



# Motorways of the Sea: Our joint opportunity!

Directorate General  
for Mobility  
and Transport



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**Transbaltic Seminar, 11 May 2010,  
Sopot, Poland**

# Issues to be covered

- TEN-T co-financing for MoS
- Eligible MoS actions
- Specific elements of MoS proposals
- Project evaluation
- Future of MoS



# TEN-T co-financing for MoS in 2010

- 20% for infrastructure works and facilities **(implementation projects)**, 30% for cross-border sections
- 50% for **pilot actions**
- 50% for **studies** or study parts of projects
- 30% for **start-up aid** i.e. depreciation of capital costs

Combining rates within the same project possible

Cumulating with other EU co-financing instruments for the same part of action **not possible**



# Implementation projects 1/4

- Priority in selection exercise
- Two types:
  - maritime link based projects
  - wider benefit projects

## Maritime link based projects

Objective: establishment of MoS projects along main freight transport corridors, based on new maritime links or improvement of the existing ones



# Implementation projects 2/4

- Intermodality a key principle (involvement of two ports from two Member States, a maritime operator and hinterland transport operators)
- Broader consortia involving terminal operators, logistics companies or ship brokers expected
- Investment in infrastructure to overcome or prevent bottlenecks
- Involvement of shipping companies and other transport operators demonstrated through direct participation in the project as beneficiary or through letters of support (letters of intent)



# Implementation projects 3/4

- Services focused predominantly on freight transport
- Efficiency of MoS services based on modal shift calculations till 2025 and reduction of external costs
- The transport (maritime) service must be achieved at the latest 6 months before the end of the project – otherwise the EU financial aid will be reduced to 10%
- Viability of transport service substantiated through detailed market analyses of freight flows and business plans
- Competition analysis of the project impact on other transport services and ports in the same or nearby regions



# Implementation projects 4/4

- Integration of IT systems or application of single window concept expected
- Project impact to be monitored and reported during and after its implementation
- Study or pilot action parts preparing the concrete implementation phases can be incorporated
- Pre-selection through regional joint calls for proposals organised by Member States compulsory

## Wider benefit projects

Implementation actions for IT systems, tracking and tracing systems, environmental issues, icebreaking etc.



# What can TEN-T fund within implementation projects?

- high water protection devices (dikes, breakwaters, locks)
- lights, buoys, beacons; ramps, jetties, signposting
- infrastructure and facilities up to the terminal site (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
- administration and customs facilities (VTMIS, reporting and information exchange systems, administrative simplification)
- waterways and canals to shorten sea routes





# Examples of currently funded MoS implementation projects



# Pilot actions

- Objective to deploy new and innovative concepts and technologies in pre-implementation phase
- Examples:
  - reduction of administrative burden by implementation of IT information exchange/reporting systems or single windows for MoS services;
  - integrated IT systems for cargo tracking and tracing within the whole MoS chain;
  - validation of the operational benefits of new ro-ro ship prototypes or of innovative, environmentally friendly ship propulsions/engines for MoS services;
  - innovative logistics concepts accelerating intermodal operations in terminals;
  - test operations for door-to-door MoS services involving at least maritime operator, two ports in two different Members States and rail or inland navigation operator (see PORTMOS project on MoS Helpdesk website as example)



# Studies

- Must address regional or European issues of wider benefits for MoS
- Could include preparatory phases of implementation projects
- Minimum subsidy 1 million euros



# Start-up aid

- 30% of two years of depreciation of eligible capital costs e.g.
  - terminal equipment
  - fixed or semi-mobile equipment (e.g. cranes or ramps)
  - locomotives, ships or vessel equipment allocated to MoS service or adjustment of vessels for the purpose of MoS



# MoS budget in 2010

- Budget allocation for MoS in 2010: € 85 M
- Pilot actions have an indicative limit of 30% of the overall budget
- Studies have a limit of 20% of the overall budget



# Eligibility

- All type of projects must be submitted jointly by at least two Member States
- Project extension to a neighbouring non-EU country requires additional governmental endorsement from that country
- Project part extended to non-EU country not eligible for TEN-T co-financing
- Eligibility period for actions: 1 January 2010 till 31 December 2013



# Project Evaluation

- External evaluation by independent experts, organised by TEN-T EA
- Final selection by the European Commission
- Four blocks of evaluation criteria: relevance, maturity, impact, quality



# MoS 2010 - key expectations (1)

- Focus on intermodality and logistic chain integration
  - Don't forget about **hinterland** part and bottlenecks – the port to port link is not enough!
  - Describe services, also existing ones and future upgrades
- Freight flows justifying the link must be demonstrated
- Market, competition, cost/benefit analyses indispensable to demonstrate that the link has/can gain a fair market share and demonstrating that it realistically becomes profitable for operators
- Holistic approach – bringing relevant actors together
- Appropriate participation of transport operators (covering the maritime link) and ports are required. Involvement of other stakeholders expected as appropriate (e.g. infrastructure owners/managers, hinterland transport service providers)





