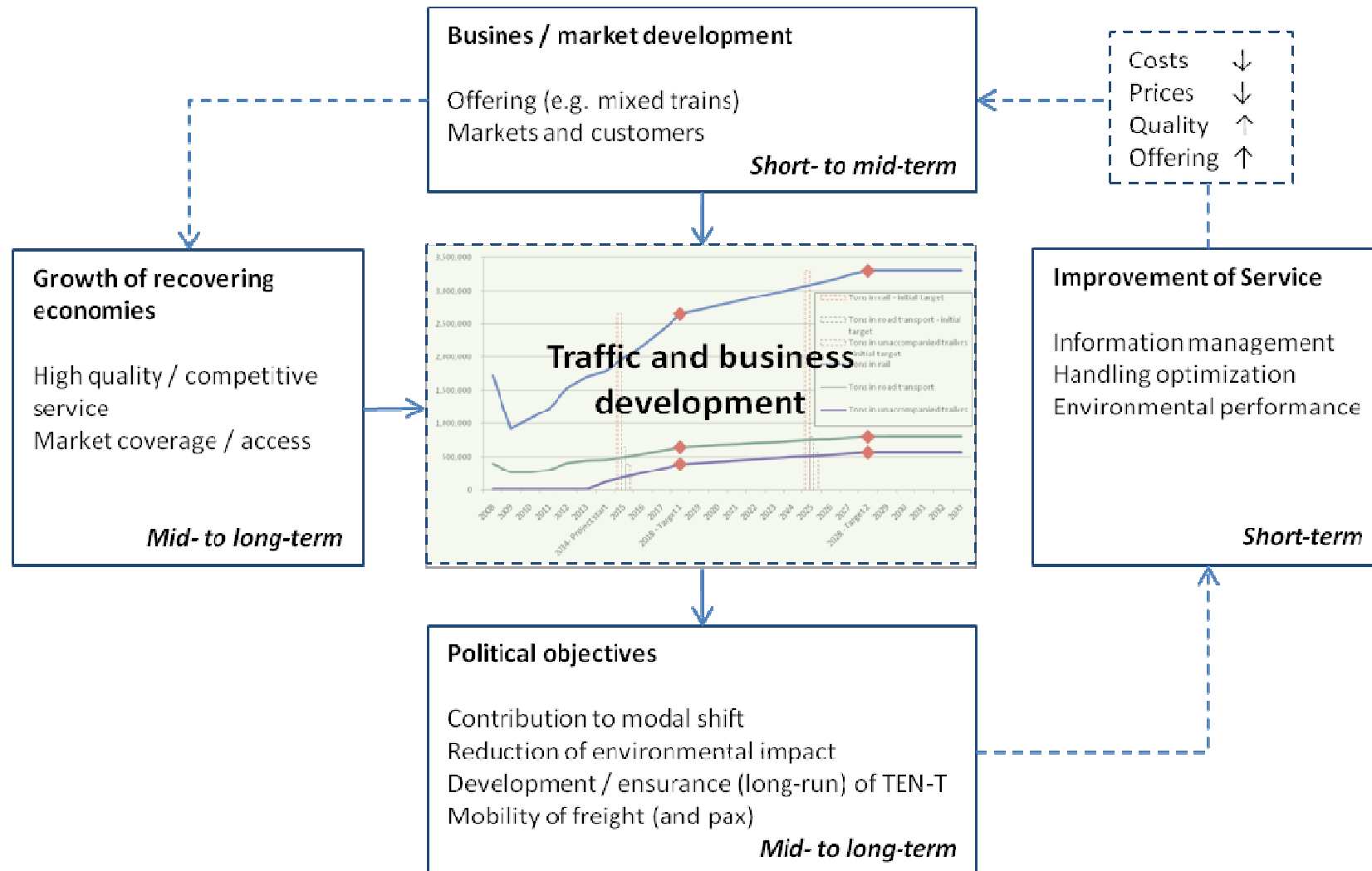
## **2. Challenges and opportunities of a MoS action**