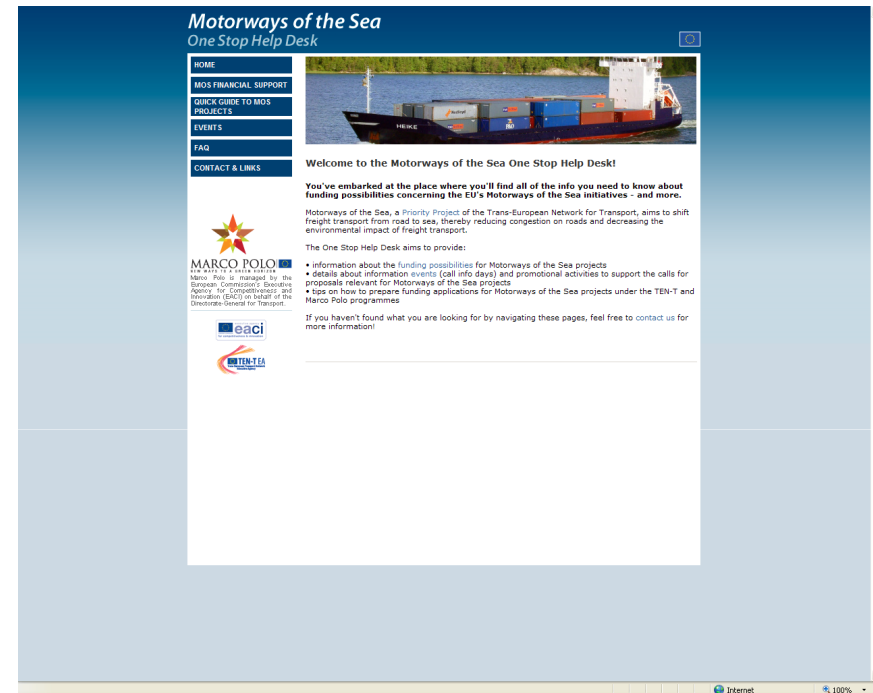
# MoS 2010 - key expectations (2)

- Information should be provided in detail, preferably with supporting documents and quoted sources for figures
- Exploit TEN-T and consider combining with Marco Polo (and possibly other instruments)
- Clear project organization structures with allocation of tasks and responsibilities
- Environmental situation well described. Possible certificates obtained and provided.
- Active involvement of MS early in the process