# High demand of project/ application management effort



# Interdependency of key success factors

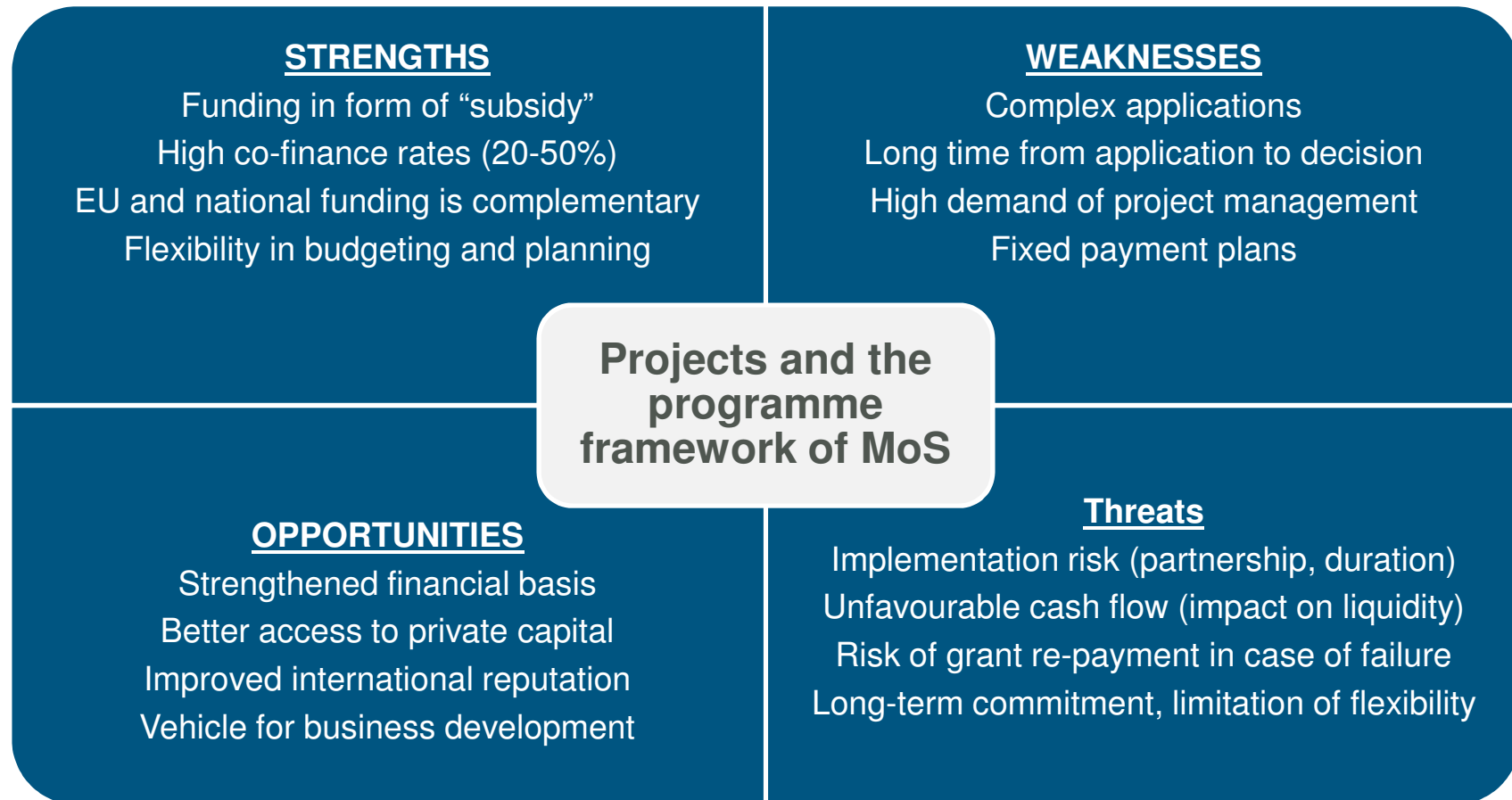


# Match of common objectives and project aims

European Commission/ EU	Königslinie/ Consortium
High quality transport infrastructure	Service quality improvement (operation, administration etc.)
Long-term rail transport capacity	Ensured/ enhanced rail-bound ferry service
Competitive transport industry	Decreased cost level, rail link choice in regional market
Increased modal shift away from road	Competitive rail-based transport service and „new“ markets
Reduction of environmental impact	Reduced bunker, increased rail share and asset utilisation
Cohesion and access to peripheries	Connection to Nordic countries
Development of domestic market	Linkage of Nordic and central/ southeast Europe markets
Improved mobility of freight	Integrated offer and reduced barriers of an improved service
Increased social welfare	Increased efficiency, creation/ ensuring of work

### **3. Evaluation of project and MoS framework**

# High potentials with limited risks for a real business case with a clear European development focus



# Thank you for your attention and good luck!

**Roman Poersch**

**Wilhelm Borchert GmbH**

Kleckerwaldweg 16

D-21266 Jesteburg

Germany

+49-172-8384343

roman.poersch@wilhelm-borchert.com