# MoS information dissemination

**MoS One Stop  
Help Desk:  
open for  
business!**

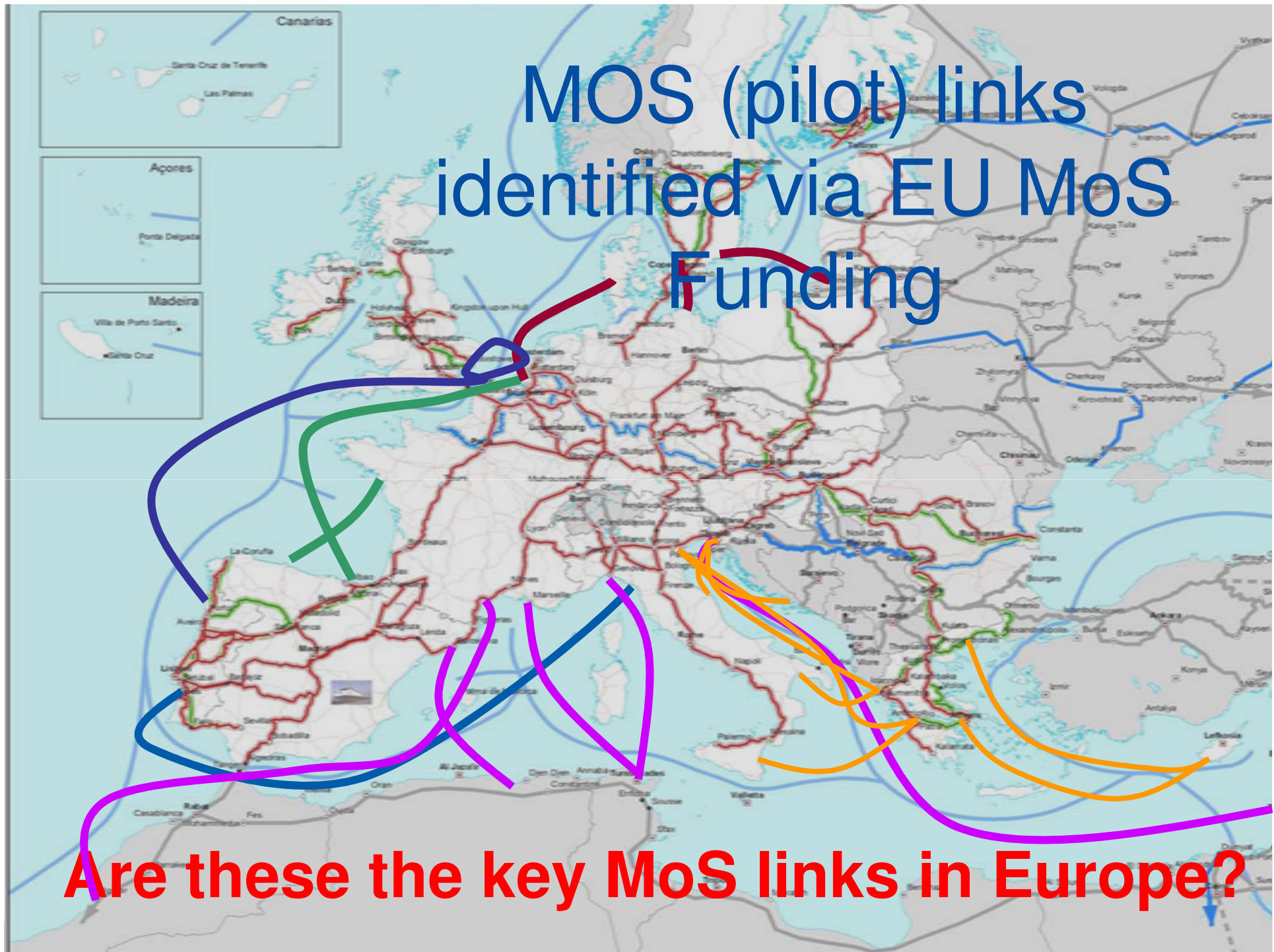


**www.mos-helpdesk.eu**



MOS (pilot) links  
identified via EU MoS  
Funding

Are these the key MoS links in Europe?





# A few obvious conclusions...

- Strong support for Motorways of the Sea but... implementation stays behind
- Fragmentation of support instruments: synergies do not work out
- Studies/Master plans do not always lead to concrete implementation
- Increasing problem of distortion of competition
- Current bottom-up approach fails to recognise successful private sector MoS services





# Unique window of opportunity

- Revision of TEN-T
- Revision of Marco Polo
- Revision of MoS policy
- ... will be carried out simultaneously and in an interconnected way



# Opportunities (1)?

## **MOS: broadening the scope?**

- MoS for passengers?
- Subways of the Sea (pipelines?)
- National MoS?
- MoS for bulk cargo?





# Opportunities (1)

## MOS: broadening the scope?

- MoS for passengers?
- MoS for pipelines?
- MoS for bulk cargo?

*Would this not blur the concept?*



# Opportunities (2)?

## MOS definition

- Make MoS more market-driven?
  - Single MoS concept with clear criteria?
  - Link MoS to the core TEN-T land network?
  - Need for a separate « geographical » and « conceptual » MoS pillar?
  - Apply the TEN-T methodology for the geographical core network to identify MOS links?
- 
- Continue the bottom-up approach?
  - Top-down only definition based upon market reality?
  - Top-down plus bottom up?





# Opportunities (2)?

## MOS definition

- Make MoS more market-driven?
- Single MoS concept with clear criteria?
- Link MoS to core TEN-T land network?
- Apply the conceptual » MoS pillar?
- Apply the TEN-T infrastructure quality label to identify MOS links?
- Continue the bottom-up approach?
- Top-down only definition based upon market reality?
- Top-down plus bottom up?



# Opportunities (3)?

## MOS funding

- Refocus the funding priorities for MoS?
  - Away from the sea to the (hinter)land?
  - From hard to soft(smart) infrastructure ?
  - From increasing the offer to increasing demand?
  - From modal shift to decreasing external costs?
- Overcome funding fragmentation
  - 1 application for funding for 1 MoS project?
  - 1 single fund (for all actions (infrastructure, equipment, studies, services, pilot actions...) ?
- Special regime for state aid?
- EIB involvement?



# Opportunities (4)?

## MOS Monitoring

- Quantitative targets?
  - market penetration,
  - efficiency gains,
  - safety and security,
  - social conditions,
  - connectivity with the EU's neighbours,
  - easiness of use,
  - environmental efficiency
  - carbon footprint
- Monitoring the MoS network?



# Opportunities (4)?

## MOS Monitoring

- Quantitative targets?
  - market penetration,
  - efficiency gains,
  - safety and security,
  - connectivity with the external world,
  - easiness of use,
  - environmental efficiency
  - carbon footprint

**Is this feasible?**

- Monitoring the MoS network?



# Mos Policy Review: next steps

- TEN-T, Marco Polo, MoS policy evaluation and impact assessment: ongoing
- Commission working paper on TEN-T policy review (consultation document) (May 2010)
- European Maritime day Gijón (19-21 May 2010)
- Saragossa Conference (8-9 June 2010)
- MoS Conference (September 2010 ?)
- Marco Polo Stakeholder Conference (tbd)
- New Transport Policy White Paper (end of 2010)
- Commission proposal on TEN-T Guidelines (Spring 2011)
- Commission document on Motorways of the Sea?
- Commission proposal on Marco Polo (mid 2011)



# Thank you!

For further information:

[http://ec.europa.eu/transport/index\\_en.html](http://ec.europa.eu/transport/index_en.html)

